FERTILIZER FACTS

- Nitrogen (N), phosphorus (P) and potassium (K) are the three primary components of fertilizer.
- Top three fertilizer-utilizing U.S. crops: corn, wheat, soybeans.
- Top five fertilizer-consuming states: Illinois, Iowa, Ohio, Texas, Indiana.
- The fertilizer manufacturing industry is responsible for approximately 33,000 jobs in the United States.
- Fertilizer production facilities are located in 34 states.
- The U.S. nitrogen fertilizer industry operates production plants in 27 states, the phosphate fertilizer industry operates production plants in 12 states and potash is mined in Michigan, New Mexico and Utah.
- The United States is the second largest producer and consumer of fertilizer in the world. China is the first in both categories.
- Research shows that fertilizers account for at least one-third of all crop yields in the world.
- The fertilizer industry has annual revenue of approximately $10 billion.
OUR COMMITMENT:

The Fertilizer Institute (TFI) represents the fertilizer industry from the point of production to the point of use and provides all members associated with the fertilizer industry with a strong voice in the public policy arena, just as TFI’s predecessors did for more than 100 years. Our voice is powerful because of the strength of our membership — manufacturers, retailers, importers, transporters and others — who work together for a common cause.

TFI is proud to represent the commercial fertilizer industry in the United States; an industry that has a proud heritage. TFI has established a solid record of legislative and regulatory victories, which have afforded America’s farmers with the tools necessary to produce bountiful crops to feed our growing nation and world.

As an association, we are driven to provide the best results for our members and believe that every task undertaken must be accomplished accurately, expeditiously and economically.

If you are a member of the fertilizer industry, TFI membership is one tool you won’t want to live without.

Your TFI Team

COMMUNICATIONS

As the national voice of the fertilizer industry in the media, TFI takes an active role in positioning the industry’s views with key influencers and endeavors to inform members, policymakers and the public by utilizing both innovative and traditional communication methods.

TFI assumes an assertive role in its communication efforts and stands ready to defend and advance the industry as it contends with complex and shifting environmental, security and safety issues.

To aid its members and enhance public understanding of the fertilizer industry, TFI produces several communications tools, including a monthly newsletter; a bi-monthly e-mail newsletter for its members; other timely member alerts; news releases; an interactive Web site; a members-only Web site and brochures and campaigns which deliver messages with impact.
LEGISLATIVE AND REGULATORY ADVOCACY
TFI is the fertilizer industry’s voice in our nation’s capital, representing this vital industry’s interests before Congress and federal agencies. Enlisting the support of a wide network of agriculture advocates nationwide, TFI leads fertilizer industry efforts on a wide range of issues including product security, transportation, environmental quality, energy and farm policy, and the elimination of tariff and non-tariff barriers to international fertilizer trade.

On a daily basis, TFI works with its members and allies to provide information and programs to advance the fertilizer industry. Whether meeting with members of Congress to weigh in on the latest priority issue, testifying before a committee to provide expert information or providing comments on a technical issue under consideration by federal regulatory agencies, TFI is the fertilizer industry’s advocate in the legislative and regulatory arena.

STATISTICAL INFORMATION
Reliability and timeliness are the cornerstones of TFI’s statistical programs. Member companies, members of Congress and federal agencies count on TFI statistical data as an accurate means of gaining up-to-date knowledge of fertilizer industry economics.

TFI’s statistical program serves as an anchor for many of its initiatives, including its legislative and regulatory efforts on Capitol Hill as well as its public communication efforts. Whether you’re seeking the latest data regarding U.S. fertilizer consumption or information on top fertilizer importing and exporting countries, TFI’s statistical department delivers results.

SCIENCE
Science and policy often intersect and TFI regularly monitors and participates in meetings and other exchanges on scientific issues related to fertilizer products. From water quality to the composition of fertilizer products, TFI is a leader in ensuring sound science is a solid component of public policy decisions.

TFI sponsors scientific studies to confirm the safety of fertilizer products for people and the environment in which they live. For example, a recent comprehensive toxicity testing study established that fertilizer is safe for humans and the environment and a separate study demonstrated that the level of naturally occurring metals in fertilizers pose no threat to people or the land.
MEETINGS
Each year TFI sponsors two major conferences and other specialty meetings which serve a variety of industry needs. The World Fertilizer Conference, held each September, typically draws upwards of 600 participants from more than 50 countries, and the Fertilizer Marketing Business Meeting, held each year in early February, also draws several hundred delegates and provides opportunities for member company representatives and others to learn about policy initiatives, relevant scientific trends and the current economic market for fertilizer products.

STATE COORDINATION AND NUTRIENT USE
As a means of ensuring that the collective voice of the industry is heard, TFI works with its counterparts at the state and regional levels. Regular information exchange between TFI and the professional staff and members of these associations allows for seamless coordination of state and federal efforts on issues of critical importance to retail agribusinesses.

TFI works with the Association of American Plant Food Control Officials (AAPFCO) to promote uniformity in state fertilizer laws, as well as partners with the Potash & Phosphate Institute (PPI) in addressing state, regional and national nutrient use issues. Through the TFI-CropLife America Joint Distribution Council, TFI retail members enjoy a range of additional benefits.

TFI assumes an assertive role in its communication efforts and stands ready to defend and advance the industry as it contends with complex and shifting environmental, security and safety issues.

THE FERTILIZER INSTITUTE
TFI is the leading voice in the fertilizer industry, representing the public policy, communication and statistical needs of producers, manufacturers, retailers and transporters of fertilizer. Issues of interest to TFI members include security, international trade, energy, transportation, the environment, and worker health and safety.

TFI’s governing board of directors, in concert with several working committees, advises TFI staff on the focus and direction of institute activities. The executive committee of the board is comprised of TFI’s president, the chair and vice chair of the board of directors and up to fourteen other board members and directs the institute’s policy initiatives. The professional TFI staff located in Washington, D.C., is responsible for carrying out the day-to-day operations as determined by the membership.

Any company that has an interest in the fertilizer industry – including but not limited to manufacturers, retailers, brokers, traders and state fertilizer associations – is eligible for membership in TFI.

HISTORY
TFI traces its roots back to 1883, when a group of visionary industry leaders met to form the National Fertilizer Association (NFA). The founders of this association worked together to promote total industry growth, just like TFI’s current leaders.

Ten years later in 1893, fertilizer manufacturers from Indiana, Kentucky, western New York, Ohio and Tennessee formed The Fertilizer Manufacturers of the West. A similar association for “eastern” fertilizer manufacturers, The Chemical Fertilizer Manufacturers Association, was formed in 1897.

In 1901, the two groups joined to form the Fertilizer Manufacturers Association (FMA). In 1925, FMA and NFA merged, and once again there was one National Fertilizer Association.

In 1955, NFA became the National Plant Food Institute (NPFI), and in 1969, a successful merger between NPFI and the Agricultural Nitrogen Institute (ANI) resulted in TFI.