

March 13, 2026

The Honorable Donald J. Trump
President of the United States
The White House
1600 Pennsylvania Avenue, NW
Washington, DC 20500

Dear Mr. President:

On behalf of the Agricultural Retailers Association (ARA) and state agribusiness organizations representing agricultural retailers, farm supply companies, and input providers across the country, we write to express concern regarding fertilizer supply disruptions and the potential for broader impacts on agricultural production and rural economies. We appreciate the attention that producer groups, including the American Farm Bureau Federation, have brought to these challenges and share many of the concerns and recommendations they have raised.

Agricultural retailers employ thousands of workers across rural America and provide the essential link between manufacturers, global supply chains, and family farms. Every day, these businesses ensure that farmers have access to the fertilizer, crop protection products, seed, and agronomic services necessary to grow the crops that feed and fuel our nation. Today, retailers are experiencing the front-line impacts of geopolitical disruptions affecting fertilizer, fuel, and transportation markets.

As spring planting accelerates, retailers are facing rising costs, uncertainty around product availability, transportation constraints, and significant pressure from farmer customers who rely on timely access to crop nutrients to protect yields and manage already thin margins.

Agricultural retailers in multiple regions are already reporting delayed spring fertilizer deliveries and growing allocation pressure as product arrival dates shift and transportation capacity tightens. Retailers are forced to make difficult decisions about rationing limited supplies among customers, revising nutrient plans on short notice, and absorbing increased financial and logistical risk—all while farmers face uncertainty during narrow application windows that cannot be recovered later in the season.

In addition, delayed deliveries and price volatility are increasing credit exposure for agricultural retailers. Many retailers extend operating credit to farmer customers for crop inputs with the expectation of timely product delivery and application. When fertilizer is delayed or reallocated, retailers face heightened receivables risk, strained

cash flow, and increased exposure to bad debt—pressures that can limit retailers' ability to serve their customers, retain employees, and continue investing in their rural communities.

These disruptions do not stop at the farm gate. When fertilizer shipments are delayed or prices spike, the consequences ripple through rural communities—affecting local jobs, tax bases, lending institutions, equipment dealers, and service providers. Agricultural retailers are often among the largest private employers in their communities, and prolonged supply disruptions threaten not only farm productivity, but also the economic stability of rural towns across the country.

Immediate, Short-Term Actions Needed

Given the narrow and time-sensitive planting window now underway in many parts of the country, we encourage swift executive attention to help stabilize fertilizer supply chains and maintain the efficient movement of agricultural inputs. Many of these actions align with recommendations that have been raised by producer organizations and other agricultural stakeholders.

We respectfully urge the Administration to prioritize actions that keep fertilizer and other essential crop inputs moving quickly and efficiently through global and domestic supply chains, including:

- Ensuring uninterrupted fertilizer movement through global shipping lanes, including maritime security and insurance backstops.
- Maximizing domestic transportation capacity by prioritizing fertilizer movements through U.S. ports, inland waterways, rail, and trucking networks.
- Providing targeted, temporary regulatory flexibility for transportation and logistics during critical application windows.
- Temporarily easing trade and tariff constraints on fertilizer and key input materials where appropriate and only if there becomes an incidence of inadequate domestic supply on a specific product.
- Improving coordination across federal agencies to keep essential inputs flowing efficiently to rural America.
- Explore using emergency powers to remove undue regulatory burdens including capacity caps and other unnecessary and duplicative federal regulatory burdens at domestic fertilizer plants.

Long-Term Supply Chain Solutions

Beyond the immediate challenges, recent disruptions underscore the need to strengthen agricultural supply chains and reduce vulnerabilities that can affect farmers and rural communities.

To that end, we respectfully encourage the Administration to pursue long-term policies that improve the resilience and reliability of agricultural input supply chains, including:

- Expanding and supporting domestic fertilizer and crop input manufacturing capacity to reduce reliance on unstable global regions.
- Increasing domestic energy production and affordability, recognizing the direct connection between energy costs, fertilizer manufacturing, transportation, and farm input prices.
- Modernizing ports, inland waterways, rail networks, and rural highways to improve the reliability, efficiency, and resilience of agricultural input transportation.
- Ensuring fair, transparent, and competitive rail service for agricultural shippers, particularly in rural areas with limited transportation alternatives.
- Strengthening workforce availability through commonsense driver, labor, and training policies that recognize agricultural retailers as essential rural businesses.
- Promoting regulatory certainty and science-based decision-making so retailers and manufacturers can invest confidently in storage, handling, and distribution infrastructure.
- Supporting open and predictable trade policies for critical agricultural inputs while maintaining tools to respond quickly to global supply disruptions.
- Improving coordination across federal agencies to ensure policies affecting energy, transportation, trade, and agriculture are aligned and responsive to supply chain challenges.

The Stakes for Rural America

Agricultural retailers are more than suppliers—they are trusted partners to farmers, major employers in rural communities, and critical participants in the agricultural supply chain. The decisions made today will determine whether future disruptions can be managed effectively or escalate into broader food supply and inflationary challenges.

Mr. President, agricultural retailers and agribusiness organizations across the country stand ready to work with your Administration, producer groups, and other stakeholders to implement practical, durable solutions that keep fertilizer and essential crop inputs moving. We respectfully urge continued leadership to strengthen agricultural supply chains and safeguard the economic vitality of rural communities across the nation.

Sincerely,

Agricultural Retailers Association
Florida Fertilizer & Agrichemical Association
Georgia Agribusiness Council
Illinois Fertilizer & Chemical Association
Agribusiness Council of Indiana

Agribusiness Association of Iowa
Kansas Agribusiness Retailers Association
Kansas Grain and Feed Association
AgriBusiness Association of Kentucky
Michigan Agri-Business Association
Minnesota Crop Production Retailers
Mississippi Agricultural Industry Council
Montana Agricultural Business Association
Nebraska Agri-Business Association
North Carolina Agribusiness Council
North Dakota Agricultural Association
Ohio Agribusiness Association
Oklahoma Agribusiness Retailers Association
Oregonians for Food & Shelter
Rocky Mountain Agribusiness Association
South Dakota Agri-Business Association
Southern Crop Production Association
Wisconsin Agri-Business Association
Wyoming Ag Business Association
Virginia Agribusiness Council