

## Senate Committee on Agriculture

### Perspectives on the Fertilizer Industry: Ensuring a Stable and Affordable Supply for American Producers

May 12, 2026

#### Witnesses:

- [Andy Green](#), Principal and senior advisor for Center Market Strategies
- [Corey Rosenbusch](#), President and CEO of The Fertilizer Institute
- [Eddie Melton](#), President of the Kentucky Farm Bureau Federation
- [Joshua Westling](#), CEO of J. Westling & Co., LLC
- [Trent Kubik](#), President of South Dakota Corn Growers, Hamill, S.D.

#### Highlights:

The hearing framed fertilizer supply as both an economic and national security issue. There was bipartisan agreement on the need for more transparency, increasing domestic production, and supporting farmers facing immediate financial strain.

#### Key Points:

- Impacts of High Costs
  - Fertilizer prices have remained elevated for years and recently surged again due to geopolitical events.
  - Farmers reported costs doubling in some cases and reduced fertilizer use and altered planting decisions.
- Market Concentration and Lack of Transparency
  - Witnesses emphasized high concentration among fertilizer companies, limiting competition.
    - Few firms dominate nitrogen, phosphate, and potash markets.
    - Profits for major fertilizer companies have surged while farmer margins decline.
    - There is a lack of public pricing data due to opaque supply chains.
  - The [Fertilizer Transparency Act \(S.4152\)](#) was mentioned to alleviate some of these issues, requiring USDA to report fertilizer pricing.
- Global Supply Chain Vulnerabilities
  - Fertilizer is a globally traded commodity heavily influenced by geopolitics.
  - The Strait of Hormuz affects large shares of urea, ammonia, and sulfur supply. There have also been China export restrictions and Russia supply disruptions.

- This is causing U.S. Farmers to compete with subsidized foreign buyers, driving up prices.
- Need to Increase Domestic Production
  - There was strong bipartisan agreement that the U.S. must expand domestic fertilizer manufacturing, reduce reliance on imports, and streamline permitting.
    - The challenges to these are high upfront costs, regulatory timelines, and a lack of recent project development experience.
- Solutions
  - Witnesses and Congressional members agreed that there needs to be short-term, emergency financial assistance for farmers, as well as improvements to logistics like transport and supply prioritization.
  - Long-term solutions proposed are infrastructure investments (plants, mines), competition enforcement (antitrust scrutiny), transparency/data tools, and innovation in precision agriculture and biofertilizers.