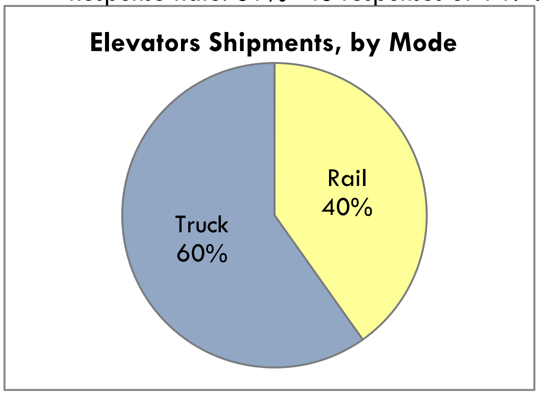
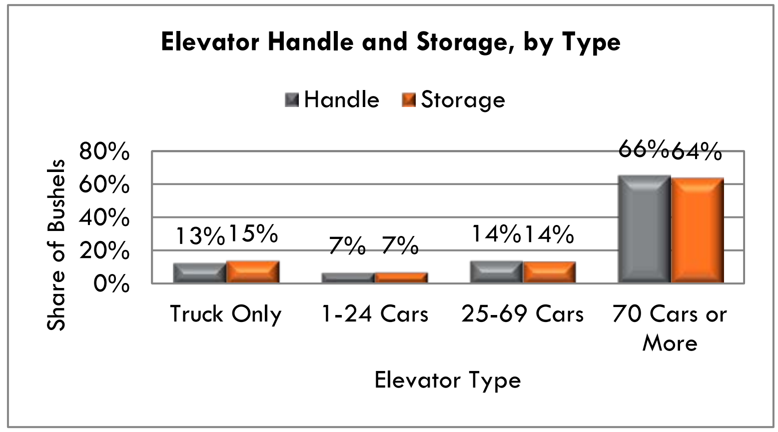
Minnesota Elevator Transportation Activities and Service, 2013 Survey

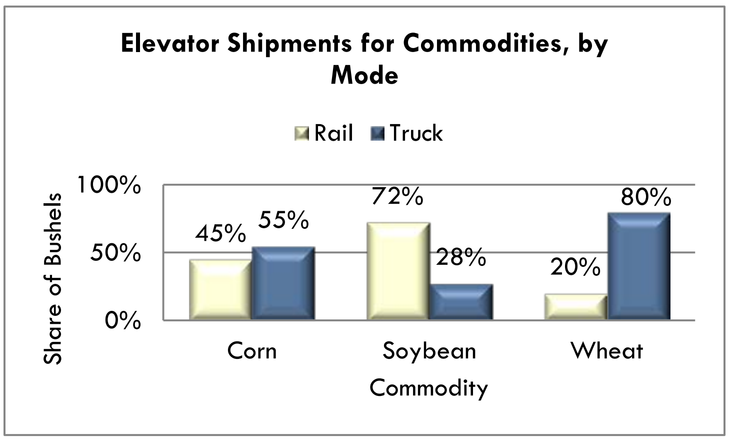
March 2013

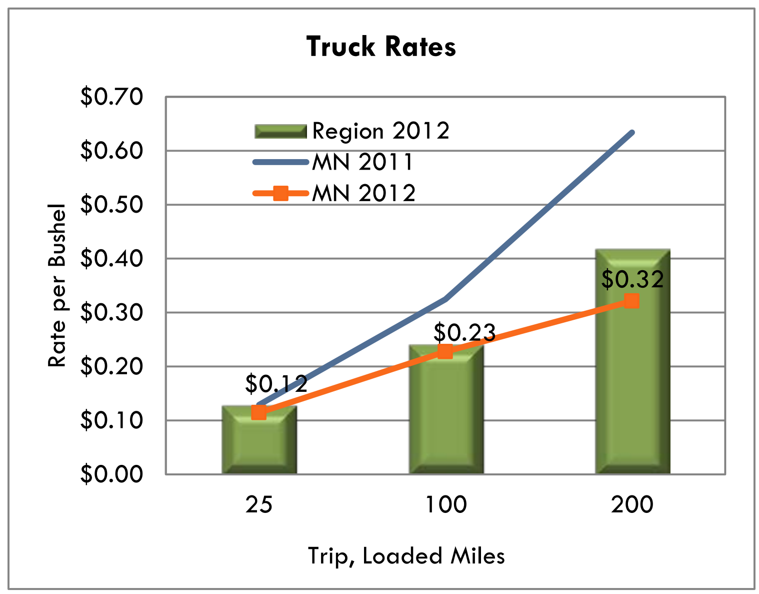
SURVEY RESPONSES

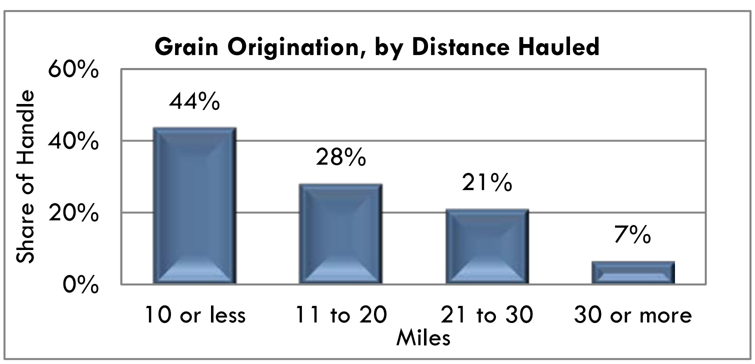
Response Rate: 31%=46 responses of 149 distributed ● Respondent Shipments=26% of 2012 Production











Market Flows of Corn, Soybeans, and Wheat, by Mode and Destination

Crop	Mode	In-State End User	Domestic East	Domestic West	Export Gulf	Export Pacific	Export Mexico	Export Canada	Domestic Other	Export Other
Corn	Rail	2.5%	1.5%	7.3%	2.3%	24.2%	0.3%	0.0%	0.3%	0.1%
	Truck	54.6%	1.5%	2.6%	0.3%	0.3%	0.0%	0.1%	1.2%	1.0%
Soybean	Rail	1.4%	3.6%	0.8%	3.7%	42.6%	0.2%	0.0%	0.8%	0.0%
	Truck	40.8%	1.5%	1.5%	1.5%	0.3%	0.0%	0.0%	0.8%	0.5%
Wheat	Rail	21.9%	12.1%	5.7%	19.1%	4.7%	0.0%	0.0%	0.0%	0.0%
	Truck	32.5%	1.2%	1.2%	1.5%	0.0%	0.0%	0.0%	0.1%	0.0%

In Cooperation with the Minnesota Grain and Feed Association

Upper Great Plains Transportation Institute, NDSU, is solely responsible for the content of the report, 701.231.7767, info@ugpti.org.

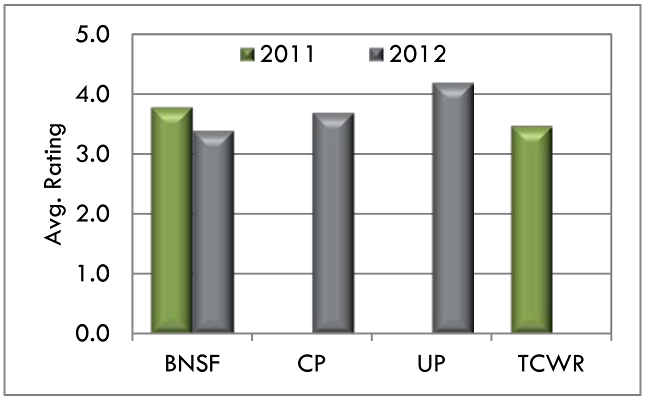
Funding provided by Federal Highway Administration, U.S. DOT.

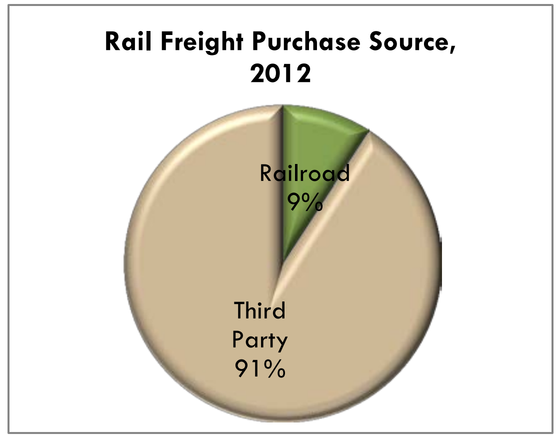
Rail Carrier Service Factor Ratings

Railroad	Marketing and Sales Service	Timely Delivery of Equipment	Car Ordering Alternatives/Process	Condition of Equipment	Availability of Order Information	Access to Marketing Personnel	2012 Average
		Average Rating, 1=Poor to 5=Excellent					
BNSF	3.4	2.8	3.5	3.9	3.2	3.4	3.4
CP	3.6	3.0	3.6	3.6	3.9	3.9	3.6
UP	4.0	4.5	4.0	4.0	4.0	4.5	4.2
State, Weighted	3.6	3.2	3.6	3.8	3.5	3.7	3.6

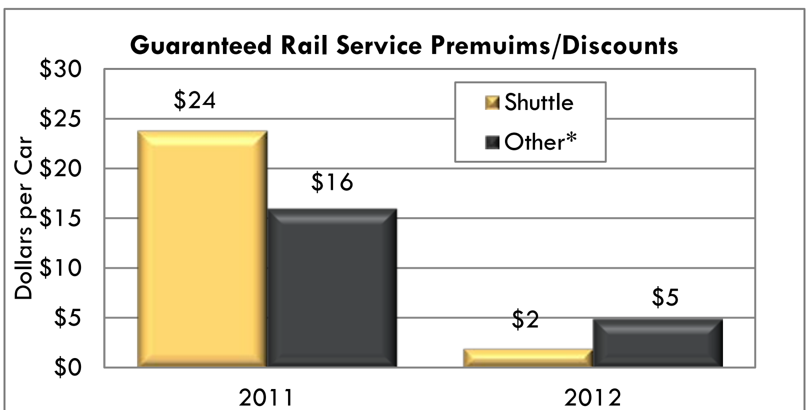
Responses Weighted by Rail Shipments; for fewer than 3 responses for railroad rating not included.

Rail Carrier Service Overall Rating Trends
(1=poor to 5=excellent)

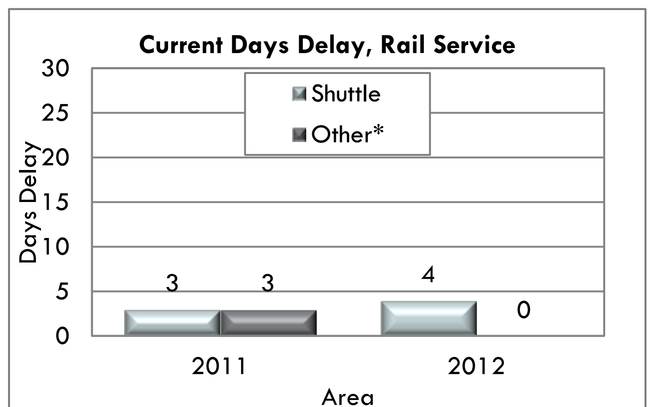




Rail Purchases and Delivery
(weighted by volume shipped)

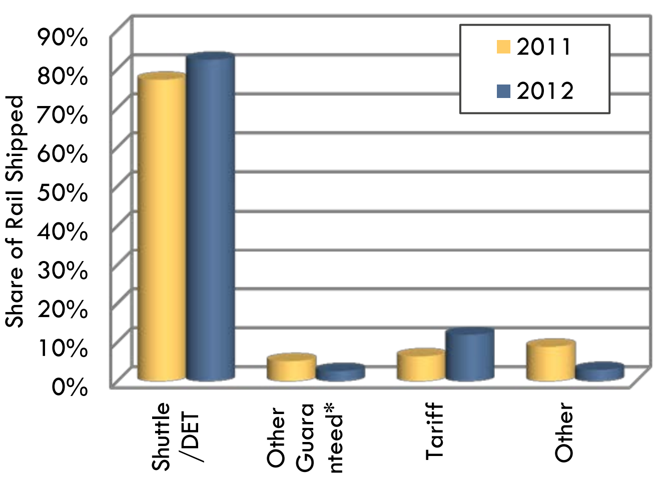


Range for Rail Premiums
2012 Shuttle: $-250…$200
2012 Other Guaranteed: $0…$25



Range for Days Delay
Current Shuttle: 0…21 days
Current Other Guaranteed: 0…45 days

*Other Guaranteed Rail Freight includes COTs, GCAS, DET, CAPs, etc.



Rail Market Indicators

Early Market Indicators		Average premium/discount for any guaranteed rail freight service purchased for next year	
Year	Share Ordered by March 15	Shuttle	Other Guaranteed*
		$ per car	
2011	17%	-68	0
2012	21%	62	16