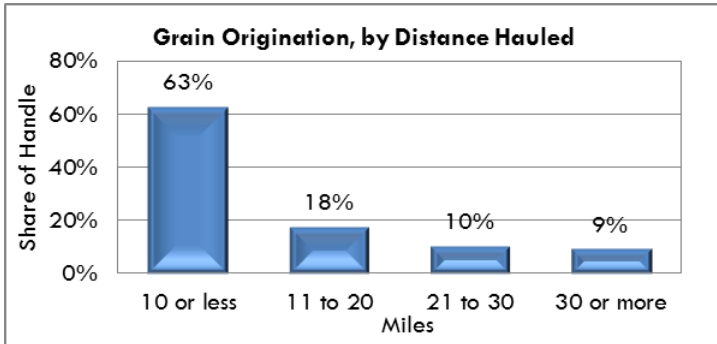
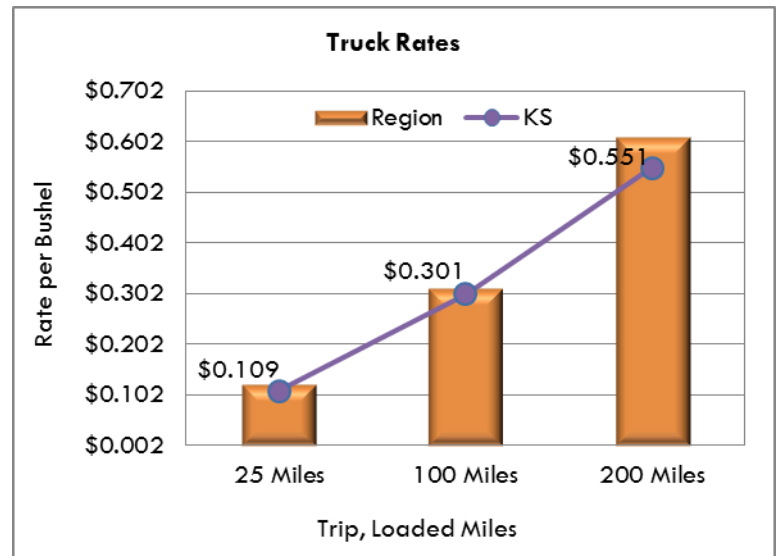
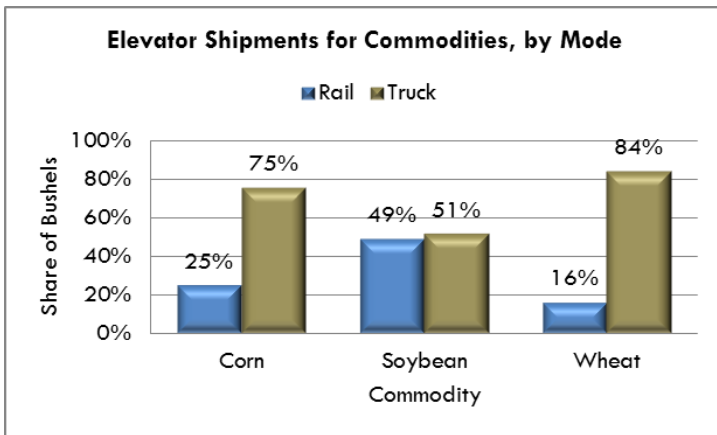
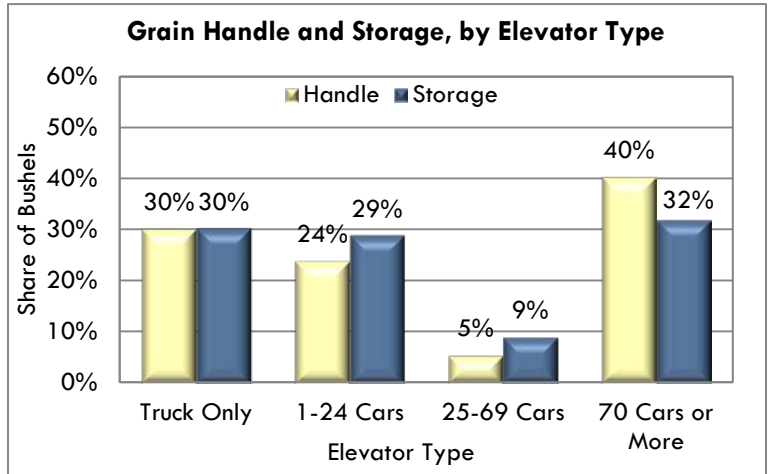
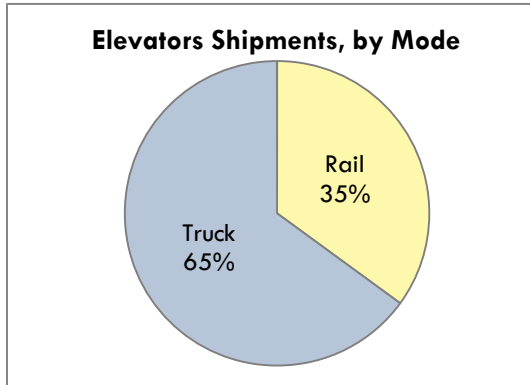


Kansas Elevator Transportation Activities and Service, 2012 Survey

March 2012

SURVEY RESPONSES

Response Rate: 32%=49 responses of 155 mailed • Respondent Shipments=49% of 2011 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	3.0%	0.0%	11.2%	9.2%	14.0%	1.0%	0.0%	0.0%	0.0%
	Truck	54.0%	1.1%	3.4%	0.0%	0.0%	0.0%	0.0%	3.0%	0.0%
Soybean	Rail	5.3%	0.0%	0.0%	22.2%	23.8%	1.8%	0.0%	0.0%	0.0%
	Truck	41.3%	1.2%	0.3%	3.2%	0.0%	0.0%	0.0%	0.9%	0.0%
Wheat	Rail	47.2%	3.1%	9.3%	3.9%	0.0%	0.0%	0.0%	0.0%	0.0%
	Truck	32.6%	0.3%	1.6%	1.9%	0.0%	0.0%	0.0%	0.1%	0.0%

In Cooperation with the Kansas 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.

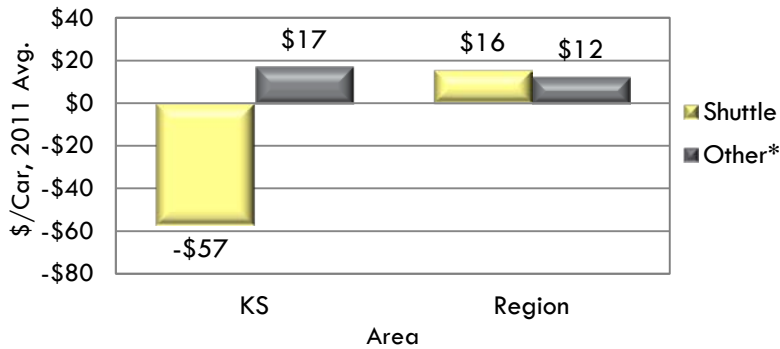
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Importance of Transportation Issues in the Future U.S. Grain Industry Growth, based on Response Rating

Rank	Issue	Rating	Rank	Issue (cont.)	Rating
1	Export Market Demands	4.3	7	Domestic Farm Policy	3.8
2	Truck Industry Capacity	4.0	8	Food Security/Safety	3.6
3	Local Road Investments	3.9	9	Bio-Energy Industry Expansion Demands	3.6
4	Local Processing/Feeding Demands	3.9	10	Port Capacity	3.4
5	Trade Agreements/International Policy	3.8	11	International Competitor Investments	3.1
6	Rail Industry Capacity	3.8	12	Inland Waterway Capacity	3.1

Rating 1=Not Important to 5=Very Important

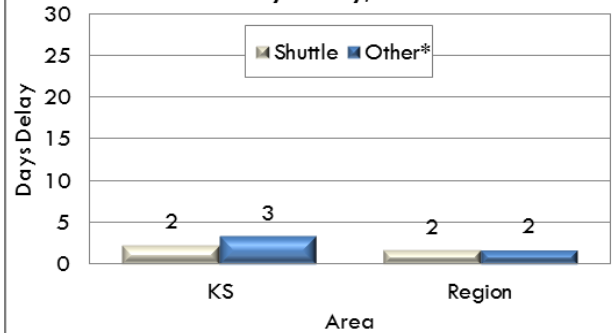
Guaranteed Rail Service Premiums/Discounts, 2011



Range for Rail Premiums

2011 Shuttle: \$-200...\$200
2011 Other Guaranteed: \$-200...\$150

Current Days Delay, Rail Service

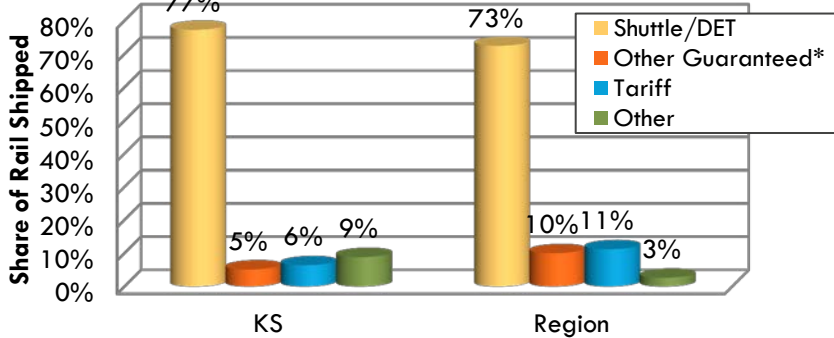


Range for Days Delay

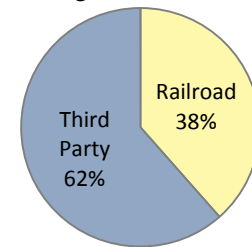
Current Shuttle: 0...5 days
Current Other Guaranteed: 0...5 days

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

Program Accessed for Rail Freight Orders



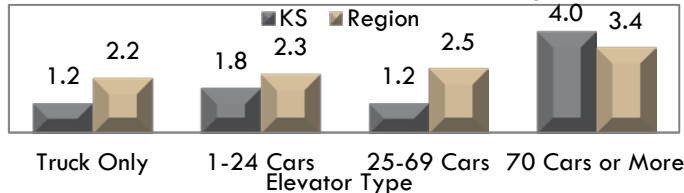
Rail Freight Purchase Source



Rail Market Indicators

Early Market Indicators		Average premium paid for any guaranteed rail freight service purchased for next year	
Area	Share Ordered by March 15	Shuttle/DET	Other Guaranteed
\$ per car			
KS	26%	-142	16
Region	25%	-3	16

Turnover Ratio, Total Handle to Storage



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	2011 Average
Average Rating, 1=Poor to 5=Excellent							
BNSF	4.0	3.4	4.0	3.6	4.0	3.6	3.8
K & O	2.8	4.2	3.6	3.4	3.5	3.3	3.5
UP	2.2	3.1	4.0	3.1	4.0	4.0	3.4
State, Weighted	3.5	3.6	3.9	3.4	3.8	3.6	3.6

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