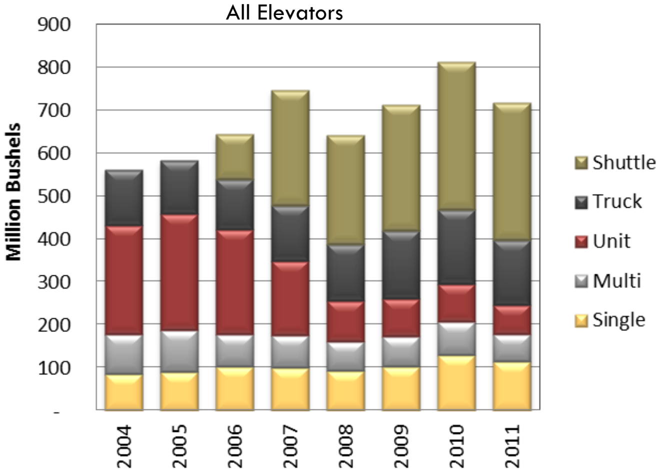
North Dakota Elevators Transportation Activities and Service, 2012 Survey

March 2012

ND Grain & Oilseed Shipments

All Elevators



Source: NDPSC Grain Movement Database Summaries

Destinations Reported

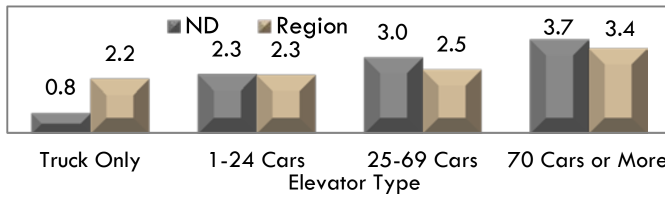
All Elevators

Year	Duluth	MN	Gulf	PNW	ND
2004	7%	33%	9%	19%	15%
2005	9%	28%	9%	21%	15%
2006	6%	22%	8%	34%	13%
2007	6%	20%	8%	35%	15%
2008	2%	19%	6%	38%	19%
2009	5%	21%	6%	32%	20%
2010	5%	16%	8%	29%	22%
2011	3%	16%	8%	32%	21%

Sum Less Than 100% Due to Unknown/Other

Turnover Ratio

Handle to Storage

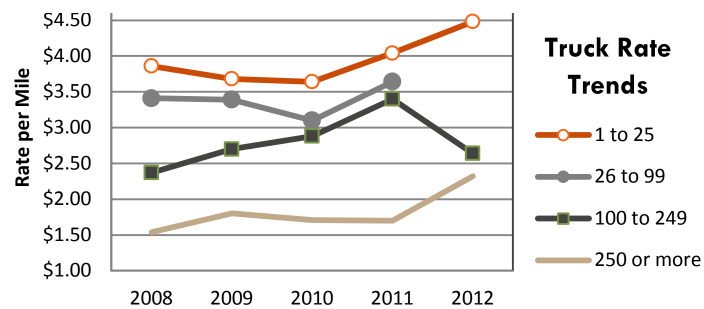


Survey Responses

Response Rate: 42%=61 responses of 145 mailed ● Shipments=39% of 2011 Production ● Location by Region: West=9, Central=14, East=37

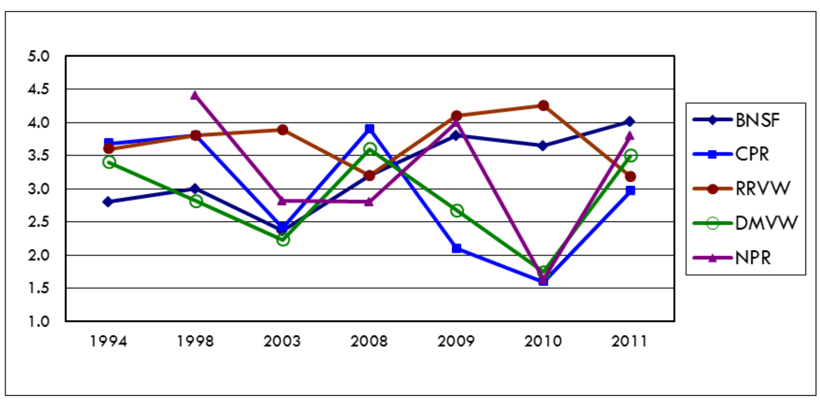
Miles	2008	2009	2010	2011	2012
			$ per mile		
1 to 25	3.86	3.68	3.64	4.04	4.48
26 to 99	3.41	3.39	3.10	3.64	n.a.
100 to 249	2.37	2.70	2.88	3.40	2.64
250 or more	1.54	1.80	1.71	1.70	2.32

Truck Rate Trends



Rail Carrier Service Overall Rating Trends

(1=poor to 5=excellent)



Rail Carrier Service, Current Year Service Factor Ratings

Primary Carrier	Marketing and Sales Service	Timely Delivery of Equipment	Car Ordering Alternatives/Process	Condition of Equipment	Availability of Order Information	Access to Marketing Personnel	Average 2011
BNSF	3.8	4.3	3.6	4.4	4.0	3.9	4.0
CPR	3.0	3.8	2.8	2.1	3.1	3.0	3.0
RRVW	2.9	3.7	3.4	2.9	3.3	2.8	3.2
DMVW	4.0	4.0	4.0	3.0	3.0	3.0	3.5
NPR	4.6	4.6	3.9	3.7	3.0	3.0	3.8
Average	3.7	4.1	3.5	3.2	3.3	3.2	3.5

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

Funding provided by the North Dakota Wheat Commission, and in Cooperation with the ND Grain Dealers Association

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

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

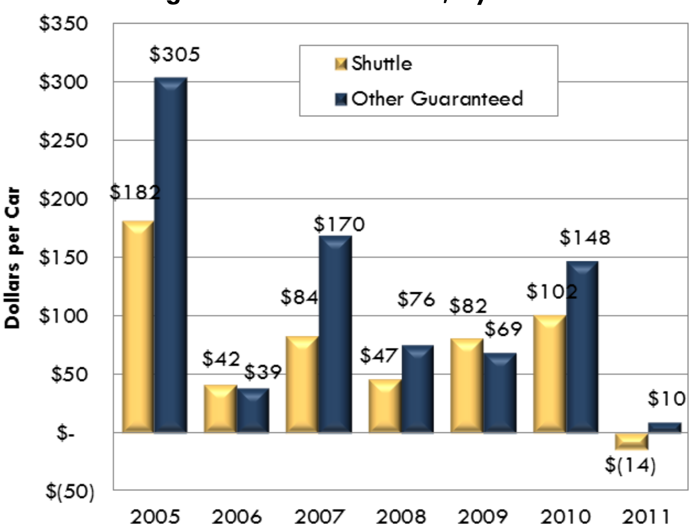
Rank	Issue	Rating	Rank	Issue (cont.)	Rating
1	Export Market Demands	4.1	7	Bio-Energy Industry Demands	3.4
1	Local Road Investments	4.1	8	Food Security/Safety	3.4
3	Rail Industry Capacity	4.0	9	Port Capacity	3.3
4	Local Processing/Feed Demand	3.5	10	Domestic Farm Policy	3.2
4	Truck Industry Capacity	3.5	11	International Competitor Investment	3.1
6	Trade Agreements/International Policy	3.4	12	Inland Waterway Capacity	2.8

Rating 1=Not Important to 5=Very Important

Rail Purchases and Delivery

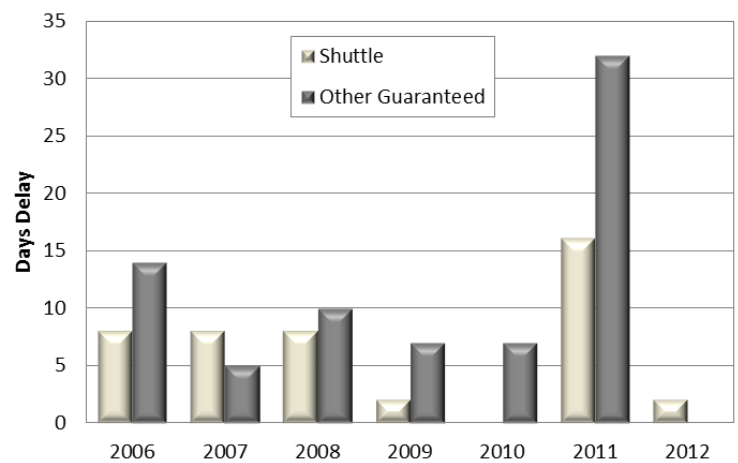
(weighted by volume shipped)

Average Rail Premiums Paid, by Market Year



Range for Rail Premiums
2011 Shuttle: $-200…$200
2011 Other Guaranteed: $-200…$200

Days Delay on Rail Deliveries



Range for Days Delay
Current Shuttle: 0…7 days
Current Other Guaranteed: 0…184 days

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

Rail Market Indicators

Market Year	Share Ordered by March 15	Average premium paid for any guaranteed rail freight service purchased for next year: Shuttle	Other Guaranteed
		$ per car	
2007	24%	22	16
2008	20%	27	53
2009	29%	55	28
2010	49%	32	33
2011	36%	31	81
2012	36%	-42	22

Program Accessed for Rail Freight Orders