**Minnesota Elevator Transportation Activities and Service, 2013 Survey**

March 2013

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**SURVEY RESPONSES**

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

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**Elevators Shipments, by Mode**

- Rail: 40\%
- Truck: 60\%

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**Elevator Shipments for Commodities, by Mode**

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Rail</th>
<th>Truck</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>45%</td>
<td>55%</td>
</tr>
<tr>
<td>Soybean</td>
<td>72%</td>
<td>28%</td>
</tr>
<tr>
<td>Wheat</td>
<td>20%</td>
<td>80%</td>
</tr>
</tbody>
</table>

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**Elevator Handle and Storage, by Type**

- Handle: 80\%
- Storage: 20\%

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**Grain Origination, by Distance Hauled**

- 10 or less: 44\%
- 11 to 20: 28\%
- 21 to 30: 21\%
- 30 or more: 7\%

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**Truck Rates**

- Region 2012: $0.70
- MN 2011: $0.60
- MN 2012: $0.32

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

<table>
<thead>
<tr>
<th>Crop</th>
<th>Mode</th>
<th>In-State End User</th>
<th>Domestic East</th>
<th>Domestic West</th>
<th>Export Gulf</th>
<th>Export Pacific</th>
<th>Export Mexico</th>
<th>Export Canada</th>
<th>Domestic Other</th>
<th>Export Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>Rail</td>
<td>2.5%</td>
<td>1.5%</td>
<td>7.3%</td>
<td>2.3%</td>
<td>24.2%</td>
<td>0.3%</td>
<td>0.0%</td>
<td>0.3%</td>
<td>0.1%</td>
</tr>
<tr>
<td></td>
<td>Truck</td>
<td>54.6%</td>
<td>1.5%</td>
<td>2.6%</td>
<td>3.0%</td>
<td>3.0%</td>
<td>0.0%</td>
<td>0.1%</td>
<td>1.2%</td>
<td>1.0%</td>
</tr>
<tr>
<td>Soybean</td>
<td>Rail</td>
<td>1.4%</td>
<td>3.6%</td>
<td>0.8%</td>
<td>3.7%</td>
<td>42.6%</td>
<td>0.2%</td>
<td>0.0%</td>
<td>0.8%</td>
<td>0.0%</td>
</tr>
<tr>
<td></td>
<td>Truck</td>
<td>40.8%</td>
<td>1.5%</td>
<td>1.5%</td>
<td>1.5%</td>
<td>0.3%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.5%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Wheat</td>
<td>Rail</td>
<td>21.9%</td>
<td>12.1%</td>
<td>5.7%</td>
<td>19.1%</td>
<td>4.7%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td></td>
<td>Truck</td>
<td>32.5%</td>
<td>1.2%</td>
<td>1.2%</td>
<td>1.5%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.1%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

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**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.

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### Rail Carrier Service Factor Ratings

<table>
<thead>
<tr>
<th>Railroad</th>
<th>Marketing and Sales Service</th>
<th>Timely Delivery of Equipment</th>
<th>Car Ordering Alternatives/Process</th>
<th>Condition of Equipment</th>
<th>Availability of Order Information</th>
<th>Access to Marketing Personnel</th>
<th>2012 Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNSF</td>
<td>3.4</td>
<td>2.8</td>
<td>3.5</td>
<td>3.9</td>
<td>3.2</td>
<td>3.4</td>
<td>3.4</td>
</tr>
<tr>
<td>CP</td>
<td>3.6</td>
<td>3.0</td>
<td>3.6</td>
<td>3.6</td>
<td>3.9</td>
<td>3.9</td>
<td>3.6</td>
</tr>
<tr>
<td>UP</td>
<td>4.0</td>
<td>4.5</td>
<td>4.0</td>
<td>4.0</td>
<td>4.0</td>
<td>4.5</td>
<td>4.2</td>
</tr>
<tr>
<td>State, Weighted</td>
<td>3.6</td>
<td>3.2</td>
<td>3.6</td>
<td>3.8</td>
<td>3.5</td>
<td>3.7</td>
<td>3.6</td>
</tr>
</tbody>
</table>

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)

#### Guaranteed Rail Service Premiums/Discounts

- **2011**: $24
- **2012**: $16
- **Shuttle**: $2
- **Other***: $5

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

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

#### Current Days Delay, Rail Service

- **Shuttle**: 3 (2011), 3 (2012)
- **Other***: 4 (2011), 0 (2012)

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

### Rail Market Indicators

**Early Market Indicators**

<table>
<thead>
<tr>
<th>Year</th>
<th>Share Ordered by March</th>
<th>Shuttle</th>
<th>Other Guaranteed***</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>17%</td>
<td>-68</td>
<td>0</td>
</tr>
<tr>
<td>2012</td>
<td>21%</td>
<td>62</td>
<td>16</td>
</tr>
</tbody>
</table>

**Average premium/discount for any guaranteed rail freight service purchased for next year**

- **2011**: $ per car
- **2012**: $ per car

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