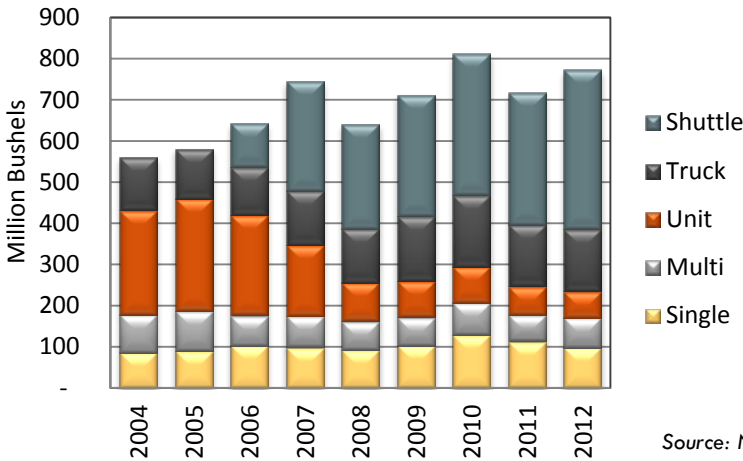


North Dakota Elevators Transportation Activities and Service, 2013 Survey

March 2013

ND Grain & Oilseed Shipments

All Elevators



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%
2011	2%	14%	10%	32%	19%

Sum Less Than 100% Due to Unknown/Other

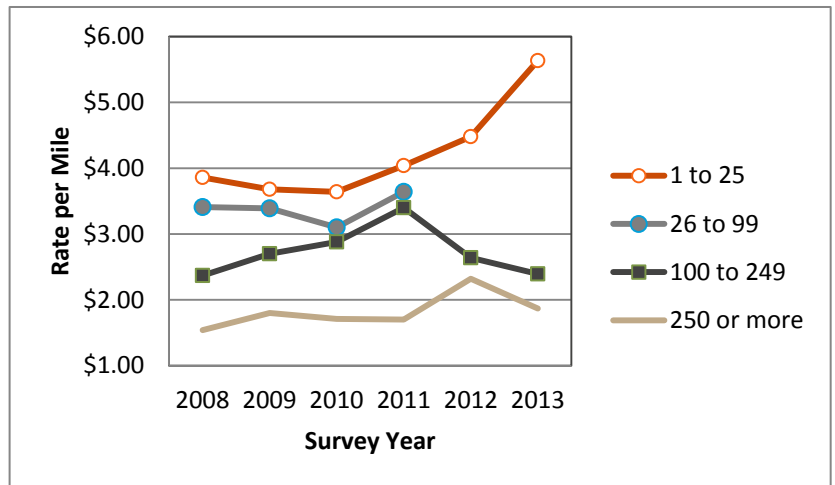
Source: NDPSC Grain Movement Database Summaries

SURVEY RESPONSES

Response Rate: 42%=62 responses of 146 mailed • Location by Region: West=10, Central=15, East=37

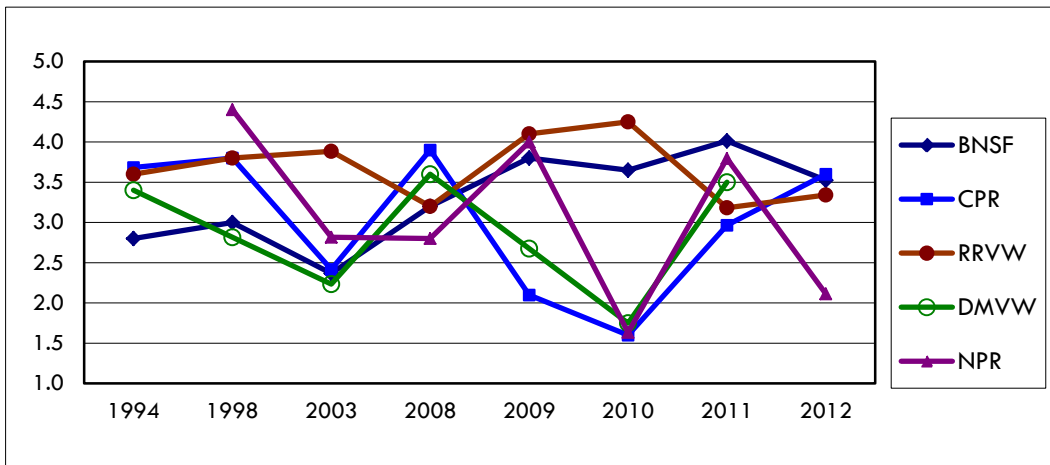
Truck Rate Trends

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



Rail Carrier Service Overall Rating Trends

(1=poor to 5=excellent)



Funding provided by the North Dakota Wheat Commission, 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

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Rail Carrier Service, Current Year Service Factor Ratings

(weighted by rail handle)

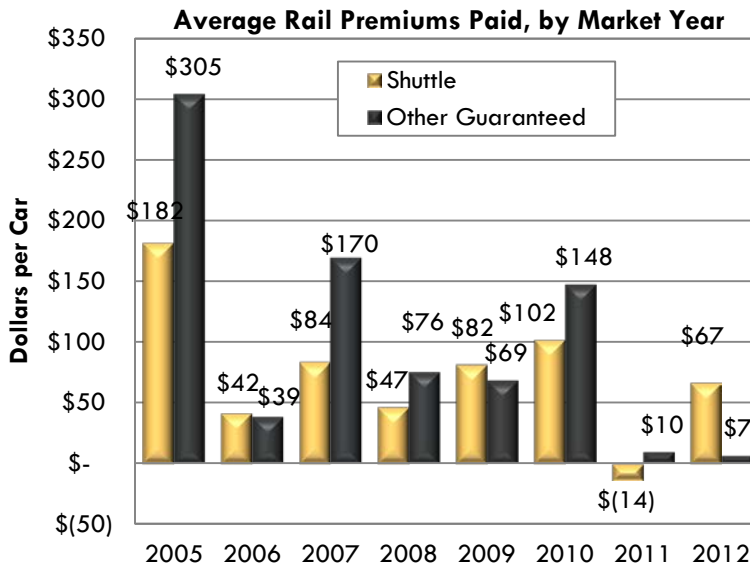
1=poor to =excellent

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 2012
BNSF	3.4	4.0	3.7	4.4	3.7	3.5	3.8
CPR	3.0	3.0	2.4	2.4	2.7	3.6	2.8
RRVW	3.5	3.7	3.3	3.8	3.3	3.3	3.5
DMVW	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
NPR	2.1	3.1	3.1	2.1	3.1	2.1	2.6
Average	3.0	3.4	3.1	3.2	3.2	3.1	3.2

n.a. not available

RAIL PURCHASES AND DELIVERY

(weighted by volume shipped)



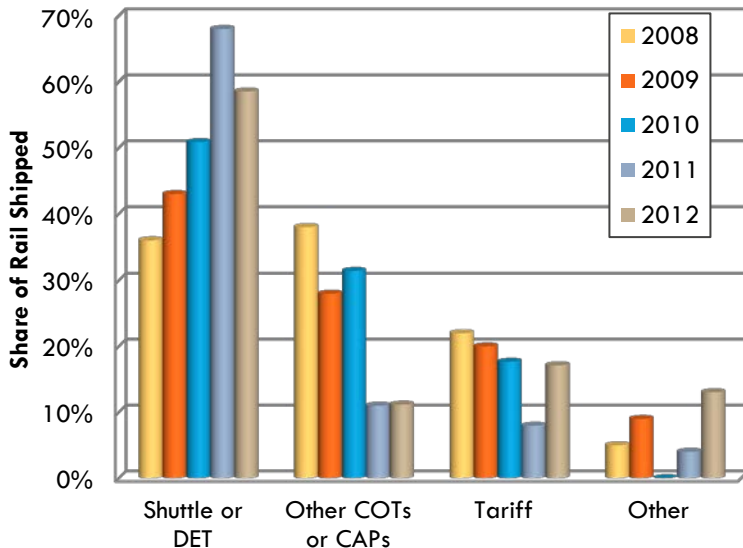
Range for Rail Premiums
 2012 Shuttle: \$0...\$150
 2012 Other Guaranteed: \$0...\$150



Range for Days Delay
 Current Shuttle: 0...25 days
 Current Other Guaranteed: 0...45 days

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

Guaranteed Rail Freight Premium/Discount



Rail Market Indicators

		Average premium paid for any guaranteed rail freight service purchased for next year	
Market Year	Share Ordered by March 15	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	6%	0	1