

**Annual North Dakota Elevator
Marketing Report, 1997-98**

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**ANNUAL NORTH DAKOTA ELEVATOR
MARKETING REPORT, 1997-98**

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in cooperation with

**North Dakota Wheat Commission
North Dakota Public Service Commission
North Dakota Grain Dealers Association**

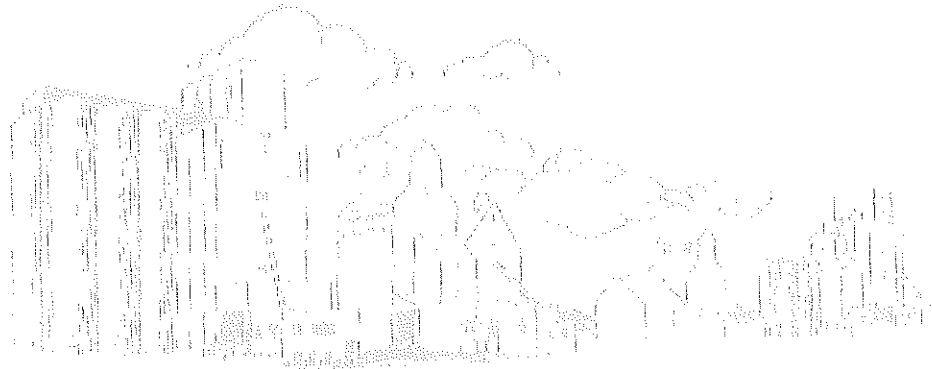
and

Special thanks to the **North Dakota Elevator Industry** who provide these data monthly

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Overview

The *Annual North Dakota Elevator Marketing Report for 1997-98* was prepared by Charlie Cooper, Matt Domine and Kimberly Vachal, Upper Great Plains Transportation Institute. The authors gratefully acknowledge the assistance of the North Dakota Grain Dealers Association, the North Dakota Wheat Commission, and the North Dakota Public Service Commission in compiling this report.

The objective of this report is to provide a benchmark for elevator managers in assessing performance, and supply a source for recognizing trends in the characteristics of North Dakota elevators. This report and the statistics mailed to individual elevators are presented as a source of information for elevator managers and those interested in the North Dakota grain industry. Continuation of the report as an annual project will be considered based on public response.

Source of Data

The distribution and shipment data in this report was developed from the Public Service Commission reports that require elevators to report monthly movements of grains and oilseeds by truck and rail. The storage capacities reported to the ND PSC were used to calculate the turnover ratios. **1997-98 numbers represent 95 percent of the required reports.**

Scope of Report

Data are tabulated according to elevator type to provide general information on characteristics that describe commodity flows or provide a benchmark for elevators.

- **Turnover:** Equal to the ratio of volume of grain handled to the storage capacity available.
- **Destination:** Duluth-Superior, Minneapolis-St. Paul (include other MN and WI), PNW, Midland-Southwest, North Dakota, and miscellaneous markets.
- **Origin:** Nine crop reporting districts.
- **Mode:** Truck or rail.
- **Elevator Size:** Elevators are stratified into four groups based on the number of cars an elevator can load without railroad switching services (1) Single Car (1 to 24 cars), (2) Multiple Car (25 to 49 cars), (3) Unit Train (50 to 99 cars), (4) No Rail, and (5) 100-car (100 cars or more).
- **Time:** Crop year, from July 1997 to June 1998.
- **Commodity:** Hard red spring wheat, durum, barley, sunflowers, oats, soybeans, canola, and corn.

Organization of the Report

Five groups of data will be presented this report: (1) individual elevator performance (eg. turnover) and distribution information (due to confidentiality agreements, each elevator receives individual data on only its own activities), (2) storage capacity, volume handled, and turnover ratios by elevator size and for each crop reporting district, (3) elevator distribution and modal choice for the state, (4) destination information for each of the state's nine crop reporting districts and each of the commodities, (5) modal selection for each of the crop reporting districts and for each commodity marketed. Elevator managers will be able to compare their performance to that of similar elevators (eg. size and location).

Definition of Elevator Summary Variables

Storage: Bushels of storage as reported by the elevator to the ND PSC.

Turnover Ratio: Ratio of grain and oilseed shipments to available storage capacity.

Elevator Size:	No Rail Elevator:	Elevator with no rail service
	Single Car Elevator:	Elevator with track space for 1 to 24 cars
	Multi Car Elevator:	Elevator with track space for 25 to 49 cars
	Unit Train Elevator:	Elevator with track space for 50 to 99 cars
	100-Car Elevator:	Elevator with track space for 100 cars or more

Information used in the reports was based on railroad and ND PSC data. Track space refers to the number of cars that can be loaded without railroad switching assistance.

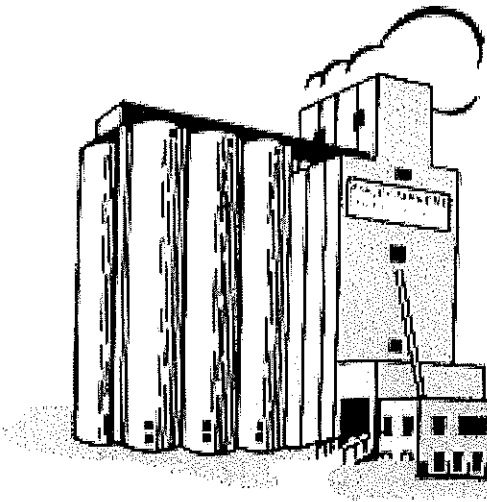
Mode for Grain & Oilseed Shipments by Rail:

Single Car Shipments:	Car orders purchased under rates for 1 to 24 cars
25 to 49 Car Shipments:	Car orders purchased under rates for 25 to 49 cars
50 Car Shipments:	Car orders purchased under rates for 50 or more cars

Information used in reports was based on the monthly grain and oilseed movement and storage reports that elevators submit to the ND PSC.

Destinations for Grain and Oilseed Shipments:

Destinations for grain and oilseed shipments, reported by the elevators in the monthly reports, are not final destinations for shipments. The destinations reported for rail shipments are the Waybill destinations. The destinations for truck shipments are reported as they are specified on the billing statement.



North Dakota Elevators, 1997-98

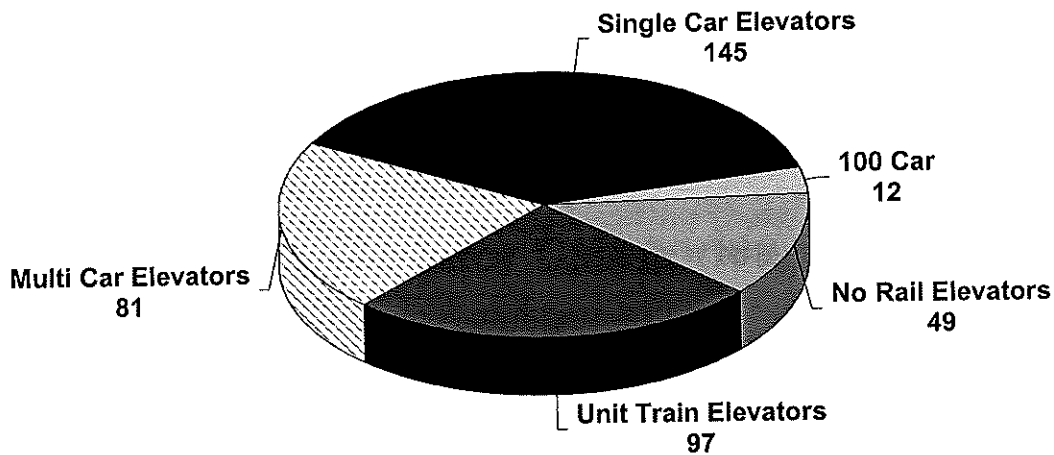
Storage: 218,837 Thousand Bu.

Grain Shipped to End User: 462,945 Thousand Bu.

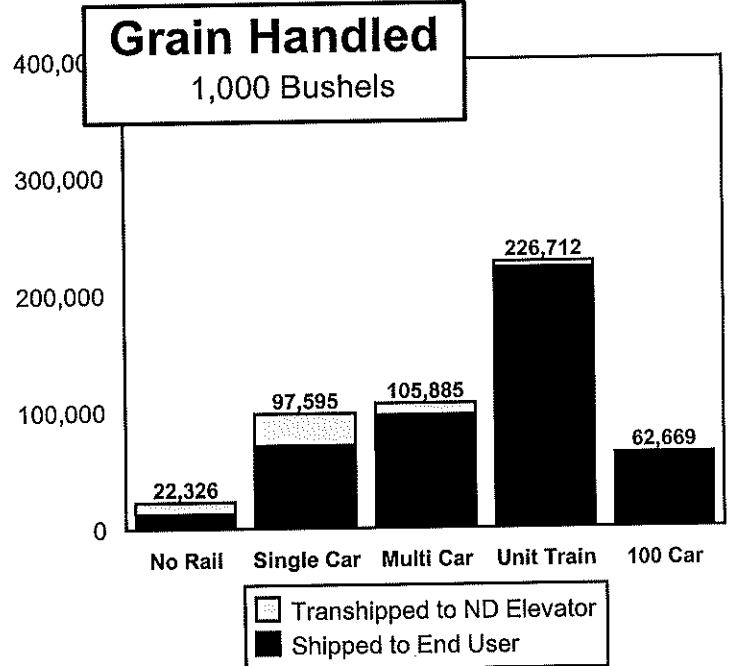
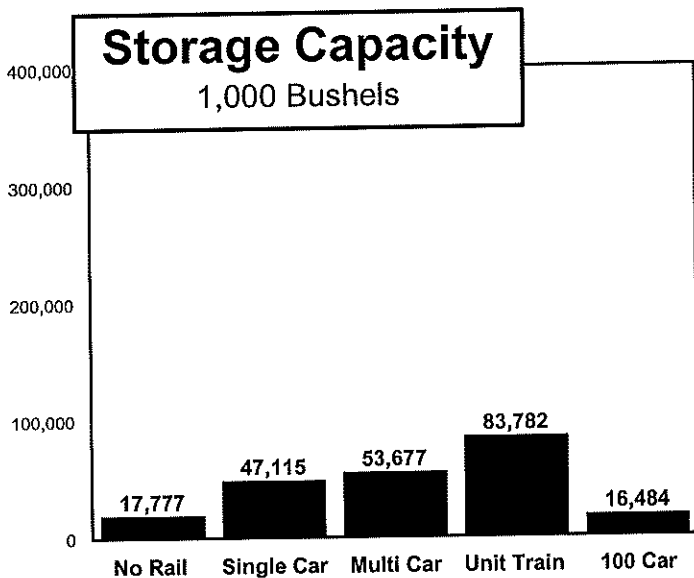
Grain Transhipped to ND Elevator: 52,247 Thousand Bu.

Average Turnover: 3.8

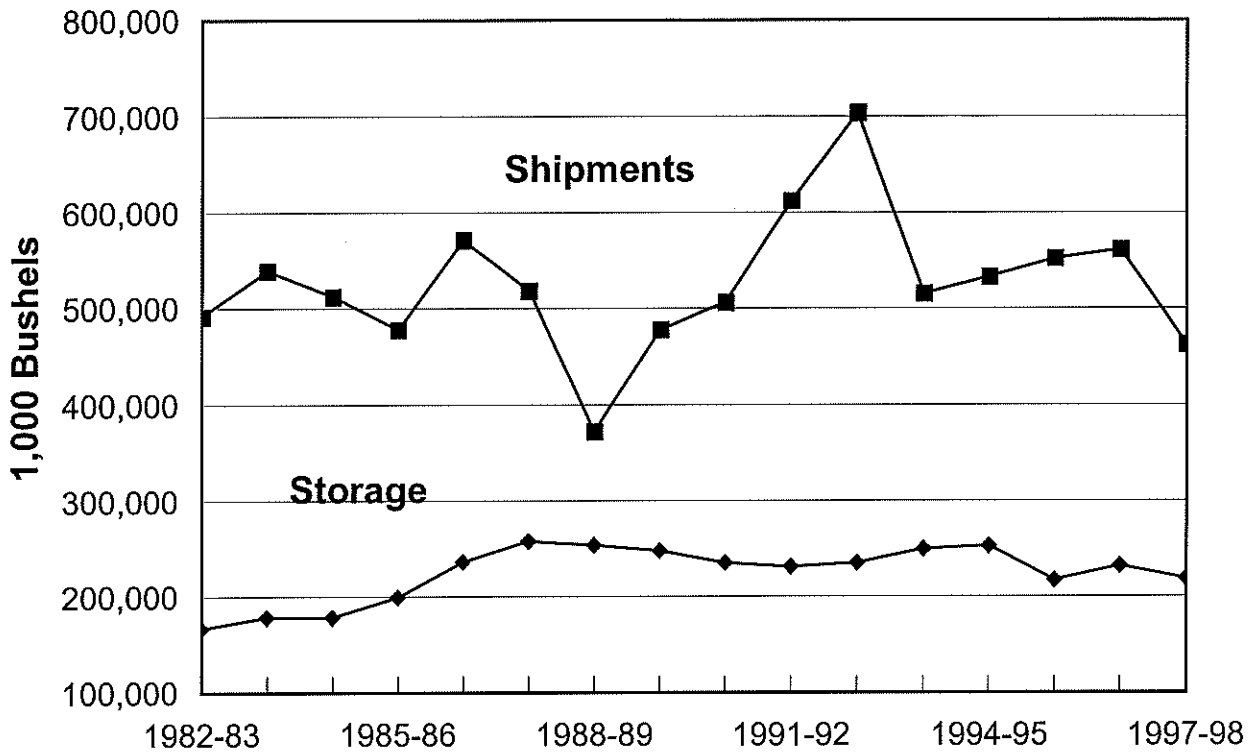
Elevator Categories



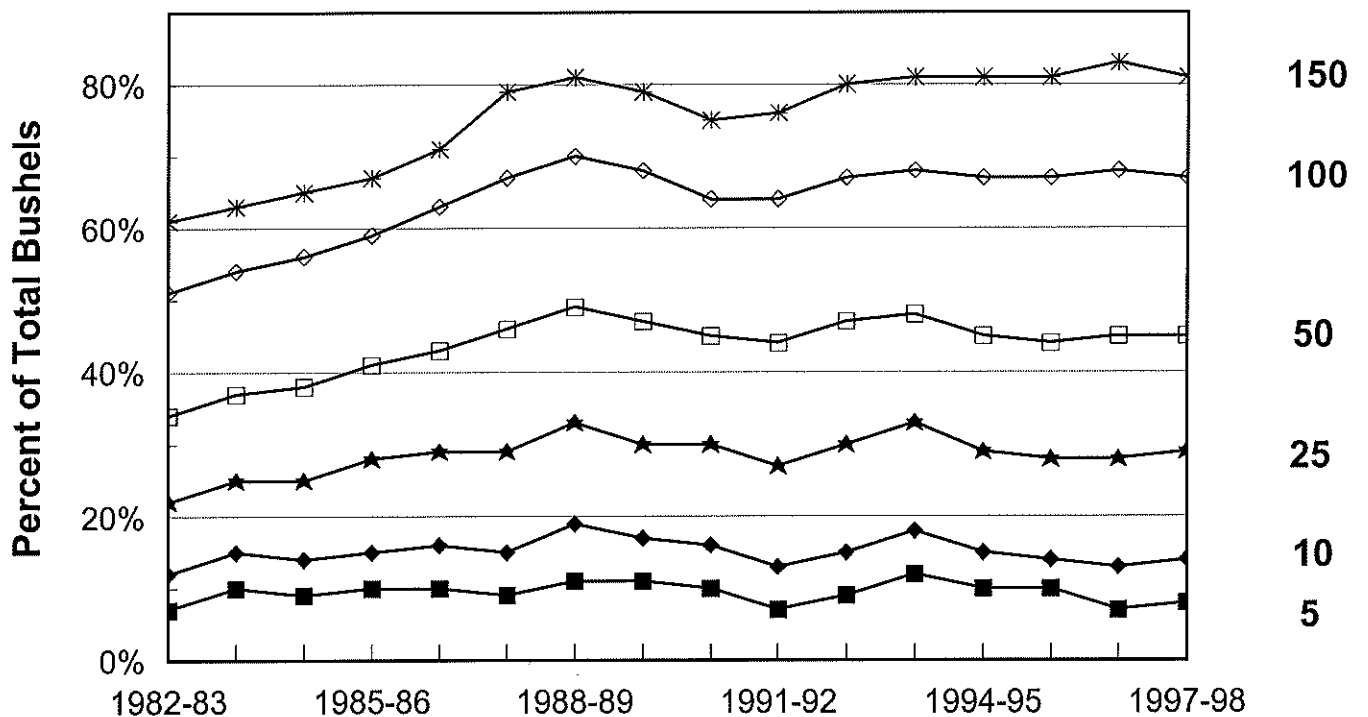
Note: Elevator categories are based on the number of rail cars an elevator can load without railroad switching assistance (pg iv).



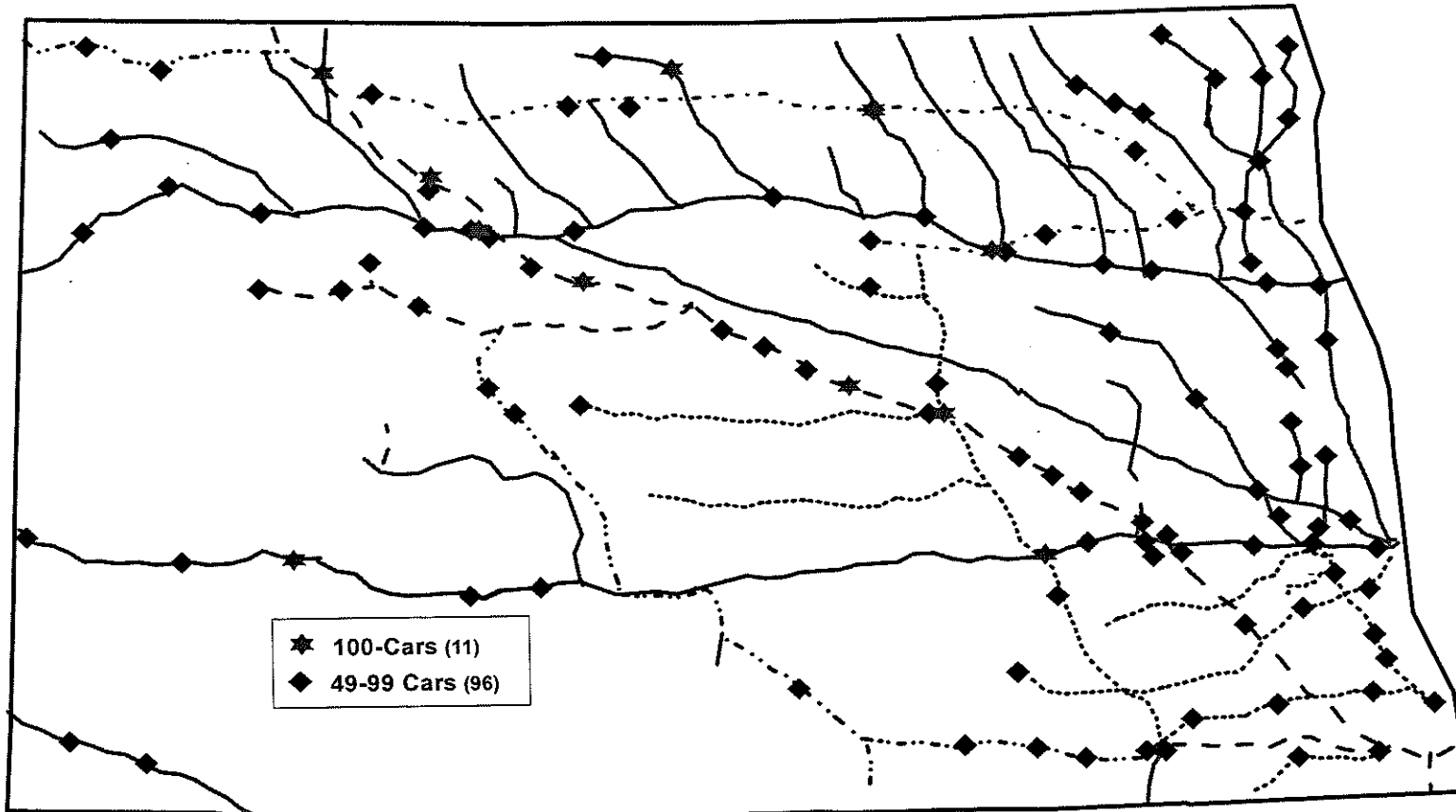
Storage and Total Grain Shipments for North Dakota Elevators



Concentration Ratios for North Dakota's 5, 10, 25, 50, 100, and 150 Largest Volume Elevators



North Dakota Unit Train & 100-Car Loading Stations, 1997



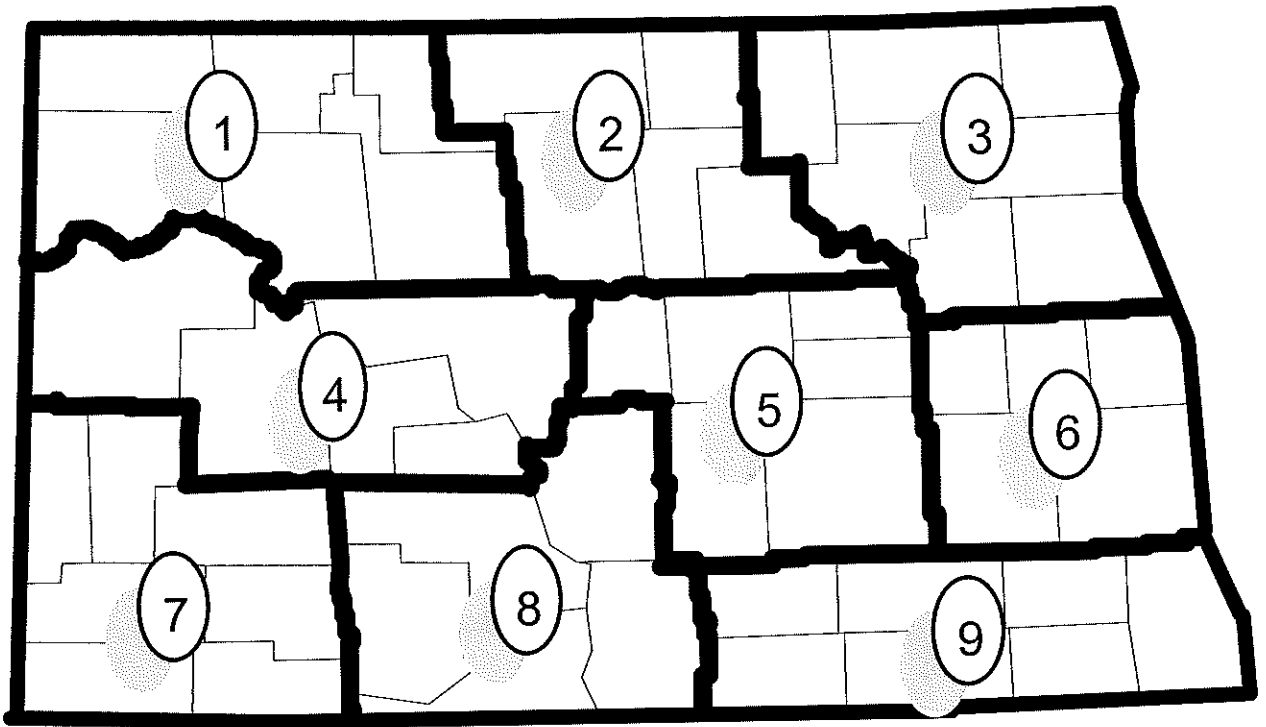
★ 100-Cars (11)
◆ 49-99 Cars (96)

Burlington Northern ———
CP Rail - - - - -

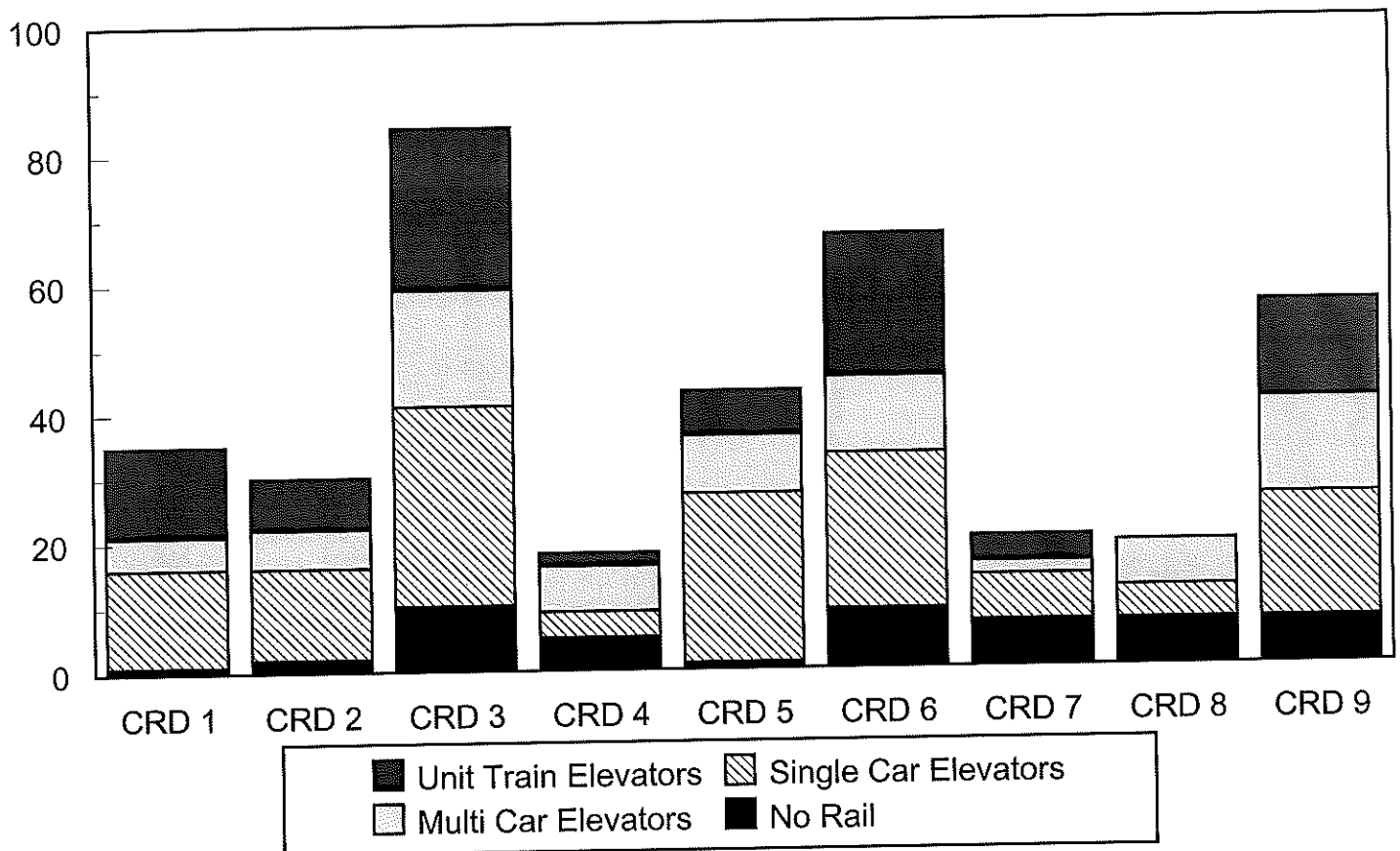
Red River Valley & Western (1987)
Dakota, Missouri Valley & Western (1991) - · - · -
Northern Plains (1997) - - - - -



NORTH DAKOTA CROP REPORTING DISTRICTS

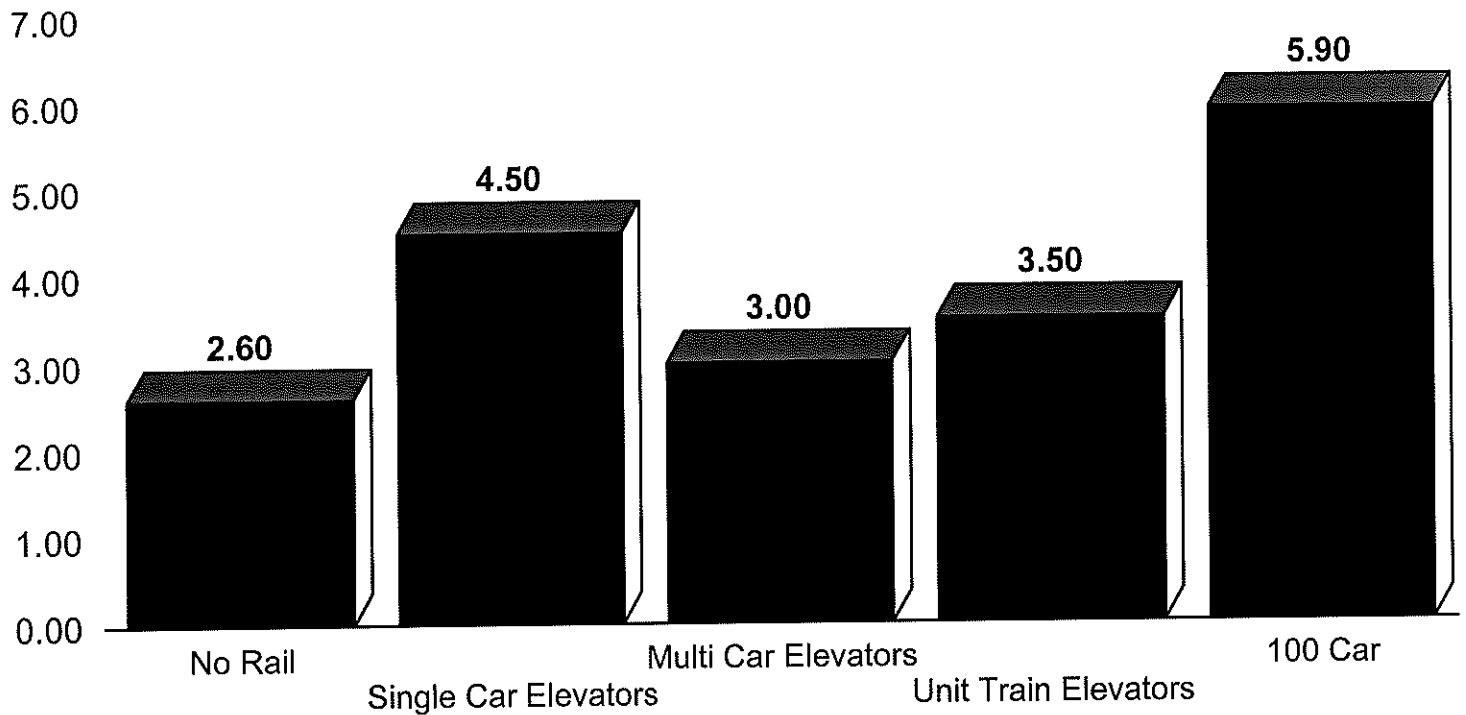


Elevators in Each CRD, 1997-98



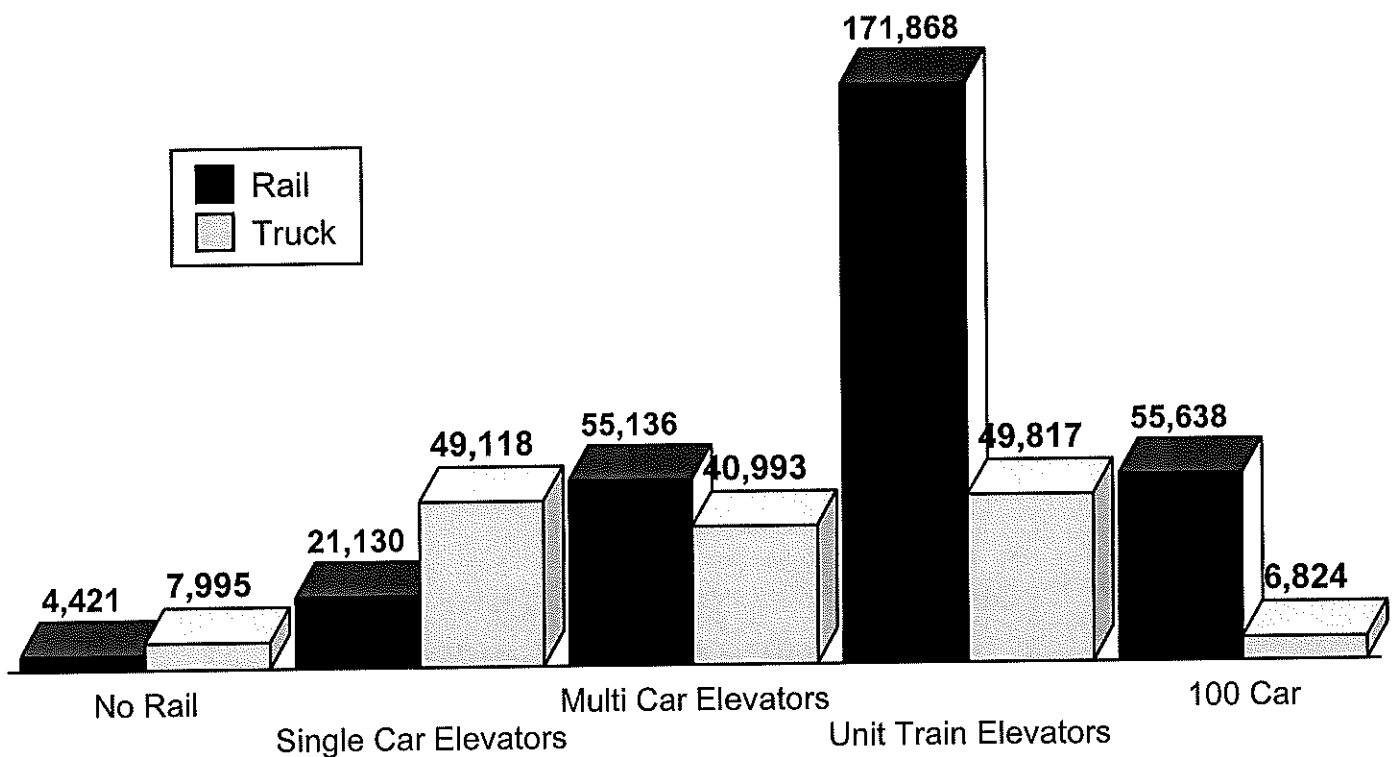
Turnover Ratios for Each Elevator Category, 1997-98

- Ratio of Volume Handled to Storage Capacity -



Modal Shipments of Grains and Oilseeds for Each Elevator Category, 1997-98

- Thousand Bushels -



**ND Elevator Storage, Shipments, and Turnover Ratios
for Each CRD, 1997-98**

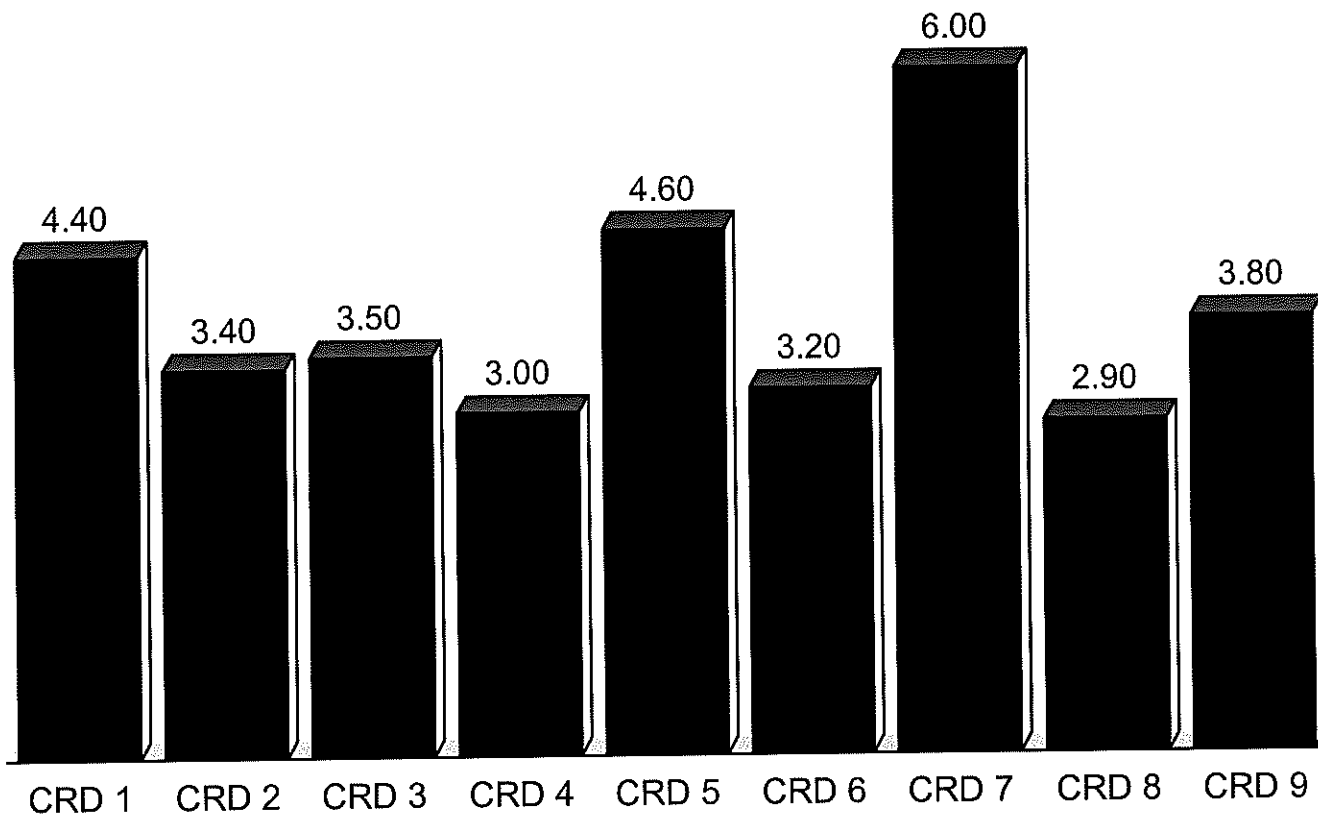
CRD	# Elev	Storage Capacity	Total Transhipped ^a	Total Shipments ^b	Average Turnover
1	39	20,466,200	3,779,506	54,183,264	4.40
2	33	15,480,000	2,376,218	44,327,978	3.40
3	94	47,521,752	9,316,940	96,271,832	3.50
4	19	7,504,050	2,193,760	17,456,627	3.00
5	47	33,280,700	13,849,868	45,488,005	4.60
6	72	46,053,826	9,035,338	86,969,322	3.20
7	25	11,135,000	4,045,425	27,709,029	6.00
8	19	5,825,000	1,683,310	10,692,786	2.90
9	63	31,571,059	5,966,805	79,846,785	3.80
All	411	218,837,587	52,247,170	462,945,628	3.96

^aBushels transhipped to other ND elevators.

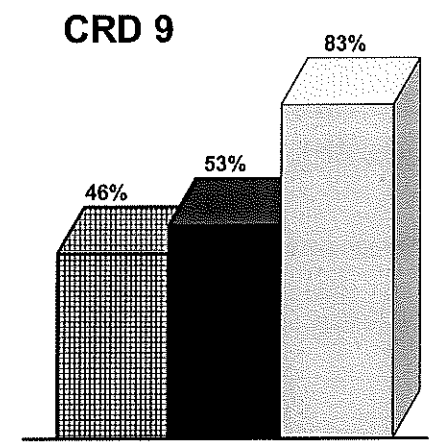
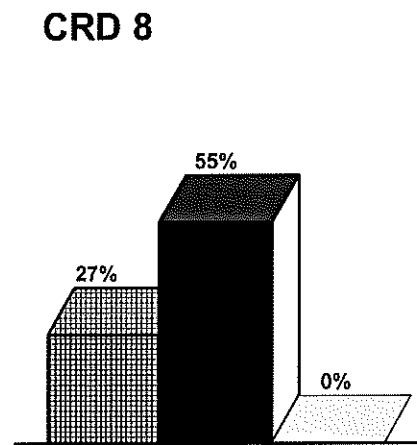
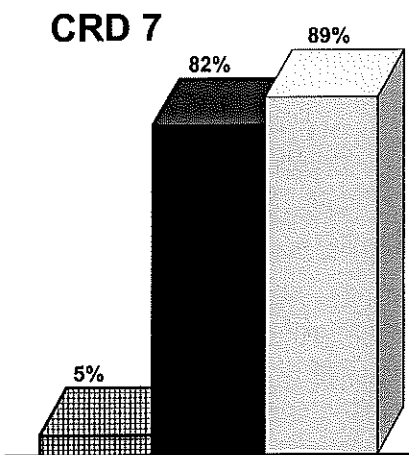
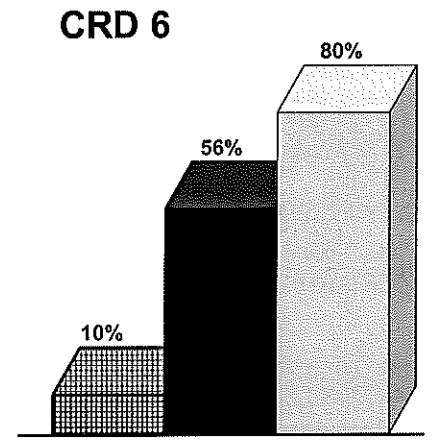
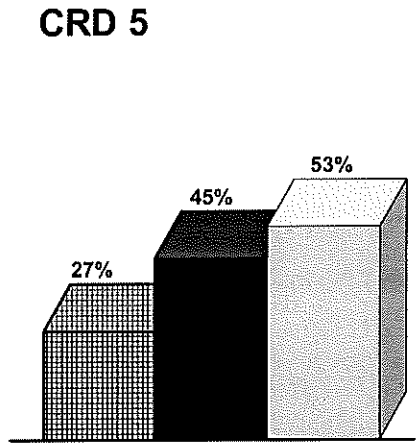
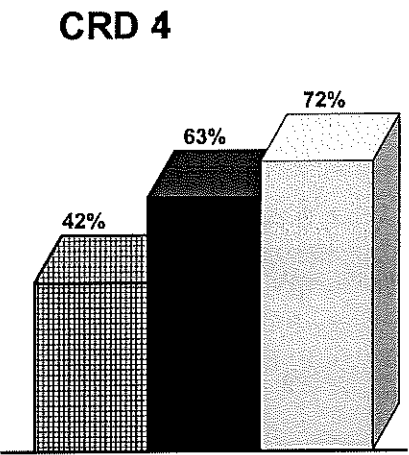
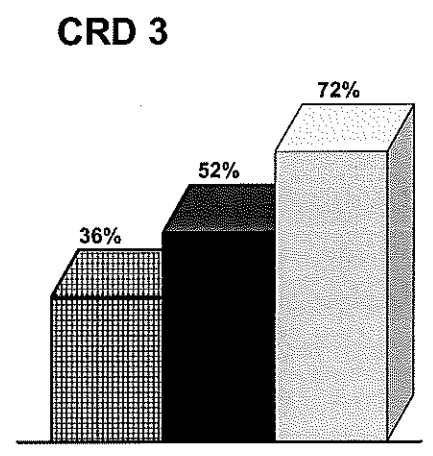
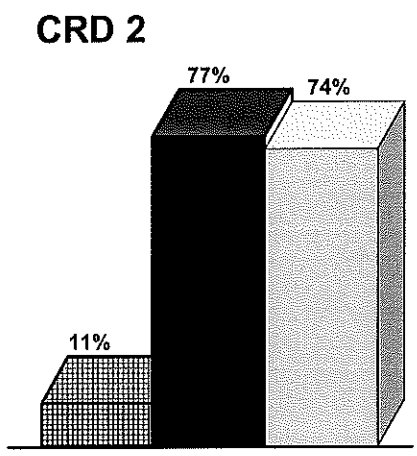
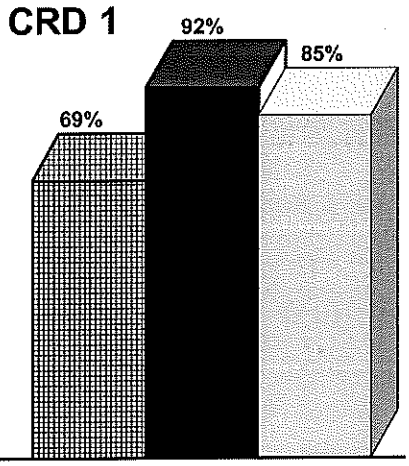
^bBushels shipped to processors, and various export points.

**Average Turnover of Shipments to Storage for
Each CRD, 1997-98**

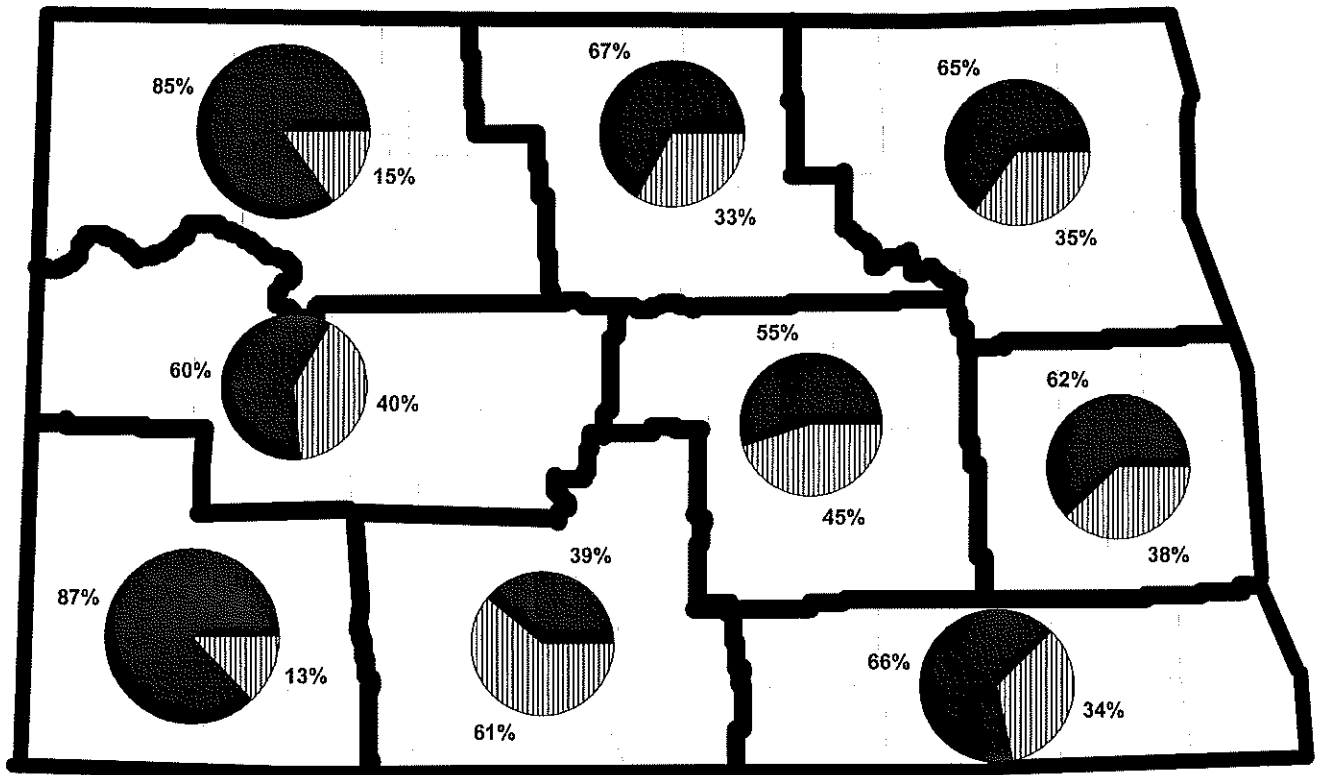
-Weighted by grain shipments-



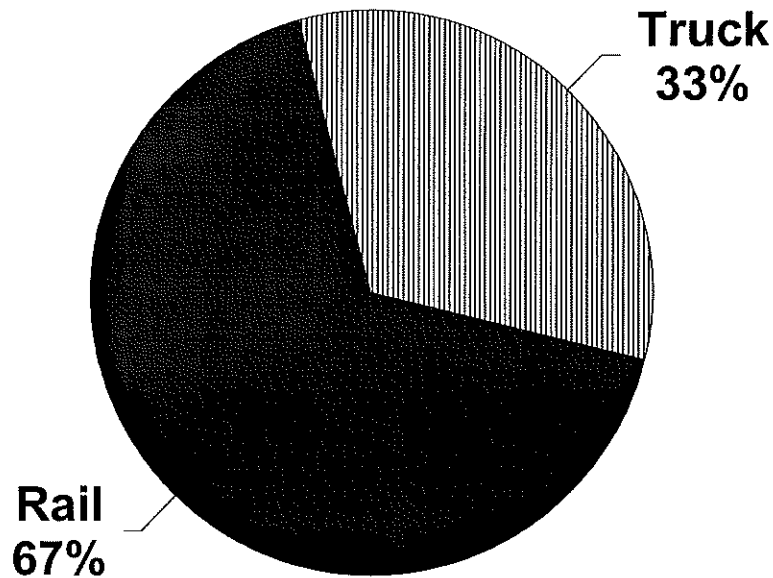
Percent of Shipments by Rail for Elevators in Each CRD, 1997-98

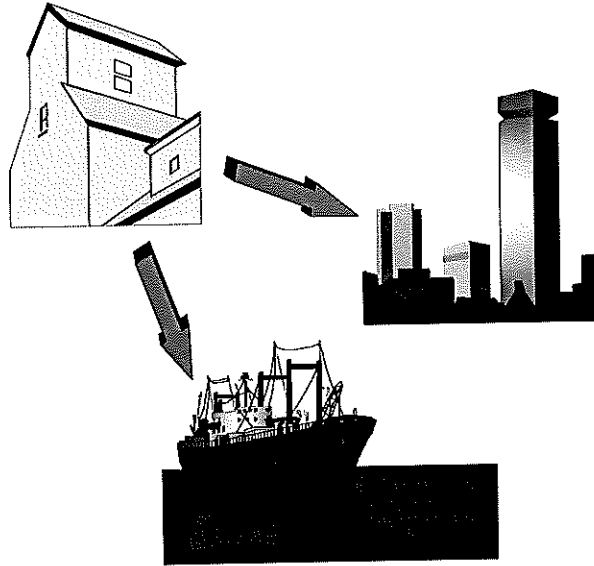


Modal Share of Grain and Oilseed Shipments from Each CRD, 1997-98



Rail/Truck Share of Grain and Oilseed Shipments from ND, 1997-98



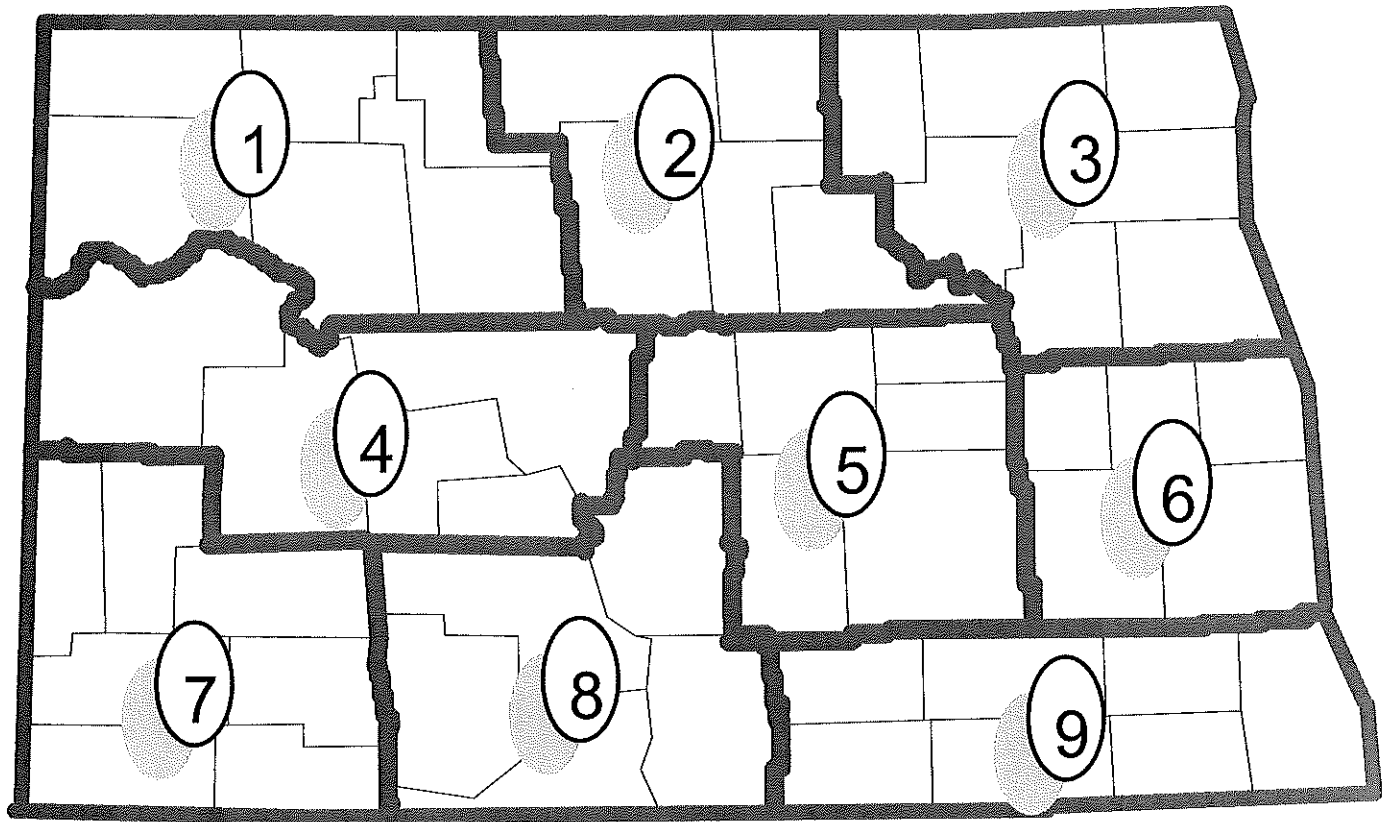


DESTINATIONS FOR GRAIN AND OILSEED SHIPMENTS ORIGINATING FROM NORTH DAKOTA ELEVATORS

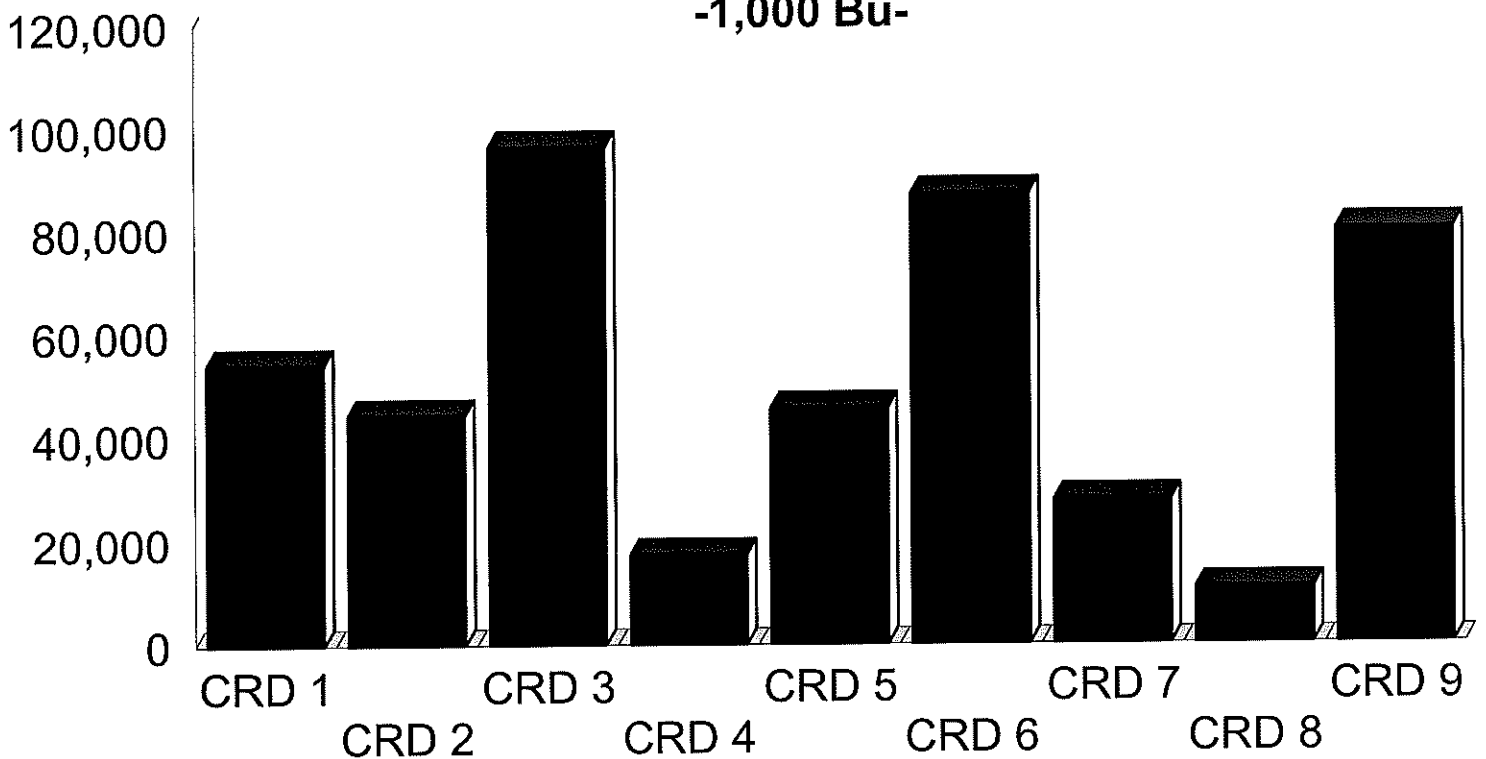


All Grains & Oilseeds

NORTH DAKOTA CROP REPORTING DISTRICTS



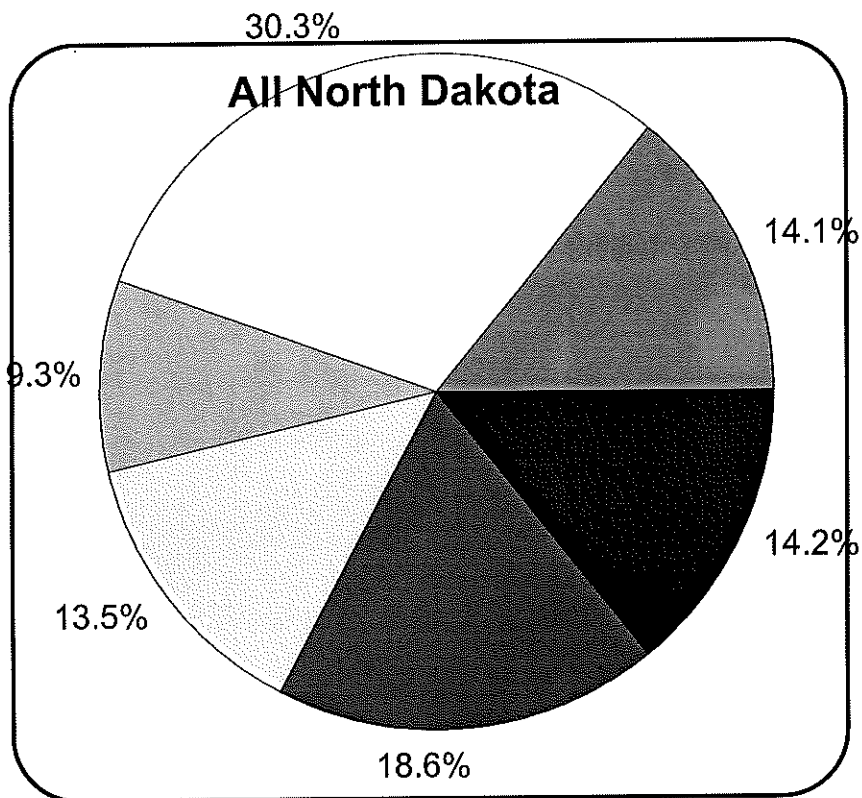
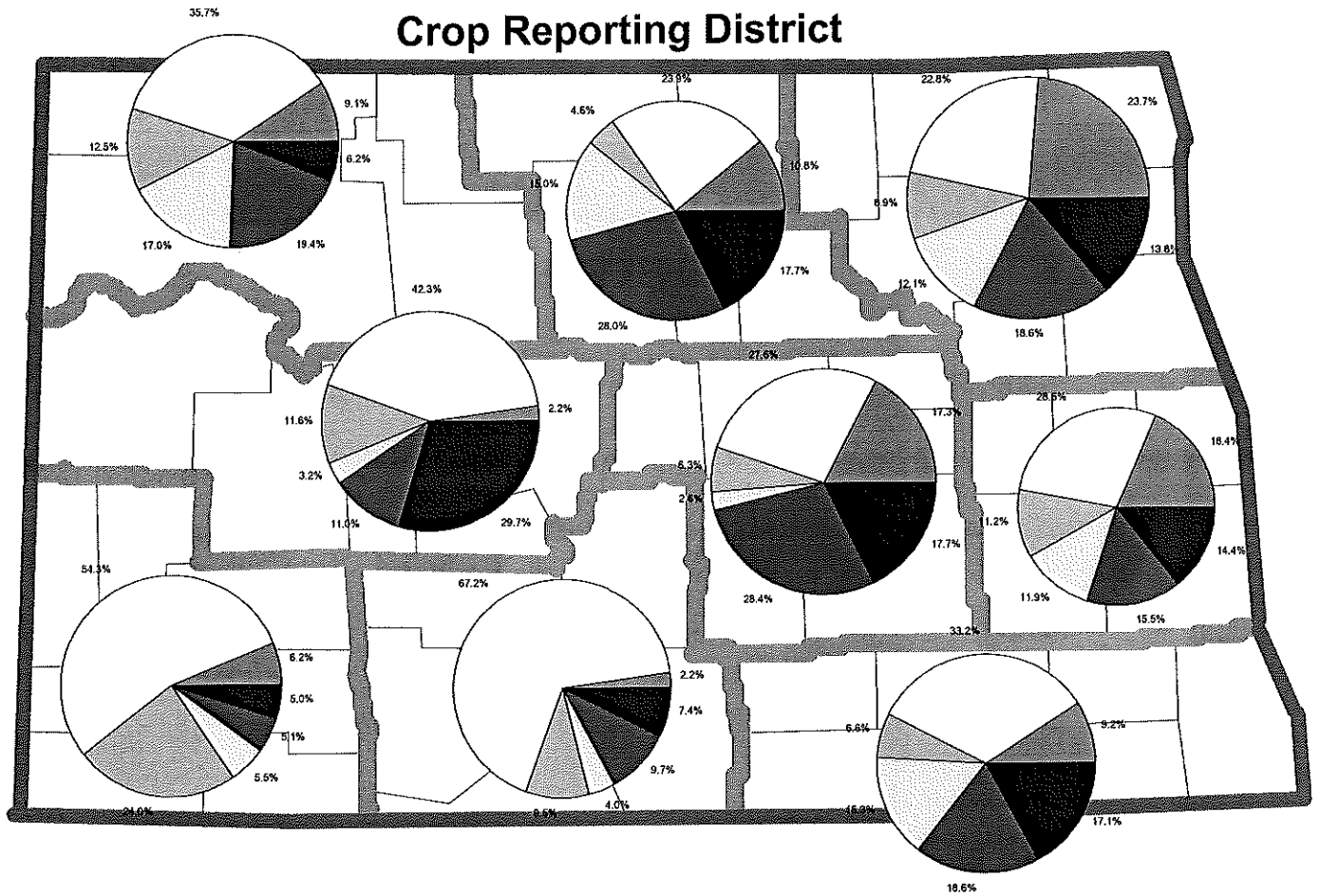
**Grain & Oilseed Shipments Originating
from Each CRD, 1997-98
-1,000 Bu-**



Destinations for Grain & Oilseed Shipments

1997/98

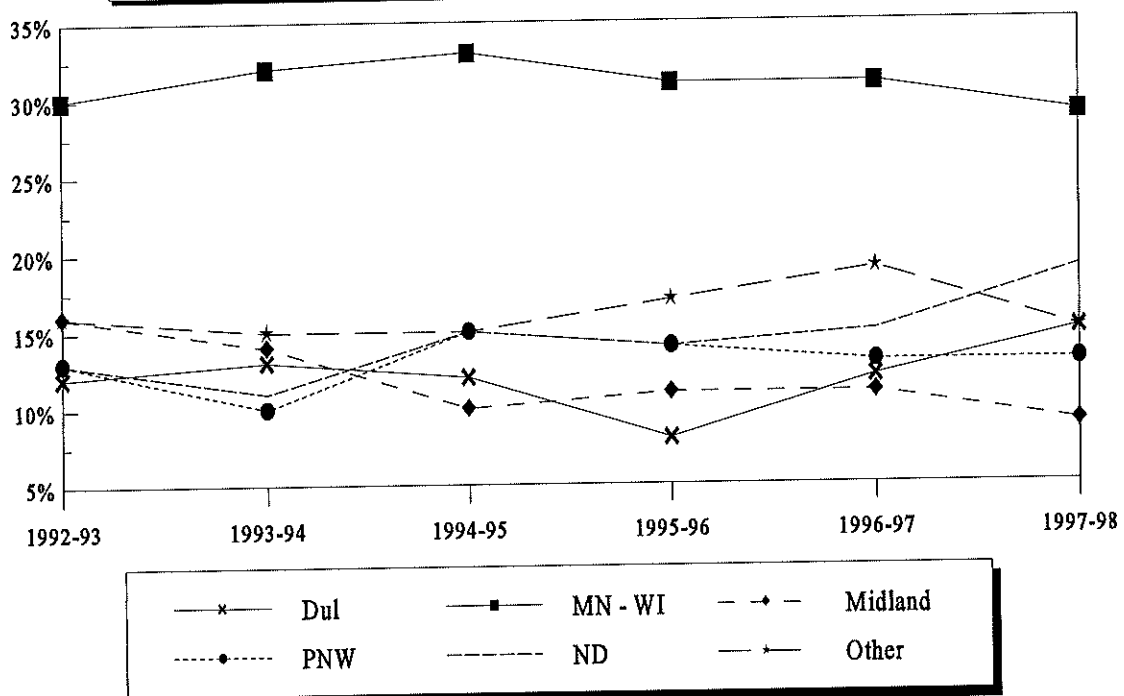
Crop Reporting District



Trends for Destinations of Grain and Oilseed Shipments from ND (1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	82,088	210,649	112,349	95,005	89,780	114,221	704,083
	12%	30%	16%	13%	13%	16%	
1993-94	66,452	168,890	71,516	82,949	54,370	78,047	522,235
	13%	32%	14%	16%	10%	15%	
1994-95	62,920	174,791	52,804	82,823	77,563	82,332	533,233
	12%	33%	10%	16%	15%	15%	
1995-96	46,572	177,764	62,904	104,130	76,640	97,131	565,142
	8%	31%	11%	18%	14%	17%	
1996-97	62,308	158,553	56,208	66,838	77,047	96,221	517,175
	12%	31%	11%	13%	15%	19%	
1997-98	65,502	140,473	42,836	62,414	85,979	65,738	462,945
	15%	29%	9%	13%	19%	15%	

Destinations for Grain and Oilseed Shipments



**Destinations for Grain and Oilseed Shipments from ND CRDs
(1,000 Bushels)**

CRD 1

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	3%	19%	8%	49%	1%	20%	35,157
1993-94	8%	30%	19%	23%	8%	13%	103,041
1994-95	6%	36%	18%	19%	8%	13%	91,368
1995-96	7%	37%	20%	16%	5%	15%	65,801
1996-97	8%	34%	16%	17%	13%	12%	66,374
1997-98	9%	36%	13%	17%	19%	6%	54,183

CRD 2

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	11%	22%	11%	20%	20%	16%	55,963
1993-94	8%	29%	13%	17%	15%	18%	53,735
1994-95	6%	28%	6%	10%	29%	20%	49,978
1995-96	10%	39%	6%	9%	23%	12%	35,947
1996-97	10%	34%	4%	9%	19%	24%	48,029
1997-98	11%	24%	5%	15%	28%	18%	44,327

CRD 3

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	23%	23%	26%	2%	8%	18%	182,269
1993-94	22%	26%	18%	9%	9%	15%	97,902
1994-95	19%	31%	10%	10%	12%	18%	100,348
1995-96	13%	30%	11%	17%	12%	16%	100,985
1996-97	18%	23%	18%	7%	13%	21%	123,753
1997-98	24%	23%	9%	12%	19%	14%	96,271

CRD 4

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	3%	42%	16%	20%	11%	9%	20,522
1993-94	3%	50%	20%	14%	1%	12%	20,403
1994-95	4%	49%	6%	9%	15%	17%	19,722
1995-96	5%	52%	6%	1%	16%	20%	15,557
1996-97	3%	41%	14%	7%	11%	24%	18,385
1997-98	2%	42%	12%	3%	11%	30%	17,456

CRD 5

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	7%	32%	17%	6%	26%	12%	71,387
1993-94	12%	40%	10%	8%	12%	18%	52,755
1994-95	15%	38%	9%	3%	21%	14%	48,493
1995-96	8%	44%	12%	1%	19%	16%	44,278
1996-97	12%	35%	8%	3%	26%	16%	45,560
1997-98	17%	28%	6%	3%	28%	18%	45,456

CRD 6

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	12%	30%	12%	7%	18%	21%	131,996
1993-94	17%	28%	7%	15%	15%	18%	83,265
1994-95	16%	28%	7%	17%	16%	15%	98,501
1995-96	8%	27%	7%	27%	15%	17%	91,036
1996-97	15%	31%	8%	13%	12%	21%	97,606
1997-98	18%	29%	11%	12%	15%	14%	86,969

CRD 7

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	5%	15%	14%	54%	3%	8%	32,835
1993-94	17%	11%	12%	53%	2%	5%	34,439
1994-95	9%	21%	11%	54%	2%	3%	27,635
1995-96	11%	26%	13%	40%	1%	9%	27,680
1996-97	5%	21%	7%	61%	1%	6%	24,972
1997-98	4%	36%	16%	37%	3%	3%	27,709

CRD 8

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	6%	57%	25%	5%	2%	5%	15,457
1993-94	7%	52%	24%	9%	4%	5%	14,576
1994-95	3%	58%	21%	9%	6%	3%	12,593
1995-96	1%	63%	17%	4%	5%	11%	14,020
1996-97	2%	74%	11%	4%	3%	4%	10,413
1997-98	2%	67%	9%	4%	10%	7%	10,692

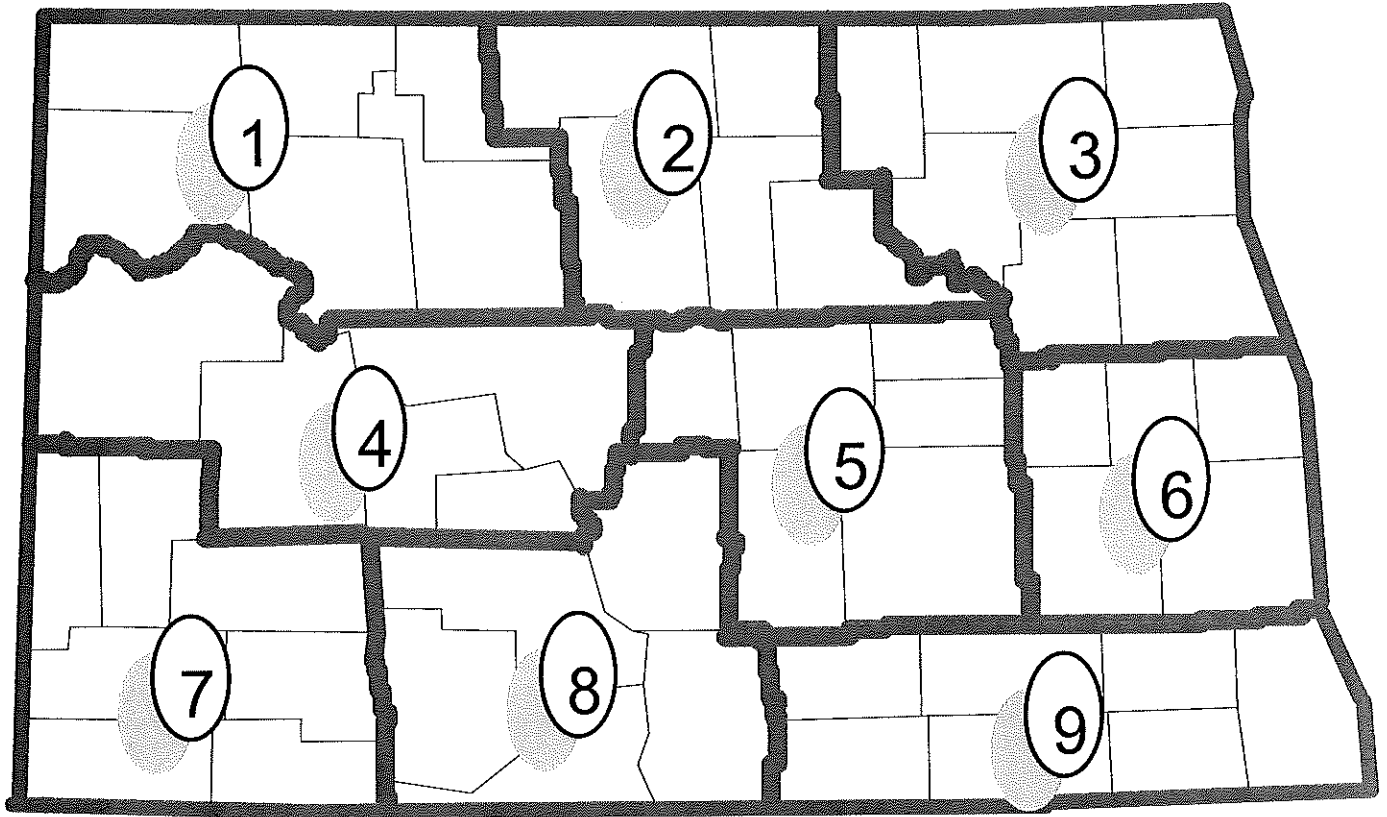
CRD 9

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	5%	50%	6%	10%	13%	17%	97,587
1993-94	7%	50%	6%	5%	15%	18%	62,123
1994-95	9%	32%	6%	16%	16%	20%	84,603
1995-96	6%	26%	7%	25%	14%	22%	84,995
1996-97	9%	32%	4%	14%	21%	20%	74,002
1997-98	9%	33%	7%	15%	19%	17%	79,846

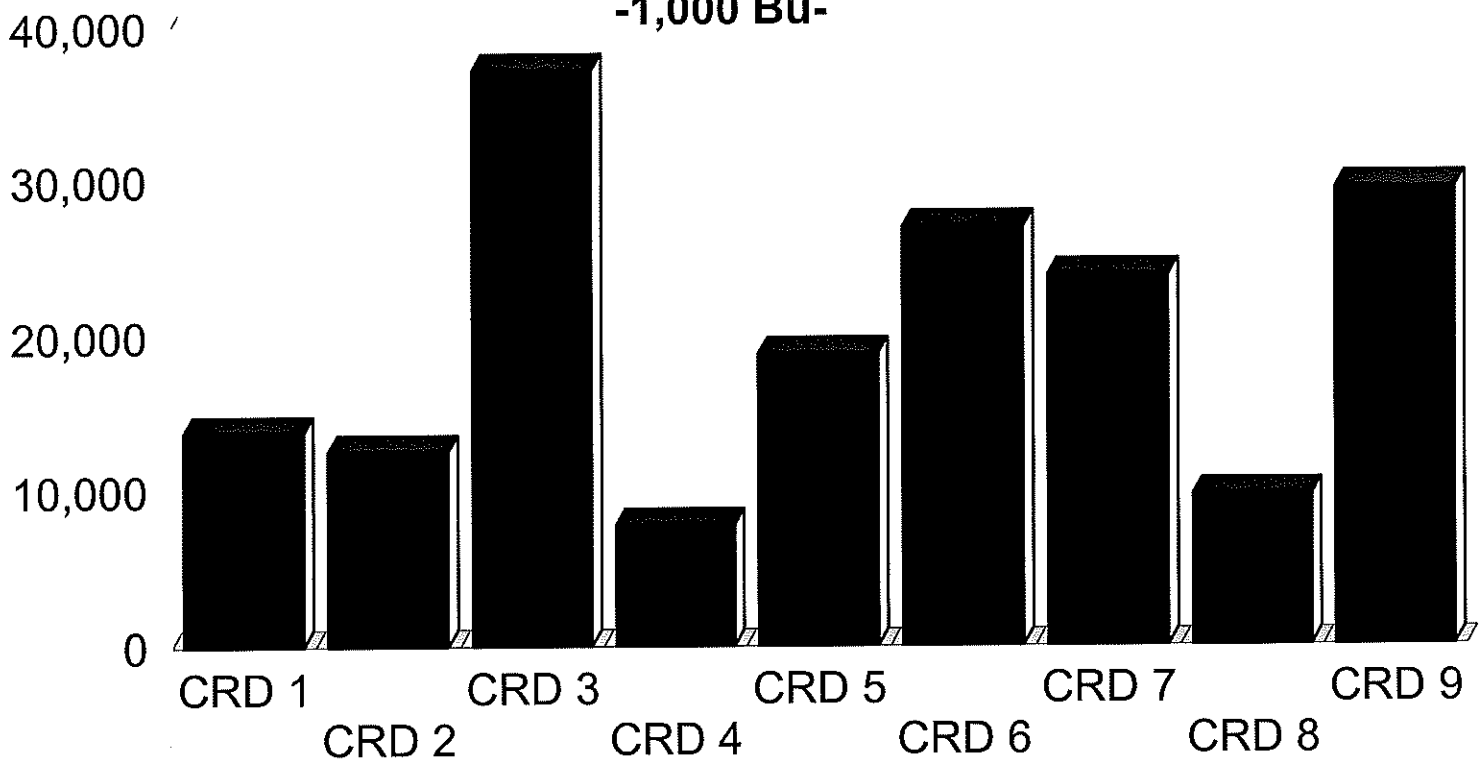


HRS Wheat

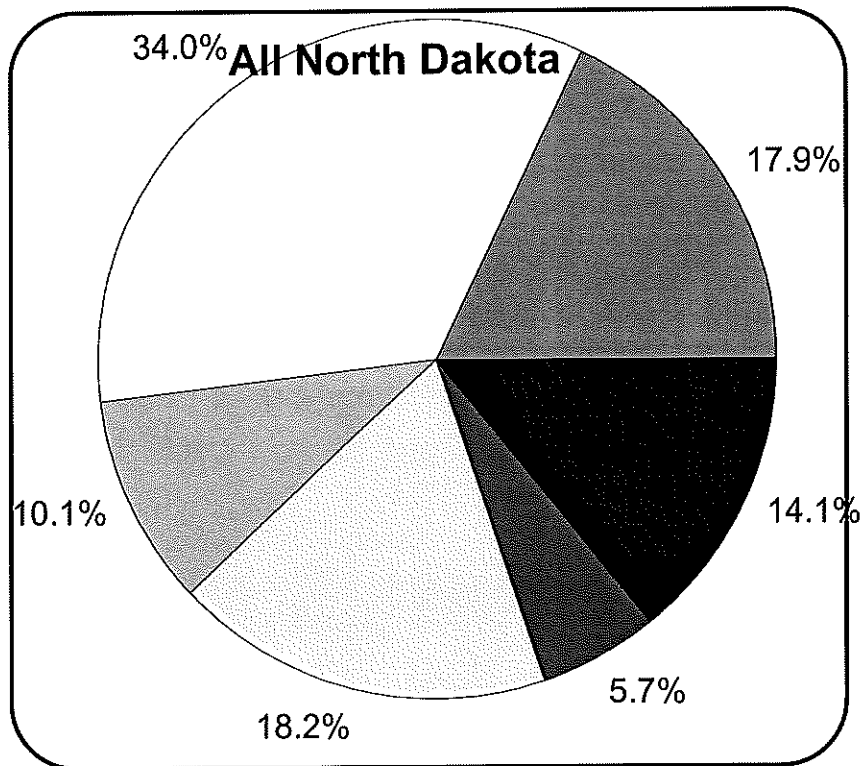
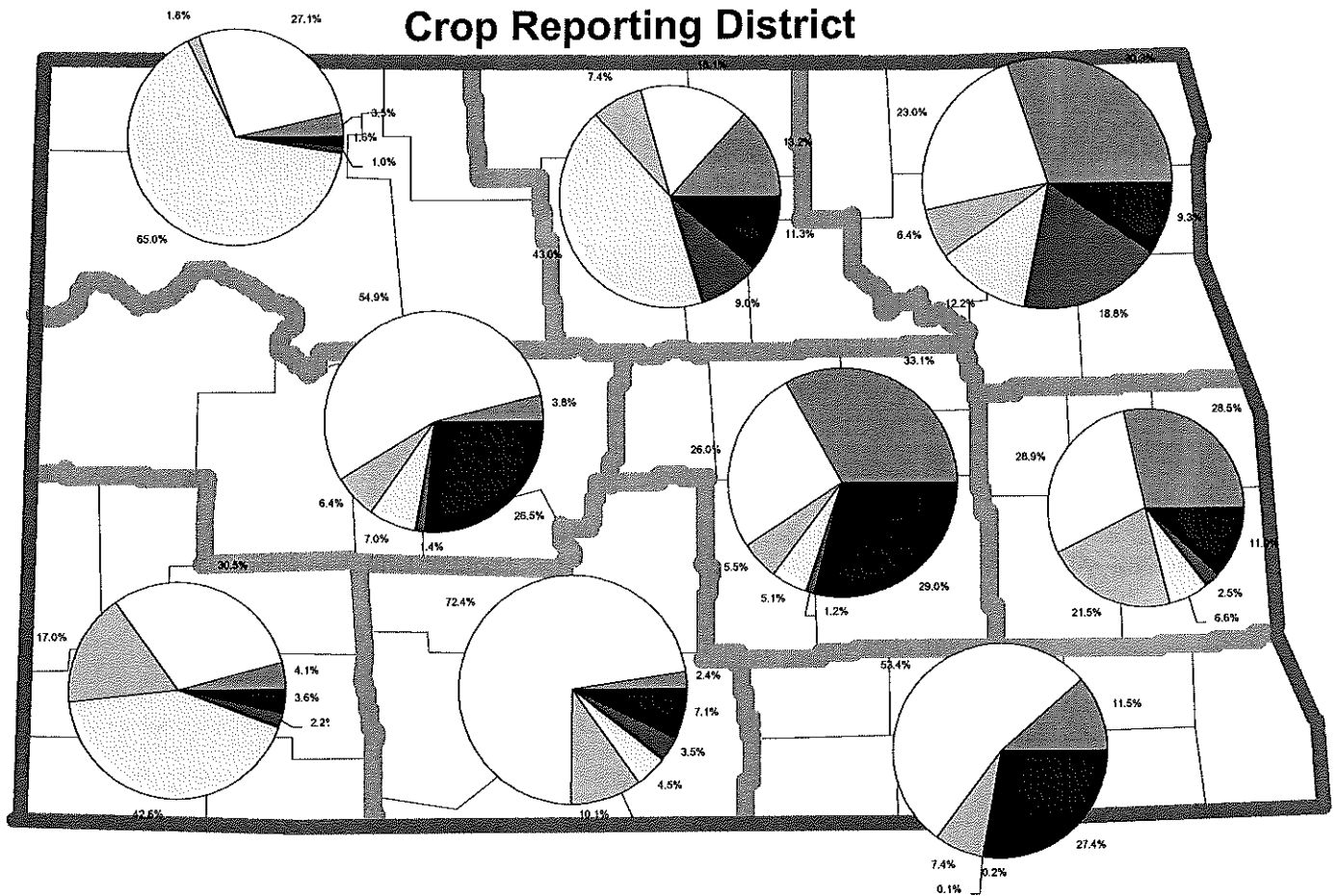
NORTH DAKOTA CROP REPORTING DISTRICTS



**Hard Red Spring Wheat Shipments
Originating from Each CRD, 1997-98
-1,000 Bu-**

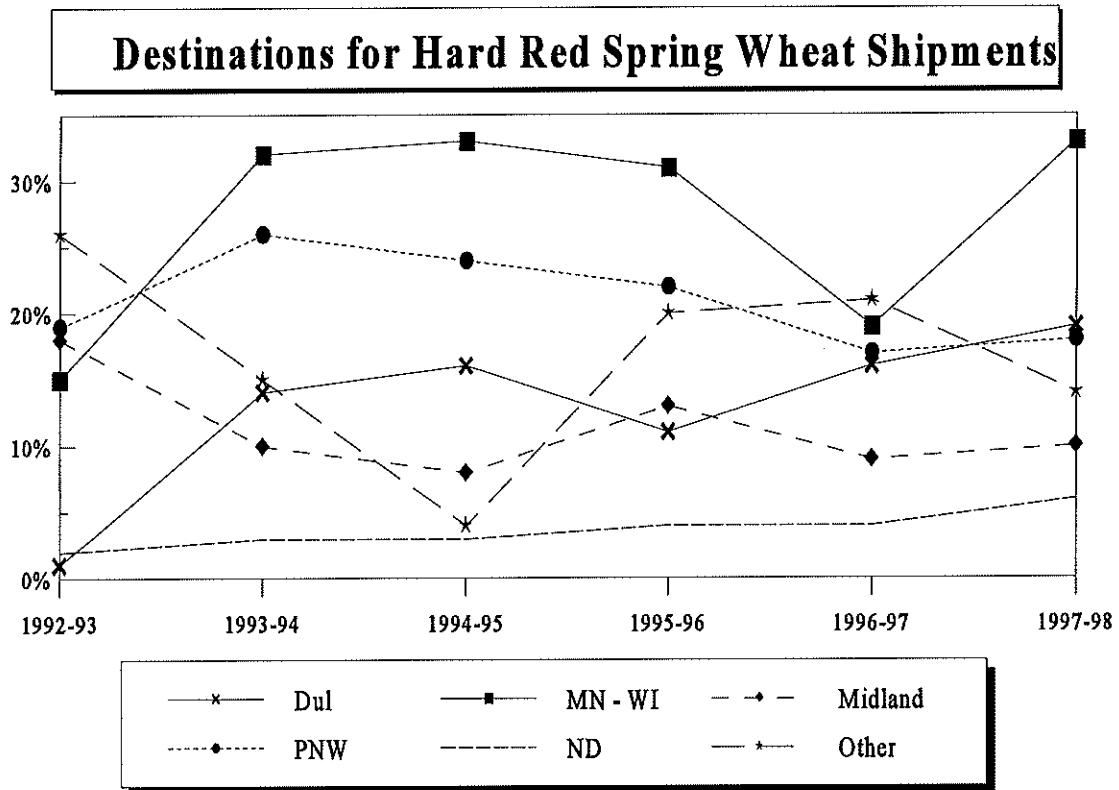


Destinations for Hard Red Spring Wheat Shipments 1997/98



Trends for Destinations of Hard Red Spring Wheat Shipments from ND (1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	38,573	111,281	66,819	62,457	6,684	58,446	344,261
	11%	32%	19%	18%	2%	17%	
1993-94	36,159	83,316	25,342	66,186	6,425	37,948	255,377
	14%	33%	10%	26%	3%	15%	
1994-95	34,840	74,999	18,672	52,971	7,510	34,894	223,886
	16%	33%	8%	24%	3%	16%	
1995-96	28,842	83,708	33,524	56,223	9,972	52,109	264,379
	11%	32%	13%	21%	4%	20%	
1996-97	36,028	72,461	21,048	37,722	8,741	47,145	223,145
	16%	32%	9%	17%	4%	21%	
1997-98	32,140	60,997	18,040	32,646	10,182	25,320	179,327
	19%	33%	10%	18%	6%	14%	



**Destinations for Hard Red Spring Wheat Shipments from ND CRDs
(1,000 Bushels)**

CRD 1

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	1%	7%	5%	73%	3%	11%	37,521
1993-94	7%	26%	6%	45%	4%	12%	39,247
1994-95	11%	23%	8%	48%	2%	8%	30,431
1995-96	8%	20%	14%	45%	1%	13%	21,000
1996-97	5%	17%	10%	55%	4%	9%	17,975
1997-98	4%	27%	2%	65%	1%	2%	13,701

CRD 2

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	8%	20%	10%	43%	1%	18%	18,769
1993-94	8%	33%	7%	35%	3%	13%	21,664
1994-95	5%	22%	6%	23%	17%	27%	17,671
1995-96	8%	31%	8%	20%	12%	20%	15,404
1996-97	9%	31%	5%	26%	6%	23%	15,444
1997-98	13%	16%	7%	43%	9%	11%	12,487

CRD 3

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	21%	27%	33%	1%	4%	15%	94,793
1993-94	24%	30%	14%	12%	5%	15%	49,070
1994-95	25%	30%	10%	18%	4%	12%	43,100
1995-96	17%	23%	14%	24%	8%	15%	55,776
1996-97	27%	23%	12%	6%	10%	21%	55,052
1997-98	30%	23%	6%	12%	19%	9%	37,080

CRD 4

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	4%	40%	12%	35%	0%	9%	10,262
1993-94	5%	42%	18%	21%	0%	14%	12,031
1994-95	8%	50%	2%	15%	11%	15%	10,004
1995-96	9%	61%	7%	2%	5%	16%	8,351
1996-97	6%	46%	9%	15%	4%	19%	8,605
1997-98	4%	55%	6%	7%	1%	26%	7,718

CRD 5

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	7%	46%	20%	10%	0%	17%	36,096
1993-94	15%	43%	10%	13%	0%	18%	30,307
1994-95	24%	46%	8%	5%	0%	17%	23,171
1995-96	21%	41%	7%	5%	1%	25%	21,991
1996-97	12%	26%	10%	26%	0%	25%	34,972
1997-98	33%	26%	6%	5%	1%	29%	18,774

CRD 6

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	14%	29%	23%	1%	1%	32%	57,699
1993-94	17%	25%	6%	26%	2%	24%	36,026
1994-95	19%	24%	8%	25%	1%	22%	32,963
1995-96	12%	26%	10%	26%	0%	25%	34,972
1996-97	22%	32%	10%	3%	2%	31%	37,986
1997-98	29%	29%	22%	7%	3%	12%	26,858

CRD 7

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	5%	12%	14%	59%	2%	8%	29,701
1993-94	18%	8%	10%	57%	1%	6%	30,409
1994-95	9%	19%	8%	58%	2%	3%	25,079
1995-96	11%	22%	12%	44%	1%	10%	24,593
1996-97	5%	14%	6%	68%	1%	6%	21,831
1997-98	4%	31%	17%	43%	2%	4%	23,779

CRD 8

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	6%	60%	26%	4%	0%	4%	12,521
1993-94	8%	58%	22%	8%	0%	4%	11,720
1994-95	3%	62%	22%	7%	2%	3%	9,899
1995-96	1%	65%	18%	4%	3%	10%	12,193
1996-97	2%	75%	11%	5%	3%	4%	9,849
1997-98	2%	72%	10%	4%	4%	7%	9,597

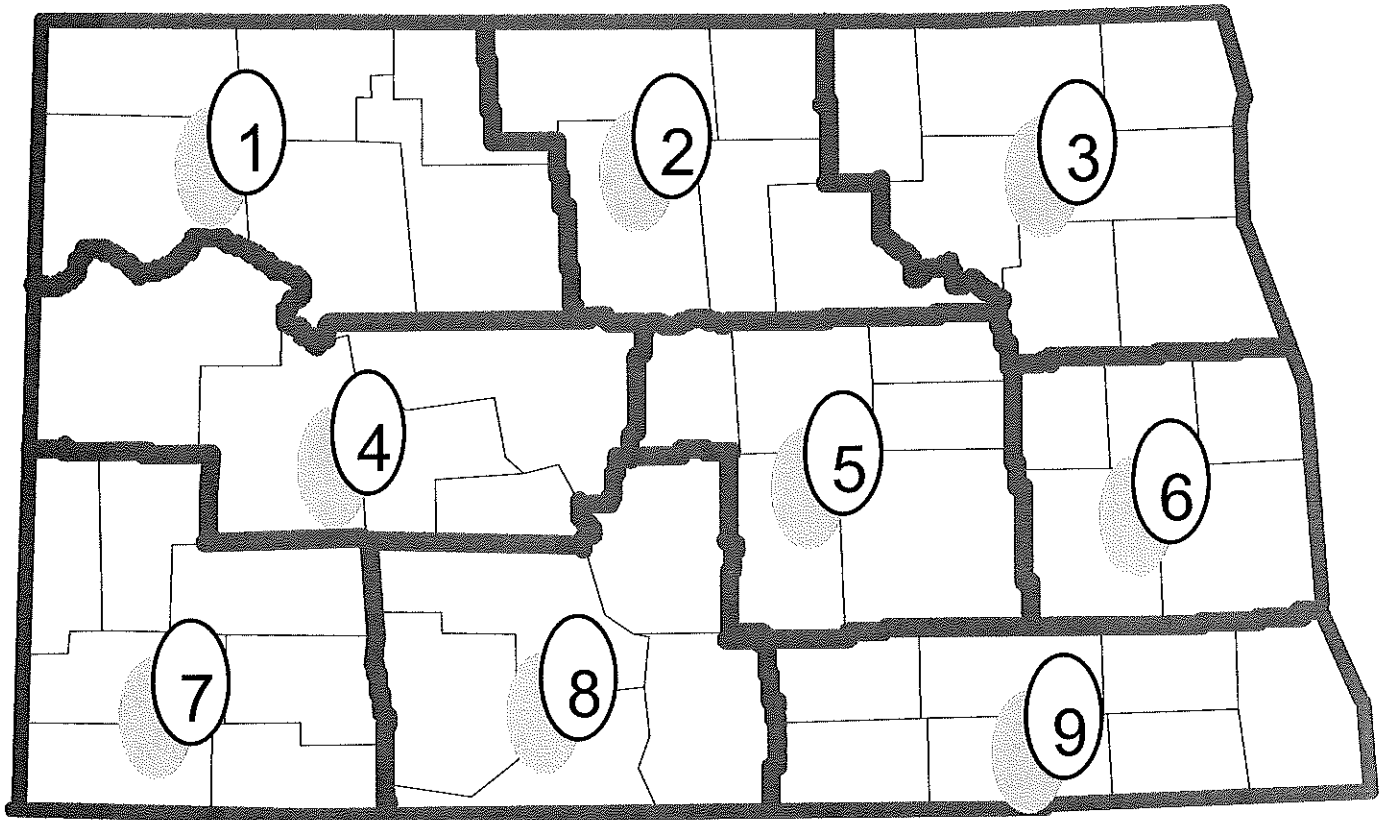
CRD 9

	Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	7%	67%	6%	1%	0%	18%	46,911
1993-94	9%	60%	6%	1%	2%	20%	24,914
1994-95	14%	53%	5%	0%	1%	27%	31,577
1995-96	9%	45%	10%	1%	1%	34%	31,546
1996-97	12%	53%	4%	0%	0%	31%	30,319
1997-98	11%	53%	7%	0%	0%	0%	29,327

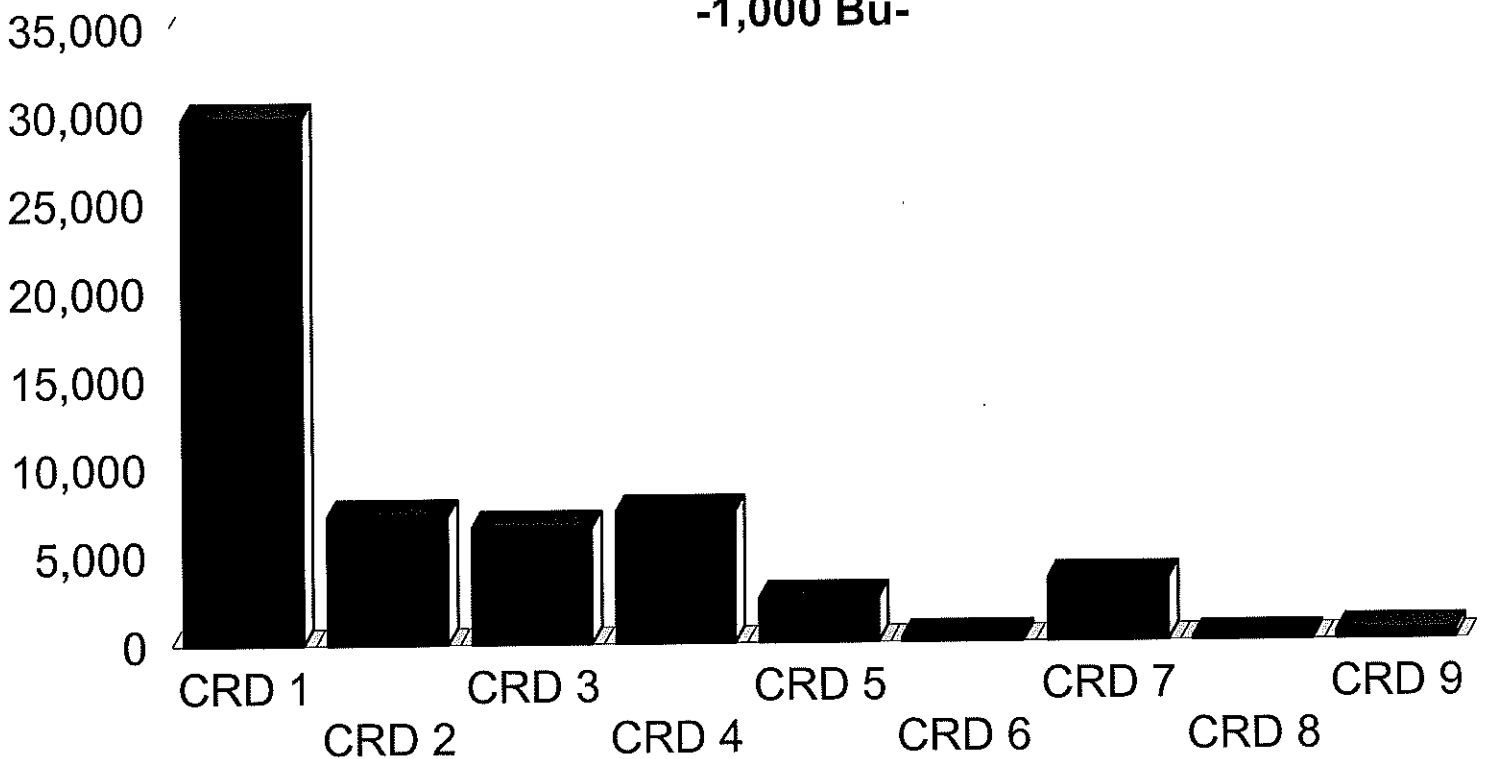


Durum

NORTH DAKOTA CROP REPORTING DISTRICTS

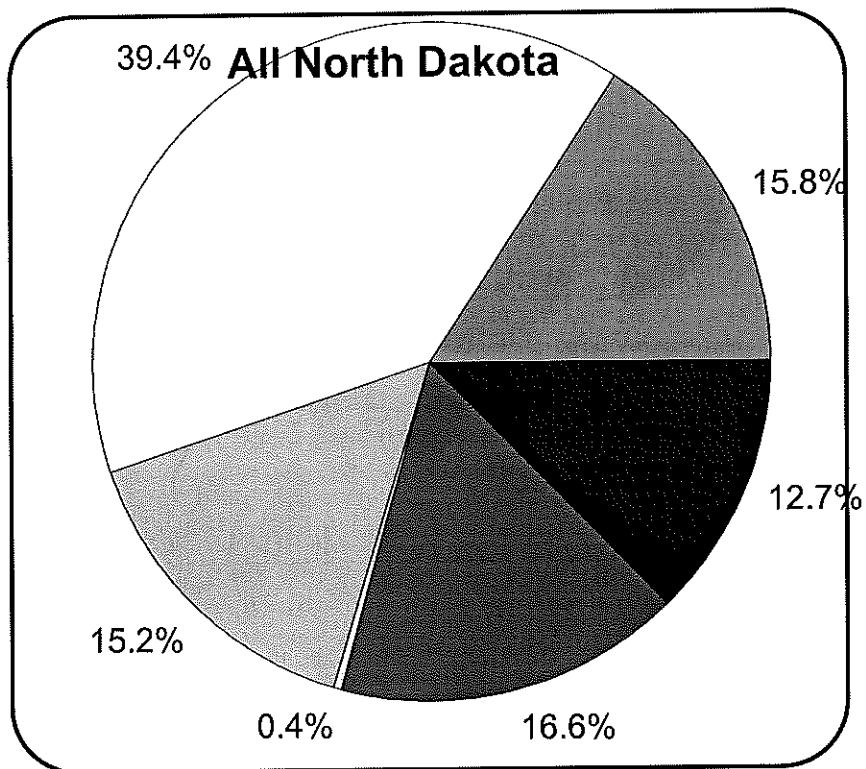
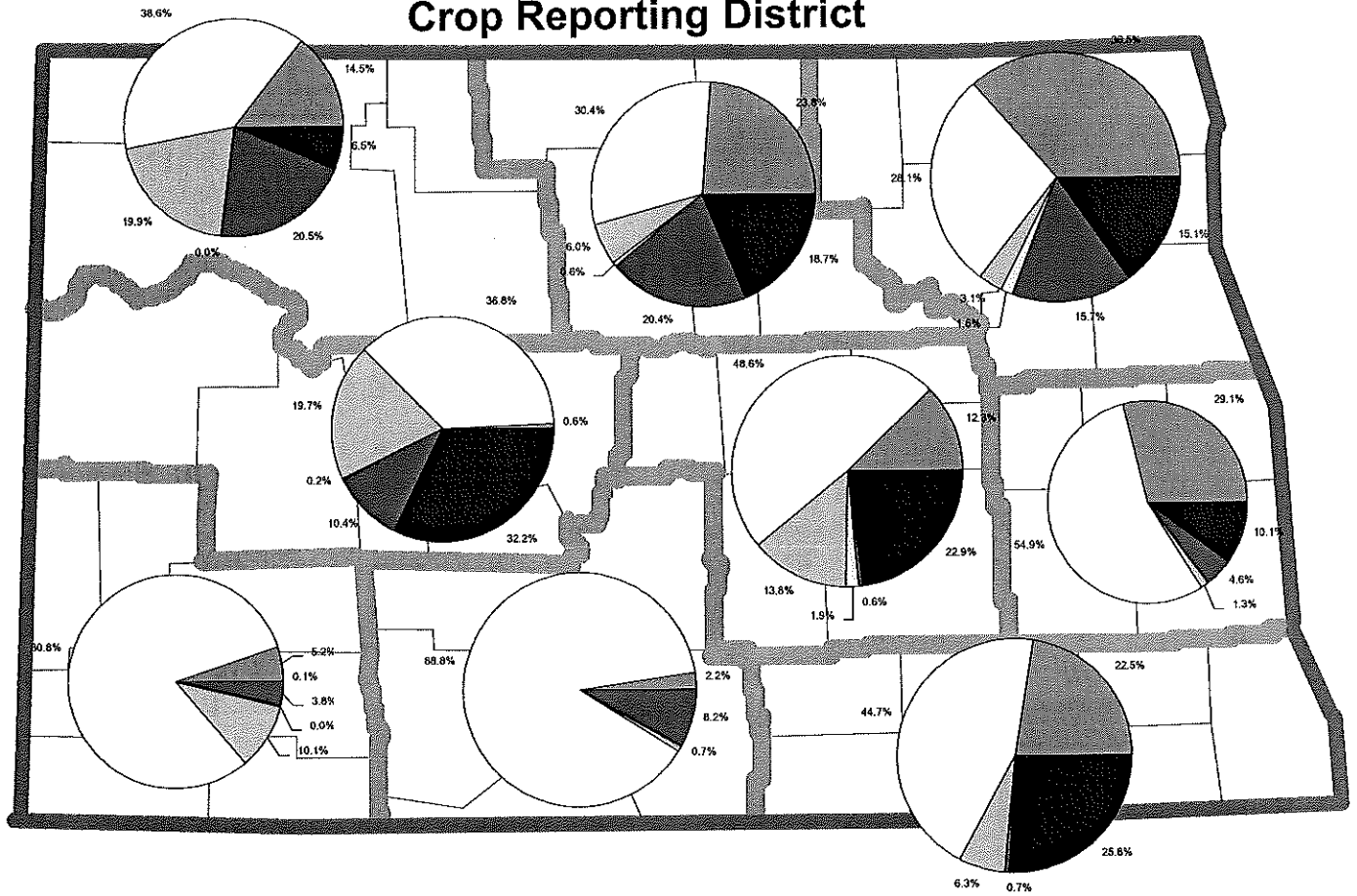


**Durum Shipments Originating
from Each CRD, 1997-98
-1,000 Bu-**



Destinations for Durum Shipments 1997/98

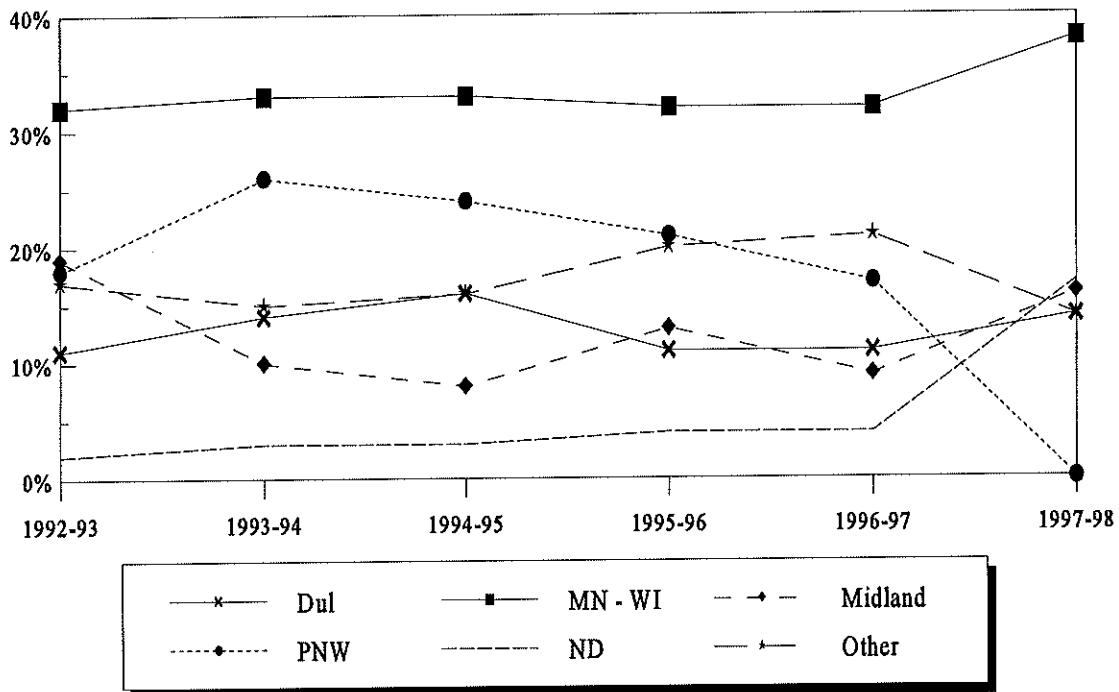
Crop Reporting District



Trends for Destinations of Durum Shipments from ND
(1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	20,627	30,824	15,986	2,424	6,914	11,305	88,080
	23%	35%	18%	3%	8%	13%	
1993-94	12,798	31,610	19,725	2,359	6,808	11,439	84,740
	15%	37%	23%	3%	8%	13%	
1994-95	6,592	31,165	12,590	1,569	6,493	11,152	69,562
	9%	45%	18%	2%	9%	16%	
1995-96	7,481	27,853	15,461	692	7,125	12,260	70,875
	11%	39%	22%	1%	10%	17%	
1996-97	10,541	29,663	11,333	879	6,579	9,717	68,712
	15%	43%	16%	1%	10%	14%	
1997-98	9,091	22,650	8,727	216	9,530	7,334	57,550
	14%	38%	16%	0%	17%	14%	

Destinations for Durum Shipments



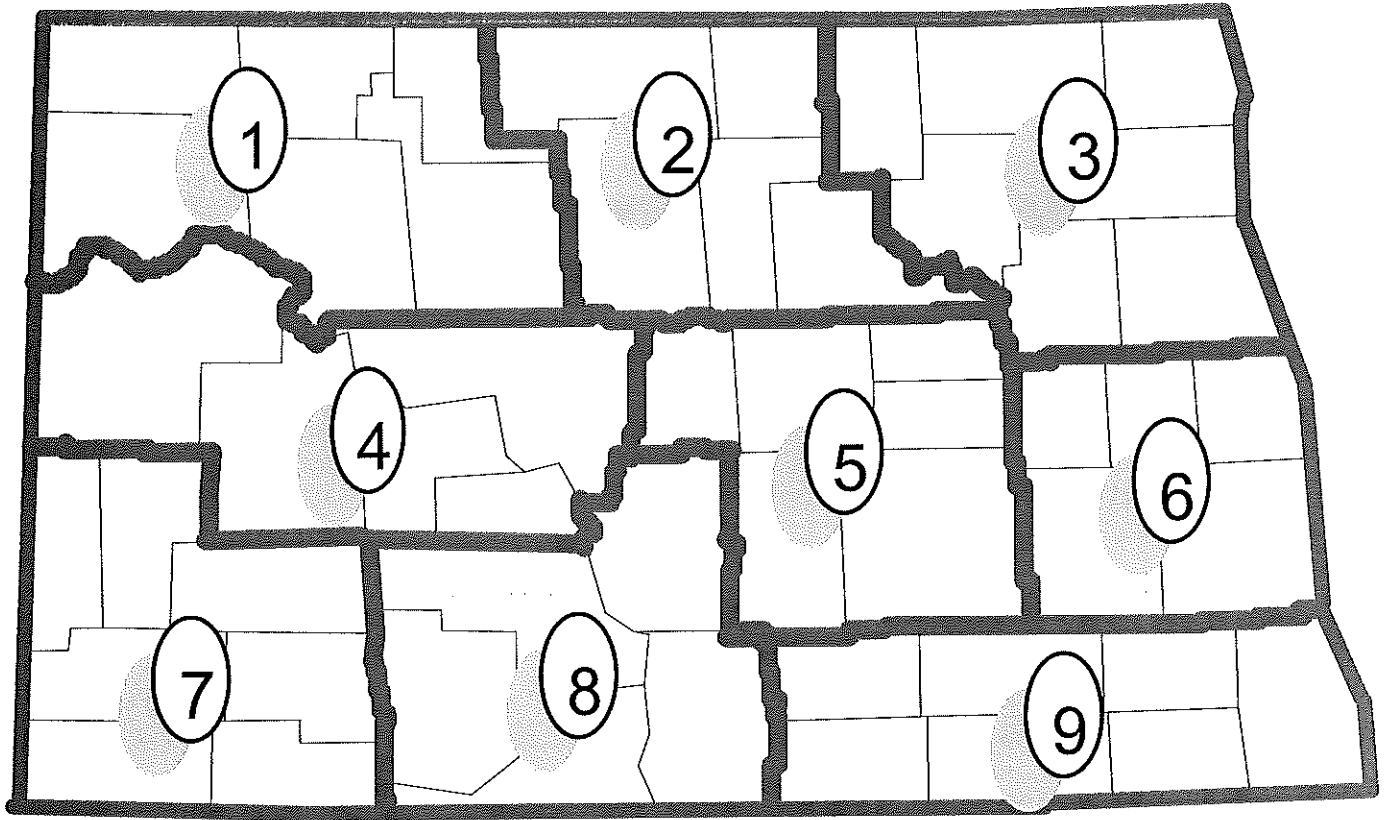
**Destinations for Durum Shipments from ND CRDs
(1,000 Bushels)**

CRD 1								CRD 2							
	Duluth	MN-WI	Midland	PNW	ND	Other	Total		Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	14%	36%	20%	6%	7%	17%	36,685	1992-93	20%	35%	10%	1%	20%	14%	13,518
1993-94	12%	32%	30%	3%	8%	15%	43,241	1993-94	15%	38%	12%	2%	14%	20%	13,427
1994-95	6%	47%	26%	3%	5%	13%	37,976	1994-95	10%	31%	6%	3%	19%	31%	10,179
1995-96	10%	39%	31%	1%	3%	16%	30,450	1995-96	15%	42%	8%	0%	30%	6%	8,610
1996-97	12%	44%	23%	2%	9%	11%	34,707	1996-97	22%	38%	4%	0%	14%	22%	11,382
1997-98	14%	39%	20%	0%	21%	6%	29,714	1997-98	24%	30%	6%	1%	20%	19%	7,204
CRD 3								CRD 4							
	Duluth	MN-WI	Midland	PNW	ND	Other	Total		Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	42%	22%	25%	1%	5%	6%	23,493	1992-93	3%	95%	0%	0%	0%	2%	1,416
1993-94	33%	28%	21%	1%	10%	7%	12,422	1993-94	1%	67%	25%	0%	0%	6%	5,119
1994-95	21%	36%	10%	2%	16%	15%	10,160	1994-95	1%	63%	10%	0%	10%	15%	4,957
1995-96	26%	29%	15%	1%	22%	8%	6,344	1995-96	1%	58%	0%	0%	6%	35%	3,709
1996-97	38%	32%	4%	4%	15%	7%	7,118	1996-97	1%	42%	21%	0%	6%	30%	7,216
1997-98	36%	28%	3%	2%	16%	15%	6,519	1997-98	1%	37%	20%	0%	10%	32%	7,351
CRD 5								CRD 6							
	Duluth	MN-WI	Midland	PNW	ND	Other	Total		Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	40%	44%	6%	0%	1%	8%	3,549	1992-93	36%	28%	9%	0%	0%	27%	2,013
1993-94	10%	69%	11%	0%	3%	7%	4,359	1993-94	30%	46%	17%	0%	1%	6%	1,706
1994-95	16%	47%	10%	0%	9%	19%	3,211	1994-95	52%	36%	6%	0%	1%	5%	885
1995-96	13%	71%	2%	2%	7%	6%	1,887	1995-96	16%	36%	12%	25%	4%	6%	363
1996-97	14%	47%	28%	0%	3%	9%	3,221	1996-97	24%	69%	1%	0%	0%	6%	906
1997-98	12%	49%	14%	2%	1%	23%	2,484	1997-98	29%	54%	1%	0%	5%	10%	239
CRD 7								CRD 8							
	Duluth	MN-WI	Midland	PNW	ND	Other	Total		Duluth	MN-WI	Midland	PNW	ND	Other	Total
1992-93	2%	74%	5%	6%	7%	5%	1,712	1992-93	6%	83%	6%	1%	3%	0%	431
1993-94	12%	48%	13%	21%	5%	2%	2,663	1993-94	9%	75%	10%	1%	2%	3%	242
1994-95	5%	71%	8%	5%	1%	9%	1,301	1994-95	0%	95%	1%	0%	0%	3%	154
1995-96	9%	85%	2%	0%	0%	5%	1,960	1995-96	0%	94%	4%	0%	0%	0%	49
1996-97	5%	75%	6%	1%	1%	11%	2,590	1996-97	5%	86%	3%	6%	0%	0%	109
1997-98	5%	81%	10%	0%	4%	0%	3,469	1997-98	2%	87%	1%	0%	8%	0%	137
CRD 9															
	Duluth	MN-WI	Midland	PNW	ND	Other	Total								
1992-93	46%	43%	0%	0%	3%	8%	216								
1993-94	19%	42%	4%	1%	0%	33%	1,570								
1994-95	22%	52%	6%	1%	1%	19%	750								
1995-96	15%	50%	20%	0%	1%	14%	348								
1996-97	10%	59%	15%	0%	1%	15%	523								
1997-98	22%	45%	6%	0%	1%	26%	429								

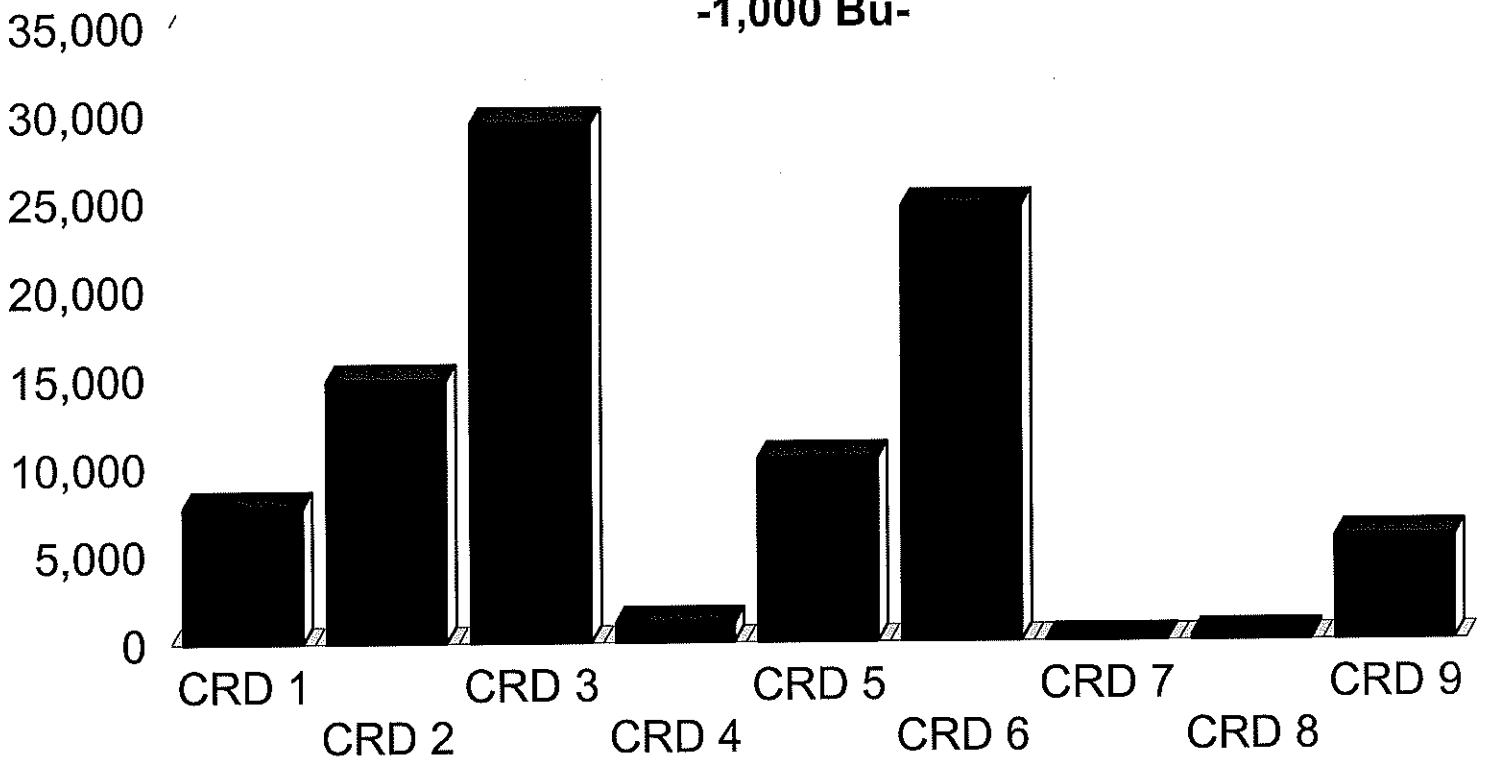


Barley

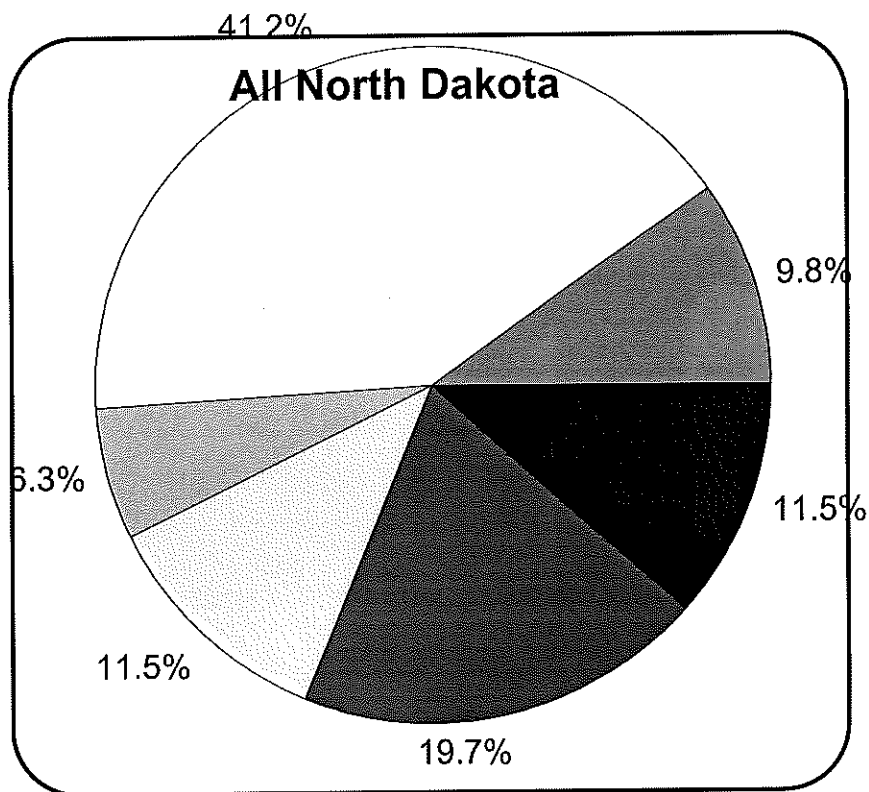
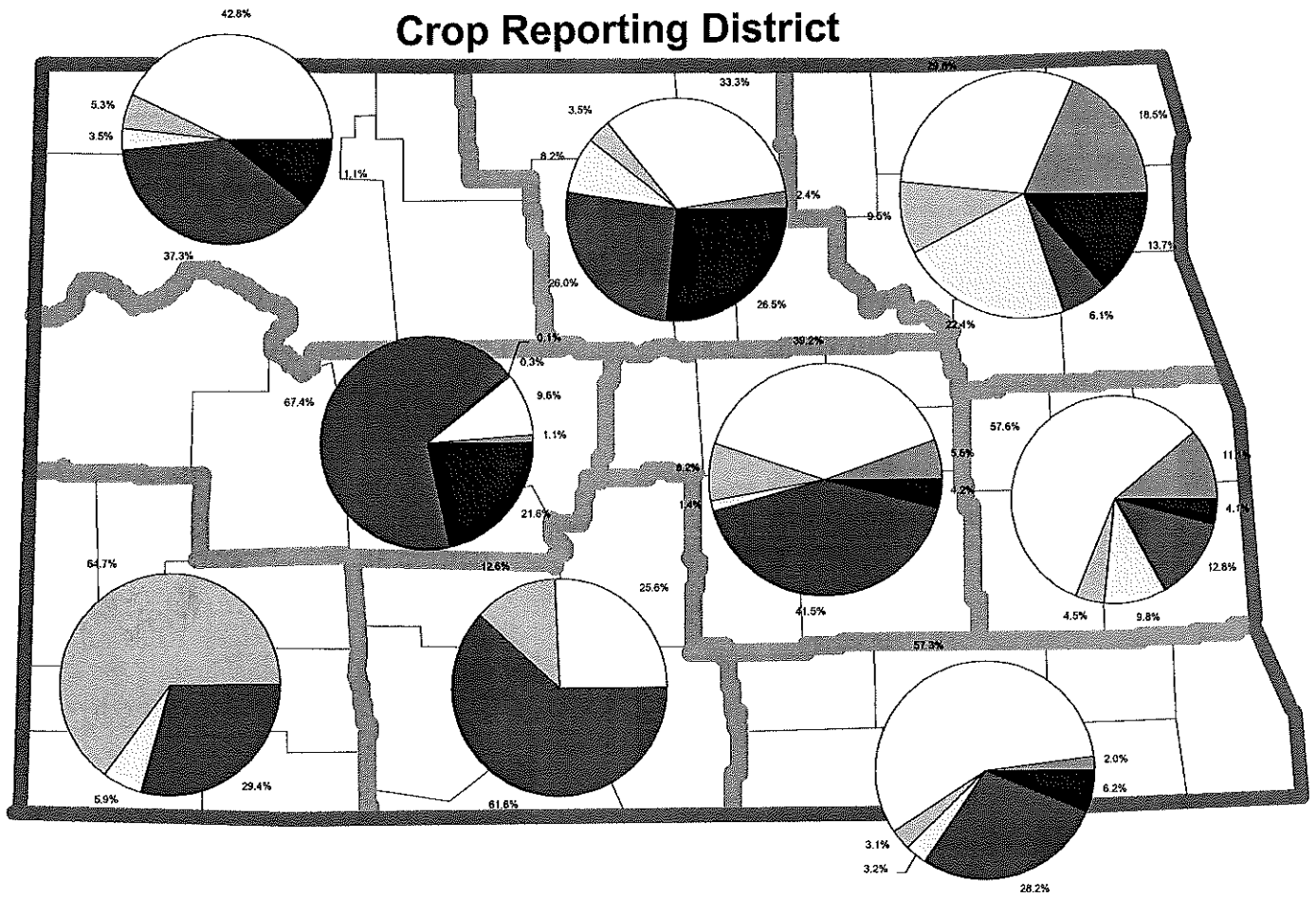
NORTH DAKOTA CROP REPORTING DISTRICTS



**Barley Shipments Originating
from Each CRD, 1997-98
-1,000 Bu-**



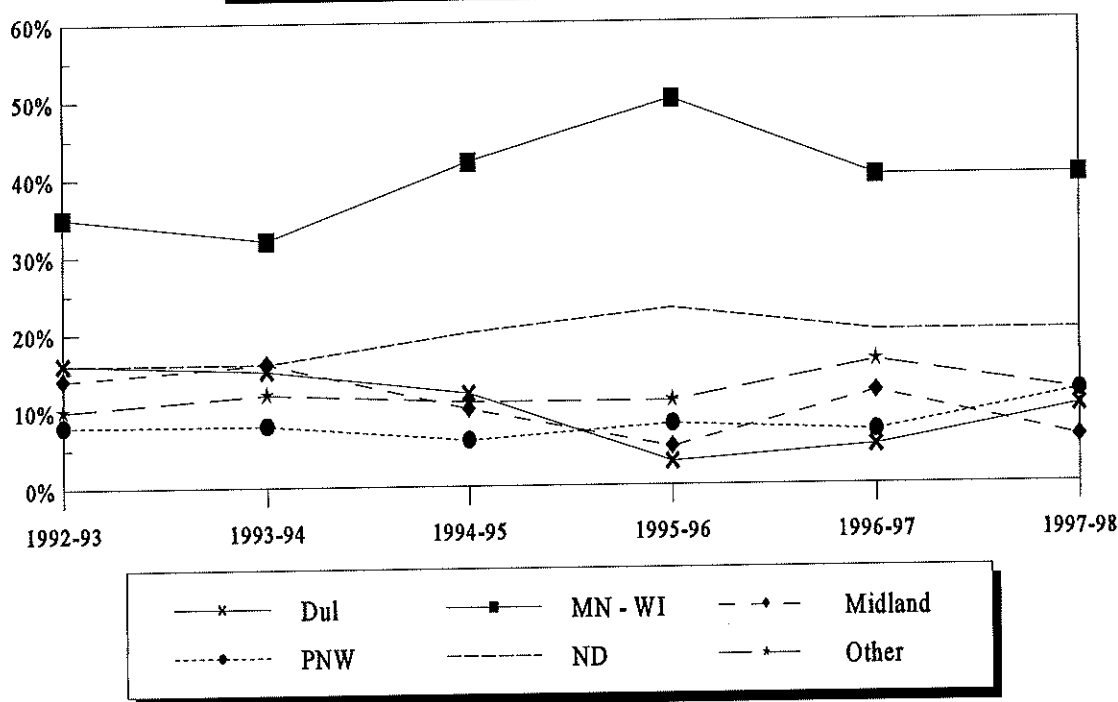
Destinations for Barley Shipments 1997/98

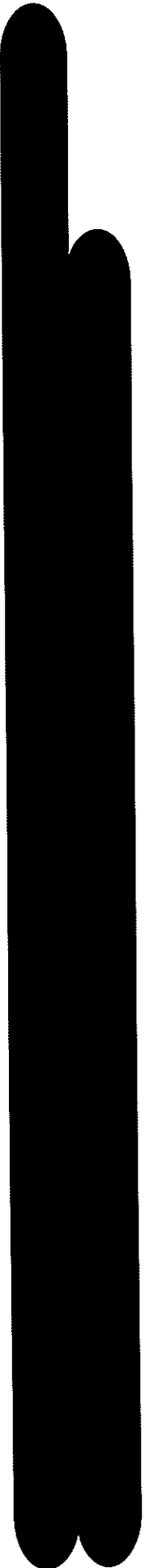


Trends for Destinations of Barley Shipments from ND (1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	20,799	45,943	18,725	10,799	21,407	13,466	131,139
	16%	35%	14%	8%	16%	10%	
1993-94	16,345	36,278	18,276	8,464	17,966	13,758	111,087
	15%	33%	16%	8%	16%	12%	
1994-95	14,514	50,493	11,798	6,763	23,597	13,085	120,251
	12%	42%	10%	6%	20%	11%	
1995-96	2,748	51,476	5,385	8,287	24,339	11,354	103,590
	3%	50%	5%	8%	23%	11%	
1996-97	5,912	44,213	12,697	7,749	22,013	17,002	109,587
	5%	40%	12%	7%	20%	16%	
1997-98	9,213	38,712	5,902	10,818	18,506	10,852	94,005
	10%	40%	6%	12%	20%	12%	

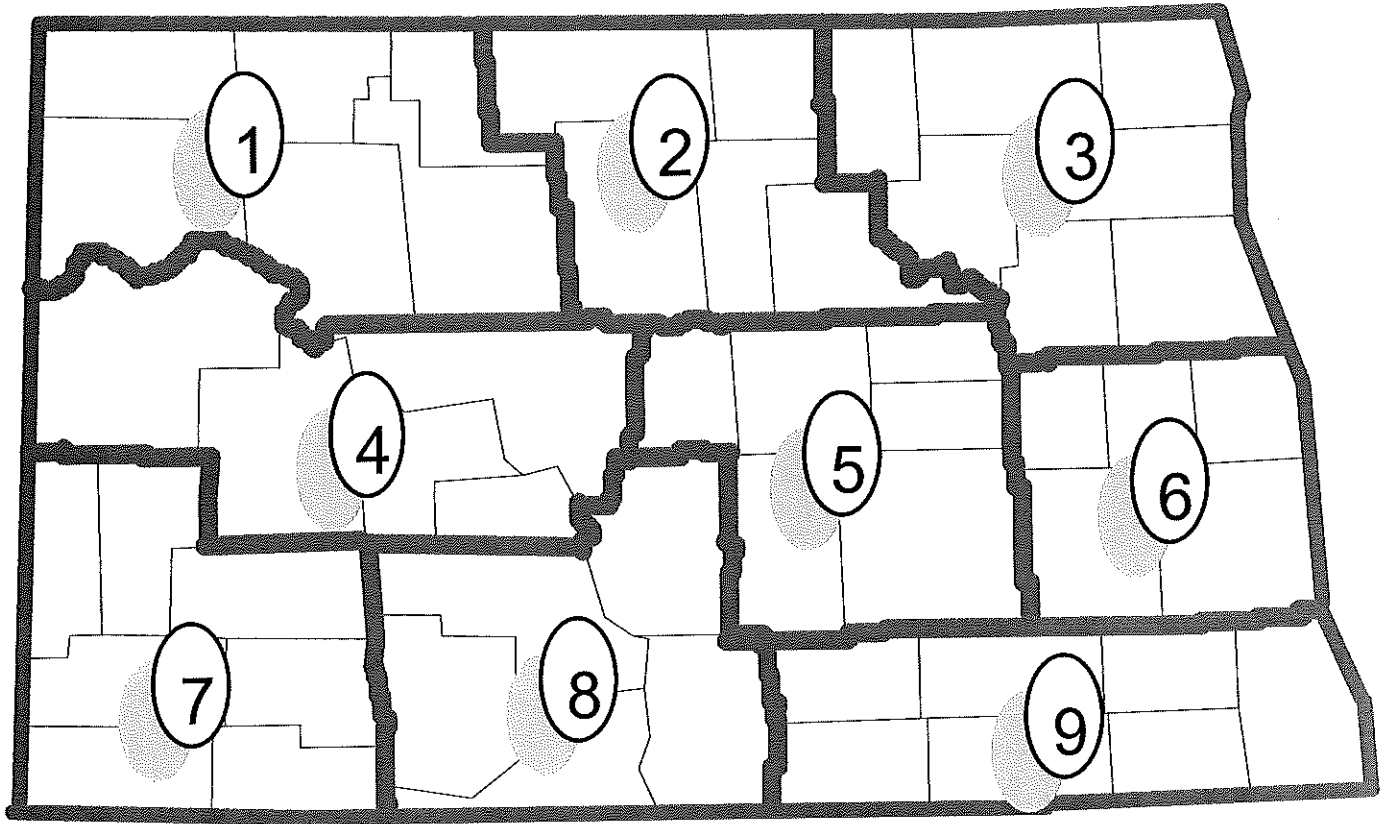
Destinations for Barley Shipments



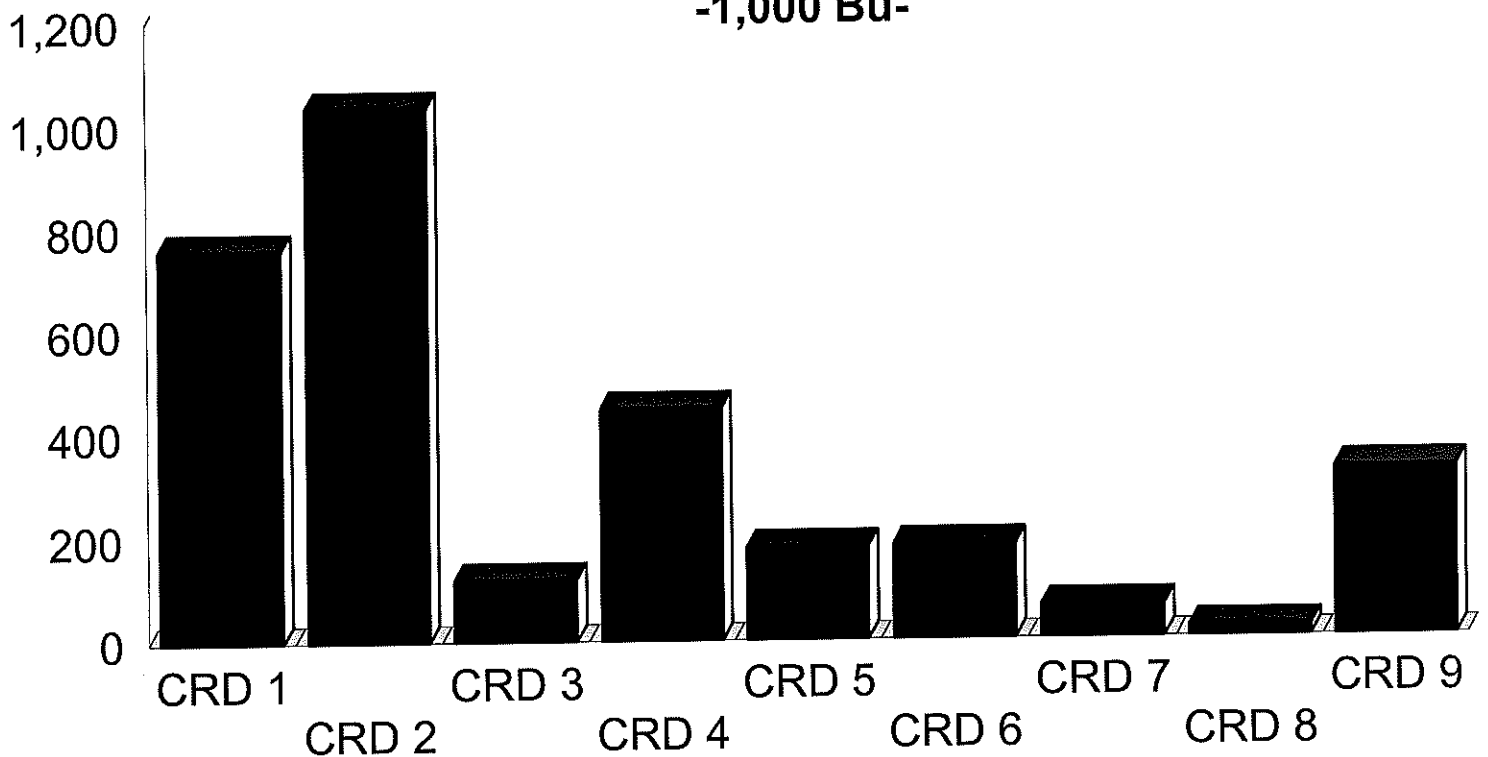


Oats

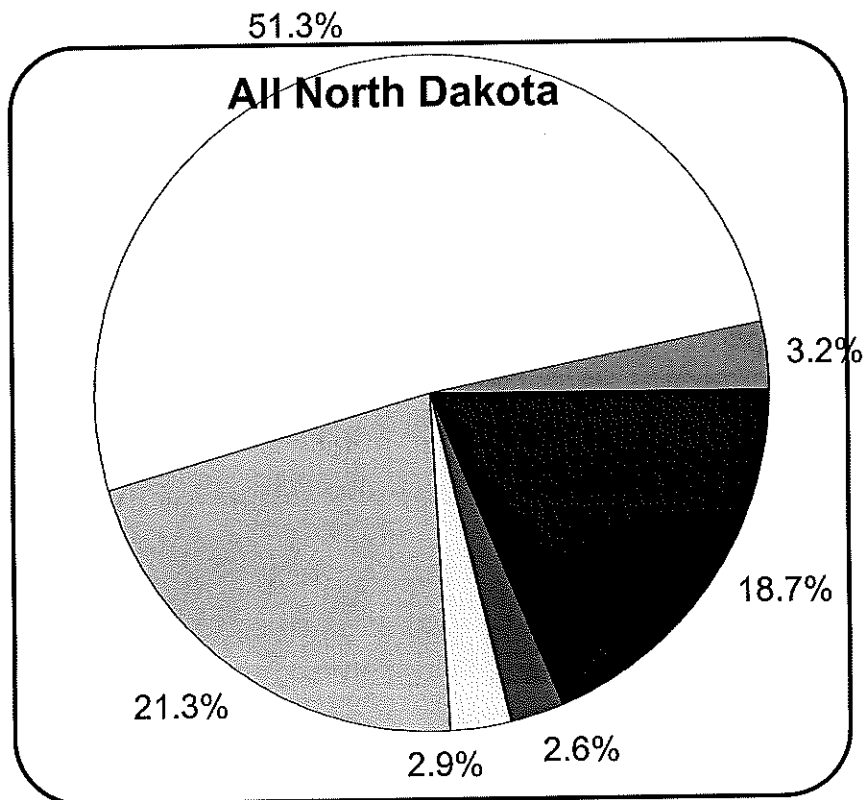
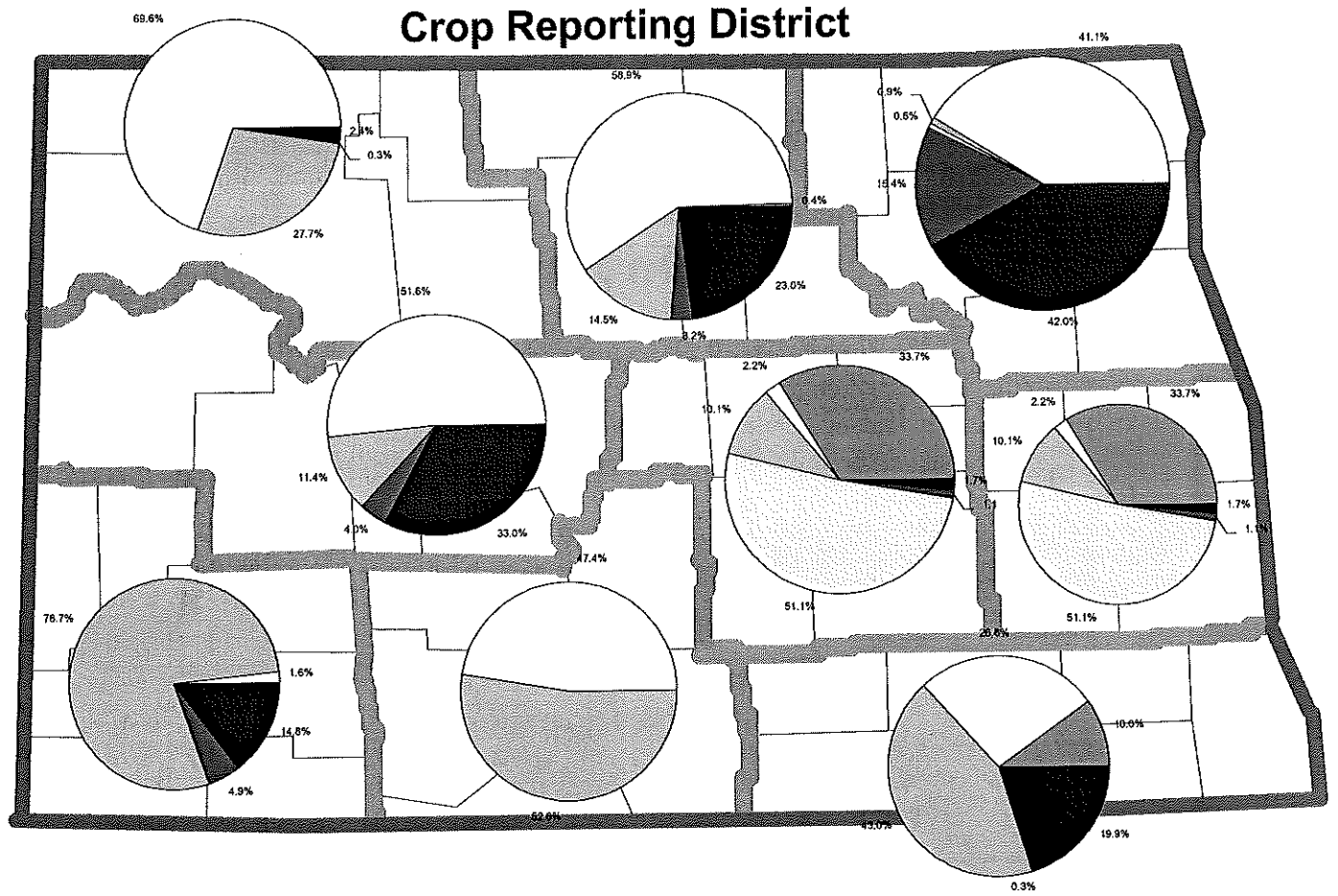
NORTH DAKOTA CROP REPORTING DISTRICTS



**Oat Shipments Originating
from Each CRD, 1997-98
-1,000 Bu-**



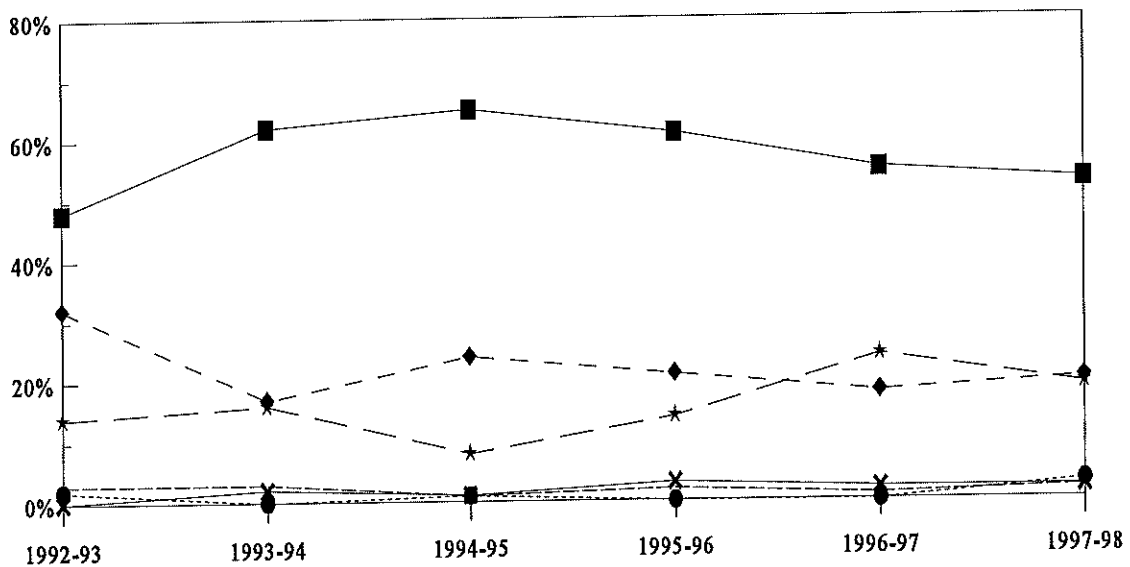
Destinations for Oat Shipments 1997/98

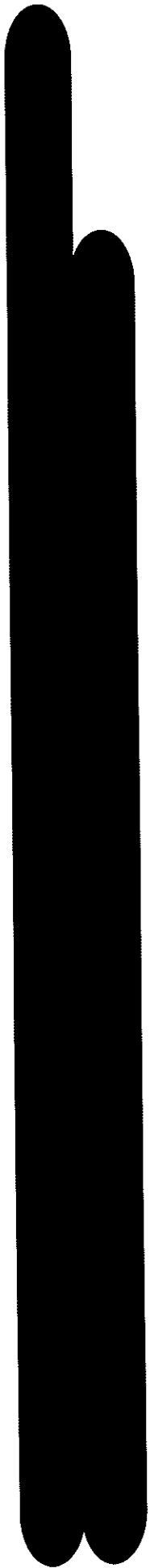


Trends for Destinations of Oat Shipments from ND
(1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	28	6,411	4,259	270	441	1,863	13,272
	0%	48%	32%	2%	3%	14%	
1993-94	206	7,207	2,034	66	341	1,821	11,676
	2%	62%	17%	1%	3%	16%	
1994-95	105	6,721	2,467	67	121	781	10,262
	1%	65%	24%	1%	1%	8%	
1995-96	191	4,647	1,561	28	114	1,035	7,576
	3%	61%	21%	0%	2%	14%	
1996-97	83	2,170	690	6	50	969	3,967
	2%	55%	17%	0%	1%	24%	
1997-98	101	1,602	667	91	80	584	3,128
	2%	53%	20%	3%	2%	19%	

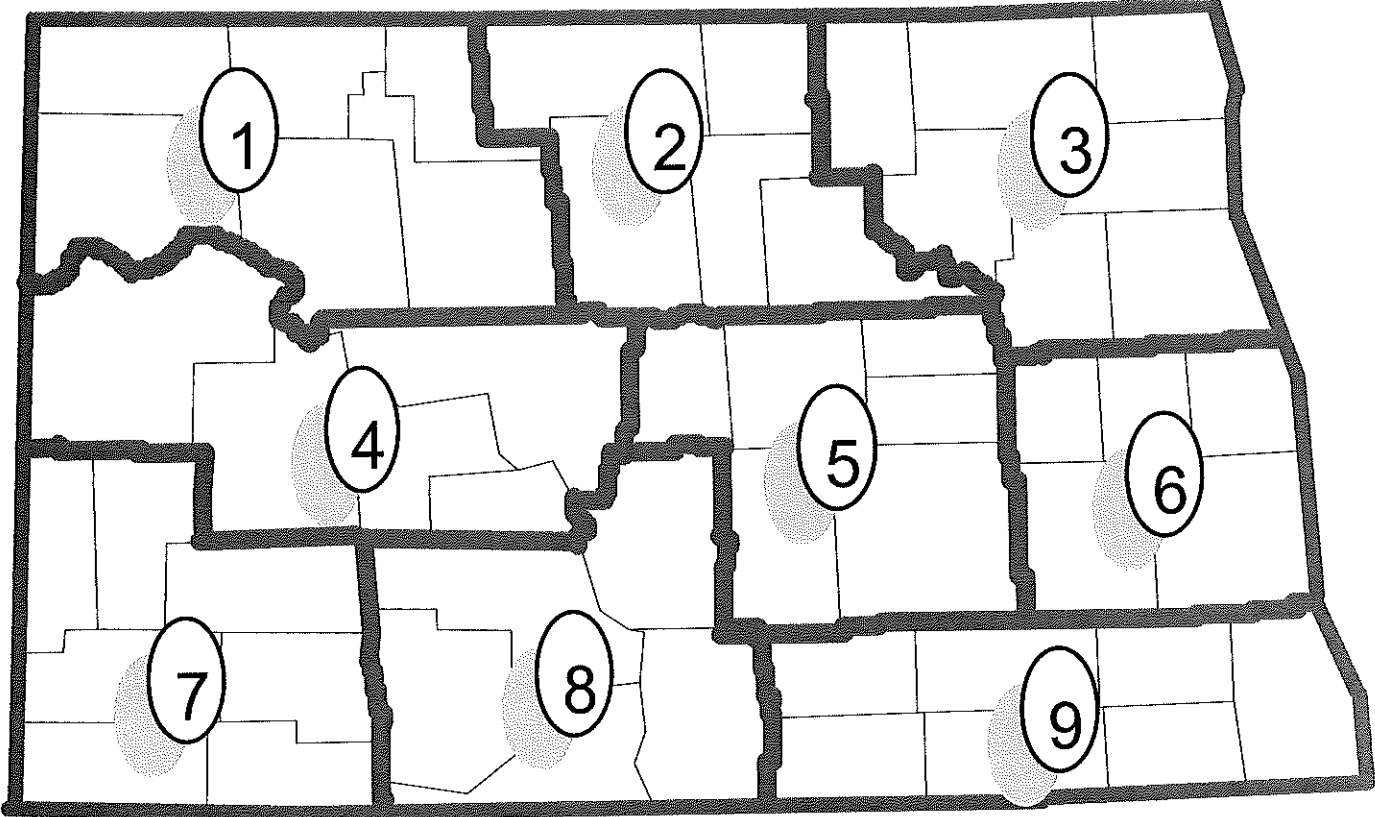
Destinations for Oat Shipments





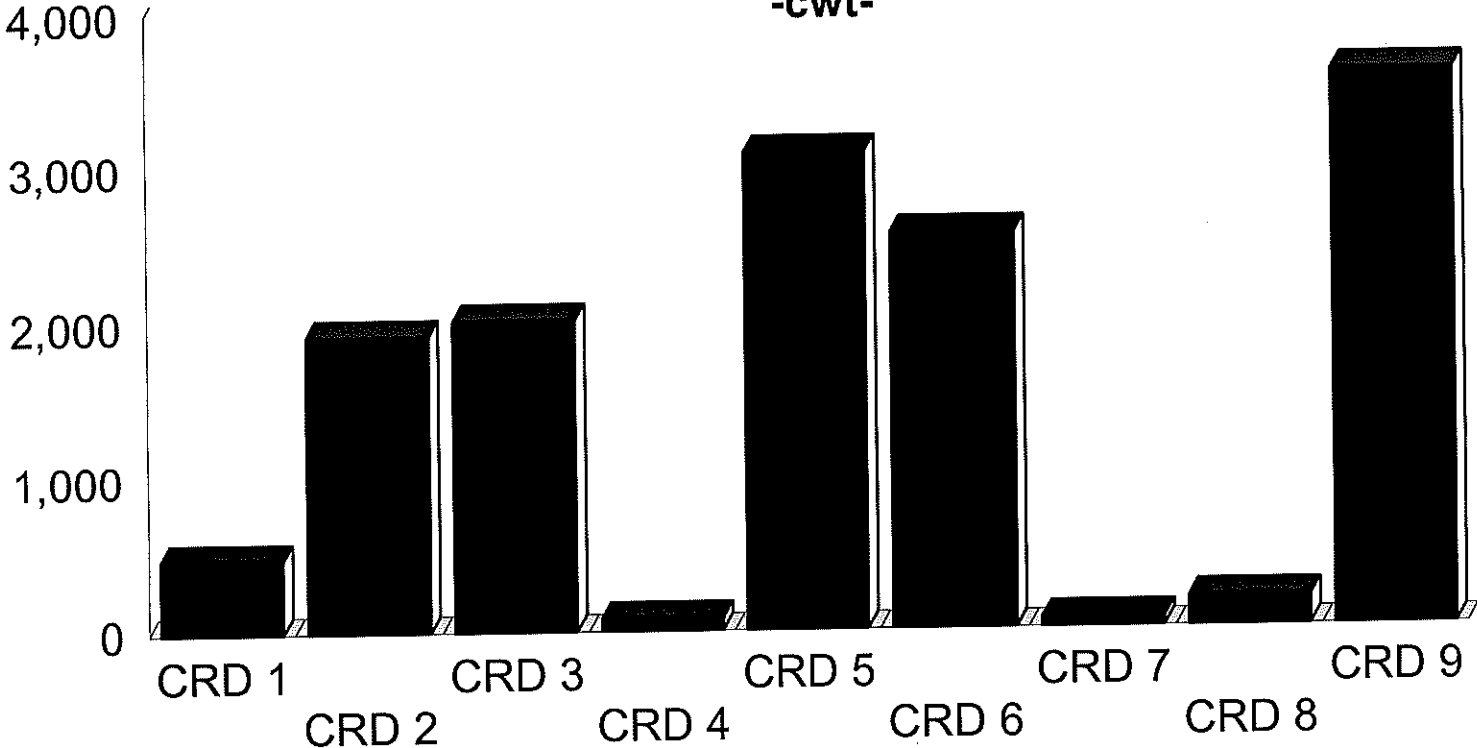
Sunflowers

NORTH DAKOTA CROP REPORTING DISTRICTS



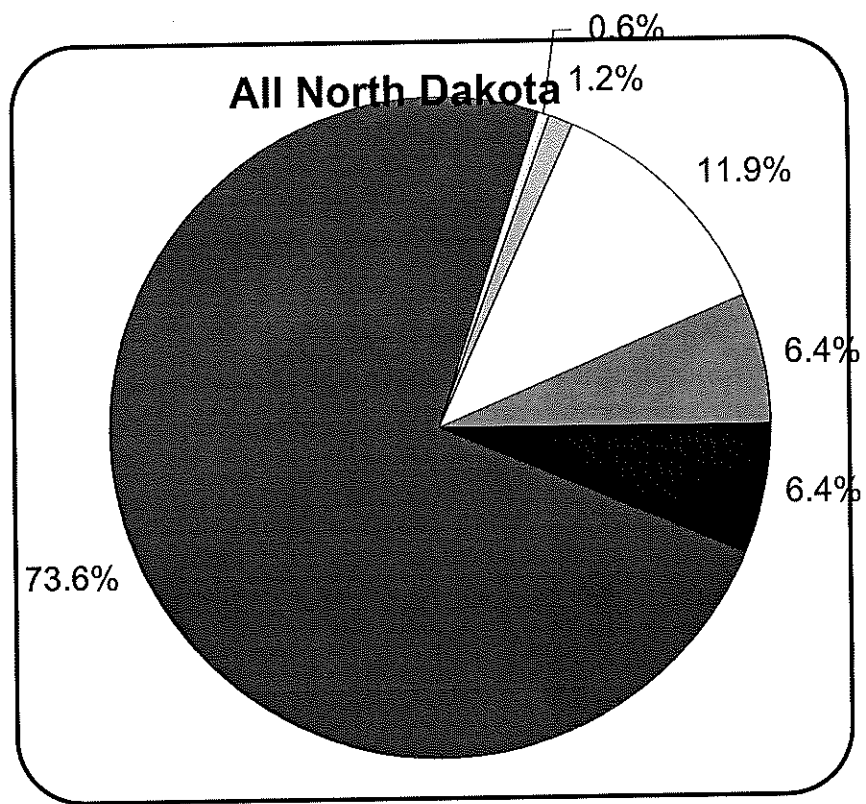
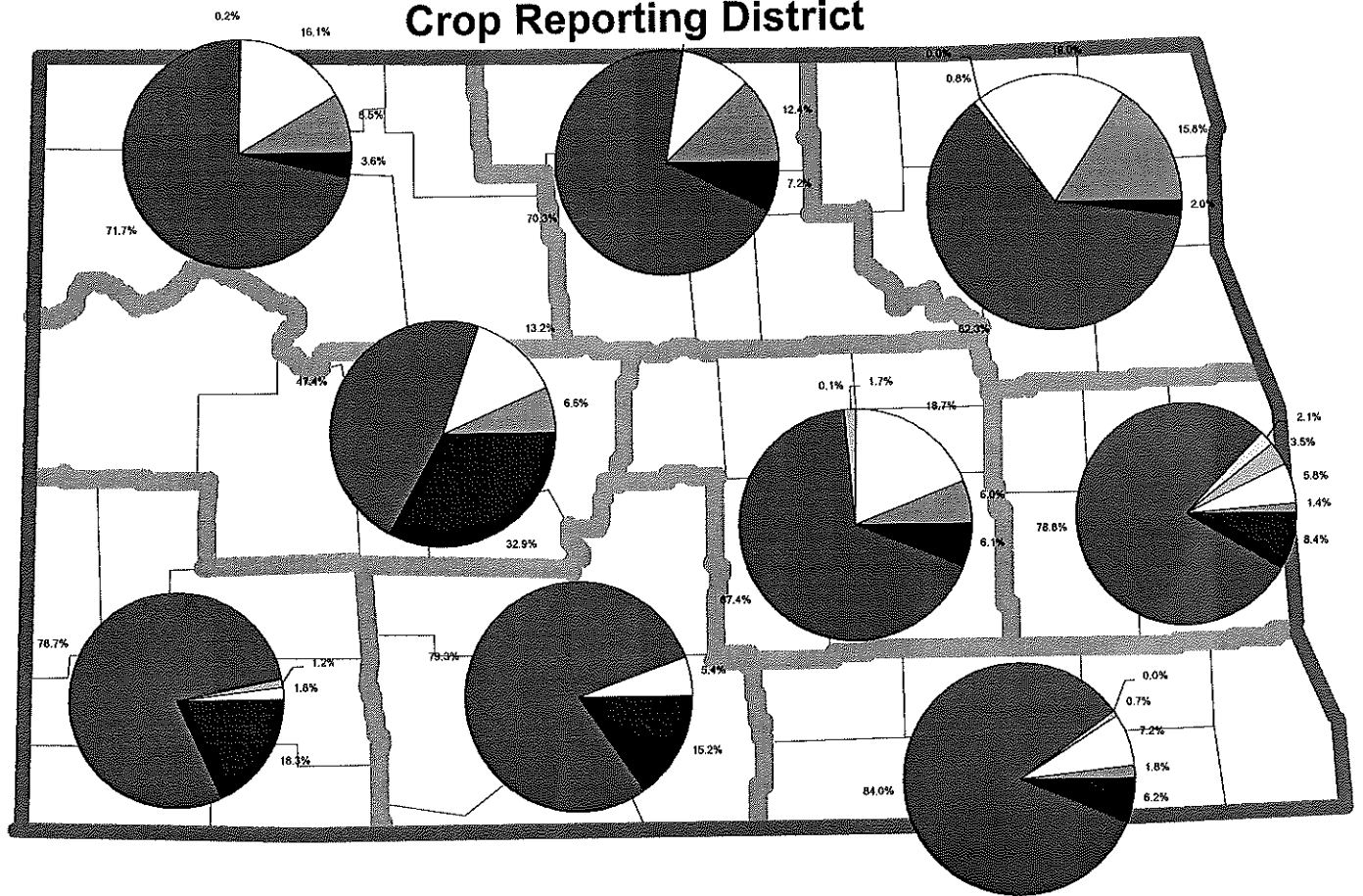
Sunflower Shipments Originating from Each CRD, 1997-98

-cwt-



Destinations for Sunflower Shipments 1997/98

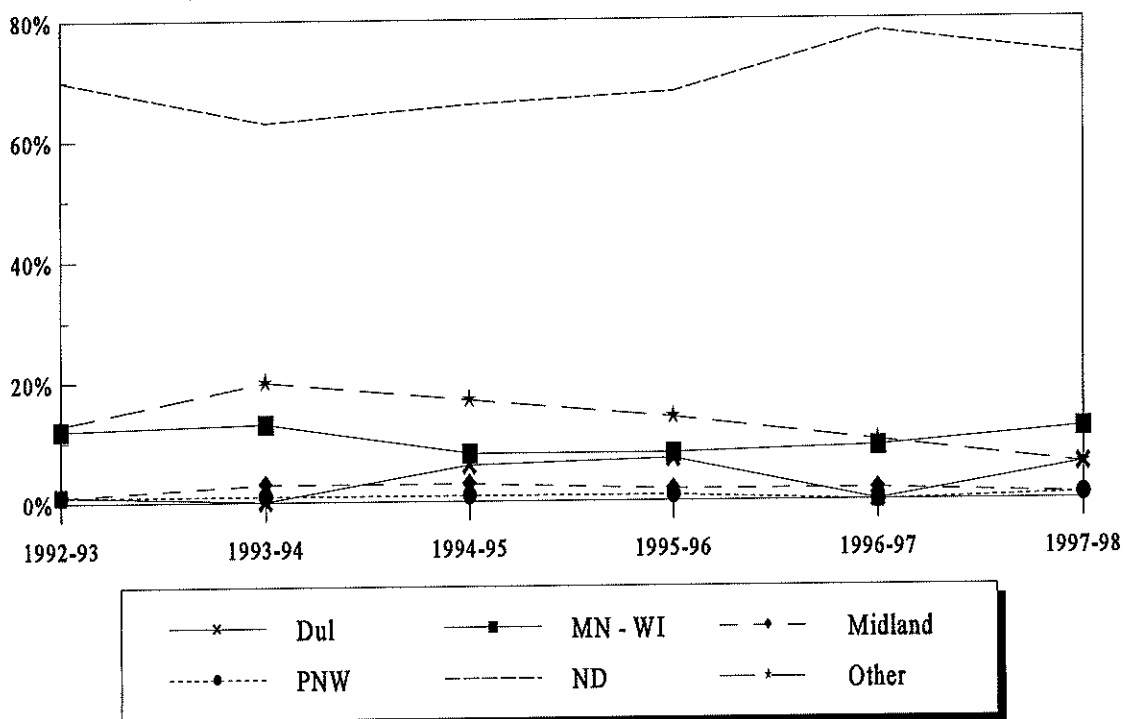
Crop Reporting District



Trends for Destinations of Sunflower Shipments from ND
(1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	237	2,288	274	270	13,176	2,505	18,750
	1%	12%	1%	1%	70%	13%	
1993-94	11	967	215	48	4,682	1,519	7,443
	0%	13%	3%	1%	63%	20%	
1994-95	777	1,174	353	119	9,163	2,392	13,978
	6%	8%	3%	1%	66%	17%	
1995-96	785	1,033	231	136	8,089	1,581	11,855
	7%	9%	2%	1%	68%	13%	
1996-97	30	898	235	24	7,713	1,017	9,917
	0%	9%	2%	0%	78%	10%	
1997-98	890	1,656	171	78	10,257	885	13,940
	6%	12%	1%	1%	74%	6%	

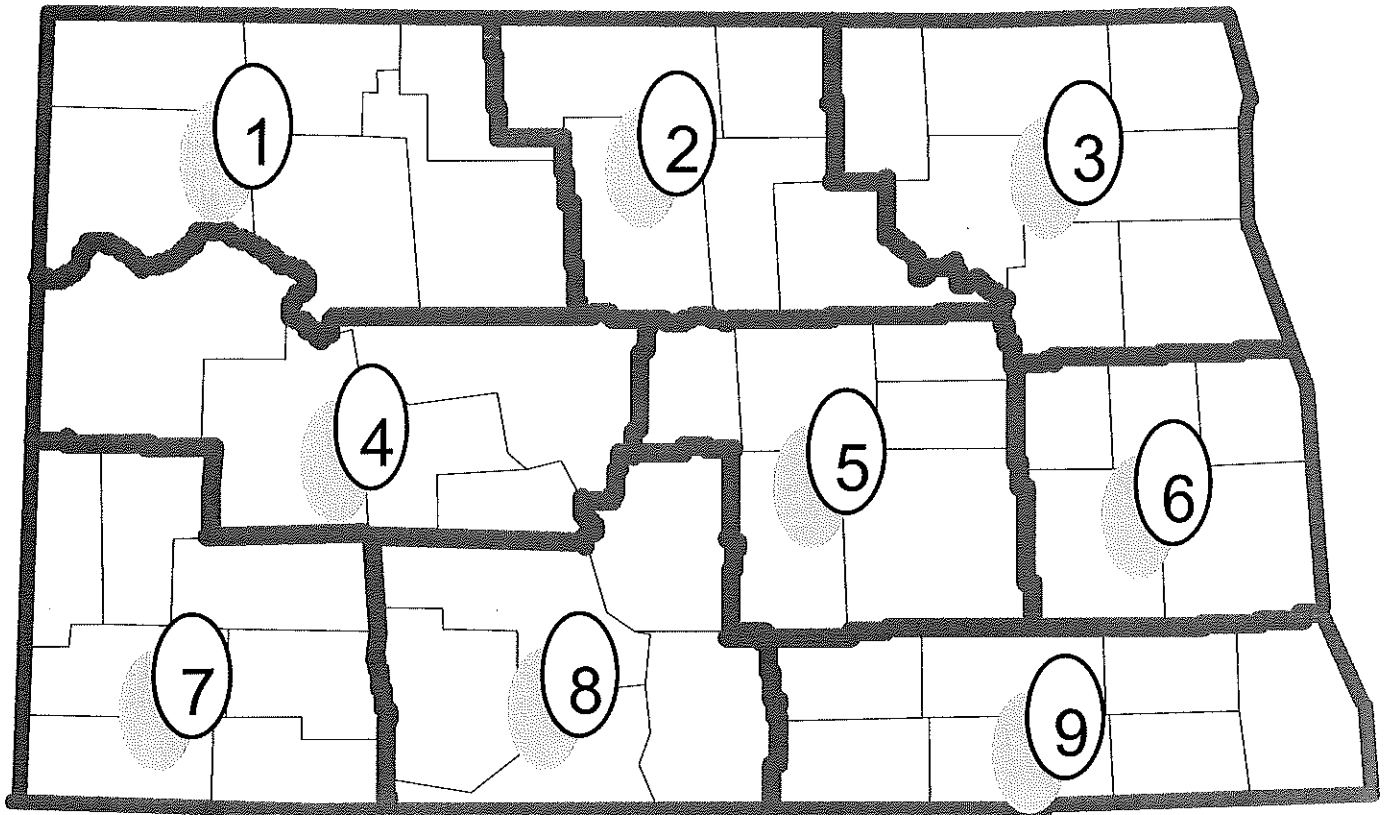
Destinations for Sunflower Shipments



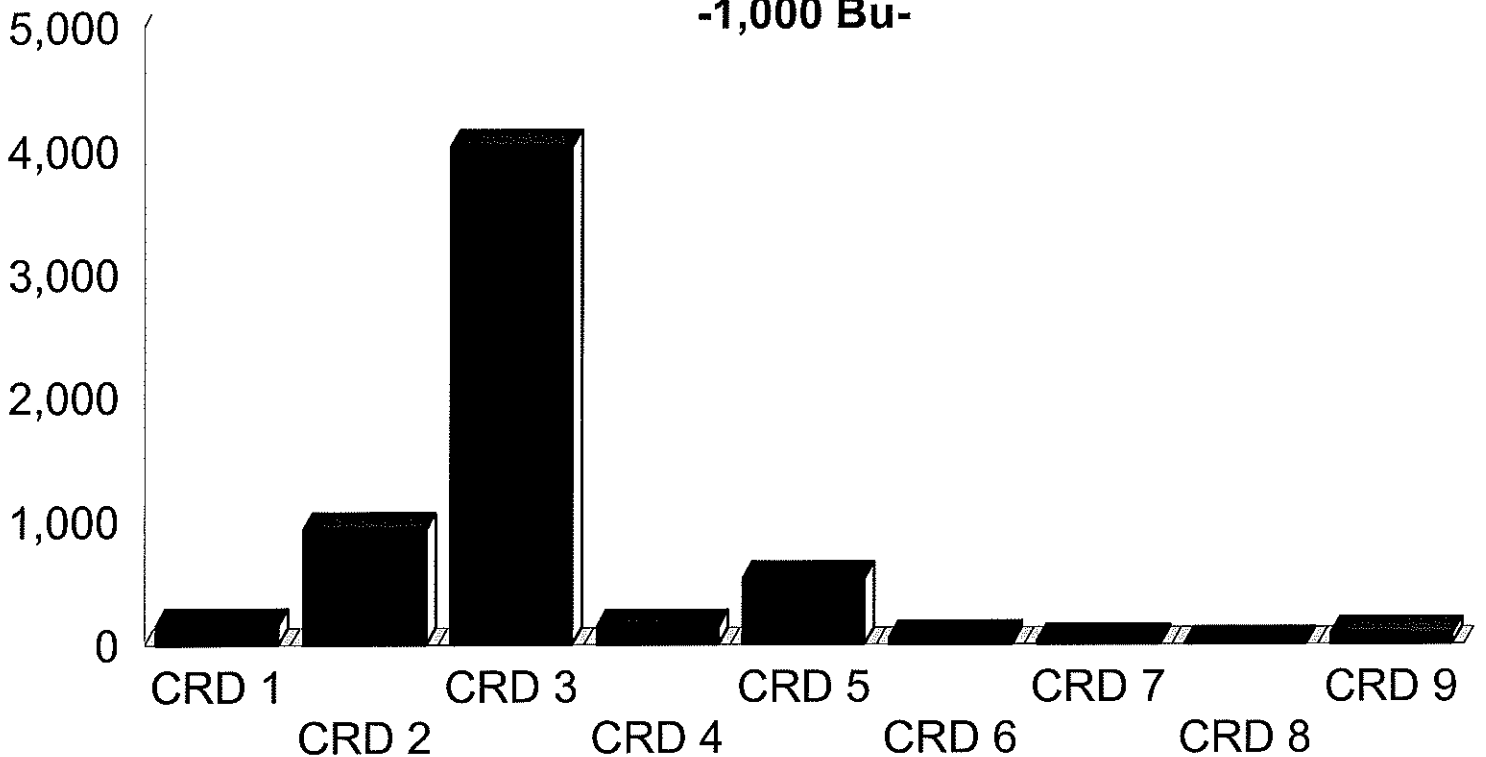


Canola

NORTH DAKOTA CROP REPORTING DISTRICTS



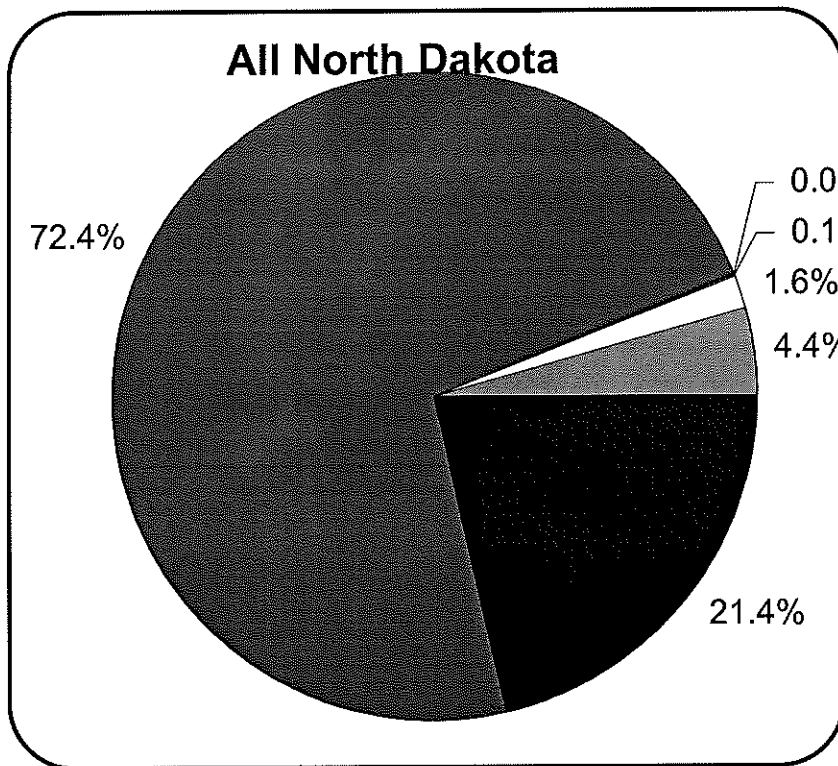
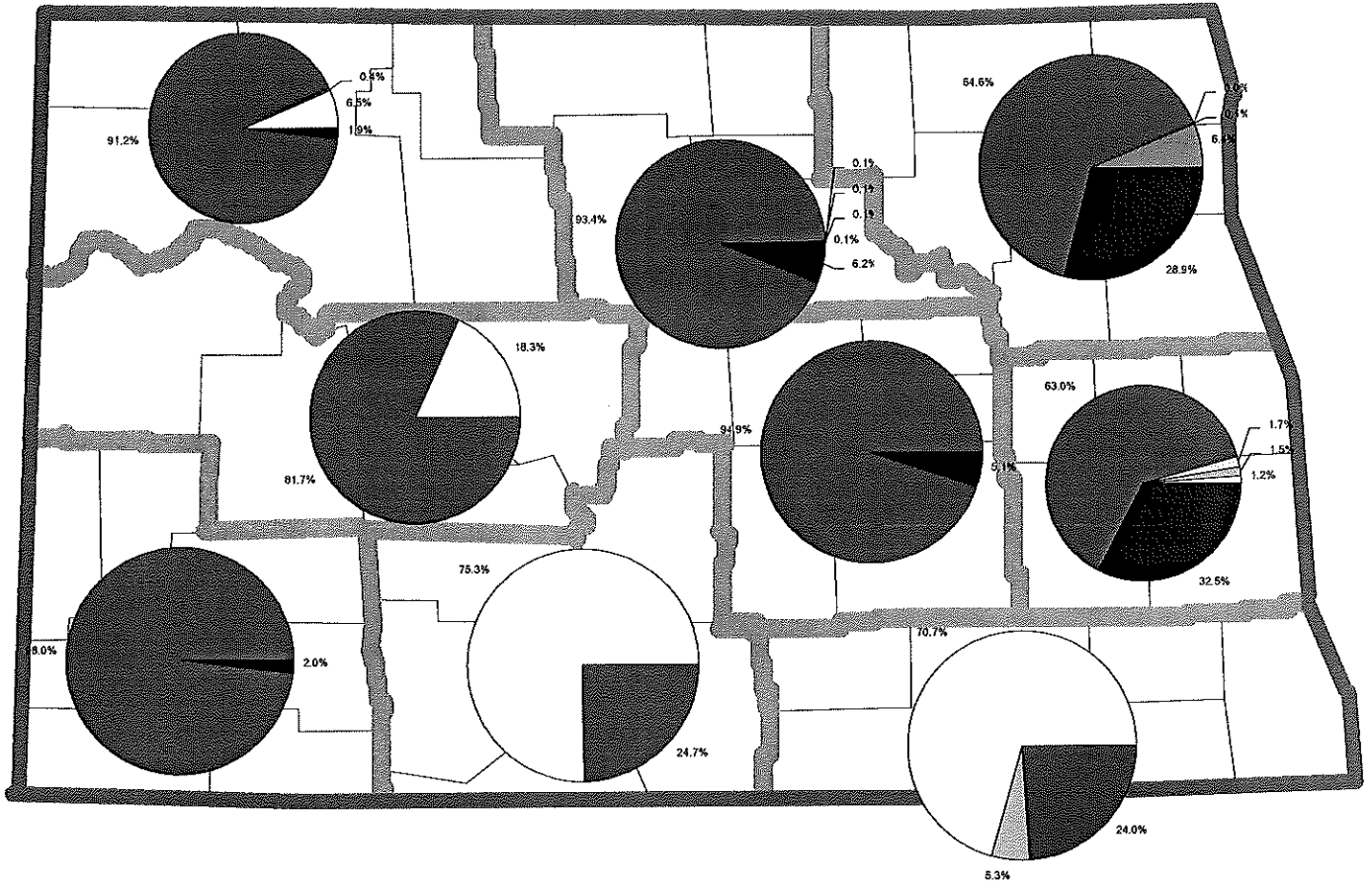
**Canola Shipments Originating
from Each CRD, 1996-97
-1,000 Bu-**



Destinations for Canola Shipments

1997/98

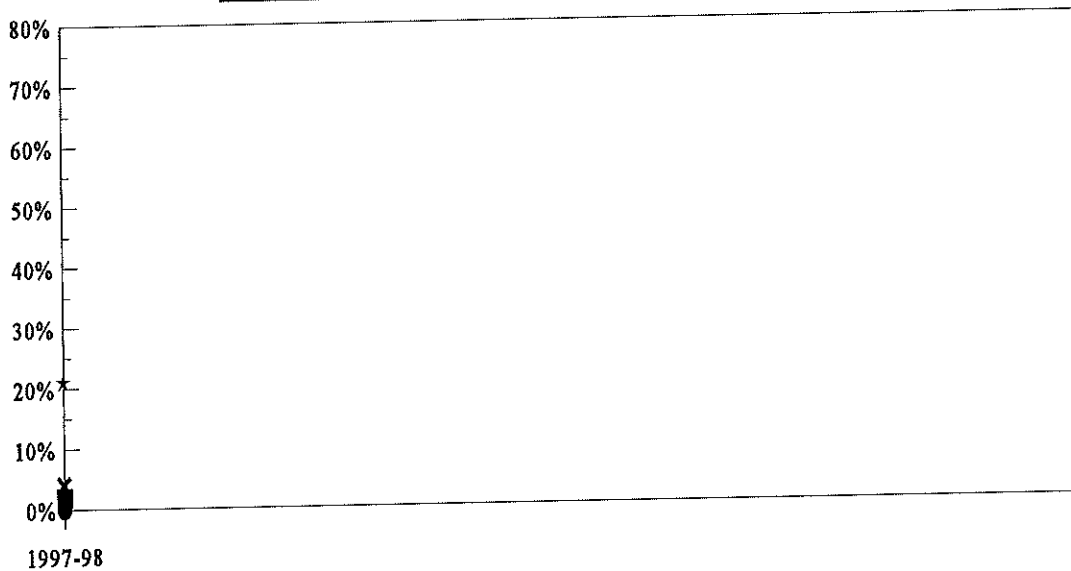
Crop Reporting District

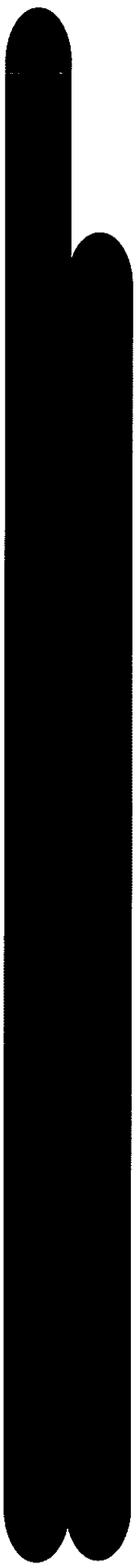


Trends for Destinations of Canola Shipments from ND
(1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1997-98	260	96	8	2	4,297	1,269	5,934
	4%	2%	0%	0%	72%	21%	

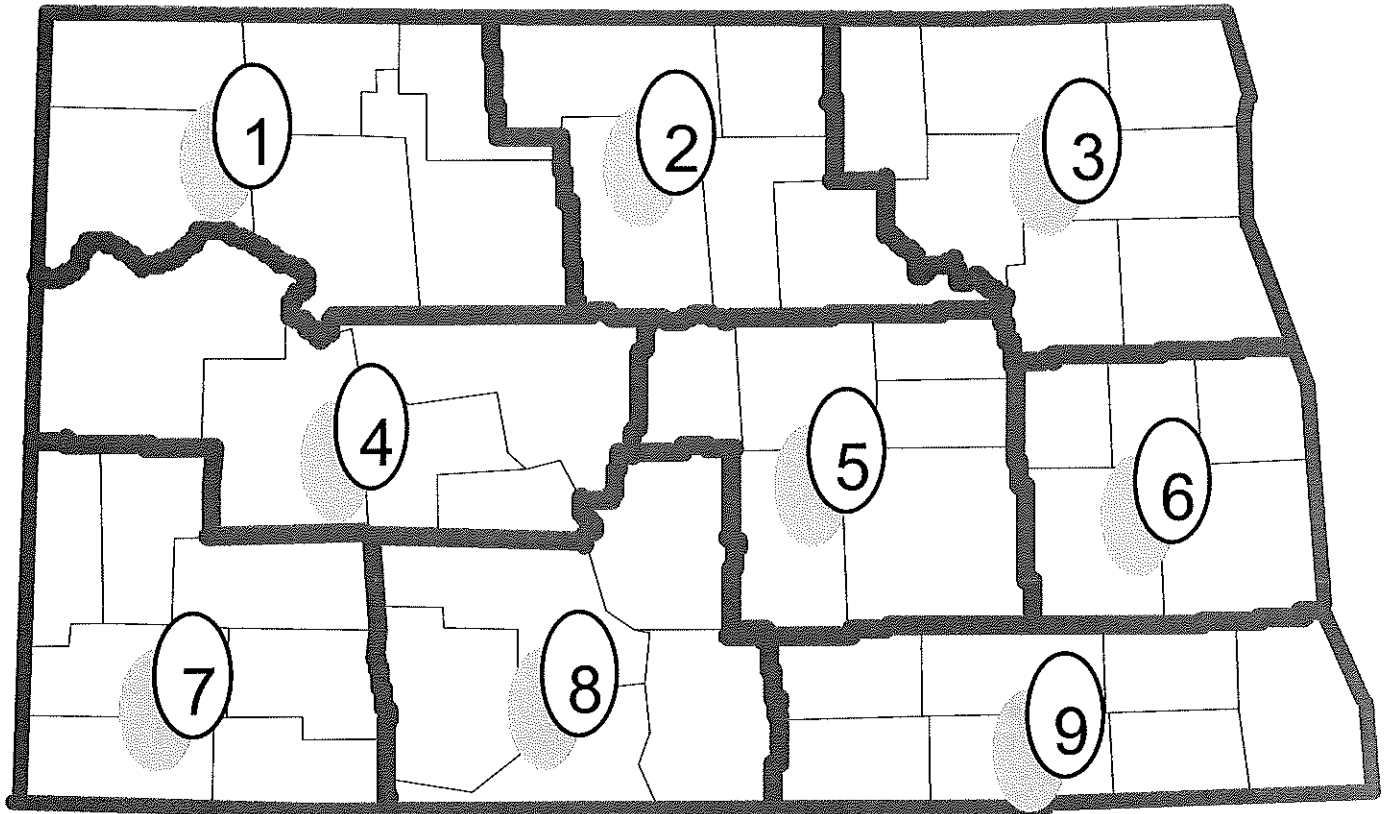
Destinations for Canola Shipments



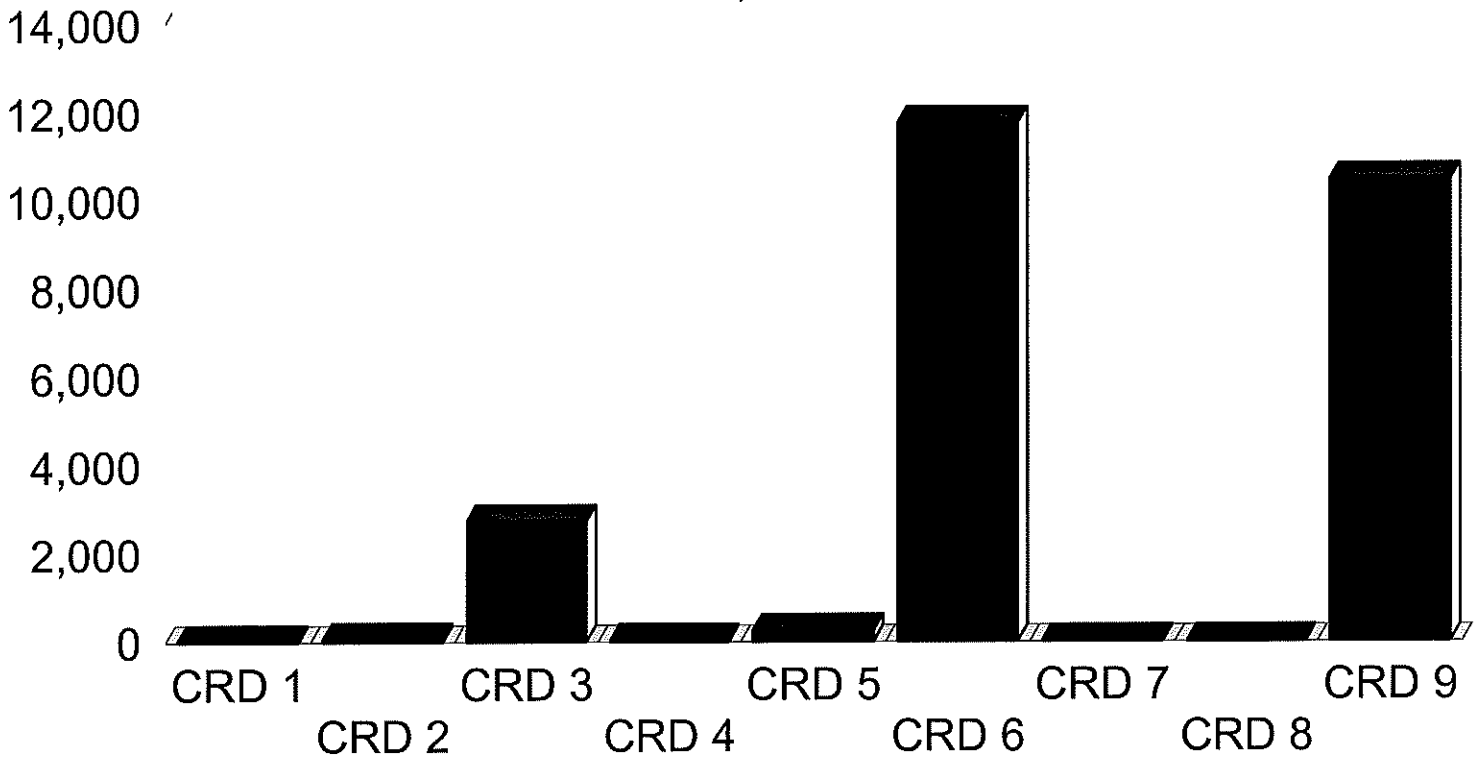


Soybeans

NORTH DAKOTA CROP REPORTING DISTRICTS



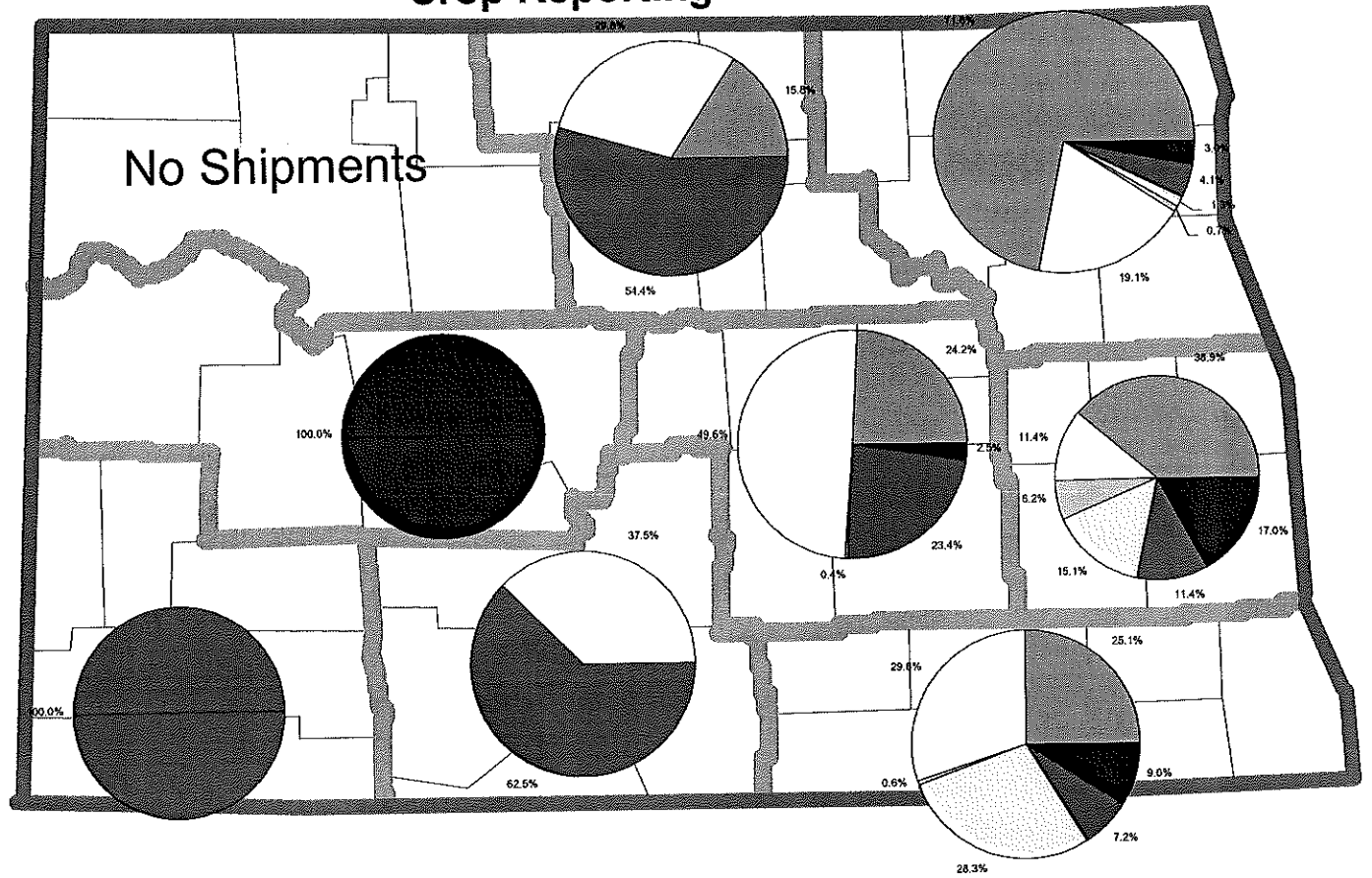
**Soybean Shipments Originating
from Each CRD, 1997-98
-1,000 Bu-**



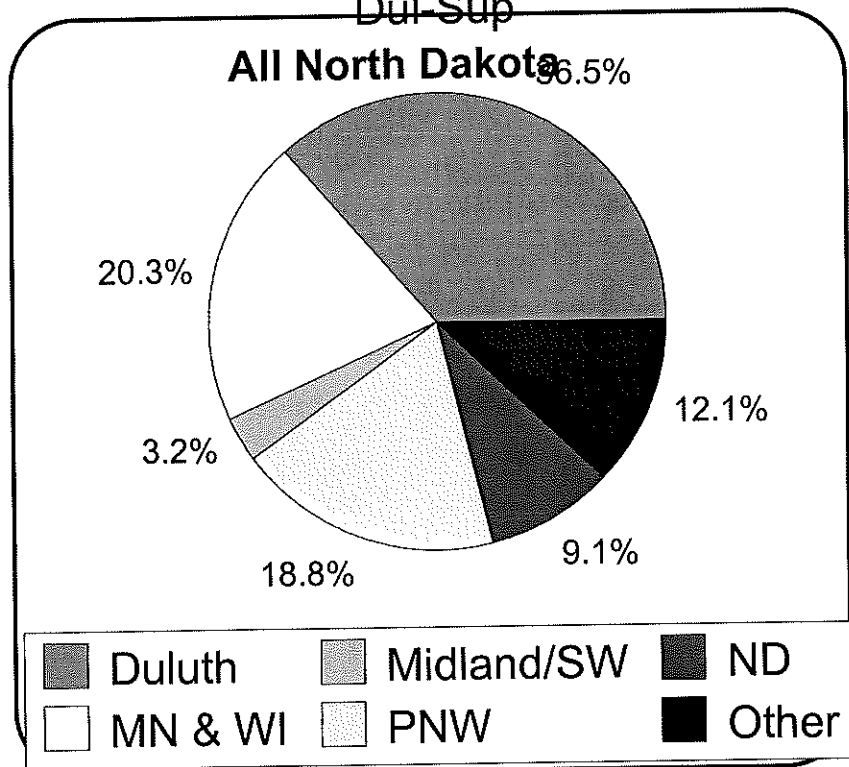
Destinations for Grain & Oilseed Shipments

1997/98

Crop Reporting District

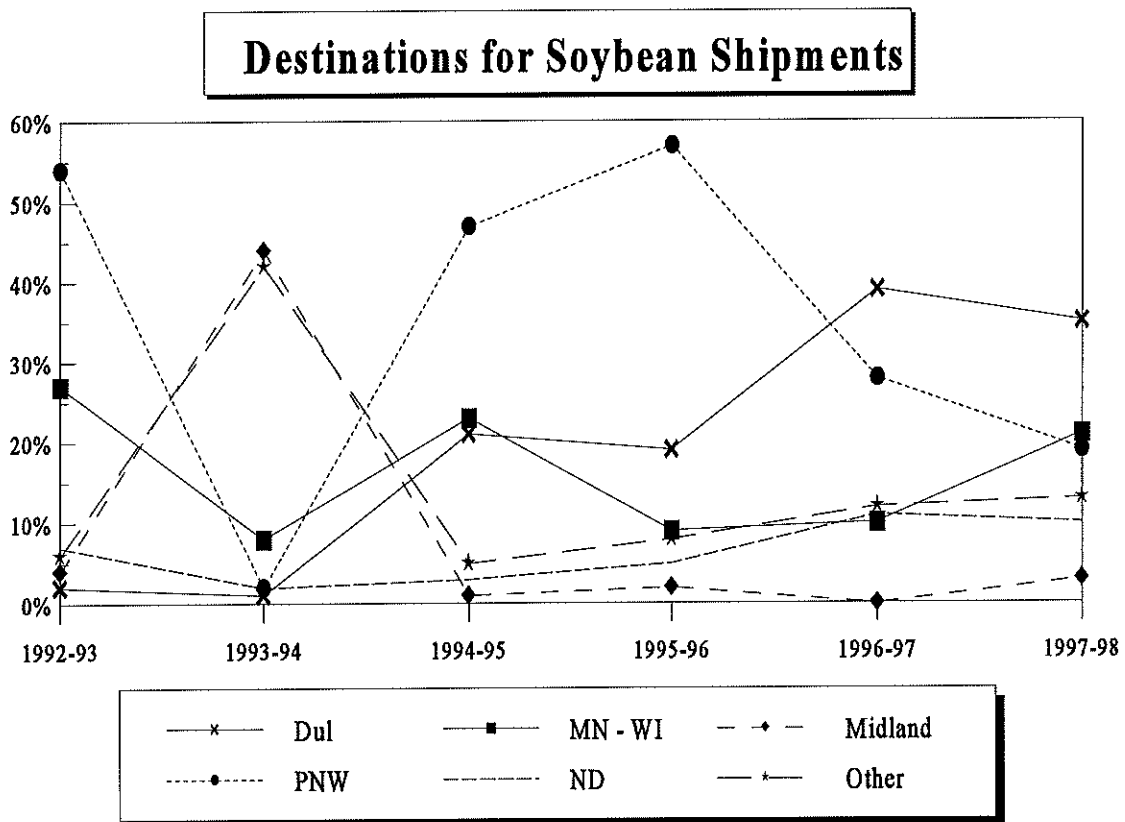


Dul-Sup



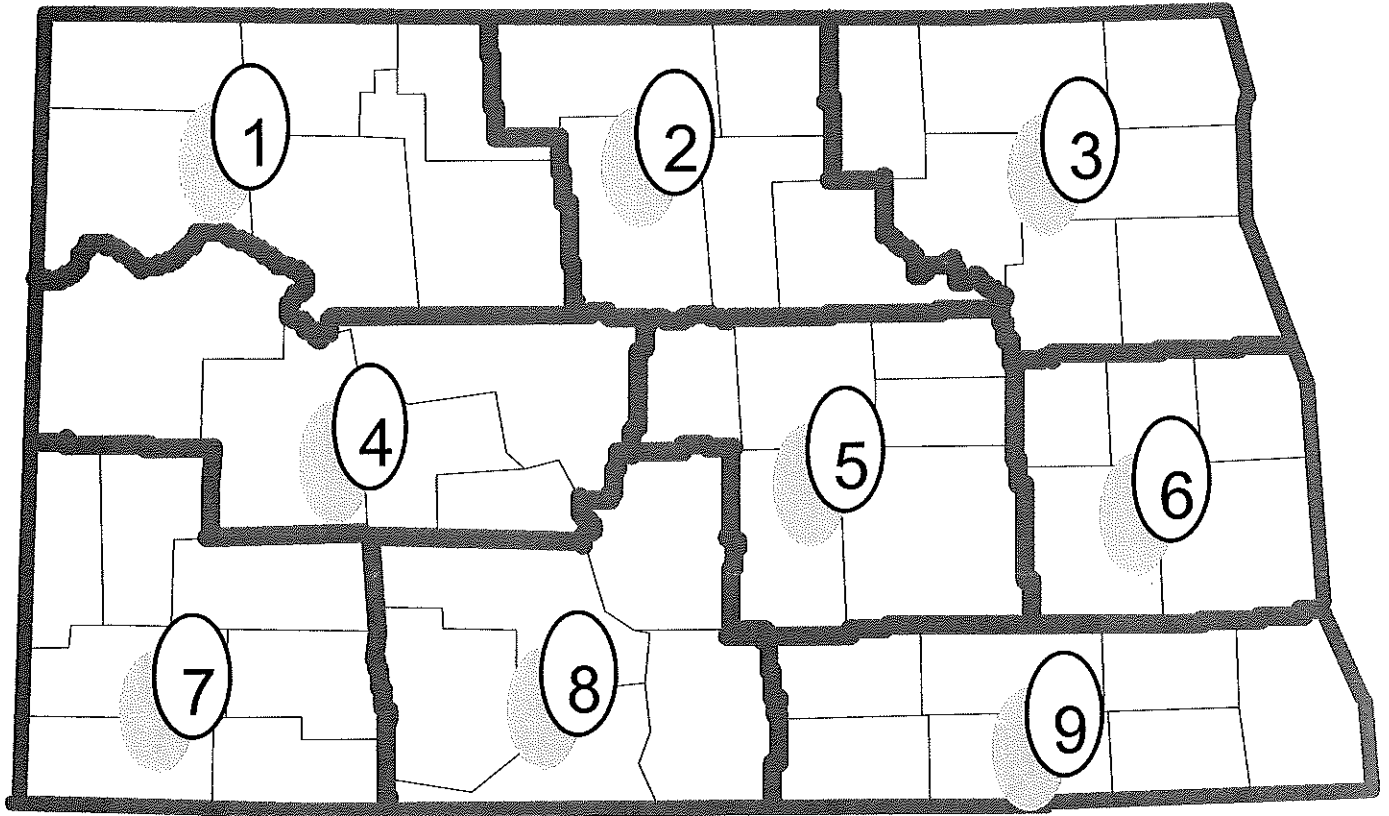
Trends for Destinations of Soybean Shipments from ND (1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	354	4,136	558	8,396	1,113	971	15,528
	2%	27%	4%	54%	7%	6%	
1993-94	621	3,416	781	3,669	693	719	9,898
	6%	35%	8%	37%	7%	7%	
1994-95	3,110	3,393	121	6,806	373	792	14,594
	21%	23%	1%	47%	3%	5%	
1995-96	3,935	1,950	463	11,676	976	1,703	20,704
	19%	9%	2%	56%	5%	8%	
1996-97	8,252	2,093	17	5,809	2,523	2,542	21,236
	39%	10%	0%	27%	12%	12%	
1997-98	9,210	5,112	813	4,751	2,291	3,044	25,223
	35%	21%	3%	19%	10%	13%	

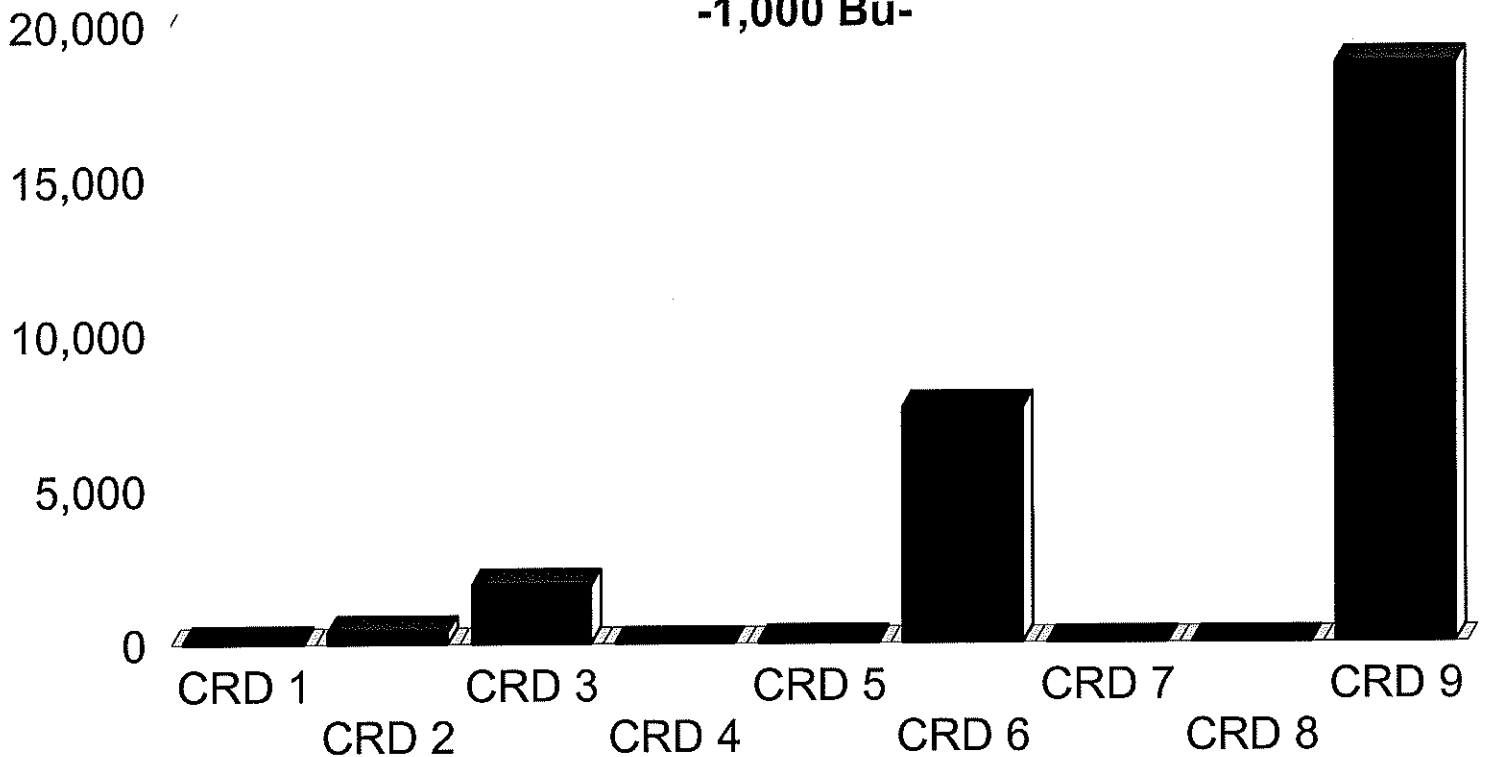


Corn

NORTH DAKOTA CROP REPORTING DISTRICTS

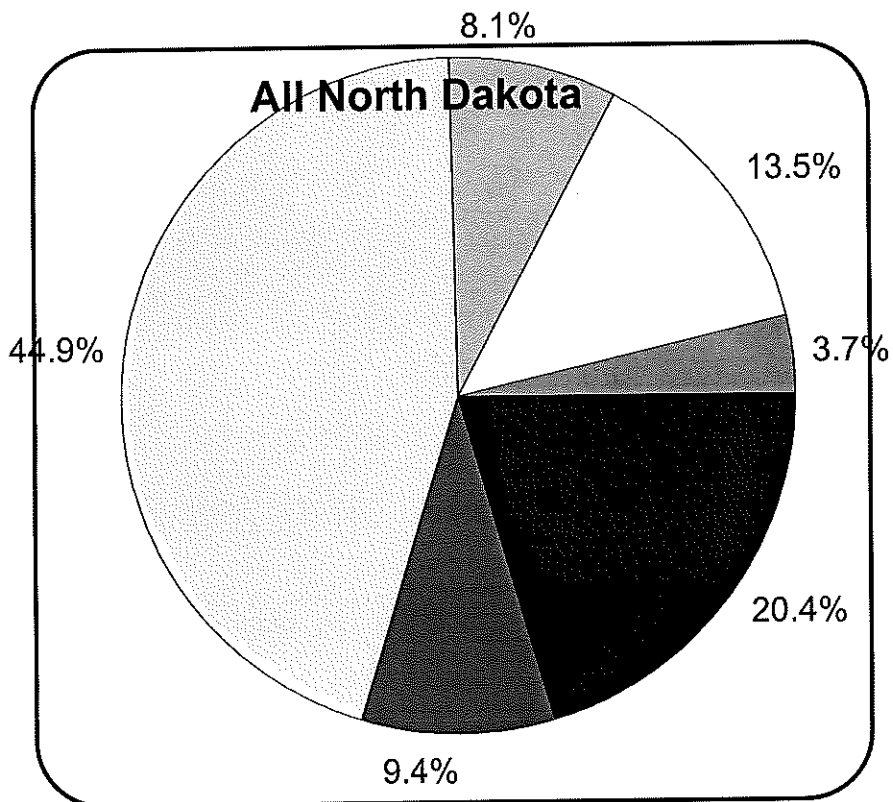


**Corn Shipments Originating
from Each CRD, 1997-98
-1,000 Bu-**



Destinations for Corn Shipments 1997/98

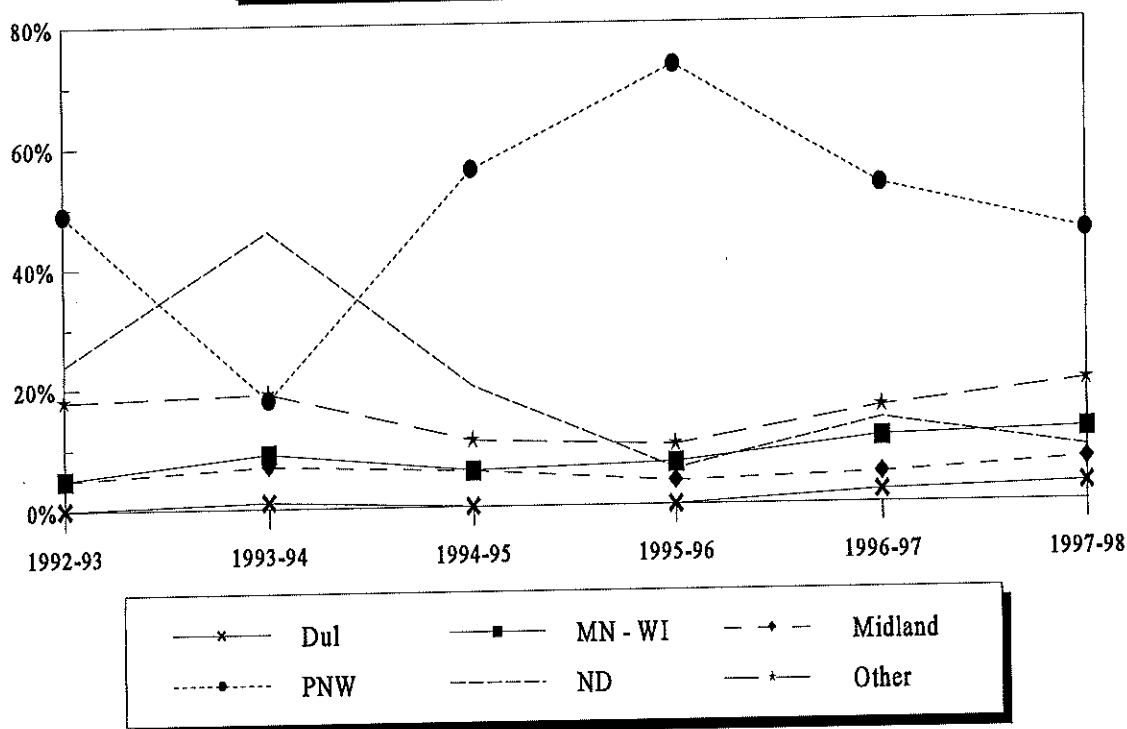
Crop Reporting District

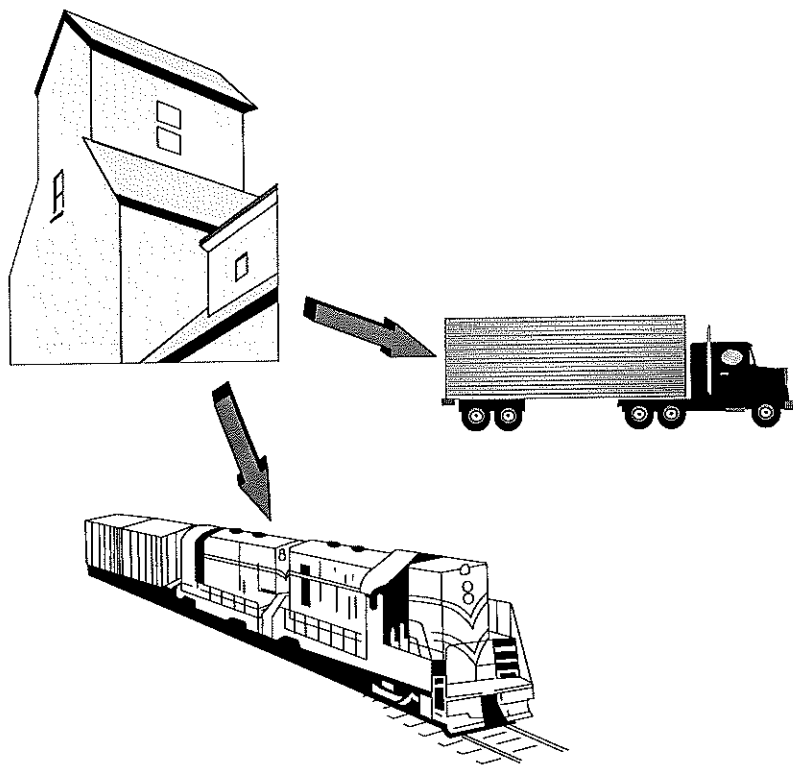


Trends for Destinations of Corn Shipments from ND (1,000 Bushels)

	Dul-Sup	MN-WI	Midland/ SW	PNW	ND	Other	Total
1992-93	-	929	814	8,903	4,247	3,161	18,054
	0%	5%	5%	49%	24%	18%	
1993-94	75	727	574	1,465	3,779	1,546	8,167
	1%	9%	7%	18%	46%	19%	
1994-95	114	1,507	1,410	13,703	4,992	2,672	24,398
	0%	6%	6%	56%	20%	11%	
1995-96	24	2,417	1,576	25,947	2,049	3,709	35,722
	0%	7%	4%	73%	6%	10%	
1996-97	514	2,685	1,131	13,687	3,399	4,220	25,637
	2%	10%	4%	53%	13%	16%	
1997-98	1,073	3,868	2,317	12,851	2,678	5,853	28,642
	3%	12%	7%	45%	9%	20%	

Destinations for Corn Shipments





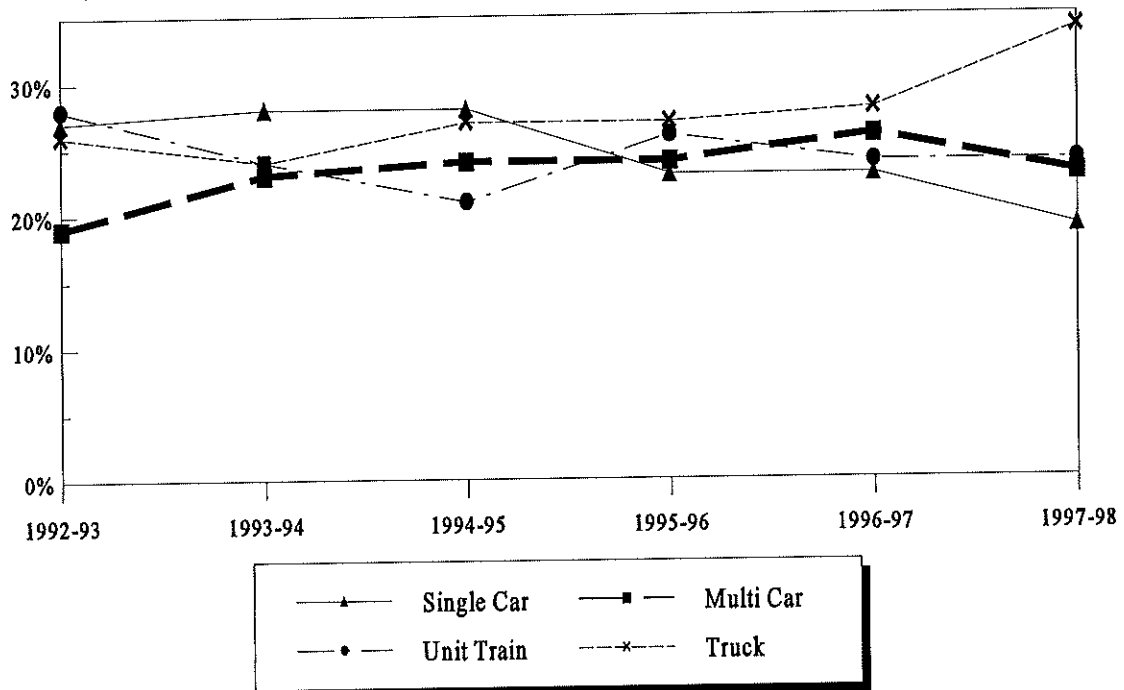
**MODE FOR GRAIN AND OILSEED
SHIPMENTS ORIGINATING FROM
NORTH DAKOTA ELEVATORS**

Mode for Grain and Oilseed Shipments from ND

(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	190,645 27%	133,087 19%	200,211 28%	180,140 26%	704,083
1993-94	147,419 28%	121,779 23%	126,998 24%	126,038 24%	522,235
1994-95	148,107 28%	130,197 24%	109,314 21%	145,615 27%	533,233
1995-96	128,450 23%	136,072 24%	148,776 26%	151,843 27%	565,142
1996-97	116,212 23%	133,418 26%	124,325 24%	143,220 28%	517,176
1997-98	87,760 19%	105,800 23%	114,635 24%	154,749 34%	462,945

Mode for Grain and Oilseed Shipments from ND



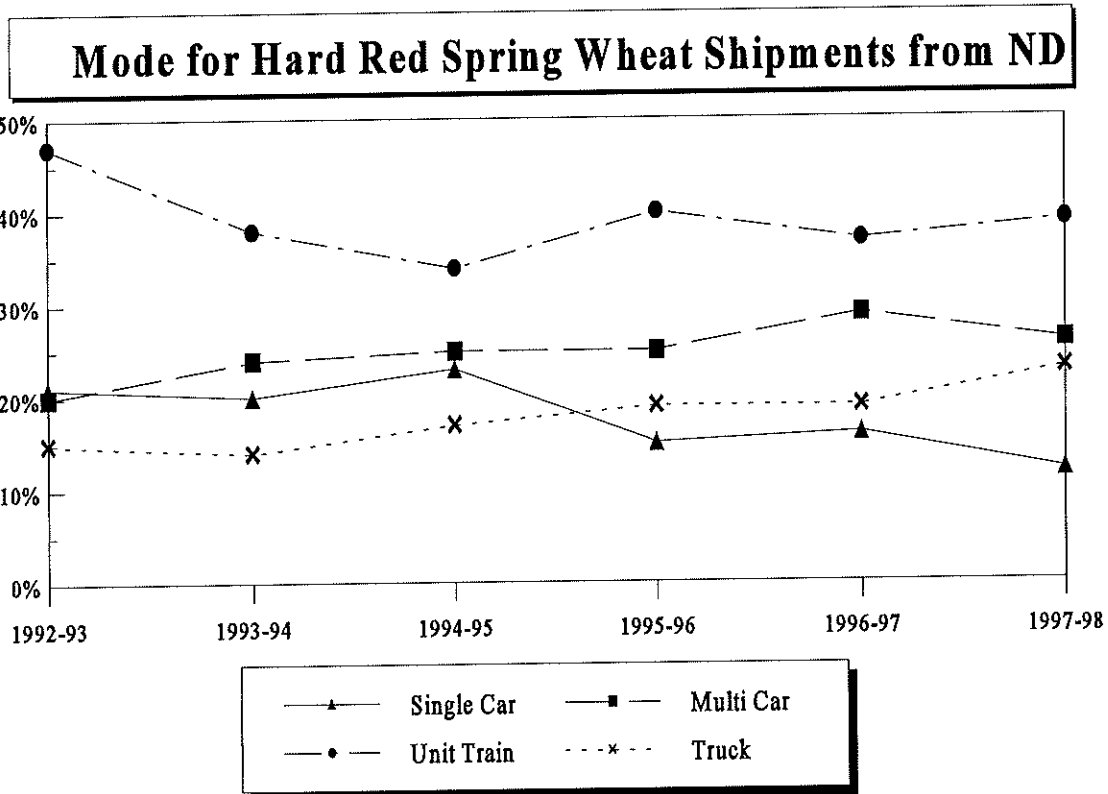
**Mode for Grain and Oilseed Shipments From Each CRD
(1,000 Bushels)**

<u>CRD 1</u>						<u>CRD 2</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	27%	27%	37%	10%	96,075	1992-93	33%	13%	29%	25%	152,643
1993-94	21%	31%	38%	9%	103,039	1993-94	27%	33%	22%	18%	53,735
1994-95	24%	34%	32%	10%	91,367	1994-95	31%	36%	13%	21%	49,978
1995-96	23%	35%	30%	13%	66,374	1995-96	23%	29%	18%	31%	35,946
1996-97	23%	29%	18%	31%	35,946	1996-97	21%	40%	16%	23%	48,027
1997-98	25%	26%	35%	15%	54,183	1997-98	18%	30%	19%	33%	44,327
<u>CRD 3</u>						<u>CRD 4</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	23%	16%	38%	23%	182,267	1992-93	34%	26%	5%	36%	20,522
1993-94	36%	21%	18%	25%	97,901	1993-94	32%	31%	4%	33%	20,402
1994-95	31%	22%	17%	30%	100,347	1994-95	23%	22%	5%	50%	19,720
1995-96	27%	20%	26%	26%	100,983	1995-96	17%	26%	13%	43%	15,556
1996-97	26%	22%	25%	26%	123,753	1996-97	16%	29%	13%	42%	18,383
1997-98	20%	19%	25%	35%	96,271	1997-98	17%	34%	10%	40%	17,456
<u>CRD 5</u>						<u>CRD 6</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	31%	13%	23%	33%	71,387	1992-93	20%	14%	28%	39%	131,996
1993-94	33%	17%	27%	23%	52,753	1993-94	21%	19%	21%	39%	83,265
1994-95	30%	18%	21%	31%	48,492	1994-95	21%	25%	19%	34%	98,499
1995-96	23%	15%	25%	37%	44,277	1995-96	16%	26%	29%	29%	91,036
1996-97	28%	19%	18%	35%	45,560	1996-97	16%	28%	26%	30%	97,604
1997-98	16%	17%	22%	45%	45,488	1997-98	14%	24%	24%	38%	86,969
<u>CRD 7</u>						<u>CRD 8</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	14%	14%	54%	18%	30,711	1992-93	39%	23%	3%	35%	15,455
1993-94	10%	10%	68%	12%	33,051	1993-94	36%	26%	0%	38%	14,576
1994-95	19%	19%	50%	13%	29,167	1994-95	20%	29%	4%	47%	12,594
1995-96	8%	8%	71%	13%	27,044	1995-96	18%	20%	10%	53%	14,018
1996-97	9%	9%	68%	14%	24,561	1996-97	17%	26%	5%	52%	10,411
1997-98	5%	19%	64%	13%	27,709	1997-98	13%	20%	7%	61%	10,692
<u>CRD 9</u>											
	Single Car	Multi Car	Unit Train	Truck	Total						
1992-93	37%	21%	18%	23%	97,587						
1993-94	40%	18%	6%	35%	62,122						
1994-95	38%	16%	13%	33%	84,602						
1995-96	23%	23%	27%	27%	480,290						
1996-97	23%	26%	24%	28%	509,086						
1997-98	27%	23%	15%	34%	79,846						

Mode for Hard Red Spring Wheat Shipments from ND

(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	71,563 21%	70,065 20%	160,351 47%	42,282 15%	344,261
1993-94	62,935 20%	61,103 24%	96,216 38%	35,121 14%	255,377
1994-95	51,214 23%	56,990 25%	77,167 34%	38,514 17%	223,886
1995-96	41,882 15%	65,888 25%	106,273 40%	50,337 19%	264,379
1996-97	34,365 16%	63,866 29%	83,794 37%	41,119 19%	223,145
1997-98	21,661 12%	47,354 26%	70,086 39%	40,224 23%	179,327

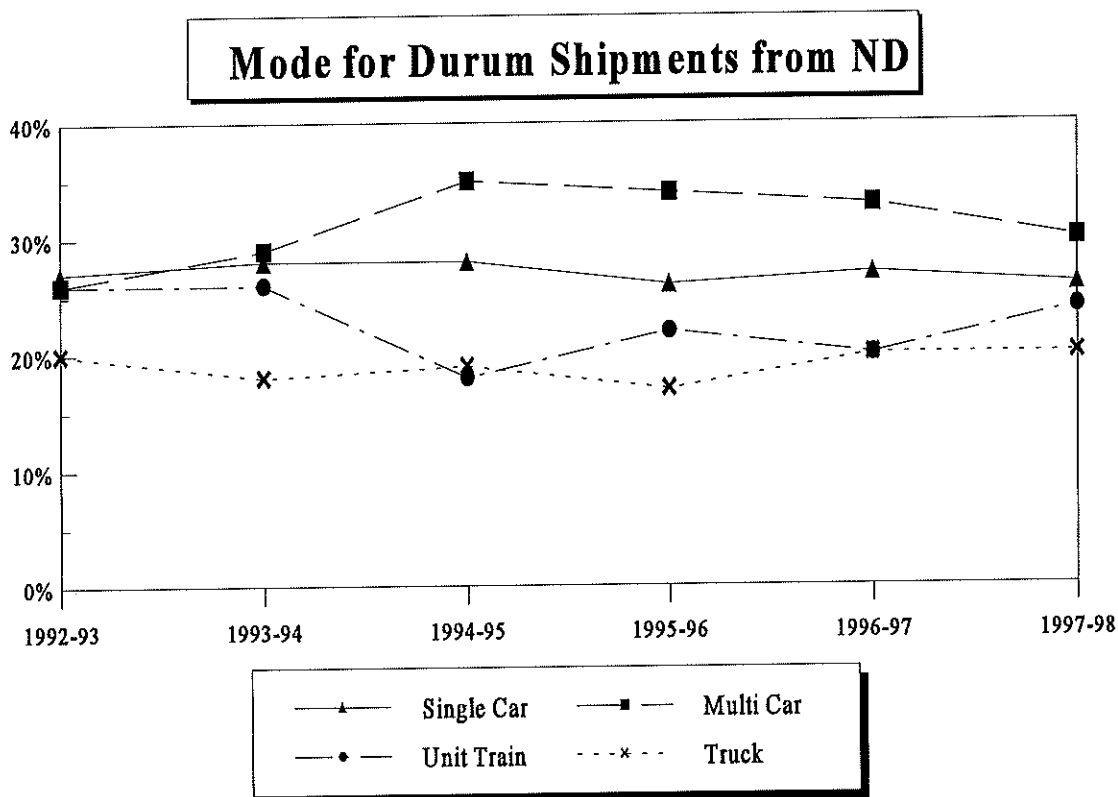


Mode for Hard Red Spring Wheat Shipments From Each CRD
(1,000 Bushels)

<u>CRD 1</u>						<u>CRD 2</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	7%	13%	27%	2%	76,766	1992-93	31%	21%	39%	9%	18,768
1993-94	6%	13%	33%	4%	69,676	1993-94	21%	33%	39%	7%	21,663
1994-95	6%	12%	37%	4%	51,429	1994-95	21%	35%	30%	14%	17,670
1995-96	8%	14%	29%	3%	38,974	1995-96	19%	39%	26%	16%	15,403
1996-97	11%	36%	51%	3%	17,975	1996-97	16%	42%	32%	9%	15,445
1997-98	7%	18%	69%	6%	13,701	1997-98	17%	27%	39%	18%	12,487
<u>CRD 3</u>						<u>CRD 4</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	15%	15%	58%	12%	94,792	1992-93	26%	30%	10%	35%	10,261
1993-94	35%	24%	27%	14%	49,069	1993-94	26%	34%	6%	33%	12,029
1994-95	27%	31%	25%	18%	43,101	1994-95	14%	33%	8%	45%	10,004
1995-96	18%	23%	40%	19%	55,777	1995-96	9%	39%	15%	37%	8,352
1996-97	15%	28%	37%	21%	55,053	1996-97	14%	27%	17%	43%	8,605
1997-98	11%	26%	32%	31%	37,080	1997-98	18%	35%	7%	40%	7,718
<u>CRD 5</u>						<u>CRD 6</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	30%	21%	41%	8%	36,095	1992-93	15%	16%	52%	17%	57,699
1993-94	27%	23%	39%	10%	30,308	1993-94	24%	20%	39%	17%	36,026
1994-95	23%	26%	38%	13%	23,171	1994-95	21%	23%	40%	16%	32,962
1995-96	24%	29%	33%	14%	21,990	1995-96	9%	27%	51%	13%	34,972
1996-97	9%	27%	51%	13%	34,972	1996-97	9%	30%	44%	16%	37,986
1997-98	8%	24%	53%	15%	18,774	1997-98	8%	29%	42%	21%	26,858
<u>CRD 7</u>						<u>CRD 8</u>					
	Single Car	Multi Car	Unit Train	Truck	Total		Single Car	Multi Car	Unit Train	Truck	Total
1992-93	11%	21%	55%	13%	29,702	1992-93	33%	28%	3%	35%	12,519
1993-94	6%	13%	72%	9%	30,410	1993-94	33%	31%	0%	37%	11,720
1994-95	16%	15%	58%	12%	25,079	1994-95	14%	33%	5%	48%	9,900
1995-96	3%	7%	79%	11%	24,593	1995-96	15%	23%	11%	51%	12,192
1996-97	5%	9%	75%	11%	21,831	1996-97	15%	27%	6%	52%	9,848
1997-98	2%	17%	70%	10%	23,779	1997-98	13%	22%	8%	58%	9,597
<u>CRD 9</u>											
	Single Car	Multi Car	Unit Train	Truck	Total						
1992-93	37%	26%	30%	7%	46,911						
1993-94	47%	26%	12%	15%	24,914						
1994-95	44%	24%	13%	19%	31,576						
1995-96	28%	28%	22%	22%	31,547						
1996-97	30%	33%	14%	23%	30,320						
1997-98	26%	37%	16%	22%	29,327						

Mode for Durum Shipments from ND
(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	24,187 27%	23,009 26%	23,155 26%	17,730 20%	88,081
1993-94	23,254 28%	24,967 29%	21,864 26%	14,344 18%	84,740
1994-95	19,719 28%	24,079 35%	12,487 18%	13,277 19%	69,562
1995-96	18,868 26%	24,154 34%	15,538 22%	12,315 17%	70,875
1996-97	18,210 27%	22,911 33%	13,902 20%	13,689 20%	68,712
1997-98	15,070 26%	17,397 30%	13,832 24%	11,250 20%	57,550



**Mode for Durum Shipments From Each CRD
(1,000 Bushels)**

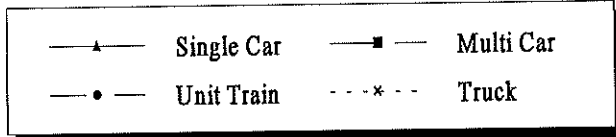
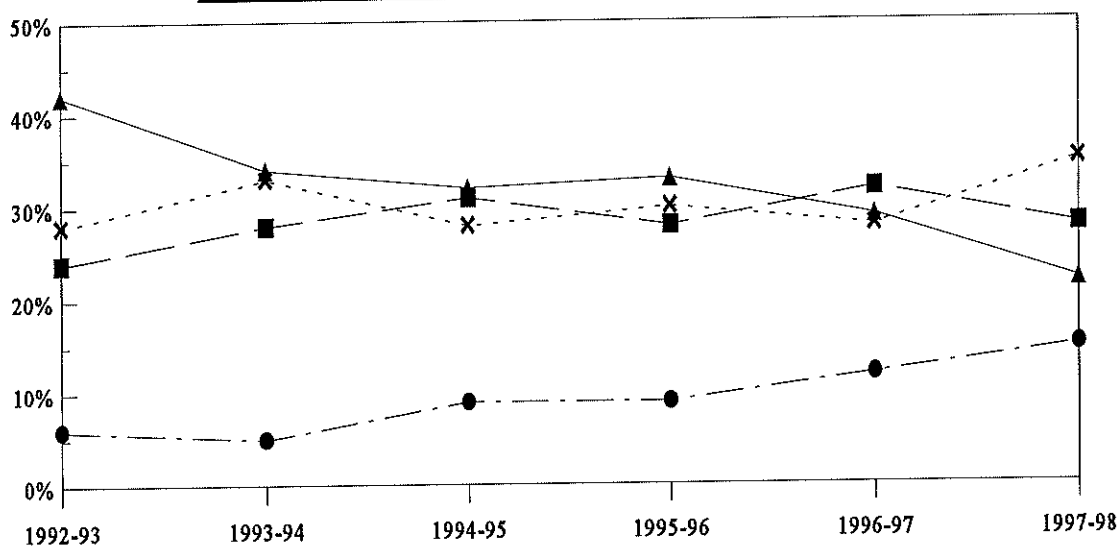
<u>CRD 1</u>						<u>CRD 2</u>					
	Single	Multi	Unit			Single	Multi	Unit			
	Car	Car	Train	Truck	Total	Car	Car	Train	Truck	Total	
1992-93	22%	30%	36%	12%	36,684	1992-93	35%	25%	1%	39%	13,516
1993-94	21%	34%	36%	8%	43,239	1993-94	27%	33%	11%	29%	13,426
1994-95	20%	46%	26%	8%	37,976	1994-95	32%	30%	5%	33%	10,179
1995-96	25%	42%	28%	5%	30,448	1995-96	17%	26%	13%	44%	8,610
1996-97	26%	38%	29%	6%	34,706	1996-97	21%	36%	13%	29%	11,380
1997-98	33%	33%	27%	7%	26,582	1997-98	23%	29%	14%	34%	7,204
<u>CRD 3</u>						<u>CRD 6</u>					
	Single	Multi	Unit			Single	Multi	Unit			
	Car	Car	Train	Truck	Total	Car	Car	Train	Truck	Total	
1992-93	21%	24%	37%	19%	23,490	1992-93	30%	42%	0%	28%	5,135
1993-94	31%	20%	26%	23%	12,420	1993-94	25%	39%	0%	36%	5,117
1994-95	33%	21%	21%	25%	10,157	1994-95	19%	18%	2%	61%	4,956
1995-96	25%	23%	15%	37%	6,343	1995-96	17%	20%	23%	40%	3,708
1996-97	27%	10%	14%	49%	7,117	1996-97	11%	41%	12%	36%	7,215
1997-98	18%	13%	16%	53%	4,526	1997-98	7%	43%	16%	34%	7,351
<u>CRD 5</u>						<u>CRD 8</u>					
	Single	Multi	Unit			Single	Multi	Unit			
	Car	Car	Train	Truck	Total	Car	Car	Train	Truck	Total	
1992-93	65%	11%	13%	10%	3,548	1992-93	39%	7%	27%	27%	2,012
1993-94	64%	4%	20%	12%	4,357	1993-94	44%	10%	0%	45%	1,704
1994-95	76%	4%	1%	19%	3,211	1994-95	38%	27%	0%	35%	884
1995-96	73%	5%	1%	21%	1,886	1995-96	89%	0%	0%	11%	362
1996-97	70%	3%	0%	27%	3,220	1996-97	17%	57%	0%	25%	904
1997-98	66%	18%	0%	16%	2,471	1997-98	63%	0%	0%	37%	238
<u>CRD 7</u>						<u>CRD 9</u>					
	Single	Multi	Unit			Single	Multi	Unit			
	Car	Car	Train	Truck	Total	Car	Car	Train	Truck	Total	
1992-93	30%	20%	0%	49%	1,712	1992-93	67%	11%	8%	14%	1,552
1993-94	42%	18%	20%	20%	2,661	1993-94	72%	18%	0%	10%	1,570
1994-95	67%	13%	0%	20%	1,301	1994-95	97%	0%	0%	3%	747
1995-96	53%	36%	0%	12%	1,959	1995-96	97%	0%	0%	3%	346
1996-97	38%	25%	7%	30%	2,589	1996-97	75%	0%	0%	25%	522
1997-98	22%	32%	25%	21%	3,469	1997-98	82%	0%	2%	16%	429

Mode for Barley Shipments from ND

(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	54,859 42%	31,754 24%	7,354 6%	37,181 28%	131,148
1993-94	37,829 34%	31,335 28%	5,901 5%	36,021 33%	111,087
1994-95	38,888 32%	37,625 31%	10,319 9%	33,420 28%	120,251
1995-96	34,205 33%	29,104 28%	8,950 9%	31,330 30%	103,590
1996-97	31,449 29%	34,470 32%	12,999 12%	30,668 28%	109,587
1997-98	20,614 22%	26,433 28%	13,978 15%	32,978 35%	94,005

Mode for Barley Shipments from ND

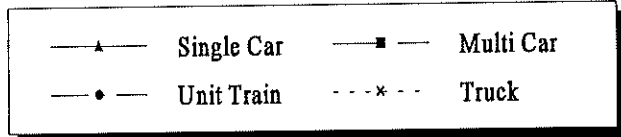
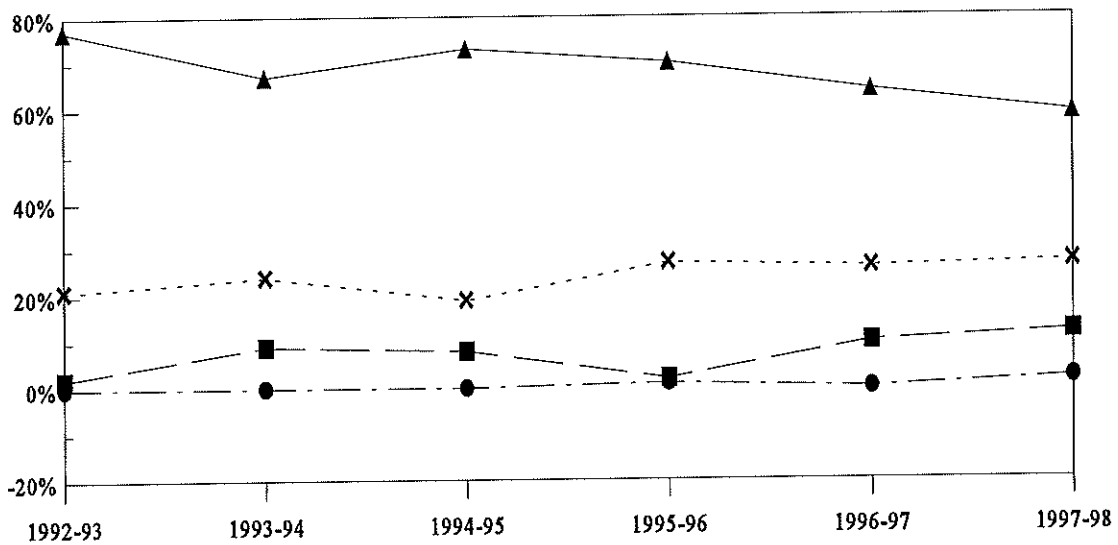


Mode for Oat Shipments from ND

(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	10,279	224	30	2,739	13,272
	77%	2%	0%	21%	
1993-94	7,754	1,092	6	2,824	11,676
	67%	9%	0%	24%	
1994-95	7,452	809	-	2,001	10,262
	73%	8%	0%	19%	
1995-96	5,331	151	46	2,047	7,576
	70%	2%	1%	27%	
1996-97	2,522	384	-	1,061	3,967
	64%	10%	0%	26%	
1997-98	1,834	369	55	869	3,128
	59%	12%	2%	27%	

Mode for Oat Shipments from ND

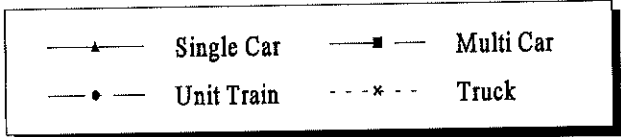
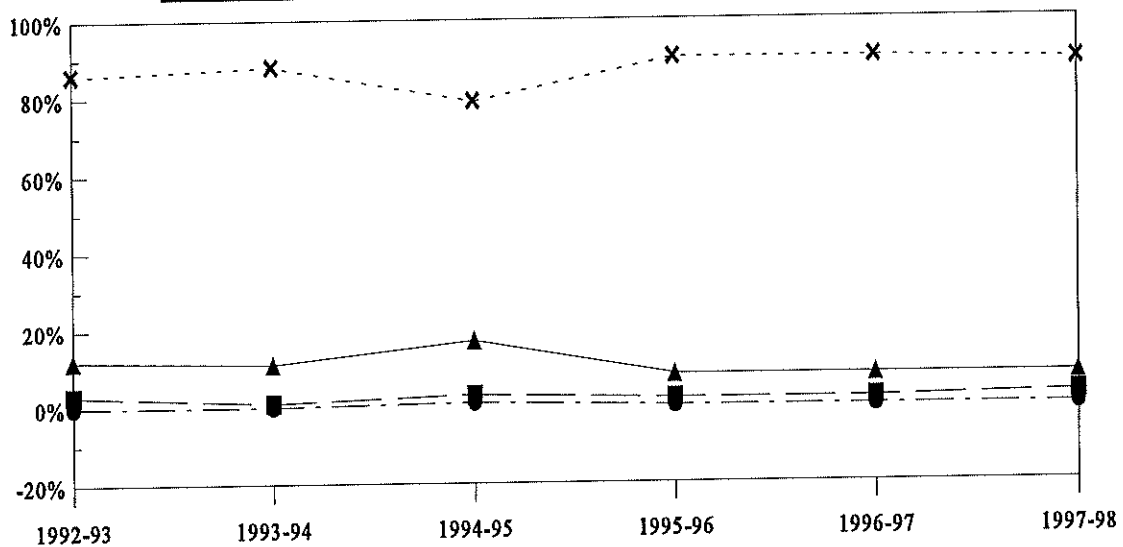


Mode for Sunflower Shipments from ND

(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	2,159 12%	548 3%	3 0%	16,039 86%	18,749
1993-94	785 11%	77 1%	14 0%	6,409 88%	7,284
1994-95	2,361 17%	367 3%	176 1%	11,074 79%	13,978
1995-96	932 8%	214 2%	102 0%	10,708 90%	11,855
1996-97	690 7%	111 1%	7 0%	9,110 92%	9,917
1997-98	1,151 8%	375 3%	67 0%	12,345 89%	13,940

Mode for Sunflower Shipments from ND

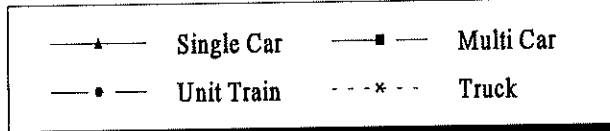
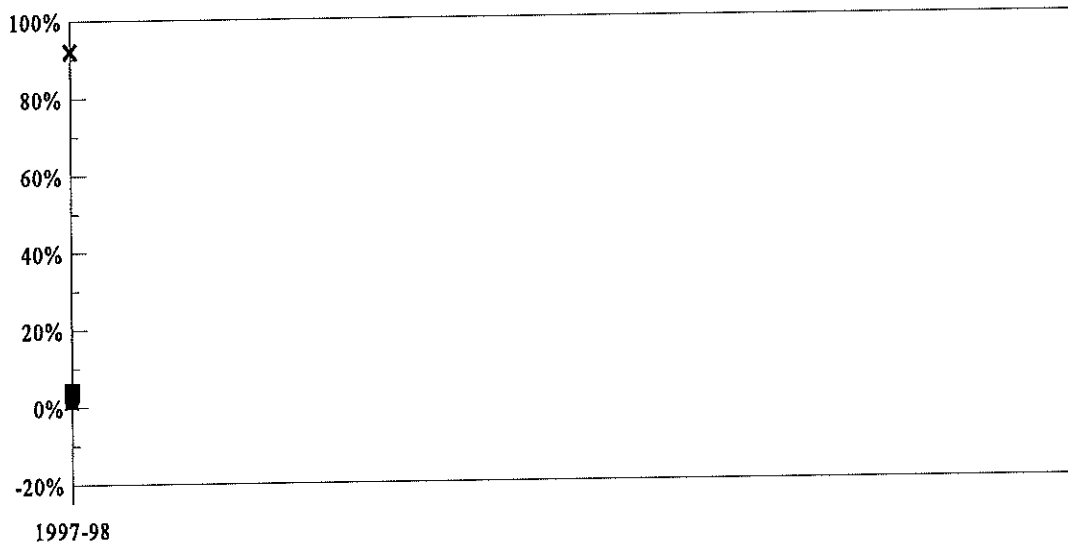


Mode for Canola Shipments from ND

(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1997-98	144	234	155	5,399	5,934
	2%	4%	2%	92%	

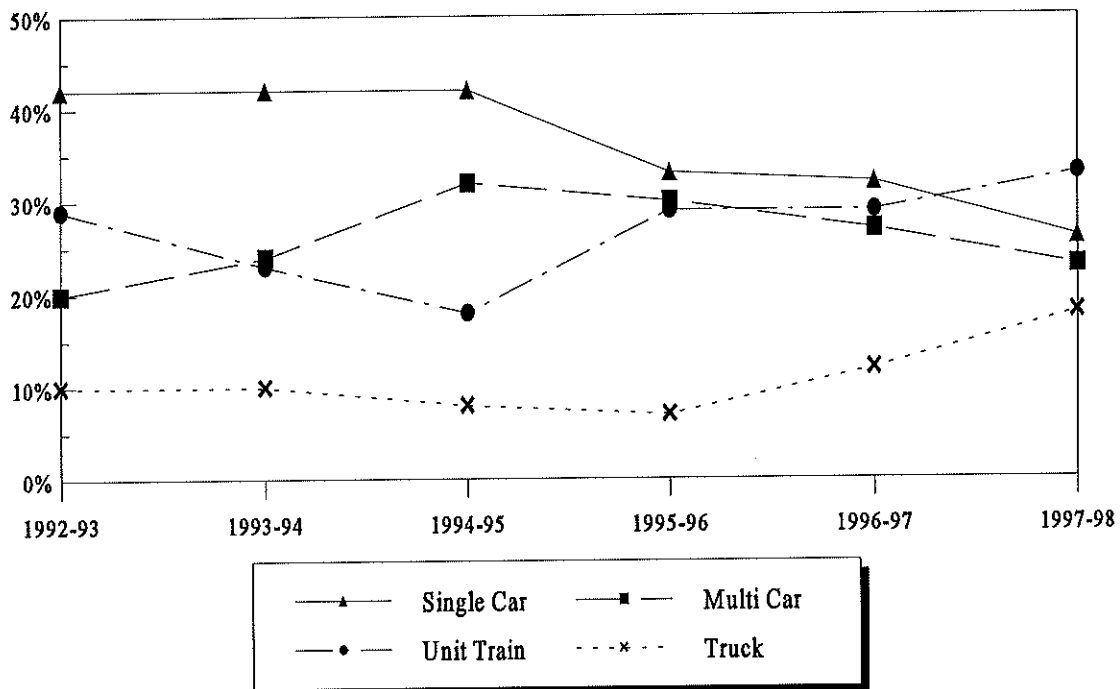
Mode for Canola Shipments from ND



Mode for Soybean Shipments from ND
(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	6,472 42%	3,099 20%	4,434 29%	1,523 10%	15,528
1993-94	4,188 42%	2,390 24%	2,294 23%	1,026 10%	9,898
1994-95	6,161 42%	4,662 32%	2,608 18%	1,163 8%	14,594
1995-96	6,939 33%	6,268 30%	6,049 29%	1,447 7%	20,704
1996-97	6,624 32%	5,695 27%	6,090 29%	2,826 12%	21,236
1997-98	6,664 26%	6,020 23%	8,136 33%	4,402 18%	25,223

Mode for Soybean Shipments from ND



Mode for Corn Shipments from ND
(1,000 Bushels)

	Single Car	Multi Car	Unit Train	Truck	Total
1992-93	5,506 30%	2,128 12%	4,568 25%	5,851 32%	18,053
1993-94	1,657 20%	317 4%	498 6%	5,695 57%	8,167
1994-95	7,383 30%	4,014 16%	6,074 25%	6,927 28%	24,398
1995-96	10,270 29%	9,535 27%	11,702 31%	4,214 12%	35,722
1996-97	8,209 32%	4,777 19%	7,513 29%	5,138 20%	25,637
1997-98	8,577 30%	6,254 22%	7,844 27%	5,966 21%	28,642

Mode for Corn Shipments from ND

