

Soy Transportation Coalition

Railroad Movement of Soybeans and Soy Products



IOWA

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	13,462,800	9,821,500	2,348,906
Tons Originated by Railroads	1,621,734	5,602,106	2,102,184
% of Tons Moved by Railroads	12.05%	57.04%	89.50%
Total Rail Carloads	16,310	59,455	22,600
Average Railroad Mileage Haul	819	1,093	706
<u>Railroads – Tons Originated by:</u>			
BNSF	80,158	1,047,951	270,040
Canadian National	1,009,087	639,412	210,656
Canadian Pacific	0	0	0
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	73,864	121,816	7,440
Union Pacific	253,941	3,745,539	1,579,588
Other Railroads	204,684	47,388	34,460
TOTAL	1,621,734	5,602,106	2,102,184
<u>Railroad Rates & Revenues:</u>			
Total Railroad Freight Charges	\$34,364,569	\$193,773,478	\$56,800,476
Average Railroad Charges Per Car	\$2,107	\$3,259	\$2,513
Average Railroad Charges Per Ton	\$21.19	\$34.59	\$27.02
<u>Revenue/Variable Cost Ratios (R/VC)*:</u>			
% Tons: >180% (R/VC) – Excessive Rates?	25.78%	25.38%	34.65%
Tons: ≥180% (R/VC)	418,021	1,412,843	728,340
Tons: ≥180% and <200% (R/VC)	9,632	565,111	137,592
Tons: >200% and <300% (R/VC)	220,048	817,667	398,936
Tons: >300% (R/VC)	188,341	39,065	191,812
Average R/VC	157%	154%	160%
Tons: Under 180% (R/VC)	1,203,713	4,108,263	1,373,844
% Tons: Under 180% (R/VC)	74.22%	74.62%	65.35%

*Revenue to Variable Cost Ratios (R/VC) are used by the U.S. Surface Transportation Board (STB) to evaluate and measure the profitability and reasonableness associated with railroad freight charges. For example, if a railroad's freight charges are \$2,000 per carload and the variable costs for that movement are \$1,000 per carload, the R/VC would be 200%. In order for a rate to be regarded as potentially excessive, and subject to STB jurisdiction, the R/VC ratio must be equal to or greater than 180%.