

# Soy Transportation Coalition

## Railroad Movement of Soybeans and Soy Products



# KANSAS

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	2,583,900	n/a	n/a
Tons Originated by Railroads	257,076	621,800	387,668
% of Tons Moved by Railroads	9.95%	n/a	n/a
Total Rail Carloads	3,101	8,712	4,184
Average Railroad Mileage Haul	935	927	763
<u>Railroads – Tons Originated by:</u>			
BNSF	112,430	470,320	215,628
Canadian National	0	0	0
Canadian Pacific	0	0	0
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	0	0	0
Union Pacific	144,646	151,480	172,040
Other Railroads	0	0	0
<b>TOTAL</b>	<b>257,076</b>	<b>621,800</b>	<b>387,668</b>
<u>Railroad Rates &amp; Revenues:</u>			
Total Railroad Freight Charges	\$7,417,198	\$20,464,856	\$11,740,664
Average Railroad Charges Per Car	\$2,392	\$2,349	\$2,806
Average Railroad Charges Per Ton	\$28.85	\$32.91	\$30.29
<u>Revenue/Variable Cost Ratios (R/VC)*:</u>			
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>	<b>65.76%</b>	<b>31.37%</b>	<b>39.59%</b>
Tons: ≥180% (R/VC)	169,044	195,052	153,480
Tons: ≥180% and <200% (R/VC)	58,934	68,440	23,516
Tons: >200% and <300% (R/VC)	110,110	121,812	103,744
Tons: >300% (R/VC)	0	4,800	26,220
Average R/VC	191%	147%	164%
Tons: Under 180% (R/VC)	88,032	426,748	234,188
% Tons: Under 180% (R/VC)	34.24%	68.63%	60.41%

\*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%.