

# Soy Transportation Coalition

## Railroad Movement of Soybeans and Soy Products



### Illinois

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	12,859,200	6,255,863	1,528,546
Tons Originated by Railroads	1,964,686	3,432,104	993,580
% of Tons Moved by Railroads	15.28%	54.86%	65%
Total Rail Carloads	20,876	44,804	10,900
Average Railroad Mileage Haul	515	801	578

#### Railroads – Tons Originated by:

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
BNSF	180,000	581,000	60,000
Canadian National	934,000	850,000	92,000
Canadian Pacific	0	165,000	8,000
CSX	396,000	714,000	435,000
Kansas City Southern	0	0	0
Norfolk Southern	364,000	934,000	297,000
Union Pacific	0	182,000	101,000
Other Railroads	91,000	6,000	0
TOTAL	1,964,686	3,432,104	993,580

#### Railroad Rates & Revenues:

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Total Railroad Freight Charges	\$36,612,000	\$91,818,000	\$26,815,000
Average Railroad Charges Per Car	\$1,753.78	\$2,049.32	\$2,460.11
Average Railroad Charges Per Ton	\$18.64	\$26.75	\$26.99

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>23%</b>	<b>15%</b>	<b>33%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: $\geq$ 180% (R/VC)	445,110	524,133	323,045
Tons: $\geq$ 180% and <200% (R/VC)	33,351	139,171	98,403
Tons: >200% and <300% (R/VC)	356,396	342,253	184,961
Tons: >300% (R/VC)	55,363	42,709	39,681
Tons: Under 180% (R/VC)	1,519,576	2,907,971	670,534
% Tons: Under 180% (R/VC)	77%	85%	67%

\*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%.

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### Indiana

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	7,330,500	4,844,914	1,175,156
Tons Originated by Railroads	1,371,845	1,382,022	294,996
% of Tons Moved by Railroads	18.71%	28.53%	25.10%
Total Rail Carloads	13,493	13,453	3,196
Average Railroad Mileage Haul	613	748	495
<u>Railroads – Tons Originated by:</u>			
BNSF	0	0	0
Canadian National	0	0	0
Canadian Pacific	0	0	0
CSX	758,000	1,005,000	192,000
Kansas City Southern	0	0	0
Norfolk Southern	555,000	377,000	64,000
Union Pacific	0	0	0
Other Railroads	59,000	0	39,000
TOTAL	1,371,845	1,382,022	294,996

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$29,802,000	\$36,679,000	\$7,693,000
Average Railroad Charges Per Car	\$2,208.68	\$2,726.47	\$2,407.19
Average Railroad Charges Per Ton	\$21.72	\$26.54	\$26.08

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>44%</b>	<b>24%</b>	<b>39%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: $\geq$ 180% (R/VC)	603,591	337,569	113,786
Tons: $\geq$ 180% and <200% (R/VC)	164,350	104,364	25,188
Tons: >200% and <300% (R/VC)	349,432	230,410	70,984
Tons: >300% (R/VC)	89,809	2,795	17,614
Tons: Under 180% (R/VC)	768,254	1,044,453	181,209
% Tons: Under 180% (R/VC)	56%	76%	61%

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### IOWA

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	13,489,650	8,893,443	2,167,290
Tons Originated by Railroads	1,702,662	3,314,879	1,509,536
% of Tons Moved by Railroads	12.62%	37.27%	69.65%
Total Rail Carloads	16,886	34,331	16,116
Average Railroad Mileage Haul	1,012	1,009	575

#### Railroads – Tons Originated by:

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
BNSF	84,000	620,000	194,000
Canadian National	1,059,000	378,000	151,000
Canadian Pacific	0	0	0
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	78,000	72,000	5,000
Union Pacific	267,000	2,216,000	1,134,000
Other Railroads	215,000	28,000	25,000
TOTAL	1,702,662	3,314,879	1,509,536

#### Railroad Rates & Revenues:

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Total Railroad Freight Charges	\$50,386,000	\$117,737,000	\$38,764,000
Average Railroad Charges Per Car	\$2,983.90	\$3,429.47	\$2,405.32
Average Railroad Charges Per Ton	\$29.59	\$35.52	\$26.68

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>26%</b>	<b>25%</b>	<b>38%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: $\geq$ 180% (R/VC)	438,881	841,333	568,258
Tons: $\geq$ 180% and <200% (R/VC)	10,113	334,382	94,270
Tons: >200% and <300% (R/VC)	231,029	483,830	342,571
Tons: >300% (R/VC)	197,739	23,115	131,417
Tons: Under 180% (R/VC)	1,263,781	2,473,546	941,277
% Tons: Under 180% (R/VC)	74 %	75%	62%

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### Kansas

	<u>Soybeans</u>	<u>Soybean Meal*</u>	<u>Soybean Oil*</u>
Tons Produced	3,607,500	n/a	n/a
Tons Originated by Railroads	295,398	n/a	n/a
% of Tons Moved by Railroads	8.19%	n/a	n/a
Total Rail Carloads	2,696	n/a	n/a
Average Railroad Mileage Haul	1,045	n/a	n/a
<u>Railroads – Tons Originated by:</u>			
BNSF	129,000	n/a	n/a
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	166,000	n/a	n/a
Other Railroads	0	0	0
TOTAL	295,398	n/a	n/a

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$9,809,000	n/a	n/a
Average Railroad Charges Per Car	\$3,638.44	n/a	n/a
Average Railroad Charges Per Ton	\$33.21	n/a	n/a

#### Revenue/Variable Cost Ratios (R/VC)\*:

<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>	<b>66%</b>	<b>n/a</b>	<b>n/a</b>
Tons: ≥180% (R/VC)	194,243	n/a	n/a
Tons: ≥180% and <200% (R/VC)	67,719	n/a	n/a
Tons: >200% and <300% (R/VC)	126,524	n/a	n/a
Tons: >300% (R/VC)	0	n/a	n/a
Tons: Under 180% (R/VC)	101,155	n/a	n/a
% Tons: Under 180% (R/VC)	34%	n/a	n/a

\*For some regions of the United States, it was not possible to identify precise figures regarding the amount of soybeans, soybean meal, or soybean oil transported by railroads. The Surface Transportation Board's Public Waybill Sample frequently omits origin and destination information in order to provide confidentiality. In most cases, supplemental sources of information can be utilized to nonetheless identify and determine particular volumes and revenues and ascribe those volumes and revenues to origin and destination areas and railroads. However, on occasion such additional information is not available.

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### Michigan

	<u>Soybeans</u>	<u>Soybean Meal*</u>	<u>Soybean Oil*</u>
Tons Produced	2,097,900	n/a	n/a
Tons Originated by Railroads	624,723	n/a	n/a
% of Tons Moved by Railroads	29.78%	n/a	n/a
Total Rail Carloads	6,172	n/a	n/a
Average Railroad Mileage Haul	920	n/a	n/a
<u>Railroads – Tons Originated by:</u>			
BNSF	0	0	0
Canadian National	0	0	0
Canadian Pacific	0	0	0
CSX	494,000	n/a	n/a
Kansas City Southern	0	0	0
Norfolk Southern	130,000	n/a	n/a
Union Pacific	0	0	0
Other Railroads	0	0	0
TOTAL	624,723	n/a	n/a

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$15,981,000	n/a	n/a
Average Railroad Charges Per Car	\$2,589.22	n/a	n/a
Average Railroad Charges Per Ton	\$25.58	n/a	n/a

#### Revenue/Variable Cost Ratios (R/VC)\*:

<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>	<b>22%</b>	<b>n/a</b>	<b>n/a</b>
Tons: $\geq$ 180% (R/VC)	139,885	n/a	n/a
Tons: $\geq$ 180% and <200% (R/VC)	39,500	n/a	n/a
Tons: >200% and <300% (R/VC)	43,264	n/a	n/a
Tons: >300% (R/VC)	57,121	n/a	n/a
Tons: Under 180% (R/VC)	484,838	n/a	n/a
% Tons: Under 180% (R/VC)	78%	n/a	n/a

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### Minnesota

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	7,945,800	4,742,418	1,168,737
Tons Originated by Railroads	3,889,040	2,152,170	832,152
% of Tons Moved by Railroads	48.94%	45.38%	71.20%
Total Rail Carloads	36,268	22,414	8,672
Average Railroad Mileage Haul	1,540	996	817

#### Railroads – Tons Originated by:

BNSF	2,658,000	27,000	153,000
Canadian National	36,000	0	0
Canadian Pacific	1,051,000	35,000	13,000
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	0	0	0
Union Pacific	12,000	2,090,000	665,000
Other Railroads	132,000	0	0
<b>TOTAL</b>	<b>3,889,040</b>	<b>2,152,170</b>	<b>832,152</b>

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$180,011,000	\$78,459,000	\$24,888,000
Average Railroad Charges Per Car	\$4,963.36	\$3,500.45	\$2,869.94
Average Railroad Charges Per Ton	\$46.29	\$36.46	\$29.91

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>30%</b>	<b>12%</b>	<b>29%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: ≥180% (R/VC)	1,157,579	248,155	245,105
Tons: ≥180% and <200% (R/VC)	651,279	80,615	87,997
Tons: >200% and <300% (R/VC)	306,181	116,864	121,909
Tons: >300% (R/VC)	200,119	50,676	35,199
Tons: Under 180% (R/VC)	2,737,461	1,904,015	587,047
% Tons: Under 180% (R/VC)	70%	88%	71%

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### Missouri

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	5,734,200	1,837,539	428,555
Tons Originated by Railroads	1,072,278	820,240	335,608
% of Tons Moved by Railroads	18.70%	44.64%	78.31%
Total Rail Carloads	10,726	9,832	3,704
Average Railroad Mileage Haul	787	811	554

#### Railroads – Tons Originated by:

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
BNSF	132,000	139,000	20,000
Canadian National	0	0	0
Canadian Pacific	0	0	0
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	461,000	23,000	46,000
Union Pacific	73,000	417,000	269,000
Other Railroads	407,000	241,000	0
TOTAL	1,072,278	820,240	335,608

#### Railroad Rates & Revenues:

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Total Railroad Freight Charges	\$25,784,000	\$29,878,000	\$8,624,000
Average Railroad Charges Per Car	\$2,403.86	\$3,038.85	\$2,328.18
Average Railroad Charges Per Ton	\$24.05	\$36.43	\$25.70

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>60%</b>	<b>14%</b>	<b>31%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: $\geq$ 180% (R/VC)	639,977	112,011	104,129
Tons: $\geq$ 180% and <200% (R/VC)	221,111	35,714	35,443
Tons: >200% and <300% (R/VC)	395,088	73,951	58,052
Tons: >300% (R/VC)	23,778	2,346	10,634
Tons: Under 180% (R/VC)	432,301	708,229	231,480
% Tons: Under 180% (R/VC)	40 %	86%	69%

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### Nebraska

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	6,779,700	n/a	n/a
Tons Originated by Railroads	3,245,971	2,630,194	436,604
% of Tons Moved by Railroads	47.88%	n/a	n/a
Total Rail Carloads	30,770	26,802	4,664
Average Railroad Mileage Haul	1,480	1,445	1,003

#### Railroads – Tons Originated by:

BNSF	1,749,000	1,091,000	162,000
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	1,497,000	1,539,000	274,000
Other Railroads	0	0	0
<b>TOTAL</b>	<b>3,245,971</b>	<b>2,630,190</b>	<b>436,604</b>

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$133,341,000	\$113,148,000	\$16,293,000
Average Railroad Charges Per Car	\$4,333.47	\$4,221.61	\$3,493.35
Average Railroad Charges Per Ton	\$41.08	\$43.02	\$37.32

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>46%</b>	<b>43%</b>	<b>18%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: $\geq$ 180% (R/VC)	1,494,763	1,121,315	79,742
Tons: $\geq$ 180% and <200% (R/VC)	590,036	745,387	21,707
Tons: >200% and <300% (R/VC)	599,409	349,723	45,011
Tons: >300% (R/VC)	305,318	26,205	13,024
Tons: Under 180% (R/VC)	1,751,208	1,508,879	356,862
% Tons: Under 180% (R/VC)	54%	57%	82%

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### North Dakota

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	3,158,400	n/a	n/a
Tons Originated by Railroads	3,797,909	n/a	n/a
% of Tons Moved by Railroads	120.25%	n/a	n/a
Total Rail Carloads	35,195	n/a	n/a
Average Railroad Mileage Haul	1,431	n/a	n/a

#### Railroads – Tons Originated by:

BNSF	2,567,000	n/a	n/a
Canadian National	0	0	0
Canadian Pacific	1,052,000	n/a	n/a
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	0	0	0
Union Pacific	0	0	0
Other Railroads	179,000	n/a	n/a
TOTAL	3,798,000	n/a	n/a

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$174,294,000	n/a	n/a
Average Railroad Charges Per Car	\$4,952.24	n/a	n/a
Average Railroad Charges Per Ton	\$45.89	n/a	n/a

#### Revenue/Variable Cost Ratios (R/VC)\*:

<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>	<b>63%</b>	<b>n/a</b>	<b>n/a</b>
Tons: ≥180% (R/VC)	2,377,263	n/a	n/a
Tons: ≥180% and <200% (R/VC)	999,177	n/a	n/a
Tons: >200% and <300% (R/VC)	901,205	n/a	n/a
Tons: >300% (R/VC)	476,881	n/a	n/a
Average R/VC	209%	132%	183%
Tons: Under 180% (R/VC)	1,420,646	n/a	n/a
% Tons: Under 180% (R/VC)	37%	n/a	n/a

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### Ohio

	<u>Soybeans</u>	<u>Soybean Meal</u>	<u>Soybean Oil</u>
Tons Produced	4,838,400	2,646,881	632,639
Tons Originated by Railroads	1,764,353	961,	145,080
% of Tons Moved by Railroads	36.47%	36.32%	22.92%
Total Rail Carloads	17,461	9,624	1,568
Average Railroad Mileage Haul	679	620	137
<u>Railroads – Tons Originated by:</u>			
BNSF	0	0	0
Canadian National	0	0	0
Canadian Pacific	0	0	0
CSX	940,000	341,000	89,950
Kansas City Southern	0	0	0
Norfolk Southern	821,000	616,000	55,130
Union Pacific	0	0	0
Other Railroads	3,000	5,000	0
TOTAL	1,764,353	961,416	145,080

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$42,587,000	\$23,032,000	\$3,168,280
Average Railroad Charges Per Car	\$2,438.96	\$2,393.15	\$2,020.57
Average Railroad Charges Per Ton	\$24.14	\$23.96	\$21.84

#### Revenue/Variable Cost Ratios (R/VC)\*:

	<b>37%</b>	<b>13%</b>	<b>64%</b>
<b>% Tons: &gt;180% (R/VC) – Excessive Rates?</b>			
Tons: ≥180% (R/VC)	644,971	129,411	92,851
Tons: ≥180% and <200% (R/VC)	201,646	38,039	14,508
Tons: >200% and <300% (R/VC)	308,278	73,460	36,995
Tons: >300% (R/VC)	135,047	17,912	41,348
Tons: Under 180% (R/VC)	1,119,382	832,006	51,504
% Tons: Under 180% (R/VC)	63%	87%	36%

\*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%.

Full report can be accessed at [www.soytransportation.org](http://www.soytransportation.org)



# Soy Transportation Coalition

## Railroad Movement of Soybeans and Soy Products



### South Dakota

	<u>Soybeans</u>	<u>Soybean Meal*</u>	<u>Soybean Oil*</u>
Tons Produced	4,141,200	n/a	n/a
Tons Originated by Railroads	2,768,796	n/a	n/a
% of Tons Moved by Railroads	66.86%	n/a	n/a
Total Rail Carloads	25,209	n/a	n/a
Average Railroad Mileage Haul	1,516	n/a	n/a
<u>Railroads – Tons Originated by:</u>			
BNSF	2,320,000	n/a	n/a
Canadian National	0	0	0
Canadian Pacific	395,000	n/a	n/a
CSX	0	0	0
Kansas City Southern	0	0	0
Norfolk Southern	0	0	0
Union Pacific	0	0	0
Other Railroads	53,000	n/a	n/a
TOTAL	2,800,000	n/a	n/a

#### Railroad Rates & Revenues:

Total Railroad Freight Charges	\$118,716,000	n/a	n/a
Average Railroad Charges Per Car	\$4,709.27	n/a	n/a
Average Railroad Charges Per Ton	\$42.88	n/a	n/a

#### Revenue/Variable Cost Ratios (R/VC)\*:

<b>% Tons: &gt;180% (R/VC) – Excessive Rates? 41%</b>		<b>n/a</b>	<b>n/a</b>
Tons: ≥180% (R/VC)	1,125,154	n/a	n/a
Tons: ≥180% and <200% (R/VC)	523,864	n/a	n/a
Tons: >200% and <300% (R/VC)	526,137	n/a	n/a
Tons: >300% (R/VC)	75,153	n/a	n/a
Tons: Under 180% (R/VC)	1,643,642	n/a	n/a
% Tons: Under 180% (R/VC)	59%	n/a	n/a

\*For some regions of the United States, it was not possible to identify precise figures regarding the amount of soybeans, soybean meal, or soybean oil transported by railroads. The Surface Transportation Board's Public Waybill Sample frequently omits origin and destination information in order to provide confidentiality. In most cases, supplemental sources of information can be utilized to nonetheless identify and determine particular volumes and revenues and ascribe those volumes and revenues to origin and destination areas and railroads. However, on occasion such additional information is not available.

\*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%.

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