Soy Transportation Coalition Analysis
"2014 Harvest: Attaching a Garden Hose to a Fire Hydrant"

Survey Response Update
April 28, 2015

Survey Results

Question #1: If you load shuttle trains, what is the current number of cycles/turns per month?

Survey #1 (November 7 – November 21, 2014): 2.2 turns per month

Survey #2 (November 21 – December 5, 2014): 2.1 turns per month

Survey #3 (December 5 – December 19, 2014): 2.1 turns per month

Survey #4 (January 2 – January 16, 2015): 2.25 turns per month

Survey #5 (January 16 – January 30, 2015): 2.33 turns per month

Survey #6 (January 30 – February 13, 2015): 2.41 turns per month

Survey #7 (February 13 – February 27, 2015): 2.24 turns per month

Survey #8 (February 27 – March 13, 2015): 2.32 turns per month

Survey #9 (March 13 – March 27, 2015): 2.4 turns per month

Survey #10 (March 27 – April 10, 2015): 2.49 turns per month

NOTE: A railroad aspires to increase the number of turns per month between points of origin and destination. If achieved, railroad assets will be more fully utilized and service to customers will be enhanced. Fewer turns per month is an indicator of declining rail service.

For example, if a railroad is able to achieve three turns per month between western Minnesota, North Dakota, South Dakota, or Nebraska, that equates to a five day trip to export terminals in the Pacific Northwest and a five day return trip. This ten day round trip journey would allow a railroad to achieve three turns per month.

Question #2: Is your cycle time/turns faster or slower than one year ago?

Survey #1 (November 7 – November 21, 2014):
- Faster: 67%
- Slower: 31%

Survey #2 (November 21 – December 5, 2014):
- Faster: 70%
- Slower: 30%

Survey #3 (December 5 – December 19, 2014):
- Faster: 78%
- Slower: 22%

Survey #4 (January 2 – January 16, 2015):
- Faster: 91%
- Slower: 9%

Survey #5 (January 16 – January 30, 2015):
- Faster: 100%
- Slower: 0%

Survey #6 (January 30 – February 13, 2015):
- Faster: 95%
- Slower: 5%

Survey #7 (February 13 – February 27, 2015):
- Faster: 96%
- Slower: 4%

Survey #8 (February 27 – March 13, 2015):
- Faster: 100%
- Slower: 0%

Survey #9 (March 13 – March 27, 2015):
- Faster: 100%
- Slower: 0%

Survey #10 (March 27 – April 10, 2015):
- Faster: 94%
- Slower: 6%

Question #3: How many days past due is your oldest open order for railcars?

Survey #1 (November 7 – November 21, 2014):
- No past due orders: 33%

Survey #2 (November 21 – December 5, 2014):
- No past due orders: 48%

- Average days past due for those reporting delays: 13.4 days

Survey #3 (December 5 – December 19, 2014):
- No past due orders: 54%
- Average days past due for those reporting delays: 30 days

Survey #4 (January 2 – January 16, 2015):
- No past due orders: 61%
- Average days past due for those reporting delays: 23 days

Survey #5 (January 16 – January 30, 2015):
- No past due orders: 69%
- Average days past due for those reporting delays: 23 days

Survey #6 (January 30 – February 13, 2015):
- No past due orders: 76%
- Average days past due for those reporting delays: 33 days

Survey #7 (February 13 – February 27, 2015):
- No past due orders: 88%
- Average days past due for those reporting delays: 26 days

Survey #8 (February 27 – March 13, 2015):
- No past due orders: 85%
- Average days past due for those reporting delays: 23 days

Survey #9 (March 13 – March 27, 2015):
- No past due orders: 74%
- Average days past due for those reporting delays: 26 days

Survey #10 (March 27 – April 10, 2015):
- No past due orders: 80%
- Average days past due for those reporting delays: 15 days

Question #4: How many railcar orders are past due (or passed order date)?

NOTE: Responses were irregular and varied due to a number of survey participants misunderstanding the question.

Question #5: What percent of your permanent storage capacity remains open?

Survey #1 (November 7 – November 21, 2014): Average: 19%; Range: 0-50%

Survey #2 (November 21 – December 5, 2014): Average: 23%; Range: 0-94%

Survey #3 (December 5 – December 19, 2014): Average: 30%; Range: 0-70%

Survey #4 (January 2 – January 16, 2015): Average: 35%; Range: 5-70%

Survey #5 (January 16 – January 30, 2015): Average: 43%; Range: 19-70%

Survey #6 (January 30 – February 13, 2015): Average: 42%; Range: 9-70%

Survey #7 (February 13 – February 27, 2015): Average: 45%; Range: 8-70%

Survey #8 (February 27 – March 13, 2015): Average: 46%; Range: 8-71%

Survey #9 (March 13 – March 27, 2015): Average: 49%; Range: 11-70%

Survey #10 (March 27 – April 10, 2015): Average: 49%; Range: 6-77%

Question #6: If your permanent storage is full, are you creating ground piles or using bunkers, bags and/or other forms of temporary storage?

Survey #1 (November 7 – November 21, 2014):
- Ground piles: 68%
- Bunkers: 50%
- Bags: 15%

Survey #2 (November 21 – December 5, 2014):
- Ground piles: 54%
- Bunkers: 49%
- Bags: 20%

Survey #3 (December 5 – December 19, 2014):
- Ground piles: 55%
- Bunkers: 48%
- Bags: 17%

Survey #4 (January 2 – January 16, 2015):
- Ground piles: 46%
- Bunkers: 46%
- Bags: 7%

Survey #5 (January 16 – January 30, 2015):
- Ground piles: 57%
- Bunkers: 52%
- Bags: 19%

Survey #6 (January 30 – February 13, 2015):
- Ground piles: 46%
- Bunkers: 46%
- Bags: 4%

Survey #7 (February 13 – February 27, 2015):
- Ground piles: 43%
- Bunkers: 54%
- Bags: 10%

Survey #8 (February 27 – March 13, 2015):

- Ground piles: 55%
- Bunkers: 50%
- Bags: 20%

Survey #9 (March 13 – March 27, 2015):

- Ground piles: 46%
- Bunkers: 54%
- Bags: 17%

Survey #10 (March 27 – April 10, 2015):

- Ground piles: 60%
- Bunkers: 55%
- Bags: 20%

Question #7: Due to a lack of storage, have you closed your truck dumps to farmers?

Survey #1 (November 7 – November 21, 2014): Yes: 21%

Survey #2 (November 21 – December 5, 2014): Yes: 14%

Survey #3 (December 5 – December 19, 2014): Yes: 17%

Survey #4 (January 2 – January 16, 2015): Yes: 4%

Survey #5 (January 16 – January 30, 2015): Yes: 10%

Survey #6 (January 30 – February 13, 2015): Yes: 8%

Survey #7 (February 13 – February 27, 2015): Yes: 14%

Survey #8 (February 27 – March 13, 2015): Yes: 10%

Survey #9 (March 13 – March 27, 2015): Yes: 17%

Survey #10 (March 27 – April 10, 2015): Yes: 10%*

**During this time of the year, some grain handlers cease accepting grain. As a result, the closure of truck dumps may be due to normal operations – starting in mid-February – rather than a lack of storage capacity.*

Question #8: If so, how long have your dumps been closed?

Survey #1 (November 7 – November 21, 2014): 3-20 days

Survey #2 (November 21 – December 5, 2014): 1-12 days

Survey #3 (December 5 – December 19, 2014): 2-15 days

Survey #4 (January 2 – January 16, 2015): 6 days

Survey #5 (January 16 – January 30, 2015): 3 days

Survey #6 (January 30 – February 13, 2015): Responses provided were incomplete

Survey #7 (February 13 – February 27, 2015): Responses provided were incomplete

Survey #8 (February 27 – March 13, 2015): Responses provided were incomplete

Survey #9 (March 13 – March 27, 2015): Responses provided were incomplete

Survey #10 (March 27 – April 10, 2015): 2-3 days

Question #9: Is there more or less pressure on storage capacity since the last survey?

Survey #1 (November 7 – November 21, 2014): Established baseline for future comparison

Survey #2 (November 21 – December 5, 2014):
- Much more: 0%
- More: 11%
- About the same: 37%
- Less: 40%
- Much less: 11%

Survey #3 (December 5 – December 19, 2014):
- Much more: 0%
- More: 3%
- About the same: 38%
- Less: 45%
- Much less: 14%

Survey #4 (January 2 – January 16, 2015):
- Much more: 0%
- More: 4%
- About the same: 35%
- Less: 43%
- Much less: 18%

Survey #5 (January 16 – January 30, 2015):
- Much more: 0%
- More: 10%
- About the same: 43%
- Less: 33%
- Much less: 14%

Survey #6 (January 30 – February 13, 2015):
- Much more: 0%
- More: 8%
- About the same: 42%

- Less: 25%
- Much less: 25%

Survey #7 (February 13 – February 27, 2015):
- Much more: 0%
- More: 7%
- About the same: 39%
- Less: 29%
- Much less: 25%

Survey #8 (February 27 – March 13, 2015):
- Much more: 0%
- More: 5%
- About the same: 55%
- Less: 10%
- Much less: 30%

Survey #9 (March 13 – March 27, 2015):
- Much more: 0%
- More: 13%
- About the same: 58%
- Less: 17%
- Much less: 13%

Survey #10 (March 27 – April 10, 2015):
- Much more: 0%
- More: 5%
- About the same: 27%
- Less: 50%
- Much less: 18%

Question #10: Have you experienced rail service delays and diminishing storage capacity?

Survey #1 (November 7 – November 21, 2014): Yes: 53%; No: 47%

Survey #2 (November 21 – December 5, 2014): Yes: 60%; No: 40%

Survey #3 (December 5 – December 19, 2014): Yes: 41%; No: 59%

Survey #4 (January 2 – January 16, 2015): Yes: 25%; No: 75%

Survey #5 (January 16 – January 30, 2015): Yes: 14%; No: 86%

Survey #6 (January 30 – February 13, 2015): Yes: 17%; No: 83%

Survey #7 (February 13 – February 27, 2015): Yes: 11%; No: 89%

Survey #8 (February 27 – March 13, 2015): Yes: 10%; No: 90%

Survey #9 (March 13 – March 27, 2015): Yes: 21%; No: 79%

Survey #10 (March 27 – April 10, 2015): Yes: 18%; No: 82%

Question #11: If experiencing rail service delays and diminishing storage capacity, estimate the impact on your local basis for each grain handled at your facility.

Survey #1 (November 7 – November 21, 2014):
- Soybeans: Average: Negative 30 cents per bushel; Range: Negative 11-50 cents per bushel
- Corn: Average: Negative 28 cents per bushel; Range: Negative 10-50 cents per bushel
- Wheat: Average: Negative 30 cents per bushel; Range: Negative 0-50 cents per bushel

Survey #2 (November 21 – December 5, 2014):
- Soybeans: Average: Negative 25 cents per bushel; Range: Negative 10-50 cents per bushel
- Corn: Average: Negative 21 cents per bushel; Range: Negative 10-50 cents per bushel
- Wheat: Average: Negative 25 cents per bushel; Range: Negative 9-50 cents per bushel

Survey #3 (December 5 – December 19, 2014):
- Soybeans: Average: Negative 16 cents per bushel; Range: Negative 0-50 cents per bushel
- Corn: Average: Negative 19 cents per bushel; Range: Negative 5-31 cents per bushel
- Wheat: Average: Negative 13 cents per bushel; Range: Negative 1-30 cents per bushel

Survey #4 (January 2 – January 16, 2015):
- Soybeans: Average: Negative 26 cents per bushel; Range: Negative 13-50 cents per bushel
- Corn: Average: Negative 23 cents per bushel; Range: Negative 20-31 cents per bushel
- Wheat: Average: Negative 28 cents per bushel; Range: Negative 14-50 cents per bushel

Survey #5 (January 16 – January 30, 2015):
- Soybeans: Average: Negative 31 cents per bushel
- Corn: Average: Negative 22 cents per bushel; Range: Negative 11-30 cents per bushel
- Wheat: Average: Negative 31 cents per bushel

Survey #6 (January 30 – February 13, 2015):
- Soybeans: Average: Negative 22 cents per bushel; Range: Negative 10-36 cents per bushel
- Corn: Average: Negative 19 cents per bushel; Range: Negative 9-28 cents per bushel
- Wheat: Average: Negative 19 cents per bushel; Range: Negative 11-24 cents per bushel

Survey #7 (February 13 – February 27, 2015):
- Soybeans: Average: Negative 29 cents per bushel; Range: Negative 17-41 cents per bushel
- Corn: Average: Negative 25.5 cents per bushel; Range: Negative 25-26 cents per bushel
- Wheat: Average: Negative 19 cents per bushel; Range: Negative 19-31 cents per bushel

Survey #8 (February 27 – March 13, 2015):
- Soybeans: Average: Negative 25 cents per bushel; Range: Negative 19-31 cents per bushel
- Corn: Average: Negative 28 cents per bushel; Range: Negative 24-31 cents per bushel
- Wheat: Average: Negative 25 cents per bushel; Range: Negative 19-31 cents per bushel

Survey #9 (March 13 – March 27, 2015):

- Soybeans: Range: Negative 10-45 cents per bushel
- Corn: Range: Negative 20-33 cents per bushel
- Wheat: Range: Negative 10-35 cents per bushel

Survey #10 (March 27 – April 10, 2015):
- Soybeans: Average: Negative 18 cents per bushel; Range: Negative 16-20 cents per bushel
- Corn: Average: Negative 16 cents per bushel; Range: Negative 9-20 cents per bushel
- Wheat: Average: Negative 17 cents per bushel; Range: Negative 12-20 cents per bushel

Question #12: What are spot prices on rail freight that you can purchase today?

Survey #1 (November 7 – November 21, 2014): Average: $784 per railcar; Range: $0 – $2,000 per car

Survey #2 (November 21 – December 5, 2014): Average: $203 per railcar; Range: $0 – $1,200

Survey #3 (December 5 – December 19, 2014): Average: $140 per railcar; Range: Negative $300 – $350 per car

Survey #4 (January 2 – January 16, 2015): Average: Negative $500 per railcar; Range: Negative $1,000 – Positive $200 per car

Survey #5 (January 16 – January 30, 2015): Average: Negative $139 per railcar; Range: Negative $500 – Positive $300 per car

Survey #6 (January 30 – February 13, 2015): Average: $25 per railcar; Range: Negative $300 – Positive $200

Survey #7 (February 13 – February 27, 2015): Average: $1 per railcar; Range: Negative $400 – Positive $400

Survey #8 (February 27 – March 13, 2015): Average: Negative $11 per railcar; Range: Negative $300 – Positive $200

Survey #9 (March 13 – March 27, 2015): Average: $109 per railcar; Range: Negative $150 – Positive $300

Survey #10 (March 27 – April 10, 2015): Average: $94 per railcar: Range: Negative $100 – Positive $300