



## Soy Transportation Coalition Analysis “2014 Harvest: Attaching a Garden Hose to a Fire Hydrant”

### Survey Response Update December 22, 2014

#### 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

*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%

##### **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

#### **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. Clarification is being provided to ensure future updates will contain the responses to this 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%

#### **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%

#### **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%

**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

**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%

**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%

**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: 16 cents per bushel; Range: Negative 0-50 cents per bushel
- Corn: Average: 19 cents per bushel; Range: Negative 5-31 cents per bushel
- Wheat: Average: 13 cents per bushel; Range: Negative 1-30 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; Range: \$0 – \$1,200

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