

# 2017 Agricultural Shipper Needs Survey: Upper Mississippi River System



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Your responses to this survey will help us determine the need for transportation investments in your region. This information will be used by Federal and State Transportation agencies to evaluate and support public provision of transportation infrastructure improvements. The survey should take only about 15 minutes.

The public reporting burden for this collection of information, 0710-0018, is estimated to average 15 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or burden reduction suggestions to the Department of Defense, Washington Headquarters Services, at [whs.mc-alex.esd.mbx.dd-dod-information-collections@mail.mil](mailto:whs.mc-alex.esd.mbx.dd-dod-information-collections@mail.mil). Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to any penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.

**RETURN YOUR COMPLETED QUESTIONNAIRE TO:**

**Social & Economic Sciences Research Center  
Washington State University  
PO Box 641801  
Pullman, WA 99164-1801**

**SHIPMENT INFORMATION**

**Choice:** Consider your last shipment from this elevator: { «NAME»  
«ADDRESS1»  
«CITY», «STATE» «ZIP»

**Q1. What is the primary commodity you ship from this elevator?** \_\_\_\_\_ commodity

**Q2. At this location, do you have loading capabilities for...**

	Yes	No
	▼	▼
a. Trucks.....	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>
b. Rail Cars.....	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>
c. Barges.....	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>

**Q2b. If YES to Rail loading capability, what is your rail car loading capacity?**

\_\_\_\_\_ # of cars

**Q2c. If NO to Rail loading capability, how close is the nearest rail loading facility to this elevator?**

\_\_\_\_\_ miles

**Q2d. If NO to Barge loading capability, how close is the nearest barge loading facility to this elevator?**

\_\_\_\_\_ miles

**YOUR LAST FREIGHT SHIPMENT**

**Q3. What commodity was shipped in your last shipment?** \_\_\_\_\_ commodity

**Q4. Where was this commodity shipped to?** \_\_\_\_\_ city \_\_\_\_\_ state

**Q4b. What type of destination is this?**

- <sub>1</sub> River terminal   <sub>2</sub> Another Elevator   <sub>3</sub> Railroad terminal   <sub>4</sub> Processing Plant  
<sub>5</sub> Other (specify): \_\_\_\_\_

**Q5. How large was this shipment (payload weight)?**

\_\_\_\_\_ payload weight, in

- <sub>1</sub> Tons   <sub>2</sub> Hundred Weight (Cwt)\*   <sub>3</sub> Gallons  
<sub>4</sub> Bushels   <sub>5</sub> Shipment   <sub>6</sub> Other (specify): \_\_\_\_\_

\* Cwt used throughout

**Q6. What type of transportation was used for this shipment, approximately what distance did each travel (in miles), and what was the transportation rate?**

Mode (check if used)	Distance Traveled	Transportation Rate	Per Unit type for commodity					
			Tons	Cwt	Gallons	Bushels	Shipment	Other (specify)
<input type="checkbox"/> Truck	_____ miles	\$_____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>
<input type="checkbox"/> Rail	_____ miles	\$_____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>
<input type="checkbox"/> Barge	_____ miles	\$_____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>
_____								
	<b>Total Distance Traveled</b>	<b>Total Cost</b>	<b>Tons</b>	<b>Cwt</b>	<b>Gallons</b>	<b>Bushels</b>	<b>Shipment</b>	<b>Other (specify)</b>
<b>Total Shipment</b>	_____ miles	\$_____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub> _____

**Q7. What do you estimate was the shipment time (include scheduling time, wait for equipment and transit time)?**

\_\_\_\_\_ days + \_\_\_\_\_ hours.

**Q8. How reliable is the service? That is, for shipments like this one, what percent of the time do you expect them to arrive on time?**

\_\_\_\_\_ percent on-time arrivals

**Q9. What price did you receive for your commodity at the destination terminal?**

\_\_\_\_\_ dollars per unit

<sub>1</sub> Tons <sub>2</sub> Cwt <sub>3</sub> Gallons <sub>4</sub> Bushels <sub>5</sub> Shipment <sub>6</sub> Other (specify): \_\_\_\_\_

### SHIPPING ALTERNATIVES

*We want to know what options you could take if the mode and destination you used for your last shipment had not been available and would never be available. For example, if the rail system were shut down, shippers who used rail could use truck instead of rail, or could use barge with truck access to a barge loading facility, or could have sent the shipment to a different destination. We need to know what these alternatives are for you. Nearly everyone has some kind of shipping alternatives. If not, then the only alternative is to shut down and go out of business. Please provide us with information on these alternatives for you.*

**Q10. If the mode and destination you used for your last shipment had not been available and would never be available, what would you do?**

<sub>1</sub> Shut down and go out of business → skip to Q25

<sub>2</sub> Continue your operations but in a different, perhaps costlier way

### FIRST SHIPPING ALTERNATIVE

**Q11. Where would this commodity be shipped to?** \_\_\_\_\_ city \_\_\_\_\_ state

**Q11b. What type of destination is this?**

- <sub>1</sub> River terminal <sub>2</sub> Another Elevator <sub>3</sub> Railroad terminal <sub>4</sub> Processing Plant  
<sub>5</sub> Other (please specify): \_\_\_\_\_

**Q12. What transportation would be used for this shipment, approximately what distance would each travel (in miles) and what would be the transportation rate?**

Mode (check if used)	Distance traveled	Transportation rate	Tons	Per Unit type for commodity					
▼	▼	▼	▼	Cwt	Gallons	Bushels	Shipment	Other (specify)	▼
<input type="checkbox"/> Truck	_____ miles	\$ _____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>	_____
<input type="checkbox"/> Rail	_____ miles	\$ _____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>	_____
<input type="checkbox"/> Barge	_____ miles	\$ _____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>	_____

Estimate of Total Distance Traveled	Estimate of Total Cost	Tons	Per Unit type for commodity						
▼	▼	▼	Cwt	Gallons	Bushels	Shipment	Other (specify)	▼	
Total Shipment	_____ miles	\$ _____ rate	<input type="checkbox"/> <sub>1</sub>	<input type="checkbox"/> <sub>2</sub>	<input type="checkbox"/> <sub>3</sub>	<input type="checkbox"/> <sub>4</sub>	<input type="checkbox"/> <sub>5</sub>	<input type="checkbox"/> <sub>6</sub>	_____

**Q13. What do you estimate would be the shipment time (include scheduling time, wait for equipment and transit time)?**

\_\_\_\_\_ days + \_\_\_\_\_ hours.

**Q14. How reliable would the service be? That is, for shipments like this one, what percent of the time would you expect them to arrive on time?**

\_\_\_\_\_ percent on-time arrivals

**Q15. How large would your shipment be (payload weight)?**

\_\_\_\_\_ payload weight, in

- <sub>1</sub> Tons <sub>2</sub> Cwt <sub>3</sub> Gallons <sub>4</sub> Bushels <sub>5</sub> Other (specify): \_\_\_\_\_

**Q16. What price would you receive for your commodity at the destination terminal?**

\_\_\_\_\_ dollars per unit

- <sub>1</sub> Tons <sub>2</sub> Cwt <sub>3</sub> Gallons <sub>4</sub> Bushels <sub>5</sub> Shipment <sub>6</sub> Other (specify): \_\_\_\_\_

**OTHER SHIPPING ALTERNATIVES**

Please complete the table below for your other shipping alternatives. If you have no other alternatives, skip to Q24

	Second Alternative	Third Alternative																														
<b>Q17. Where would it be shipped to?</b>	_____ city _____ state	_____ city _____ state																														
<b>Q18. What type of destination is this?</b>	<input type="checkbox"/> <sub>1</sub> River terminal <input type="checkbox"/> <sub>2</sub> Another Elevator <input type="checkbox"/> <sub>3</sub> Rail terminal <input type="checkbox"/> <sub>4</sub> Processing Plant <input type="checkbox"/> <sub>5</sub> Other (specify): _____	<input type="checkbox"/> <sub>1</sub> River terminal <input type="checkbox"/> <sub>2</sub> Another Elevator <input type="checkbox"/> <sub>3</sub> Rail terminal <input type="checkbox"/> <sub>4</sub> Processing Plant <input type="checkbox"/> <sub>5</sub> Other (specify): _____																														
<b>Q19a. What type of transportation modes would be used for this shipment?</b>	<table border="0"> <tr> <td>Mode (Check if used)</td> <td>Distance traveled</td> <td>Transportation rate</td> </tr> <tr> <td>▼</td> <td>▼</td> <td>▼</td> </tr> <tr> <td><input type="checkbox"/> Truck</td> <td>_____ miles</td> <td>_____ rate</td> </tr> <tr> <td><input type="checkbox"/> Rail</td> <td>_____ miles</td> <td>_____ rate</td> </tr> <tr> <td><input type="checkbox"/> Barge</td> <td>_____ miles</td> <td>_____ rate</td> </tr> </table> <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Shipment <input type="checkbox"/> <sub>6</sub> Other (specify): _____	Mode (Check if used)	Distance traveled	Transportation rate	▼	▼	▼	<input type="checkbox"/> Truck	_____ miles	_____ rate	<input type="checkbox"/> Rail	_____ miles	_____ rate	<input type="checkbox"/> Barge	_____ miles	_____ rate	<table border="0"> <tr> <td>Mode (Check if used)</td> <td>Distance traveled</td> <td>Transportation rate</td> </tr> <tr> <td>▼</td> <td>▼</td> <td>▼</td> </tr> <tr> <td><input type="checkbox"/> Truck</td> <td>_____ miles</td> <td>_____ rate</td> </tr> <tr> <td><input type="checkbox"/> Rail</td> <td>_____ miles</td> <td>_____ rate</td> </tr> <tr> <td><input type="checkbox"/> Barge</td> <td>_____ miles</td> <td>_____ rate</td> </tr> </table> <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Shipment <input type="checkbox"/> <sub>6</sub> Other (specify): _____	Mode (Check if used)	Distance traveled	Transportation rate	▼	▼	▼	<input type="checkbox"/> Truck	_____ miles	_____ rate	<input type="checkbox"/> Rail	_____ miles	_____ rate	<input type="checkbox"/> Barge	_____ miles	_____ rate
Mode (Check if used)	Distance traveled	Transportation rate																														
▼	▼	▼																														
<input type="checkbox"/> Truck	_____ miles	_____ rate																														
<input type="checkbox"/> Rail	_____ miles	_____ rate																														
<input type="checkbox"/> Barge	_____ miles	_____ rate																														
Mode (Check if used)	Distance traveled	Transportation rate																														
▼	▼	▼																														
<input type="checkbox"/> Truck	_____ miles	_____ rate																														
<input type="checkbox"/> Rail	_____ miles	_____ rate																														
<input type="checkbox"/> Barge	_____ miles	_____ rate																														
<b>Q19b. What is the total distance and total cost for this shipment?</b>	<table border="0"> <tr> <td></td> <td align="center"><b>Total Distance</b></td> <td align="center"><b>Total Cost</b></td> </tr> <tr> <td>Total Shipment</td> <td>_____ Miles</td> <td>\$ _____ rate</td> </tr> </table> <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Shipment <input type="checkbox"/> <sub>6</sub> Other (specify): _____		<b>Total Distance</b>	<b>Total Cost</b>	Total Shipment	_____ Miles	\$ _____ rate	<table border="0"> <tr> <td></td> <td align="center"><b>Total Distance</b></td> <td align="center"><b>Total Cost</b></td> </tr> <tr> <td>Total Shipment</td> <td>_____ Miles</td> <td>\$ _____</td> </tr> </table> <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Shipment <input type="checkbox"/> <sub>6</sub> Other (specify): _____		<b>Total Distance</b>	<b>Total Cost</b>	Total Shipment	_____ Miles	\$ _____																		
	<b>Total Distance</b>	<b>Total Cost</b>																														
Total Shipment	_____ Miles	\$ _____ rate																														
	<b>Total Distance</b>	<b>Total Cost</b>																														
Total Shipment	_____ Miles	\$ _____																														
<b>Q20. What do you estimate would be the shipment time?</b>	_____ days + _____ hours	_____ days + _____ hours																														
<b>Q21. How reliable would the service be?</b>	_____ % on-time arrivals	_____ % on-time arrivals																														
<b>Q22. How large would the shipment be?</b>	_____ payload weight <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Other (specify): _____ _____	_____ payload weight <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Other (specify): _____ _____																														
<b>Q23. What estimated price would you receive for your commodity at the destination terminal?</b>	_____ dollars <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Shipment <input type="checkbox"/> <sub>6</sub> Other (specify): _____	_____ dollars <input type="checkbox"/> <sub>1</sub> Tons <input type="checkbox"/> <sub>2</sub> Cwt <input type="checkbox"/> <sub>3</sub> Gallons <input type="checkbox"/> <sub>4</sub> Bushels <input type="checkbox"/> <sub>5</sub> Shipment <input type="checkbox"/> <sub>6</sub> Other (specify): _____																														

**BEST ALTERNATIVE CHOICE**

**Q24. Of the alternative shipments, if any, what is your “preferred alternative”? That is, if you could not make the shipment you made what shipment would you have made?**

- <sub>1</sub> First Alternative
- <sub>2</sub> Second Alternative
- <sub>3</sub> Third Alternative
- <sub>4</sub> Other Alternative (specify): \_\_\_\_\_

### TRANSPORTATION RATES

In each of the next three questions relating to rate and service changes, please regard the changes as **permanent** changes. Also, if you marked you have no alternatives in Q10, page 3, please consider “out-of-business” as your alternative.

**Q25. For your last shipment, if the transportation rate increased «Percent change1»%, would you continue with the original mode and destination or switch to your best alternative choice?**

- <sub>1</sub> Continue to use Original mode
- <sub>2</sub> Switch to Best Alternative Choice → Skip to Q26
- <sub>3</sub> Go out-of-business → Skip to Q26

**Q25b. If you would continue to use your Original mode, what percentage increase in the transportation rate would be necessary to cause you to switch to the Alternative transportation mode?**

\_\_\_\_\_ % increase

### TRANSIT TIME

**Q26. For your last shipment, if the transit time (including scheduling and wait for equipment) for the original option increased «Percent change2»%, would you continue with the original mode and destination or switch to the alternative at this location?**

- <sub>1</sub> Continue to use Original mode
- <sub>2</sub> Switch to Best Alternative Choice → Skip to Q27
- <sub>3</sub> Go out-of-business → Skip to Q27

**Q26b. If you would continue to use your Original mode, what percentage increase in the transit time would be necessary to cause you to switch to the Alternative transportation mode?**

\_\_\_\_\_ % increase

### RELIABILITY

**Q27. For your last shipment, if the reliability (percentage of time shipments arrived on-time) of the original option decreased «Percent change3»%, would you continue with the original mode and destination or switch to the alternative at this location?**

- <sub>1</sub> Continue to use Original mode
- <sub>2</sub> Switch to Best Alternative Choice → Skip to Q28
- <sub>3</sub> Go out-of-business → Skip to Q28

**Q27b. If continue to use Original mode, what percentage decrease in the reliability would be necessary to cause you to switch to the Alternative transportation mode?**

\_\_\_\_\_ % decrease

## VOLUME

**Q28. If the average transportation rate you pay increased by «Percent change4»%, would your annual volume shipped decrease (assume the rate increase applies to BOTH you and to your competitors)?**

<sub>1</sub> Yes

<sub>2</sub> No → Skip to Q29

**Q28b. If yes, by how much would the volume decrease (assuming the rate increase applies to both you and to your competitors)?**

\_\_\_\_\_ volume decrease

**Q29. If the average transportation rate you pay increased by «Percent change5»%, would your annual volume decrease (assume that the rate increase applies ONLY to your firm and NOT to your competitors)?**

<sub>1</sub> Yes

<sub>2</sub> No → Skip to Q30

**Q29b. If yes, by how much would the volume decrease (assuming that the rate increase applies ONLY to your firm and NOT to your competitors)?**

\_\_\_\_\_ volume decrease

**Q30. If the average time in transit increased by «Percent change6»%, would your annual volume decrease?**

<sub>1</sub> Yes

<sub>2</sub> No → skip to Q31

**Q30b. If yes, by how much would the volume decrease?**

\_\_\_\_\_ volume decrease

**Q31. If the average time that shipments arrive on-time decreased by «Percent change7»%, would your annual volume decrease?**

<sub>1</sub> Yes

<sub>2</sub> No → skip to Q32

**Q31b. If yes, by how much would the volume decrease?**

\_\_\_\_\_ volume decrease

## SHIPPER CHARACTERISTICS

**Q32. How long has this elevator been at its current location?**

\_\_\_\_\_ years

**Q33. How large is your elevator?**

\_\_\_\_\_ **Total Amount of Annual Units Shipped**

*please check the type of unit for this elevator*

<sub>1</sub> Tons <sub>2</sub> Cwt <sub>3</sub> Gallons <sub>4</sub> Bushels <sub>5</sub> Other (specify): \_\_\_\_\_

\_\_\_\_\_ **Total Amount of Storage Capacity**

<sub>1</sub> Tons <sub>2</sub> Cwt <sub>3</sub> Gallons <sub>4</sub> Bushels <sub>5</sub> Other (specify): \_\_\_\_\_

**Q34. Does your firm (or parent firm) own export or import facilities?**

<sub>1</sub> Yes

<sub>2</sub> No

**Q35. How many facilities such as this one does your firm own and/or operate?**

\_\_\_\_\_ number of elevators.

**Q36. Thank you for your help with this study. We would welcome any additional comments you would like to provide about shipping.**

**Please return your completed questionnaire to:**

**Social & Economic Sciences Research Center  
Washington State University  
PO Box 641801  
Pullman, WA 99164-1801**

(Form: ELVA-17 20170718)

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