



Grain Transportation Report

A weekly publication of the Agricultural Marketing Service www.ams.usda.gov/GTR

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WEEKLY HIGHLIGHTS

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The next release is March 19, 2020

DOT Announces Funding for the America's Marine Highway Program

DOT's Maritime Administration announced the availability of \$9.5 million in grant funding for the America's Marine Highway Program (AMHP). AMHP aims to provide new and efficient transportation options, increase the productivity of the surface transportation system, and reduce landside congestion by supporting greater use of the Nation's navigable waterways. In addition, AMHP collaborates with public and private organizations to create and sustain American jobs in U.S. ports, vessels, and shipyards. Projects eligible for grants are those that have been previously designated Marine Highway Projects by the Secretary of Transportation. The deadline to submit application for AHMP is 5:00 p.m. EST on April 10, 2020.

Flood Conditions Continue To Disrupt Barge Navigation on Lower Mississippi

Consistent flood conditions on the Lower Mississippi River are causing disruptions from Cairo, IL, to the Gulf of Mexico. As a result, tow size has been reduced by 5-10 barges and productivity has been reduced by 14-24 percent. According to the American Commercial Barge Line, flood conditions are based on the river stage at Baton Rouge that crested above 40 feet and is currently slowly falling. As of March 11, the U.S. Department of Commerce's National Oceanic and Atmospheric Administration forecasted Baton Rouge to remain above the 35-foot flood stage until late March.

Diesel Prices Continue To Fall; Crude Oil Prices Approach Record for Daily Decline

For the week ending March 9, the U.S. average **diesel fuel price** decreased 3.7 cents from the previous week to \$2.814 per gallon, 26.5 cents below the same week last year. Diesel prices have fallen 26.5 cents over the past 9 weeks. The U.S. Department of Energy's Energy Information Administration (EIA) reported in its latest **Short-Term Energy Outlook** that, on March 9, crude oil prices fell 24 percent, below \$35 per barrel—the second largest daily decline on record. This decline followed a March 6 meeting of the Organization of the Petroleum Exporting Countries (OPEC) and its partner countries, "...which ended without an agreement on production levels amid market expectations for declining global oil demand growth in the coming months." EIA's latest forecast for average 2020 diesel fuel prices is \$2.54 per gallon, reflecting an assumption of lower global oil demand.

Snapshots by Sector

Export Sales

For the week ending February 27, **unshipped balances** of wheat, corn, and soybeans totaled 21.6 million metric tons (mmt). This represented a 35-percent decrease in outstanding sales, compared to the same time last year. Net **corn export sales** reached 0.769 mmt, down 11 percent from the past week. Net **soybean export sales** were 0.345 mmt, up 2 percent from the previous week. Net weekly **wheat export sales** reached 0.542 mmt, up 42 percent from the previous week.

Rail

U.S. Class I railroads originated 20,611 **grain carloads** during the week ending February 29. This is a 9-percent increase from the previous week, 1 percent more than last year, and 9 percent lower than the 3-year average.

Average March shuttle **secondary railcar** bids/offers (per car) were \$38 above tariff for the week ending March 5. This is \$198 more than last week and \$1,758 lower than this week last year. There were no non-shuttle bids/offers this week.

Barge

For the week ending March 7, **barge grain movements** totaled 531,957. This was a 30-percent increase from the previous week and 47 percent more than the same period last year.

For the week ending March 7, 331 grain barges **moved down river**—68 more barges than the previous week. There were 526 grain barges **unloaded in New Orleans**, 10 percent more than the previous week.

Ocean

For the week ending March 5, 29 **oceangoing grain vessels** were loaded in the Gulf—unchanged from the same period last year. Within the next 10 days (starting March 6), 41 vessels were expected to be loaded—29.3 percent fewer than the same period last year.

As of March 5, the rate for shipping a metric ton (mt) of grain from the U.S. Gulf to Japan was \$43.75. This was 1 percent more than the previous week. The rate from the Pacific Northwest to Japan was \$23.75 per mt, 1 percent more than the previous week.

Feature Article/Calendar

Fourth-Quarter 2019 Corn and Soybean Transportation Costs Mostly Down

Total transportation costs for shipping corn and soybeans from Minneapolis, MN, to Japan via the U.S. Gulf (the Gulf route) decreased from third quarter 2019 to fourth quarter 2019 (quarter to quarter) and from fourth quarter 2018 to fourth quarter 2019 (year to year). Likewise, quarter-to-quarter and year-to-year transportation costs were down slightly for corn, but unchanged for soybeans when shipping from Minneapolis, MN, to Japan via the Pacific Northwest (the PNW route). Although quarter-to-quarter trucking rates rose, quarter-to-quarter barge and ocean freight rates decreased. Quarter-to-quarter ocean rates declined as demand for iron ore and coal decreased, resulting in lower demand for oceangoing vessels (see January 16, 2020 Grain Transportation Report (GTR)). Although rail rates for moving corn to PNW did not change from quarter to quarter or year to year, rail rates for transporting soybeans to PNW increased for both periods.

Total landed costs for shipping corn through the U.S. Gulf and PNW routes were down quarter to quarter but up year to year. On the other hand, landed costs for shipping soybeans through the PNW route were up quarter to quarter and year to year (tables 1 and 2). Farm values for corn decreased quarter to quarter, but increased year to year. However, soybean farm values were up quarter to quarter and year to year. Total landed costs for both corn and soybeans have remained mostly steady since 2015 (see figure).

U.S. Gulf costs. Quarter-to-quarter transportation costs for shipping corn and soybeans via the Gulf route decreased 6 percent from quarter to quarter (see table 1). Also, quarter to quarter, barge rates dropped 15 percent, and U.S. Gulf ocean freight rates decreased 4 percent. Trucking rates, however, increased 9 percent. With lower year-to-year trucking (-5 percent) and barge rates (-16 percent), year-to-year total transportation costs for shipping corn and soybeans via the Gulf route decreased 7 percent.

Table 1: Cost of shipping corn and soybeans from Minneapolis to Japan through the U.S. Gulf

			Corn					Soybeans		
		\$/metric ton			Percent change			\$/metric ton		
	4th qtr. '18	3rd qtr. '19	4th qtr. '19	Yr. to yr.	Qtr. to qtr.	4th qtr. '18	3rd qtr. '19	4th qtr. '19	Yr. to yr.	Qtr. to qtr.
Truck	12.10	10.54	11.46	-5.29	8.73	12.10	10.54	11.46	-5.29	8.73
Barge	31.69	31.36	26.54	-16.25	-15.37	31.69	31.36	26.54	-16.25	-15.37
Ocean	48.46	50.05	48.25	-0.43	-3.60	48.46	50.05	48.25	-0.43	-3.60
Total transportation cost	92.25	91.95	86.25	-6.50	-6.20	92.25	91.95	86.25	-6.50	-6.20
Farm value 1	129.65	146.45	139.36	7.49	-4.84	312.08	303.87	320.28	2.63	5.40
Total landed cost	221.90	238.4	225.61	1.67	-5.36	404.33	395.82	406.53	0.54	2.71
Transportation % landed cost	41.57	38.57	38.23			22.82	23.23	21.22		

Table 2: Cost of shipping corn and soybeans from Minneapolis to Japan through the Pacific Northwest

			Corn					Soybeans		
		\$/metric ton			t change		\$/metric ton		Percent change	
	4th qtr. '18	3rd qtr. '19	4th qtr. '19	Yr. to yr.	Qtr. to qtr.	4th qtr. '18	3rd qtr. '19	4th qtr. '19	Yr. to yr.	Qtr. to qtr.
Truck	12.10	10.54	11.46	-5.29	8.73	12.10	10.54	11.46	-5.29	8.73
Rail ²	51.44	51.44	51.44	0.00	0.00	57.60	57.60	58.59	1.72	1.72
Ocean	26.69	27.90	26.28	-1.54	-5.81	26.69	27.90	26.28	-1.54	-5.81
Total transportation cost	90.23	89.88	89.18	-1.16	-0.78	96.39	96.04	96.33	-0.06	0.30
Farm value 1	129.65	146.45	139.36	7.49	-4.84	312.08	303.87	320.28	2.63	5.40
Total landed cost	219.88	236.33	228.54	3.94	-3.30	408.47	399.91	416.61	1.99	4.18
Transportation % landed cost	41.04	38.03	39.02			23.60	24.02	23.12		

¹ USDA, National Agricultural Statistics Service is the source for corn and soybean prices.

Note: qtr. = quarter; yr. = year

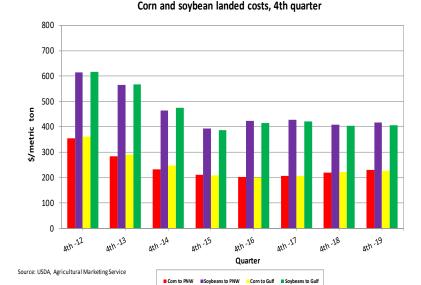
Source: USDA, Agricultural Marketing Service.

Fourth-quarter total landed costs for shipping via the Gulf route were \$226 per metric ton (mt) for corn and \$407 per mt for soybeans (see table 1). Quarter to quarter, landed costs for shipping via the Gulf route decreased 5 percent for corn and increased 3 percent for soybeans. The decrease for corn was primarily in response to lower farm values. Year-to-year total landed costs for shipping via the Gulf route increased 2 percent for corn and 1 percent for soybeans. Fourth-quarter transportation costs for shipping corn via the Gulf route represented 38 percent of the total landed cost, which was down both quarter to quarter and year to year. Fourth-quarter transportation costs for shipping soybeans via the Gulf route accounted for 21 percent of the landed cost, which was also down both quarter to quarter and year to year.

² Rail tariffs include fuel surcharges and revisions for heavy axle rail cars and shuttle trains. The rail tariff rate is a base price of rail freight rates, but during periods of high rail demand or car shortages, high auction and secondary market rates could exceed the base rail tariffs per car.

Pacific Northwest costs. Total transportation costs for shipping via the PNW route decreased 1 percent for corn, both quarter to quarter and year to year. Soybean transportation costs were unchanged, both quarter to quarter and year to year (see table 2). Quarter-to-quarter rail rates for shipping to PNW were unchanged for corn but up 2 percent for soybeans.

Quarter-to-quarter total landed costs for shipping corn via the PNW route decreased 3 percent primarily responding to lower ocean freight rates and farm values. Quarter-to-quarter landed costs for shipping soybeans via the PNW route increased 4 percent, primarily responding to higher farm values and trucking rates. Total fourth-quarter



landed costs for the PNW route were \$229 per mt for corn and \$417 per mt for soybeans. Year-to-year total landed costs for the PNW route increased 4 percent for corn and 2 percent for soybeans, both responding to higher farm values. Total transportation costs for shipping corn via the PNW route represented 39 percent of the total landed cost for corn, which was up quarter to quarter but down year to year. Total transportation costs for shipping soybeans via the PNW route represented 23 percent of the total landed costs, which was down both quarter to quarter and year to year.

Fourth quarter corn and soybean inspections and annual forecasts. According to USDA's Federal Grain Inspection Service, year-to-year fourth-quarter export inspections of corn dropped 52 percent (see January 9, 2020 *GTR*). Year-to-year inspections of corn destined to Japan dropped 61 percent, to 1.22 mmt. Likewise, year-to-year inspections of corn to all of Asia and to South America declined. Year-to-year soybean inspections destined to Japan decreased 18 percent, to .535 mmt.

According to USDA's March <u>World Agricultural Supply and Demand Estimates</u> report, the forecast for 2019/20 corn exports is unchanged from February and down 16 percent from the 2018/19 marketing year. The drop in the year-to-year forecast corn exports is mainly because of increasing export competition from Ukraine and South America. The forecast for 2019/20 soybean exports is unchanged from February and up 4 percent from 2018/19. <u>Johnny.Hill@usda.gov</u>

Grain Transportation Indicators

Table 1 **Grain transport cost indicators** ¹

Gram transport co	ost marcators	<u>, </u>				
	Truck	Ra	nil	Barge		ean
For the week ending		Unit train	Shuttle		Gulf	Pacific
03/11/20	189	n/a	227	153	196	168
03/04/20	191	n/a	218	160	195	167

¹Indicator: Base year 2000 = 100. Weekly updates include truck = diesel (\$/gallon); rail = near-month secondary rail market bid and monthly tariff rate with fuel surcharge (\$/car); barge = Illinois River barge rate (index = percent of tariff rate); ocean = routes to Japan (\$/metric ton); n/a = not available.

Source: USDA, Agricultural Marketing Service.

Table 2
Market Update: U.S. origins to export position price spreads (\$/bushel)

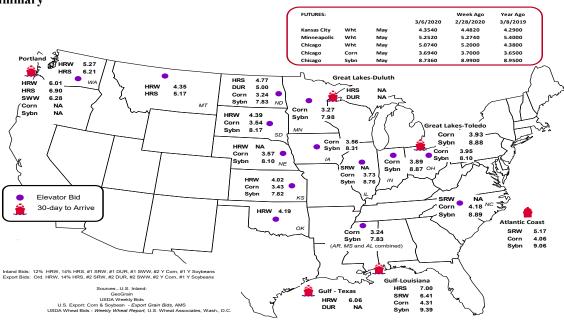
Commodity	Origin-destination	3/6/2020	2/28/2020
Corn	IL-Gulf	-0.58	-0.53
Corn	NE-Gulf	-0.74	-0.71
Soybean	IA-Gulf	-1.08	-1.08
HRW	KS-Gulf	-2.04	-2.16
HRS	ND-Portland	-2.13	-2.29

Note: nq = no quote; n/a = not available; HRW = hard red winter wheat; HRS = hard red spring wheat.

Source: USDA, Agricultural Marketing Service.

The **grain bid summary** illustrates the market relationships for commodities. Positive and negative adjustments in differential between terminal and futures markets, and the relationship to inland market points, are indicators of changes in fundamental market supply and demand. The map may be used to monitor market and time differentials.

Figure 1 Grain bid summary



Rail Transportation

Table 3

Rail deliveries to port (carloads)¹

For the week ending	Mississippi Gulf	Texas Gulf	Pacific Northwest	Atlantic & East Gulf	Total	Week ending	Cross-border Mexico ³
3/04/2020 ^p	106	567	4,560	273	5,506	2/29/2020	2,199
2/26/2020 ^r	111	554	3,979	186	4,830	2/22/2020	2,606
2020 YTD ^r	3,965	5,926	41,579	1,904	53,374	2020 YTD	20,600
2019 YTD ^r	6,550	11,129	51,797	3,885	73,361	2019 YTD	21,381
2020 YTD as % of 2019 YTD	61	53	80	49	73	% change YTD	96
Last 4 weeks as % of 2019 ²	21	37	95	81	74	Last 4wks. % 2019	126
Last 4 weeks as % of 4-year avg. ²	29	33	79	51	65	Last 4wks. % 4 yr.	130
Total 2019	40,974	51,167	251,181	16,192	359,514	Total 2019	127,622
Total 2018	22,118	46,532	310,449	21,432	400,531	Total 2018	129,674

¹Data is incomplete as it is voluntarily provided.

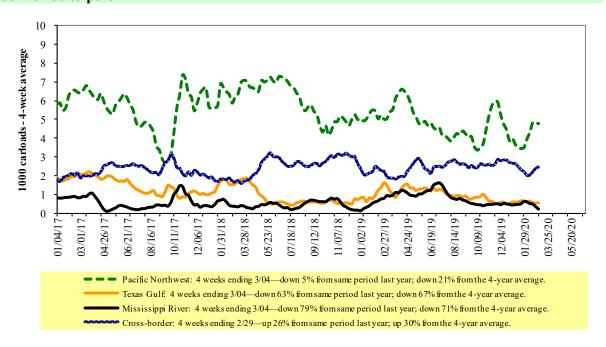
YTD = year-to-date; p = preliminary data; r = revised data; n/a = not available; wks. = weeks; avg. = average.

Source: USDA, Agricultural Marketing Service.

Railroads originate approximately 24 percent of U.S. grain shipments. Trends in these loadings are indicative of market conditions and expectations.

Figure 2

Rail deliveries to port



Source: USDA, Agricultural Marketing Service.

² Compared with same 4-weeks in 2019 and prior 4-year average.

³ Cross-border weekly data is approximately 15 percent below the Association of American Railroads' reported weekly carloads received by Mexican railroads. to reflect switching between Kansas City Southern de Mexico (KCSM) and Grupo Mexico.

Table 4

Class I rail carrier grain car bulletin (grain carloads originated)

For the week ending:	E	ast		West		U.S. total	Ca	nada
2/29/2020	CSXT	NS	BNSF	KCS	UP	U.S. total	CN	CP
This week	1,499	2,064	11,801	1,110	4,137	20,611	3,053	3,486
This week last year	1,607	2,602	10,499	1,076	4,536	20,320	4,137	4,494
2020 YTD	15,539	19,919	92,827	9,530	39,091	176,906	29,389	32,429
2019 YTD	17,325	23,936	98,245	9,693	45,963	195,162	35,352	35,630
2020 YTD as % of 2019 YTD	90	83	94	98	85	91	83	91
Last 4 weeks as % of 2019*	85	79	104	93	85	94	73	95
Last 4 weeks as % of 3-yr. avg.**	93	82	100	104	78	92	80	90
Total 2019	91,611	137,277	568,369	58,527	260,269	1,116,053	212,586	235,892

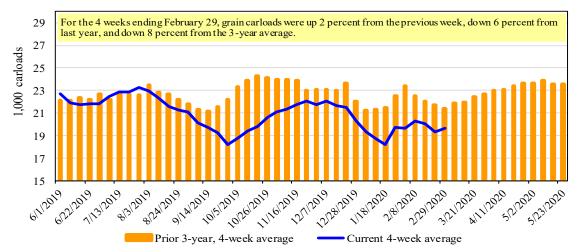
^{*}The past 4 weeks of this year as a percent of the same 4 weeks last year.

Note: NS = Norfolk Southern; KCS = Kansas City Southern; UP = Union Pacific; CN = Canadian National; CP = Canadian Pacific.

Source: Association of American Railroads.

Figure 3

Total weekly U.S. Class I railroad grain carloads



Source: Association of American Railroads.

Table 5
Railcar auction offerings 1 (\$/car)²

Fo	or the week ending:		<u>Delivery period</u>						
	3/5/2020	Mar-20	Mar-19	Apr-20	Apr-19	May-20	May-19	Jun-20	Jun-19
BNSF ³	COTgrain units	0	no offer	no bid	no offer	no bid	0	0	0
	COTgrain single-car	0	no offer	0	no offer	0	116	0	6
UP ⁴	GCAS/Region 1	no offer	no offer	no offer	no offer	no offer	no bid	n/a	n/a
	GCAS/Region 2	no offer	no offer	no bid	301	no bid	10	n/a	n/a

Auction offerings are for single-car and unit train shipments only.

Region 1 includes: AR, IL, LA, MO, NM, OK, TX, WI, and Duluth, MN.

Region 2 includes: CO, IA, KS, MN, NE, WY, and Kansas City and St. Joseph, MO.

Source: USDA, Agricultural Marketing Service.

^{**}The past 4 weeks as a percent of the same period from the prior 3-year average. YTD = year-to-date; avg. = average; yr. = year.

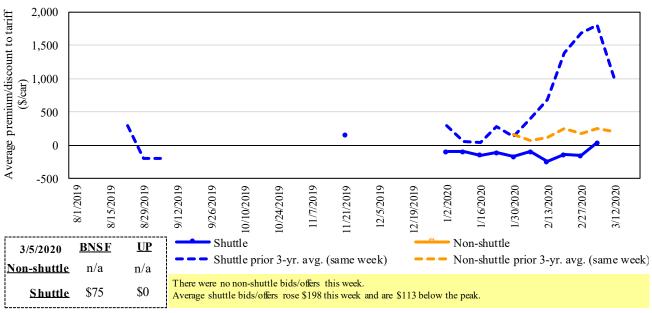
 $^{^{2}}$ Average premium/discount to tariff, last auction. n/a = not available.

³BNSF - COT = BNSF Railway Certificate of Transportation; north grain and south grain bids were combined effective the week ending 6/24/06.

⁴UP - GCAS = Union Pacific Railroad Grain Car Allocation System.

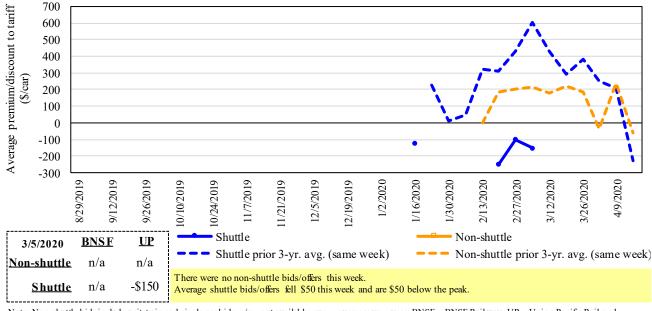
The **secondary rail market** information reflects trade values for service that was originally purchased from the railroad carrier as some form of guaranteed freight. The **auction and secondary rail** values are indicators of rail service quality and demand/ supply.

Figure 4
Bids/offers for railcars to be delivered in March 2020, secondary market



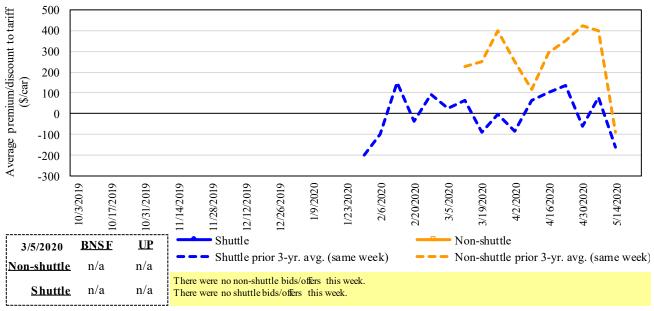
Note: Non-shuttle bids include unit-train and single-car bids. n/a = not available; avg. = average; yr. = year; BNSF = BNSF Railway; UP = Union Pacific Railroad. Source: USDA, Agricultural Marketing Service.

Figure 5
Bids/offers for railcars to be delivered in April 2020, secondary market



Note: Non-shuttle bids include unit-train and single-car bids. n/a = not available; avg. = average; yr. = year; BNSF = BNSF Railway; UP = Union Pacific Railroad. Source: USDA, Agricultural Marketing Service.

Figure 6
Bids/offers for railcars to be delivered in May 2020, secondary market



Note: Non-shuttle bids include unit-train and single-car bids. n/a = not available; avg. = average; yr. = year; BNSF = BNSF Rail way; UP = Union Pacific Railroad. Source: USDA, Agricultural Marketing Service.

Table 6

Weekly secondary railcar market (\$/car)¹

	For the week ending:			Del	ivery period		
	3/5/2020	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20
	BNSF-GF	n/a	n/a	n/a	n/a	n/a	n/a
e	Change from last week	n/a	n/a	n/a	n/a	n/a	n/a
hutt	Change from same week 2019	n/a	n/a	n/a	n/a	n/a	n/a
Non-shuttle	UP-Pool	n/a	n/a	n/a	n/a	n/a	n/a
Ž	Change from last week	n/a	n/a	n/a	n/a	n/a	n/a
	Change from same week 2019	n/a	n/a	n/a	n/a	n/a	n/a
	BNSF-GF	75	n/a	n/a	n/a	n/a	n/a
	Change from last week	246	n/a	n/a	n/a	n/a	n/a
ttle	Change from same week 2019	(2600)	n/a	n/a	n/a	n/a	n/a
Shuttle	UP-Pool	0	(150)	n/a	n/a	n/a	n/a
	Change from last week	150	(50)	n/a	n/a	n/a	n/a
	Change from same week 2019	(917)	(500)	n/a	n/a	n/a	n/a

¹Average premium/discount to tariff, \$/car-last week.

Note: Bids listed are market indicators only and are not guaranteed prices. n/a = not available; GF = guaranteed freight; Pool = guaranteed pool; BNSF = BNSF Railway; UP = Union P acific Railro ad.

Data from James B. Joiner Co., Tradewest Brokerage Co.

Source: USDA, Agricultural Marketing Service.

The **tariff rail rate** is the base price of freight rail service. Together with **fuel surcharges** and any **auction and secondary rail** values, the tariff rail rate constitutes the full cost of shipping by rail. Typically, auction and secondary rail values are a small fraction of the full cost of shipping by rail relative to the tariff rate. However, during times of high rail demand or short supply, high auction and secondary rail values can exceed the cost of the tariff rate plus fuel surcharge.

Table 7

Tariff rail rates for unit and shuttle train shipments 1

				Fuel			Percent
			Tariff	surcharge_	Tariff plus surc		change
March 2020	Origin region ³	Destination region ³	rate/car	per car	metric ton	bushel ²	Y/Y ⁴
<u>Unit train</u>							
Wheat	Wichita, KS	St. Louis, MO	\$3,983	\$86	\$40.41	\$1.10	0
	Grand Forks, ND	Duluth-Superior, MN	\$4,333	\$0	\$43.03	\$1.17	2
	Wichita, KS	Los Angeles, CA	\$7,240	\$0	\$71.90	\$1.96	1
	Wichita, KS	New Orleans, LA	\$4,525	\$151	\$46.44	\$1.26	-1
	Sioux Falls, SD	Galveston-Houston, TX	\$6,976	\$0	\$69.28	\$1.89	1
	Colby, KS	Galveston-Houston, TX	\$4,801	\$166	\$49.32	\$1.34	0
	Amarillo, TX	Los Angeles, CA	\$5,121	\$231	\$53.14	\$1.45	0
Corn	Champaign-Urbana, IL	New Orleans, LA	\$3,900	\$171	\$40.43	\$1.03	-3
	Toledo, OH	Raleigh, NC	\$6,816	\$0	\$67.69	\$1.72	4
	Des Moines, IA	Davenport, IA	\$2,415	\$36	\$24.34	\$0.62	7
	Indianapolis, IN	Atlanta, GA	\$5,818	\$0	\$57.78	\$1.47	3
	Indianapolis, IN	Knoxville, TN	\$4,874	\$0	\$48.40	\$1.23	4
	Des Moines, IA	Little Rock, AR	\$3,800	\$106	\$38.79	\$0.99	-2
	Des Moines, IA	Los Angeles, CA	\$5,680	\$310	\$59.48	\$1.51	-1
Soybeans	Minneapolis, MN	New Orleans, LA	\$3,631	\$186	\$37.91	\$1.03	-11
	Toledo, OH	Huntsville, AL	\$5,630	\$0	\$55.91	\$1.52	3
	Indianapolis, IN	Raleigh, NC	\$6,932	\$0	\$68.84	\$1.87	3
	Indianapolis, IN	Huntsville, AL	\$5,107	\$0	\$50.71	\$1.38	3
	Champaign-Urbana, IL	New Orleans, LA	\$4,645	\$171	\$47.83	\$1.30	-2
Shuttle train							
Wheat	Great Falls, MT	Portland, OR	\$4,143	\$0	\$41.14	\$1.12	2
	Wichita, KS	Galveston-Houston, TX	\$4,361	\$0	\$43.31	\$1.18	2
	Chicago, IL	Albany, NY	\$7,074	\$0	\$70.25	\$1.91	20
	Grand Forks, ND	Portland, OR	\$5,801	\$0	\$57.61	\$1.57	1
	Grand Forks, ND	Galveston-Houston, TX	\$6,121	\$0	\$60.78	\$1.65	1
	Colby, KS	Portland, OR	\$6,012	\$272	\$62.40	\$1.70	1
Corn	Minneapolis, MN	Portland, OR	\$5,180	\$0	\$51.44	\$1.31	0
	Sioux Falls, SD	Tacoma, WA	\$5,140	\$0	\$51.04	\$1.30	0
	Champaign-Urbana, IL	New Orleans, LA	\$3,820	\$171	\$39.63	\$1.01	0
	Lincoln, NE	Galveston-Houston, TX	\$3,880	\$0	\$38.53	\$0.98	0
	Des Moines, IA	Amarillo, TX	\$4,220	\$134	\$43.24	\$1.10	4
	Minneapolis, MN	Tacoma, WA	\$5,180	\$0	\$51.44	\$1.31	0
	Council Bluffs, IA	Stockton, CA	\$5,000	\$0	\$49.65	\$1.26	0
Soybeans	Sioux Falls, SD	Tacoma, WA	\$5,850	\$0	\$58.09	\$1.58	2
-	Minneapolis, MN	Portland, OR	\$5,900	\$0	\$58.59	\$1.59	2
	Fargo, ND	Tacoma, WA	\$5,750	\$0	\$57.10	\$1.55	2
	Council Bluffs, IA	New Orleans, LA	\$4,875	\$197	\$50.37	\$1.37	2
	Toledo, OH	Huntsville, AL	\$4,805	\$0	\$47.72	\$1.30	4
	Grand Island, NE	Portland, OR	\$5,860	\$278	\$60.96	\$1.66	2

¹A unit train refers to shipments of at least 25 cars. Shuttle train rates are generally available for qualified shipments of

Source: BNSF Railway, Canadian National Railway, CSX Transportation, and Union Pacific Railroad.

⁷⁵⁻¹²⁰ cars that meet railroad efficiency requirements.

²Approximate load per car = 111 short tons (100.7 metric tons): corn 56 pounds per bushel (lbs/bu), wheat and soybeans 60 lbs/bu.

³Regional economic areas are defined by the Bureau of Economic Analysis (BEA).

⁴Percentage change year over year (Y/Y) calculated using tariff rate plus fuel surcharge.

Table 8

Tariff rail rates for U.S. bulk grain shipments to Mexico

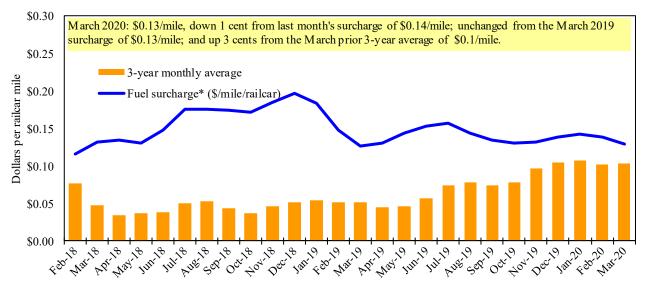
Date	: March 20	20		Fuel	Tarit	ff rate plus	Percent
	Origin		Tariff rate	surcharge_	fuel surc	harge per:	change ⁴
Commodity	state	Destination region	per car ¹	per car ²	metric ton ³	bushel ³	Y/Y
Wheat	MT	Chihuahua, CI	\$7,509	\$0	\$76.72	\$2.09	3
	OK	Cuautitlan, EM	\$6,775	\$118	\$70.44	\$1.92	0
	KS	Guadalajara, JA	\$7,534	\$576	\$82.86	\$2.25	4
	TX	Salinas Victoria, NL	\$4,329	\$75	\$44.99	\$1.22	0
Corn	IA	Guadalajara, JA	\$8,902	\$488	\$95.94	\$2.43	5
	SD	Celaya, GJ	\$8,140	\$0	\$83.17	\$2.11	3
	NE	Queretaro, QA	\$8,278	\$265	\$87.30	\$2.22	1
	SD	Salinas Victoria, NL	\$6,905	\$0	\$70.55	\$1.79	0
	MO	Tlalnepantla, EM	\$7,643	\$259	\$80.74	\$2.05	1
	SD	Torreon, CU	\$7,690	\$0	\$78.57	\$1.99	3
Soybeans	MO	Bojay (Tula), HG	\$8,547	\$456	\$91.99	\$2.50	4
	NE	Guadalajara, JA	\$9,172	\$476	\$98.57	\$2.68	5
	IA	El Castillo, JA	\$9,490	\$0	\$96.97	\$2.64	4
	KS	Torreon, CU	\$7,964	\$327	\$84.71	\$2.30	4
Sorghum	NE	Celaya, GJ	\$7,772	\$430	\$83.81	\$2.13	4
	KS	Queretaro, QA	\$8,108	\$148	\$84.35	\$2.14	1
	NE	Salinas Victoria, NL	\$6,713	\$119	\$69.80	\$1.77	1
	NE	Torreon, CU	\$7,157	\$302	\$76.22	\$1.93	3

¹Rates are based upon published tariff rates for high-capacity shuttle trains. Shuttle trains are available for qualified shipments of 75-110 cars that meet railroad efficiency requirements.

Sources: BNSF Railway, Union Pacific Railroad, Kansas City Southern.

Figure 7

Railroad fuel surcharges, North American weighted average 1



¹ Weighted by each Class I railroad's proportion of grain traffic for the prior year.

Sources: BNSF Railway, Canadian National Railway, CSX Transportation, Canadian Pacific Railway, Union Pacific Railroad, Kansas City Southern Railway, Norfolk Southern Corporation.

²Fuel surcharge adjusted to reflect the change in Ferrocarril Mexicano, S.A. de C.V railroad fuel surcharge policy as of 10/01/2009.

³Approximate load per car = 97.87 metric tons: Corn & Sorghum 56 lbs/bu, Wheat & Soybeans 60 lbs/bu.

⁴Percentage change calculated using tariff rate plus fuel surchage; Y/Y = year over year.

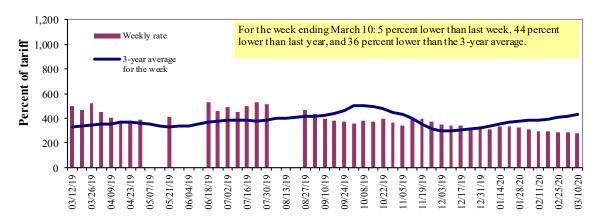
^{*} Beginning January 2009, the Canadian Pacific fuel surcharge is computed by a monthly average of the bi-weekly fuel surcharge.

^{**}CSX strike price changed from \$2.00/gal. to \$3.75/gal. starting January 1,2015.

Barge Transportation

Figure 8

Illinois River barge freight rate^{1,2}



¹Rate = percent of 1976 tariff benchmark index (1976 = 100 percent); ²4-week moving average of the 3-year average. Source: USDA, Agricultural Marketing Service.

Table 9 **Weekly barge freight rates: Southbound only**

110011	ij baige neign	t races. So	atmooding on	- J				
		Twin	Mid-	Lower Illinois			Lower	Cairo-
			Mississippi	River	St. Louis	Cincinnati	Ohio	Memphis
		Cities	мизэтээтри	Mivei	St. Louis	Cincinnati	Onto	Mempins
Rate ¹	3/10/2020	-	-	275	184	199	199	178
	3/3/2020	-	-	288	185	198	198	179
\$/ton	3/10/2020	-	-	12.76	7.34	9.33	8.04	5.59
	3/3/2020	-	-	13.36	7.38	9.29	8.00	5.62
Curren	t week % change	e from the san	ne week:					
	Last year	-	-	-44	-54	-61	-61	-51
	3-year avg. ²	-	-	-36	-45	-48	-48	-38
Rate ¹	April	370	318	289	199	205	205	185

¹Rate = percent of 1976 tariff benchmark index (1976 = 100 percent); ²4-week moving average; ton = 2,000 pounds; "-" not available due to closure.

305

199

315

Source: USDA, Agricultural Marketing Service.

358

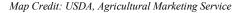
Figure 9 Benchmark tariff rates

Calculating barge rate per ton:

June

(Rate * 1976 tariff benchmark rate per ton)/100

Select applicable index from market quotes are included in tables on this page. The 1976 benchmark rates per ton are provided in map.





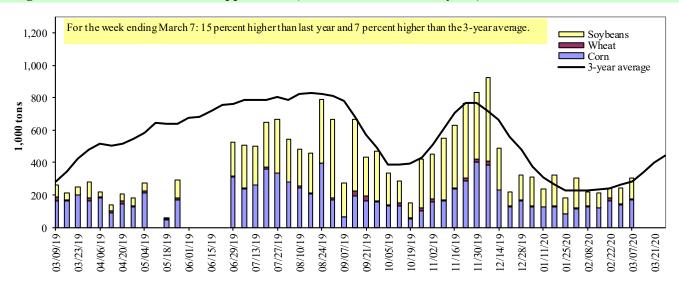
205

205

185

Figure 10

Barge movements on the Mississippi River¹ (Locks 27 - Granite City, IL)



¹ The 3-year average is a 4-week moving average.

Source: U.S. Army Corps of Engineers.

Table 10 **Barge grain movements (1.000 tons)**

For the week ending 03/07/2020	Corn	Wheat	Soybeans	Other	Total
Mississippi River					
Rock Island, IL (L15)	0	0	0	0	0
Winfield, MO (L25)	0	0	0	0	0
Alton, IL (L26)	156	9	126	0	291
Granite City, IL (L27)	169	9	126	0	304
Illinois River (La Grange)	131	2	100	0	232
Ohio River (Olmsted)	123	7	63	0	193
Arkansas River (L1)	0	14	21	0	35
Weekly total - 2020	292	30	210	0	532
Weekly total - 2019	166	53	126	17	362
2020 YTD ¹	2,325	299	2,347	12	4,982
2019 YTD ¹	1,811	394	1,875	27	4,107
2020 as % of 2019 YTD	128	76	125	42	121
Last 4 weeks as % of 2019 ²	164	111	122	32	138
Total 2019	12,780	1,631	14,683	154	29,247

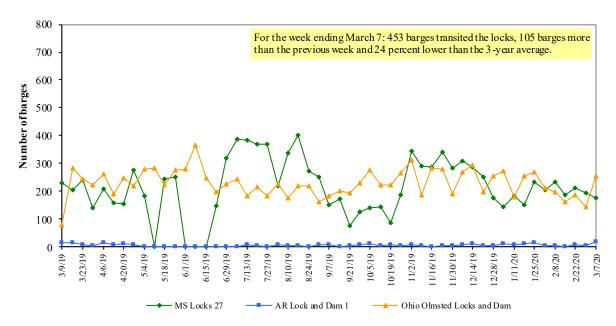
Weekly total, YTD (year-to-date), and calendar year total include MS/27, OH/Olmsted, and AR/1; Other refers to oats, barley, sorghum, and rye. L (as in "L15") refers to a lock or lock and dam facility. Olmsted = Olmsted Locks and Dam. La Grange = La Grange Lock and Dam.

Note: Total may not add exactly because of rounding. Starting from 11/24/2018, weekly movement through Ohio 52 is replaced by Olmsted.

Source: U.S. Army Corps of Engineers.

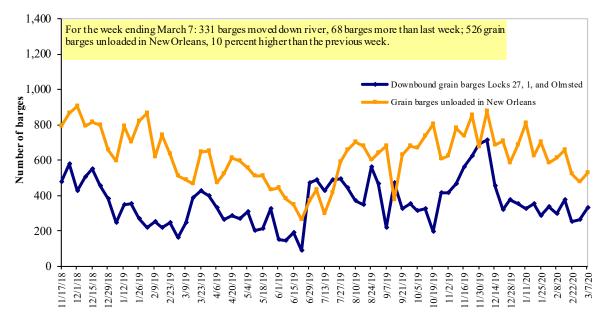
² As a percent of same period in 2019.

Figure 11
Upbound empty barges transiting Mississippi River Locks 27, Arkansas River Lock and Dam 1, and Ohio River Olmsted Locks and Dam



Source: U.S. Army Corps of Engineers.

Figure 12 **Grain barges for export in New Orleans region**



Note: Olmsted = Olmsted Locks and Dam.

Source: U.S. Army Corps of Engineers and USDA, Agricultural Marketing Service.

Truck Transportation

The weekly diesel price provides a proxy for trends in U.S. truck rates as diesel fuel is a significant expense for truck grain movements.

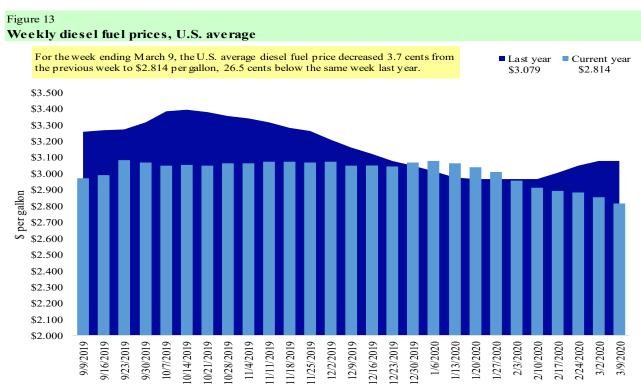
Table 11

Retail on-highway diesel prices, week ending 3/9/2020 (U.S. \$/gallon)

			Chang	e from
Region	Location	Price	Week ago	Year ago
I	East Coast	2.860	-0.038	-0.263
	New England	2.990	-0.033	-0.193
	Central Atlantic	3.045	-0.036	-0.270
	Lower Atlantic	2.709	-0.039	-0.272
II	Midwest	2.689	-0.036	-0.322
III	Gulf Coast	2.577	-0.050	-0.304
IV	Rocky Mountain	2.803	-0.023	-0.136
V	West Coast	3.399	-0.025	-0.106
	West Coast less California	3.026	-0.028	-0.136
	California	3.705	-0.023	-0.073
Total	United States	2.814	-0.037	-0.265

¹Diesel fuel prices include all taxes. Prices represent an average of all types of diesel fuel.

Source: U.S. Department of Energy, Energy Information Administration.



Source: U.S. Department of Energy, Energy Information Administration, Retail On-Highway Diesel Prices.

Grain Exports

Table 12
U.S. export balances and cumulative exports (1,000 metric tons)

export bunnies and cumulative exports (1,000 metric tons)							~	~ .	
	Wheat						Corn	Soybeans	Total
For the week ending	HRW	SRW	HRS	SWW	DUR	All wheat			
Export balances ¹									
2/27/2020	1,776	357	1,575	1,057	148	4,912	12,262	4,432	21,607
This week year ago	2,586	998	1,464	1,148	112	6,308	14,256	12,713	33,277
Cumulative exports-marketing year ²									
2019/20 YTD	6,828	1,938	5,230	3,591	680	18,267	14,380	29,633	62,280
2018/19 YTD	5,209	1,986	4,895	3,826	358	16,274	26,269	26,482	69,025
YTD 2019/20 as % of 2018/19	131	98	107	94	190	112	55	112	90
Last 4 wks. as % of same period 2018/19*	71	37	106	100	144	80	86	39	67
Total 2018/19	8,591	3,204	6,776	5,164	479	24,214	48,924	46,189	119,327
Total 2017/18	9,150	2,343	5,689	4,854	384	22,419	57,209	56,214	135,842

¹ Current uns hipped (outstanding) export sales to date.

Note: marketing year: wheat = 6/01-5/31, corn and so ybeans = 9/01-8/31. YTD = year-to-date; wks. = weeks; HRW= hard red winter; SRW = so ft red winter;

HRS=hard red spring; SWW=soft white wheat; DUR=durum.

Source: USDA, Foreign Agricultural Service.

Table 13 **Top 5 importers**¹ of U.S. corn

For the week ending 2/27/2020	Total commi	tments ²	% change	Exports ³
	2019/20	2018/19	current MY	3-yr. avg.
	current MY	last MY*	from last MY	2016-18
		- 1,000 mt -		
Mexico	10,711	13,349	(20)	14,659
Japan	5,141	8,403	(39)	11,955
Korea	673	3,088	(78)	4,977
Colombia	2,599	3,179	(18)	4,692
Peru	65	1,899	(97)	2,808
Top 5 importers	19,189	29,918	(36)	39,091
Total U.S. corn export sales	26,642	40,526	(34)	54,024
% of projected exports	61%	77%		
Change from prior week ²	769	970		
Top 5 importers' share of U.S. corn				
export sales	72%	74%		72%
USDA forecast March 2020	43,893	52,545	(16)	
Corn use for ethanol USDA forecast,				
March 2020	137,795	136,601	1	

¹Based on USDA, Foreign Agricultural Service (FAS) marketing year ranking reports for 2018/19; marketing year (MY) = Sep 1- Aug 31.

Note: A red number in parentheses indicates a negative number; mt = metric ton.

 $Source: USDA, Foreign\ Agricultural\ Service.$

² Shipped export sales to date; new marketing year now in effect for wheat, corn, and so ybeans.

 $^{^2}$ Cumulative exports (shipped) + outstanding sales (unshipped), FAS weekly export sales report, or export sales query. Total commitments change (net sales) from prior week could include revisions from previous week's outstanding sales or accumulated sales.

³FAS marketing year ranking reports (carryover plus accumulated export); yr. = year; avg. = average.

Table 14

Top 5 importers of U.S. soybeans

For the week ending 2/27/2020	Total comm	nitments ²	% change	Exports ³
	2019/20	2018/19	current MY	3-yr. avg.
	current MY	last MY*	from last MY	2016-18
		- 1,000 mt -		- 1,000 mt -
China	12,228	9,368	31	25,733
Mexico	3,484	4,531	(23)	4,271
Indonesia	1,214	1,540	(21)	2,386
Japan	1,748	1,828	(4)	2,243
Egypt	2,080	2,037	2	1,983
Top 5 importers	20,753	19,304	8	36,616
Total U.S. soybean export sales	34,065	39,195	(13)	53,746
% of projected exports	69%	82%		
change from prior week ²	345	312		
Top 5 importers' share of U.S.				
soybean export sales	61%	49%		68%
USDA forecast, March 2020	49,728	47,629	104	

¹Based on USDA, Foreign Agricultural Service (FAS) marketing year ranking reports for 2018/19; marketing year (MY) = Sep 1- Aug 31.

Table 15

Top 10 importers of all U.S. wheat

For the week ending 2/27/2020	Total commi	tments ²	% change	Exports ³
	2019/20	2018/19	current MY	3-yr. avg.
	current MY	last MY*	from last MY	2016-18
	- 1,	000 mt -		- 1,000 mt -
Philippines	2,980	2,878	4	3,047
Mexico	3,268	2,713	20	3,034
Japan	2,395	2,479	(3)	2,695
Nigeria	1,323	1,311	1	1,564
Indonesia	971	1,123	(14)	1,381
Korea	1,275	1,478	(14)	1,355
Taiwan	1,164	1,041	12	1,164
Egypt	101	693	(85)	821
Thailand	853	742	15	747
Iraq	262	416	(37)	574
Top 10 importers	14,592	14,874	(2)	16,382
Total U.S. wheat export sales	23,179	22,582	3	24,388
% of projected exports	85%	89%		
change from prior week ²	542	622		
Top 10 importers' share of U.S.				
wheat export sales	63%	66%		67%
USDA forecast, March 2020	27,248	25,504	7	

Based on USDA, Foreign Agricultural Service (FAS) marketing year ranking reports for 2018/19; Marketing year (MY) = Jun 1-May 31.

Note: A red number in parentheses indicates a negative number.

 $Source: USDA, Foreign\ Agricultural\ Service.$

²Cumulative exports (shipped) + outstanding sales (unshipped), FAS weekly export sales report, or export sales query. The total commitments change (net sales) from prior week could include revisions from previous week's outstanding sales and/or accumulated sales.

³FAS marketing year ranking reports (carryover plus accumulated export); yr. = year; avg. = average.

Note: A red number in parentheses indicates a negative number; mt = metric ton.

Source: USDA, Foreign Agricultural Service.

²Cumulative exports (shipped) + outstanding sales (unshipped), FAS weekly export sales report, or export sales query. The total commitments change (net sales) from prior week could include revisions from the previous week's outstanding and/or accumulated sales.

 $^{^3\,}FAS\,\,marketing\,\,year\,\,final\,\,reports\,\,(carryo\,ver\,\,plus\,\,accumulated\,\,export);\\ yr.=year;\\ avg.=average.$

Table 16
Grain inspections for export by U.S. port region (1,000 metric tons)

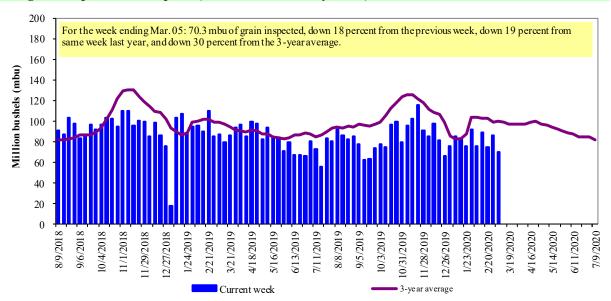
	For the week ending	Previous	Current week			2020 YTD as	Last 4-we	eks as % of:	
Port regions	03/05/20	week*	as % of previous	2020 YTD*	2019 YTD*	% of 2019 YTD	Last year	Prior 3-yr. avg.	2019 total*
Pacific Northwest									
Wheat	292	447	65	3,086	2,543	121	117	144	13,961
Com	122	232	53	724	1,939	37	97	60	7,047
	147	66	221	1,968	2,551	77	46	52	11,969
Soybeans Total	561	745	75	5,778	7,033	82	84	83	32,977
Mississippi Gulf	301	173	13	3,110	1,055	02	04	03	32,711
Wheat	32	118	27	687	998	69	73	70	4,448
Com	518	508	102	4,583	4,848	95	103	78	20,763
Soybeans	291	384	76	6,036	6,121	93 99	69	76 72	31,398
Total	841	1,010	83	11,306	11,967	99	84	75	56,609
Texas Gulf	041	1,010	05	11,500	11,707	74	07	13	30,007
Wheat	72	71	101	675	1,103	61	32	41	6,009
Corn	31	0	n/a	129	94	138	179	125	640
Soybeans	0	0	n/a	6	0	n/a	n/a	n/a	2
Total	103	71	145	811	1,197	68	39	49	6,650
Interior	103	/1	110	011	1,177	00	3)	1)	0,030
Wheat	42	55	76	450	296	152	207	164	1,987
Corn	144	141	102	1,340	1,263	106	102	106	7,857
Soybeans	141	236	60	1,556	1,241	125	123	140	7,043
Total	326	432	76	3,346	2,800	120	121	127	16,887
Great Lakes				•	ŕ				,
Wheat	0	0	n/a	1	23	4	0	0	1,339
Com	0	0	n/a	0	0	n/a	n/a	n/a	11
Soybeans	0	0	n/a	0	16	0	n/a	n/a	493
Total	0	0	n/a	1	39	2	0	0	1,844
Atlantic									
Wheat	0	0	n/a	0	1	n/a	0	0	37
Corn	0	0	n/a	0	28	0	0	0	99
Soybeans	23	21	111	239	265	90	136	60	1,353
Total	23	21	111	239	293	81	121	55	1,489
U.S. total from ports*									
Wheat	437	691	63	4,899	4,964	99	90	104	27,781
Corn	815	881	93	6,776	8,172	83	102	77	36,417
Soybeans	602	707	85	9,806	10,193	96	71	74	52,258
Total	1,855	2,279	81	21,481	23,329	92	86	81	116,457

^{*}Data includes revisions from prior weeks; some regional totals may not add exactly due to rounding.

Source: USDA, Federal Grain Inspection Service; YTD= year-to-date; n/a = not applicable or no change.

The United States exports approximately one-quarter of the grain it produces. On average, this includes nearly 45 percent of U.S.-grown wheat, 50 percent of U.S.-grown soybeans, and 20 percent of the U.S.-grown corn. Approximately 53 percent of the U.S. export grain shipments departed through the U.S. Gulf region in 2018.

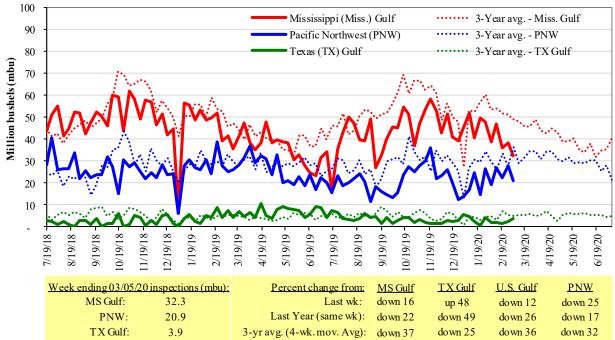
Figure 14
U.S. grain inspected for export (wheat, corn, and soybeans)



Note: 3-year average consists of 4-week running average.

Source: USDA, Federal Grain Inspection Service.

Figure 15
U.S. Grain inspections: U.S. Gulf and PNW¹ (wheat, corn, and soybeans)



Source: USDA, Federal Grain Inspection Service.

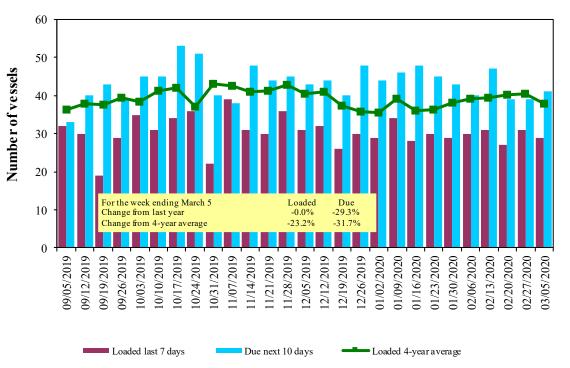
Ocean Transportation

Table 17
Weekly port region grain ocean vessel activity (number of vessels)

, in the second		•		Pacific
		Gulf		Northwest
		Loaded	Due next	
Date	In port	7-days	10-days	In port
3/5/2020	34	29	41	10
2/27/2020	30	31	39	12
2019 range	(2661)	(1844)	(3369)	(833)
2019 average	40	31	49	17

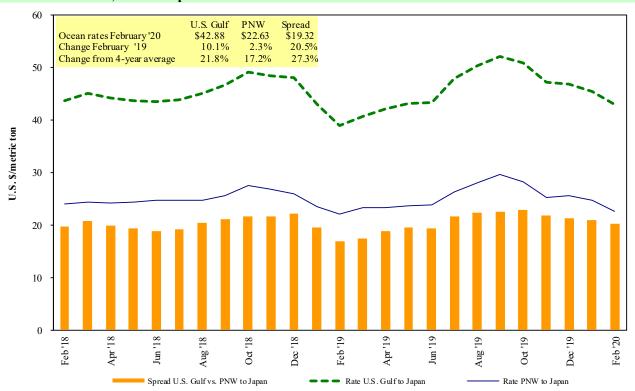
Source: USDA, Agricultural Marketing Service.

Figure 16
U.S. Gulf¹ vessel loading activity



¹U.S. Gulf includes Mississippi, Texas, and East Gulf. Source:USDA, Agricultural Marketing Service.

Figure 17 **Grain vessel rates, U.S. to Japan**



Note: PNW = Pacific Northwest.
Source: O'Neil Commodity Consulting.

Table 18

Ocean freight rates for selected shipments, week ending 03/07/2020

Export	Import	Grain	Loading	Volume loads	Freight rate
region	region	types	date	(metric tons)	(US \$/metric ton)
U.S. Gulf	Bangladesh	Wheat	Dec 10/20	48,990	79.92*
U.S. Gulf	China	Heavy grain	Jan 25/30	65,000	46.50
U.S. Gulf	China	Heavy grain	Dec 15/20	65,000	49.75
U.S. Gulf	China	Heavy grain	Nov 15/18	66,000	49.00
U.S. Gulf	Rotterdam	Heavy grain	Feb 5/11	55,000	19.50
PNW	Taiwan	Wheat	Apr 27/May 11	50,700	29.40
PNW	China	Heavy grain	Jan 22/26	63,000	23.00
PNW	Bangladesh	Wheat	Dec 10/20	23,080	74.44*
Brazil	China	Heavy grain	May 1/31	60,000	33.25 op 33.00
Brazil	China	Heavy grain	Apr 2/16	66,000	30.75
Brazil	China	Heavy grain	Mar 1/10	65,000	32.00
Brazil	China	Heavy grain	Feb 12/21	65,000	34.50
Brazil	China	Heavy grain	Feb 18/27	60,000	34.00
Brazil	Japan	Corn	Dec 22/31	49,000	37.25 op 37.15

^{*50} percent of food aid from the United States is required to be shipped on U.S.-flag vessels.

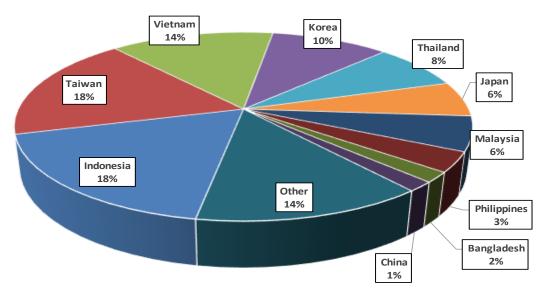
Note: Rates shown are per metric ton (2,204.62 lbs. = 1 metric ton), free on board (F.O.B), except where otherwise indicated; op = option.

Source: Maritime Research, Inc.

In 2018, containers were used to transport 8 percent of total U.S. waterborne grain exports. Approximately 55 percent of U.S. waterborne grain exports in 2018 went to Asia, of which 13 percent were moved in containers. Approximately 94 percent of U.S. waterborne containerized grain exports were destined for Asia.

Figure 18

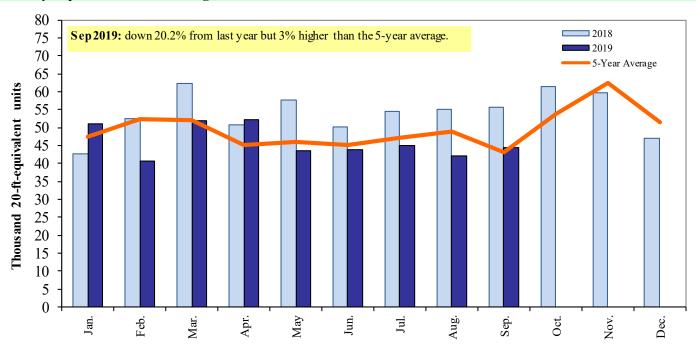
Top 10 destination markets for U.S. containerized grain exports, Jan-Sep 2019



Note: The following Harmonized Tariff Codes are used to calculate containerized grains movements: 1001, 100190, 1002, 1003 100300, 1004, 100400, 1005, 100590, 1007, 100700, 1102, 110100, 230310, 110220, 110290, 1201, 120100, 230210, 230990, 230330, and 120810.

Source: USDA, Agricultural Marketing Service, Transportation Services Division analysis of PIERS data.

Figure 19
Monthly shipments of containerized grain to Asia



Note: The following Harmonized Tariff Codes are used to calculate containerized grains movements: 100190, 100200, 100300, 100400, 100590, 100700, 110100, 110220, 110290, 120100, 120810, 230210, 230310, 230330, and 230990.

Source: USDA, Agricultural Marketing Service, Transportation Services Division analysis of PIERS data.

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