

 **Grain Marketing**

MOVING INDIANA'S ECONOMY

A KERNEL'S (OR A BEAN'S) JOURNEY

As the Crossroads of America and a national leader in corn and soybean production, Indiana's roads, bridges, railways and waterways are important to our state and its agriculture industry.

Indiana's corn and soybean farmers depend on the infrastructure of our state to get their grain from the farm to the next stop on its journey. But where is that next stop?

Farmers have lots of options: on-farm storage, an elevator, a barge terminal, a processor or an ethanol plant. It's all about taking corn and soybeans to their final destinations — as feed ingredients for livestock, transformed into foods you see at the grocery store, or fuel for your car or truck — in Indiana, out-of-state or exported out of the country!

Moving grain on its journey requires a lot of travel via roads, bridges, rail and waterways.

ON-FARM STORAGE: storing grain on the farm, usually in grain bins, until it is ready to be sold to an elevator or processor, or used for livestock feed

ELEVATOR: grain elevators purchase grain from farmers and then usually store it until ready for shipment — often via rail — to a processor or for export

BARGE TERMINAL: from here grain will be shipped via waterway, usually to a port location

PROCESSOR: facility where corn and/or soybeans are processed to make different products (e.g., soybean oil, corn starch, soybean meal for livestock feed, sweeteners, etc.)

ETHANOL PLANT: facility where corn is transformed into ethanol fuel and dried distillers grains with solubles (DDGS) for livestock feed

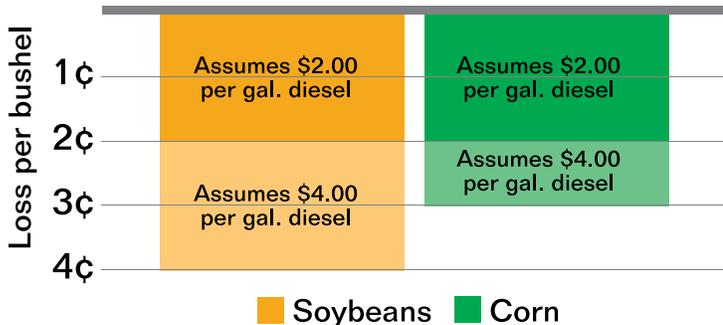
ROADS AND BRIDGES

A solid transportation infrastructure is critical to the economic viability of our communities.

Nine percent of all Indiana bridges need significant rehabilitation or replacement, while an additional 23 percent are in need of repair.¹ Detours can add up — costing farmers, elevators/processors, and eventually, the end-customers.

The impact of a 20-mile detour per bushel of grain¹

On a farmer:



On an elevator/processor:

15-20% CUSTOMER CUT

Additionally, the total annual extra cost for 15 farmers driving a 20-mile detour delivering corn and soybeans, would range from nearly \$3,800 at \$2.00/gal. fuel to about \$7,500 with fuel at \$4.00/gal.

RAIL AND WATERWAYS

Indiana is home to 5,168 miles of railway.² Of the approximately 51 million bushels of soybeans shipped out-of-state annually, 65 percent are shipped by rail.^{3,4}

Thirty-four percent of the soybeans shipped out-of-state were shipped by barge on the Ohio River.^{3,4} The majority of these soybeans reach the port of New Orleans and are transported to customers in Asia, Mexico and Europe.

Without well-maintained rail and waterways, Indiana's corn and soybean farmers miss out on valuable domestic and foreign markets.



From the farm to the point of processing or export, soybeans are handled an average of **2.4 times** and travel an average of **716 miles**.⁵

The Indiana Corn Marketing Council and Indiana Soybean Alliance invests corn and soybean checkoff dollars to educate local, state and federal governments about the importance of transportation infrastructure to Indiana farmers.

By continuing to invest in Indiana's roads, bridges, railways and waterways, farmers will have the infrastructure and capacity necessary to keep the corn and soybean industries viable and competitive long-term — benefiting Indiana's economy.

Funded with Indiana soybean and corn checkoff dollars.

¹Informa Economics. 2012. Transportation Infrastructure Study. Prepared for Indiana Soybean Alliance. Accessed June 2015. Retrieved from: <http://www.indianasoybean.com/strategic-programs/grain-marketing/40-strategic-programs-grain/51-indiana-grain-infrastructure>.

²Informa Economics. 2011. Analysis of Indiana's Transportation Infrastructure. Prepared for Indiana Soybean Alliance.

³The ProExporter Network®. PRX Grain Database. Section C Soybeans. Soybean Net Exports (+) and Net Imports (-) by State.

⁴USDA-AMS. 2013. State Grain Rail Statistical Summary. Table IN-1. Indiana Summary Table, 2006-2010.

⁵Informa Economics. 2012. Farm to Market: A Soybean's Journey from Field to Consumer. Prepared for: United Soybean Board, U.S. Soybean Export Council and Soy Transportation Coalition. Accessed August 2015. Retrieved from: <http://unitedsoybean.org/wp-content/uploads/FarmToMarketStudy.pdf>.