



TRUCK UNLOADING DELAY STUDY  
FINAL REPORT

AUGUST 31, 2015

Funded by the **Illinois** soybean checkoff.

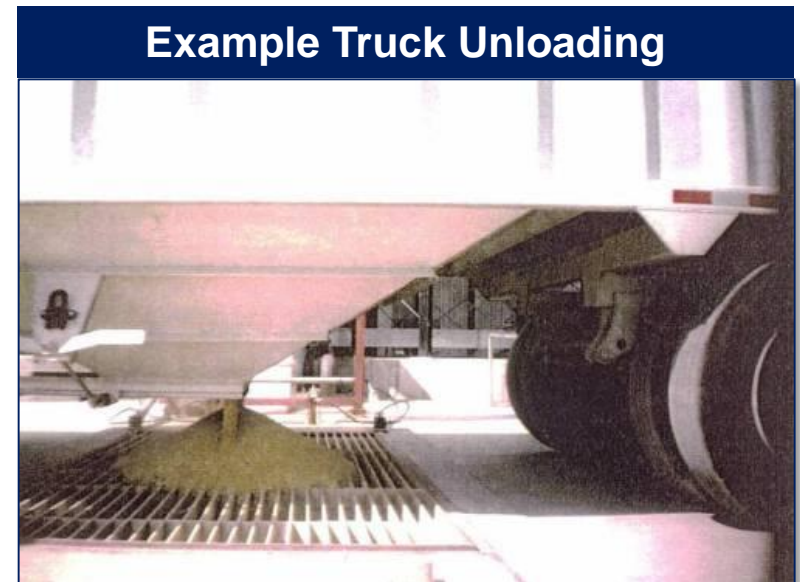
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# Agenda

- **Executive Summary**
- Survey Results

## Truck unload delays are widespread

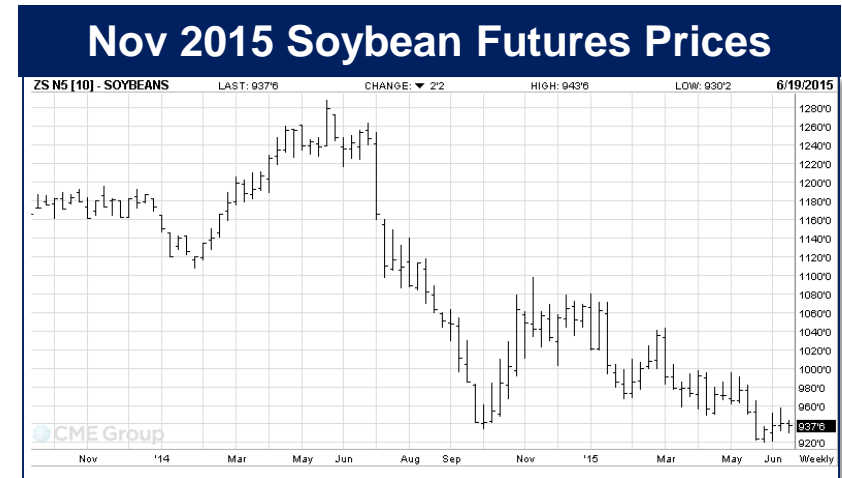
- The team conducted a survey of Illinois soybean farmers and others in the soy community
- More than 90% of survey respondents had a truck unloading delay last year
- One-quarter of respondents have a truck unloading delay on 60% or more of their shipments
- 36% of respondents said truck unloading times were a serious or moderate concern
- 57 facilities were identified as having truck unloading wait times



# Truck unload delays impact sales decisions and the prices charged for soybeans



- 30% of survey respondents stated that truck unloading wait times affect their decision to sell to a particular customer
- 39% of survey respondents stated that they required a premium rate to one or more customers due to truck unloading
- The required premium averaged 13 cents per bushel. The median premium was 10 cents per bushel
- Increases the cost of a truckload by about \$100



Source: CME Group

# Agenda

- Executive Summary
- **Survey Results**

The team conducted a survey of Illinois soybean farmers and others in the soy community

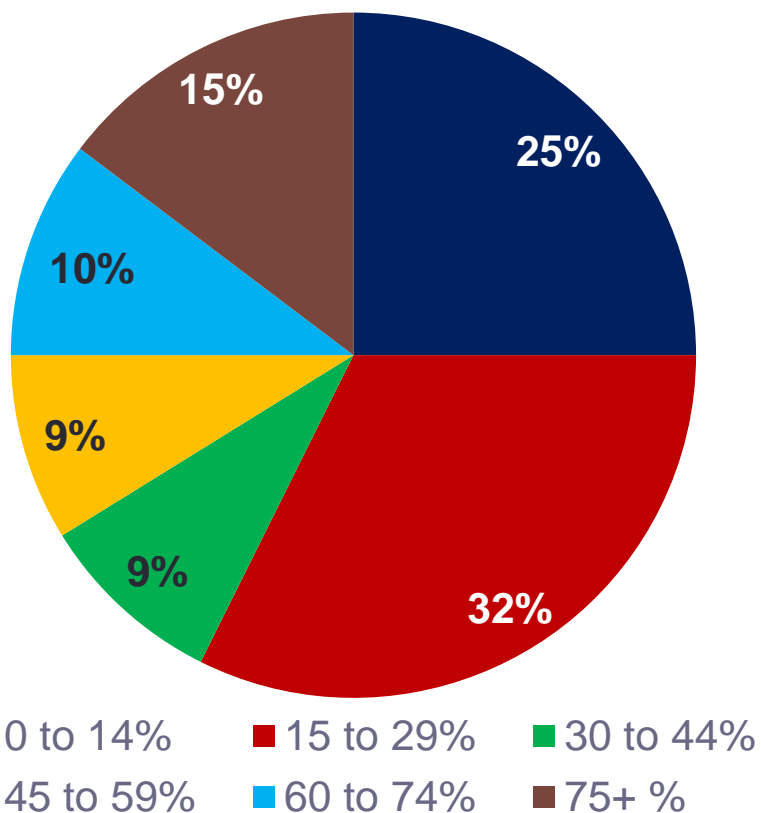


- Online survey of transportation challenges was conducted in January, 2015 through the ISA website
- Email link was sent to all ISA members and other contacts in the soybean community
- Questions included the impact of truck unloading wait times on farmers\*
- 74 survey responses were received and analyzed
  - Not all respondents answered every question
- All of the data presented in this report is based on the survey responses

\*Questions were also asked about transportation infrastructure

More than 90% of respondents had a truck unloading delay; 25% had more than 60% of shipments delayed

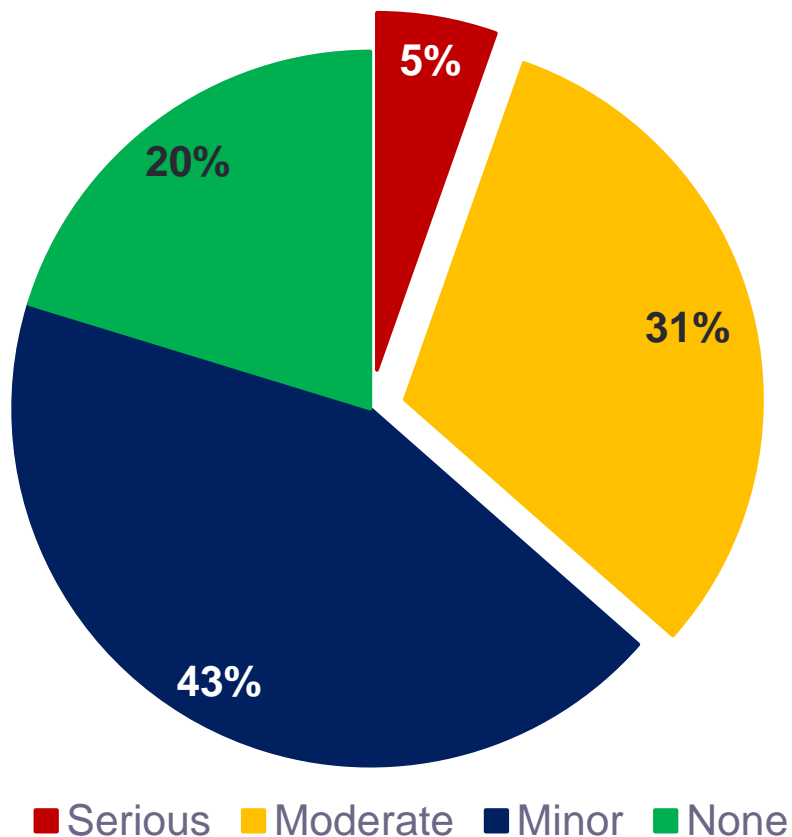
### Average Percent of Shipments Delayed By Respondent



- 93% of respondents on average experienced an unloading delay last year
- 25% of respondents experienced an unloading delay on 60% or greater of their truck shipments
- 15% of respondents experienced an unloading delay on 75% or greater of their truck shipments
- Across all respondents an average of 35% of truck shipments experienced a delay  
— Median of 23%

36% of respondents said truck unloading times were a serious or moderate concern

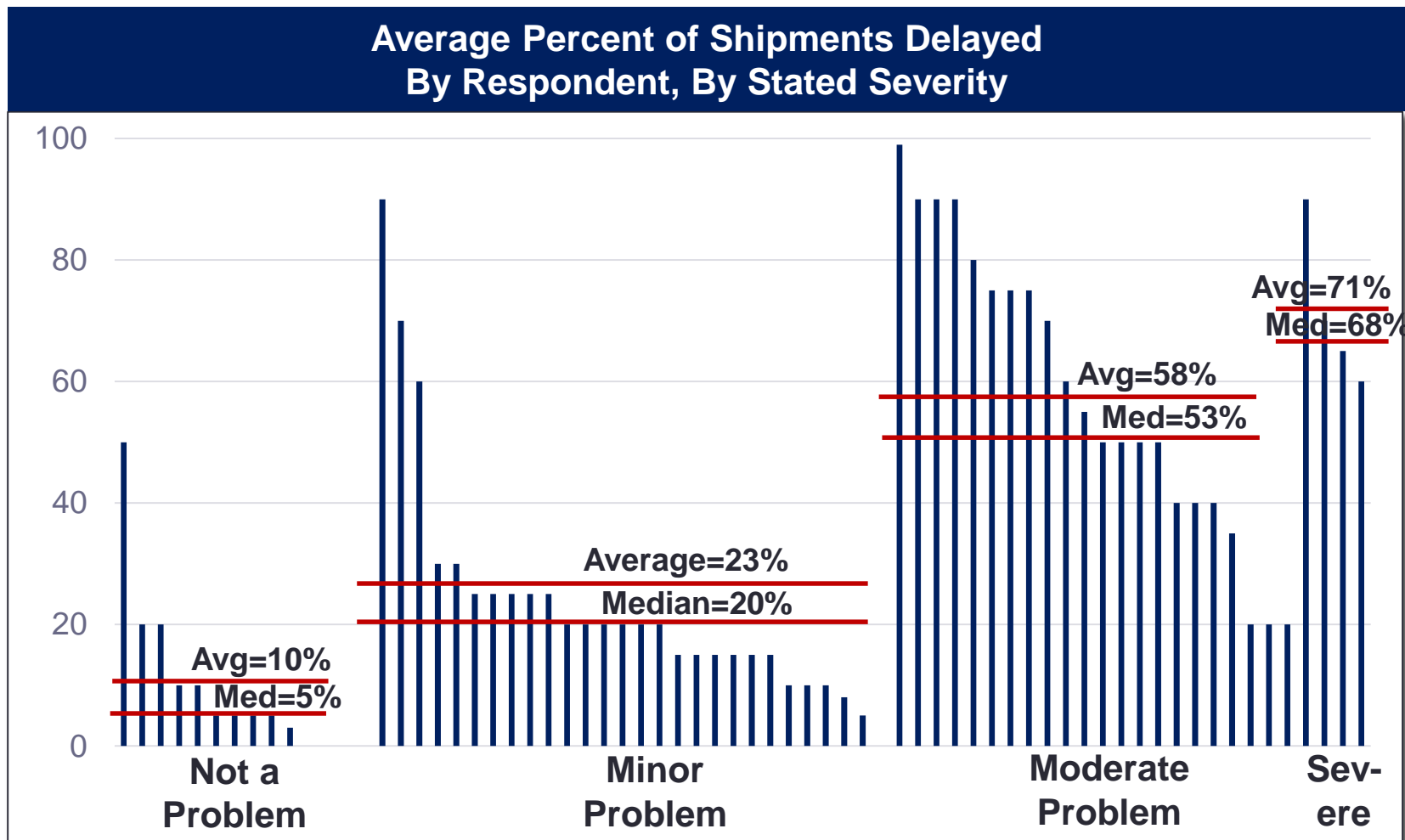
### Impact of Truck Unloading Wait Times Percent of Survey Responses



- 36% of respondents viewed truck unloading wait times as a moderate or greater issue
  - 31% moderate
  - 5% severe
- 20% of respondents said that truck unloading wait times were not an issue



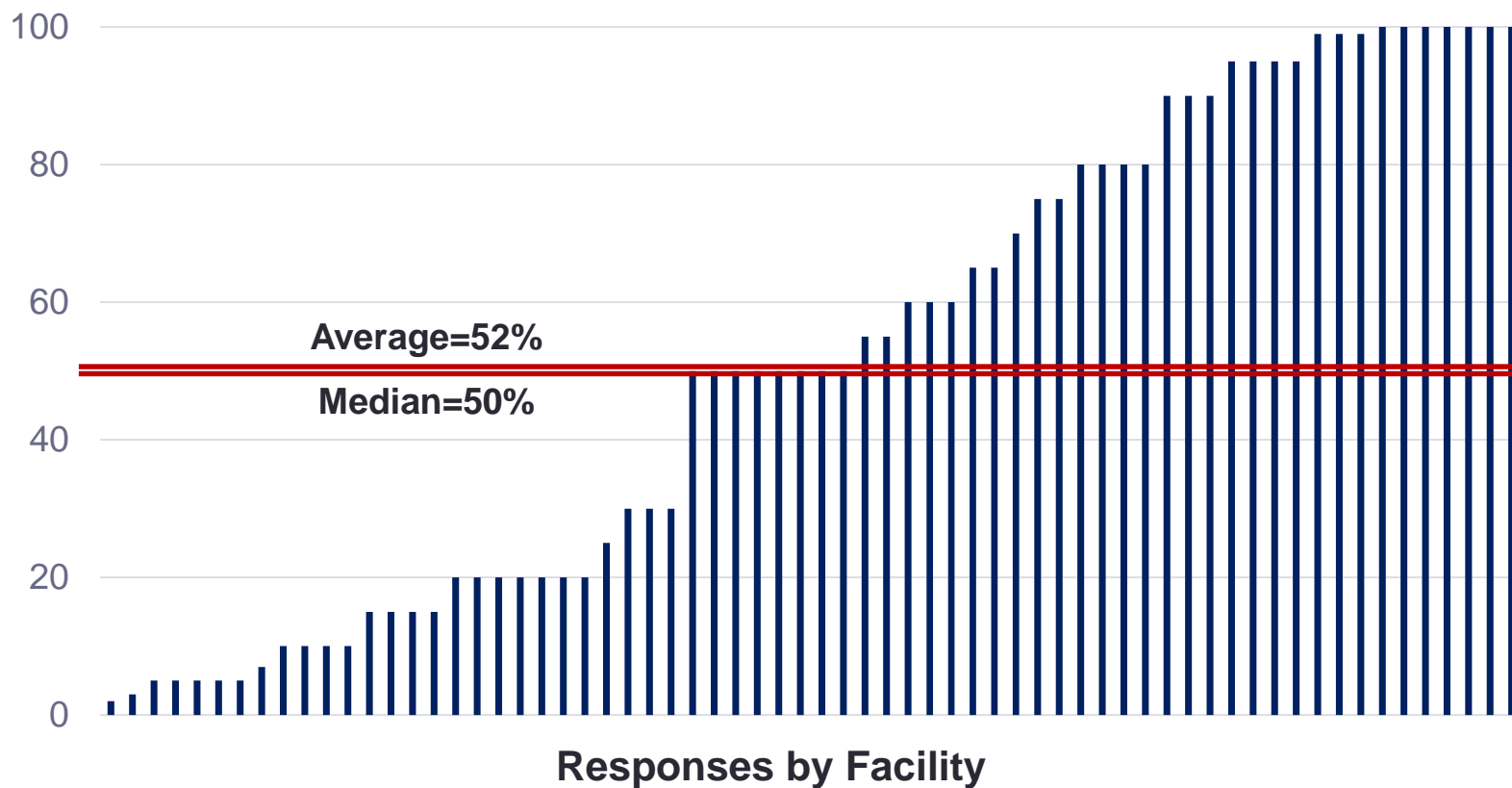
Respondents with more frequent unloading delays were more likely to rate the issue as moderate or severe



Where respondents identified a specific facility with an unloading delay, the delay was on 50% of shipments



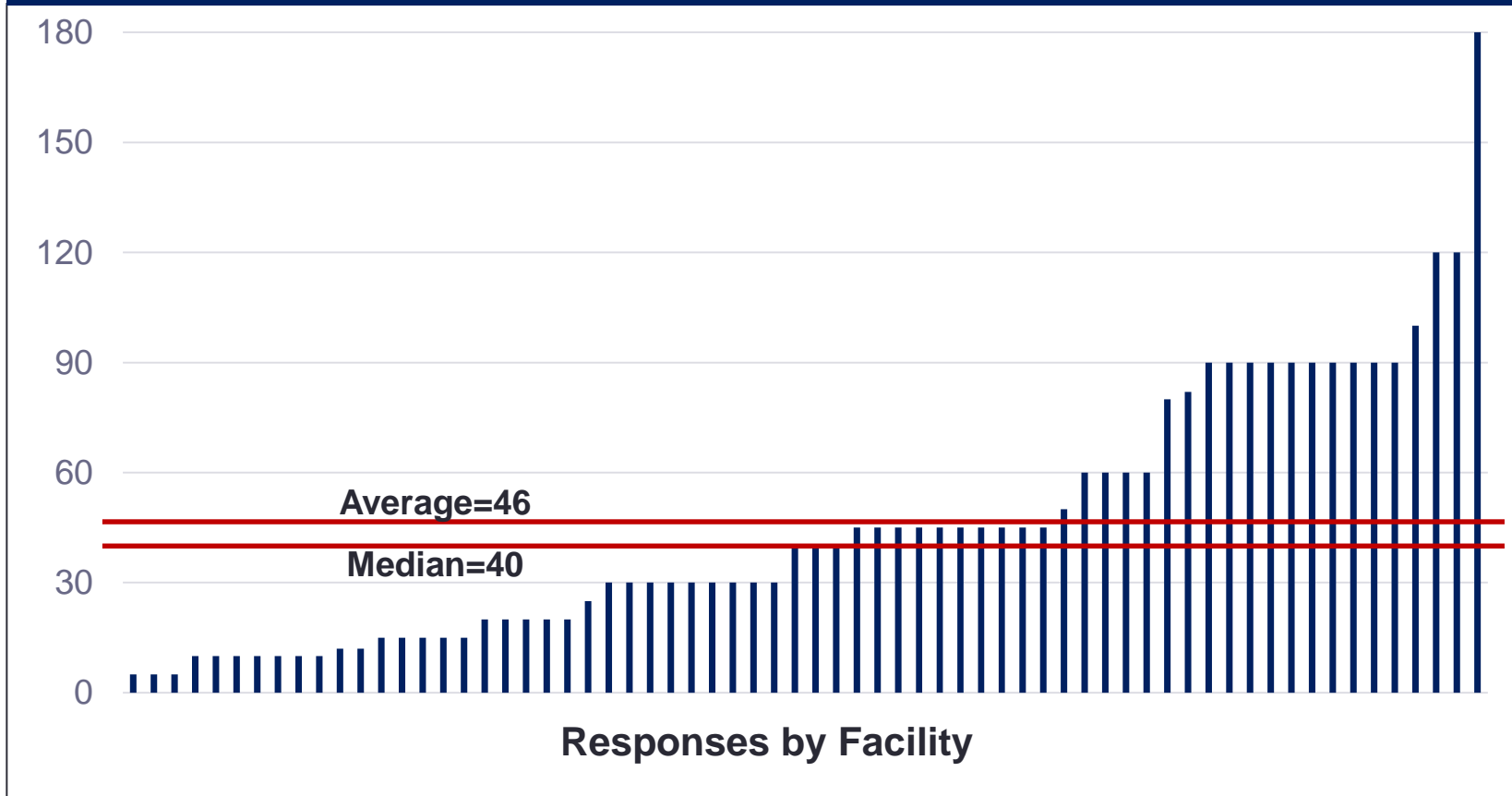
### Average Percent of Shipments Delayed By Respondent, By Facility



Where respondents identified a specific facility with an unloading delay, the delay averaged 46 minutes



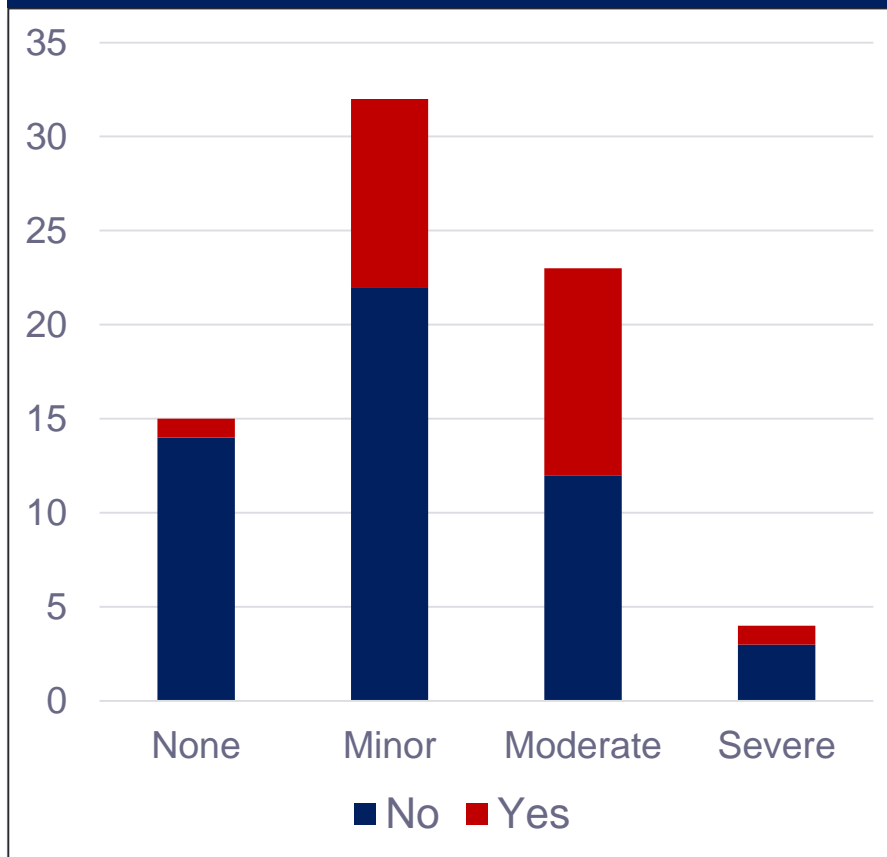
### Average Shipment Delay in Minutes By Respondent and Facility



23 respondents (30%) stated that truck unloading wait times affect their decision to sell to a particular customer



### Unloading Time Affects Sales Decision? By Respondent, By Stated Severity

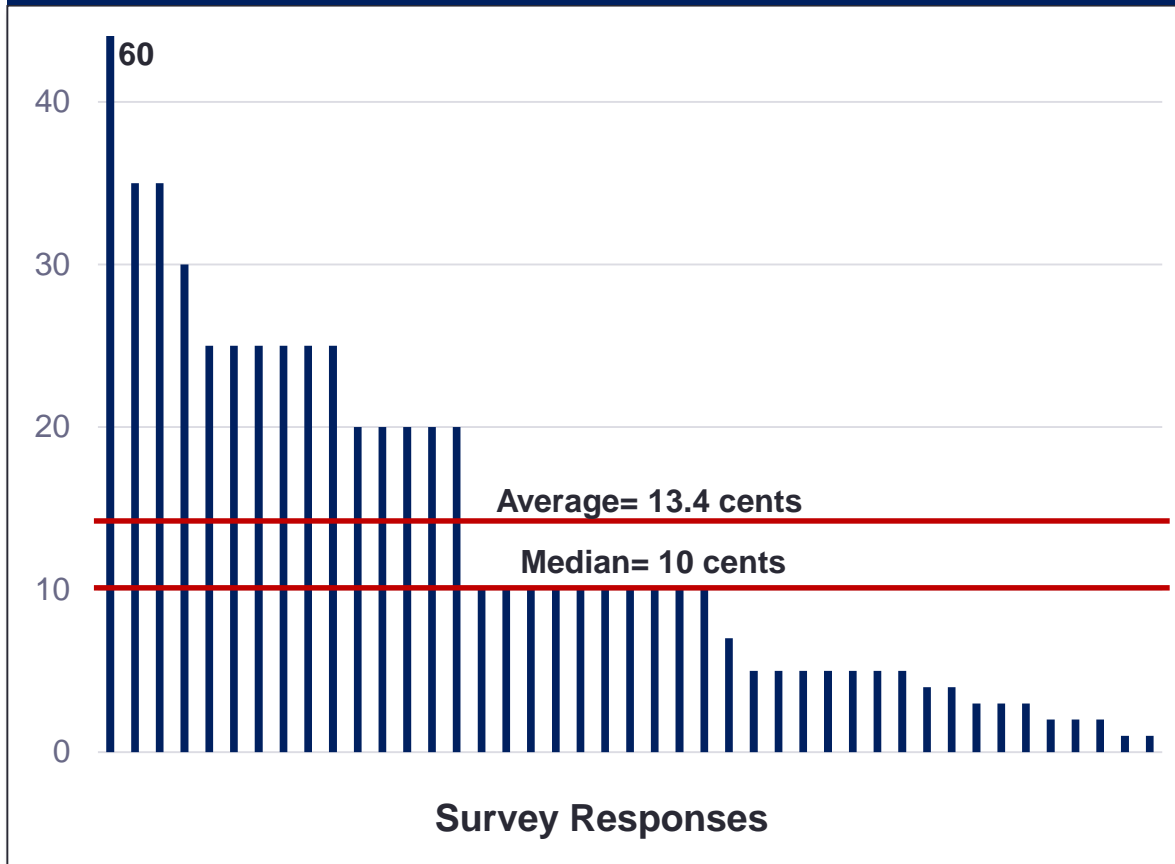


- Nearly 50% of survey respondents that said truck unloading delays were a moderate severity stated that truck unloading wait times impacted their sales decisions
- Only 1 of the 4 respondents that said unloading delays were severe stated that truck unloading wait times impacted their sales decisions, however, this was the only one of the “Severe” respondents that answered this question

30 survey respondents (39%) stated that they required a premium rate due to truck unloading, averaging 13 cents



### Premium Required in Cents/Bushel By Respondent and Facility



- 30 survey respondents (39%) stated that they required a premium to one or more customers due to truck unloading wait times
- Premiums ranged from \$0.01/bushel to more than \$0.30/bushel
- Average of 13.4 cents
- Median of 10 cents
- In round numbers, truck unloading wait times could add about 1% to the price of soybeans
  - About \$100 per truckload

## What Can Be Done

- Understand the true bottleneck – number of unloading pits, unloading pit capacity, storage capacity, open hours, something else?
- Make investments to upgrade facilities or add truck unloading capacity
  - Long-term savings could support upfront costs
- Assess processes and procedures that could increase throughput through existing facilities
- Increase the hours for unloading – and communicate them better with the farmers and trucking companies