Table 1: U.S. grain truck market, 3rd quarter 2019

<table>
<thead>
<tr>
<th>Area</th>
<th>25 miles</th>
<th>100 miles</th>
<th>200 miles</th>
<th>Truck availability</th>
<th>Truck use</th>
<th>Future truck use</th>
</tr>
</thead>
<tbody>
<tr>
<td>National average</td>
<td>4.37</td>
<td>2.91</td>
<td>2.82</td>
<td>2.92</td>
<td>3.45</td>
<td>2.92</td>
</tr>
<tr>
<td>North Central</td>
<td>4.71</td>
<td>2.29</td>
<td>2.22</td>
<td>3.00</td>
<td>3.57</td>
<td>2.33</td>
</tr>
<tr>
<td>Rocky Mountain</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>South Central</td>
<td>3.95</td>
<td>3.33</td>
<td>3.10</td>
<td>2.67</td>
<td>3.50</td>
<td>2.33</td>
</tr>
<tr>
<td>West</td>
<td>3.84</td>
<td>3.20</td>
<td>3.14</td>
<td>3.00</td>
<td>3.00</td>
<td>3.50</td>
</tr>
<tr>
<td>East</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

1Rate per mile, per truckload

Average rate per loaded mile, based on truck rates for trips of 25, 100, and 200 miles.

Note: NA = not available because of low or no response rate.

Source: USDA, Agricultural Marketing Service.

Figures 1: U.S. grain truck market, 3rd quarter 2019

Average rate: n/a
Availability index: n/a
Fuel price: $2.97

Average rate: $3.07
Availability index: 3.00
Fuel price: $2.00

Average rate: $3.46
Availability index: 2.67
Fuel price: $2.79

Average rate: $3.39
Availability index: 3.00
Fuel price: $3.60

Average rate: $3.60
Availability index: 3.00
Fuel price: $3.60

Average rate: $3.07
Availability index: 3.00
Fuel price: $2.93

*Average rate per loaded mile, based on truck rates for trips of 25, 100, and 200 miles.

Note: Fuel prices are a quarterly average (unit per gallon).

Source: Fuel price data are from U.S. Department of Energy, Energy Information Administration, and availability index data are from USDA, Agricultural Marketing Service.
Table 2: Regional truck use Index

<table>
<thead>
<tr>
<th>Year</th>
<th>1st qtr.</th>
<th>2nd qtr.</th>
<th>3rd qtr.</th>
<th>4th qtr.</th>
<th>1st qtr.</th>
<th>2nd qtr.</th>
<th>3rd qtr.</th>
<th>4th qtr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>National</td>
<td>3.00</td>
<td>3.00</td>
<td>3.20</td>
<td>2.90</td>
<td>3.00</td>
<td>2.60</td>
<td>3.40</td>
</tr>
<tr>
<td></td>
<td>North Central</td>
<td>3.20</td>
<td>3.00</td>
<td>3.40</td>
<td>2.70</td>
<td>3.20</td>
<td>2.80</td>
<td>3.00</td>
</tr>
<tr>
<td></td>
<td>Rocky Mountain</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>South Central</td>
<td>2.90</td>
<td>2.70</td>
<td>2.50</td>
<td>3.00</td>
<td>2.80</td>
<td>2.50</td>
<td>3.00</td>
</tr>
<tr>
<td></td>
<td>West</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td>2018</td>
<td>National</td>
<td>2.70</td>
<td>3.40</td>
<td>3.14</td>
<td>3.10</td>
<td>3.00</td>
<td>3.60</td>
<td>3.60</td>
</tr>
<tr>
<td></td>
<td>North Central</td>
<td>2.60</td>
<td>3.83</td>
<td>2.50</td>
<td>3.00</td>
<td>3.10</td>
<td>4.00</td>
<td>3.00</td>
</tr>
<tr>
<td></td>
<td>Rocky Mountain</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>South Central</td>
<td>3.00</td>
<td>2.50</td>
<td>3.10</td>
<td>3.30</td>
<td>2.50</td>
<td>2.50</td>
<td>3.50</td>
</tr>
<tr>
<td></td>
<td>West</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<td>2019</td>
<td>National</td>
<td>3.40</td>
<td>3.04</td>
<td>3.45</td>
<td>3.60</td>
<td>3.41</td>
<td>2.92</td>
<td>2.92</td>
</tr>
<tr>
<td></td>
<td>North Central</td>
<td>3.20</td>
<td>2.88</td>
<td>3.57</td>
<td>3.30</td>
<td>3.53</td>
<td>2.33</td>
<td>2.33</td>
</tr>
<tr>
<td></td>
<td>Rocky Mountain</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
<tr>
<td></td>
<td>South Central</td>
<td>3.80</td>
<td>3.25</td>
<td>3.50</td>
<td>4.00</td>
<td>3.50</td>
<td>2.33</td>
<td>2.33</td>
</tr>
<tr>
<td></td>
<td>West</td>
<td>NA</td>
<td>3.00</td>
<td>3.00</td>
<td>NA</td>
<td>3.50</td>
<td>3.50</td>
<td>2.67</td>
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<tr>
<td></td>
<td>East</td>
<td>NA</td>
<td>3.67</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

Note: NA = not available; qtr. = quarter.
Source: USDA, Agricultural Marketing Service.

Figure 2: National truck usage, 3rd quarter 2019

Note: Q = quarter; avg. = average; Nat. = national; N. = north; S. = south; NA = not available.
Source: USDA, Agricultural Marketing Service.
Table 3: Quarterly national truck availability index

<table>
<thead>
<tr>
<th>Region</th>
<th>3rd quarter 2019</th>
<th>Previous quarter</th>
<th>Same quarter last year</th>
<th>Current quarter as % change from</th>
</tr>
</thead>
<tbody>
<tr>
<td>National</td>
<td>2.92</td>
<td>3.19</td>
<td>3.28</td>
<td>Previous quarter</td>
</tr>
<tr>
<td>North Central</td>
<td>3.00</td>
<td>3.12</td>
<td>4.00</td>
<td>Same quarter last year</td>
</tr>
<tr>
<td>South Central</td>
<td>2.67</td>
<td>4.00</td>
<td>3.40</td>
<td>-8</td>
</tr>
<tr>
<td>West</td>
<td>3.00</td>
<td>3.00</td>
<td>NA</td>
<td>-4</td>
</tr>
<tr>
<td>East</td>
<td>n/a</td>
<td>NA</td>
<td>NA</td>
<td>-33</td>
</tr>
</tbody>
</table>

Note: NA = not available.

Source: USDA, Agricultural Marketing Service.

The truck availability index tracks the trends in perceived ease of hiring a truck as reported by grain elevators.

Figure 3: National truck availability

Note: NA = not available; Q = quarter; N. = north; S. = south; Nat. = national; avg. = average.

Source: USDA, Agricultural Marketing Service.
Table 4: Average grain truck rates for short and long hauls, 3rd quarter 2019 ($/mile per truckload)

<table>
<thead>
<tr>
<th>Region</th>
<th>25 miles</th>
<th>100 miles</th>
<th>200 miles</th>
<th>% increase from:</th>
<th>Last qtr.</th>
<th>Same qtr. last year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>25 mi</td>
<td>100 mi</td>
<td>200 mi</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>National average</td>
<td>$4.37</td>
<td>$2.91</td>
<td>$2.82</td>
<td>4.0%</td>
<td>3.9%</td>
<td>10.2%</td>
</tr>
<tr>
<td>North Central</td>
<td>$4.71</td>
<td>$2.29</td>
<td>$2.22</td>
<td>7.8%</td>
<td>-16.4%</td>
<td>-15.6%</td>
</tr>
<tr>
<td>Rocky Mountain</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>South Central</td>
<td>$3.95</td>
<td>$3.33</td>
<td>$3.10</td>
<td>11.0%</td>
<td>29.1%</td>
<td>53.5%</td>
</tr>
<tr>
<td>West</td>
<td>$3.84</td>
<td>$3.20</td>
<td>$3.14</td>
<td>-2.0%</td>
<td>-10.1%</td>
<td>6.8%</td>
</tr>
<tr>
<td>East</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

Note: NA = not available; qtr. = quarter.
Rates are based on trucks with 80,000-lb gross vehicle weight limit.
Source: USDA, Agricultural Marketing Service.

A truck is assumed to carry 55,000 lbs or 25 metric tons of grain. Rates per metric ton per mile can be calculated from rates per truckload.

Figure 4: National average truck rates by trip distance

Note: Q = quarter.
Source: USDA, Agricultural Marketing Service.
The diesel fuel price provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant expense for grain movements.

Figure 5: U.S. average on-highway diesel fuel prices

Note: Q = quarter.

Table 5: 3rd quarter 2019 average diesel fuel prices (all types - $/gallon)

<table>
<thead>
<tr>
<th>Location</th>
<th>Price</th>
<th>Change from Last qtr.</th>
<th>Change from Same qtr. last year</th>
</tr>
</thead>
<tbody>
<tr>
<td>East Coast</td>
<td>3.04</td>
<td>-0.11</td>
<td>-0.19</td>
</tr>
<tr>
<td>New England</td>
<td>3.08</td>
<td>-0.13</td>
<td>-0.19</td>
</tr>
<tr>
<td>Central Atlantic</td>
<td>3.23</td>
<td>-0.11</td>
<td>-0.17</td>
</tr>
<tr>
<td>Lower Atlantic</td>
<td>2.92</td>
<td>-0.10</td>
<td>-0.19</td>
</tr>
<tr>
<td>Midwest</td>
<td>2.93</td>
<td>-0.09</td>
<td>-0.24</td>
</tr>
<tr>
<td>Gulf Coast</td>
<td>2.79</td>
<td>-0.10</td>
<td>-0.23</td>
</tr>
<tr>
<td>Rocky Mountain</td>
<td>2.97</td>
<td>-0.15</td>
<td>-0.39</td>
</tr>
<tr>
<td>West Coast</td>
<td>3.60</td>
<td>-0.10</td>
<td>-0.14</td>
</tr>
<tr>
<td>California</td>
<td>3.93</td>
<td>-0.10</td>
<td>-0.03</td>
</tr>
<tr>
<td>U.S.</td>
<td>3.02</td>
<td>-0.10</td>
<td>-0.21</td>
</tr>
</tbody>
</table>

Note: qtr. = quarter
## Table 6: Ocean shipping rates for bulk grain ($/metric ton)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>44.27</td>
<td>43.68</td>
<td>45.13</td>
<td>48.46</td>
<td>45.39</td>
<td>40.85</td>
<td>42.78</td>
<td>50.05</td>
<td>44.56</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>43.41</td>
<td>42.69</td>
<td>44.05</td>
<td>47.52</td>
<td>44.42</td>
<td>39.61</td>
<td>42.20</td>
<td>49.35</td>
<td>43.72</td>
<td></td>
</tr>
<tr>
<td>Colombia: Atlantic Port (East)</td>
<td>19.77</td>
<td>19.64</td>
<td>20.02</td>
<td>21.28</td>
<td>20.18</td>
<td>19.75</td>
<td>19.99</td>
<td>21.13</td>
<td>20.29</td>
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</tr>
<tr>
<td>Colombia: Pacific Ports (West)</td>
<td>28.01</td>
<td>28.15</td>
<td>28.64</td>
<td>29.95</td>
<td>28.69</td>
<td>29.38</td>
<td>29.10</td>
<td>29.02</td>
<td>29.17</td>
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</tbody>
</table>

<table>
<thead>
<tr>
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<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>24.25</td>
<td>24.37</td>
<td>24.97</td>
<td>26.69</td>
<td>25.07</td>
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<td>23.56</td>
<td>27.90</td>
<td>24.81</td>
<td></td>
</tr>
<tr>
<td>China</td>
<td>23.40</td>
<td>23.72</td>
<td>24.26</td>
<td>25.97</td>
<td>24.34</td>
<td>22.44</td>
<td>22.93</td>
<td>27.28</td>
<td>24.22</td>
<td></td>
</tr>
</tbody>
</table>

**Note:** qtr. = quarter.

Source: O’Neil Commodity Consulting.

## Figure 6: Grain vessel rates and spread, U.S. to Japan

Ocean rates for 3rd quarter, 2019: U.S. Gulf 17.0%, PNW 18.0%, Spread 15.2%

Change from previous quarter: 11.0%, PNW 12.0%, Spread 9.9%

Change from last year: 11.0%, PNW 12.0%, Spread 9.9%

Note: Q = quarter; PNW = Pacific Northwest.

Source: O’Neil Commodity Consulting.
Contact and Links

Surajudeen Olowolayemo  
Economist  
Surajudeen.Olowolayemo@ams.usda.gov  
202.720.0119

April Taylor  
Economist  
April.Taylor@ams.usda.gov  
202.295.7374

Brian McGregor  
Supervisory Agricultural Marketing Specialist  
Brian.McGregor@ams.usda.gov  
202.720.0035

Send relevant information to: Surajudeen.Olowolayemo@ams.usda.gov for an electronic copy of this report

Related Websites

Grain Transportation Report
Mexico Transport Cost Indicator Report
Brazil Soybean Transportation Indicator
Agricultural Refrigerated Truck Quarterly

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