



OATS MODAL TRAFFIC TO USA

POGA

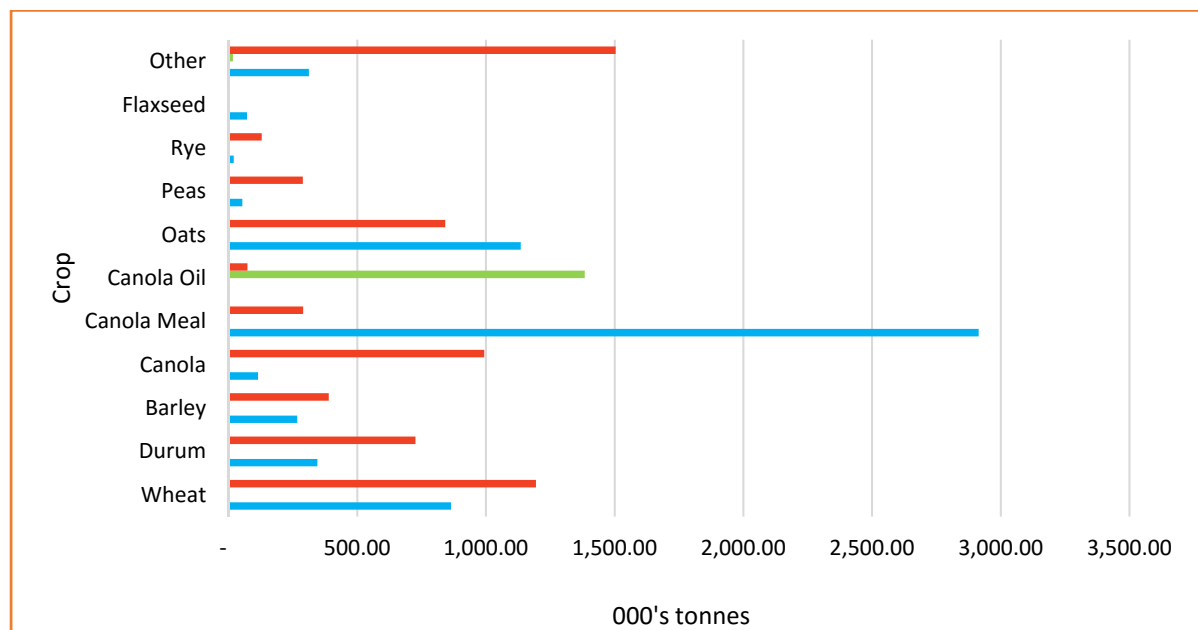
January 2016

Overall Movement

2014-2015 saw overall oat exports remain stable, with only a 16,000 tonne drop from 2013-2014. However, we also saw a 41.7% increase in the amount of oats exported to the US via truck over that same period. 27% of all oats exported to the US in 2014-2015 were moved by truck. This increase was not exclusive to oats. The total amount of Canadian grain exported to the US in 2014-2015 rose 35.8% over 2013-14, with wheat, canola meal, and especially durum also seeing dramatic increases in trucking figures.

Once across the border, oat traffic is heavily dependent on the Mid-West corridor, with oats being the highest volume Canadian crop moved by hopped car in the Midwest, and the 4th highest moved by truck. 91% of Canadian oats moved by rail into the US in 2014-2015 and 69% of oats moved by truck in 2014-15 were destined for the Mid-West.

US TOTAL CROP MOVEMENT 2014-2015 (ALL MODES OF TRANSPORTATION)



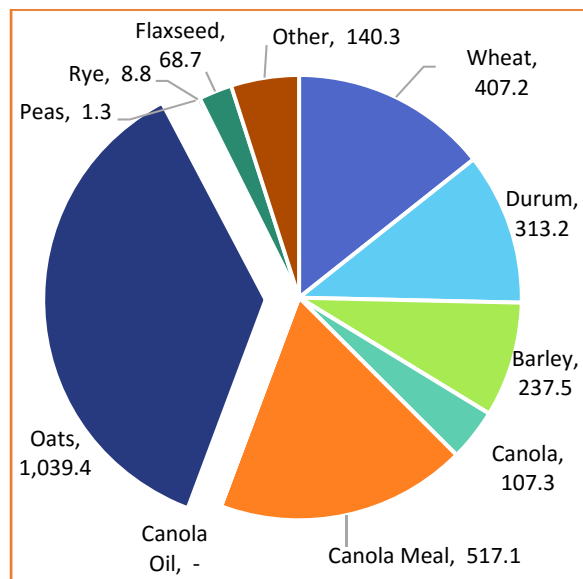
	Wheat	Durum	Barley	Canola	Canola Meal	Canola Oil	Oats	Peas	Rye	Flaxseed	Other
■ Truck 2014-2015	1,193.98	725.93	389.24	993.66	289.74	73.13	841.76	288.16	128.65	0.04	1,504.00
■ Truck 2013 -2014	781.28	110.04	290.33	821.31	189.47	93.37	594.22	153.27	110.56	0.69	1,434.75
■ Non-Hopper Car 2014-2015	-	-	-	0.25	-	1,383.62	5.17	0.46	-	-	17.01
■ Non-Hopper Car 2013 -2014	-	-	-	-	-	-	-	-	-	-	-
■ Hopper Car 2014-2015	863.96	344.79	266.68	114.23	2,914.32	-	1,134.78	53.70	19.96	71.27	312.35
■ Hopper Car 2013 -2014	-	-	-	-	-	-	-	-	-	-	-

Oats have come close to wheat as the second largest export to the US with 2,057,900 tonnes of wheat, and 1,981,710 tonnes of oats shipped in 2014-2015. The above chart breaks down movement by mode of transport.

Hopper Cars

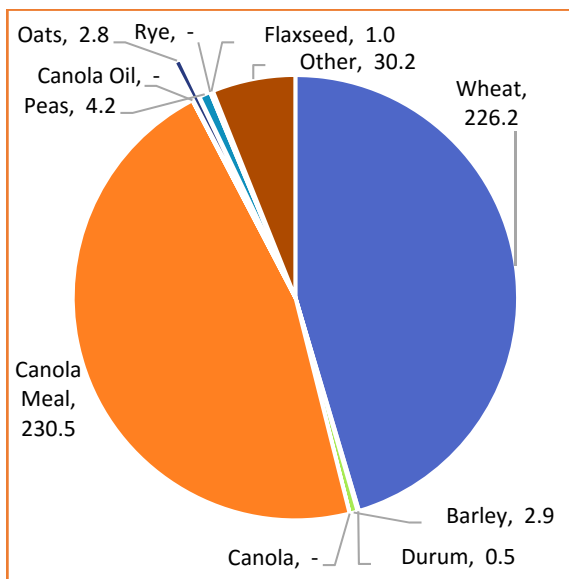
Interestingly oats have exceeded wheat and are the second largest crop shipment by hopper into the US. Oats hopper movement to the US in 2014-2015 was 1,134,800 tonnes.

MID-WEST



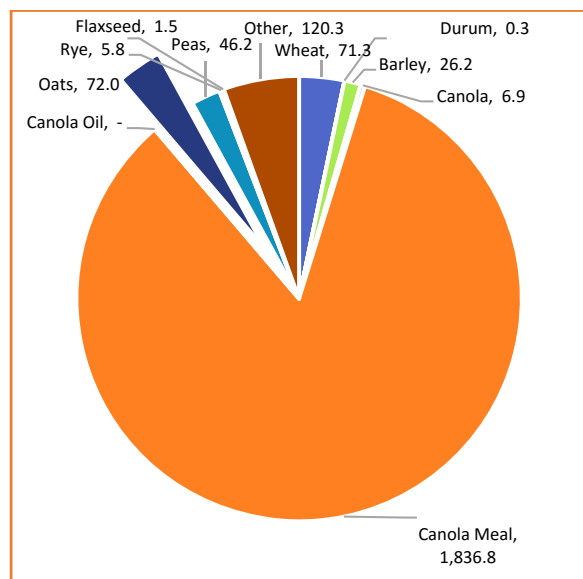
US Mid-West Hopper Movement by Crop

NORTH-EAST



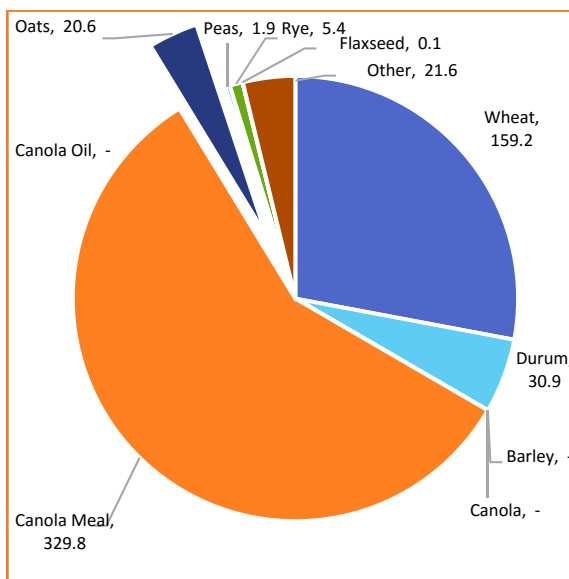
US North-East Hopper Movement by Crop

WEST



US West Hopper Movement by Crop

SOUTH



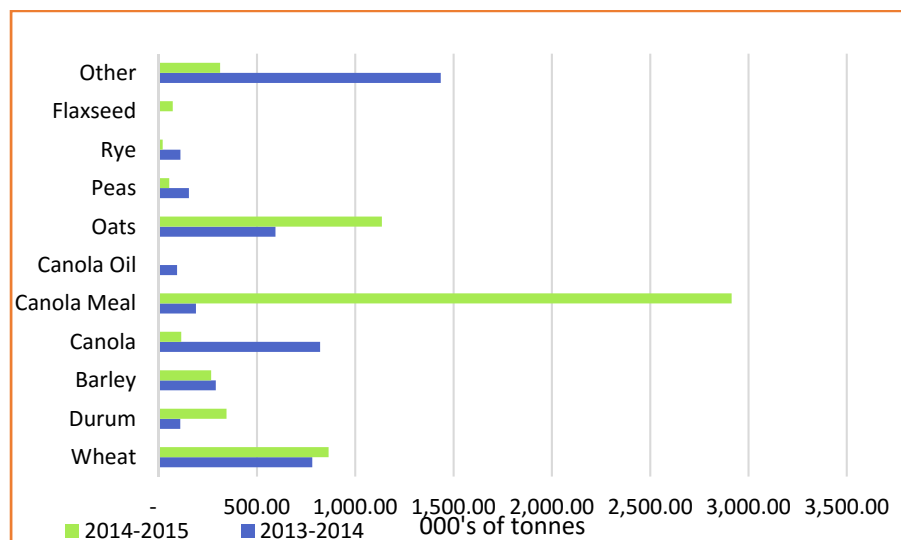
US South Hopper Movement by Crop

A breakdown of shipments by sub-corridor show the clear dominance of oats in the Mid-West where the crop exceed shipments of canola and wheat. Future examination of efficiency of oats shipments could focus on that corridor for maximum analysis and impact. The top three crops

transported on Hopper Cars in the Mid-West in 2014/2015 were Oats, 1,039,400 tonnes, Canola Meal, 517,100 tonnes, and Wheat, 407,200 tonnes.

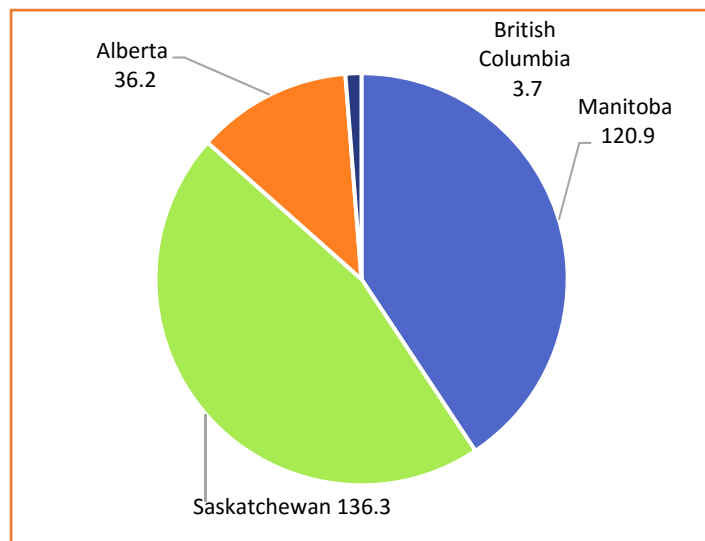
Trucking

Total Truck Movement by Crop



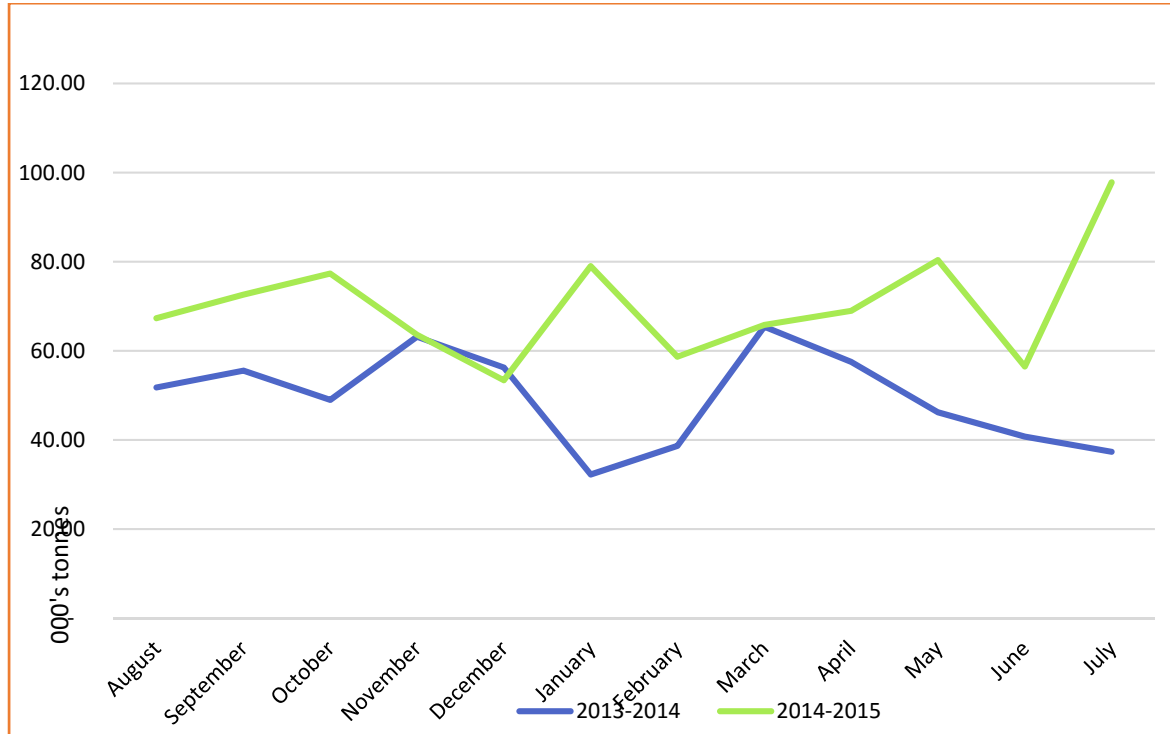
Oats in 2014-2015 became the second most prevalent crop for trucking. Trucking increased for many crops notably, canola meal and wheat as well.

Total Oat Trucking Movement by Province 2014-2015 (000's of Tonnes)



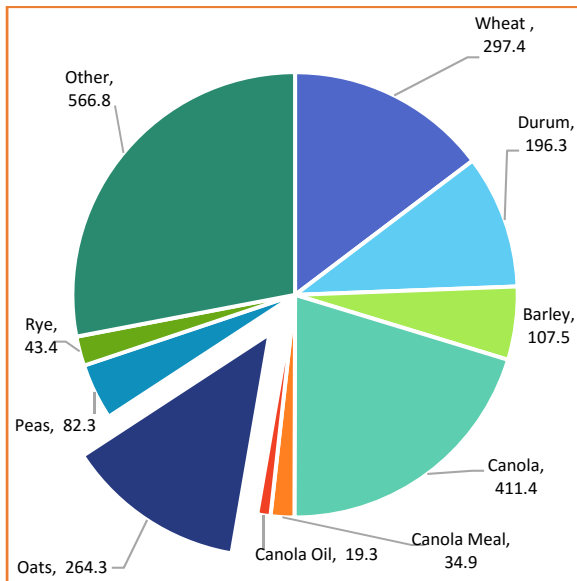
While the increase in trucking was seen across the country, Saskatchewan saw the most dramatic increase, moving 56% more oats by truck in 2014-2015 compared to 2013-2014. This was also true of grain overall, where Saskatchewan moved 72.5% more grain by truck in 2014-2015, compared to 22.6% for Manitoba, 29% for Alberta, and only 2.8% for British Columbia.

Trucking of Oats 2013-2014 vs. 2014-2015



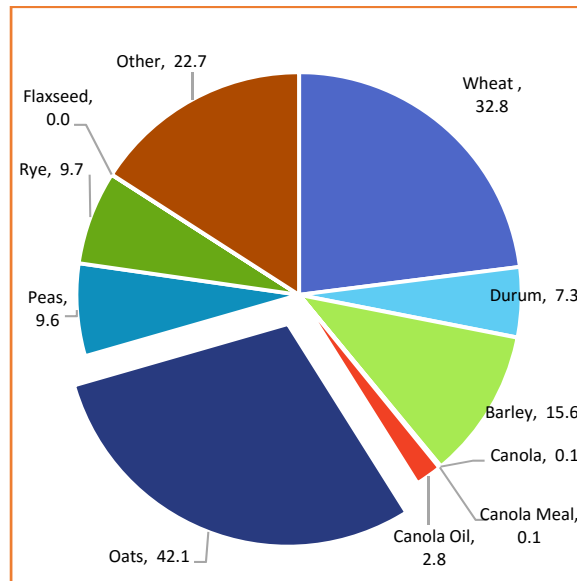
Trucking movement in each month has been variable but is up throughout 2014-2015, with a notable increase heading into harvest.

MID-WEST



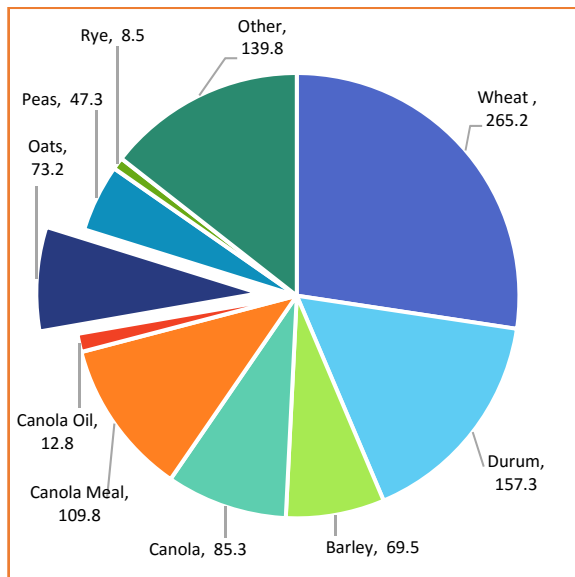
US Mid-West Truck Movement by Crop

NORTH-EAST



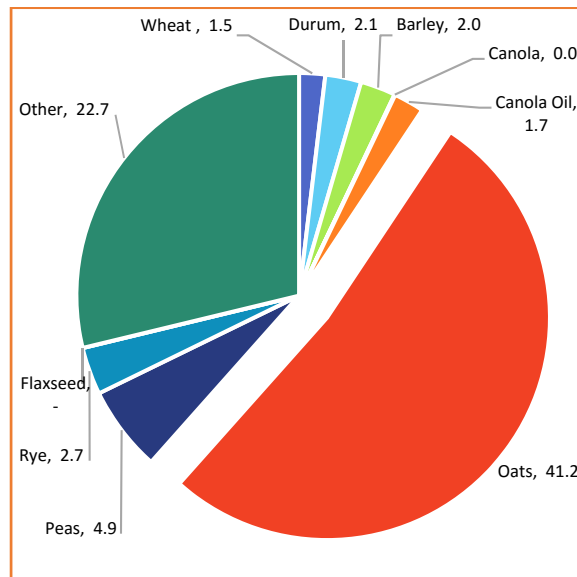
US North - East Truck Movement by Crop

WEST



US West Truck Movement by Crop

SOUTH



US South Truck Movement by Crop

The importance of the Mid-West sub-corridor remains evident in the trucking statistics. In 2014 the Mid-West saw 264.3 tonnes of oats transported vs. 42.1 tonnes in the North-East, 73.2 tonnes in the West, and 41.2 tonnes in the South. This means that the Mid-West is by far the largest volume, even though oat movement to the South is proportionately the largest.