

# FREIGHT RAIL ECONOMIC DEVELOPMENT RAIL SHIPPER TOOLKIT

Minnesota Department of Transportation  
Minnesota Department of Employment and Economic Development



**MINNESOTA  
REGIONAL  
RAILROADS  
ASSOCIATION**

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## FORWARD

Railroads are important to Minnesota's economy and help their user's remain economically competitive.. There are 18 railroads in Minnesota which extend over 4,450 miles. In 2012, according to the Association of American Railroads they employed 4,566 freight employees, with an average wage of \$113,270. One train can carry as much freight as several hundred trucks. In 2012 248.4 million tons of freight moved by rail in Minnesota, It would take 13.8 million additional trucks to handle this cargo if it moved on the Highway.

This tool kit was prepared to support Minnesota Department of Transportation and Minnesota Department of Economic and Employment Development. Minnesota DOT is committed to providing a safe and efficient multimodal transportation network which supports economic development, job creation and the State's economy.

## ARE YOU A RAIL SHIPPER?

Take the following quiz to see if this toolkit might be a benefit to you. If you answer yes to more than five questions, rail might be a available option for you.

- Have your transportation prices increased?
- Do you pay the transportation bill for your inbound or outbound freight?
- Are your suppliers and/or customers located on rail?
- Do you ship more than 3 -4 truckloads to the same destination within a week?
- Is a rail transload located within 50 miles of your facility? (hint refer to transload map on page X)
- Did you know that railroads \$62.2 Billion dollars in the rail network in 2012 ?
- Is it harder to get a truck to move your freight?
- If longer transit schedules are reliable can you program them into your delivery schedule?
- Does your company or do your customers measure their carbon footprint?
- Do your shipments move than 300 miles?
- Do you manage your own logistics?
- Did you know that railroad hazardous material accidents declined 38% between 2000 and 2012?
- Do you need help understanding rail service?



**CONGESTION AHEAD – SEEK ALTERNATIVES NOW!**

## CHAPTER 1: GETTING STARTED

### Who is this Guide Intended for?

This Rail Shippers Tool Kit was developed for the State of Minnesota and the freight rail user community. This guide is intended to provide a basic introduction to rail freight shipping concepts and practices. Many freight rail programs, policies and practices are updated on a continuing basis. For up to the minute accurate information please contact the railroads directly.

This guide book also contains references and a resource guide to help new freight rail users and economic development professionals with basic information about railroad access. Rail transportation is not new. The Railroad industry has made many investments and improvements in the past decade which have resulted in more up to date information on shipment location and improved service. This guidebook is intended to help demystify rail freight transportation.

### Why use rail transportation?

As of 2011 there were 185,000 miles of railroad track which supported 1.5 million rail cars and 31,000 locomotives in the United States, Canada and Mexico. In the U.S. there are 568 railroads, seven of which are Class I carriers. Railroading is

enjoying a renaissance as freight transportation due to their fuel economy and efficiency when it comes to moving large volumes of freight long distances. Railroads in many cases can move large volumes of product at lower cost than trucks, Railroads are safe and environmentally friendly, Moving freight by rail helps reduce congestion and helps reduce highway maintenance cost.

According to the American Association of railroads, since 1980 rail rates have fallen 57% and have provided U.S. shippers over \$10 billion in freight transportation savings. As fuel costs increase and the U.S. trucking industry struggles with key issues such as driver shortages, insurance premium increases and new equipment standards, exploring alternative transportation modes makes sense.

Minnesota is served by 18 railroads which operate across 4,449 track miles within the state. The map below shows the current train density which operates across Minnesota and throughout the United States.

### Benefits of Using Rail

There are seven primary benefits of using railroad transportation:

- 1. Fuel Savings** -A freight train can move a ton of freight an average of 476 miles on a single gallon of fuel.
- 2, Safety** -Railroads have moved 99.998 percent of the approximately 1.7 million carloads of hazmat successfully reaching their final destination without a release.
- 3. Mitigates congestion** - One rail car moves the equivalent of four trucks, One intermodal train moves the equivalent of 280 truckloads (source: Inbound Logistics October 2011)
- 4. Reduced Green House Gas Emissions** - Shifting 10 percent of long-haul freight from truck to rail would save nearly one billion gallons of fuel annually, according to a study by the Federal Railroad Administration (FRA). And replacing OTR with intermodal transportation for shipments of more than 1,000 miles reduces greenhouse gas emissions by 65 percent, according to the Environmental Protection Agency (EPA).
- 5. Reduces dependence on foreign oil.** - Railroads move freight on an efficient, low friction, steel wheel network, using less fuel per ton of freight moved than truck transportation.
- 6. Reduces pavement maintenance** - In 2011 the ASLRRRA factbook reported that Minnesota Railroads moved 753,000 truckload equivalents of freight and saved an estimated \$33 million in highway maintenance expense.
- 7. Cost Savings** - Freight moving by rail often provides lower total delivered cost savings. Intermodal transport in many lanes can save up to 20% of total door to door costs. Carload savings depend on length of haul, car ownership, competition and shipping volumes among other things. (source: Inbound Logistics October 2011)

### Where do Railroads Go?

More than 185,000 miles of railroad connect North American shippers, manufactures and consumers. Railroads connect ports, terminals, urban and rural shippers and receivers to facilitate multimodal transportation.. Railroads in North

America can interchange railcars to connect with shippers and receivers in Mexico, Canada and all across the United States. Containerized ocean container shipments from and to global shippers can be moved by rail which serves U.S. ports.

### What are Class I Railroads?

The Surface Transportation Board defines a Class I railroad in the United States as having an annual carrier operating revenue of more than \$250 after adjusting for inflation, using a Railroad Freight Price Index developed by the Bureau of Labor Statistics. The Association of American Railroads a Class I railroad has a minimum of \$376.8 million in 2009. In Canada a Class I railroad was defined (2004) as a carrier that earned gross revenues exceeding \$250 million (CAD) for each of the previous two years.

### What are Short Line Railroads?

There are 561 Short Line Railroads in the United States. Short lines provide a valuable service for Class I railroads by gathering shippers and providing customized services for industries located on their rail lines. Many shippers seek out short lines, especially ones which have access to more than one Class I railroad, because they allow users to connect to multiple long haul Class I railroads. Short lines are often referred to as incubators of new rail business and customers. They often have the ability to customize service and help new users navigate the rail system. The map below highlights short lines in grey.

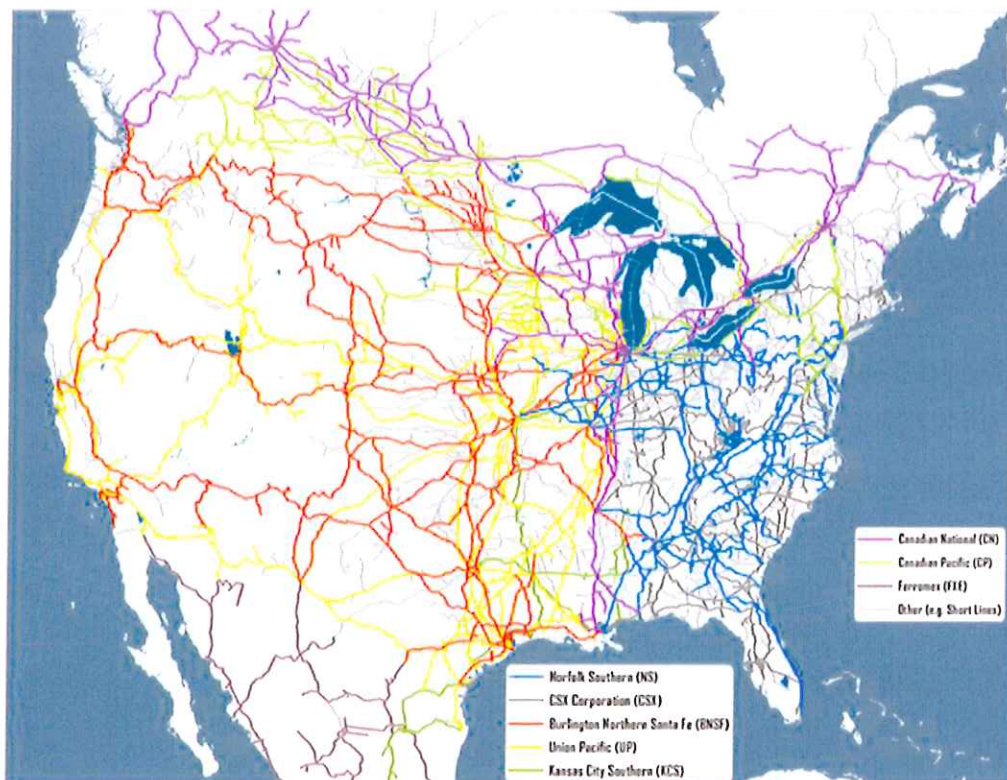


FIGURE 1 U.S. RAIL MAP SOURCE: HOFSTRA.EDU



## What Do Railroads Move?

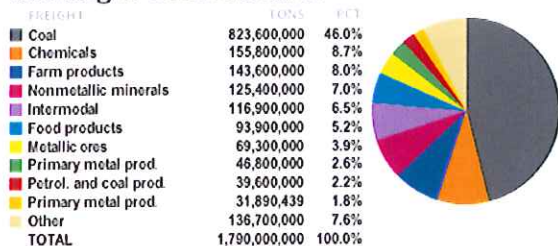
The U.S. Freight Railroad Industry Snapshot, prepared annually by the AAR, shows commodities which originated and terminated during calendar year 2011. Coal is dominant, representing nearly half of the originated and terminated freight. Several other commodities with notable volumes include food and farm products, chemicals, nonmetallic minerals such as sand, aggregates and cement; and intermodal. The two maps below illustrate the National Rail network, volumes and commodities. The Minnesota State profile in Map 2 shows how Minnesota compares to the national network. Minnesota has the fourth largest state rail network in the nation.

### U.S. Freight Railroad Industry Snapshot



Number of Freight Railroads	568
Freight Railroad Miles	138,565
Freight Railroad Employees	175,940
Avg. Wages & Benefits Per Freight Railroad	\$109,030
Railroad Retirement Beneficiaries	525,691

#### Starting in United States



#### Ending in United States

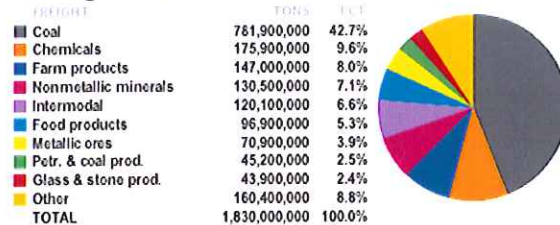
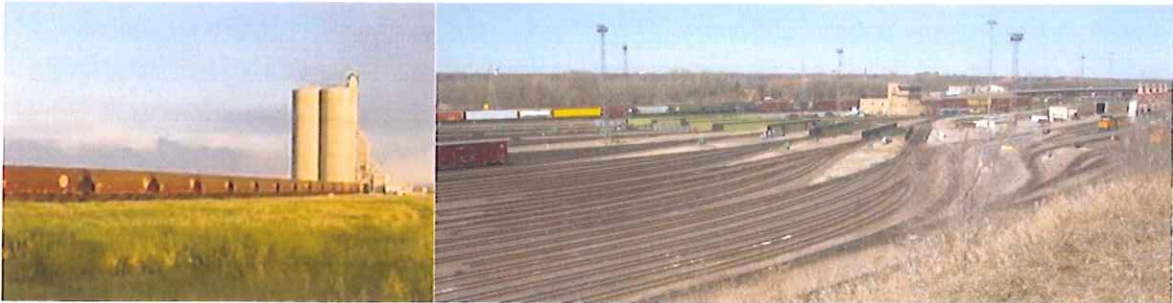


FIGURE 2 U.S. RAILROAD SNAPSHOT SOURCE: AAR.ORG

## Three Types of Railroad Service

Railroads provide multiple service options, mostly defined by the type of equipment used to move cargo. Three service types will be examined: 1) carload, 2) intermodal and 3) transload services will be examined. Regional railroads, short lines, and terminal railroad switching operations originate or terminal freight which travels on a Class I rail network.

**Carload**



Carload service moves freight in a variety of car types. Railcars are spotted at a customer location, loaded and then picked up by a local train and taken to a regional train classification yard. Cars are added to trains based on destination. Upon arrival at the final classification yard, individual cars are switched to local train service and are delivered to a customer facility. Freight cars can move in single car service. There are two variations on this theme. 1) shuttle trains move a block of cars, usually 50-55 loaded at one customer location and move to another location to pick up a second block of cars. These trains typically pick up at an elevator or a facility which has the ability to load out large volumes of cargo in a short period of time. Unit trains are typically 100 to 110 cars in length and move from one point to another point, without being sorted or reconfigured at a switching terminal along the way. Freight most suitable for unit train service include agricultural products, coal, oil or energy related products. The map below in Figure 3 illustrates the North American rail network. The colored lines represent Class I rail networks which connect to short lines.



FIGURE 3 60' BOXCAR SOURCE: GREENBRIER COMPANIES

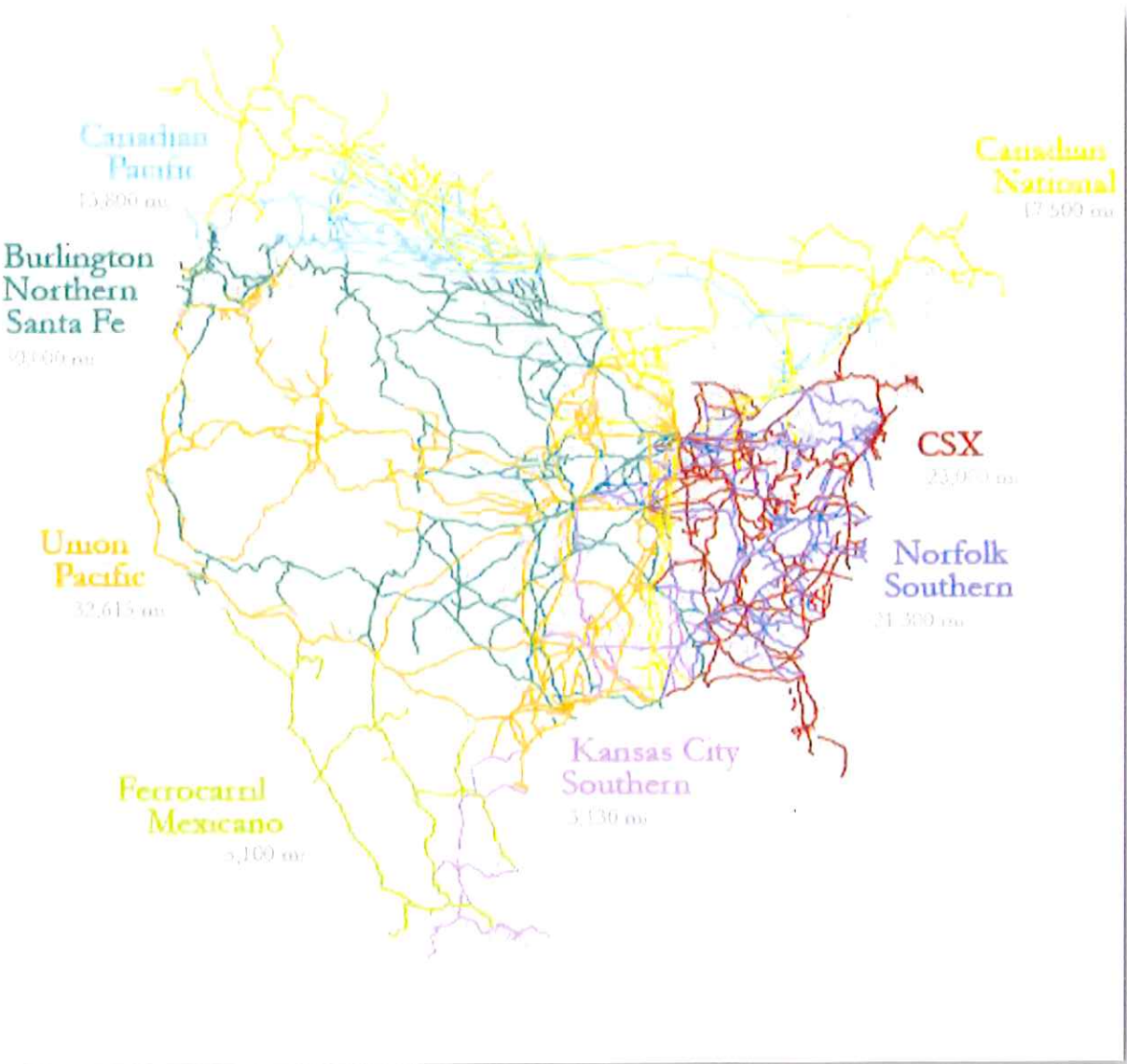


FIGURE 4 U.S. RAIL MAP SOURCE: AAR.ORG

### Intermodal

Intermodal service is primarily a Class I rail transportation product. Trucks bring containers or trailers to a terminal where this equipment is loaded on a train. Intermodal train service moves containers and trailers to and from intermodal terminals based on a fixed schedule. Intermodal trains are typically not mixed with carload trains and typically do not share loading/unloading terminals. Photos below show intermodal train movement and an intermodal terminal where containers are loaded/unloaded to and from a train. The map in Figure 4 shows intermodal terminal locations.



FIGURE 5 INTERMODAL RAIL MAP SOURCE: INTERMODAL ASSOCIATION OF NORTH AMERICA

### Transloads

Transloading is the process of transferring a shipment from one mode of transportation to another. Usually trucks do the pick-up and delivery. Product is brought to a rail terminal where it is loaded in rail car service. It is most often used when one mode cannot be used for the entire trip. Transloading might be used by shippers who want to ship by rail but have no rail access, or importers who want to move international cargo to an inland point where the ocean carrier does not provide rates or service.

finally exporters might use transloads to load containers for export, to the maximum allowable container weight (which might be over 80,000 lb gross vehicle weight).

Transloads can be operated by the railroad or an independent operator who has access to the railroad. Transloads are typically



purpose built to handle specific commodities which are delivered to and from the rail network by truck.

### What Products are Transloaded?

Consumer retail merchandise is often transloaded. Specific products include apparel, shoes, furniture, consumer electronics, general merchandise for Big Box Retailers. Specialized Cargo can also be transloaded which includes machinery, metal products, project cargo and vehicles. Overweight cargo such as paper, plywood, lumber, liquor, beverages, canned goods, tile, flooring, chemicals, hazardous materials, plastic pellets, soybeans, agriculture products and other materials are often transloaded.

Some transloaders provide specialized and value added services. Some companies ship carloads of product to a market where they have several customers, Transloading allows the shipper to take advantage of lower cost rail transportation and short term storage can be purchased as each truckload is delivered. Some transloads provide light manufacturing services such as cut to order specifications, process flat pack merchandise to hangers, or provide labeling, Kitting or promotional packaging. Other transloads can provide quality control and inspection functions.

### Why Transload?

Most transloading is done because the producer or the receiver does not have access to rail, yet they are within a short distance of a public rail served facility. These facilities might be a public warehouse where product can be transferred to rail car under the protection of a roof and four walls. Other bulk products maybe suitable to transfer outside, where weather is not a concern.

Some railroads have team tracks which are available to the public, or users without rail sidings. A team track is the

Inventory Issues – A transload can provide a controlled inventory flow to a distribution center or a store, A transload can have a positive financial impact by reducing inventory carrying costs. Transloads also help minimize inventory transfers from Distribution Center to Distribution Center.

**Stop In Transit Issues** – A transloader can help last minute deployment decisions to assure the right inventory levels are sent to the right markets at the right time. Transloaders can redirect Distribution Center merchandise to store levels and can help reduce stock outs. Truckload shipments can be customized to customer or store requirements.

**Transportation Cost Savings** – Cross docking can reduce the number of ocean containers moving to a specific destination. Transloading can also help shippers maximize the high cube capacity of domestic containers rather than ship international 20/40' containers intact to destination. Time savings can also be realized by the combination of rail and truck. Transloading ag products near to or on terminal allows exporters to load containers to higher container weights allowed in international markets.

**Flexibility** – Transloading provides flexibility for time sensitive cargo, and allows for inventory deployment decisions to be made closer to the final customers. In many markets customer delivery can be made same day, or product can be delivered in time increments which match consumer demand.

### **Cross docks for containerized freight**

In the early 2000's a number of large retailers and manufactures began to take advantage of improved information systems and supply chain visibility tools for international cargo. Full container loads of product would move to the United States where upon arrival cargo would be cross docked from international containers (typically 20' or 40' containers) to domestic containers for inland transportation (typically 53' containers). This cross dock activity, in North America, allowed importers to mix cargo based on updated demand forecasts, closer to the actual point of consumption. This also allowed ocean carriers to keep their containers closer to the vessel and reduced asset cycle time.

Over the past decade ocean carriers have been reducing the number of inland port points they support. Transloading near dock allows inland receivers to access more ocean carriers.

### **Rail access for carload shipment**

In the most simple terms, a transload facility provides access to rail users who do not have their own rail siding. Transloads may be specialized to handle dry or liquid bulk products or packaged products.

### **Value added services**

Some transloads provide a valuable storage and delivery function at a destination which can serve multiple customers. In some cases a shipper may send a rail car to a specified location, where the product is unloaded and delivered by truck to multiple receivers of the goods. Some transloads hold inventory in a forward position and when orders arrive, product is custom cut or measured to fulfill customer needs. This value-added service reduces cost for the shipper and provides faster deliveries for the final customer because the product is located closer to the customer. Some public warehouses with rail service can provide specialized services to help you use rail transportation. Figure 5 illustrates several different transload configurations.

Many short line railroads will work with you directly to transload your product to their rail line for further transportation. Many of these ad hoc facilities are not advertised unless you contact the short line railroad directly.

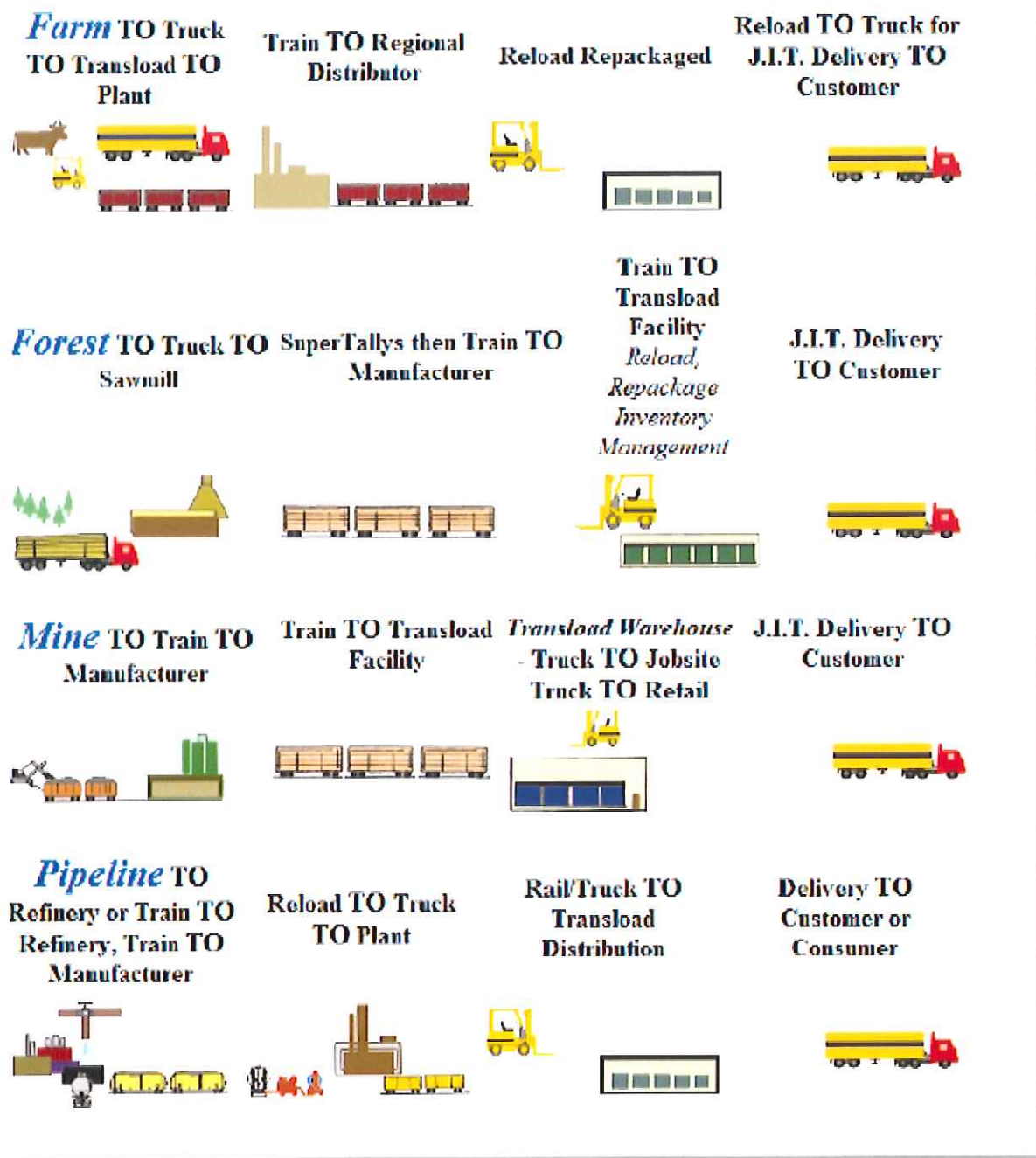


FIGURE 6 TRANSLOAD PROCESS SOURCE: TRANSLOAD AND DISTRIBUTION ASSOCIATION

## Minnesota Transload Locations and Contacts

Transload Name	Location	Railroad Access	Contact Information
<b>Ag Commodities Transload</b>	Minneapolis, MN 530 25th Ave SE	Served by: BNSF and CP Intermodal	952-562-2988 <a href="http://www.agcomtrans.com/">http://www.agcomtrans.com/</a>
<b>Brunk Minnesota LLC/AJP Corp.</b>	Bloomington MN, 201 West 86 <sup>th</sup> Street	Served by: CP	888-227-4902 <a href="http://www.brunk-ajp.com">www.brunk-ajp.com</a>
<b>Buesing Bulk Transport Inc.</b>	Cannon Falls, MN	Served by: UP, CVRC	952-473-1296 <a href="http://buesingbulk.org/index.html">http://buesingbulk.org/index.html</a>
<b>Buesing Bulk Transport</b>	Keenan, MN	Served by :CN	952-473-1296 <a href="http://buesingbulk.org/index.html">http://buesingbulk.org/index.html</a>
<b>Buesing Bulk Transort</b>	Lakeville, MN 21778 Highview Ave.	Served by: CPRS, UP	952-473-1296 <a href="http://buesingbulk.org/index.html">http://buesingbulk.org/index.html</a>
<b>Buesing Bulk Transport</b>	Minneapolis, MN	Served by: CPRS, IMRL, UP, BNSF, TCW, WCL, MCRC and others	952-473-1296 <a href="http://buesingbulk.org/index.html">http://buesingbulk.org/index.html</a>
<b>Commercial Transload of Minnesota</b>	Fridley, MN 7151 University Ave. NE	Served by: Minnesota Commercial Railroad	763-571-9508 <a href="http://www.ctm-truck.com/contactus.html">http://www.ctm-truck.com/contactus.html</a>
<b>Distribution Centers of Minnesota, Inc</b>	Minneapolis, MN 600 30 <sup>th</sup> Ave NE	Served by: CP	612-789-3734 <a href="http://www.kochcompanies.com/">http://www.kochcompanies.com/</a>
<b>Ee-Jay Motor Transport Inc.</b>	Minneapolis/St. Paul, MN	Served by: UP and MNNR	800-421-0124 <a href="http://www.ee-jay.com/">http://www.ee-jay.com/</a>
<b>Feed Products North Inc</b>	Maplewood, MN 1300 McKnight Road North	Served by UP	651-777-3132 <a href="http://www.originatio2d.com">http://www.originatio2d.com</a>
<b>Fitzsimmons Service Inc.</b>	Montrose, MN	Served by BNSF	763-675-3131 or 612-845-6719



	310 Emerson Ave.		
<b>Hallet Dock Company</b>	Duluth, MN 303 S. 37 <sup>th</sup> Avenue West	Served by: BNSF, CN, CP and Union Pacific	218-628-2281 <a href="http://www.hallettdock.com/aboutus.php">http://www.hallettdock.com/aboutus.php</a>
<b>Lake Superior Warehousing</b>	Duluth, MN P.O. Box B16390	Served by: BNSF, CN, CP and Union Pacific	218-727-6646 <a href="http://www.lswci.com/">http://www.lswci.com/</a>
<b>Murphy Warehouse Company</b>	Fridley, MN 4700 Maine Street NE	Served by: BNSF, CN, CP, UP and short lines	612-623-1228 <a href="http://www.murphywarehouse.com/">http://www.murphywarehouse.com/</a>
<b>Rail Transfer Inc.</b>	800 Grotto St North St Paul, MN	Served by: BNSF	612-207-5794 <a href="http://www.railtransfer.com/">http://www.railtransfer.com/</a>
<b>Twin Cities Western Railroad</b>	Glencoe, MN 2925 12 <sup>th</sup> St. East	Served by: TCW	320-864-7211 <a href="http://tcwr.net/">http://tcwr.net/</a>
<b>UART</b>	Minneapolis, MN 4282 Dahlberg Drive	Served by: BNSF CP, UP	763 404-8860 <a href="http://www.uarttransportation.com">http://www.uarttransportation.com</a>
<b>Western Petroleum Co.</b>	Hugo, MN (rail yard)	Served by:	800-972-3835 <a href="https://www.westernpetro.com/">https://www.westernpetro.com/</a>
<b>Young's Salvage &amp; Trucking</b>	Mystic, IA 105 North 1st Street	Served by BNSF	641-647-2279 <a href="http://www.quicktransportsolutions.com/truckingcompany/iowa/youngs-salvage-trucking-llc-usdot-293103.php">http://www.quicktransportsolutions.com/truckingcompany/iowa/youngs-salvage-trucking-llc-usdot-293103.php</a>
<b>Westmor Industries</b>	Morris, MN 3 Development Drive.	Served by: BNSF	800-992-8981 <a href="http://westmor-ind.com/transloader/">http://westmor-ind.com/transloader/</a>
<b>World Transload and Logistics LLC</b>	New Hope, MN 5101 Boone, Ave North	Served by BNSF	763-536-9080 <a href="http://worldtransload.com/">http://worldtransload.com/</a>

## Where do Railroads fit in the logistics supply chain?

There are many factors which are considered when choosing rail as a transportation mode.

- Size of shipment
- Frequency of shipment
- Loading and unloading characteristics
- Product loss or damage characteristics
- Transit time
- Cost
- Contract specifications
- Other

The Figure 6 below illustrates where trucks and intermodal tend to compete and how modes may shift in the future based on fuel costs or driver availability. While this chart represents average experiences, when short lines and Class I railroads were asked about average length of haul for representative carload movements, most answered “it depends” on the total volume of shipments and the transportation specifications. Often large quantities of bulk commodities can move economically by rail over short distances if the product is not packaged or unitized. Some carriers can make short haul rail shipments work if you contact them directly.

### National Rail Plan

### Modal Shift Projection



FIGURE 7: US DOT NATIONAL RAIL PLAN

## How are Railroads Organized

### Several kinds of railroads share the network

According to the Association of American Railroads, Class I railroads have annual revenue exceeding \$453 million and account for 69 percent of the industry’s mileage, 90 percent of its employees, and 94 percent of its freight revenue. They operate in 44 states and the District of Columbia and concentrate largely on long-haul, high-density intercity traffic. There are seven Class I railroads: BNSF Railway Company, Canadian Pacific Railway, CN, CSX Transportation, Kansas City Southern Railway Company, Norfolk Southern Railway Company, and Union Pacific Railroad.

Short line and regional railroads account for 31 percent of U.S. freight rail mileage and 10 percent of employees. They range in size from small operators handling a few carloads a month to multi-state operators close to Class I size. The more than 560 short line and regional railroads operate in every U.S. state except Hawaii and often feed traffic to Class I railroads and receive traffic from Class I railroads for final delivery.

Switching and terminal railroads usually perform pick-up and delivery services within a port or industrial area, or move traffic between other railroads.

Passenger railroads in the U.S. typically operate over tracks owned by freight railroads. Approximately 70 percent of the miles traveled by Amtrak trains are on tracks owned by freight railroads. In addition, hundreds of millions of commuter trips each year occur on commuter rail systems that operate, at least partially, over track or right-of-way owned by freight railroads.

Depending on the size of the railroad company, commercial, transportation and operating divisions keep the railroad vital. For large Class I railroad the marketing function is typically organized around commodity or railroad car types.

Industry	Auto /Equipment	Bulk Products/Equipment	Merchandise/Equipment	Intermodal/Equipment
<b>Rail Car Types</b>	<b>Auto Rack or Flatbed Equipment.</b>	<b>Unit or Shuttle Train operations, Non-packaged material.</b>	<b>Single Car Shipments picked up and delivered to customer facility.</b>	<b>Containerized Cargo which moves from terminal to terminal.</b>
<b>Products</b>	Finished Vehicles	Agriculture	Base Metals	Food and Beverage
	Machinery	Grains	Basic Chemicals	Consumer Products
		Coal	Oil and Gas	Household Goods
		Metallic Ore	Logs and Lumber	Manufactured Products
		Non-metallic Ore	Printed Materials	Plastics and Rubber
		Sand, Gravel	Wood Products	Printed Materials
		Bulk Material	Building Products	Manufactured Products
		Waste and Scrap	Pharmaceuticals	

## Capture the Rail Renaissance

Railroads have been investing in infrastructure, rolling stock and business information technology to improve the railroad network. Since deregulation in 1981 railroad volume has increased as railroads have been able to compete more aggressively for all types of industrial, agriculture, international and truck competitive freight. Rail rates have actually fallen since 1981 as measured by revenue per ton mile.

Short line railroads have been growing at a faster pace than Class I railroads in many regions as more Federal and State programs have become available to help improve track and infrastructure.

Many shippers are looking to rail and intermodal service to help offset concerns about truck driver shortages and increasing cost of truckload service.

Rail service can be effectively used when supply chain planning and coordination is undertaken.

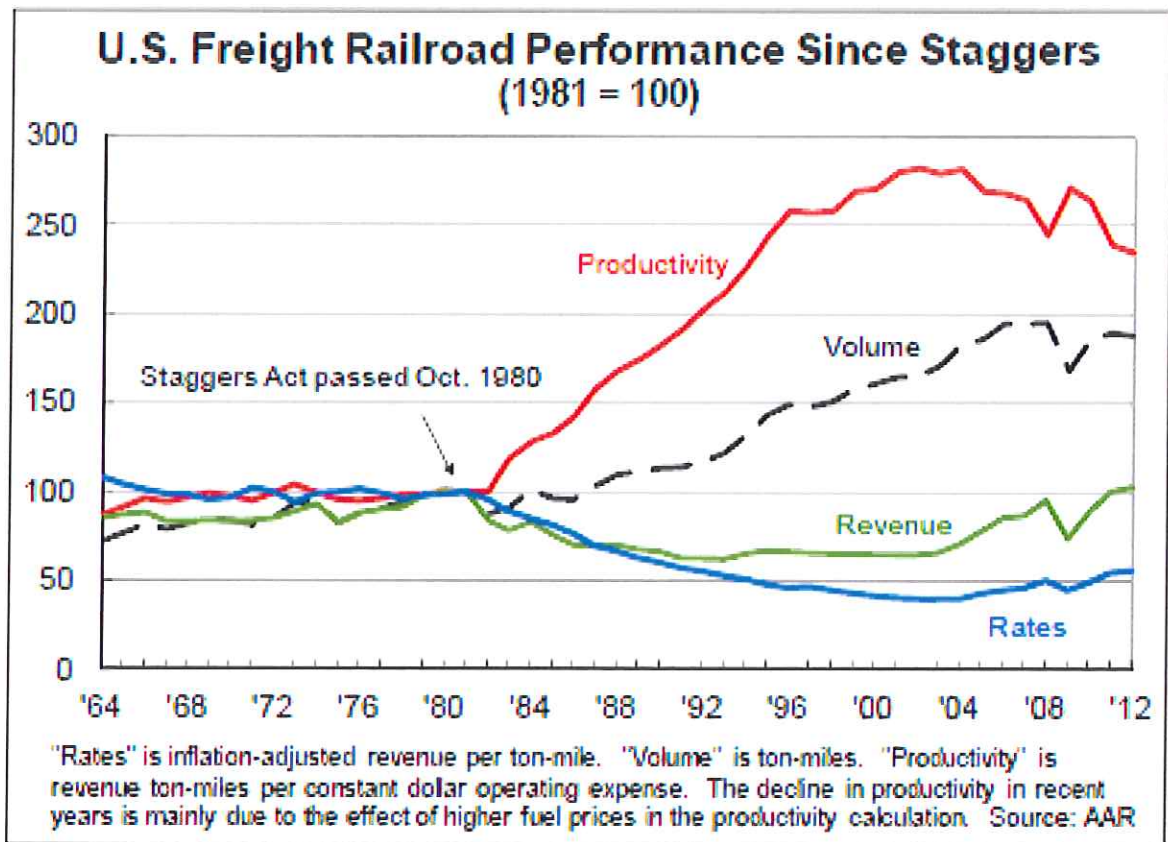


FIGURE 8: AAR RAIL PRODUCTIVITY SOURCE: AAR

# MINNESOTA'S EXTENSIVE RAIL NETWORK – READY TO SERVE YOUR NEEDS!

## CHAPTER 2: RAILROADS IN MINNESOTA

The Association of American Railroads compiles data on railroad freight activities. In 2012 Minnesota ranked:

- 8th in total rail miles within any state.
- 17<sup>th</sup> ( tied with Oregon and Missouri) for the number of railroads in the state
- 5<sup>th</sup> in millions of tons of products originated in the state and moved by rail
- 6<sup>th</sup> in millions of tons terminated in the state moved by rail
- 5<sup>th</sup> in number of rail carloads originated in the state.
- 9<sup>th</sup> in number of rail carloads terminated in the state.
- 12<sup>th</sup> in total tons moved by rail in any state
- 18<sup>th</sup> in total number of rail carloads moved in any state
- 13<sup>th</sup> in railroads employees in any state.
- 13<sup>th</sup> in railroad wages earned in any state.
- 3<sup>rd</sup> in Farm products moved by rail which originated in the state (corn, wheat, soybeans, other grains, fruits and veg.)
- 3<sup>rd</sup> in Food products moved by rail which originated in the state (canned food, animal feed, flour, corn syrup, etc)
- 1<sup>st</sup> in metallic cores originated or terminated in any state.

### What Do Railroads Move in Minnesota?

Figure X below shows the types of products which move to and from Minnesota. According to the Association of American Railroads, one rail car can move as much tonnage as 3-4 truckloads. It is estimated that an additional 13.3 million trucks would be needed to handle the same amount of freight which moved by rail in Minnesota in 2011.

### U.S. Freight Railroad Industry Snapshot

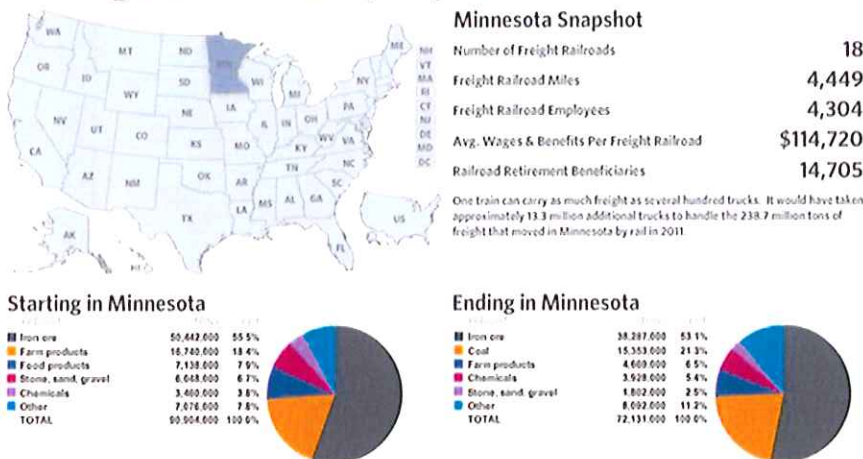


FIGURE 9 US FREIGHT RAILROAD SNAPSHOT SOURCE: AAR

Where do Minnesota Railroads Go?

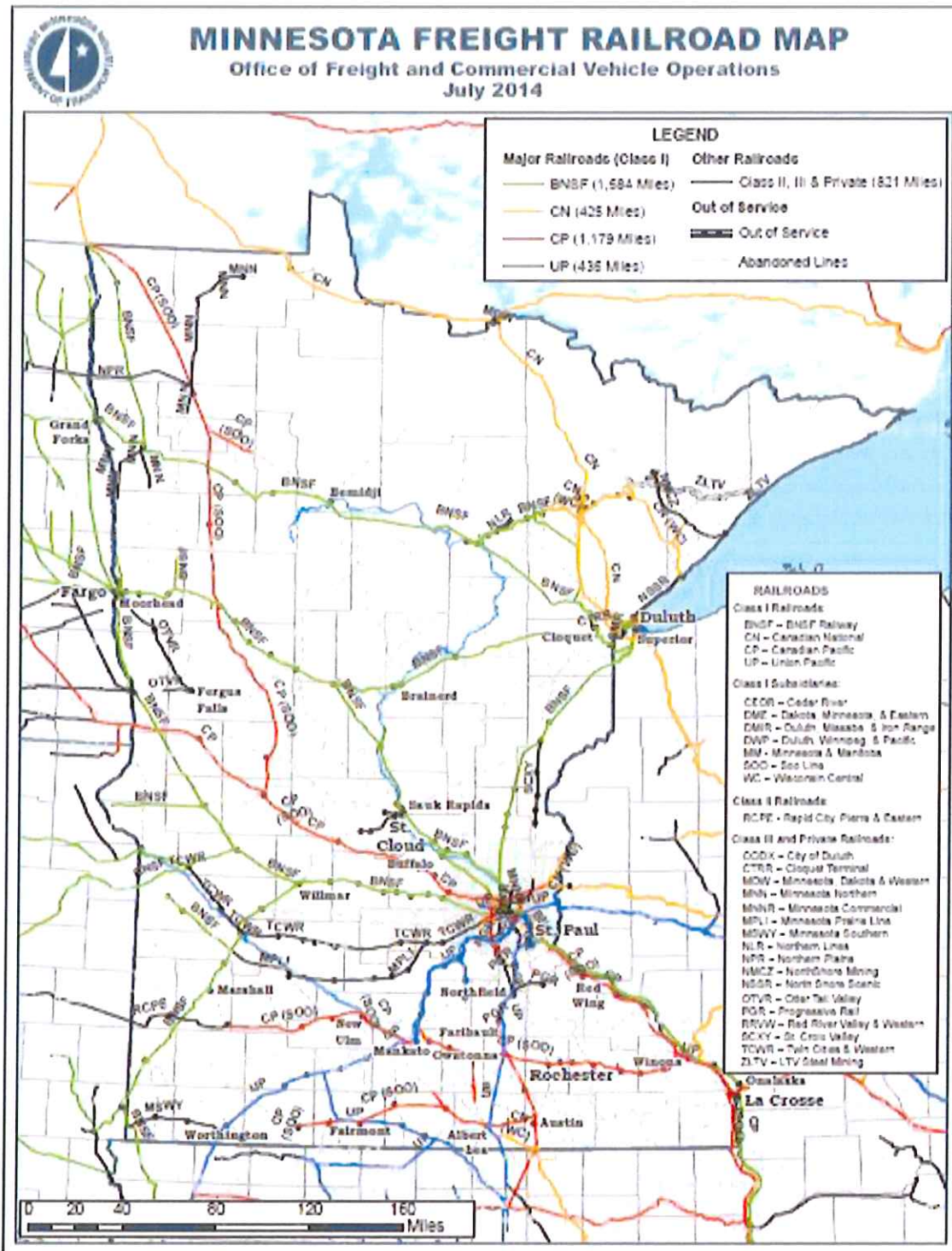


FIGURE 10: MN STATE RAILROAD MAP SOURCE: MN DOT

## Contact Information:

Minnesota Public Agency and railroad contacts are contained in this section.

## Minnesota Department of Transportation:

### Rail Planning and Program Development

#### Freight Rail Economic Development

Dave Christianson - 651-366-3710

#### Minnesota Rail Service Improvement (MRSI)

Peter Dahlberg - 651-366-3693

### Rail Administration

#### Rail Grade Crossing Improvement Program (RGICIP)

Time Spencer - 651-366-3702

#### Rail- Highway Construction

Jim Weatherhead - 651-366-3671

#### Rail Regulatory Activities

Rick Van Wagner - 651-366-3713

#### Rail Track Inspection

Kelly Barthel, Troy Shereck,

#### Hazardous Materials

Kevin Kampa

#### Maps, Data & Tolls

George Thibault - 651-366-3708

#### Train Volume Requests

Tom Gellerman

#### Rail Planning and Development

Tim Spencer - 651-366-3702

#### Metro District

Jim Weatherhead - 651-366-3671

#### District 1 & 4

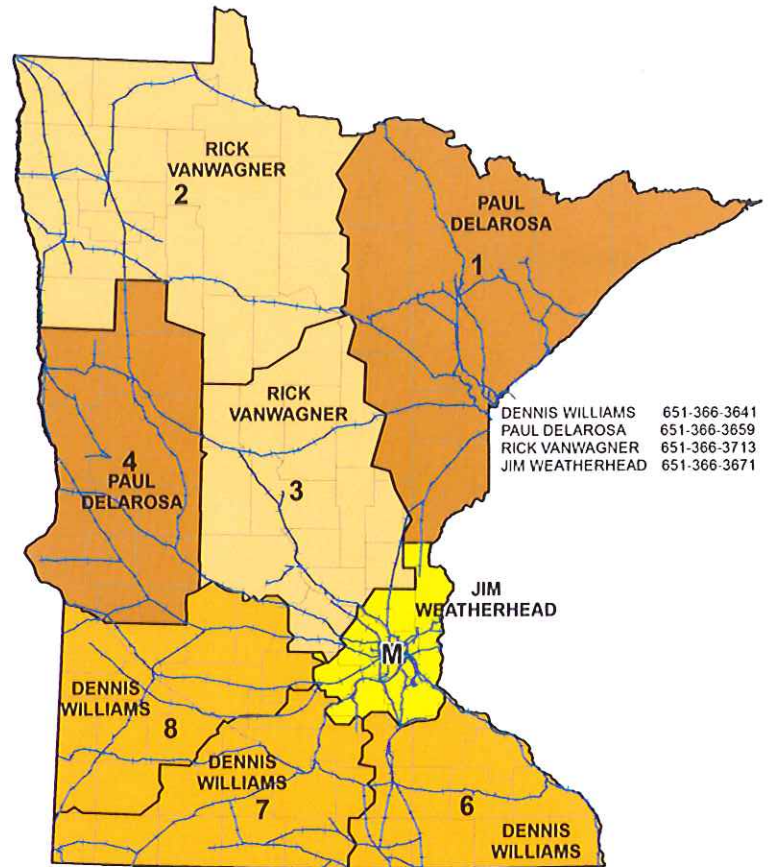
Paul Delarosa - 651-366-3659

#### District 2 & 4

Rick Van Wagner - 651-366-3713

#### District 6, 7, 8

Dennis Williams - 651-366-3641



## Railroads In Minnesota

Railroad Name	Address	Contact Information	Minnesota Statistics
<b>Amtrak</b>	Derrick James 525 West Van Buren St. Chicago, IL 60607	<a href="http://amtrack.com/about-amtrak">http://amtrack.com/about-amtrak</a> 312-880-5118	Joint operation with freight railroads in Minnesota
<b>Burlington Northern Santa Fe</b>	Brian Sweeney, Govt. Affairs 325 Cedar Street Suite 620 St. Paul, MN 55101	<a href="http://bnsf.com">http://bnsf.com</a> 1-888-428-2673 Main 701-566-1116 Economic Development	1,584 miles of track in Minnesota 2,164 MN Employees
<b>Canadian National</b>	Patrick Waldron, Public Affairs 17641 South Ashland Ave. Homewood, IL 60430	<a href="http://cn.ca">http://cn.ca</a> 1-800-452-7332 ext. 3508	425 miles of track in Minnesota 465 MN Employees
<b>Canadian Pacific</b>	Herb Jones 120 South 6 <sup>th</sup> Street, Suite 1000 Minneapolis, MN 55402	<a href="http://cpr.ca">http://cpr.ca</a> 605-782-1223	1,222 miles of track in Minnesota 520 MN Employees
<b>Cloquet Terminal Railroad Company</b>	Robert Purcell 315 St. Louis Ave. Cloquet, MN 55720	218-878-0604	4 miles of track in Minnesota 23 MN Employees
<b>Dakota, Minnesota &amp; Eastern Railroad (CP)</b>	See CP Railway	<a href="http://cpr.ca">http://cpr.ca</a> 605-782-1223	See CP Railway
<b>Minnesota Commercial Railway</b>	Wayne Hall 508 Cleveland Ave. North St. Paul, MN 55114	<a href="http://www.mnncr.net">http://www.mnncr.net</a> 651-632-9000	35 miles of track in Minnesota 92 MN Employees



<b>Minnesota, Dakota &amp; Western Railway</b>	Darwin Joslyn 101 2 <sup>nd</sup> Street International Falls, MN 56649	<a href="http://www.bc.com">http://www.bc.com</a> 218-285-5290	4 miles of track in Minnesota 30 MN Employees
<b>Minnesota Northern Railroad Company</b>	Lee Lauth 1420 S. Main Street Crookston, MN 56716	<a href="http://en.wikipedia.org/wiki/Minnesota_Northern_Railroad">http://en.wikipedia.org/wiki/Minnesota_Northern_Railroad</a> 218-281-4704	120 miles of track in Minnesota 18 MN Employees
<b>Minnesota Prairie Line Inc.</b>	Mark Wegner 2925 12 <sup>th</sup> Street East Glencoe, MN 55366	<a href="http://www.mvrpa.org">http://www.mvrpa.org</a> 320-864-7200	94 miles of track in Minnesota
<b>Minnesota Southern Railway</b>	Brent Polanchek 106 East Fletcher Street Luverne, MN 56156	507-263-4269	42 miles of track in Minnesota 7 MN Employees
<b>North Shore Scenic Railroad</b>	506 W. Michigan Street, Duluth, MN 55802	<a href="http://www.northshorescenicrailroad.org">http://www.northshorescenicrailroad.org</a> 218-722-1272	Owned and Operated by the Lake Superior Railroad Museum
<b>Northern Lines Railway</b>	Justin Chalich 2015 Sixth Street North St. Cloud, MN 56303	<a href="http://www.anacostia.com/nlr/nlr.html">http://www.anacostia.com/nlr/nlr.html</a> 320-980-6297	17 miles of track in Minnesota 6 MN Employees
<b>Northern Plains Railroad Inc.</b>	Larry Jamieson 100 Railroad Ave. Fordville, ND 58231	<a href="http://www.nprail.com">http://www.nprail.com</a> 701-229-3330	45 miles of track in Minnesota 88 Employees
<b>Otter Tail Valley Railroad</b>	Preston Miller 200 North Mill Street Fergus Falls, MN 56537	<a href="http://www.gwrr.com">http://www.gwrr.com</a> 218-736-6073	71 miles of track in Minnesota 11 MN Employees

<b>Progressive Rail Incorporated</b>	Dave Fellon	<a href="http://www.progressiverail.com">http://www.progressiverail.com</a>	80 miles of track in Minnesota
	21778 Highview Ave.	952-985-7245	
	Lakeville, MN 55044		75 MN Employees
<b>Red River Valley &amp; Western Railroad</b>	Andrew Thompson	<a href="http://www.rrvw.net">http://www.rrvw.net</a>	2 miles of track in Minnesota (440 miles in North Dakota)
	501 Minnesota Ave.	701-642-8257	
	Breckenridge, MN 56520	218-643-4994	100 Employees
<b>St. Croix Valley Railroad</b>	Lee Lauth		36 Miles of track in Minnesota
	175 West 4 <sup>th</sup> Street	320-358-0383	
	Rush City, MN 55069	218-281-1750	2 MN Employees
<b>Twin Cities Western Railroad</b>	Mark Wegner	<a href="http://www.tcwr.net">http://www.tcwr.net</a>	146 miles of track in Minnesota
	2925 Ith Street East	320-864-7204	
	Glencoe, MN 55336		70 MN Employees
<b>Union Pacific Railroad</b>	Wes Lujan Govt. Affairs	<a href="http://www.uprr.com">www.uprr.com</a>	425 miles of track in Minnesota
	1400 Douglas Street	312-777-2002 Govt. Affairs	
	Omaha, NE 68179	630-427-2355 Economic Development	468 Minnesota Employees

Source: Minnesota Regional Railroad Association <http://www.minnesotarailroad.com>



## RAIL CARS AND NETWORKS COVER NORTH AMERICA – LOAD ONE TODAY!!

### CHAPTER 3: READY TO SHIP

#### Where do I start?

The Freight Rail 411 website is designed to help rail shippers and other freight-rail users quickly and easily locate information related to shipping freight by rail in North America. The website includes seven different applications from station locations and rail equipment marks to serving rail carriers to commodity codes and more. Freight Rail 411 has information you need when choosing to ship by rail. Search capabilities and free look-ups are available with most Freight Rail 411 applications.

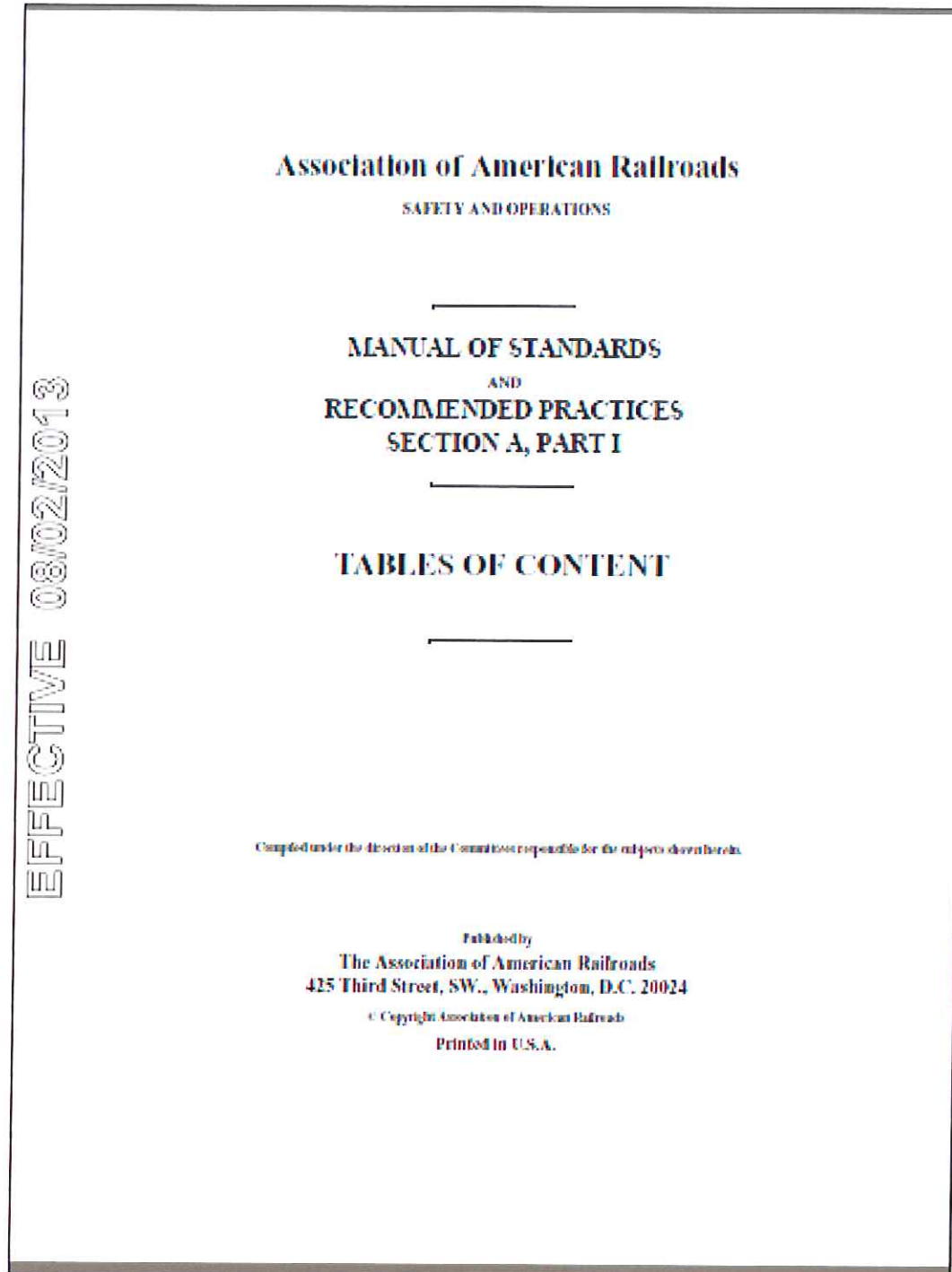
Click here to access the rail website. <https://www.railinc.com/rportal/freight-rail-411>

Railinc developed Freight Rail 411 under the guidance of the AAR's Customer Location Task Force and Interline Revenue Committee.

### Shipment size

Shipment size will be determined by the car types you use. Each railroad car is registered in an UMLER file

### Loading Instructions



### Route Selection?

Routes are typically determined based on the originating railroad carrier and which gateways they interchange with a delivering carrier. Most routes are specified in a contract or a tariff based on service and cost parameters. Intermodal service is often routed by the container owner or the Intermodal Marketing Company or Truckload carrier providing the service.

### How long will it take?

Intermodal service typically moves approximately 500 miles per day or often estimated as truck plus one day service. International containers often move slower than domestic intermodal. Carload service depends on whether one or more rail carrier is involved.

### How much will it cost?

Rail costs depend upon density (number of shipments or tons) and length of haul. The longer the route the less expensive rail service tends to be. However loading costs, storage fees and other packaging must be considered in the total delivered cost.

## What Services Do Railroads Offer?

### Carload

Rail carload shipping has been a viable form of transportation since the 1800's. The 2007 railroad map below illustrates the Class I and Short Line rail network in North America.

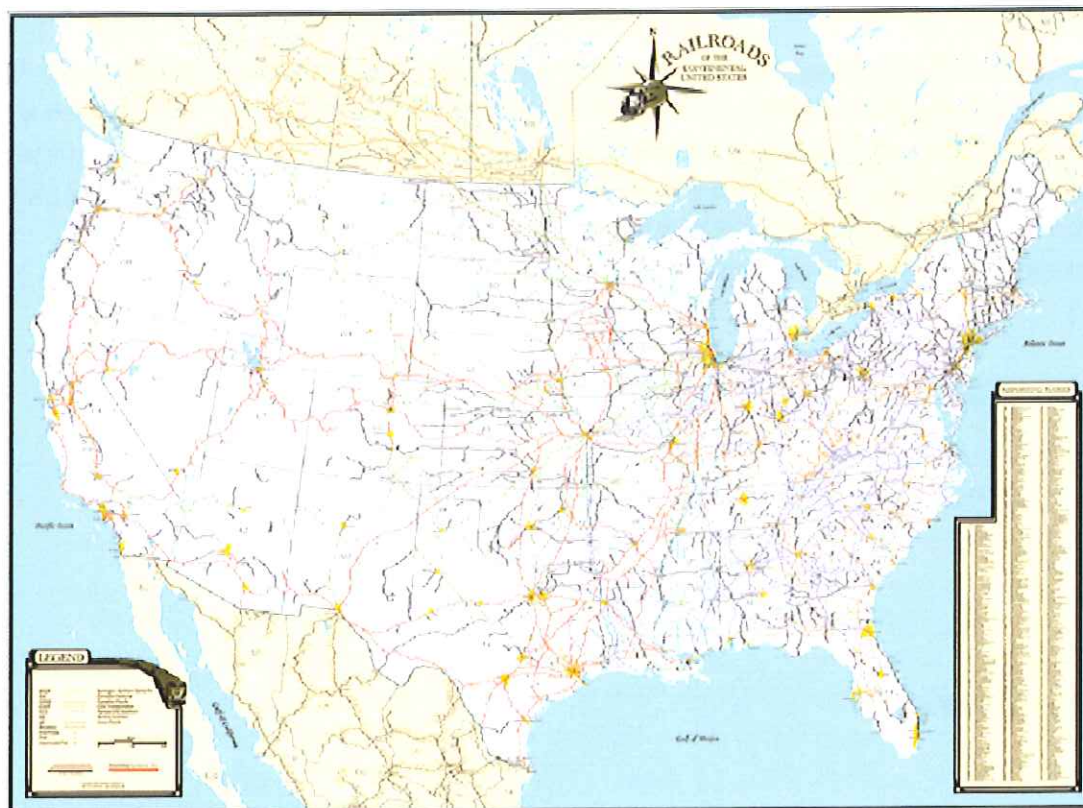


FIGURE 11: RAILROAD MAP OF NORTH AMERICA SOURCE: DESKMAP.COM

### Manifest Train Service

Railcars are loaded at a customer facility and move to a regional switching yard. From that yard they are added to a train and move to the final train terminal where individual cars are switched out of the train and then are delivered to local customers. Local switching is often standardized by the Class I railroad to specified days of the week. Road trains move when they are full which is often defined based on total train length or by other Class I rail carrier standards. Manifest trains gather rail car shipments from regional producers who share network service. Railcars are delivered to individual customers. Manifest trains may have 100 different shipper and receiver combinations. The diagram below illustrates how cargo moves in a Class I manifest rail network. While transit times can be predictable, when train volumes vary shipment transit times can often be widely variable.

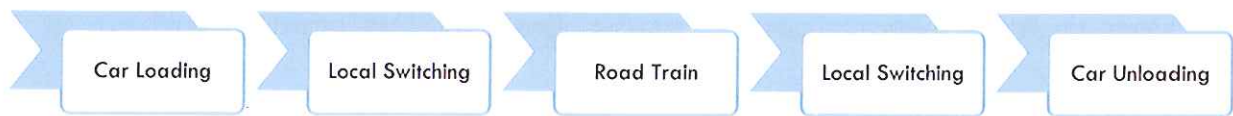


FIGURE 1 CLASS I MANIFEST TRAIN MOVEMENT

### Unit Train Service

Unit trains are often blocks of 100-110 rail cars, all at the same time between two point pairs. Shuttle trains typically move 50-55 cars between two point pairs and where possible shuttle trains are combined to gain operational efficiency. Cars in unit train or shuttle train service are loaded at one origin and all the cars move together to the final destination. There are efficiencies in this type of service because there is less car switching required. However the shipper must be able to load a full train in the space of 24 hours or within a time specified by the railroad. Unit train service is very efficient and among the lowest cost trains for shippers. Unit train service is often used for coal, crude, grain and other bulk commodities.



FIGURE 2 CLASS I MANIFEST TRAIN MOVEMENT

### Rail Cars

There are many rail car types in use in the rail industry. Several standard car types are provided by many railroads. Shippers who have special needs have designed and purchased their own rail cars. Equipment leasing companies also over lease

agreements for certain types of equipment. In 2013 the Association of American Railroads reported that 364,025 railcars were owned by Class I railroads, 90,502 were owned by short line and regional railroads and shippers and leasing companies owned 792,100 cars for transportation purposes.

### Box Cars

Box cars are general purpose vehicles which carry products like package foods, paper, machinery and just about anything you might load in a dry van truck. Some boxcars are refrigerated and carry fresh and frozen foods or any products requiring temperature control. The specifications below illustrate railcar cubic and weight carrying capacity.

	50' Standard	50' Hi-roof	60' Standard	60' Hi-roof	86' Auto
Inside Length	50' 7"	50' 6"	60' 9"	60' 9"	86' 6"
Inside Width	9' 6"	9' 6"	9' 4"	9' 6"	9' 6"
Inside Height	10' 11"	13'	10' 10"	13'	13'
Door Type	slide and/or plug	plug	slide and/or plug	plug	slide and/or plug
Door Width	10'	10' - 12'	10'	10' - 12'	20'
Door Height	10'	12'	10'	12'	12'
Exterior Length	55' 5"	58' 2"	67' 11"	67' 7"	93' 6"
Exterior Width	10' 7"	10' 8"	10' 6"	10' 8"	10' 8"
Cubic Capacity	5,238 ft	6,269 ft	6,085 ft	6,646 ft	9,999 ft
Freight Capacity	70 - 100 tons	100 tons	70 - 100 tons	100 tons	70 tons

### Flat Cars

Flat cars are often used for finished machinery, transformers, tractors, steel plate, steel coils, logs, pipe and other products which might not be able to be loaded easily within a box car. Flatcars can have a centerbeam for strapping finished lumber, wall board or building process. Bulkhead flatcars often carry pulp logs cut into 5' lengths which move to paper mills, they can be used to move pipe or other products which might shift if a bulkhead was not available to stabilize the load. General purpose flatcars often carry machinery which gets tied down to stabilize the load. Flat cars come in a wide variety of length's and configurations.

### Hopper Cars

These bulk utility cars come several sizes and configurations. Some have covers to keep cargo dry in transit. Most hopper cars have several (2-4 ) compartments and are typically loaded from the top. Many hopper cars have a bottom gate which allows

them to dump product for a gravity unloading feature. Open hopper cars move bulk products which are not impacted by weather such as scrap or coal, stone, slag, gravel, and sand.

	Small Cube	Jumbo
Size	2,700 - 3,500 cubic feet	3,600 to 5,324 cubic feet
Freight Capacity	70 - 100 tons	100 - 110 tons
Car Length	39' - 50'	55' - 65'
Car Height	13' - 15.5'	15' - 15.5'
Compartments	3-Feb	4-Mar
Loading Hatches	3 - 6 centered 30" diameter or 8 - 12 off-centered 30" diameter	20" - 24" wide center trough running the length of the car
Outlet Gates	1 - 2 13" x 42" gates per compartment	2 13" x 42" gates per compartment
Number of Gates per Car	6-Feb	6-Mar
Gate Spacing	12'	13 - 15'
Gate Types	Gravity	Gravity

### Gondola Cars

Gondola cars are an open top car with a flat bottom. Cars can reach up to 65' long and sides range between 4-8 feet high. Commodities which typically move in gondola cars include: sand, ore, gravel, scrap.

	52' Gondola	65' Gondola
Freight Capacity	70 - 100 tons	100 - 110 tons
Car Length (std)	52' 6"	65' 6"
Car Height (std)	9' 13/16"	9' 13/16"
Inside Height (std)	5' 6"	5' 6"
Inside Width	9' 6"	9' 0"
Cubic Capacity (std)	2,743 cu. ft.	3,242 cu. ft.

### Tank Cars

Tank cars are highly specialized to carry bulk liquids. Primary types of tank cars include General Service, heat coil and insulated cars, high pressure tank cars, acid and liquid sulfur cars and crude oil cars.

These cars are typically privately owned, and carry a wide range of chemicals, gases, fertilizer and food products such as syrups, juices and other beverage products.



## Intermodal

Intermodal service is primarily a Class I rail service product which operates with fixed day of the week scheduled service between rail terminals. Trucks bring containers or trailers to a terminal where this equipment is loaded on a train. Intermodal trains typically are not mixed with rail cars and do not share loading/unloading terminals. Photos below show intermodal train movement and an intermodal terminal where containers are loaded/unloaded to and from a train.

Intermodal service is wholesaled to Intermodal Marketing Companies and trucking companies who bundle the terminal to terminal train service with trucking services (often called drayage) between customer locations. Container and Trailer equipment is provided by the Intermodal Marketing Company and/or trucking company.

### Types of Intermodal Service:

Domestic Intermodal service typically moves on the rail network shown below in domestic equipment which is typically 48' or 53' in length. The Intermodal Marketing Company or Trucking Company provides the trailer or container for the rail shipment.

International Intermodal service typically enters the rail network at or near a deep water port. International equipment is provided by the ocean carrier and is typically 20' or 40' in length. International containers are mounted to chassis at the final terminal for domestic delivery. These services are typically coordinated by a freight forwarder or are specified in the ocean transportation contract.



FIGURE 12 INTERMODAL RAIL CAR SOURCE: GREENBRIER

### Domestic Intermodal Equipment Specifications

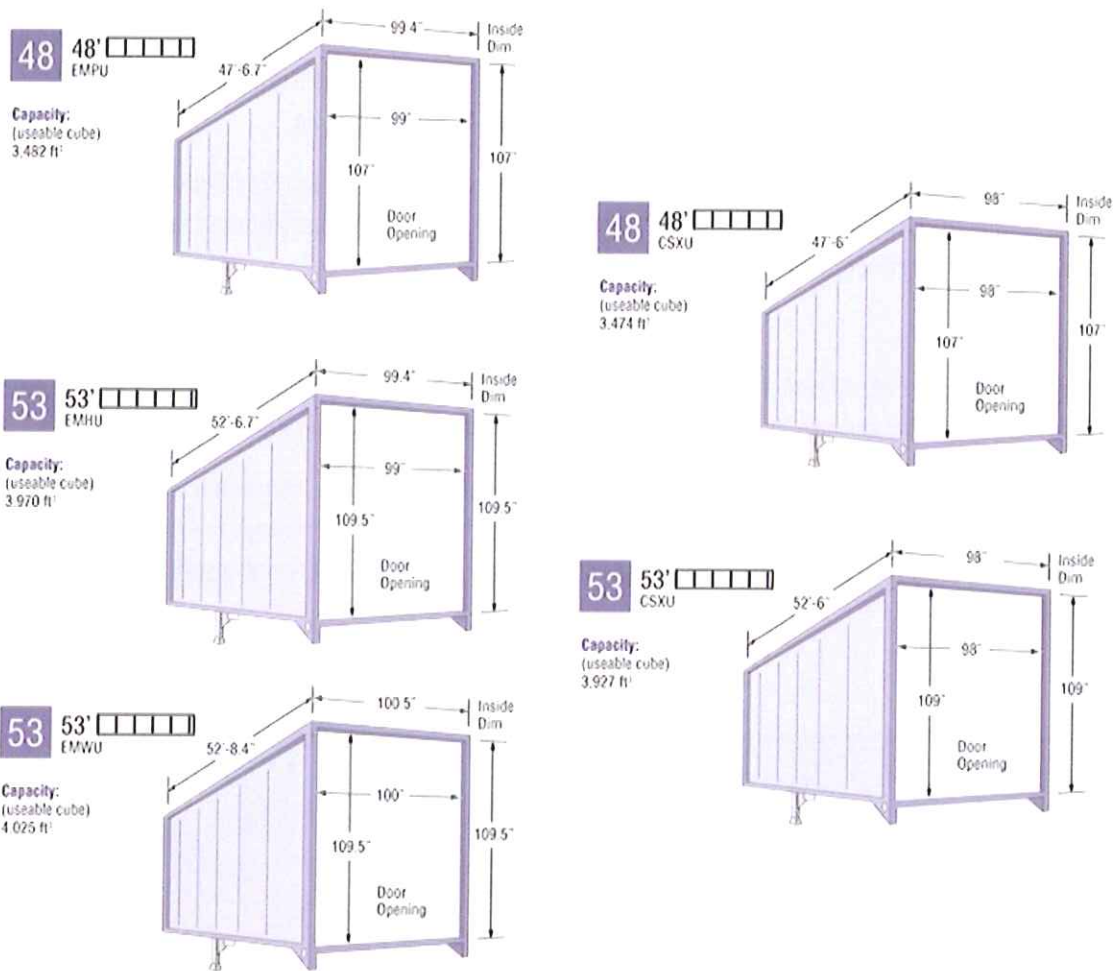


FIGURE 13 CONTAINER SPECIFICATIONS: SOURCE: [HTTP://WWW.NFIINDUSTRIES.COM/SERVICES/NFI-INTERMODAL/CONTAINER-SPECS](http://www.nfiindustries.com/services/nfi-intermodal/container-specs)

### International Equipment Specifications

The information below represents average container sizes and limitations for steam-ship line equipment. There could be variances in the dimensions between some containers and the numbers below. Additionally, these numbers represent the containers' limitations; in many cases state laws further limit the weight capacity of these containers for over-the-road transport.

Container Size / Type	Material	Outside Height (in)	Tare Weight (lbs.)	Max Cargo Capacity (lbs.)	Door Opening		Interior Dimensions		
					Width (in)	Height(in)	Length(in)	Width (in)	Height(in)
20' Container	Aluminum	102	3,594	41,204	92	90	233	92	94
20' Container	Steel	102	5,071	47,840	92	90	232	92	94
40' Container	Aluminum	102	5,820	61,377	92	90	475	92	94
40' Container	Steel	102	8,510	58,687	92	90	474	93	94

## Freight Rail Economic Development Toolkit

40' High Cube (HC) Container	Aluminum	114	6,636	60,561	92	104	475	92	105
40' High Cube (HC) Container	Steel	114	8,796	58,400	92	102	474	93	106
20' Refrigerated Container	Aluminum	102	6,217	46,694	89	87	218	89	89
40' Refrigerated Container	Aluminum	102	9,039	58,158	90	85	460	90	87
20' Open Top (OT) Container	Steel	96	5,401	47,510	92	88	232	93	92
40' Open Top (OT) Container	Steel	102	9,149	58,048	92	88	473	93	92
20' Flat Rack	Steel	102	5,732	47,179	-	-	234	93	89
40' Flat Rack	Steel	102	11,244	55,953	-	-	475	93	79
40' Platform	Steel	-	13,580	110,231	-	-	480	96	-

Source: <http://www.redhawkglobal.com/Resources/Intermodal-Container-Specs>



FIGURE 14 INTERMODAL LIFT EQUIPMENT SOURCE: TTX



## ECONOMIC DEVELOPMENT OPPORTUNITIES CREATE OPPORTUNITY AND JOBS!

### CHAPTER 4: ECONOMIC DEVELOPMENT CONSIDERATIONS

#### Finding Rail Served Sites

Finding rail served sites will require some effort. The first resource is to contact the railroad you would like to connect to. Many of these companies have rail sites available but are not currently listed. The second method to screen site availability is via the MNProspector tool. Sight selection companies can be hired to solicit interest from multiple areas in a bid format. Each method will be described below.

#### Railroads

Many companies begin their search with the end in mind. In this case do you have a customer or a supplier located on a specific rail line. If so, direct service between shippers and receivers is usually most cost effective. In this case contact the railroad directly to find out if there is any property available for the type of product and service you require. Many Short Line railroads

were spun off of Class I carriers and often did not get any industrial sites for development. This is not always true, so make sure to check with the railroad first.

### **MnProspector (<http://www.mnprospector.com/>)**

Minnesota Prospector is an interactive website posted on the Positively Minnesota website. It is a property database which allows you to identify specific locations or attributes for a prospective site. There are several filters which can be used to screen criteria this program lists potential rail served sites and also provides demographic and economic profiles of each community.

### **Site Selection companies**

Site Selection Companies typically screen sites for companies who are seeking specific location, workforce or economic incentives. Some of these companies model freight networks to identify sites which meet customer service requirements while at the same time achieving lowest total cost transportation solutions. Several Midwestern firms are identified in this link, many others are available. <http://www.ecodevdirectory.com/siteselections.htm#Midwestern US>

### **Industrial Real Estate Options**

There are many Industrial Real Estate Brokers who specialize in commercial property. Many have listings on the MNCAR website ([www.mncar.org](http://www.mncar.org)). Some brownfield redevelopment sites are suitable for rail development. Many of these sites were served by rail at one time. There are brownfield redevelopment grants and programs available for many of these locations.

## **Minnesota Rail Movement Commodity Maps**

Finding rail opportunities can sometimes start with an analytical approach where you identify freight which can easily move by rail, and then identify the current mode choice for that commodity by region. This section identifies the products most likely to move by rail and the current mode share by county. For counties with large volumes of a product but a low rail market share, an opportunity for a rail trainload operation might be successful, if rail access, length of haul and other economic factors are favorable. Data used to map commodity flows can also be used to identify freight lanes and other transportation related analysis. This data is available by request from Peter Dahlberg, Freight Planner, MRSI, Voice: 651-366-3693 or email [peter.dahlberg@state.mn.us](mailto:peter.dahlberg@state.mn.us) or Patrick Phenow, Freight Planner Office of Freight and Commercial Vehicle Operations, Voice: 651.366.3672 or email: [patrick.phenow@state.mn.us](mailto:patrick.phenow@state.mn.us)

### **ABOUT THE DATA:**

The county-to-county commodity flow database combines four data sources in a gravity model framework. The four datasets are

1. Freight Analysis Framework (FAF) data, providing commodity flows by mode among US metropolitan areas
2. County-level economic activity, as estimated by Bureau of Economic Analysis (BEA), County Business Patterns (a US Census database), and Bureau of Labor Statistics (BLS)
3. WISER Trade data showing commodity throughput at US ports, and
4. Oak Ridge Intercounty Impedances – highway, rail, and marine travel impedances among all US County pairs

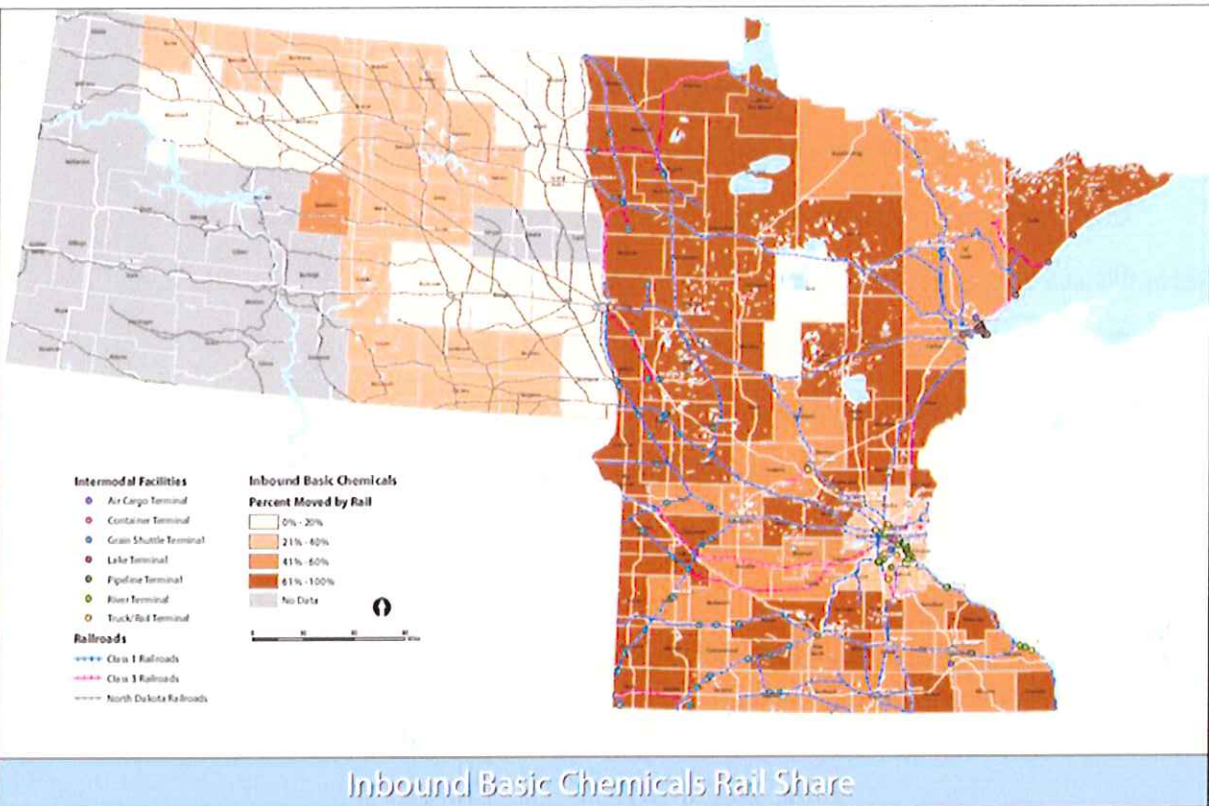
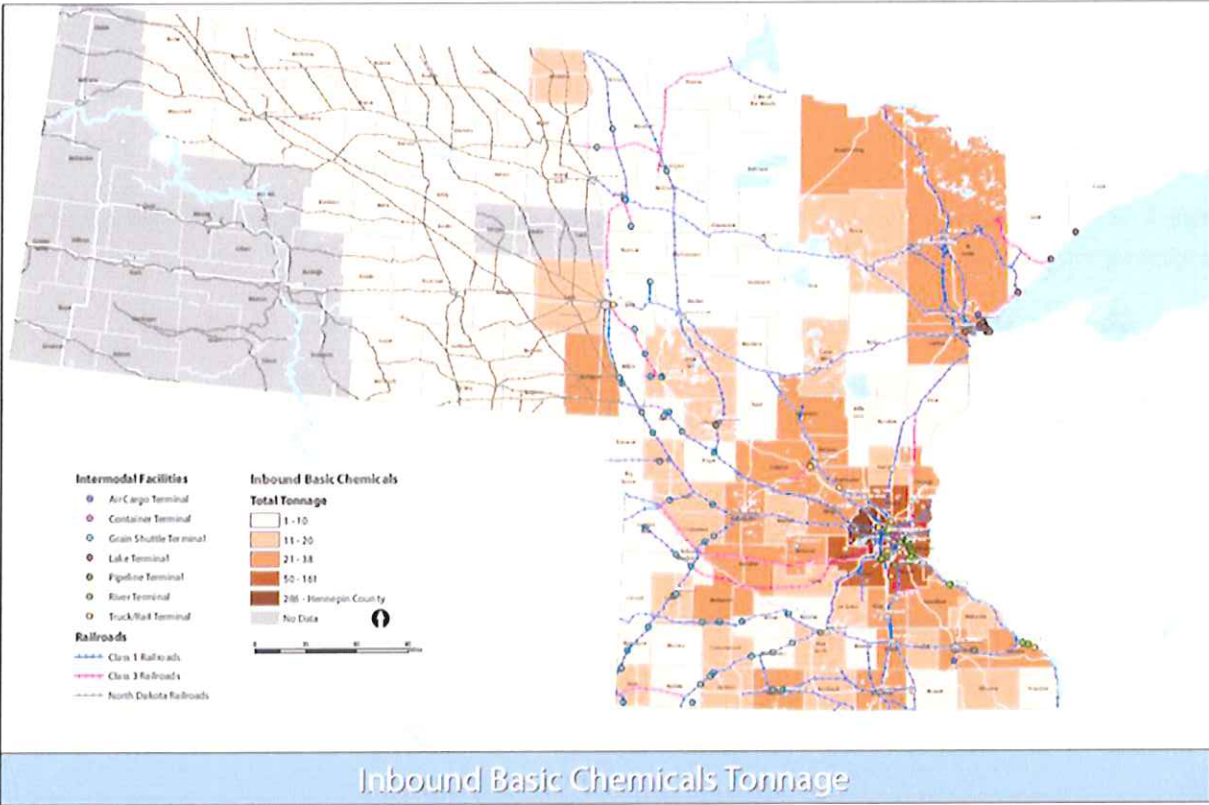
The data is generated by down-allocating origins and destinations separately. County origins are down-allocated from FAF zone origins based on the county location of economic activity *producing* each of the 42 SCTG commodities. Destinations are down-allocated based on the county location of economic activity consuming each of the 42 SCTG commodities. Origin-destination

pairs are matched based on the a calibrated gravity model for each mode. For international flows, FAF flows are down-allocated to country trading partners based on WISER flows (by mode and port of entry/exit).

A series of four maps have been generated for the following commodities.

- Chemicals
- Coal
- Crude Oil
- Foodstuff – prepared
- Fuel Oil
- Cereal Grains
- Gravel and crushed stone
- Machinery
- Metallic Ore
- Pulp, Newsprint, paper
- Sand
- Monumental Building Stone

An inbound and outbound map is included for total tonnage moving into or out of Minnesota Counties. Counties are shaded to denote volume groupings. A second set of inbound and outbound maps show county activities based upon transportation rail share.



## Land use and Zoning considerations

### Site Development Engineering Considerations:

**Slope:** A rail site must be able to overcome the elevation changes between the mainline and unloading pad. The siding must meet the following requirements:

**Single Car Service:** siding must have less than a 2.5% slope for single railcar service

**Unit Train Service:** siding must have less than a 1.5% slope for Unit Train Service

**Siding Curvature:** Trains cannot turn as sharply as trucks. Therefore, the turning radius can be as much as 600 feet for a train compared to 60 feet for a truck.

**Recommended Curvature:** less than 10 Degrees

**Maximum Curvature:** curvature over 12 Degrees requires written approval of the Chief Engineer

**Track Layouts:** Track configuration is driven by freight volume requirements and by the slope and curvature of the site. The most basic types of configurations are listed below:

**Basic Stub-In:** this configuration allows cars to be placed and pulled out in one direction only.

**Runaround:** Usually parallels the mainline and can accommodate traffic from either direction.

**Loop Track:** designed to support continuous movement for faster unloading or large trains.

**Nearby Obstacles:** turnouts for rail sidings also cannot be located near:

**Rail Curves:** Siding turnouts cannot be located within 200 feet of a curve

**Road Crossings:** Siding turnouts cannot be located within 200 feet of a road crossing

**Bridges & Tunnels** Siding turnouts cannot be located within 200 feet of a bridge or tunnel.

**Another Turnout:** Siding turnouts cannot be located within 200 feet of another turnout.

### Costs for Rail Development

Rule of thumb for new track construction is between \$1 Million - \$2 Million per mile, depending on who is constructing the track. Some rail clients need a lot of track space to handle unit trains over a mile long. Below is a basic cost estimate for a mile long siding.



	Price per Unit [-]	# Units [-]	Total Cost [-]
No.10 Degree Switches	\$25,000 per switch	2 switches	\$50,000
No.10 Switch Timbers	\$6,200 per timber	2 timbers	\$12,400
No.2 Relay 132/136 lb. rail	\$700 per ton	245 tons	\$171,500
7"x9' Ties on 21" Centers	\$55.22 per tie	3,017 ties	\$166,598.74
Ballast (Rock)	\$27.00 per ton	6,000 tons	\$162,000.00
Spikes 68 Kegs	\$65.00 per keg	68 kegs	\$4,000
Labor			Varies by Contractor
Grading			Varies by Contractor/Topography/Soil
Drainage Pipes			Varies by Amt of Water Runoff
Road Crossings			Varies

Paying for the siding is driven by a combination of state and local funding options, which are in turn a function of jobs, investment, and future taxes. In rare cases, with enough volume (2,000 or more railcars annually), railroads can pay for a portion of the siding construction costs.

Source: Russell Smitley is currently the Vice President of Marketing at the Aberdeen Carolina & Western Railway Company.

## Industrial Park Guidelines

Many railroads provide guidelines for rail development based on their network volume. Certain high density corridors are often limited for development options due to the traffic density on the corridor. Other lighter density lines are often more attractive for rail spurs or industrial parks. Class I and Short line railroads have different approaches to site development. It is essential to work with the rail carrier at the earliest stages of planning and development. Contact the industrial development group at each railroad to determine their requirements and timelines for development.

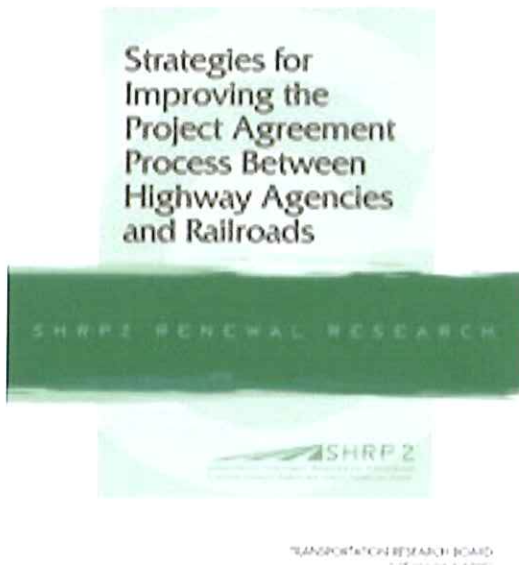
## Contracts with Railroads (SHRP 2 R16)

The Federal Highway Administration launched a project to standardize public and private rail contracts. One such example is the

This publication can be accessed at:

<http://www.trb.org/Publications/Blurbs/164283.aspx>

This guidebook provides basic concepts and sample documents from which to start with. Remember that each carrier and community have specific protocols and may require legal oversight for access to rail infrastructure.



## State Funding Options:

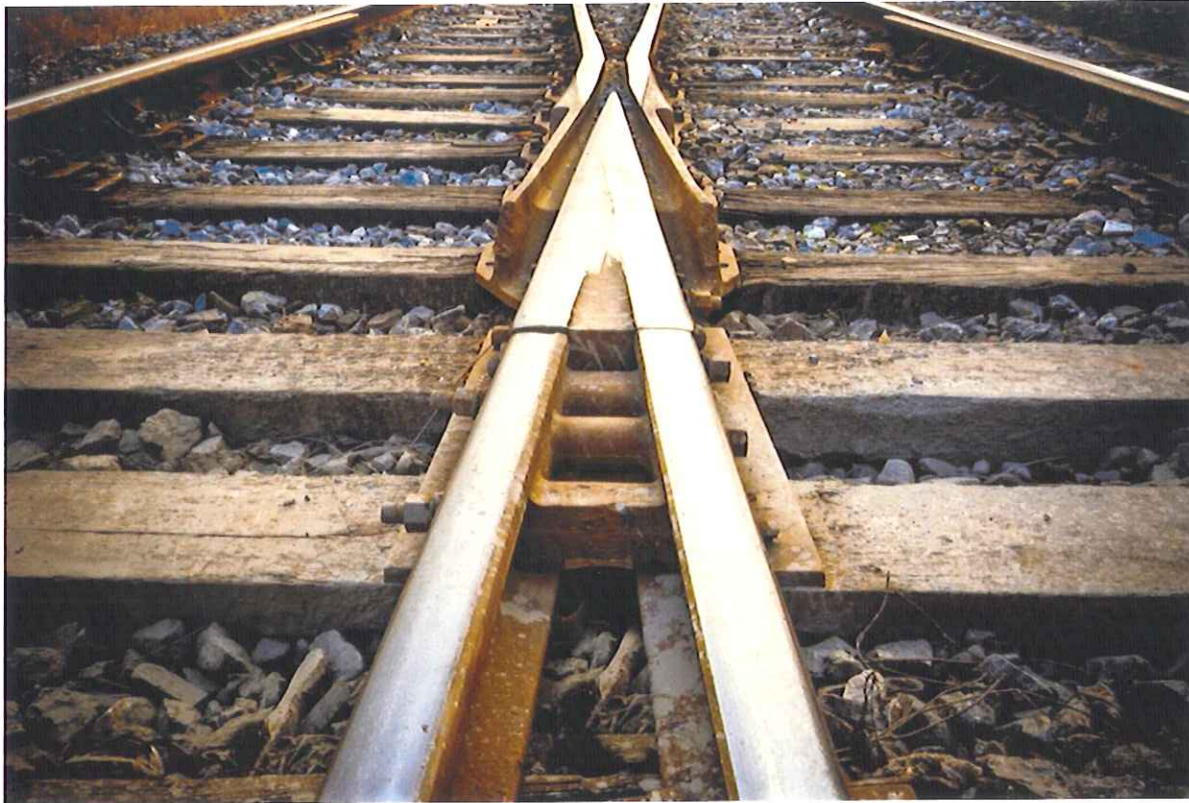
The State of Minnesota has a number of freight rail programs and transportation programs for which rail maybe eligible. The Minnesota Department of Transportation staff is available to help guide you through the process.

### TED - Transportation Economic Development

More information is available at: <http://www.dot.state.mn.us/funding/ted/index.html>

### MRSI- Minnesota Rail Service Improvement Act

More information is available at: <http://www.dot.state.mn.us/ofrw/railroad/mrsi.html>



## WHY WAIT? RESOURCES AND SUPPORT ARE AVAILABLE NOW!

### CHAPTER 5: RESOURCES AND SUPPORT

This Chapter is devoted to self-help solutions and will highlight a limited number of resources which may be helpful in gathering information and guidance. These resources are dynamic and change from time to time.

#### Trade Associations and Federal Agencies

Trade Associations are grouped into three categories which include Railroad resources; Logistics resources and Economic Development resources.

#### Railroad Resources

##### AAR - The Association of American Railroads ([aar.org](http://aar.org)).

AAR has four membership categories which include full members such as U.S. Class I railroads, Special members which include Class I railroads in Canada and Mexico among others, Affiliate members which include transit and passenger rail providers among others and Associate members which include international companies with a stake in the U.S. railroad industry. This site includes information about safety, environment, economy, key issues, news & events, statistics and many publications for purchase.

Association of American Railroads, 425 Third Street, SW, Washington, DC 20024 Phone :( 202) 639-2100

**ASLRRA - American Short Line and Regional Rail Association ([www.aslrra.org](http://www.aslrra.org))**

ASLRRA represents more than 400 short line and regional railroads. This trade association includes activities such as regional meetings, a membership list, tools and services, a newsletter, an annual convention and positions on industry issues.

50 F Street, N.W. Suite 7020 Washington, DC 20001 Phone: (202) 628-4500 Fax: (202) 628-6430

**FRA - Federal Railroad Administration ([www.fra.gov](http://www.fra.gov))**

The Federal Railroad Administration (FRA) was created by the Department of Transportation Act of 1966. It is one of ten agencies within the U.S. Department of Transportation concerned with intermodal transportation. The Federal Railroad Administration's mission is to enable the safe, reliable, and efficient movement of people and goods for a strong America, now and in the future. FRA provides information on safety, network development, research and development, legislation and regulatory analysis, communications and government affairs, an library for rail topics and administrates grants and loans. FRA's competitive discretionary programs include 1)High-Speed Intercity Passenger Rail Program, 2) Rail Line Relocation & Improvement Capital Grant Program, 3) Railroad Rehabilitation and Repair (Disaster Assistance), 4) Railroad Safety Technology Grant Program, 5) Transportation Investment Generating Economic Recovery (Tiger), 6) Railway-Highway Crossing Hazard Elimination and 7) University Grants. FRA also manages a Dedicated Grant Program with three programs: 1) Amtrak Capital Grants, 2) Alaska Railroad, 3) Operation Lifesaver Inc. FRA manages two loan programs: 1) Railroad Rehabilitation & Improvement Financing (RRIF) and 2) Transportation Innovation & Finance (TIFIA)

1200 New Jersey Avenue, SE, Washington, DC 20590 Telephone: 202-309-6403

Regional Offices (For Minnesota)

200 West Adams, Street, Suite 310, Chicago, IL 60606 Telephone: 312-353-6203, Fax: 312-886-9634, Hot Line: 800-724-5040

**Railinc - ([www.railinc.com](http://www.railinc.com))**

Railinc is the railroad industry's resource for Information Technology and information services. They support business processes and provide business intelligence that help railroads and rail equipment owners increase productivity, achieve operational efficiencies and keep their assets moving. Railinc is the industry's largest and most accurate source for real-time interline rail data.

Railinc is focused on creating value for the rail system. Their systems have been an integral part of the North American rail industry for almost 40 years. Beginning as an information technology department within the Association of American Railroads (AAR), Railinc has evolved to meet the dynamic information needs of the railroad industry. The company was established as a wholly-owned, for-profit subsidiary of the AAR in 1999.

Today Railinc applications and services are embedded in critical operations and financial systems throughout the industry and support railroads, equipment owners and rail industry suppliers along every link of the supply chain. We deliver more than nine million messages each day over our EDI network, including transportation waybills, advance train consists, blocking requests and responses and trip plans.

Railinc tracking and tracing services help customers identify cars and their shipments in the rail network. Other products help forecast train traffic conditions to prevent or reduce train congestion in critical areas like the Chicago Gateway. Railinc also maintains the only industry-accepted version of the North American railroad industry's official code tables.

7001 Westin Parkway, Cary, North Carolina, 27513 (1-877-724-5462)

### **MRRA - Minnesota Regional Railroad Association ([www.minnesotarailroads.com](http://www.minnesotarailroads.com))**

The Minnesota Regional Railroads Association was formed in 1987 in response to the perceived need to better inform the public about Minnesota's railroads. These railroads serve every corner of the state, and have a developed mix of freight commodities.

The Minnesota Regional Railroads Association is organized to: 1) Exchange of useful information among the members, with opportunities for networking. 2) Sharing information with the general public and with elected policy officials on Minnesota's transportation needs. 3) Providing technical assistance and training for our membership. 4) Carrying out legislative advocacy with all levels of government concerning small railroad issues.

Messerli and Kramer, P.A. c/o Minnesota Regional Railroads Association 525 Park Street, Ste 130 St. Paul, MN 55103 Phone: (651) 556-9202

### **STB - Surface Transportation Board ([www.stb.dot.gov](http://www.stb.dot.gov))**

The Surface Transportation Board (STB) was created in the ICC Termination Act of 1995 and is the successor agency to the Interstate Commerce Commission. The STB is an economic regulatory agency that Congress charged with resolving railroad rate and service disputes and reviewing proposed railroad mergers. The STB is decisionally independent, although it is administratively affiliated with the Department of Transportation.

The STB serves as both an adjudicatory and a regulatory body. The agency has jurisdiction over railroad rate and service issues and rail restructuring transactions (mergers, line sales, line construction, and line abandonments); certain trucking company, moving van, and non-contiguous ocean shipping company rate matters; certain intercity passenger bus company structure, financial, and operational matters; and rates and services of certain pipelines not regulated by the Federal Energy Regulatory Commission.

The STB staff is divided into the following offices.

- The Office of the General Counsel provides legal advice to the STB and defends agency actions that are challenged in court.
- The Office of Economics performs three primary functions: data gathering and reporting, economic and policy analysis in support of Board decisions, and applied economic analysis, most notably the development of the STB's costing system. The Office of Economics audits Class I railroads.
- The Office of Environmental Analysis is responsible for undertaking environmental reviews of actions proposed before the agency, according to the national Environmental Policy Act and other environmental laws, and making environmental recommendations to the board.
- The Office of the Managing Director handles agency administrative matters, such as facility, budget, and personnel management.
- The Office of Proceedings researches and prepares draft decisions.

•The Office of Public Assistance, Governmental Affairs, and Compliance (OPAGAC) serves as the public's point of contact to the STB as well as the agency's outreach arm. It works with members of Congress, the public and the media to answer questions and provide information about the STB's procedures, regulations and actions. The office houses the Rail Customer and Public Assistance Program, which provides an informal venue for the private-sector resolution of shipper-railroad disputes, and also assists Board stakeholders seeking guidance in complying with Board decisions and regulations. The office also oversees all aspects of rail operations subject to the agency's jurisdiction to ensure that such operations are consistent with each carrier's statutory responsibilities. This office maintains the STB library.

Surface Transportation Board 395 E Street, S.W. Washington, DC 20423-0001 202-245-0245

## Logistics Trade Organizations and Transportation Resources

### **TDA - Transload Distribution Association ([www.transload.org](http://www.transload.org))**

With more than 200 members in North America, transload operators connect industry with consumers by rail, trucks and containers through the domestic supply chain. TDA members serve our customers' logistical needs by supplying connections between terminal operations and direct distribution. Members can provide repackaging, storage and other needs! The Association provides a transload member directory and hosts an annual meeting and trade show.

1980 Willamette Falls Dr. #120-282 West Linn, OR 97068 Phone: 503-656-4282 Fax: 1-866-347-9933

### **AST&L - American Society of Transportation and Logistics ([www.astl.org](http://www.astl.org))**

The American Society of Transportation and Logistics (ASTL) is the premier professional organization for transportation and logistics professionals. Founded in 1946 by industry leaders, ASTL strives to promote and ensure the highest level of global standards through professional certification in the field of transportation and logistics. ASTL certification programs are used throughout business, academia, and governments worldwide. Our worldwide advocacy for logistics and transportation is supported by our globally-recognized credentials, our extensive research journal, and our professional development opportunities. The CTL (Certified in Transportation and Logistics) Certification Program began in 1948. ASTL also offers the Global Logistics Associate (GLA), Professional Designation in Logistics and Supply Chain Management (PLS), and the Distinguished Logistics Professional (DLP.)

ASTL's mission is to advance knowledge and career progression through life-long learning in the fields of transportation, logistics, and supply chain management. ASTL's membership of shippers, carriers, educators, students, consultants, and third-party logistics individuals are dedicated to continuing education and committed to raising the professional standards in the industry. The vision of ASTL is to be the global leader in educating and certifying transportation and logistics professionals.

### **CSCMP - Council of Supply Chain Management Professionals ([www.cscmp.org](http://www.cscmp.org))**

Council of Supply Chain Management Professionals is an international organization which provides a professional certification. They host an annual conference for the general membership and have local Roundtable meetings throughout the year in Minneapolis. There are educational resources, academic connections, white papers and a membership directory which has valuable contact information for supply chain professionals nationwide.

### **Distribution Business Management Association (<http://www.dcenter.com>)**

The Distribution Business Management Association provides think tank forums between business and academia that seek solutions to the pressing issues facing today's and tomorrow's supply chain and logistics executives. DBM operates with an essential and enduring set of core values that help define the Association. Excellence in Education, Shared Commitment to our Industry and Integrity in all our Endeavors form the foundation that guides our decisions and actions. DBM provides:

- Create educational forums, such as the Supply Chain Leaders in Action Program and the Supply Chain of the Future Lab.
- Unite the world's universities and businesses in advancing the study global logistics and supply chain strategies by producing the SCLA Program. Specialist Diploma >>> and SCLA Certification
- Produce the Distribution Business Management Journal, a unique publication that brings together the foremost thinkers from industry and academia to provide readers with the latest information on trends and developments in distribution and supply chain management. Educators Overview >>> and DBM Journal
- Involve world business leaders in our mission through our Supply Chain Leader's in Action program. SCLA Attendees
- Award annually one company that has shown excellence in reverse logistics and supply chain strategies with the Circle of Excellence Award. COE Award
- Operate as a unique think tank that originates trends and innovations in the areas of supply chain and global operations. SCLA Overview
- Create educational executive forums, such as the Supply Chain Leaders in Action Program. SCLA Fast Facts

### **Midwest Shippers Association ([www. http://midwestshippers.com](http://midwestshippers.com))**

The Midwest Shippers Association (MSA) is a regional trade association cooperative that serves to promote marketing, and facilitate shipping and delivery of Specialty Grains to consumers and the food industry worldwide.

Originally established through a grant from the Minnesota Legislature, the Midwest Shippers Association now serves the region of the United States made up of the states of Minnesota, North Dakota, South Dakota, Iowa and Wisconsin. This Upper Midwest region produces some of the highest quality, premium specialty grains available anywhere.

The region also benefits from having an extensive transportation infrastructure, leading educational and research institutions, grain industry suppliers, and grain quality regulatory system which have enabled our Midwest Shippers members to become reliable suppliers and partners with food industry buyers throughout the world.

Services Include:

- International Marketing Services – Trade leads service, matchmaking of IP specialty and conventional grains buyers and sellers, international Midwest Specialty Grains Trade Show, facilitating direct trade
- Services for Growers and Processors - Grower contracts available service; network to processors, traders, purchasers of premium value specialty grains; network to seed and input suppliers, certification services, technical expertise

- Shipping Services - Network facilitation of transportation and logistics services for worldwide delivery, logistics education
- Member Information Services - News and education, including weekly E-News Digest. Internationally focused web portal linking industry partners. Promotion of Upper Midwest Agriculture and opportunities in high value specialty grains.

7500 Flying Cloud Drive, Suite 900 : Eden Prairie, MN 55344 USA : Phone: 952-253-6231 : Fax: 952-835-4774

**APICS – Association for Production and Inventory Control**

APICS is the leading professional association for supply chain and operations management and the premier provider of research, education and certification programs that elevate end-to-end supply chain excellence, innovation and resilience. APICS Certified in Production and Inventory Management (CPIM) and APICS Certified Supply Chain Professional (CSCP) designations set the industry standard. With over 37,000 members and more than 250 international partners, APICS is transforming the way people do business, drive growth and reach global customers. APICS offers four types of memberships. There are several chapters in Minnesota.

There are six chapters in Minnesota.

C-BAR	Partner	Meeting City	State/ Province	Zip/Postal Code	Country	Distance	Services Offered
	<a href="#">Central Minnesota Chapter</a>	ST CLOUD	MN	56302	United States		Membership, Training
	<a href="#">Southern Minnesota Chapter</a>	OWATONNA	MN	55060	United States		Membership
	<a href="#">St. Cloud State University Student Chapter</a>	Saint Cloud	MN	56301	United States		Membership
	<a href="#">Twin Cities Chapter</a>	MINNEAPOLIS	MN	55401	United States		Membership, CBT, Training, Onsite Education
	<a href="#">University of St Thomas Student Chapter</a>	Minneapolis	MN	55401	United States		Membership
	<a href="#">Winona Lacrosse Chapter</a>		MN		United States		Membership, CBT, Training, Onsite Education



## Other Specialized Organizations for Logistics Networking and Education

Organization	Agency Address	Contact Information
<b>APQC</b>	American Productivity & Quality Center 123 N. Post Oak Lane Houston, TX 77024	800.776.9676 www.apqc.org
<b>AST&amp;L</b>	The American Society of Transportation & Logistics 1400 Eye Street NW Ste 1050 Washington, DC 20005	202.580.7270 www.astl.org
<b>ATA</b>	American Trucking Association 950 North Glebe Road Suite 210 Alexandria, VA 22203	703.838.1700 www.truckline.com
<b>AAR</b>	Association of American Railroads 50 F Street NW Washington, DC 20001	202.639.2100 www.aar.org
<b>CSCMP</b>	Council of Supply Chain Management Professionals 333 E Butterfield Road Suite 140 Lombard, IL 60148	630.574.0985 www.cscmp.org
<b>ISM</b>	Institute for Supply Management P.O. Box 22160 Tempe, AZ 85285	480.752.6276 www.ism.ws
<b>IWLA</b>	International Warehouse Logistics Association 2800 S. River Road, Suite 260 Des Plaines, IL 60018	847.813.4699 www.iwla.com
<b>IANA</b>	Intermodal Association of North America 11785 Bettsville Drive Suite 1100 Calverton, MD 20705	301.982.3400 www.Intermodal.org
<b>MHIA</b>	Material Handling Industry of America 8720 Red Oak Blvd., Suite 201 Charlotte, NC 28217-3992	704.676.1190 www.mhia.org

<b>NITL</b>	National Industrial Transportation League 1700 North Moore Street, Suite 1900 Arlington, VA 22209	703.524.5011 <a href="http://www.nitl.org">www.nitl.org</a>
<b>NARS</b>	North American Rail Shippers 2115 Portsmouth Drive Richardson, TX 75082	972.690.4740 <a href="http://www.railshippers.com">www.railshippers.com</a>
<b>EPA Smartway</b>	SmartWay Transport Partnership 2000 Traverwood Ann Arbor, MI 48105	734.214.4767 <a href="http://www.epa.gov.smartway">www.epa.gov.smartway</a>
<b>SOLE</b>	The International Society of Logistics 810 Professional Place, Suite III Hyattsville, Maryland 20785	301.459.8446 <a href="http://www.sole.org">www.sole.org</a>
<b>SCC</b>	Supply-Chain Council 1400 Eye St., NW Ste. 1050 Washington, D.C. USA 20005	202.962.0440 <a href="http://www.supply-chain.org">www.supply-chain.org</a>
<b>TIA</b>	Transportation Intermediaries Association 1625 Prince Street Ste 200 Alexandria, VA 22314	703-299-5700 <a href="http://www.tianet.org">www.tianet.org</a>
<b>VICS</b>	Voluntary Interindustry Commerce Solutions Association 1009 Lenox Drive, Suite 202 Lawrenceville, NJ 08648	609.620.4590 <a href="http://www.vics.org">www.vics.org</a>
<b>WERC</b>	Warehouse Education & Research Council 1100 Jorie Boulevard, Suite 170 Oak Brook, IL 60523	630.990.0001 <a href="http://www.werc.org">www.werc.org</a>

## Economic Development Associations and Resources

### Economic Development Association of Minnesota – EDAM

EDAM is professional association of individuals and organizations throughout the state of Minnesota who provide development professionals a forum for exchanging information and staying abreast of current economic development strategies and practices and by providing economic developers with valuable networking and educational opportunities. EDAM members are leading economic developers in the state of Minnesota. EDAM consults with the state on public policy issues related to economic development, and helps continually define and improve the profession.

EDAM is located at: 1000 Westgate Drive, Ste. 252, St. Paul, MN 55114, Telephone 651-290-6296

## Minnesota Commercial Association of Real Estate MNCAR

This association of Real Estate Professionals provides training and programs to keep members up to date. It also hosts a list of available industrial real estate listings in the State. More than 47,000 properties are listed. More than 12,000 properties are actively listed. More than 90,000 sales comps are noted.

MNCAR is located at: 6800 France Ave #760, Edina, MN 55435 Telephone: 952-908-1780

## Minnesota Association of Professional County Economic Developers



### Minnesota Association of Professional County Economic Developers

Organization	Contact	Phone	Rail Activity Update
Aitkin County	Ross Wagner	218-927-7305	no rail potential spurs
Alexandria Area Econ. Dev. Commission	Jason M. Murray	320-763-4545	
Anoka County	Karen Skepper	763-323-5709	
Brainerd Lakes Area Dev. Corp.	Sheila Haverkamp	218-828-0096	
Carlton County Econ. Dev.	Connie Christianson	218-384-9597	housing relocations
Carver County CDA	John Sullivan	952-448-7715	Ind. Park next to rail
Cass County Econ. Dev. Corp	Gail Levenson	218-947-7522	Superfund Redevelopment Site
Chisago County HRA-EDA	Nancy Hoffman	651-674-5664	
Community Dev. Of Morrison County	Carol Anderson	320-632-5466	Ethanol Plant Camp Ripley
Dodge County Econ. Dev. Agency	Andrew Barbes	507-319-5985	
Goodhue County	Scott Anderson	651-385-3001	
Hennepin County	Patrick Conroy	612-348-2215	Industrial Park Development
Hubbard County REDC	David Collins	218-732-2256	
Kandivohi County and City of Willmar EDC	Steve Renquist	320-235-7370	New Ind. Park, no rail
Lac Qui Parle County EDA	Pamela Lehmann	320-598-7976	3 year fiber optic project
Lake County	Laurel Buchanan	218-834-8320	
Lincoln County Enterprise Dev. Corp	Vince Robinson	507-694-1306	30 million gallon Biodiesel
Martin County EDA	Scott Higgins	507-238-3126	
Meeker County	Suzanne Hedtke	320-693-4620	
Mille Lacs County	Richard Baker	320-983-8409	
Murry County Economic Development	Amy Rucker	507-863-6023	
Pine County Economic Development	David Minke	320-591-1621	70 acre Ind. Park no spur
Pope County	Richard Dreher	320-334-3042	Grade seperation
Redwood Area Development Corporation	Julie Raith	507-637-4004	48,000 Sq Ft bldg, Rail Authority
Renville County HRA/EDA	Chris Hettig	320-562-3656	
Rice County Economic Development	Deanna Kuennen	507-332-6126	
Roseau County	Glenda Phillipe	218-463-4248	
Scott County CDA - First Stop Shop	Stacy Crakes	952-496-8613	
Stearns County HRA	Bob Swanberg	320-685-7771	
Stevens County Econ. Improvement CMTE.	Michael Haynes	320-585-2609	
Swift County	Jen Frost	320-842-4769	
Todd County Development Corp.	Rich Utech	320-732-2128	
Worthington Regional EDC	Abraham Algadi	507-372-5515	
Wright County Econ Dev. Partnership	Ted LaFrance	763-477-3054	
Cottonwood County/Window	Aaron Backmead		no rail 12 lots in Ind. Pk.

## Publications and websites

Publication	Editor	Website
American Journal of Transportation	(800) 599-6358	<a href="http://www.ajot.com">http://www.ajot.com</a>
American Shipper Magazine	(800) 874-6422	<a href="http://www.americanshipper.com">http://www.americanshipper.com</a>
Canadian Transportation Logistics Magazine	(416) 442 5600	<a href="http://www.ctl.ca">http://www.ctl.ca</a>
Cargo Business News	(206) 743-7145	<a href="http://www.cargobusinessnews.com">http://www.cargobusinessnews.com</a>
Commercial Carrier Journal	(800) 517-4979	<a href="http://www.ccjdigital.com">http://www.ccjdigital.com</a>
Containerization International	+44 (0)20 3377 3792	<a href="http://www.lloydslist.com">http://www.lloydslist.com</a>
CSCMP Explores	(630) 574-0985	<a href="http://cscmp.org/member-benefits/explores">http://cscmp.org/member-benefits/explores</a>
Distribution Business Management Journal	(717) 295-0033	<a href="http://www.dcenter.com/A_missionValues.htm">http://www.dcenter.com/A_missionValues.htm</a>
Distribution Center Management	(847) 763-9534	<a href="http://www.distributioncentermag.com/publications">http://www.distributioncentermag.com/publications</a>
DC Velocity	(617) 752-1823	<a href="http://www.dcelocity.com">http://www.dcelocity.com</a>
Drewry	+44 20 7538 0191	<a href="http://ciw.drewry.co.uk/about-container-insights">http://ciw.drewry.co.uk/about-container-insights</a>
E-Logistics Magazine	+44 (0)20 8648 4495	<a href="http://www.elogisticsmagazine.com/magazine">http://www.elogisticsmagazine.com/magazine</a>
Exporter Magazine	(816) 415-3815	<a href="http://www.theexportermagazine.com">http://www.theexportermagazine.com</a>
Food Logistics	(847) 559-7598	<a href="http://www.foodlogistics.com/magazine">http://www.foodlogistics.com/magazine</a>
Global Logistics and Supply Chain Strategies	(720) 565-8455	<a href="http://www.mondotimes.com/2/topics/5/109/14701">http://www.mondotimes.com/2/topics/5/109/14701</a>
Global Perspectives	+49 (0)30 - 8961 5929	<a href="http://www.global-perspectives.info/print_edition.html">http://www.global-perspectives.info/print_edition.html</a>
Global Trade Magazine	(818) 286-3147	<a href="http://globaltrademag.com">http://globaltrademag.com</a>
Inbound Logistics	(212) 629-1560	<a href="http://www.inboundlogistics.com">http://www.inboundlogistics.com</a>
Industrial Distribution	(847) 559-7560	<a href="http://www.inddist.com">http://www.inddist.com</a>
Industry Week	(216) 696-7000	<a href="http://www.industryweek.com">http://www.industryweek.com</a>
Journal of Business Logistics (CSCMP Affiliate)	(630) 574-0985	<a href="http://www.logisticsonline.com">http://www.logisticsonline.com</a>
Journal of Commerce Group	(973) 776-8660	<a href="http://www.joc.com">http://www.joc.com</a>
Logistics Management	(800) 598-6067	<a href="http://logisticsmgmt.com">http://logisticsmgmt.com</a>
Logistics Quarterly	(800) 843-1687	<a href="http://www.logisticsquarterly.com">http://www.logisticsquarterly.com</a>
Logistics Today	(636) 614-7990	<a href="http://www.logistics-today.com">http://www.logistics-today.com</a>
Marine Log	(212) 620-7200	<a href="http://www.marinelog.com">http://www.marinelog.com</a>
Material Handling Management	(800) 598-6067	<a href="http://www.mmh.com">http://www.mmh.com</a>
Materials Management and Distribution Maga	(216) 931-9218	<a href="http://mhlnews.com">http://mhlnews.com</a>
Modern Bulk Transporter (Includes Transloadii	(866) 505-7173	<a href="http://bulktransporter.com">http://bulktransporter.com</a>
Progressive Railroad Magazine	(612) 834-3359	<a href="http://www.progressiverailroading.com">http://www.progressiverailroading.com</a>
Railway Age	(312) 683-5022	<a href="http://www.railwayage.com">http://www.railwayage.com</a>
Supply and Demand Chain Executive	(480) 413-0354	<a href="http://www.sdexec.com">http://www.sdexec.com</a>
Supply Chain Brain	(516) 829-9210	<a href="http://www.supplychainbrain.com">http://www.supplychainbrain.com</a>
Supply Chain Digest	(937) 350-7915	<a href="http://www.scdigest.com">http://www.scdigest.com</a>
Supply Chain Management Review	(508) 663-1500	<a href="http://www.scmr.com">http://www.scmr.com</a>
Trains Magazine	(800) 533-6644	<a href="http://trn.trains.com">http://trn.trains.com</a>
Transport Topics	(703) 838-1770	<a href="http://www.ttnews.com/index.aspx">http://www.ttnews.com/index.aspx</a>
World Cargo News	Tel: +44 (0) 1372 37 55 11	<a href="http://www.worldcargonews.com">http://www.worldcargonews.com</a>
World Trade Magazine	(847) 763-9534	<a href="http://www.worldtradewt100.com">http://www.worldtradewt100.com</a>

Many of these listings provide monthly webinars which are free of charge, some subscriptions are free and also offer electroinc delivery.

## Education and Training

There are many academic programs offered in the area of transportation, distribution, logistics, materials handling and transportation engineering. Some schools offer certificates, associate degrees, masters programs and doctorates. Some programs are offered online, others are scheduled to meet at various times to accommodate working professionals. Several programs are listed below.

School Name (link to homepage)	Program Offered	Levels	Address
<a href="#">University of Minnesota-Twin Cities</a>	Transportation and Highway Engineering	Certificate	100 Church Street SE, Minneapolis, Minnesota 55455-0213
<a href="#">University of Minnesota-Crookston</a>	Transportation and Materials Moving	Bachelors	2900 University Ave, Crookston, Minnesota 56716-5001
<a href="#">Minnesota State University-Mankato</a>	Transportation and Materials Moving	Bachelors	South Rd and Ellis Ave, Mankato, Minnesota 56001
<a href="#">Saint Cloud State University</a>	Transportation and Materials Moving	Certificate, Bachelors, Masters	720 Fourth Ave. South, Saint Cloud, Minnesota 56301-4498
<a href="#">Academy College</a>	Transportation and Materials Moving	Associates	1101 E. 78th Street, Suite 100, Minneapolis, Minnesota 55420-1554
<a href="#">Alexandria Technical College</a>	Transportation and Materials Moving	Certificate	1601 Jefferson Street, Alexandria, Minnesota 56308
<a href="#">Riverland Community College</a>	Transportation and Materials Moving	Certificate	1900 8th Ave NW, Austin, Minnesota 55912-1473
<a href="#">Central Lakes College-Brainerd</a>	Transportation and Materials Moving	Certificate	501 West College Drive, Brainerd, Minnesota 56401-3900
<a href="#">Dakota County Technical College</a>	Transportation and Materials Moving	Certificate	1300 145th Street East, Rosemount, Minnesota 55068-2999
<a href="#">Minnesota State College-Southeast Technical</a>	Transportation and Materials Moving	Certificate	1250 Homer Rd, Winona, Minnesota 55987
<a href="#">Minnesota State University-Mankato</a>	Transportation and Distribution	Certificate, Associate, Bachelor, Masters	122 Taylor Center, Mankato, MN 56001
<a href="#">Metropolitan State University</a>	Transportation and Materials Moving	Bachelors	700 E Seventh St, Saint Paul, Minnesota 55106-5000
<a href="#">Lake Superior College</a>	Transportation and Materials Moving	Associates	2101 Trinity Rd, Duluth, Minnesota 55811-3399
<a href="#">Inver Hills Community College</a>	Transportation and Materials Moving	Associates	2500 80th St E, Inver Grove Heights, Minnesota 55076-3224
<a href="#">Minneapolis Community and Technical College</a>	Transportation and Materials Moving	Associates	1501 Hennepin Ave, Minneapolis, Minnesota 55403-1779
University of North Dakota	Transportation and Distribution	Associates, Bachelors, Masters	205 Twamley Hall, 264 Centennial Dr., Stop 8357, Grand Forks, ND 58202
North Dakota State University	Transportation and Distribution	certificate, Bachelors, Doctorate	1301 12th Avenue North, Fargo, ND, 58108-6050
University of Wisconsin Superior	Transportation, Transportation Management	Bachelors	Belknap & Catlin, Superior, Wisconsin 54880-4500
Chippewa Valley Technical College	Transportation and Materials Moving	Certificate	620 W Clairemont Ave, Eau Claire, Wisconsin 54701-6162
University of Wisconsin Stout	Supply Chain Logistics	Bachelors	239 TW Jarvis Hall, Menomonie, Wisconsin, 54751
University of Wisconsin Madison	Transportation Engineering	Bachelors, Masters, Doctorate	975 University Avenue, 3450 Grainger Hall, Madison, Wisconsin 53706

Source:

<http://www.onlineeducation.net/schools/transportation/>

## Logistics Certification Programs

The trade and professional associations listed below offer certification programs specifically in the logistics area. You can learn more about these certification programs by visiting each association's website:

- AST&L - American Society of Transportation & Logistics
- APICS - The Association for Operations Management
- ISM - Institute for Supply Management
- IMA - Institute of Certified Management Accountants
- IMC USA - Institute of Management Consultants

- IoPP - Institute of Packaging Professionals
- ILM - Institute of Logistical Management
- IWLA - International Warehouse Logistics Association
- MHMS - Materials Handling & Management Society
- NPTC - National Private Truck Council
- SOLE - The International Society of Logistics
- VICS - Voluntary Interindustry Commerce Solutions Association

### **Public Agency Support (roles and contacts) Minnesota Department of Transportation Contact:**

The primary contacts for this publication include:

#### **Freight Planning and Development**

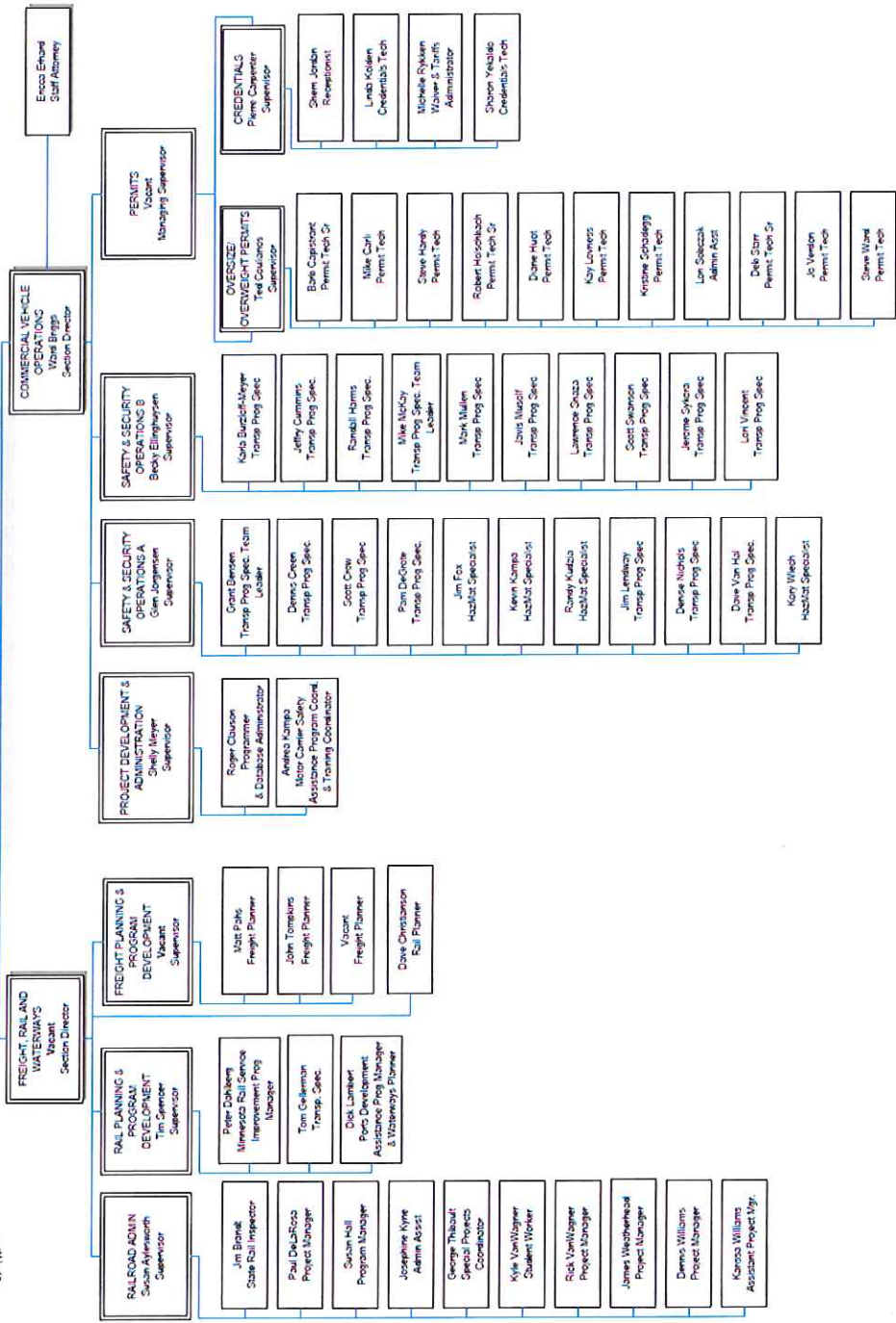
Dave Christianson	email: <a href="mailto:dave.christianson@state.mn.us">dave.christianson@state.mn.us</a>	Phone: 651-366-3710
Peter Dahlberg	email: <a href="mailto:peter.dahlberg@state.mn.us">peter.dahlberg@state.mn.us</a>	Phone: 651-366-3693

#### **Railroad Planning and Program Development**

Tim Spencer 651-366-3702	email: <a href="mailto:timothy.spencer@state.mn.us">timothy.spencer@state.mn.us</a>	Phone: 651-366-3702
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**OFFICE OF FREIGHT AND COMMERCIAL VEHICLE OPERATIONS**  
 Mission: Customer Oriented Director



Last updated: November 7, 2012

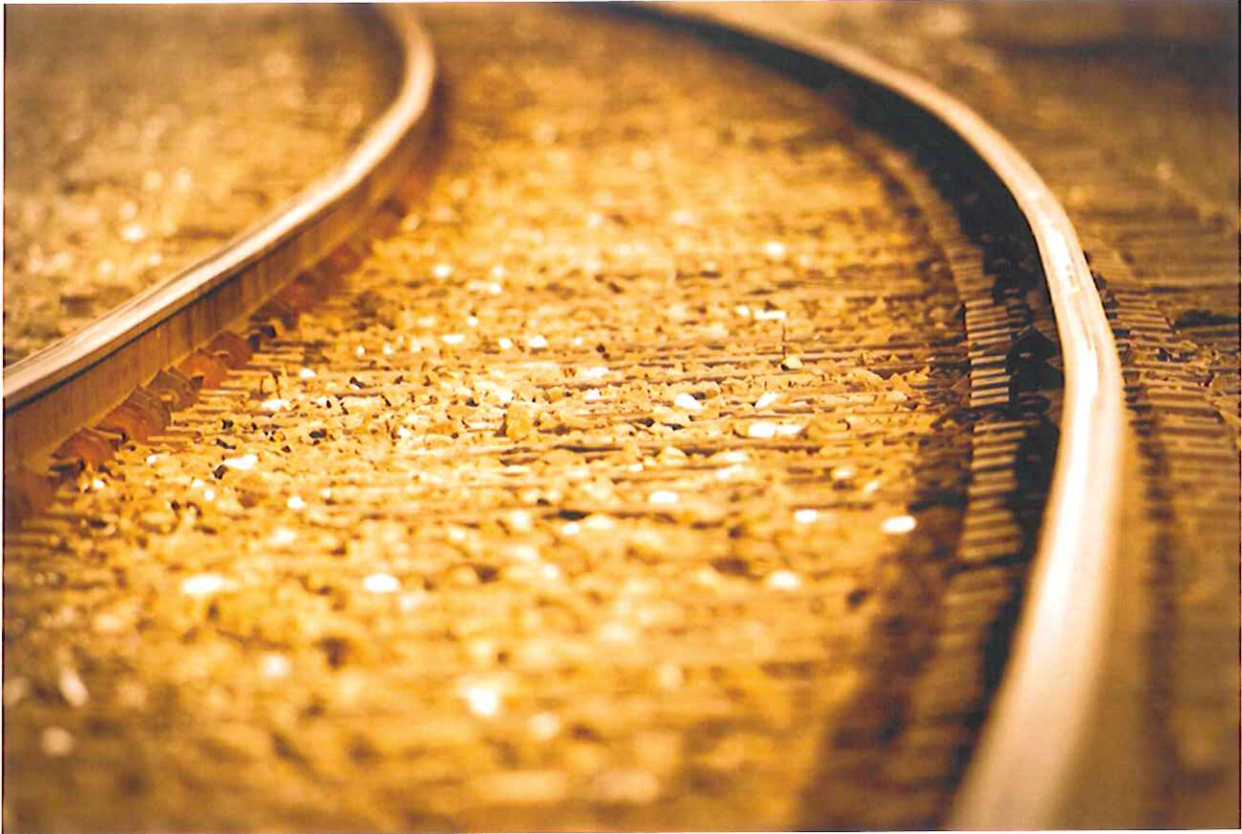
## Minnesota Department of Employment and Economic Development Contacts

The Minnesota Department of Employment and Economic Development (DEED) is the state’s principal economic development agency. DEED programs promote business recruitment, expansion, and retention; international trade; workforce development; and community development. Staff is devoted to support three primary functions which include: 1) job seekers, 2) businesses through site selection, growth and retention and 3) Communities through economic development, promotion and attraction incentives.

The following table provides Minnesota Economic Development Contacts by region:

Business Development Specialists in Minnesota				
Region	Contact	Telephone	Email	Counties Covered
Northwest	Kari Howe	218-766-5282	<a href="mailto:Dari.Howe@state.mn.us">Dari.Howe@state.mn.us</a>	Beltrami, Cass, Clearwater, Hubbard, Kittson, Lake of the Woods, Mahnomen, Marshall, Norman, Pennington, Polk, Red Lake, Roseau
Northeast	Heather Rand	218-302-8404	<a href="mailto:Heather.Rand@state.mn.us">Heather.Rand@state.mn.us</a>	Aitkin, Carlton, Chisago, Cook, Isanti, Itasca, Kanabec, Koochiching, Lake Mille Lacs, Pine, St. Louis
West Central	Brad Brzezunski	218-310-7757	<a href="mailto:Brad.Brzezinski@state.mn.us">Brad.Brzezinski@state.mn.us</a>	Becker, Benton, Clay, Crow Wing, Douglas, Grant, Morrison, Otter Tail, Pope, Sherburne, Streams, Stevens, Todd, Traverse, Wadena, Wilkin, Wright.
Southwest	Lisa Hughes	507-389-6779	<a href="mailto:Lisa.Hughes@state.mn.us">Lisa.Hughes@state.mn.us</a>	Big Stone, Blue Earth, Brown, Chippewa, Cottonwood, Faribault, Jackson, Kandiyohi, Lac Wui Parle, Le Sueur, Lincoln, Lyon, Martin, McLeod, Meeker, Murray, Nicollet, Nobles, Piepstone, Redwood, Renville, Rock, Sibley, Swift, Waseca, Watonwan, Yellow Medicine.
Southeast Twin Cities	Kevin Kelleher	507-453-2926	<a href="mailto:Kevin.Kelleher@state.mn.us">Kevin.Kelleher@state.mn.us</a>	Dodge, Fillmore, Freeborn, Goodhue, Houston, Mower, Olmsted, Rice, Steele, Wabasha, Winona
Metro	Jim Gromberg	651-259-7436	<a href="mailto:Jim.Gromberg@state.mn.us">Jim.Gromberg@state.mn.us</a>	Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, Washington





## ADDITIONAL MATERIALS TO HELP GET YOU ON THE RIGHT TRACK!

### CHAPTER 6: APPENDIX

#### Cost Benefit Calculator

A cost benefit analysis is a technique used to evaluate business investments. This allows a firm to determine if the total benefits of the project are greater or less than the total cost of the effort. Costs are typically grouped into fixed and variable costs. Benefits are estimated over the life of the project. Effects of the project (benefits) are calculated using present values and are compared to the present value costs. Other factors included in the calculation include the payback period and an internal rate of return. Cost benefit calculations are considered an objective way to value a project. Intangible benefits can be included in the calculations but risk making the analysis too subjective.

The U.S. DOT and many states have adopted and modified this concept to evaluate public and private investments based on economic benefits. The Public sector is typically interested in highway preservation and maintenance cost savings, safety, environmental and sustainability benefits, quality of life and economic competitiveness benefits. Valuation for these objectives can be found at various websites. The popular Tiger Grant application process has been credited with standardizing this analysis to compare multimodal project benefits. The link provided has resources to help complete a Tiger Grant cost benefit calculation. <http://www.dot.gov/policy-initiatives/tiger/benefit-cost-analysis-presentation-august-17th>

Sample Cost Benefit Work Sheets can be found below:

<b>Cost Benefits Summary</b>	
<b>APPLICANT INFORMATION</b>	
Applicant Name	0
Application Date	
<b>PROJECT INFORMATION</b>	
Project Type	0
Project-Specific Title (1 to 2 line description)	
Project Location Address/Plant Site/Mileposts City/Township/Rail Line	0
Transportation and extraordinary logistical or infrastructure issues. Explain any unusual issues, e.g. unusual logistics for shortline or connecting carrier operations)	0

Total Project Funding Sources and Uses				
	Applicant Financing (\$)	Private Financing	Public Assistance	Total
Land	\$0	\$0	\$0	\$0
Building	\$0	\$0	\$0	\$0
Machinery / Equipment	\$0	\$0	\$0	\$0
Non-Fixed Asset Costs	\$0	\$0	\$0	\$0
Non-Rail Infrastructure	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0
Rail Infrastructure	\$0	\$0	\$0	\$0
<b>Total Cost</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

Infrastructure Data				
	Current # of Miles	Current % of Total Miles	Post-Project # of Miles	Post - Project % of Total Miles
1. Excepted / Total	0	#DIV/0!	0	#DIV/0!
2. Class 1 / Total	0	#DIV/0!	0	#DIV/0!
3. Class 2 / Total	0	#DIV/0!	0	#DIV/0!
4. Class 3+ / Total	0	#DIV/0!	0	#DIV/0!
5. Actual miles of 286K / Total	0	#DIV/0!	0	#DIV/0!

**Sample Cost Benefit Calculator**

<b>Cost Benefits Summary</b>	
<b>APPLICANT INFORMATION</b>	
Applicant Name	0
Application Date	
<b>PROJECT INFORMATION</b>	
Project Type	0
Project-Specific Title (1 to 2 line description)	0
Project Location Address/Plant Site/Mileposts City/Township/Rail Line	0
Transportation and extraordinary logistical or infrastructure issues. Explain any unusual issues, e.g. unusual logistics for shortline or connecting carrier operations)	0

<b>Total Project Funding Sources and Uses</b>				
	Applicant Financing (\$)	Private Financing	Public Assistance	Total
Land	\$0	\$0	\$0	\$0
Building	\$0	\$0	\$0	\$0
Machinery / Equipment	\$0	\$0	\$0	\$0
Non-Fixed Asset Costs	\$0	\$0	\$0	\$0
Non-Rail Infrastructure	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0
Rail Infrastructure	\$0	\$0	\$0	\$0
<b>Total Cost</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

<b>Infrastructure Data</b>				
	Current # of Miles	Current % of Total Miles	Post-Project # of Miles	Post - Project % of Total Miles
1. Excepted / Total	0	#DIV/0!	0	#DIV/0!
2. Class 1 / Total	0	#DIV/0!	0	#DIV/0!
3. Class 2 / Total	0	#DIV/0!	0	#DIV/0!
4. Class 3+ / Total	0	#DIV/0!	0	#DIV/0!
5. Actual miles of 286K / Total	0	#DIV/0!	0	#DIV/0!

Existing Service Benefits		
V - Shipper Transportation Cost Data		
	Existing Savings	
1. Truck Costs	50	
2. Rail Costs	50	
3. Projected Shipper Transportation Cost Savings	50	
VI - Fuel Usage Data (IA)		
	Existing Savings	
Fuel Savings (OH) (# Gallons)	0	
Value of Fuel Savings	50	
VII - Highway Cost Savings Data - Project Totals (IA)		
	Existing Savings	
1. Highway Maintenance Costs Savings (OH)	50	
2. Highway Congestion Cost Savings (OH)	50.00	
VIII - Highway Safety Data (IA)		
	Existing Savings	
1. Reduced # of Trucks	0	
2. Reduced Fatalities (OH)	0	
3. Value of Reduced Fatalities	50	
4. Reduced injuries (OH)	0.00	
5. Value of Reduced Injuries	50	
IX -Environmental Emissions Data (IA)		
	Tons Reduced	Value
1. Carbon Monoxide Reduction	0.00	
2. Nitrogen Oxide Reduction	0.00	50
3. Particulate Matter	0.00	50
4. Carbon Dioxide	0.00	50

Sample Cost Benefit Calculator



This document was prepared by:



**Libby Ogard**  
**President**  
**918 Fox River Drive**  
**De Pere, WI 54115**  
**920-217-7222**  
**[Logard@new.rr.com](mailto:Logard@new.rr.com)**

