

**MILK HAULING CHARGES IN THE  
UPPER MIDWEST MARKETING AREA  
MAY 2014**



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**MILK HAULING CHARGES IN THE UPPER MIDWEST MARKETING AREA  
MAY 2014**

Corey Freije<sup>1</sup>

**Introduction**

This study breaks down and categorizes hauling charges based on state, county, and producer size groups for May 2014. The payroll data for producers who were associated with the Upper Midwest Marketing Order were examined. For 2014, 13,511 dairy producers were associated with the market<sup>2</sup>.

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**Table 1**

**Average Hauling Charge for the Marketing Area for May**

<b>Statistic</b>	<b>2014</b>	<b>2013</b>
Producer Deliveries (pounds)	3,622,432,045	3,532,126,488
Total Hauling Charges (\$)	\$6,206,651.06	\$6,155,607.07
Weighted average charges (\$/cwt.)	0.1713	0.1743

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The hauling charges data received by the Federal Order 30 office often times represents a flat fee charged by the handler. This flat fee structure leads to a decreasing average hauling charge when viewed on a per hundredweight basis. The possibility also exists that the hauling charge relationship for large producers may differ on a handler by handler basis. This relationship may mean the producer pays all charges external to the handler's payroll or may haul his own milk. Previous analysis has indicated that hauling charges are a function of producer pounds, the farm's distance to plants, the farm's distance to population

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<sup>1</sup> Corey Freije is an Agricultural Economist with the Market Administrator's Office, Minneapolis, Minnesota. Assisting Dr. Freije was Rachel M. Benecke of the Upper Midwest Market Administrator's office.

<sup>2</sup> Changes were made in the methodology of this paper in 2011. The method used prior to 2011 would have resulted in an average hauling charge for 2014 of \$0.3280 per cwt., compared to \$0.3183 for 2013. These values are possible to calculate using data from Table 3. Data from 2011 to present are aggregated at the farm level and restricted to States within Federal Order 30 resulting in lower farm counts compared to earlier analysis. The hauling charges in Table 1 are weighted by producer and state.

centers, competition among handlers, and the concentration of dairy farms in the local market.

### Analysis by Size Group

Table 2 presents the simple average hauling charge, total hauling charges, production, number of farms, producer average monthly delivery and weighted average hauling charges for each of ten size groups. Skewness dominates the results in Table 2, with 56% of the milk produced by 9% of the farmers. In addition these largest categories of farmers pay 42% of the total hauling charges. Chart 2, on page 6, shows the inverse relationship between average pounds of production and average hauling charges for each size category.

**Table 2**

**Average Producer Delivery for the Marketing Area for May 2014**

Size	Simple Average Hauling Charge	Total Hauling Charges	Production	Number of Farms	Producer Average Monthly Delivery	Weighted Average Hauling Charges
	(\$/cwt.)	(\$)	(pounds)		(pounds)	(\$/cwt.)
Up to 49,999	\$0.6317	\$434,017.81	87,010,403	2,812	30,943	\$0.4988
50,000 to 99,999	\$0.3045	\$839,209.28	281,940,752	3,825	73,710	\$0.2977
100,000 to 249,999	\$0.2261	\$1,400,750.79	633,715,186	4,168	152,043	\$0.2210
250,000 to 399,999	\$0.1823	\$563,327.93	312,356,497	1,004	311,112	\$0.1803
400,000 to 599,999	\$0.1359	\$356,190.05	262,405,422	540	485,936	\$0.1357
600,000 to 999,999	\$0.1250	\$475,087.96	380,335,011	488	779,375	\$0.1249
1,000,000 to 1,499,999	\$0.1182	\$371,188.45	305,980,818	254	1,204,649	\$0.1213
1,500,000 to 2,499,999	\$0.1083	\$423,168.22	396,975,617	212	1,872,526	\$0.1066
2,500,000 to 4,999,999	\$0.1355	\$660,339.71	478,575,667	147	3,255,617	\$0.1380
5,000,000 or more	\$0.1573	\$683,370.86	483,136,672	61	7,920,273	\$0.1414
<b>Total</b>	<b>\$0.3170</b>	<b>\$6,206,651.06</b>	<b>3,622,432,045</b>	<b>13,511</b>	<b>268,110</b>	<b>\$0.1713</b>

### Analysis by State

Table 3 presents the simple average hauling charge, total hauling charges, production, number of farms, producer average monthly delivery, and weighted average hauling charges for each state comprising the order. Analyzing hauling charges by state has



previously led Federal Order 30 staff to hypothesize that non-scale factors such as distance to plants, and population centers, and competition among handlers along with the predominance of dairying in a market affect hauling charges. These factors have been tested and their relevance supported in earlier papers.

**Table 3**

**Average Producer Delivery, by State and for the Marketing Area for May 2014**

State	Simple Average Hauling Charge	Total Hauling Charges	Production	Number of Farms	Producer Average Monthly Delivery	Weighted Average Hauling Charges
	(\$/cwt.)	(\$)	(pounds)		(pounds)	(\$)
Illinois	\$0.3080	\$82,104.11	53,120,866	266	199,703	\$0.1546
Iowa	\$0.4741	\$1,049,042.59	312,794,312	914	342,226	\$0.3354
Michigan UP	\$0.3433	\$14,558.05	8,703,666	34	255,990	\$0.1673
Minnesota	\$0.4185	\$1,749,393.94	769,704,896	3,241	237,490	\$0.2273
North Dakota	\$1.0547	\$97,220.64	21,140,660	59	358,316	\$0.4599
South Dakota	\$0.5811	\$515,476.59	160,893,517	169	952,033	\$0.3204
Wisconsin	\$0.2537	\$2,698,855.14	2,296,074,128	8,828	260,090	\$0.1175
<b>Total</b>	<b>\$0.3170</b>	<b>\$6,206,651.06</b>	<b>3,622,432,045</b>	<b>13,511</b>	<b>268,110</b>	<b>\$0.1713</b>

As Table 3 indicates, North Dakota has the highest average hauling charge with a low number of farms, the longest distance from high demand areas, and less handler competition. Wisconsin in contrast has the lowest average hauling charge with a high number of farms and close proximity to high demand areas. A topic of interest is how the average pounds in this table don't correlate as well as Table 2 with average hauling charge implying additional factors determine a farmer's hauling charge.

On the following page, Table 4 shows the May diesel fuel price in relation to the May average hauling charge. Additionally the table shows the percentage change from the previous year for both the price of fuel and the average hauling charge. Both levels are above historical averages with the hauling charge showing less fluctuation and a dampened overall increase to the more volatile fuel price. That volatility is evident in the large positive and negative percentage change values in fuel. In contrast the percentage change in the average hauling charge is much smaller. Given the handlers' tendency to subsidize hauling

charges, this smaller volatility indicates a strong tendency to resist passing through the increased hauling costs.

**Table 4**

**Midwest Fuel Retail Price and Average Hauling Charge<sup>3</sup>**

<b>Year</b>	<b>May Fuel Price</b>	<b>% Change from Previous Year</b>	<b>May Average Hauling Charge</b>	<b>% Change from Previous Year</b>
	<b>(\$/gallon)</b>	<b>(%)</b>	<b>(\$/cwt)</b>	<b>(%)</b>
2008	4.382	58.60%	\$0.2774	10.96%
2009	2.170	-50.48%	\$0.2984	7.57%
2010	3.038	40.00%	\$0.3029	1.51%
2011	4.001	31.70%	\$0.3007	-0.73%
2012	3.877	-3.10%	\$0.3328	10.68%
2013	3.907	0.77%	\$0.3183	-4.36%
2014	3.910	0.07%	\$0.3280	3.05%

Chart 1 shows that over 80% of the milk delivered on Federal Order 30 was from Wisconsin and Minnesota, the other states on the order each had less than 10% of the delivered milk. This predominance for Wisconsin and Minnesota indicates that their weighted averages will pull the overall average for the order down relative to North and South Dakota and the Michigan UP. Wisconsin and Minnesota have not only most of the milk production but also have close proximity to the majority of the population centers and processing plants. Chart 2 shows the milk production percentage for each size class and also the percentage of total hauling charges paid by each size class. For the first four size classes the percentage of hauling charges is greater than their percentage of total production. For the latter six classes their percentage of hauling charges is smaller than their percentage of production. The commonly accepted explanation for this distribution of charges is that hauling costs are higher for the smaller farm given the increased number of stops in order to fill out a load. Chart 3, on page 8, builds on Chart 2's distribution to show that the average hauling charge and the average milk production are inversely related.

<sup>3</sup> The hauling charge presented is a simple average by state that is then weighted by the state milk production to generate a weighted average for the federal order. Being based on a state simple average increases the likelihood that it approximates a typical dairy farmer's average hauling charge over an average weighted by every producer's production.

## Percentage of Milk Deliveries by State

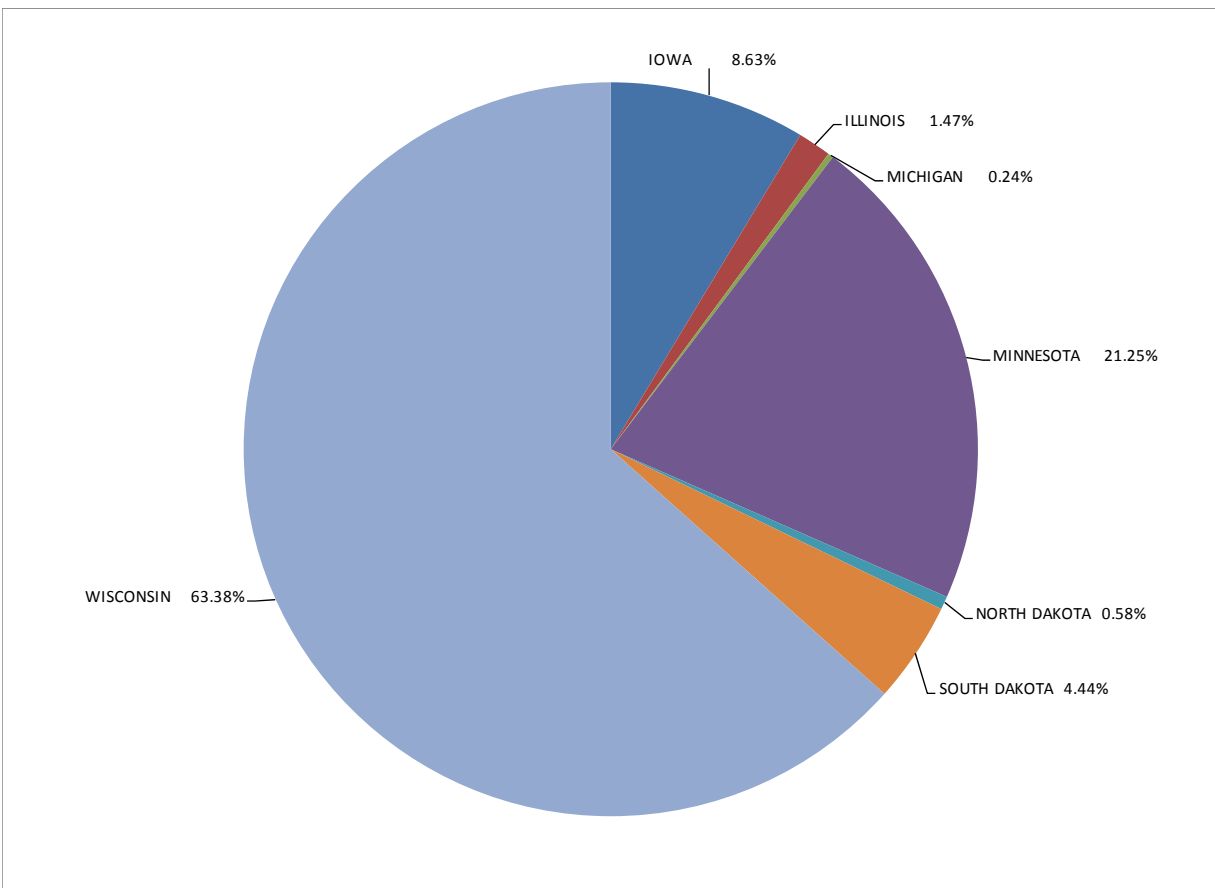
In May 2014, dairy producers from three states delivered the majority of the milk associated with the Upper Midwest Order. The State of Wisconsin producers delivered the most milk of any of the states, by supplying 63.38 percent of the total milk volume associated with the market. Producers from the States of Minnesota and Iowa were second and third in milk volume supplied to the order, respectively.

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### Chart 1

Percent of Delivery Volume by State for May 2014



Percentages do not sum to 100 due to rounding.

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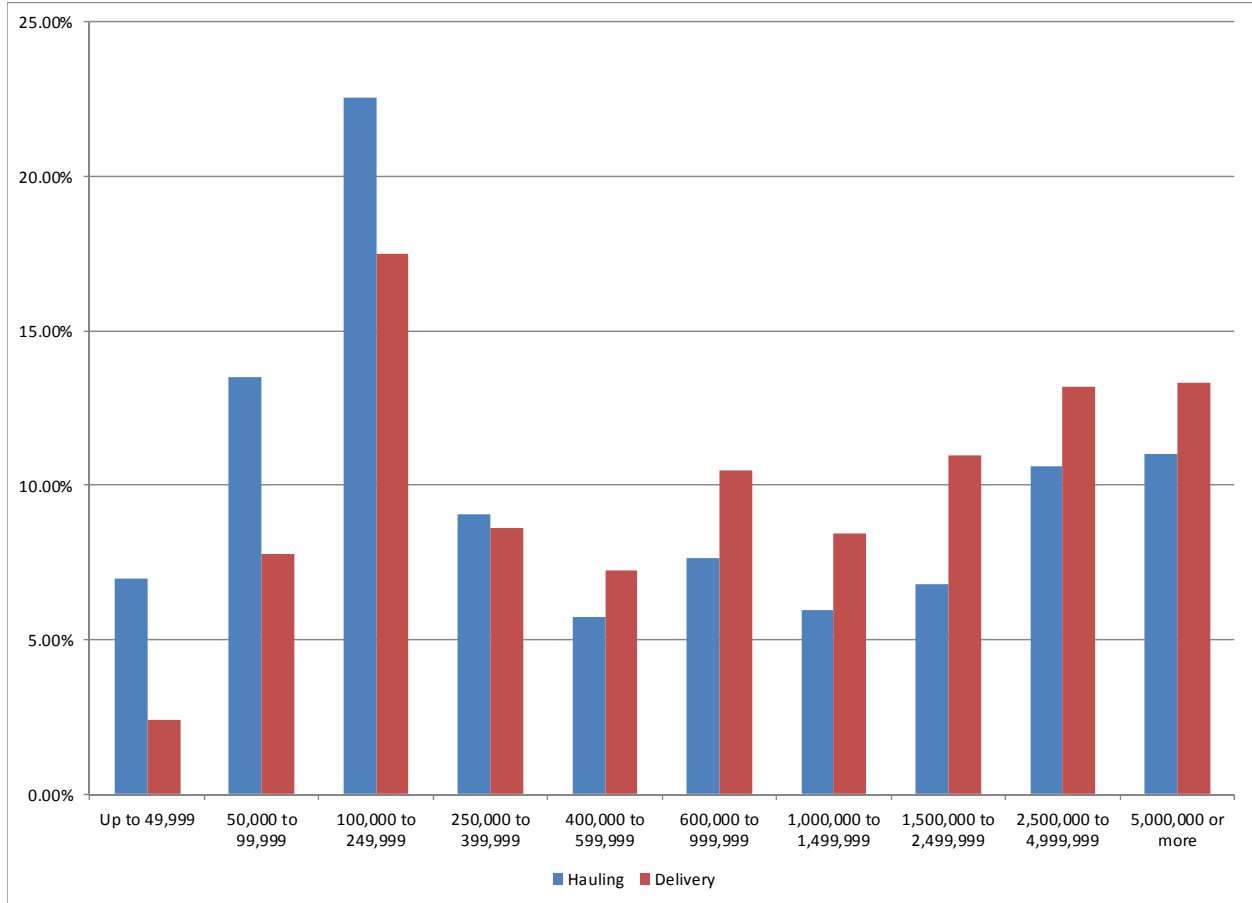
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## Chart 2

Percent of Hauling Charges and Producer Deliveries for May 2014



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### Average Milk Hauling Charge by Size Range of Producer Delivery

The data shown in Table 5 indicates that there are several other factors that contribute to fluctuating hauling charges. The aforementioned relationship between farm location and distances to competing dairy plant manufacturing operations does not explain all of the variation in average hauling charges. This study found that even though a specific dairy producer may be located a very long distance from the Upper Midwest market's largest fluid milk disposition area, it does not necessarily mean that this producer will pay the market's highest rate per hundredweight for hauling. This study recognizes that other factors exist; including the fact that a dairy producer's herd size or milk volume influences the producer's cost of hauling.

The data in Table 5 breaks down the market's dairy producers into ten producer milk volume categories or size ranges. The data presented in Table 5 show a strong indication that as the producer's milk volume increases, the average hauling charge per hundredweight decreases.

**Table 5**

**Average Hauling Charge, by Size Range of Monthly Producer Deliveries, by State, for May 2014 (\$ per cwt.)**

Size	Illinois	Iowa	Michigan	Minnesota	North Dakota	South Dakota	Wisconsin	Average
Up to 49,999	\$0.5412	\$0.6868	\$0.6993	\$0.6080	\$1.4839	\$0.8664	\$0.4281	\$0.4988
50,000 to 99,999	\$0.3657	\$0.4740	\$0.4635	\$0.3979	\$1.1744	\$0.7104	\$0.2315	\$0.2977
100,000 to 249,999	\$0.1752	\$0.3495	\$0.2655	\$0.3113	\$0.9289	\$0.6482	\$0.1621	\$0.2210
250,000 to 399,999	\$0.1412	\$0.3126	\$0.1775	\$0.2267	\$1.0367	\$0.6432	\$0.1235	\$0.1803
400,000 to 599,999	\$0.0535	\$0.2459	R	\$0.1796	R	\$0.5183	\$0.0960	\$0.1357
600,000 to 999,999	\$0.0974	\$0.2840	R	\$0.1537	R	\$0.3618	\$0.0908	\$0.1249
1,000,000 to 1,499,999	\$0.0224	\$0.3351		\$0.1748	R	\$0.3357	\$0.0814	\$0.1213
1,500,000 to 2,499,999	\$0.1391	\$0.1727		\$0.1451	\$0.1988	\$0.2369	\$0.0768	\$0.1066
2,500,000 to 4,999,999	R	\$0.3869	R	\$0.1489	R	\$0.2379	\$0.0804	\$0.1380
5,000,000 or more		\$0.3460		\$0.1312		\$0.3057	\$0.0474	\$0.1414
<b>Average</b>	<b>\$0.1546</b>	<b>\$0.3354</b>	<b>\$0.1673</b>	<b>\$0.2273</b>	<b>\$0.4599</b>	<b>\$0.3204</b>	<b>\$0.1175</b>	<b>\$0.1713</b>

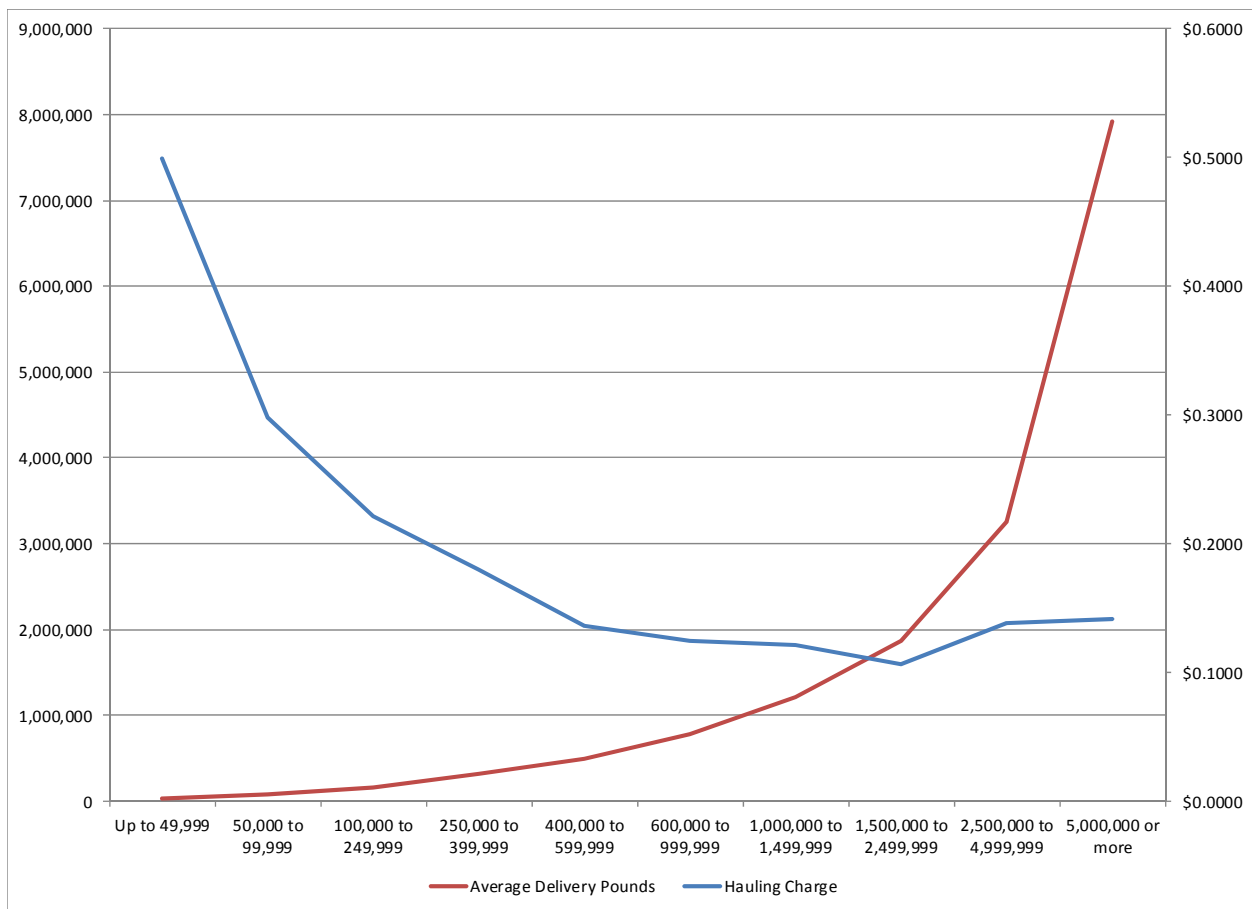
R = Restricted, fewer than three producers.

The study acknowledges that there are several major factors causing differences in hauling charges between individual producer sizes. The most obvious factor responsible for influencing the producer's hauling rate per hundredweight, by herd size range, is that many Upper Midwest handlers charge a fixed hauling dollar value to dairy producers, regardless of volume of milk the particular producer is marketing. Therefore, as one of these producer's production increases, his or her hauling charge per hundredweight will automatically decrease. This increase/decrease relationship is apparent when examining most of the data shown in Table 5. Further, this study finds that 84.6 percent of the producer milk is procured from the States of Minnesota and Wisconsin. The study also finds that these two states have more small dairy producers. Many of these producers are

generally located within the vicinity of multiple milk processors. Therefore, these producers will apparently pay for shorter hauling distances, and therefore their hauling charges on a per hundredweight basis are going to be less than similar size producers located in other parts of the market's procurement area. The detail in Chart 3 shows the average hauling charge, by size range, for all producer milk associated with the market, for May 2014.

**Chart 3**

**Producer Delivery versus Average Hauling Charges for May 2014**



As mentioned above, one factor that contributes to varying hauling rate charges is the dairy producer's location to the market, or those areas possessing strong procurement competition among fluid dairy processors and/or cheese manufacturing plants. This factor is quite noticeable in the milkshed areas found in Minnesota and Wisconsin. The study finds that lower hauling charges in these areas reflect strong procurement competition

accompanied by shorter hauling distances between dairy farm operations and dairy manufacturing plants.

### **Average Milk Hauling Charge by State and County**

In the Appendix, the counties with the highest average hauling charges were mainly located in northern Minnesota and North Dakota. The study acknowledges that many of these counties lack multiple dairy plant operators and/or ample local competition for milk procurement. The dairy producers and plant operations found in these semi-remote areas are geographically more spread-out compared to many dairy producers and plant operations in other counties within the marketing area. The added distance between these farms and plants raises the actual transportation cost for moving their milk to market. As mentioned above, the vast majority of handlers on this market charge producers a flat hauling value regardless of the size or volume of milk being marketed. Therefore, the lower the producer's milk production, the higher his or her average hauling charge on a per hundredweight basis. This study finds that many of these semi-remote counties do in fact lack a couple of these "large dairy farm" operations that would otherwise have decreased the county's average hauling rate considerably. Many of these smaller farms were located in these semi-remote counties possessing lower populations.

Many of the counties that had the lowest average hauling charges are geographically located in close proximity to large Class I fluid markets. Most of the counties with the lowest average hauling charges were found in areas with large numbers of dairy farm operations and/or within close proximity to multiple competing dairy manufacturers. Most of the counties with the lowest average hauling charges had several large dairy farm operations that helped to reduce the county's average hauling rate considerably.

### **Analysis of Zero Milk Hauling Charge Producers**

A small percentage of producers on Federal Order 30 have a zero hauling charge listed in handlers' payroll records. Reasons for this lack of deduction include use of waiving the hauling charge as a milk procurement tool, hauling for the producer may be self-funded separate from the handler, or the handler may pay for the hauling via a third party hauler that isn't reflected in the payroll records.

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**Table 6****Producers with Zero Hauling Charges by Size Distribution and Production for May 2014**

<b>Size</b>	<b>Production</b>	<b>Number of Farms</b>	<b>Producer Average Monthly Delivery</b>
	<b>(pounds)</b>		<b>(pounds)</b>
Up to 49,999	4,116,337	136	30,267
50,000 to 99,999	8,464,760	118	71,735
100,000 to 249,999	14,140,001	90	157,111
250,000 to 399,999	7,057,115	23	306,831
400,000 to 599,999	11,242,380	23	488,799
600,000 to 999,999	42,484,368	52	817,007
1,000,000 to 1,499,999	64,718,251	54	1,198,486
1,500,000 to 2,499,999	101,774,847	53	1,920,280
2,500,000 to 4,999,999	159,476,852	49	3,254,630
5,000,000 or more	223,375,208	28	7,977,686
<b>Total</b>	<b>636,850,119</b>	<b>626</b>	<b>1,017,332</b>

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**Table 7****Producers with Zero Hauling Charges by State and Production for May 2014**

<b>State</b>	<b>Production</b>	<b>Number of Farms</b>	<b>Producer Average Monthly Delivery</b>
	<b>(pounds)</b>		<b>(pounds)</b>
Illinois	11,432,524	13	879,425
Iowa	24,039,288	5	4,807,858
Minnesota	15,395,823	78	197,382
North Dakota & Wisconsin	585,982,484	530	1,105,627
<b>Total</b>	<b>636,850,119</b>	<b>626</b>	<b>1,017,332</b>

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Tables 6 and 7 indicate that the producers with zero hauling charges are spread among all the size categories with more producers not paying hauling in the more plentiful small size categories. The tables also indicate that more farms are charged no hauling in states with



more dairy farms such as in Minnesota and Wisconsin. The overall average producer delivery for zero hauling charge producers greatly exceeds that of the larger dataset as shown in Table 3.

### Effects of Zero Hauling Charges on Order-Wide Data

The dairy farms producing milk for which there is no deduction on the payroll accounted for 636,850,119 pounds in 2014. Recalculating the weighted average hauling charge for the order as a whole entails dividing the total hauling charges by the production on the order less the production of the zero hauling charge dairy farms. This recalculation is  $\$6,206,651.06 / 2,985,581,926 * 100$  which equals \$0.2079. The weighted average hauling charge per hundredweight increases from \$0.1713 to \$0.2079. Tables 8 and 9 repeat this procedure for the weighted average hauling charges by scale and by state using data from Tables 6 and 7.

**Table 8**

**Average Hauling Charge, by Size, with Zero Charges Removed for May 2014**

Size	Total Hauling Charges	Production	Production Without Zeros	Weighted Charges Without Zeros
	(\$)	(pounds)	(pounds)	(\$/cwt.)
Up to 49,999	\$434,017.81	87,010,403	82,894,066	\$0.5236
50,000 to 99,999	\$839,209.28	281,940,752	273,475,992	\$0.3069
100,000 to 249,999	\$1,400,750.79	633,715,186	619,575,185	\$0.2261
250,000 to 399,999	\$563,327.93	312,356,497	305,299,382	\$0.1845
400,000 to 599,999	\$356,190.05	262,405,422	251,163,042	\$0.1418
600,000 to 999,999	\$475,087.96	380,335,011	337,850,643	\$0.1406
1,000,000 to 1,499,999	\$371,188.45	305,980,818	241,262,567	\$0.1539
1,500,000 to 2,499,999	\$423,168.22	396,975,617	295,200,770	\$0.1433
2,500,000 to 4,999,999	\$660,339.71	478,575,667	319,098,815	\$0.2069
5,000,000 or more	\$683,370.86	483,136,672	259,761,464	\$0.2631
<b>Total</b>	<b>\$6,206,651.06</b>	<b>3,622,432,045</b>	<b>2,985,581,926</b>	<b>\$0.2079</b>

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**Table 9**

**Average Hauling Charge, by State, with Zero Charges Removed  
for May 2014**

<b>State</b>	<b>Total Hauling Charges</b>	<b>Production</b>	<b>Production Without Zeros</b>	<b>Weighted Charges Without Zeros</b>
	(\$)	(pounds)	(pounds)	(\$/cwt.)
Illinois	\$82,104.11	53,120,866	41,688,342	\$0.1969
Iowa	\$1,049,042.59	312,794,312	288,755,024	\$0.3633
Michigan UP	\$14,558.05	8,703,666	8,703,666	\$0.1673
Minnesota	\$1,749,393.94	769,704,896	754,309,073	\$0.2319
North Dakota	\$97,220.64	21,140,660	18,885,387	\$0.5148
South Dakota	\$515,476.59	160,893,517	160,893,517	\$0.3204
Wisconsin	\$2,698,855.14	2,296,074,128	1,712,346,917	\$0.1576
<b>Total</b>	<b>\$6,206,651.06</b>	<b>3,622,432,045</b>	<b>2,985,581,926</b>	<b>\$0.2079</b>

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**Summary**

The average hauling distance to the point of delivery is normally highest in perimeter, remote and/or isolated counties. In many instances, the added cost required for hauling milk in these areas combined with a lack of competition among milk procuring handlers, results in an increase in the average hauling charges. On the other hand, counties with the lowest average hauling charges tend to be located in areas with relatively high concentrations of dairy farm operations combined with an adequate supply of milk procuring handlers.

This study revealed that a majority of handlers participating in the Upper Midwest Marketing Area charge their producers a flat hauling value regardless of the producer's size or volume of milk being marketed. In each of these cases, where the handler charges a flat rate, the hauling charge per hundredweight declines as the producer's milk volume increases. A specific county's average hauling cost can be greatly influenced by the county's composition of farm sizes.

Weighted average hauling charges are lowest for larger producers in states with a high concentration of processors and population centers. Hauling charges are highest for small producers at increased distances to processors and the effect is amplified if the concentration of farms is lower. These effects lead to larger charges for farmers in the Dakotas and the U.P. of Michigan and distant counties in Minnesota and Wisconsin. Lastly the weighted average hauling charge for Federal Order 30 shows handlers pass on little of the recent changes in fuel costs to farmers.

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge	Weighted Average Hauling Charge
		----- (Dollars Per Cwt.) -----	
<b>Illinois</b>	Adams	R	R
	Boone	\$0.17	\$0.09
	Brown	R	R
	Carroll	\$0.25	\$0.27
	De Kalb	\$0.22	\$0.09
	Douglas	R	R
	Grundy	R	R
	Henderson	R	R
	Jo Daviess	\$0.21	\$0.12
	Kane	\$0.27	\$0.12
	Kankakee	R	R
	Lake	R	R
	Lee	R	R
	McHenry	\$0.22	\$0.10
	Ogle	\$0.33	\$0.14
	Pike	R	R
	Rock Island	\$0.11	\$0.05
	Stephenson	\$0.19	\$0.11
	Washington	R	R
	Whiteside	\$0.83	\$0.50
Will	\$1.75	\$1.15	
Winnebago	\$0.18	\$0.13	
<b>Iowa</b>	Allamakee	\$0.64	\$0.24
	Appanoose	R	R
	Benton	\$0.22	\$0.22
	Boone	R	R
	Bremer	\$0.66	\$0.78
	Buchanan	\$0.71	\$0.39
	Butler	\$0.60	\$0.29
	Carroll	R	R
	Cedar	\$0.54	\$0.18
	Cerro Gordo	R	R
	Cherokee	\$0.71	\$0.68
	Chickasaw	\$0.38	\$0.26
	Clay	R	R
	Clayton	\$0.43	\$0.27
	Clinton	\$0.64	\$0.38
	Crawford	R	R
	Davis	\$0.67	\$0.57
	Delaware	\$0.50	\$0.48

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge ----- (Dollars Per Cwt.) -----	Weighted Average Hauling Charge
Iowa (continued)	Des Moines	R	R
	Dickinson	R	R
	Dubuque	\$0.34	\$0.26
	Emmet	R	R
	Fayette	\$0.26	\$0.21
	Floyd	\$0.19	\$0.18
	Franklin	R	R
	Grundy	R	R
	Hancock	R	R
	Hardin	R	R
	Henry	\$0.97	\$0.95
	Howard	\$0.39	\$0.11
	Humboldt	R	R
	Ida	R	R
	Iowa	R	R
	Jackson	\$0.43	\$0.20
	Jasper	\$1.92	\$1.15
	Jefferson	\$0.46	\$0.44
	Johnson	\$0.46	\$0.44
	Jones	\$0.43	\$0.31
	Keokuk	R	R
	Kossuth	\$0.82	\$0.63
	Lee	R	R
	Linn	\$0.39	\$0.15
	Louisa	R	R
	Lucas	R	R
	Lyon	\$0.38	\$0.27
	Mahaska	\$1.17	\$1.31
	Marion	R	R
	Mitchell	\$0.45	\$0.27
	Monroe	R	R
	Muscatine	R	R
	O'Brien	\$0.84	\$0.06
	Osceola	\$0.64	\$0.87
Palo Alto	\$0.85	\$0.84	
Plymouth	\$0.54	\$0.36	
Pocahontas	\$0.82	\$0.81	
Polk	R	R	
Poweshiek	R	R	
Sac	\$0.76	\$0.68	
Scott	\$0.79	\$0.57	
Sioux	\$0.39	\$0.27	

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge ----- (Dollars Per Cwt.) -----	Weighted Average Hauling Charge
<b>Iowa (continued)</b>	Story	R	R
	Tama	\$1.55	\$1.12
	Van Buren	\$0.28	\$0.21
	Wapello	R	R
	Warren	R	R
	Washington	\$0.39	\$0.33
	Wayne	\$0.45	\$0.38
	Webster	R	R
	Winnebago	R	R
	Winneshiek	\$0.31	\$0.26
	Woodbury	R	R
	Worth	\$1.32	\$1.32
	<b>Michigan</b>	Delta	\$0.38
Dickinson		\$0.17	\$0.14
Menominee		\$0.36	\$0.16
<b>Minnesota</b>	Aitkin	\$0.72	\$0.71
	Anoka	R	R
	Becker	\$0.82	\$0.28
	Beltrami	\$0.77	\$0.32
	Benton	\$0.38	\$0.22
	Big Stone	R	R
	Blue Earth	\$0.64	\$0.40
	Brown	\$0.37	\$0.25
	Carlton	\$0.71	\$0.44
	Carver	\$0.44	\$0.34
	Cass	\$0.86	\$0.41
	Chippewa	\$0.26	\$0.17
	Chisago	\$0.31	\$0.20
	Clay	\$0.48	\$0.25
	Clearwater	\$0.81	\$0.70
	Cottonwood	\$0.86	\$0.54
	Crow Wing	\$0.34	\$0.23
	Dakota	\$0.98	\$0.24
	Dodge	\$0.34	\$0.15
	Douglas	\$0.47	\$0.35
	Faribault	\$0.42	\$0.20
	Fillmore	\$0.45	\$0.24
	Freeborn	\$0.34	\$0.21
	Goodhue	\$0.39	\$0.29
	Grant	\$0.29	\$0.11

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge	Weighted Average Hauling Charge
		----- (Dollars Per Cwt.) -----	----- (Dollars Per Cwt.) -----
<b>Minnesota (continued)</b>			
	Hennepin	\$0.33	\$0.31
	Houston	\$0.39	\$0.30
	Hubbard	\$0.52	\$0.34
	Isanti	\$0.51	\$0.11
	Itasca	R	R
	Jackson	R	R
	Kanabec	\$0.63	\$0.23
	Kandiyohi	\$0.40	\$0.17
	Koochiching	\$0.56	\$0.50
	Lac Qui Parle	\$0.25	\$0.15
	Le Sueur	\$0.46	\$0.29
	Lincoln	\$0.47	\$0.38
	Lyon	\$0.57	\$0.53
	Mahnomen	\$0.42	\$0.12
	Marshall	\$0.66	\$0.52
	Martin	\$0.63	\$0.58
	McLeod	\$0.51	\$0.24
	Meeker	\$0.35	\$0.14
	Mille Lacs	\$0.41	\$0.30
	Morrison	\$0.35	\$0.17
	Mower	\$0.53	\$0.26
	Murray	\$0.44	\$0.27
	Nicollet	\$0.42	\$0.31
	Nobles	\$0.45	\$0.36
	Norman	\$1.08	\$0.16
	Olmsted	\$0.37	\$0.25
	Otter Tail	\$0.48	\$0.29
	Pennington	\$2.97	\$0.66
	Pine	\$0.36	\$0.21
	Pipestone	\$0.40	\$0.48
	Polk	\$1.01	\$0.44
	Pope	\$0.36	\$0.18
	Ramsey	R	R
	Red Lake	\$0.13	\$0.12
	Redwood	\$0.45	\$0.32
	Renville	\$0.35	\$0.12
	Rice	\$0.56	\$0.41
	Rock	\$0.43	\$0.19
	Roseau	\$0.74	\$0.55
	Scott	\$0.43	\$0.31
	Sherburne	\$0.35	\$0.16

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge ----- (Dollars Per Cwt.) -----	Weighted Average Hauling Charge ----- (Dollars Per Cwt.) -----
<b>Minnesota (continued)</b>			
	Sibley	\$0.47	\$0.26
	St. Louis	\$0.39	\$0.27
	Stearns	\$0.32	\$0.19
	Steele	\$0.41	\$0.29
	Stevens	\$0.25	\$0.12
	Swift	\$0.36	\$0.10
	Todd	\$0.52	\$0.24
	Traverse	R	R
	Wabasha	\$0.31	\$0.14
	Wadena	\$0.42	\$0.33
	Waseca	\$0.42	\$0.28
	Washington	\$0.39	\$0.30
	Watonwan	\$0.28	\$0.23
	Wilkin	R	R
	Winona	\$0.25	\$0.20
	Wright	\$0.43	\$0.20
	Yellow Medicine	\$0.38	\$0.43
<b>North Dakota</b>			
	Barnes	\$1.12	\$0.17
	Cass	R	R
	Dickey	R	R
	Emmons	\$0.89	\$0.87
	Foster	R	R
	Grand Forks	R	R
	Grant	R	R
	Hettinger	R	R
	Kidder	R	R
	La Moure	R	R
	Logan	R	R
	McHenry	R	R
	McIntosh	\$1.04	\$0.45
	Morton	\$1.43	\$1.04
	Nelson	R	R
	Ransom	R	R
	Richland	R	R
	Sargent	R	R
	Stark	\$1.30	\$1.05
	Stutsman	\$1.00	\$0.73
	Walsh	R	R



## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge ----- (Dollars Per Cwt.) -----	Weighted Average Hauling Charge
<b>South Dakota</b>	Beadle	\$0.84	\$0.68
	Bon Homme	R	R
	Brookings	\$0.56	\$0.30
	Brown	\$0.75	\$0.28
	Campbell	R	R
	Charles Mix	R	R
	Clark	R	R
	Codington	\$0.46	\$0.26
	Davison	R	R
	Day	\$0.67	\$0.33
	Deuel	\$0.51	\$0.21
	Dewey	R	R
	Edmunds	\$0.84	\$0.55
	Faulk	\$0.77	\$0.81
	Grant	\$0.32	\$0.11
	Hamlin	\$0.46	\$0.22
	Hanson	R	R
	Hutchinson	R	R
	Kingsbury	\$0.52	\$0.43
	Lake	\$0.44	\$0.30
	Lincoln	\$0.51	\$0.53
	Marshall	\$0.29	\$0.15
	McCook	\$0.69	\$0.88
	McPherson	R	R
	Miner	R	R
	Minnehaha	\$0.48	\$0.57
	Moody	\$0.48	\$0.38
	Roberts	\$0.31	\$0.18
Sanborn	R	R	
Spink	R	R	
Turner	\$0.86	0.67	
Union	\$0.69	\$0.62	
Yankton	R	R	
<b>Wisconsin</b>	Adams	\$0.40	\$0.01
	Ashland	\$0.42	\$0.08
	Barron	\$0.34	\$0.15
	Bayfield	\$0.56	\$0.23
	Brown	\$0.20	\$0.14
	Buffalo	\$0.27	\$0.09
	Burnett	\$0.33	\$0.17

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge	Weighted Average Hauling Charge
		----- (Dollars Per Cwt.) -----	----- (Dollars Per Cwt.) -----
<b>Wisconsin (continued)</b>			
	Calumet	\$0.24	\$0.12
	Chippewa	\$0.29	\$0.13
	Clark	\$0.18	\$0.11
	Columbia	\$0.30	\$0.14
	Crawford	\$0.49	\$0.26
	Dane	\$0.19	\$0.06
	Dodge	\$0.22	\$0.12
	Door	\$0.30	\$0.16
	Douglas	\$0.80	\$0.38
	Dunn	\$0.33	\$0.12
	Eau Claire	\$0.28	\$0.13
	Florence	\$0.18	\$0.02
	Fond du Lac	\$0.21	\$0.05
	Forest	R	R
	Grant	\$0.27	\$0.19
	Green	\$0.22	\$0.12
	Green Lake	\$0.42	\$0.10
	Iowa	\$0.20	\$0.13
	Iron	\$0.18	\$0.16
	Jackson	\$0.21	\$0.08
	Jefferson	\$0.28	\$0.08
	Juneau	\$0.30	\$0.27
	Kenosha	\$0.31	\$0.19
	Kewaunee	\$0.23	\$0.13
	La Crosse	\$0.28	\$0.19
	Lafayette	\$0.24	\$0.17
	Langlade	\$0.19	\$0.06
	Lincoln	\$0.20	\$0.08
	Manitowoc	\$0.27	\$0.16
	Marathon	\$0.16	\$0.07
	Marinette	\$0.22	\$0.13
	Marquette	\$0.31	\$0.17
	Milwaukee	R	R
	Monroe	\$0.30	\$0.22
	Oconto	\$0.30	\$0.10
	Oneida	R	R
	Outagamie	\$0.22	\$0.09
	Ozaukee	\$0.17	\$0.07
	Pepin	\$0.25	\$0.08
	Pierce	\$0.30	\$0.21
	Polk	\$0.40	\$0.21

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## Appendix

### Upper Midwest Order Reported Payroll Average Hauling Charge, by State and County for May 2014

State	County	Simple Average Hauling Charge	Weighted Average Hauling Charge
		----- (Dollars Per Cwt.) -----	
<b>Wisconsin (continued)</b>			
	Portage	\$0.20	\$0.08
	Price	\$0.54	\$0.07
	Racine	\$0.24	\$0.10
	Richland	\$0.36	\$0.12
	Rock	\$0.29	\$0.05
	Rusk	\$0.45	\$0.15
	Sauk	\$0.25	\$0.12
	Sawyer	\$0.34	\$0.08
	Shawano	\$0.22	\$0.14
	Sheboygan	\$0.16	\$0.08
	St. Croix	\$0.31	\$0.16
	Taylor	\$0.17	\$0.09
	Trempealeau	\$0.25	\$0.08
	Vernon	\$0.37	\$0.22
	Walworth	\$0.24	\$0.07
	Washburn	\$0.60	\$0.09
	Washington	\$0.20	\$0.08
	Waukesha	\$0.68	\$0.20
	Waupaca	\$0.23	\$0.12
	Waushara	\$0.37	\$0.10
	Winnebago	\$0.28	\$0.15
	Wood	\$0.18	\$0.10

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R = Restricted data, counties with fewer than 3 producers delivering to the market.