

Producer Car Shippers of Canada



Our Mission Statement

To ensure the "RIGHTS" of farmers to load producer cars is maintained, protected and enhanced.



Our Purpose

PCSC - Producer Car Shippers of Canada Inc. (PCSC) was formed in June 2007.

The Producer Car Shippers of Canada board of directors is comprised mainly of farmers who actively load producer cars.

The group began because of the strong belief that a "united voice" is crucial in protecting and enhancing the "RIGHTS" of farmers to load grain into producer cars.

PCSC also believes that producer car loaders should receive the same opportunities as other shippers to participate in railway programs and incentives.



Producer Car Benefits

- Loading grain locally.
- Cost savings?
- Less wear on the rural road system.
- Trucking rates tend to be stronger around short lines. Re: Quorum Corp (serving as competitive safety value)



Producer Car Benefits

- All grain dependant short line railways rely completely on the use of producer cars for long term survival. (no sidings remaining no short line possibly)
- Many feel that short lines and the ability to ship producer cars will help support the long term value of their farms.



Cost Benefit

Comparison of loading producer cars vs hauling to your local terminal

	PRODUCER CAR EXPENSES (AVERAGE)	TERMINAL EXPENSES (AVERAGE)
Elevation charges for Wheat	0	13.50
Cleaning charges for Wheat	4.50	5.00
Inspection and weighing	.37	.56
Administration	1.00	0.00
Average freight based on 90.000 tonne/car	36.00	35.00
CGC application	.22	0.00
Plus Terminal Incentive	2.50	0.00
TOTAL EXPENSES	----- \$39.59	----- \$54.06

This comparison is based on a 90.000 tonne car of wheat going to Vancouver.
Farmers who load a producer car would see an average saving of \$900 – 1300 per car.



Today's Producer Cars



PCSC 

PRODUCER CAR SHIPPERS of CANADA Inc.

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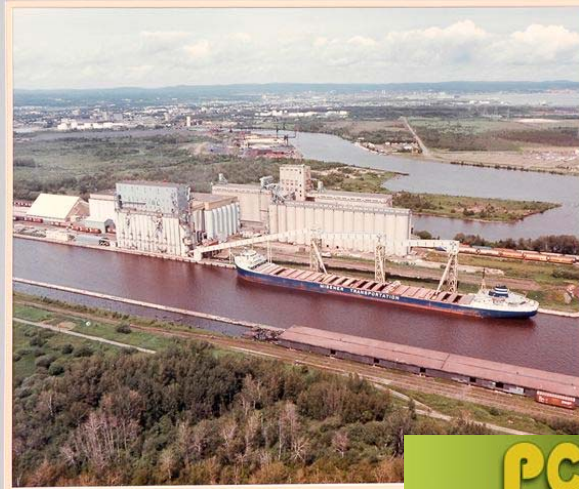
Today's Producer Cars

- More than just loading a car on a siding.
- Older wooden elevators and groups of bins used for loading cars in larger blocks.
- Terminal rebates / incentives paid by administrators.
- Grade and protein guarantee's via virtual blending programs.
- The right to load a car must be maintain to encourage competition in the industry.



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Today's Producer Cars



Current Issues!

- Delisting / elimination of CN public loading sites.
- Elimination of inward inspection at port will spell trouble for producer car loaders.
- Did the system rationalize with the correct information?
- Will trucking incentives stay?
- CWB role in grain transportation?
- CGC role in grain transportation?



**Farmers require a cost effective,
efficient system from farm gate
to Port!**

Thanks for your attention!

www.pcsocan.ca

