

# Analysis of Freight Rail Rates for U.S. Shippers

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## Methodology

For this study, Escalation Consultants examined Class I railroad rate data from the Surface  
u (STB) Public Use Waybill sample for all major commodity groups shipped by rail.  
Data was analyzed for 2011, the most recent year available from STB, and for 2005. Escalation  
# -to-variable-cost ratio (RVC) for each shipment that  
originated or terminated in the U.S. RVC is an important indicator for freight rail rates because a rate  
greater than 180% RVC is subject to potential STB review for being unreasonably high.

For each group of related commodities, Escalation Consultants calculated the average rate for  
shipments below 180% RVC (those assumed to be competitive) and the average rate for shipments  
above 180% RVC (those potentially non-competitive and subject to STB jurisdiction). The difference  
between th  
further broke down the potentially non-competitive rates by RVC ranges (180-240%, 240-300% and  
above 300%) to show the impact of the highest rates on the total premium. Data are reported for all  
commodities combined, as well as for major commodity groups (2-digit Standard Transportation  
Commodity Code (STCC)) and individual products (5-digit STCC) within each group for traffic originating  
in different geographic regions.

Further details on the methodology and the breakdown by geographic region are provided in the  
appendix.

## Key Findings

These findings are based on the Public Use Waybill sample provided by the railroads to the STB:

- < In 2011, more than half (57 percent) of all rail rates exceeded 180% RVC, the threshold for a potential rate challenge before the STB.
- < The average rate for carloads above 180% RVC was \$1,335 higher than the average rate for carloads below 180% RVC, meaning that shippers paid a 53% premium for these shipments.
- < As a result, the total rate premium paid by commodity shippers in 2011 exceeded \$16 billion.
- < The commodity groups with the largest total rate premiums were coal (\$5.2 billion), chemicals and plastics (\$4.5 billion) and transportation equipment (\$1.2 billion).

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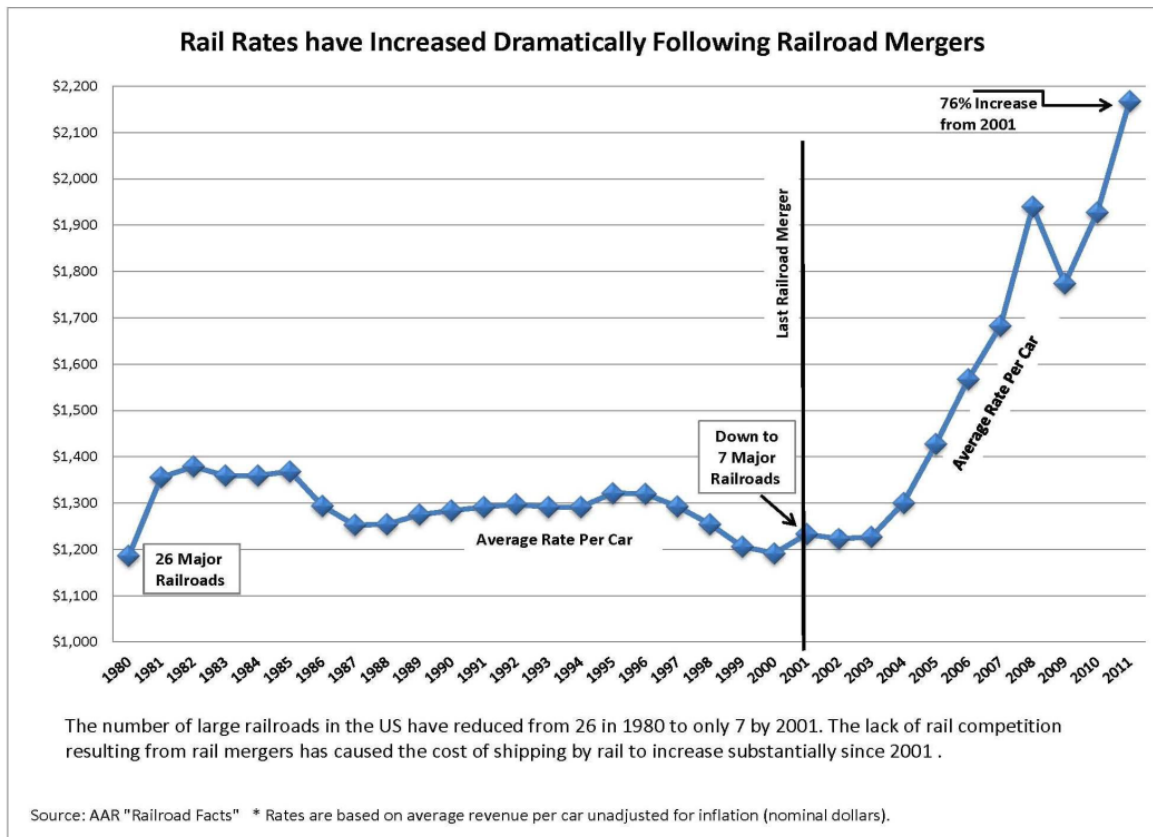
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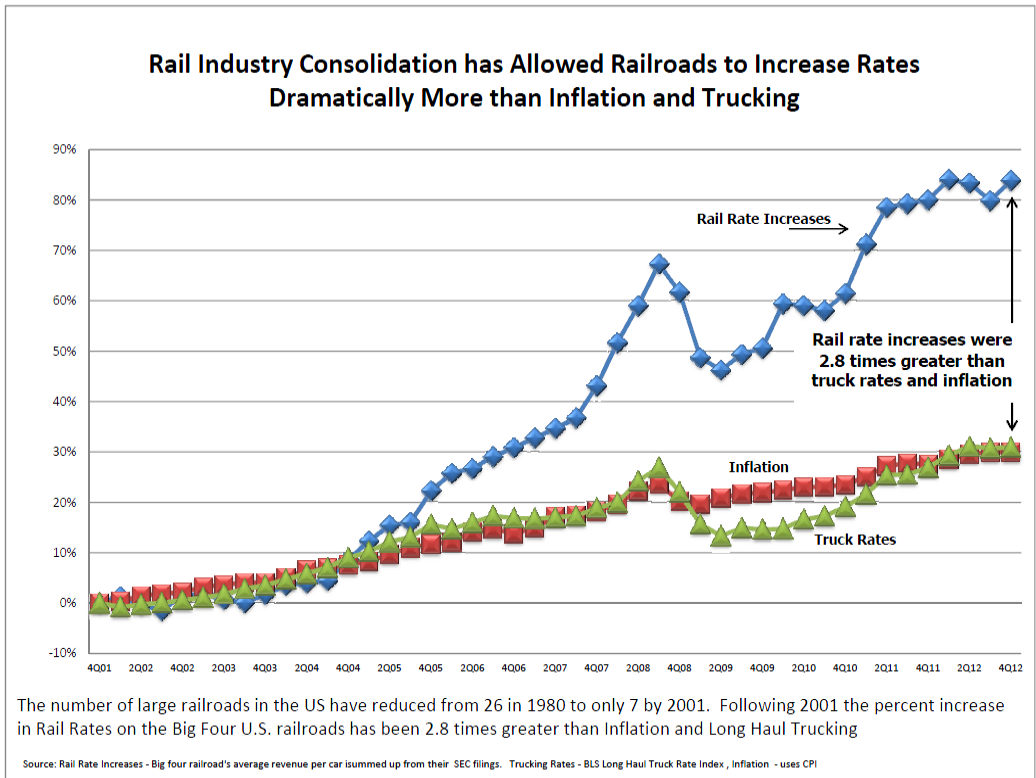
< From 2005 to 2011, the total rate premium paid by commodity shippers increased 90% while the carload volume declined by 1.1%

## Background: Current Landscape and Summary of Existing Rail Rate Data

products to their customers. These materials and products serve as the foundation for the U.S. economy and ultimately

Since the last major freight railroad reform legislation more than 30 years ago, railroads consolidated from 26 major carriers to seven. With limited competition, freight rail rates increased more than 76 percent over the past decade nearly three times the rate of inflation and three times as much as truck rates have increased.





Excessive rates can burden U.S. manufacturing and provide a competitive advantage to foreign producers. To better understand these impacts, Escalation Consultants conducted an analysis to quantify the premiums railroads charge U.S. manufacturers.

### Results from Analysis

The premiums for shippers in this study are broken out by each Standard Transportation Commodity Code (STCC) and by year (2005 and 2011). The study also explored how the volume of shipments changed between 2005 and 2011 to determine if greater demand led to an increase in the premium for shipments. Finally, the analysis also includes a detailed breakout of RVC ratios (180% - 240%, 240% - 300%, and greater than 300%).

The premium for movements with rates above a 180% RVC in this study also are broken out for each of the five rail territories in the U.S. Furthermore, detailed tables for major commodity groups as well as regional data are in the Appendix.

### RVC Ranges and Rate Premium for all Commodities (2011)

In 2011, more than half (57 percent) of all rail rates exceeded 180% RVC, with a total premium of more than \$16 billion. These rates are further broken out by RVC range. This breakdown shows that more

than one-third of all freight rail traffic has more than a 240% RVC while nearly one in four shipments has an RVC greater than 300%. Most of the premium for rates above a 180% RVC is generated from rates above a 180% RVC. Table 1 below shows the breakdown of all traffic the premium paid for these movements by RVC range.

| RVC Range       | Percentage of Total Carloads | Premium for Rates Above 180% RVC |
|-----------------|------------------------------|----------------------------------|
| 180-240         | 22%                          | \$2.9 Billion                    |
| 241-299         | 12%                          | \$3.1 Billion                    |
| >300            | 23%                          | \$10.2 Billion                   |
| Total above 180 | 57%                          | \$16.2 Billion                   |

#### Commodity Groups with Highest Total Rate Premiums (2011)

The commodity groups with the largest total rate premiums were coal (\$5.2 billion), chemicals and plastics (\$4.5 billion) and transportation equipment (\$1.2 billion). The average rate for carloads above 180% RVC was \$1,335 higher than the average rate for carloads below 180% RVC, meaning that shippers paid a 53% premium for these shipments. According to the analysis, the cost for non-competitive shipments can be up to 88 percent higher than a competitive shipment.

| STCC | Description                             | % Total Carloads Above 180% RVC | Premium Per Carload | Premium as Percentage above Competitive Rate | Total Premium   |
|------|---|---------------------------------|---------------------|--|-----------------|
| 11   | Coal                                    | 55.60%                          | \$1,275             | 69%  | \$5,202,315,266 |
| 28   | Chemicals or Allied Products            | 77.20%                          | \$2,483             | 88%  | \$4,485,035,101 |
| 37   | Transportation Equipment                | 37.20%                          | \$1,967             | 68%  | \$1,206,120,365 |
| 20   | Food & Kindred Products                 | 41.90%                          | \$3,501             | 41%  | \$763,493,718   |
| 14   | Nonmetallic Minerals Except Fuels       | 66.10%                          | \$835               | 56%  | \$750,281,347   |
| 29   | Petroleum or Coal Products              | 70.20%                          | \$1,454             | 51%  | \$659,335,776   |
| 32   | Clay, Concrete, Glass or Stone Products | 74.60%                          | \$1,731             | 66%  | \$605,155,699   |
| 33   | Primary Metal Products                  | 63.60%                          | \$1,476             | 41%  | \$596,971,008   |
| 01   | Farm Products                           | 51.90%                          | \$703               | 22%  | \$558,722,461   |
| 26   | Pulp, Paper or Allied Products          | 42.60%                          | \$2,007             | 45%  | \$449,510,098   |

## Percent Carloads by RVC Range (2011)

The study assessed the RVC ratios for major commodity groups. The table below provides percentage of carloads with RVCs between, 180-240%, RVCs between 240-300%, and RVCs above 300%.

| STCC | Description                               | % Total Carloads Between 180% RVC and 240% RVC | % Total Carloads Between 240% RVC and 300% RVC | % Total Carloads Greater than 300% RVC |
|------|---|--|--|--|
| 1    | Farm Products                             | 32.90%   | 11.60%   | 7.40%                                  |
| 10   | Metallic Ores                             | 50.00%   | 13.50%   | 8.40%                                  |
| 11   | Coal                                      | 15.10%   | 9.80%  | 30.60%                                 |
| 13   | Crude Petro, Nat Gas & Natural Gas        | 19.10%   | 6.80%  | 12.10%                                 |
| 14   | Nonmetallic Minerals Except Fuels         | 27.40%   | 18.40%   | 20.30%                                 |
| 19   | Ordinance & Accessories                   | 13.50%   | 14.10%   | 62.80%                                 |
| 20   | Food & Kindred Products                   | 25.50%   | 8.80%  | 7.50%                                  |
| 24   | Lumber or Wood Products                   | 21.80%   | 9.10%  | 6.20%                                  |
| 26   | Pulp, Paper or Allied Products            | 24.50%   | 11.40%   | 6.70%                                  |
| 28   | Chemicals or Allied Products              | 22.60%   | 17.20%   | 37.40%                                 |
| 29   | Petroleum or Coal Products                | 24.60%   | 16.00%   | 29.60%                                 |
| 32   | Clay, Concrete, Glass or Stone Products   | 28.70%   | 19.70%   | 26.20%                                 |
| 33   | Primary Metal Products                    | 25.60%   | 17.10%   | 20.90%                                 |
| 35   | Machinery Exc. Electrical                 | 12.10%   | 11.20%   | 71.60%                                 |
| 37   | Transportation Equipment                  | 21.10%   | 8.20%  | 7.80%                                  |
| 40   | Waste or Scrap Materials                  | 23.00%   | 17.10%   | 19.70%                                 |
| 41   | Miscellaneous Freight Shipments           | 14.90%   | 10.30%   | 30.50%                                 |
| 48   | Waste Hazardous Materials or Waste Hazard | 21.90%   | 11.10%   | 39.90%                                 |
|      | All Commodities                           | 22.30%   | 12.20%   | 22.80%                                 |

## Change in Carloads and Premiums (2005 – 2011)

From 2005 to 2011, the total premium paid by commodity shippers increased 90% while the carload volume declined by 1.1%. This suggests that increased demand is not the primary driver of a sharp increase in shipping premiums. Hazmat issues also do not appear to be a primary factor in driving rates higher. Coal, machinery, and nonmetallic minerals, and metallic ores were among the commodities that showed the sharpest discrepancy between the premium increase and the change in carloads.

Instead, the higher rate premium reflects a general shift towards higher RVC ratios. Despite a small decline in total carloads, the number of carloads with potentially non-competitive rates (RVC ratios above 180%) jumped by 20 percent from 2005 to 2011. The number of carloads with very high rates

(RVCs exceeding 300%) increased by 35 percent over this time period.

| STCC | Description                               | 2005 Carloads | 2011 Carloads | 2005 Premium    | 2011 Premium     | Carload Change | Premium Change |
|------|---|---------------|---------------|-----------------|------------------|----------------|----------------|
| 1    | Farm Products                             | 1,622,550     | 1,531,740     | \$403,753,379   | \$558,722,461    | -5.60%         | 38.40%         |
| 10   | Metallic Ores                             | 709,600       | 699,980       | \$83,855,137    | \$180,206,735    | -1.40%         | 114.90%        |
| 11   | Coal                                      | 7,565,750     | 7,343,191     | \$1,982,059,232 | \$5,202,315,266  | -2.90%         | 162.50%        |
| 13   | Crude Petro, Nat Gas & Natural Gas        | 10,536        | 75,216        | \$4,467,957     | \$42,768,217     | 613.90%        | 857.20%        |
| 14   | Nonmetallic Minerals Except Fuels         | 1,686,771     | 1,359,471     | \$265,003,630   | \$750,281,347    | -19.40%        | 183.10%        |
| 19   | Ordnance & Accessories                    | 2,104         | 2,012         | \$6,456,448     | \$16,497,459     | -4.40%         | 155.50%        |
| 20   | Food & Kindred Products                   | 1,218,389     | 1,259,728     | \$546,940,100   | \$763,493,718    | 3.40%          | 39.60%         |
| 24   | Lumber or Wood Products                   | 737,050       | 399,888       | \$431,386,357   | \$221,372,379    | -45.70%        | -48.70%        |
| 26   | Pulp, Paper or Allied Products            | 719,988       | 525,496       | \$464,916,562   | \$449,510,098    | -27.00%        | -3.30%         |
| 28   | Chemicals or Allied Products              | 2,019,780     | 2,339,161     | \$2,434,614,580 | \$4,485,035,101  | 15.80%         | 84.20%         |
| 29   | Petroleum or Coal Products                | 799,245       | 645,906       | \$426,106,840   | \$659,335,776    | -19.20%        | 54.70%         |
| 32   | Clay, Concrete, Glass or Stone Products   | 645,246       | 468,754       | \$440,461,084   | \$605,155,699    | -27.40%        | 37.40%         |
| 33   | Primary Metal Products                    | 718,946       | 636,103       | \$351,596,324   | \$596,971,008    | -11.50%        | 69.80%         |
| 35   | Machinery Exc. Electrical                 | 4,405         | 16,854        | \$7,264,139     | \$87,321,303     | 282.60%        | 1102.10%       |
| 37   | Trans. Equipment                          | 579,017       | 1,647,003     | \$401,305,356   | \$1,206,120,365  | 184.40%        | 200.50%        |
| 40   | Waste or Scrap Materials                  | 552,582       | 437,280       | \$237,041,659   | \$298,351,266    | -20.90%        | 25.90%         |
| 41   | Misc. Freight Shipments                   | 14,796        | 24,436        | \$21,468,418    | \$34,226,734     | 65.20%         | 59.40%         |
| 48   | Waste Hazardous Materials or Waste Hazard | 11,796        | 20,534        | \$21,700,000    | \$49,197,868     | 74.10%         | 126.70%        |
|      | Total                                     | 19,672,399    | 19,460,277    | \$8,548,045,008 | \$16,242,310,519 | -1.10%         | 90.00%         |

## Conclusions

American manufacturers and their customers are experiencing a sharp rise in freight rail rates that is not driven by traditional free-market forces. While demand decreased from 2005-2011, the rate premium soared. Few commodities have been spared by skyrocketing freight rail rates. Both hazardous and non-hazardous shipments have experienced soaring freight rail rates. Only lumber and wood products experienced a sharp decline both in total rate premium and demand. Nearly one out of every four shipments today are shipped at rates exceeding 300% RVC or three times the variable cost of the shipment. In 2005, just one in every six shipments faced premiums that high. Increased demand and liability are clearly not driving freight rail rates. This unique business dynamic provides tremendous pricing power to a handful of freight railroads.

## Appendix

### Methodology for Calculating the o

The 2011 Public Use Waybill Sample (Sample) was used to calculate the premium paid by shippers to railroads for moving their freight. The Sample represents 100% of all rail shipments that originate or terminate in the U.S. The Sample is a collection of railroad waybill records submitted by railroads to the Surface Transportation Board (STB); it is roughly a 3% sample of all rail movements which is then expanded to represent 100% of all rail traffic. The 2011 Sample consists of 599,588 waybills. Escalation Consultants analyzed 248,596 Sample records, which included all commodity movements in the Sample except for Intermodal. The 248,596 Sample records, when expanded to represent all rail traffic for these types of movements, total to 19,461,517 carloads in 2011. When the 19,672,399 carloads analyzed in 2005 are added to the 2011 carloads a total of 39,132,676 carloads were analyzed to

Movement characteristics for each record were evaluated to determine the number of interchanges, car type, weight/car, rail territory of origin, destination and all relevant movement parameters so that railroad variable costs could be computed. All movements were run through the Optimized Rail Bid Evaluation (ORBE) batch processing program that can analyze the cost for hundreds of thousands of movements utilizing the STB costing program, the Uniform Rail Costing System (URCS). The ORBE calculated the following for each movement:

- < Railroad long term variable cost; and,
- < The Revenue to Variable Cost Ratio (RVC) ( $RVC = \text{Revenue} \div \text{Variable Cost}$ ).

The Staggers Rail Act of 1980 set a legislative demarcation for non-competitive rail rates as those rates with an RVC of 180% or greater. The 180% RVC level is referred to as the Jurisdictional Threshold, signifying the STB has no authority over tariff rates of less than 180%, therefore. The ORBE established the non-competitive and competitive status by the RVC for each movement. In this Exhibit, non-competitive movements are defined as those with an RVC of 180% or greater and competitive movements are defined as those with an RVC of less than 180%.

The rate premium for commodities is determined by calculating the average difference between the rate per car above and below a 180% RVC for each commodity in each rail territory and then multiplying territory. The sum of the premium amounts for all territories represents the total rate premium for a commodity. A map showing the location of each rail territory is found on page 11.



The most detailed commodities in the Sample are five-digit Standard Transportation Commodity Codes (five-digit SU # # 7 -digit chemical codes which represent all chemicals shipped by rail. The overall amount for chemicals (STCC 28) is the sum of the sixty (60) five-digit chemical codes.

In calculating the cost of non-competitive rates some commodities did not contain any movements with less than a 180% RVC in a rail territory and in other cases the makeup of moves with less than a 180% k † # eateer than 180%. In these instances competitive rail rates were computed based on the jurisdictional threshold of 180%. In these situations competitive rates were determined by multiplying the average non-competitive cost per car for a commodity in a territory by 180%. This is a conservative assumption as it assumes that the competitive rates for all movements in a territory are at the absolute highest possible competitive rate non-competitive movements. The rate premium represents the difference between rates above and below a 180% RVC for a commodity in a territory so by establishing the competitive rate at the highest level possible the Study minimizes the rate premium when the competitive rate is a calculated amount.

A number of records in this sample were found to contain errors not detected or deemed significant by the STB. These types of moves were eliminated from the Analysis<sup>1</sup>.

Railroads are allowed to mask contract revenue either up or down in the Sample which means that rates may be over or understated to the extent that revenue masking occurs in the Sample. To the extent that revenue masking occurs it would apply to the rates for both non-competitive and competitive movements. The cost of non-competitive rates is calculated as the difference between average non-competitive and competitive rates and both types of movements would be impacted by revenue masking so the cost of non-competitive rates should not be materially impacted by any masking of revenue in the Sample.

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<sup>1</sup> The movements which were eliminated fell into the following categories:

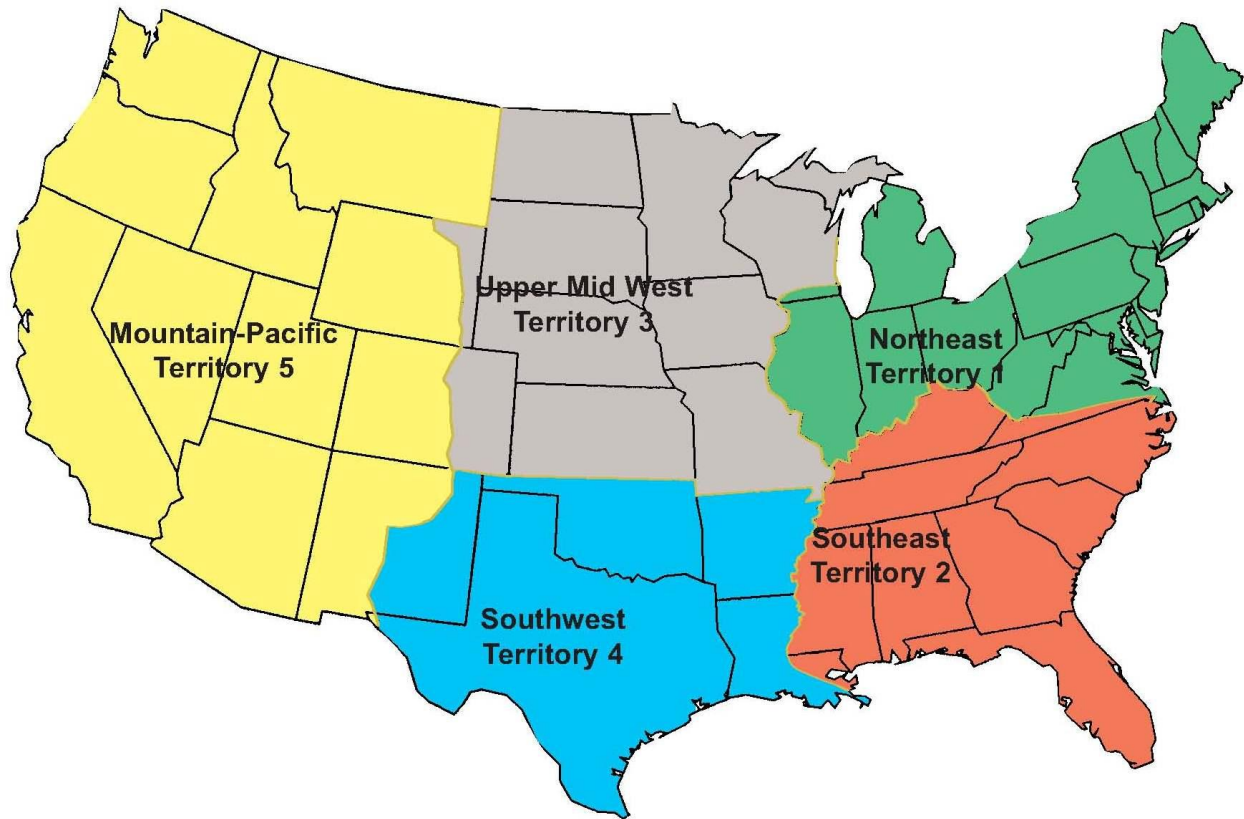
- < Laden weights of 130 tons or more per car,
- < Laden weights of zero tons per car,
- < Rates of zero dollars per car,
- < RVC levels of less than 50%,
- < Rates of \$30,000 or above per car.

Gross track weight limitations are 286,000 lbs or 143 tons. The tare weight or empty weight of typical railcars range between 26 and 55 tons, adding 130 tons of laden to an empty car will exceed the 143 ton limit. Shipping zero tons, or having a rate of \$zero or \$30,000 and above per car is deemed an input error; people do not ship commodities without weight, railroads do not tend to ship commodities for free and shippers do not tend to ship commodities at rates at or in excess of \$30,000 per car. An RVC level of less than 50% is indicative of an input

Waybill data in the Sample have been used by shippers, consultants, railroads and various federal and state governmental agencies in a wide array of cases before the ICC (now the STB), state regulatory bodies and the courts. The rate premium calculations in the Study utilized the Public Use Waybill Sample which contains the most detailed data the STB makes available to the public on rail movements.

## Rail Territories

Breakdown of Geographic Area for Each Origin Rail Territory



Note: Territory 0 includes Canadian and Mexican moves.

## Commodity Specific Data

| Farm Products - STCC 01 |                             |      |          |                             |      |          |            |      |               |
|-------------------------|-----------------------------|------|----------|-----------------------------|------|----------|------------|------|---------------|
|                         | Avg. Rate<br>Below 180% RVC |      |          | Avg. Rate<br>Above 180% RVC |      |          | Difference |      |               |
|                         | Rate                        | RVC  | Carloads | Rate                        | RVC  | Carloads | Rate       | RVC  | Premium       |
| Canada/Mexico           | \$3,271                     | 177% | 21,290   | \$4,177                     | 227% | 17,575   | \$906      | 51%  | \$15,914,721  |
| Northeast               | \$2,288                     | 136% | 214,551  | \$3,409                     | 265% | 184,197  | \$1,121    | 129% | \$206,575,328 |
| Southeast               | \$2,218                     | 147% | 13,799   | \$3,030                     | 275% | 16,412   | \$812      | 128% | \$13,333,972  |
| Upper Midwest           | \$3,867                     | 152% | 415,802  | \$4,195                     | 229% | 363,843  | \$328      | 76%  | \$119,455,655 |
| Southwest               | \$2,465                     | 178% | 26,763   | \$3,433                     | 256% | 126,037  | \$968      | 78%  | \$121,966,215 |
| Mountain Pacific        | \$3,416                     | 177% | 44,905   | \$4,357                     | 233% | 86,566   | \$941      | 56%  | \$81,476,569  |
| Average                 | \$3,182                     | 156% |          | \$3,885                     | 243% |          | \$703      | 87%  |               |
| Total                   |                             |      | 737,110  |                             |      | 794,630  |            |      | \$558,722,461 |
| Total US Only           |                             |      | 715,820  |                             |      | 777,055  |            |      | \$542,807,740 |

| Cost of Non-Competitive Rates Details for Farm Products-STCC 01 |                               |                              |                            |                                 |               |
|---|-------------------------------|------------------------------|----------------------------|---------------------------------|---------------|
| Commodity STCC  | Carloads<br>Below<br>180% RVC | Percent of<br>Total Carloads | Carloads Above<br>180% RVC | Percent of<br>Total<br>Carloads | Premium       |
| 01137-Wheat Exc. Buckwheat                                      | 153,996                       | 33%                          | 316,298                    | 67%                             | \$244,886,680 |
| 01132-Corn Exc. Popcorn   | 392,167                       | 55%                          | 314,746                    | 45%                             | \$168,332,405 |
| 01144-Soybeans  | 104,135                       | 50%                          | 105,662                    | 50%                             | \$85,847,124  |
| 01131-Barley  | 15,064                        | 52%                          | 13,640                     | 48%                             | \$10,212,024  |
| 01136-Sorghum Grains  | 4,220                         | 37%                          | 7,275                      | 63%                             | \$5,634,993   |
| 01149-Oil Kernels, Nuts or Seeds, NEC Exc. Edible Tree Nuts     | 5,742                         | 48%                          | 6,245                      | 52%                             | \$4,464,243   |
| 01195-Potatoes, Other Than Sweet                                | 5,868                         | 78%                          | 1,608                      | 22%                             | \$4,456,001   |
| 01221-Apples  | 1,532                         | 52%                          | 1,440                      | 48%                             | \$4,041,992   |
| 01133-Oats  | 10,456                        | 64%                          | 6,000                      | 36%                             | \$3,880,348   |
| 01313-Onions, Green   | 716                           | 35%                          | 1,336                      | 65%                             | \$3,418,540   |
| 01159-Field Seeds, Exc. Seeds                                   | 1,964                         | 71%                          | 820                        | 29%                             | \$2,477,312   |
| 01224-Grapes  | 256                           | 30%                          | 600                        | 70%                             | \$2,197,187   |
| 01341-Beans Dry Ripe  | 8,408                         | 76%                          | 2,680                      | 24%                             | \$1,975,375   |
| 01143-Peanuts   | 2,520                         | 64%                          | 1,440                      | 36%                             | \$1,875,060   |
| 01214-Oranges   | 2,120                         | 55%                          | 1,752                      | 45%                             | \$1,850,848   |
| 01312-Carrots   | 1,640                         | 75%                          | 552                        | 25%                             | \$1,601,068   |

Cost of Non-Competitive Rates Details for Farm Products-STCC 01 (continued)

| Commodity STCC   | Carloads Below 180% RVC | Percent of Total Carloads | Carloads Above 180% RVC | Percent of Total Carloads | Premium       |
|--|-------------------------|---------------------------|-------------------------|---------------------------|---------------|
| 01141-Cottonseeds  | 8,186                   | 71%                       | 3,364                   | 29%                       | \$1,389,680   |
| 01139-Grain  | 5,324                   | 89%                       | 672                     | 11%                       | \$1,059,739   |
| 01398-Cantaloupes, Melons or Muskmelons Exc. Watermelons             | 484                     | 54%                       | 420                     | 46%                       | \$1,059,225   |
| 01343-Cowpeas, Lentils or Lupines                                    | 1,472                   | 77%                       | 432                     | 23%                       | \$907,153     |
| 01142-Flaxseeds  | 1,096                   | 40%                       | 1,624                   | 60%                       | \$902,673     |
| 01135-Rye  | 872                     | 53%                       | 768                     | 47%                       | \$896,225     |
| 01152-Popcorn  | 356                     | 60%                       | 240                     | 40%                       | \$873,103     |
| 01334-Celery   | 40                      | 13%                       | 264                     | 87%                       | \$870,158     |
| 01191-Fodder, Hay or Roughage Exc. Chopped/Ground/Pulverized         | 880                     | 81%                       | 200                     | 19%                       | \$509,627     |
| 01134-Rice, Rough  | 944                     | 25%                       | 2,868                   | 75%                       | \$495,720     |
| 01331-Broccoli   | 576                     | 74%                       | 204                     | 26%                       | \$438,477     |
| 01915-Herbs (Seeds, Leaves, Roots, Etc.)                             | 0                       | 0%                        | 200                     | 100%                      | \$409,825     |
| 01342-Peas, Dry  | 3,168                   | 90%                       | 340                     | 10%                       | \$349,295     |
| 01227-Pears  | 200                     | 49%                       | 212                     | 51%                       | \$344,536     |
| 01294-Cocoa Beans  | 40                      | 25%                       | 120                     | 75%                       | \$323,520     |
| 01335-Lettuce  | 344                     | 72%                       | 132                     | 28%                       | \$225,069     |
| 01318-Onions, Dry  | 1,320                   | 85%                       | 240                     | 15%                       | \$202,732     |
| 01226-Peaches  | 0                       | 0%                        | 36                      | 100%                      | \$176,298     |
| 01394-Tomatoes   | 0                       | 0%                        | 80                      | 100%                      | \$108,917     |
| 01151-Lawn Grass Seeds   | 240                     | 86%                       | 40                      | 14%                       | \$17,600      |
| 01219-Citrus Fruits  | 0                       | 0%                        | 80                      | 100%                      | \$11,687      |
| 01295-Coffee, Green  | 240                     | 100%                      | 0                       | 0%                        | \$0           |
| 01991-Chopped/Ground/Pulvzd Hay/Straw/Related Ag. Prod. Exc. Alfalfa | 320                     | 100%                      | 0                       | 0%                        | \$0           |
| 01992-Chopped, Ground or Pulverized Alfalfa                          | 204                     | 100%                      | 0                       | 0%                        | \$0           |
| Total  | 737,110                 | 48%                       | 794,630                 | 52%                       | \$558,722,461 |

| Coal-STCC 11     |                             |      |           |                             |      |           |            |      |                 |
|------------------|-----------------------------|------|-----------|-----------------------------|------|-----------|------------|------|-----------------|
|                  | Avg. Rate<br>Below 180% RVC |      |           | Avg. Rate<br>Above 180% RVC |      |           | Difference |      | Premium         |
|                  | Rate                        | RVC  | Carloads  | Rate                        | RVC  | Carloads  | Rate       | RVC  |                 |
| Canada/Mexico    | \$0                         | 0%   | 7,845     | \$0                         | 0%   | 0         | \$0        | 0%   | \$0             |
| Northeast        | \$1,482                     | 141% | 167,992   | \$2,935                     | 472% | 1,953,346 | \$1,453    | 331% | \$2,837,382,322 |
| Southeast        | \$1,960                     | 148% | 65,540    | \$3,396                     | 443% | 771,771   | \$1,437    | 296% | \$1,108,685,988 |
| Upper Midwest    | \$2,139                     | 117% | 2,659,169 | \$3,362                     | 227% | 730,210   | \$1,224    | 110% | \$893,484,514   |
| Southwest        | \$476                       | 180% | 40        | \$898                       | 325% | 14,324    | \$422      | 145% | \$6,044,839     |
| Mountain Pacific | \$2,570                     | 134% | 363,228   | \$3,155                     | 295% | 609,726   | \$585      | 161% | \$356,717,603   |
| Average          | \$1,849                     | 137% |           | \$3,124                     | 396% |           | \$1,275    | 259% |                 |
| Total            |                             |      | 3,263,814 |                             |      | 4,079,377 |            |      | \$5,202,315,266 |
| Total US Only    |                             |      | 3,255,969 |                             |      | 4,079,377 |            |      | \$5,202,315,266 |

| Cost of Non-Competitive Rates Details for Coal-STCC 11             |                               |                                 |                               |                                 |                 |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|-----------------|
| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium         |
| 11212-Prepared Bituminous Coal, Exc. Ground or Other than for Fuel | 3,260,884                     | 45%                             | 4,033,292                     | 55%                             | \$5,176,420,757 |
| 11112-Cleaned of Prepared Anthra (Crushed, Scrnd, Sized)           | 600                           | 9%                              | 5,897                         | 91%                             | \$15,420,539    |
| 11221-Lignite, Prepared or Raw. Exc. Ground or Other than for Fuel | 2,042                         | 5%                              | 36,169                        | 95%                             | \$8,178,231     |
| 11211-Raw Bituminous Coal  | 80                            | 2%                              | 3,815                         | 98%                             | \$2,187,571     |
| 11219-Bituminous Coal Waste  | 208                           | 50%                             | 204                           | 50%                             | \$108,168       |
| Total  | 3,263,814                     | 44%                             | 4,079,377                     | 56%                             | \$5,202,315,266 |

Nonmetallic Minerals-STCC 14

|                  | Avg. Rate Below 180% RVC |      |          | Avg. Rate Above 180% RVC |      |          | Difference |      |               |
|------------------|--------------------------|------|----------|--------------------------|------|----------|------------|------|---------------|
|                  | Rate                     | RVC  | Carloads | Rate                     | RVC  | Carloads | Rate       | RVC  | Premium       |
| Canada/Mexico    | \$5,108                  | 153% | 22,288   | \$8,316                  | 239% | 2,720    | \$3,208    | 86%  | \$8,726,220   |
| Northeast        | \$1,220                  | 136% | 123,695  | \$2,236                  | 298% | 177,672  | \$1,016    | 162% | \$180,566,377 |
| Southeast        | \$796                    | 130% | 178,809  | \$1,510                  | 284% | 205,865  | \$714      | 154% | \$146,897,495 |
| Upper Midwest    | \$4,113                  | 155% | 86,798   | \$5,636                  | 254% | 133,907  | \$1,523    | 99%  | \$203,875,949 |
| Southwest        | \$951                    | 179% | 36,802   | \$1,431                  | 276% | 283,089  | \$480      | 98%  | \$135,890,125 |
| Mountain Pacific | \$1,375                  | 140% | 12,784   | \$2,157                  | 326% | 95,042   | \$782      | 185% | \$74,325,181  |
| Average          | \$1,497                  | 151% |          | \$2,333                  | 284% |          | \$835      | 133% |               |
| Total            |                          |      | 461,176  |                          |      | 898,295  |            |      | \$750,281,347 |
| Total US Only    |                          |      | 438,888  |                          |      | 895,575  |            |      | \$741,555,127 |

Cost of Non-Competitive Rates Details for Nonmetallic Minerals-STCC 14

| Commodity STCC  | Carloads Below 180% RVC | Percent of Total Carloads | Carloads Above 180% RVC | Percent of Total Carloads | Premium       |
|---|-------------------------|---------------------------|-------------------------|---------------------------|---------------|
| 14413-Industrial Sand, Crude, Ground or Pulverized Abrasive       | 61,924                  | 24%                       | 191,622                 | 76%                       | \$346,750,030 |
| 14219-Broken or Crushed Stone or Riprap                           | 198,122                 | 30%                       | 467,058                 | 70%                       | \$235,564,419 |
| 14716-Sulphur, Crude, Liquid, Molten or Solid                     | 53,903                  | 63%                       | 31,201                  | 37%                       | \$66,831,186  |
| 14412-Gravel (Aggregate or Ballast)                               | 13,929                  | 22%                       | 49,040                  | 78%                       | \$26,634,340  |
| 14714-Apatite or Phosphate Rock, Clay or Sand                     | 64,435                  | 38%                       | 103,044                 | 62%                       | \$21,106,655  |
| 14715-Rock Salt, Crude, Crushed, Lump Exc. Sodium Chloride        | 12,571                  | 40%                       | 18,498                  | 60%                       | \$14,377,657  |
| 14711-Barite, Crude (Heavy Spar or Tiff) Ground/Otherwise Treated | 3,680                   | 36%                       | 6,644                   | 64%                       | \$9,363,326   |
| 14511-Bentonite, Crude  | 1,632                   | 34%                       | 3,120                   | 66%                       | \$6,907,025   |
| 14919-Nonmetallic Minerals/Loam/Soil/Topsoil                      | 2,396                   | 38%                       | 3,952                   | 62%                       | \$5,888,464   |
| 14411-Sand (Aggregate or Ballast) Exc. Abrasive                   | 8,180                   | 42%                       | 11,366                  | 58%                       | \$5,560,674   |
| 14918-Diatomaceous Oral Earth, Crude                              | 920                     | 32%                       | 1,920                   | 68%                       | \$2,682,339   |
| 14913-Native Asphalt or Bitumen's                                 | 60                      | 3%                        | 2,239                   | 97%                       | \$1,848,735   |
| 14911-Anhydrite or Gypsum, Crude                                  | 1,528                   | 39%                       | 2,424                   | 61%                       | \$1,788,048   |
| 14519-Ceramic or Clay Crude                                       | 600                     | 45%                       | 720                     | 55%                       | \$903,104     |
| 14514-Ball or Kaolin Clay, Crude                                  | 228                     | 18%                       | 1,040                   | 82%                       | \$845,429     |
| 14914-Pumice or Pumicite  | 600                     | 50%                       | 604                     | 50%                       | \$755,502     |
| 14111-Dimension Stone, Quarry                                     | 1,344                   | 73%                       | 504                     | 27%                       | \$598,354     |
| 14713-Borate, Potash or Soda, Crude                               | 76                      | 17%                       | 364                     | 83%                       | \$546,878     |
| 14712-Fluorspar (Fluorite or Florspar), Crude                     | 668                     | 76%                       | 208                     | 24%                       | \$482,743     |
| 14211-Agricultural Limestone, Broken or Crushed                   | 740                     | 42%                       | 1,007                   | 58%                       | \$390,030     |
| 14212-Fluxing Limestone or Stone, Broken or Crushed               | 31,440                  | 96%                       | 1,480                   | 4%                        | \$190,855     |
| 14719-Chemical or Fertilizer Minerals                             | 0                       | 0%                        | 200                     | 100%                      | \$178,890     |

Cost of Non-Competitive Rates Details for Nonmetallic Minerals-STCC 14 (continued)

| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium       |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------|
| 14512-Fire Clay, Crude                                     | 80                            | 67%                             | 40                            | 33%                             | \$86,663      |
| 14213-Dolomite, Broken or Crushed                          | 1,720                         | 100%                            | 0                             | 0%                              | \$0           |
| 14916-Natural Abrasives, Flour or Sized Grains, or Powders | 240                           | 100%                            | 0                             | 0%                              | \$0           |
| 14917-Peat, Natural  | 160                           | 100%                            | 0                             | 0%                              | \$0           |
| Total  | 461,176                       | 34%                             | 898,295                       | 66%                             | \$750,281,347 |

| Food or Kindred Products-STCC 20 |                          |      |          |  |                          |      |          |            |      |               |
|----------------------------------|--------------------------|------|----------|--|--------------------------|------|----------|------------|------|---------------|
|                                  | Avg. Rate Below 180% RVC |      |          |  | Avg. Rate Above 180% RVC |      |          | Difference |      |               |
|                                  | Rate                     | RVC  | Carloads |  | Rate                     | RVC  | Carloads | Rate       | RVC  |               |
| Canada/Mexico                    | \$4,750                  | 151% | 32,764   |  | \$6,883                  | 231% | 23,194   | \$2,133    | 80%  | \$49,469,402  |
| Northeast                        | \$2,535                  | 135% | 166,236  |  | \$4,205                  | 277% | 148,262  | \$1,670    | 142% | \$247,641,642 |
| Southeast                        | \$2,827                  | 149% | 59,276   |  | \$4,383                  | 264% | 36,040   | \$1,556    | 114% | \$56,085,613  |
| Upper Midwest                    | \$3,440                  | 142% | 332,913  |  | \$4,574                  | 228% | 190,971  | \$1,134    | 86%  | \$216,614,029 |
| Southwest                        | \$3,469                  | 153% | 66,797   |  | \$4,573                  | 247% | 68,691   | \$1,103    | 94%  | \$75,772,161  |
| Mountain Pacific                 | \$6,020                  | 150% | 73,968   |  | \$7,965                  | 255% | 60,616   | \$1,945    | 106% | \$117,910,872 |
| Average                          | \$3,501                  | 143% |          |  | \$4,948                  | 250% |          | \$1,447    | 107% |               |
| Total                            |                          |      | 731,954  |  |                          |      | 527,774  |            |      | \$763,493,718 |
| Total US Only                    |                          |      | 699,190  |  |                          |      | 504,580  |            |      | \$714,024,316 |

| Cost of Non-Competitive Rates Details for Food or Kindred Products-STCC 20 |                         |                           |                         |                           |               |
|--|-------------------------|---------------------------|-------------------------|---------------------------|---------------|
| Commodity STCC   | Carloads Below 180% RVC | Percent of Total Carloads | Carloads Above 180% RVC | Percent of Total Carloads | Premium       |
| 20461-Corn Syrup   | 83,002                  | 58%                       | 59,464                  | 42%                       | \$110,300,203 |
| 20923-Soybean Cake/Flour/Grits/Meal/Other By-Prod.                         | 105,973                 | 61%                       | 67,383                  | 39%                       | \$68,917,470  |
| 20831-Malt   | 21,136                  | 55%                       | 17,144                  | 45%                       | \$55,518,183  |
| 20621-Sugar, Granulated or Powdered, Sugar Cubes or Tablets                | 22,436                  | 40%                       | 33,088                  | 60%                       | \$55,373,165  |
| 20859-By-Prod. Of Liquor Distilling  | 43,738                  | 48%                       | 46,516                  | 52%                       | \$49,383,963  |
| 20821-Beer/Ale/Porter/Stout/Other Fermented Malt Liquors                   | 21,400                  | 43%                       | 28,520                  | 57%                       | \$45,750,922  |
| 20373-Frozen Vegetables  | 12,888                  | 53%                       | 11,596                  | 47%                       | \$42,356,926  |
| 20421-Prepared Feed Other than Dog/Cat/Other Pet Food                      | 52,761                  | 55%                       | 42,845                  | 45%                       | \$41,772,828  |
| 20939-Nut or Vegetable Oil Cake or Meal or Other By-Prod.                  | 26,200                  | 60%                       | 17,322                  | 40%                       | \$31,897,461  |
| 20462-Corn Starch  | 12,908                  | 52%                       | 11,936                  | 48%                       | \$22,040,843  |
| 20933-Nut or Vegetable Oils Exc. Corn                                      | 36,760                  | 65%                       | 19,568                  | 35%                       | \$18,812,995  |
| 20411-Wheat Flour Exc. Blended or Prepared                                 | 33,444                  | 56%                       | 25,760                  | 44%                       | \$17,759,785  |
| 20995-Mixed Loads of Food or Kindred Prod.                                 | 5,640                   | 54%                       | 4,720                   | 46%                       | \$17,029,097  |
| 20419-Flour or Other Grain Prod.   | 16,904                  | 64%                       | 9,508                   | 36%                       | \$15,287,455  |
| 20841-Wine, Brandy or Brandy Spirits or Fruit Spirits                      | 17,424                  | 82%                       | 3,728                   | 18%                       | \$14,456,381  |
| 20921-Soybean Oil, Crude or Refined Exc. Edible Oils                       | 46,716                  | 68%                       | 21,856                  | 32%                       | \$11,162,574  |
| 20143-Grease or Inedible or Other Inedible Animal Oil Mill Prod.           | 13,380                  | 55%                       | 11,120                  | 45%                       | \$8,855,321   |
| 20129-Meat, Fresh Frozen   | 5,440                   | 65%                       | 2,920                   | 35%                       | \$8,814,415   |
| 20332-Canned Vegetables  | 2,760                   | 50%                       | 2,760                   | 50%                       | \$8,611,292   |
| 20334-Juice, Fruit or Vegetable, Other Than Frozen Exc. Cider              | 9,920                   | 85%                       | 1,760                   | 15%                       | \$8,587,540   |
| 20251-Cheese Exc. Cottage Cheese   | 2,528                   | 58%                       | 1,800                   | 42%                       | \$8,222,362   |



Cost of Non-Competitive Rates Details for Food or Kindred Products-STCC 20 (continued)

| Commodity STCC  | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium     |
|---|-------------------------------|---------------------------------|-------------------------------|---------------------------------|-------------|
| 20871-Misc. Flavoring Extracts, Syrups or Compounds                       | 160                           | 11%                             | 1,320                         | 89%                             | \$7,701,480 |
| 20161-Dressed Poultry or Small Game, Fresh Frozen                         | 3,960                         | 75%                             | 1,320                         | 25%                             | \$7,263,696 |
| 20851-Distilled, Rectified or Blended Liquors                             | 1,120                         | 23%                             | 3,824                         | 77%                             | \$7,152,341 |
| 20336-Catsup or Other Tomato Sauces                                       | 15,280                        | 80%                             | 3,840                         | 20%                             | \$6,879,872 |
| 20144-Animal Refuse,Tankage,Meat Meal,Dried or Related<br>Animal By-Prod. | 9,668                         | 67%                             | 4,684                         | 33%                             | \$5,913,642 |
| 20467-Wet Process Corn or Mill By-Prod.                                   | 8,928                         | 54%                             | 7,568                         | 46%                             | \$4,272,964 |
| 20441-Rice, Cleaned   | 9,060                         | 61%                             | 5,720                         | 39%                             | \$4,188,492 |
| 20443-Brewers Rice  | 3,080                         | 47%                             | 3,520                         | 53%                             | \$3,838,209 |
| 20823-Malt Extracts or Brewers Spent Grains                               | 6,128                         | 30%                             | 14,040                        | 70%                             | \$3,623,063 |
| 20131-Lard  | 760                           | 46%                             | 880                           | 54%                             | \$3,305,734 |
| 20139-Meat Prod.  | 4,680                         | 57%                             | 3,600                         | 43%                             | \$3,261,254 |
| 20465-Corn Oil  | 11,560                        | 80%                             | 2,920                         | 20%                             | \$3,225,088 |
| 20616-Sugar Molasses Exc. Blackstrap                                      | 2,616                         | 50%                             | 2,568                         | 50%                             | \$3,178,997 |
| 20463-Corn Sugar  | 1,000                         | 41%                             | 1,440                         | 59%                             | \$3,067,636 |
| 20911-Cottonseed Oil, Crude or Refined Exc. Edible Oils                   | 2,468                         | 48%                             | 2,660                         | 52%                             | \$2,957,396 |
| 20412-Wheat Bran, Middlings Shorts  | 4,448                         | 56%                             | 3,516                         | 44%                             | \$2,913,326 |
| 20413-Corn Meal or Flour Exc. Animal or Poultry Feed                      | 8,240                         | 74%                             | 2,920                         | 26%                             | \$2,865,287 |
| 20343-Dehydrated or Dried Potatoes or Prod. Exc. Potato<br>Chips          | 240                           | 18%                             | 1,080                         | 82%                             | \$2,459,280 |
| 20617-Blackstrap Molasses   | 6,280                         | 71%                             | 2,592                         | 29%                             | \$2,162,437 |
| 20418-Grain Mill By-Prod. Exc. Wheat Bran, Middlings, Red<br>Dog          | 1,808                         | 66%                             | 912                           | 34%                             | \$2,023,012 |
| 20471-Dog, Cat or Other Pet Food, Exc. Canned                             | 1,356                         | 68%                             | 640                           | 32%                             | \$1,981,621 |
| 20233-Evaporated or Condensed Milk Prod.                                  | 80                            | 14%                             | 480                           | 86%                             | \$1,863,040 |
| 20391-Mixed Loads Of Canned or Preserved Fruits, or<br>Vegetables         | 3,120                         | 80%                             | 760                           | 20%                             | \$1,220,581 |
| 20416-Oat Meal or Flour   | 1,880                         | 68%                             | 880                           | 32%                             | \$1,208,803 |
| 20993-Sweetening Syrups or Molasses                                       | 400                           | 48%                             | 440                           | 52%                             | \$1,189,624 |
| 20442-Rice Flour, Bran or Meal  | 640                           | 40%                             | 960                           | 60%                             | \$1,187,200 |
| 20914-Cottonseed Cake or Meal or By-Prod.                                 | 2,068                         | 55%                             | 1,672                         | 45%                             | \$1,026,583 |
| 20121-Carcasses Fabricated or Primal Cuts/Boneless<br>Meat/Fresh Frozen   | 1,640                         | 91%                             | 160                           | 9%                              | \$805,257   |
| 20469-Wet Process Corn Milling or Similar Mill                            | 5,720                         | 88%                             | 760                           | 12%                             | \$791,876   |
| 20211-Creamery Butter   | 640                           | 70%                             | 280                           | 30%                             | \$782,178   |
| 20622-Sugar, Liquid or Syrup  | 0                             | 0%                              | 1,120                         | 100%                            | \$777,191   |
| 20511-Bread or Other Bakery Prod. Exc. Biscuits, Crackers                 | 2,320                         | 76%                             | 720                           | 24%                             | \$592,041   |
| 20466-Starch Exc. Corn  | 400                           | 50%                             | 400                           | 50%                             | \$586,068   |
| 20339-Canned Fruits or Vegetables   | 880                           | 81%                             | 200                           | 19%                             | \$561,612   |
| 20472-Canned Dog, Cat or Other Pet Food                                   | 120                           | 60%                             | 80                            | 40%                             | \$531,264   |

Cost of Non-Competitive Rates Details for Food or Kindred Products-STCC 20 (continued)

| Commodity STCC  | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium       |
|---|-------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------|
| 20619-Sugar Mill Prod. or By-Prod.                                    | 5,788                         | 84%                             | 1,088                         | 16%                             | \$509,048     |
| 20134-Canned Meat   | 0                             | 0%                              | 80                            | 100%                            | \$436,087     |
| 20149-Animal By-Prod.   | 680                           | 50%                             | 680                           | 50%                             | \$396,603     |
| 20625-Sugar Refining By-Prod.   | 1,880                         | 66%                             | 960                           | 34%                             | \$376,627     |
| 20942-Marine Oil Mill By-Prod. Viz. Meal, Scrap or Tankage            | 360                           | 50%                             | 360                           | 50%                             | \$364,006     |
| 20259-Special Dairy Prod. By-Prod.                                    | 648                           | 80%                             | 160                           | 20%                             | \$362,695     |
| 20941-Marine Oil Mill Prod.   | 120                           | 43%                             | 160                           | 57%                             | \$357,691     |
| 20998-Tea or Instant Tea  | 0                             | 0%                              | 80                            | 100%                            | \$309,016     |
| 20231-Dry Milk Prod.  | 1,240                         | 84%                             | 240                           | 16%                             | \$291,361     |
| 20111-Carcasses Fabricated/Primal Cuts/Boneless Meat/Fresh/Chilled    | 0                             | 0%                              | 200                           | 100%                            | \$242,126     |
| 20352-Pickles or Other Pickled Prod.                                  | 120                           | 60%                             | 80                            | 40%                             | \$236,360     |
| 20449-Milled Rice or By-Prod.   | 200                           | 45%                             | 240                           | 55%                             | \$180,984     |
| 20331-Canned Fruits   | 480                           | 80%                             | 120                           | 20%                             | \$170,634     |
| 20931-Linseed Oil ,Crude or Refined Exc. Edible Oils                  | 832                           | 84%                             | 160                           | 16%                             | \$166,753     |
| 20141-Hides, Not Tanned/Cattle/Horse/Mule/Sheep/Swine                 | 0                             | 0%                              | 80                            | 100%                            | \$163,467     |
| 20371-Frozen Fruits   | 592                           | 71%                             | 240                           | 29%                             | \$144,905     |
| 20961-Shortening or Cooking or Salad Oils Exc. Corn Oil               | 160                           | 36%                             | 280                           | 64%                             | \$142,728     |
| 20915-Cotton Linters or Regins  | 816                           | 79%                             | 216                           | 21%                             | \$135,522     |
| 20414-Rye Flour or Meal   | 120                           | 43%                             | 160                           | 57%                             | \$99,578      |
| 20999-Food Preparations or By-Prod.                                   | 160                           | 67%                             | 80                            | 33%                             | \$56,275      |
| 20611-Raw Cane or Beet Sugar  | 40                            | 50%                             | 40                            | 50%                             | \$27,389      |
| 20359-Sauces or Seasonings, Exc. Catsup or Tomato Sauces              | 360                           | 90%                             | 40                            | 10%                             | \$18,787      |
| 20713-Chocolate or Cocoa Prod. or By-Prod.                            | 40                            | 50%                             | 40                            | 50%                             | \$15,297      |
| 20158-Poultry or Small Game By-Prod., Fresh or Chilled                | 360                           | 75%                             | 120                           | 25%                             | \$13,991      |
| 20832-Malt Flour or Sprouts   | 40                            | 50%                             | 40                            | 50%                             | \$4,242       |
| 20712-Nuts, Coated, Cooked, Roasted or Salted                         | 0                             | 0%                              | 40                            | 100%                            | \$2,224       |
| 20323-Canned Bean Specialties, Pork and Beans/Baked Beans             | 120                           | 100%                            | 0                             | 0%                              | \$0           |
| 20342-Dehydrated or Dried Vegetables/Soup Mixes                       | 40                            | 100%                            | 0                             | 0%                              | \$0           |
| 20361-Frozen Processed (Packaged) Fish or Other Seafood               | 372                           | 100%                            | 0                             | 0%                              | \$0           |
| 20372-Frozen Juices or Ades   | 120                           | 100%                            | 0                             | 0%                              | \$0           |
| 20861-Soft Drinks/Mineral Waters/Bottled/in Bulk Exc. Drinking Waters | 40                            | 100%                            | 0                             | 0%                              | \$0           |
| 20994-Baking Powder or Yeast  | 120                           | 100%                            | 0                             | 0%                              | \$0           |
| Total   | 731,954                       | 58%                             | 527,774                       | 42%                             | \$763,493,718 |

| Pulp, Paper or Allied Products-STCC 26 |                             |      |          |                             |      |          |            |      |               |
|--|-----------------------------|------|----------|-----------------------------|------|----------|------------|------|---------------|
|  | Avg. Rate<br>Below 180% RVC |      |          | Avg. Rate<br>Above 180% RVC |      |          | Difference |      |               |
|  | Rate                        | RVC  | Carloads | Rate                        | RVC  | Carloads | Rate       | RVC  | Premium       |
| Canada/Mexico                          | \$6,379                     | 137% | 52,280   | \$9,191                     | 247% | 31,800   | \$2,812    | 110% | \$89,422,757  |
| Northeast                              | \$3,643                     | 129% | 31,560   | \$5,486                     | 255% | 20,720   | \$1,843    | 126% | \$38,194,641  |
| Southeast                              | \$3,750                     | 127% | 129,948  | \$5,596                     | 257% | 88,752   | \$1,846    | 130% | \$163,850,272 |
| Upper Midwest                          | \$4,017                     | 136% | 23,920   | \$6,452                     | 272% | 22,560   | \$2,435    | 136% | \$54,929,643  |
| Southwest                              | \$4,552                     | 140% | 47,120   | \$6,482                     | 245% | 42,480   | \$1,930    | 105% | \$81,977,054  |
| Mountain Pacific                       | \$5,267                     | 148% | 16,716   | \$6,465                     | 236% | 17,640   | \$1,198    | 88%  | \$21,135,729  |
| Average                                | \$4,412                     | 134% |          | \$6,419                     | 253% |          | \$2,007    | 119% |               |
| Total                                  |                             |      | 301,544  |                             |      | 223,952  |            |      | \$449,510,098 |
| Total US Only                          |                             |      | 249,264  |                             |      | 192,152  |            |      | \$360,087,340 |

| Cost of Non-Competitive Rates Details for Pulp, Paper or Allied Products-STCC 26 |                               |                                 |                               |                                 |               |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------|
| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium       |
| 26311-Fibreboard/Paperboard Pulp Board Exc. Building Insulating Board            | 150,588                       | 54%                             | 125,996                       | 46%                             | \$212,763,957 |
| 26213-Printing Paper/Coated/Uncoated/Coated Grnd Wood Paper                      | 44,360                        | 61%                             | 28,600                        | 39%                             | \$97,958,631  |
| 26111-Pulp   | 72,316                        | 65%                             | 38,476                        | 35%                             | \$72,812,537  |
| 26211-Newsprint  | 13,080                        | 52%                             | 12,200                        | 48%                             | \$30,362,172  |
| 26212-Ground Wood Paper, Uncoated  | 15,360                        | 55%                             | 12,520                        | 45%                             | \$20,974,353  |
| 26112-Pulp Mill By-Products  | 2,720                         | 38%                             | 4,520                         | 62%                             | \$10,463,692  |
| 26214-Wrapping Paper, or Coarse Paper  | 2,080                         | 61%                             | 1,320                         | 39%                             | \$3,426,448   |
| 26217-Special Industrial Paper or Paper Car Liners                               | 680                           | 71%                             | 280                           | 29%                             | \$737,381     |
| 26219-Paper, Exc. Building Paper   | 120                           | 75%                             | 40                            | 25%                             | \$10,926      |
| 26218-Sanitary Tissue Stock  | 120                           | 100%                            | 0                             | 0%                              | \$0           |
| 26431-Paper Bags   | 120                           | 100%                            | 0                             | 0%                              | \$0           |
| Total  | 301,544                       | 57%                             | 223,952                       | 43%                             | \$449,510,098 |

Chemicals or Allied Products-STCC 28

|                  | Avg. Rate<br>Below 180% RVC |      |          | Avg. Rate<br>Above 180% RVC |      |           | Difference |      |                 |
|------------------|-----------------------------|------|----------|-----------------------------|------|-----------|------------|------|-----------------|
|                  | Rate                        | RVC  | Carloads | Rate                        | RVC  | Carloads  | Rate       | RVC  | Premium         |
| Canada/Mexico    | \$3,794                     | 140% | 83,856   | \$6,527                     | 295% | 130,931   | \$2,733    | 155% | \$357,871,443   |
| Northeast        | \$2,537                     | 144% | 94,259   | \$5,615                     | 414% | 341,835   | \$3,078    | 271% | \$1,052,220,532 |
| Southeast        | \$2,476                     | 156% | 86,577   | \$5,249                     | 409% | 420,867   | \$2,773    | 253% | \$1,166,954,118 |
| Upper Midwest    | \$2,906                     | 144% | 72,308   | \$4,454                     | 269% | 294,148   | \$1,548    | 125% | \$455,332,838   |
| Southwest        | \$2,715                     | 133% | 163,166  | \$5,055                     | 350% | 420,496   | \$2,340    | 217% | \$983,860,799   |
| Mountain Pacific | \$3,585                     | 160% | 32,588   | \$5,951                     | 391% | 198,130   | \$2,366    | 231% | \$468,795,372   |
| Average          | \$2,830                     | 146% |          | \$5,313                     | 364% |           | \$2,483    | 218% |                 |
| Total            |                             |      | 532,754  |                             |      | 1,806,407 |            |      | \$4,485,035,101 |
| Total US Only    |                             |      | 448,898  |                             |      | 1,675,476 |            |      | \$4,127,163,659 |

Cost of Non-Competitive Rates Details for Chemicals or Allied Products-STCC 28

| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium         |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|-----------------|
| 28211-Plastic Materials, Exc. Fabricated Plastic Prod.                 | 151,552                       | 29%                             | 369,576                       | 71%                             | \$1,199,505,303 |
| 28184-Alcohols   | 116,488                       | 25%                             | 346,656                       | 75%                             | \$575,142,215   |
| 28123-Sodium Compounds, Exc. Sodium Alkalies                           | 19,868                        | 14%                             | 123,637                       | 86%                             | \$290,265,372   |
| 28128-Chlorine   | 2,716                         | 7%                              | 35,476                        | 93%                             | \$217,942,768   |
| 28198-Anhydrous Ammonia  | 1,304                         | 3%                              | 37,304                        | 97%                             | \$179,002,004   |
| 28125-Potassium Compounds, Exc. Potassium Alkalies                     | 50,208                        | 34%                             | 98,496                        | 66%                             | \$166,961,519   |
| 28181-Misc. Acyclic Organic Chemical, Exc. Organic Dyes                | 10,858                        | 14%                             | 67,914                        | 86%                             | \$152,871,895   |
| 28186-Organic Acids or Salts, Exc. Acid Dyes                           | 5,200                         | 11%                             | 42,696                        | 89%                             | \$150,104,377   |
| 28185-Glycols or Glycerines  | 12,044                        | 28%                             | 31,188                        | 72%                             | \$116,113,136   |
| 28122-Sodium Alkalies Sodium Compounds                                 | 8,920                         | 14%                             | 55,552                        | 86%                             | \$110,854,504   |
| 28151-Cyclic Intermediates Benzene/Toluene/Other Cyclic Chemical Prod. | 5,200                         | 12%                             | 38,796                        | 88%                             | \$108,374,405   |
| 28713-Ammoniating Fertilizer Solution                                  | 11,332                        | 17%                             | 57,048                        | 83%                             | \$98,808,890    |
| 28182-Misc. Acyclic Organic Chemical, Exc. Organic Dyes                | 1,640                         | 7%                              | 20,408                        | 93%                             | \$97,705,775    |
| 28712-Super Phosphate  | 24,876                        | 24%                             | 77,699                        | 76%                             | \$94,648,887    |
| 28193-Sulphuric Acid   | 19,636                        | 25%                             | 58,741                        | 75%                             | \$93,060,805    |
| 28199-Industrial Inorganic Chemicals                                   | 3,616                         | 12%                             | 26,612                        | 88%                             | \$71,669,002    |
| 28714-Misc. Fertilizer Compounds                                       | 7,452                         | 22%                             | 25,724                        | 78%                             | \$71,411,755    |
| 28194-Industrial Inorganic Acids, Exc. Nitric                          | 8,200                         | 21%                             | 30,920                        | 79%                             | \$64,838,106    |
| 28996-Blacks   | 160                           | 1%                              | 15,320                        | 99%                             | \$57,447,765    |
| 28139-Industrial Gases, (Compressed, Solid or Liquefied)               | 12,200                        | 37%                             | 20,960                        | 63%                             | \$54,278,369    |
| 28999-Chemical Prod., Exc. Sealants                                    | 2,400                         | 12%                             | 18,220                        | 88%                             | \$43,119,058    |
| 28183-Misc. Cyclic Chemical Prod.                                      | 5,080                         | 26%                             | 14,620                        | 74%                             | \$37,730,442    |
| 28994-Fatty Acids  | 8,024                         | 29%                             | 19,868                        | 71%                             | \$37,422,226    |

Cost of Non-Competitive Rates Details for Chemicals or Allied Products-STCC 28 (continued)

| Commodity STCC   | Carloads Below 180% RVC | Percent of Total Carloads | Carloads Above 180% RVC | Percent of Total Carloads | Premium      |
|--|-------------------------|---------------------------|-------------------------|---------------------------|--------------|
| 28189-Industrial Organic Chemicals, Exc. Grain Alcohol for Beverage                | 1,360                   | 15%                       | 7,440                   | 85%                       | \$33,432,601 |
| 28141-Crude Prod. from Coal Tar/Natural Gas/Petroleum                              | 1,996                   | 14%                       | 11,864                  | 86%                       | \$28,738,949 |
| 28191-Ammonia/Ammonium Compounds, Exc. Anhydrous Ammonia                           | 6,860                   | 25%                       | 20,240                  | 75%                       | \$27,920,012 |
| 28998-Misc. Chemical Compounds, Exc. Sealants                                      | 1,640                   | 13%                       | 11,400                  | 87%                       | \$27,129,762 |
| 28161-Titanium Pigments  | 600                     | 12%                       | 4,320                   | 88%                       | \$26,091,495 |
| 28126-Barium/Calcium/Magnesium/Strontium Compounds Exc. Bleaches                   | 2,160                   | 11%                       | 16,764                  | 89%                       | \$25,179,850 |
| 28212-Synthetic Rubbers Vulcanizable Elastomers                                    | 1,564                   | 16%                       | 8,240                   | 84%                       | \$24,802,558 |
| 28133-Carbon Dioxide   | 2,000                   | 15%                       | 11,280                  | 85%                       | \$24,374,287 |
| 28197-Radio-Active or Nuclear Chemicals  | 0                       | 0%                        | 14,992                  | 100%                      | \$23,525,429 |
| 28180-Misc. Acyclic Organic Chemical, Exc. Organic Dyes                            | 1,400                   | 20%                       | 5,720                   | 80%                       | \$19,987,450 |
| 28612-Gum/Wood Chemicals   | 3,000                   | 32%                       | 6,360                   | 68%                       | \$17,637,415 |
| 28431-Surface Active or Agents, Sulfonated Oils or Assistants                      | 1,040                   | 11%                       | 8,440                   | 89%                       | \$14,637,409 |
| 28991-Salt, Common   | 15,000                  | 56%                       | 11,708                  | 44%                       | \$13,812,997 |
| 28195-Cobalt/Copper/Iron/Nickel or Zinc Compounds                                  | 960                     | 13%                       | 6,440                   | 87%                       | \$12,611,627 |
| 28124-Potassium Alkalies   | 400                     | 5%                        | 7,120                   | 95%                       | \$12,531,579 |
| 28512-Paint Oils/Solvents/Thinners/Paint Drying Ingredients                        | 80                      | 4%                        | 1,880                   | 96%                       | \$9,679,323  |
| 28799-Agricultural Chemicals   | 440                     | 11%                       | 3,636                   | 89%                       | \$9,206,634  |
| 28192-Nitric Acid  | 40                      | 2%                        | 2,580                   | 98%                       | \$6,345,494  |
| 28121-Inorganic Bleaching Compounds, Exc. Chlorine                                 | 1,040                   | 35%                       | 1,920                   | 65%                       | \$5,574,528  |
| 28997-Misc. Chemical Compounds, Exc. Sealants                                      | 480                     | 22%                       | 1,712                   | 78%                       | \$5,010,751  |
| 28134-Elemental Gases  | 120                     | 9%                        | 1,200                   | 91%                       | \$4,908,210  |
| 28152-Cyclic Intermediates Benzene/Toluene/Naphthalene/Other Cyclic Chemical Prod. | 80                      | 3%                        | 2,320                   | 97%                       | \$4,144,589  |
| 28419-Soap or Other Detergents, Exc. Shampoos or Shaving Prod.                     | 200                     | 13%                       | 1,400                   | 88%                       | \$3,444,507  |
| 28995-Water Treating Compounds   | 0                       | 0%                        | 280                     | 100%                      | \$2,779,820  |
| 28188-Chemical Warfare Gases   | 0                       | 0%                        | 240                     | 100%                      | \$2,570,374  |
| 28187-Misc. Acyclic Inorganic Prod., Exc. Organic Dyes                             | 0                       | 0%                        | 800                     | 100%                      | \$1,815,931  |
| 28169-Inorganic Pigments, Exc. Blacks or Organic Color Pigments                    | 0                       | 0%                        | 320                     | 100%                      | \$1,779,769  |
| 28196-Aluminum Compounds   | 360                     | 26%                       | 1,040                   | 74%                       | \$1,634,463  |
| 28156-Organic Dyes   | 0                       | 0%                        | 320                     | 100%                      | \$1,569,097  |
| 28931-Printing Ink   | 0                       | 0%                        | 240                     | 100%                      | \$943,486    |
| 28163-Zinc Pigments  | 240                     | 55%                       | 200                     | 45%                       | \$525,782    |
| 28519-Paints/Enamels/Lacquers/Shellacs/Varnishes                                   | 0                       | 0%                        | 80                      | 100%                      | \$502,087    |
| 28190-Industrial Inorganic Chemicals   | 0                       | 0%                        | 240                     | 100%                      | \$495,284    |

Cost of Non-Competitive Rates Details for Chemicals or Allied Products-STCC 28 (continued)

| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium         |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|-----------------|
| 28911-Adhesives/Cements/Glues/Sizes/Calking<br>Compounds/Sealants                | 0                             | 0%                              | 40                            | 100%                            | \$164,988       |
| 28311-Drugs For Human Use  | 0                             | 0%                              | 80                            | 100%                            | \$139,736       |
| 28921-Explosives, Exc. Ammunition  | 0                             | 0%                              | 80                            | 100%                            | \$98,149        |
| 28719-Fertilizers, Exc. Milled, Mined or Otherwise Prepared<br>Natural Boron     | 40                            | 50%                             | 40                            | 50%                             | \$10,100        |
| 28422-Specialty Cleaning/Polishing/Sanitation<br>Preparations/Household Bleaches | 680                           | 100%                            | 0                             | 0%                              | \$0             |
| Total  | 532,754                       | 23%                             | 1,806,407                     | 77%                             | \$4,485,035,101 |

| Petroleum or Coal Products-STCC 29 |                          |      |          |                          |      |          |            |      |               |
|------------------------------------|--------------------------|------|----------|--------------------------|------|----------|------------|------|---------------|
|                                    | Avg. Rate Below 180% RVC |      |          | Avg. Rate Above 180% RVC |      |          | Difference |      |               |
|                                    | Rate                     | RVC  | Carloads | Rate                     | RVC  | Carloads | Rate       | RVC  | Premium       |
| Canada/Mexico                      | \$4,059                  | 137% | 35,420   | \$5,924                  | 268% | 39,744   | \$1,865    | 130% | \$74,121,525  |
| Northeast                          | \$2,192                  | 146% | 38,465   | \$3,908                  | 424% | 128,295  | \$1,716    | 277% | \$220,136,817 |
| Southeast                          | \$2,318                  | 139% | 18,776   | \$4,378                  | 382% | 35,924   | \$2,060    | 243% | \$73,988,626  |
| Upper Midwest                      | \$3,655                  | 155% | 32,208   | \$5,301                  | 283% | 57,455   | \$1,646    | 128% | \$94,578,302  |
| Southwest                          | \$2,624                  | 155% | 35,320   | \$3,711                  | 313% | 120,947  | \$1,087    | 157% | \$131,465,846 |
| Mountain Pacific                   | \$3,510                  | 155% | 32,108   | \$4,422                  | 285% | 71,244   | \$913      | 130% | \$65,044,659  |
| Average                            | \$2,873                  | 150% |          | \$4,327                  | 338% |          | \$1,454    | 188% |               |
| Total                              |                          |      | 192,297  |                          |      | 453,609  |            |      | \$659,335,776 |
| Total US Only                      |                          |      | 156,877  |                          |      | 413,865  |            |      | \$585,214,251 |

| Cost of Non-Competitive Rates Details for Petroleum or Coal Products-STCC 29 |                         |                           |                         |                           |               |
|--|-------------------------|---------------------------|-------------------------|---------------------------|---------------|
| Commodity STCC   | Carloads Below 180% RVC | Percent of Total Carloads | Carloads Above 180% RVC | Percent of Total Carloads | Premium       |
| 29121-Liquefied Gases, Coal or Petroleum                                     | 47,864                  | 27%                       | 130,884                 | 73%                       | \$217,960,307 |
| 29913-Petroleum Coke   | 14,660                  | 16%                       | 76,886                  | 84%                       | \$84,941,296  |
| 29116-Asphalt Pitches/Tars, from Petroleum/Coal Coke Oven/Natural Gas        | 21,328                  | 28%                       | 54,760                  | 72%                       | \$84,579,681  |
| 29114-Petroleum Lubricating or Similar Oils, Compounds                       | 17,520                  | 33%                       | 36,032                  | 67%                       | \$80,085,504  |
| 29117-Petroleum Residual Fuel Oils/Other Low Volatile Petroleum Fuels        | 26,572                  | 41%                       | 37,504                  | 59%                       | \$60,116,261  |
| 29914-Coke Produced from Coal  | 17,977                  | 22%                       | 62,731                  | 78%                       | \$54,945,641  |
| 29119-Petroleum Refining Products  | 14,912                  | 37%                       | 25,636                  | 63%                       | \$42,130,704  |
| 29912-Lubricants or Similar Compounds  | 1,240                   | 19%                       | 5,156                   | 81%                       | \$12,551,491  |
| 29919-Coal or Petroleum Products   | 520                     | 24%                       | 1,636                   | 76%                       | \$7,180,223   |
| 29111-Gasoline or Jet or High Volatile Petroleum Fuels                       | 16,552                  | 60%                       | 10,936                  | 40%                       | \$6,662,966   |
| 29113-Distillate Fuel Oil  | 6,444                   | 43%                       | 8,408                   | 57%                       | \$5,203,704   |
| 29523-Asphalt Sheathings, Shingles or Sidings                                | 5,628                   | 67%                       | 2,760                   | 33%                       | \$2,883,549   |
| 29522-Asphalt/Tar Cements Coatings/Roofing Cements/ Pitches                  | 0                       | 0%                        | 40                      | 100%                      | \$56,723      |
| 29529-Asphalt Coatings or Felts  | 680                     | 74%                       | 240                     | 26%                       | \$37,725      |
| 29112-Kerosene Exc. Jet Fuels  | 40                      | 100%                      | 0                       | 0%                        | \$0           |
| 29521-Asphalt or Tar Saturated Felts, Boards or Roofing                      | 360                     | 100%                      | 0                       | 0%                        | \$0           |
| Total  | 192,297                 | 30%                       | 453,609                 | 70%                       | \$659,335,776 |

Clay, Concrete, Glass or Stone Products-STCC 32

|                  | Avg. Rate<br>Below 180% RVC |      |          | Avg. Rate<br>Above 180% RVC |      |          | Difference |      | Premium       |
|------------------|-----------------------------|------|----------|-----------------------------|------|----------|------------|------|---------------|
|                  | Rate                        | RVC  | Carloads | Rate                        | RVC  | Carloads | Rate       | RVC  |               |
| Canada/Mexico    | \$3,307                     | 166% | 3,968    | \$4,964                     | 255% | 14,432   | \$1,658    | 89%  | \$23,926,383  |
| Northeast        | \$2,662                     | 150% | 20,293   | \$3,973                     | 328% | 56,576   | \$1,310    | 178% | \$74,140,890  |
| Southeast        | \$2,869                     | 144% | 27,484   | \$5,549                     | 302% | 106,505  | \$2,680    | 159% | \$285,484,407 |
| Upper Midwest    | \$2,546                     | 163% | 31,944   | \$4,605                     | 278% | 49,600   | \$2,059    | 115% | \$102,121,252 |
| Southwest        | \$1,923                     | 178% | 8,404    | \$3,029                     | 298% | 55,992   | \$1,106    | 120% | \$61,904,614  |
| Mountain Pacific | \$2,747                     | 172% | 26,984   | \$3,612                     | 250% | 66,572   | \$865      | 78%  | \$57,578,154  |
| Average          | \$2,633                     | 159% |          | \$4,364                     | 290% |          | \$1,731    | 131% |               |
| Total            |                             |      | 119,077  |                             |      | 349,677  |            |      | \$605,155,699 |
| Total US Only    |                             |      | 115,109  |                             |      | 335,245  |            |      | \$581,229,315 |

Cost of Non-Competitive Rates Details for Clay, Concrete, Glass or Stone Products-STCC 32

| Commodity STCC  | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium       |
|---|-------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------|
| 32952-Light Weight Aggregates/Clays or Slags/Ground Treated in Any Other Manner | 31,360                        | 27%                             | 82,940                        | 73%                             | \$255,937,760 |
| 32411-Hydraulic Cement, Natural, Portland or Masonry                            | 32,276                        | 19%                             | 135,132                       | 81%                             | \$145,818,433 |
| 32959-Nonmetallic Minerals or Earths, Ground or in Any Other Manner             | 26,392                        | 28%                             | 66,221                        | 72%                             | \$123,405,303 |
| 32741-Lime or Lime Plaster  | 8,640                         | 19%                             | 37,296                        | 81%                             | \$41,825,547  |
| 32754-Gypsum Wallboard  | 7,800                         | 39%                             | 12,200                        | 61%                             | \$11,473,024  |
| 32299-Glass or Glassware, or Pressed  | 2,888                         | 36%                             | 5,128                         | 64%                             | \$7,696,045   |
| 32715-Concrete Structural Shapes, Reinforced                                    | 0                             | 0%                              | 292                           | 100%                            | \$2,992,489   |
| 32752-Gypsum Plaster  | 600                           | 33%                             | 1,240                         | 67%                             | \$2,876,872   |
| 32954-Pyrophyllite, Steatite or Talc, Ground or Otherwise Treated               | 1,080                         | 47%                             | 1,200                         | 53%                             | \$2,732,880   |
| 32759-Gypsum Products Exc. Gypsum Building                                      | 48                            | 2%                              | 2,728                         | 98%                             | \$2,679,015   |
| 32719-Concrete Products   | 2,040                         | 59%                             | 1,400                         | 41%                             | \$2,050,956   |
| 32511-Brick or Blocks, Clay or Shale  | 1,880                         | 77%                             | 560                           | 23%                             | \$1,064,329   |
| 32956-Ground Uncalcined Gypsite or Anhydrite                                    | 2,373                         | 71%                             | 980                           | 29%                             | \$790,806     |
| 32412-Ready-Mix Cement or Concrete, Dry   | 120                           | 33%                             | 240                           | 67%                             | \$722,376     |
| 32531-Ceramic, Enamel, Promenade or Quarry or Wall Tile                         | 360                           | 38%                             | 600                           | 63%                             | \$656,725     |
| 32953-Magnesite or Magnesia/Calcined/Dead Burned/Ground                         | 520                           | 59%                             | 360                           | 41%                             | \$633,446     |
| 32113-Laminated or Safety   | 0                             | 0%                              | 80                            | 100%                            | \$454,194     |



Cost of Non-Competitive Rates Details for Clay, Concrete, Glass or Stone Products-STCC 32 (continued)

| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium       |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------|
| 32955-Feldspar, Ground or Otherwise Treated                    | 120                           | 25%                             | 360                           | 75%                             | \$430,700     |
| 32957-Mica, Ground or Treated                                  | 0                             | 0%                              | 160                           | 100%                            | \$311,850     |
| 32552-Nonclay Refractories Dead Burned Magnesia or Magnesite   | 40                            | 10%                             | 360                           | 90%                             | \$299,548     |
| 32911-Nonmetallic Artificial Abrasives, Flour Abrasives        | 40                            | 25%                             | 120                           | 75%                             | \$158,603     |
| 32551-Clay Refractories  | 160                           | 80%                             | 40                            | 20%                             | \$86,591      |
| 32958-Natural Graphite, Blended, Ground, Pulverized or Refined | 0                             | 0%                              | 40                            | 100%                            | \$58,209      |
| 32119-Flat Glass   | 40                            | 100%                            | 0                             | 0%                              | \$0           |
| 32293-Glass Fibre  | 40                            | 100%                            | 0                             | 0%                              | \$0           |
| 32711-Concrete Brick or Blocks                                 | 260                           | 100%                            | 0                             | 0%                              | \$0           |
| Total  | 119,077                       | 25%                             | 349,677                       | 75%                             | \$605,155,699 |

| Primary Metal Products, Including Galvanized Coating or Other Allied Processing-STCC 33 |                             |      |          |                             |      |          |            |      |               |
|---|-----------------------------|------|----------|-----------------------------|------|----------|------------|------|---------------|
|   | Avg. Rate<br>Below 180% RVC |      |          | Avg. Rate<br>Above 180% RVC |      |          | Difference |      | Premium       |
|   | Rate                        | RVC  | Carloads | Rate                        | RVC  | Carloads | Rate       | RVC  |               |
| Canada/Mexico   | \$5,008                     | 171% | 15,196   | \$7,680                     | 291% | 33,520   | \$2,673    | 120% | \$89,582,543  |
| Northeast   | \$2,912                     | 147% | 109,287  | \$4,090                     | 295% | 203,507  | \$1,178    | 148% | \$239,773,006 |
| Southeast   | \$4,106                     | 151% | 38,784   | \$6,256                     | 272% | 68,228   | \$2,150    | 121% | \$146,673,464 |
| Upper Midwest   | \$3,995                     | 164% | 16,336   | \$5,373                     | 271% | 36,568   | \$1,378    | 107% | \$50,385,422  |
| Southwest   | \$4,378                     | 169% | 24,448   | \$5,556                     | 294% | 39,968   | \$1,179    | 125% | \$47,108,873  |
| Mountain Pacific  | \$4,344                     | 149% | 27,683   | \$5,382                     | 246% | 22,578   | \$1,039    | 97%  | \$23,447,700  |
| Average   | \$3,610                     | 153% |          | \$5,086                     | 286% |          | \$1,476    | 132% |               |
| Total   |                             |      | 231,734  |                             |      | 404,369  |            |      | \$596,971,008 |
| Total US Only   |                             |      | 216,538  |                             |      | 370,849  |            |      | \$507,388,465 |

| Cost of Non-Competitive Rates Details for Primary Metal Products, Including Galvanized Coating or Other Allied Processing-STCC 33 |                               |                                 |                               |                                 |               |
|---|-------------------------------|---------------------------------|-------------------------------|---------------------------------|---------------|
| Commodity STCC  | Carloads<br>Below<br>180% RVC | Percent<br>of Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium       |
| 33123-Iron or Steel Sheet or Strip  | 95,932                        | 34%                             | 188,687                       | 66%                             | \$192,723,438 |
| 33121-Steel Ingot or Semi-Finished Shapes   | 55,507                        | 55%                             | 45,428                        | 45%                             | \$84,177,520  |
| 33122-Iron or Steel Plates  | 12,576                        | 32%                             | 27,152                        | 68%                             | \$68,356,599  |
| 33126-Iron or Steel Pipe, or Fittings   | 14,413                        | 24%                             | 46,515                        | 76%                             | \$64,142,999  |
| 33124-Iron or Steel Bars, Bar Shapes or Rods  | 11,436                        | 28%                             | 28,984                        | 72%                             | \$50,276,329  |
| 33125-Structural Shapes or Piling, Steel Mill Products  | 7,236                         | 26%                             | 20,320                        | 74%                             | \$39,656,958  |
| 33341-Primary Aluminum Blooms, Pig, Slab or Ingots  | 8,196                         | 50%                             | 8,348                         | 50%                             | \$29,378,874  |
| 33128-Railway Track Material Viz. Rails/Joint Bars/Tie Plates/Related Prod.   | 1,752                         | 19%                             | 7,456                         | 81%                             | \$14,553,456  |
| 33127-Tin Mill Products   | 680                           | 12%                             | 4,800                         | 88%                             | \$7,116,070   |
| 33111-Pig Iron  | 5,390                         | 46%                             | 6,351                         | 54%                             | \$7,013,074   |
| 33521-Aluminum or Aluminum Alloy Plate or Sheet   | 3,024                         | 61%                             | 1,920                         | 39%                             | \$6,547,000   |
| 33311-Primary Copper or Copper Base Alloy Pig/Slab/Ingots   | 4,228                         | 42%                             | 5,856                         | 58%                             | \$6,017,694   |
| 33321-Lead Pig, Slab, Ingots Bullion Exc. Solder, Bitt or Type Metal  | 1,720                         | 54%                             | 1,480                         | 46%                             | \$4,460,109   |
| 33999-Primary Metal Products  | 1,320                         | 45%                             | 1,640                         | 55%                             | \$4,040,694   |
| 33332-Zinc Dross, Residues, Ashes   | 40                            | 4%                              | 920                           | 96%                             | \$3,298,660   |
| 33331-Zinc Smelter Products, Viz. Spelter/Pig Slab/Ingots   | 3,760                         | 61%                             | 2,360                         | 39%                             | \$2,470,287   |
| 33991-Metal Powder, Flakes or Paste   | 0                             | 0%                              | 408                           | 100%                            | \$1,955,780   |
| 33211-Iron or Steel Cast Pipe or Fittings   | 680                           | 44%                             | 880                           | 56%                             | \$1,874,366   |
| 33523-Aluminum or Aluminum Alloy Rods or Bars   | 120                           | 10%                             | 1,140                         | 90%                             | \$1,819,547   |
| 33155-Steel Wire Exc. Fabricated Wire Products  | 120                           | 30%                             | 280                           | 70%                             | \$1,538,749   |
| 33135-Electrometallurgical Products   | 40                            | 5%                              | 796                           | 95%                             | \$1,181,011   |

Cost of Non-Competitive Rates Details for Primary Metal Products, Including Galvanized Coating or Other Allied Processing-STCC 33 (continued)

| Commodity STCC   | Carloads Below 180% RVC | Percent of Total Carloads | Carloads Above 180% RVC | Percent of Total Carloads | Premium       |
|--|-------------------------|---------------------------|-------------------------|---------------------------|---------------|
| 33151-Noninsulated Ferrous Rope, Cable or Strand                 | 0                       | 0%                        | 160                     | 100%                      | \$966,670     |
| 33119-Blast Furnace/Open Hearth/Rolling Mill/Coke Oven Prod.     | 592                     | 39%                       | 928                     | 61%                       | \$877,417     |
| 33131-Ferromanganese   | 280                     | 47%                       | 320                     | 53%                       | \$638,564     |
| 33112-Furnace Slag Exc. Ground or Otherwise Treated              | 1,876                   | 84%                       | 364                     | 16%                       | \$549,882     |
| 33134-Additive Alloys Exc. Copper                                | 280                     | 70%                       | 120                     | 30%                       | \$309,695     |
| 33129-Primary Iron or Steel Products                             | 80                      | 25%                       | 240                     | 75%                       | \$301,481     |
| 33511-Copper/Brass/Bronze/Other Copper Base Alloy Rods/Bars      | 0                       | 0%                        | 160                     | 100%                      | \$239,280     |
| 33219-Iron or Steel Castings                                     | 40                      | 26%                       | 116                     | 74%                       | \$127,253     |
| 33133-Ferrosilicon   | 40                      | 25%                       | 120                     | 75%                       | \$119,814     |
| 33911-Iron or Steel Forgings                                     | 0                       | 0%                        | 40                      | 100%                      | \$98,644      |
| 33574-Wire or Cable, Enameled or Covered, All Types              | 0                       | 0%                        | 40                      | 100%                      | \$82,528      |
| 33139-Ferroalloys  | 40                      | 50%                       | 40                      | 50%                       | \$60,568      |
| 33152-Steel Nails/Staples/Tacks/Brads/Spikes Exc. Railway Spikes | 80                      | 100%                      | 0                       | 0%                        | \$0           |
| 33399-Primary Nonferrous Metal Ingots, Pig or Slab               | 40                      | 100%                      | 0                       | 0%                        | \$0           |
| 33529-Aluminum/Aluminum Alloy Basic Shapes, /Exc. Alum Foil      | 216                     | 100%                      | 0                       | 0%                        | \$0           |
| Total  | 231,734                 | 36%                       | 404,369                 | 64%                       | \$596,971,008 |

| Transportation Equipment-STCC 37 |                             |      |           |                             |      |          |            |      |                 |
|----------------------------------|-----------------------------|------|-----------|-----------------------------|------|----------|------------|------|-----------------|
|                                  | Avg. Rate<br>Below 180% RVC |      |           | Avg. Rate<br>Above 180% RVC |      |          | Difference |      |                 |
|                                  | Rate                        | RVC  | Carloads  | Rate                        | RVC  | Carloads | Rate       | RVC  | Premium         |
| Canada/Mexico                    | \$2,048                     | 165% | 54,116    | \$3,008                     | 261% | 28,000   | \$960      | 96%  | \$26,873,104    |
| Northeast                        | \$2,495                     | 126% | 417,359   | \$4,416                     | 251% | 203,917  | \$1,921    | 125% | \$391,715,716   |
| Southeast                        | \$2,453                     | 134% | 162,350   | \$4,505                     | 300% | 54,490   | \$2,051    | 167% | \$111,775,344   |
| Upper Midwest                    | \$3,413                     | 137% | 177,296   | \$5,662                     | 258% | 141,327  | \$2,249    | 121% | \$317,863,646   |
| Southwest                        | \$2,809                     | 138% | 163,730   | \$4,446                     | 267% | 135,080  | \$1,637    | 129% | \$221,103,247   |
| Mountain Pacific                 | \$4,360                     | 127% | 59,012    | \$7,078                     | 268% | 50,326   | \$2,718    | 141% | \$136,789,307   |
| Average                          | \$2,905                     | 133% |           | \$4,872                     | 262% |          | \$1,967    | 129% |                 |
| Total                            |                             |      | 1,033,863 |                             |      | 613,140  |            |      | \$1,206,120,365 |
| Total US Only                    |                             |      | 979,747   |                             |      | 585,140  |            |      | \$1,179,247,261 |

| Cost of Non-Competitive Rates Details for Transportation Equipment-STCC 37 |                               |                                 |                               |                                 |                 |
|--|-------------------------------|---------------------------------|-------------------------------|---------------------------------|-----------------|
| Commodity STCC   | Carloads<br>Below<br>180% RVC | Percent of<br>Total<br>Carloads | Carloads<br>Above<br>180% RVC | Percent<br>of Total<br>Carloads | Premium         |
| 37111-Motor Passenger or Air Cars, Assembled                               | 571,144                       | 65%                             | 308,240                       | 35%                             | \$616,419,831   |
| 37112-Motor Trucks or Truck Tractors, Assembled                            | 288,920                       | 67%                             | 142,640                       | 33%                             | \$284,673,506   |
| 37149-Motor Vehicle or Parts, NEC, Including Mixed Loads                   | 26,280                        | 30%                             | 60,040                        | 70%                             | \$190,959,122   |
| 37143-Motor Vehicle Frames   | 80                            | 0%                              | 20,400                        | 100%                            | \$47,415,646    |
| 37422-Freight Train Cars   | 129,959                       | 64%                             | 72,580                        | 36%                             | \$34,299,088    |
| 37299-Aircraft Parts, NEC, or Auxiliary Equipment                          | 80                            | 4%                              | 2,108                         | 96%                             | \$16,665,864    |
| 37144-Motor Car Internal Combustion Engines or Parts                       | 1,680                         | 42%                             | 2,360                         | 58%                             | \$6,169,495     |
| 37119-Motor Vehicles, NEC, or Golf Carts                                   | 2,920                         | 76%                             | 920                           | 24%                             | \$2,657,917     |
| 37426-Railroad Car Wheels Parts or Accessories for Railroad or Street Cars | 2,040                         | 48%                             | 2,236                         | 52%                             | \$1,457,791     |
| 37411-Locomotives or Tenders   | 0                             | 0%                              | 80                            | 100%                            | \$1,433,116     |
| 37428-Parts or Accessories for Railroad or Street Cars Exc. Wheels         | 200                           | 30%                             | 456                           | 70%                             | \$1,303,276     |
| 37142-Motor Vehicle  | 0                             | 0%                              | 120                           | 100%                            | \$661,632       |
| 37421-Passenger Train Cars   | 0                             | 0%                              | 436                           | 100%                            | \$646,891       |
| 37114-Motor Combat Vehicles  | 0                             | 0%                              | 124                           | 100%                            | \$516,322       |
| 37423-Street Cars or Self-Propelled Railroad Cars                          | 0                             | 0%                              | 80                            | 100%                            | \$380,301       |
| 37147-Motor Vehicle Body Parts   | 10,480                        | 99%                             | 120                           | 1%                              | \$163,734       |
| 37999-Transportation Parts or Accessories                                  | 0                             | 0%                              | 40                            | 100%                            | \$120,921       |
| 37691-Guided Missile or Space Vehicle Parts or Auxiliary Equipment         | 40                            | 33%                             | 80                            | 67%                             | \$117,352       |
| 37413-Parts For Locomotives, All Types                                     | 40                            | 50%                             | 40                            | 50%                             | \$49,121        |
| 37151-Truck Trailers   | 0                             | 0%                              | 40                            | 100%                            | \$9,441         |
| Total  | 1,033,863                     | 63%                             | 613,140                       | 37%                             | \$1,206,120,365 |