

Improved Transit Times & Equipment Investment for Food Product Customers

Creating Value with Capacity and Service

Union Pacific is committed to adding capacity, while continuing to deliver truck-like service for our food product customers. We continue to invest in equipment and analyze car cycle times to reduce transit times.

- In the first half of 2012, Union Pacific has reduced transit times in nine of the top 20 state-to-state lanes we serve.
- Beginning in 2012, UPDS, a subsidiary of Union Pacific, began monitoring every Union Pacific-controlled food product carload for cycle time reduction on both loads and empties at no additional cost. The UPDS carload monitoring program has shown tremendous results thus far, resulting in decreased bad order time, reduced cleaning track time and expedited service issue resolution.

State-to-State Average Loaded Transit Days (Includes UP and Eastern Carrier)

Origin State	Destination State	1st Qtr 2012 Transit Days	2nd Qtr 2012 Transit Days	Change in Transit Days
AR	CA	12	12	0
AR	TX	14	9.4	(4.6)
CA	KY	15	14	(1)
CA	MA	14	15	1
CA	NJ	14	14	0
CA	NY	13	13	0
CA	OH	17	14.5	(2.5)
CA	OR	10	9.4	(0.6)
CA	PA	14	13	(1)
CA	TX	17	15.4	(1.6)
CA	WI	12	12	0
IA	CA	12	10	(2)
ID	CA	9	8	(1)
ID	CO	8	8	0
ID	FL	15	14	(1)
ID	GA	13	13	0
ID	IL	9	9	0
ID	NY	10	10	0
ID	TX	11	11	0
OR	GA	14	14	0



Food Products Equipment Overview

- Union Pacific has the largest mechanical refrigerated fleet in the industry, totaling more than 4,900, with 225 new 72' boxcars coming on line in mid-2013. In 2012, Union Pacific plans to spend more than \$3 million for maintenance and upgrade programs to improve our current fleet of mechanical reefers.
- Union Pacific has invested \$97 million in 1,135 food grade covered hoppers since 2007.
- Union Pacific has added 809 TBOXs (60', 100 tons) to our fleet in 2011 and 2012.

Food Grade Covered Hoppers

Fleet Size - 3,179

- Rice Covered Hoppers - 1,622
- Malt Covered Hoppers - 960
- Sugar Covered Hoppers - 597

60' Boxcars

Fleet Size - 5,474

- TBOXs - 3,486
- Standard 90 & 70 ton - 865
- Insulated - 252
- Insulated w/ load divider - 430
- Standard w/ load divider - 441

50' Boxcars

Fleet Size - 10,959

- Standard 75 ton - 6,815
- Standard 70 ton - 1,198
- HC 100 ton - 830
- HC 90 ton - 901
- Insulated - 1,215

Refrigerated Boxcars

Fleet Size - 4,920

- 64' - 1,489
- 50' 9,000 Series (average lading capacity of 84 tons) - 847
- 50' 7,000 Series (average lading capacity of 68 tons) - 2,584

For more information, contact your Union Pacific sales representative or visit www.up.com.

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