

# A relationship that began when the West was settled.



It was more than 150 years ago that Abraham Lincoln signed the Pacific Railway Act of July 1, 1862, creating the original Union Pacific. With the historic stroke of a pen, the stage was set for Union Pacific to open the American West to settlers and, in the process, unite a continent.

It took an army of 20,000 men, working 12 to 16 hours a day, seven days a week, for six years. They crossed hundreds of miles of desert, pushed into mountains, and forded streams and rivers to connect America by rail.

It was a remarkable feat, as the system was built primarily by hand. With the driving of the Golden Spike on May 10, 1869, the route was complete, and a vast, largely unpopulated region was poised for growth.

The transcontinental route heralded the Industrial Revolution and modernized transportation.

Many of the 7,000 communities throughout the railroad's system can trace their origins directly to a Union Pacific depot. Today, our fleet of more than 8,000 locomotives travels to 23 states over 32,000 miles of track. Union Pacific is a Fortune 150 company with 46,500 employees working, day and night, for the good of those communities, our customers, our shareholders and one another.

# A relationship that began when the West was settled. (cont.)

## Business Lines

Union Pacific's diversified business mix includes Agricultural Products, Automotive, Chemicals, Coal, Industrial Products, Intermodal and service to Mexico markets. We combine excellent customer service with innovation, technology and capital investment to deliver the goods American businesses and consumers use daily. Union Pacific operates competitive routes from all major West Coast and Gulf Coast ports to eastern gateways, connects with Canada's rail systems and is the only railroad serving all six major gateways to Mexico.

### AGRICULTURAL PRODUCTS

Union Pacific's Agricultural Products business helps farmers deliver their products in a safe and efficient manner. We haul everything from fresh and frozen foods to beverages like beer, sweeteners, meals, oils and the whole grains and grain products that feed the nation. We also have a team of experts dedicated to serving the ethanol industry.

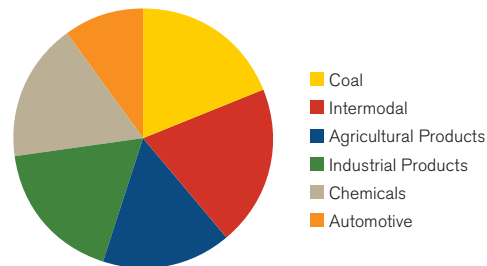
### AUTOMOTIVE

We serve customers in the finished vehicle and aftermarket vehicle sectors. Union Pacific directly serves vehicle assembly plants in the western U.S., carries imported vehicles from West Coast and Gulf Coast ports, and operates vehicle distribution centers for all major automotive manufacturers. We also provide expedited automobile parts.

### CHEMICALS

Chemicals are integral to supporting America's standard of living. They are used to make our drinking water safe, produce plastics used in the industrial manufacturing and disposable consumer goods markets and in fertilizers used to grow food. Union Pacific's Chemicals group ships petrochemicals, fertilizer, soda ash and crude oil, an expanding market that Union Pacific is uniquely positioned to support. It serves the nation's largest chemical production area, located in the Gulf Coast, and the world's largest soda ash reserve, located in Green River, Wyo.

ANNUAL 2013 FREIGHT REVENUE PERCENTAGE



### COAL

Coal generates 37 percent of the U.S. electricity supply and Union Pacific delivers approximately 23 percent of the total coal American businesses and consumers use. Our Coal team is committed to providing coal transportation to the utility, industrial and export markets. Union Pacific's geographic reach and connections allow us to deliver coal to electric plants across the nation, West Coast and Gulf Coast ports and facilities located on the Mississippi River, the Ohio River and the Great Lakes.

### INDUSTRIAL PRODUCTS

The Union Pacific Industrial Products team ships a variety of raw materials and finished goods. Key products shipped include aggregates, cement, roofing materials, military equipment, wind turbine components, generators, household appliances, lumber and panel products, pipe, sheet steel, beams, scrap metal, sand, lime, clay and waste.

### INTERMODAL

Union Pacific's Intermodal team offers a wide range of multimodal transportation solutions for domestic and international freight including electronics, furniture, clothing, toys, appliances and many other products. Our extensive door-to-door and ramp-to-ramp services provide customers truck-competitive transit times and access to markets throughout North America.

### MEXICO MARKETS

Union Pacific is the leading transportation services provider to and from the United States/Mexico border handling two-thirds of the rail market share in and out of the country. Union Pacific is the only railroad to serve all six major gateways. We have extensive sales coverage in Mexico City, Monterrey, Guadalajara and Irapuato, at border locations such as Laredo and El Paso, and throughout the United States.