

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.

BUILDING THE RAILROAD

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 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.



BUILDING AMERICA®

TRAINS

Locomotives	8,300
Freight cars	67,800
Customers	10,000

Union Pacific Railroad provides Americans with a fuel-efficient, environmentally responsible and safe mode of freight transportation.

ENVIRONMENTAL BENEFITS

Union Pacific trains can move one ton of freight 471 miles on a single gallon of diesel fuel. That's like a mid-size car, weighing 2.5 tons, getting 200 miles a gallon. One Union Pacific train can take up to 300 trucks off of America's congested highways. In fact, freight trains generate a carbon footprint an average of 75 percent less than trucks.

DISTRIBUTED POWER

Distributed power places locomotives in the middle and/or end of trains rather than having all the locomotives at the front end. This makes trains safer because it reduces the physical forces on the train and makes it less prone to derailments.

FREIGHT AND PASSENGER RAIL

Union Pacific Participates in Passenger Rail

Each weekday, more than 250 commuter trains, carrying 120,000 passengers travel on Union Pacific rail lines. By comparison, Amtrak operates more than 300 trains with 85,000 daily passengers.

Union Pacific is willing to discuss passenger rail proposals using the following key guidelines:

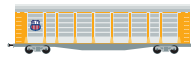
- Safety must be the priority.
- Union Pacific must be able to meet existing customer demands as well as expand freight capacity to accommodate customer growth.
- Passenger growth capacity must be funded by passenger agencies.

WHEELS

Approximately three-fourths of Union Pacific locomotives ride the rails on 12 wheels and the other fourth have 8 wheels. Union Pacific annually replaces more than 6,500 locomotive wheel sets.

Nearly 100 percent of North American rail cars have 8 wheels. To help prevent derailments, Union Pacific annually changes more than 85,000 rail car wheels due to defects such as thermal cracks.

MOST COMMON CAR TYPES



Automobile Racks: Special racks are mounted on flat cars to create an automobile rack. The majority of auto rack cars are now fully enclosed to reduce damage.



Boxcars: Boxcars are generally used for boxed, crated, or palletized loads, which must be protected from the weather.



Covered Hoppers: The covered hopper has a permanent roof. Access to the interior is provided through a variety of openings.



Flat Cars: Generally these cars are used for loads that have special securement needs and either do not require protection from the weather or are protected with covering or wrapping provided by customers.



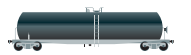
Gondola Cars: Gondolas are used to ship heavy and bulk commodities like coiled steel. Gondolas can be covered or open, with fixed sides and ends or drop ends, and solid or drop bottoms.



Open-Top Hoppers: Open-top hoppers are used to handle heavy dry bulk commodities which are impervious to weather conditions.



Articulated (Intermodal) Well Cars: Containers are designed to be picked up and placed on these cars as well as truck chassis.



Tank Cars: Used to ship compressed or liquid commodities, the majority of tank cars are owned by non-railroad companies.

The Caboose: As trains became longer, it became more difficult for the conductor to see the entire train from the caboose. Today, the ends of freight trains are monitored by remote radio devices called "End of Train" devices, or EOTs, which Union Pacific began using in 1984.

TRACK

SQUARE MILES

Union Pacific owns slightly more than 1,500 square miles of land.

Types of main line ties 94% wooden, 6% concrete, small amount of composite ties

Standard ties per mile 3,300 wooden ties, 2,640 concrete ties

Miles of bridges 400

Number of bridges 19,500

Types of bridges 45% steel, 32% concrete, 23% timber

Miles of tunnels 60 miles

Number of tunnels 300 locations

Route miles 31,800

Total operated miles 50,900 (including add'l main line, sidings, yards, etc)

Rail gauge (distance between rail) 56.5 inches

Grade Crossings Union Pacific has more crossings than any other U.S. railroad. 31,000 crossings (11,000 w/gates)

TIES

UNION PACIFIC FOUNDATION

Union Pacific donated nearly \$14.3 million and supported nearly 2,300 nonprofits in 2013 through a combination of the Union Pacific Foundation, matching gifts and corporate contributions. The Union Pacific Foundation is the primary philanthropic arm of Union Pacific Corporation and has distributed funds since 1959 to qualified organizations in communities served by Union Pacific. The foundation is not endowed, but is funded each year from the operating profits of Union Pacific Corporation.

EMPLOYEES

Union Pacific has a diverse and dedicated work force, including more than 280 employees with more than 40 years of service. Of our 45,000 employees, 86 percent are represented by one of 14 unions.

SAFETY

Nothing is more important to railroads than safety. Today, America's railroads are safer than ever.

- Railroads have lower employee injury rates than most other major industries, including trucks, barges, airlines, agriculture, mining, manufacturing and construction – even lower than food stores!
- Union Pacific has reduced grade crossing accident rates by 15 percent since 2003.
- Union Pacific has reduced reportable derailment rates by 23 percent since 2003.

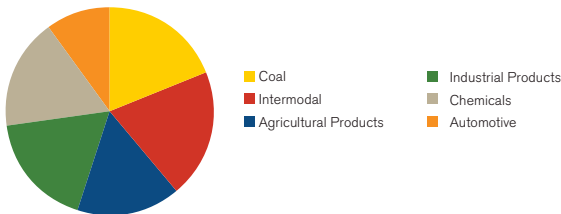


BUILDING AMERICA®

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.

ANNUAL 2013 FREIGHT REVENUE PERCENTAGE



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.

COAL

Coal generates 40 percent of the U.S. electricity supply and Union Pacific delivers approximately 21 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 90 percent 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.

2013 WESTERN REGION STATES FACTS

States	Arizona, California, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington
Miles of Track	9,544
Rail Cars Originated	2,410,507
Employees	11,287
Payroll	\$984 million
Community Giving	\$2.9 million