

Food Products by Tons Shipped

PRODUCE

3. Sugar
5. Tomato Paste
6. Potatoes
14. Fresh Vegetables
15. Canned Corn
16. Dried Beans
17. Oranges
19. Apples
21. Green Onions
23. Tomato Sauce
28. Peanuts
32. Dried Potatoes
43. Fresh and Frozen Berries
46. Cantaloupes
47. Olives
48. Celery
49. Peas

BEVERAGES

1. Beer
9. Wine
24. Cocoa and Malt
27. Alcohol
30. Powdered Milk
34. Milk and Buttermilk
39. Fresh and Frozen Citrus Juice

MEAT & DAIRY

11. Cheese
12. Fresh and Frozen Meats
18. Fresh and Frozen Chicken
20. Poultry
29. Variety Meats
31. Butter
50. Fresh and Frozen Fish

GRAINS

2. Flour
4. Malt
7. Barley
8. Brewers Rice
13. Rice
22. Semolina and Flour Mixture
25. Whole Wheat
26. Corn Meal
33. Rice Bran
35. Grain Pellets
38. Grits
40. Rice Flour
41. Wheat Pellets
42. Bakers and Brewers Grits
44. Lentils
45. Corn Flour

OTHER

10. Canned Goods
36. Animal Feed
37. Empty Bottles

Transportation Flow

Value Proposition



1. Plan

- Variety of service offerings
- Dedicated sales representative
- Dynamic market-based pricing
- Online/mobile tools for ease of business
- Transload network to extend market reach

2. Load/Unload

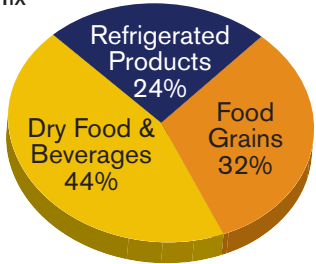
- Shipment Quality team for safe loading diagrams
- Intuitive car ordering system
- Dedicated assets to meet your needs
- Door-to-door solutions to effectively manage your supply chain

3. Transport

- UPDS Ag Logistics car monitoring
- Robust network (six Mexico gateways, reach to the fastest growing metropolitan regions)
- Strategic relationships with interline railroads
- Expedited service offerings
- 24/7/365 customer service support and a dedicated sales representative

Food Products Business

Mix



Food Products Equipment

Inventory

+15,000



5,200



3,900



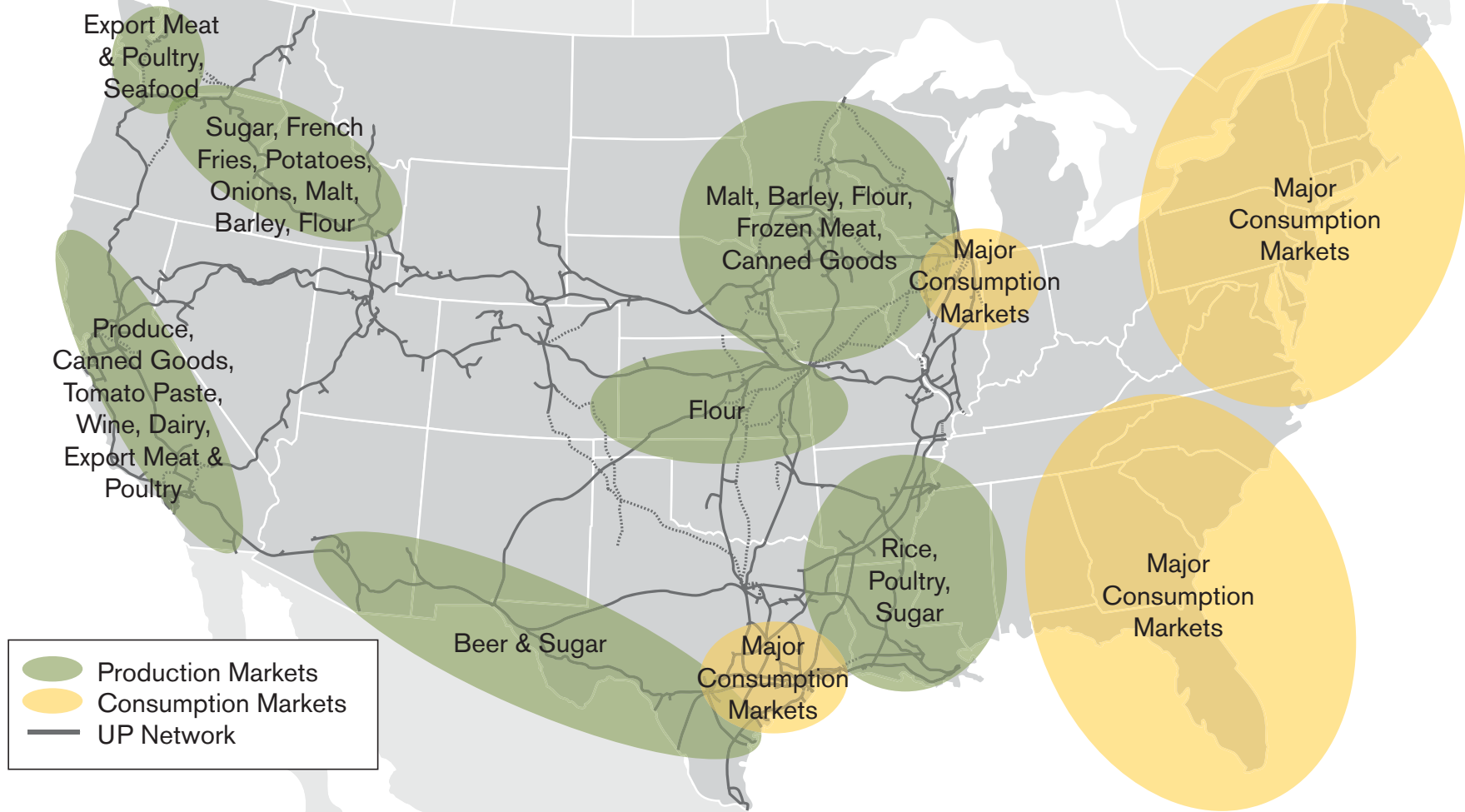
Efficiencies of Rail

1 ton + 1 gallon = **480** miles

1 rail car = 3.5 trucks

1 train = **300** trucks

Linking Production and Consumption



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