

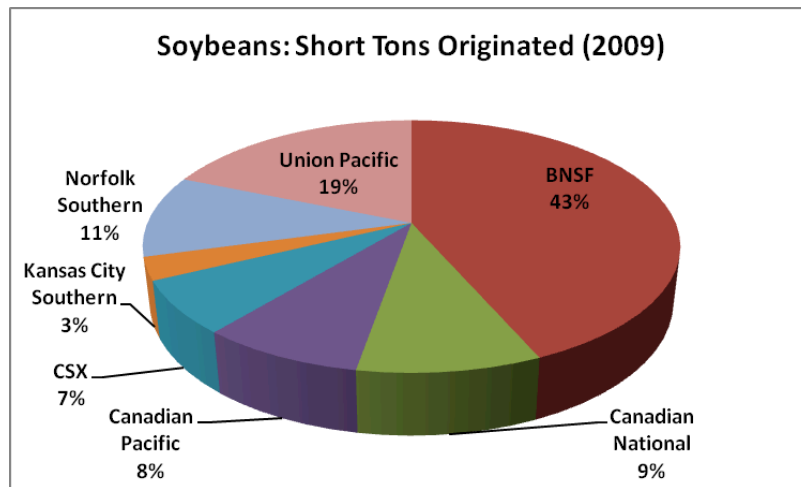
# Soy Transportation Coalition

## Railroad Movement of Soybeans and Soy Products



### Which Railroads Move the Most?

#### Soybeans (Short Tons Originated)

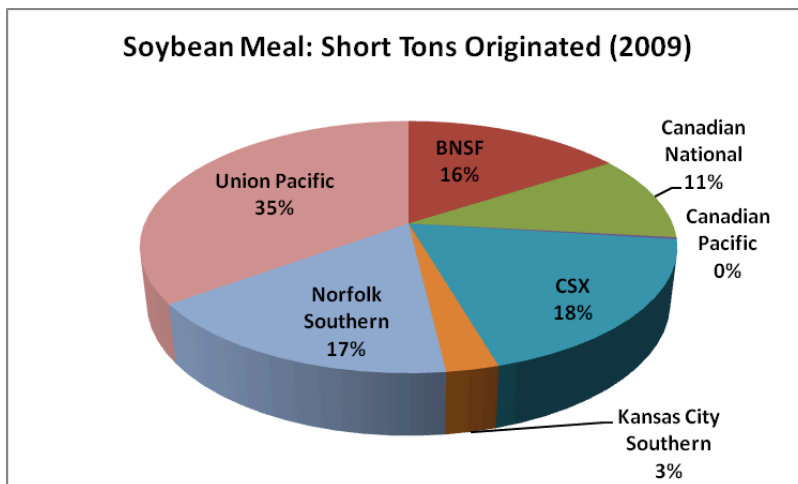


<b>BNSF Railway</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
Short Tons Originated	6,506,888	8,056,998	8,827,180	10,658,767
% Change Per Year	-----	23.82%	9.56%	20.75%
% Total Class I Tons Originated	36.38%	41.69%	40.03%	43.43%
<b>Canadian National Railway</b>				
Short Tons Originated	2,201,139	2,202,161	2,565,837	2,288,489
% Change Per Year	-----	0.05%	16.51%	-10.81%
% Total Class I Tons Originated	12.31%	11.39%	11.64%	9.32%
<b>Canadian Pacific Railway</b>				
Short Tons Originated	1,777,880	2,003,651	1,942,477	2,037,043
% Change Per Year	-----	12.70%	-3.05%	4.87%
% Total Class I Tons Originated	9.94%	10.37%	8.81%	8.30%
<b>CSX Transportation</b>				
Short Tons Originated	1,961,515	1,704,479	1,699,889	1,660,458
% Change Per Year	-----	-13.10%	-0.27%	-2.32%
% Total Class I Tons Originated	10.97%	8.82%	7.71%	6.76%

## Soybeans (Short Tons Originated) - continued

	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>
<b>Kansas City Southern Railway</b>				
Short Tons Originated	501,809	646,843	594,389	716,521
% Change Per Year	-----	28.90%	-8.11%	20.55%
% Total Class I Tons Originated	2.81%	3.35%	2.70%	2.92%
<b>Norfolk Southern Railway</b>				
Short Tons Originated	2,559,515	2,652,283	2,868,698	2,583,021
% Change Per Year	-----	3.62%	8.16%	-9.96%
% Total Class I Tons Originated	14.31%	13.72%	13.01%	10.52%
<b>Union Pacific Railroad</b>				
Short Tons Originated	2,376,546	2,060,444	3,550,998	4,600,835
% Change Per Year	-----	-13.30%	72.34%	29.56%
% Total Class I Tons Originated	13.29%	10.66%	16.10%	18.74%
<b>Total Class I Short Tons Originated</b>				
Short Tons Originated	17,885,292	19,326,859	22,049,468	24,545,134
% Change Per Year	-----	8.06%	14.09%	11.32%
% Total Class I Tons Originated	100.00%	100.00%	100.00%	100.00%

## Soybean Meal (Short Tons Originated)

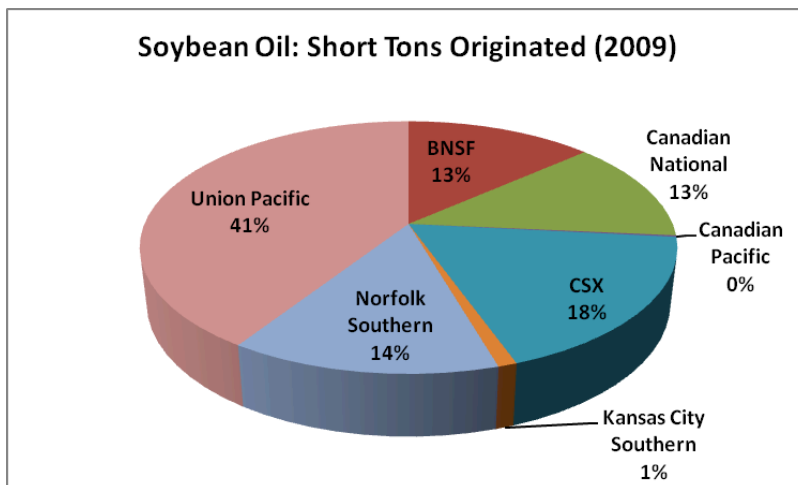


<b>BNSF Railway</b>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>
Short Tons Originated	2,728,516	2,878,374	2,662,350	2,780,705
% Change Per Year	-----	5.49%	-7.51%	4.45%
% Total Class I Tons Originated	14.55%	14.86%	14.35%	15.82%
<b>Canadian National Railway</b>				
Short Tons Originated	2,444,478	2,623,971	2,342,411	1,924,249
% Change Per Year	-----	7.34%	-10.73%	-17.85%
% Total Class I Tons Originated	13.03%	13.54%	12.63%	10.95%

## Soybean Meal (Short Tons Originated) - continued

<b>Canadian Pacific Railway</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
Short Tons Originated	61,486	29,101	46,455	42,591
% Change Per Year	-----	-52.67%	59.63%	-8.32%
% Total Class I Tons Originated	0.33%	0.15%	0.25%	0.24%
<b>CSX Transportation</b>				
Short Tons Originated	3,532,313	3,733,905	3,606,183	3,245,441
% Change Per Year	-----	5.71%	-3.42%	-10.00%
% Total Class I Tons Originated	18.83%	19.27%	19.44%	18.47%
<b>Kansas City Southern Railway</b>				
Short Tons Originated	320,102	333,063	322,219	467,071
% Change Per Year	-----	4.05%	-3.26%	44.95%
% Total Class I Tons Originated	1.71%	1.72%	1.74%	2.66%
<b>Norfolk Southern Railway</b>				
Short Tons Originated	2,488,118	2,515,165	2,811,828	2,949,529
% Change Per Year	-----	1.09%	11.79%	4.90%
% Total Class I Tons Originated	13.27%	12.98%	15.16%	16.78%
<b>Union Pacific Railroad</b>				
Short Tons Originated	7,180,138	7,262,266	6,757,651	6,163,313
% Change Per Year	-----	1.14%	-6.95%	-8.80%
% Total Class I Tons Originated	38.28%	37.48%	36.43%	35.07%
<b>Total Class I Short Tons Originated</b>				
Short Tons Originated	18,755,151	19,375,845	18,549,097	17,572,899
% Change Per Year	-----	3.31%	-4.27%	-5.26%
% Total Class I Tons Originated	100.00%	100.00%	100.00%	100.00%

## Soybean Oil (Short Tons Originated)



<b>BNSF Railway</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>
Short Tons Originated	848,208	903,860	917,340	878,261
% Change Per Year	-----	6.56%	1.49%	-4.26%
% Total Class I Tons Originated	12.05%	12.93%	13.10%	13.49%

<b>Canadian National Railway</b>				
Short Tons Originated	490,592	677,394	665,488	845,250
% Change Per Year	-----	38.08%	-1.76%	27.01%
% Total Class I Tons Originated	6.97%	9.69%	9.50%	12.98%
<b>Canadian Pacific Railway</b>				
Short Tons Originated	20,106	8,888	106	12,634
% Change Per Year	-----	-55.79%	-98.81%	11,818.87%
% Total Class I Tons Originated	0.29%	0.13%	0.00%	0.19%
<b>CSX Transportation</b>				
Short Tons Originated	1,332,815	1,366,754	1,315,598	1,163,413
% Change Per Year	-----	2.55%	-3.74%	-11.57%
% Total Class I Tons Originated	18.93%	19.55%	18.78%	17.87%
<b>Kansas City Southern Railway</b>				
Short Tons Originated	6,515	6,956	8,020	62,552
% Change Per Year	-----	6.77%	15.30%	679.95%
% Total Class I Tons Originated	0.09%	0.10%	0.11%	0.96%
<b>Norfolk Southern Railway</b>				
Short Tons Originated	974,242	921,778	955,775	889,593
% Change Per Year	-----	-5.39%	3.69%	-6.92%
% Total Class I Tons Originated	13.84%	13.18%	13.64%	13.66%
<b>Union Pacific Railroad</b>				
Short Tons Originated	3,369,120	3,106,806	3,142,593	2,659,823
% Change Per Year	-----	-7.79%	1.15%	-15.36%
% Total Class I Tons Originated	47.85%	44.43%	44.86%	40.85%
<b>Total Class I Short Tons Originated</b>				
Short Tons Originated	7,041,598	6,992,436	7,004,920	6,511,526
% Change Per Year	-----	-0.70%	0.18%	-7.04%
% Total Class I Tons Originated	100.00%	100.00%	100.00%	100.00%

Class I Railroad – a railroad with an operating revenue exceeding \$346.8 million. Currently, seven railroads are considered as Class I: Burlington Northern Santa Fe, CSX Transportation, Kansas City Southern Railway, Norfolk Southern Railway, and Union Pacific Railroad. Canadian National Railway and Canadian Pacific Railway are also considered Class I due to their significant trackage lines in the United States.