

Fuchs, Patrick

From: Kenny Rocker <KROCKER@up.com>
Sent: Friday, December 19, 2025 12:41 PM
To: Fuchs, Patrick; Schultz, Michelle; Hedlund, Karen
Cc: Holly Styskal
Subject: Union Pacific December Update

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Chairman Fuchs, Vice Chair Schultz and Member Hedlund

As you all know, Union Pacific filed our application this morning. In keeping with my commitment to stay closely engaged with our customers, I wanted to share the letter we sent in conjunction with the filing.

Today's historic application brings us one step closer to delivering seamless, single-line service to our customers. In addition to faster, more reliable transit, enhanced support and a simplified user experience, the combination will unlock new intermodal and carload opportunities across the country. With the application filed, our primary focus remains on delivering reliable service and helping customers grow their business through a competitive, resilient supply chain.

Here is a copy of my full [letter](#) that we sent to customers.

I wish you and your loved ones a safe and happy holiday. If you have any questions, please let me know.

Kenny Rocker

Union Pacific | Executive Vice President | Marketing & Sales

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Customer News December 19, 2025

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Union Pacific Files STB Application to Create America's First Transcontinental Railroad

Announcement Number: CN2025-22

To Our Customers,

Over the past several months, our conversations with you have centered around 'what's possible' with the Union Pacific-Norfolk Southern combination. You've told us that rail must be as simple, fast and predictable as trucking. Our proposed merger is designed to deliver exactly that – and today's historic filing of our application with the Surface Transportation Board (STB) brings us one step closer.

What this means for you:

- **Seamless, Single-Line Service:** Our combined network will eliminate unnecessary handoffs, reduce complexity and provide more predictable transit times.
- **Faster, More Reliable Transit:** By removing interchange points, we'll cut at least 24-48 hours of delay per shipment, helping you turn assets faster and reduce costs.
- **One Accountable Partner:** You'll benefit from a single commercial contact, one contract, one invoice and a unified digital experience for scheduling, tracking and shipment visibility.

- **Enhanced Support:** We're committed to direct communication channels, dedicated problem-solving teams and transparent performance metrics.
- **Investment in Your Growth:** Our unified approach to capital investment means we're creating the infrastructure – tracks, yards and ramps – that will support your business and create new possibilities for the future.

Our merger will unlock new intermodal and carload growth, especially in key markets across the country. We're committed to keeping gateways open, preserving and expanding competitive options and ensuring you have the flexibility and service you need to win.

Learn More:

- **Analyst Call:** Join Union Pacific and Norfolk Southern management teams at 8:45 a.m. ET **today**, Dec. 19
- **Microsite:** AmericasGreatConnection.com
- **Executive Summary:** [Link](#)
- **White Paper:** The Great Connection: Creating America's First Transcontinental Railroad: [Link](#)
- **STB Application:** [Link](#)

We are diligently working through integration planning with a customer-first mindset to ensure a seamless transition. If you have questions or want to discuss aspects from our application, the team is here to help – please reach out anytime. We appreciate your support and remain committed to delivering a rail experience that is simpler, faster and more reliable.

On behalf of the entire Union Pacific team, I wish you and your loved ones a joyful holiday season and a successful year ahead. We look forward to serving you in 2026 and beyond. [Happy Holidays!](#)

Sincerely,

A handwritten signature in black ink, reading "Kruz Rocker". The signature is written in a cursive, flowing style.

Kenny Rocker
Executive Vice President, Marketing & Sales

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Our Union Pacific team is here to assist you – from shipping by rail to career opportunities.

Contact Union Pacific

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