

**BEFORE THE
SURFACE TRANSPORTATION BOARD**

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Public Record**

Ex Parte No. 705

COMPETITION IN THE RAILROAD INDUSTRY

**Reply Comments of
The Fertilizer Institute**

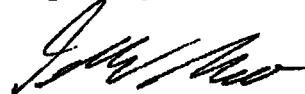
The Fertilizer Institute ("TFI") hereby submits these Reply Comments in response to the Board's Notice in this proceeding served on January 11, 2011 ("Notice"), as modified by decision served on February 4, 2011. TFI previously submitted opening comments in this proceeding on April 12, 2011. TFI also is one of several organizations that have commented jointly in this proceeding as the "Interested Parties." TFI incorporates the Joint Reply Comments of the Interested Parties by reference rather than repeat those comments herein.

These reply comments supplement TFI's opening comments with additional evidence generated by a study that TFI commissioned of rail rates for fertilizer shipments. TFI commissioned Escalation Consultants, Inc. ("ECI") to analyze the change in rail rates for fertilizer shipments in relation to both inflation and the cost of long-haul trucking. ECI produced that analysis in the report that is attached as Exhibit 1.

The data shows that rail rates for the Big Four domestic railroads increased at a pace 3 to 4 times the rate of both the Consumer Price Index and trucking rates, from 1Q04 through 4Q10, and 2.5 to 3 times the Producer Price Index over that same time period. The trends in this data reinforce and confirm the anecdotal examples of TFI members that were presented in TFI's opening comments. Moreover, they are the manifestation of railroad market power in an

industry that has undergone substantial consolidation resulting in an overall reduction of competition. The Board needs to restore a competitive balance to the rail industry by exercising its statutory authority to adopt competition enhancing measures such as reciprocal switching and bottleneck pricing.

Respectfully submitted,



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May 27, 2011

Exhibit 1

Analysis of Railroad Rates for Fertilizer Shipments

April 20, 2011

**Performed for
The Fertilizer Institute**

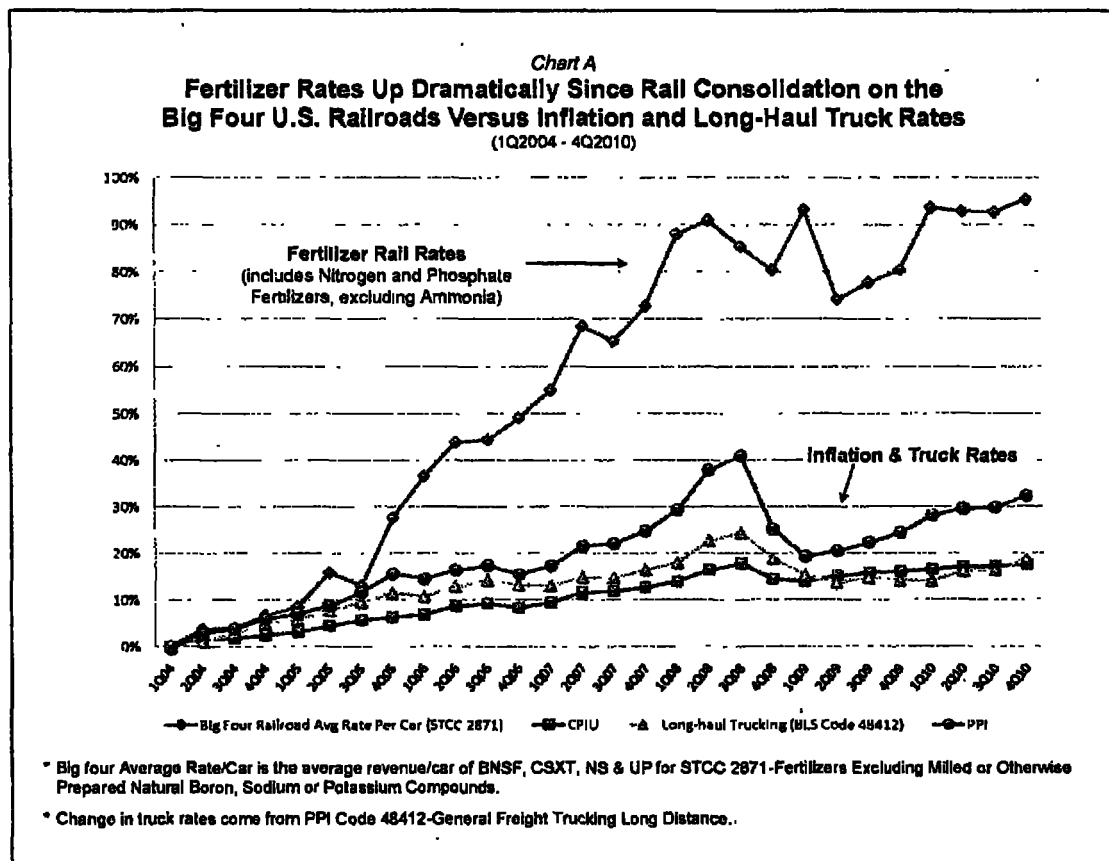
**By
Escalation Consultants, Inc.**

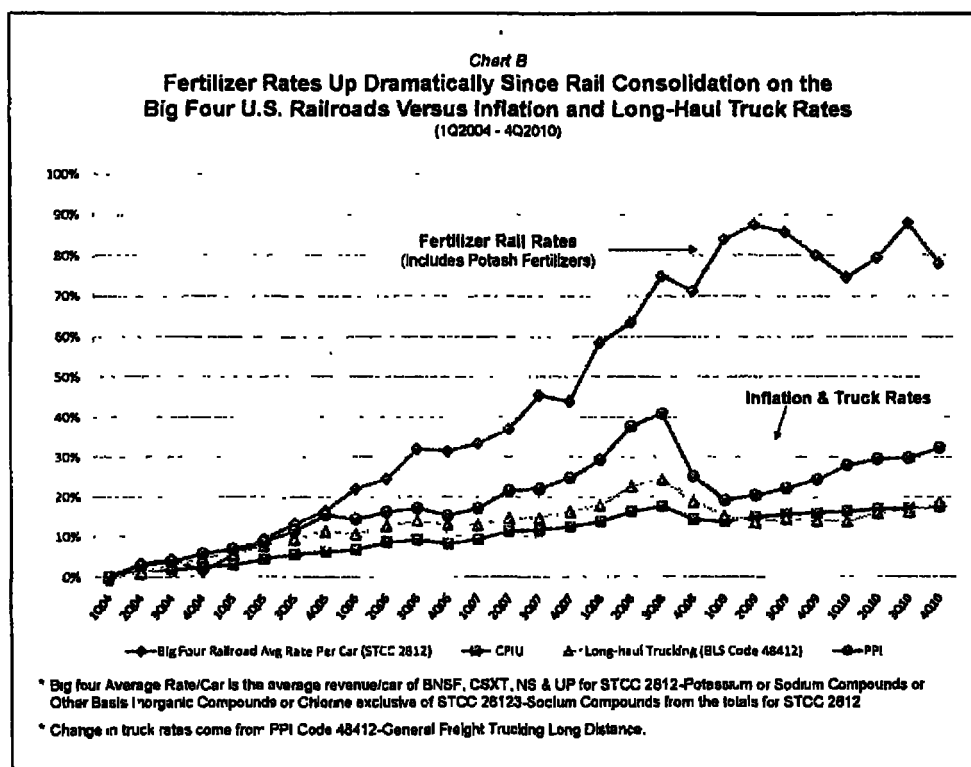


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Results of Fertilizer Rail Rate Analysis

Escalation Consultants (EC) analyzed the change in rail rates for fertilizer in relation to inflation and the cost of long-haul trucking for The Fertilizer Institute (TFI). Charts A and B show that rail rates for movements of fertilizer and potassium compounds have increased substantially more than inflation and long-haul truck rates on the Norfolk Southern (NS), CSX Transportation (CSXT), Union Pacific (UP) and Burlington Northern & Santa Fe (BNSF) railroads. The change in the combined average rate for these four railroads is referred to as the change in the "Big Four" U.S. railroads.





As illustrated in the charts, average rail rates for fertilizer shipments have increased substantially more than overall inflation, industrial inflation and long-haul truck rates over the last six and three quarter years. The attachment submitted with this analysis contains the quarterly values included in the charts.

TFI and EC determined it would be best to analyze rail rates for Standard Transportation Commodity Code (STCC) 2871-Fertilizers, exc. Milled Mined or Otherwise Prepared Natural Boron, Sodium or Potassium Compounds and STCC 2812-Potassium or Sodium Compounds or Other Basic Inorganic Compounds or Chlorine. EC eliminated all data associated with STCC 28123-Sodium Compounds, exc. Sodium Alkalis from the totals for STCC 2812 in order to provide a grouping of commodities that are more heavily weighted to and consistent with potash and the desired fertilizers.

EC has calculated the change in rail rates for Fertilizers-STCC 2871, and Potassium or Sodium Compounds (Fertilizers)-STCC 2812 less STCC 28123 for the Big Four U.S. railroads and combined the railroads' rate data creating a weighted average rate and rate change for these commodities. Rail rate changes are compared to the CPIU, the PPI and BLS Code 48412-General Freight Trucking Long-Distance. The table below summarizes the change in these indexes from the first quarter 2004 to the fourth quarter 2010.

Table 1
**Percent Change in Rail Rates for Fertilizer
Commodities Versus Inflation & Long-Haul Truck Rates**
(1Q04 - 4Q10)

	<u>Percent Increase</u>
Big Four RR Avg. Rate/Car STCC 2812 less 28123	78%
Big Four RR Avg. Rate/Car STCC 2871	95%
CPIU-Consumer Price Index	18%
BLS Index 48412 General Freight Trucking Long-Distance	19%
PPI-Producer Price Index	32%

Table 1 shows that the average rail rate for Fertilizer commodities (STCC 2812 less 28123 and 2871) have increased substantially more than Long-Haul Truck rates and measures of overall and industrial inflation. Table 2 lists the percent change in long distance truck rates and measures of inflation versus the change in the average revenue per car for STCC 2812 less 28123 and 2871 for each of the major railroads:

Table 2
**Percent Change in Rail Rates for Fertilizer Commodities by Railroad
Versus Inflation and Long-Haul Truck Rates**
(1Q04 - 4Q10)

	<u>STCC 2871</u>	<u>STCC 2812</u>	<u>CPIU</u>	<u>BLS Trucking</u>	<u>PPI</u>
BNSF	71%	89%	18%	19%	32%
CSXT	84%	75%	18%	19%	32%
UP	90%	70%	18%	19%	32%
NS	93%	80%	18%	19%	32%
Avg. Chg. In Big Four RRs	85%	79%	18%	19%	32%
Weighted Avg. Chg. in Big Four RRs	95%	78%	18%	19%	32%

* The weighted average change for STCC 2812 excludes STCC 28123 to make it more closely related to potash and desired fertilizer shipments.

Note that a big decrease in carloads for STCC 2871 occurred on CSXT which had a much lower average revenue per car than the other railroads. This caused the overall weighted average change to be greater than each of the individual railroads. The weighted average increase in STCC 2871 is used in Chart A.

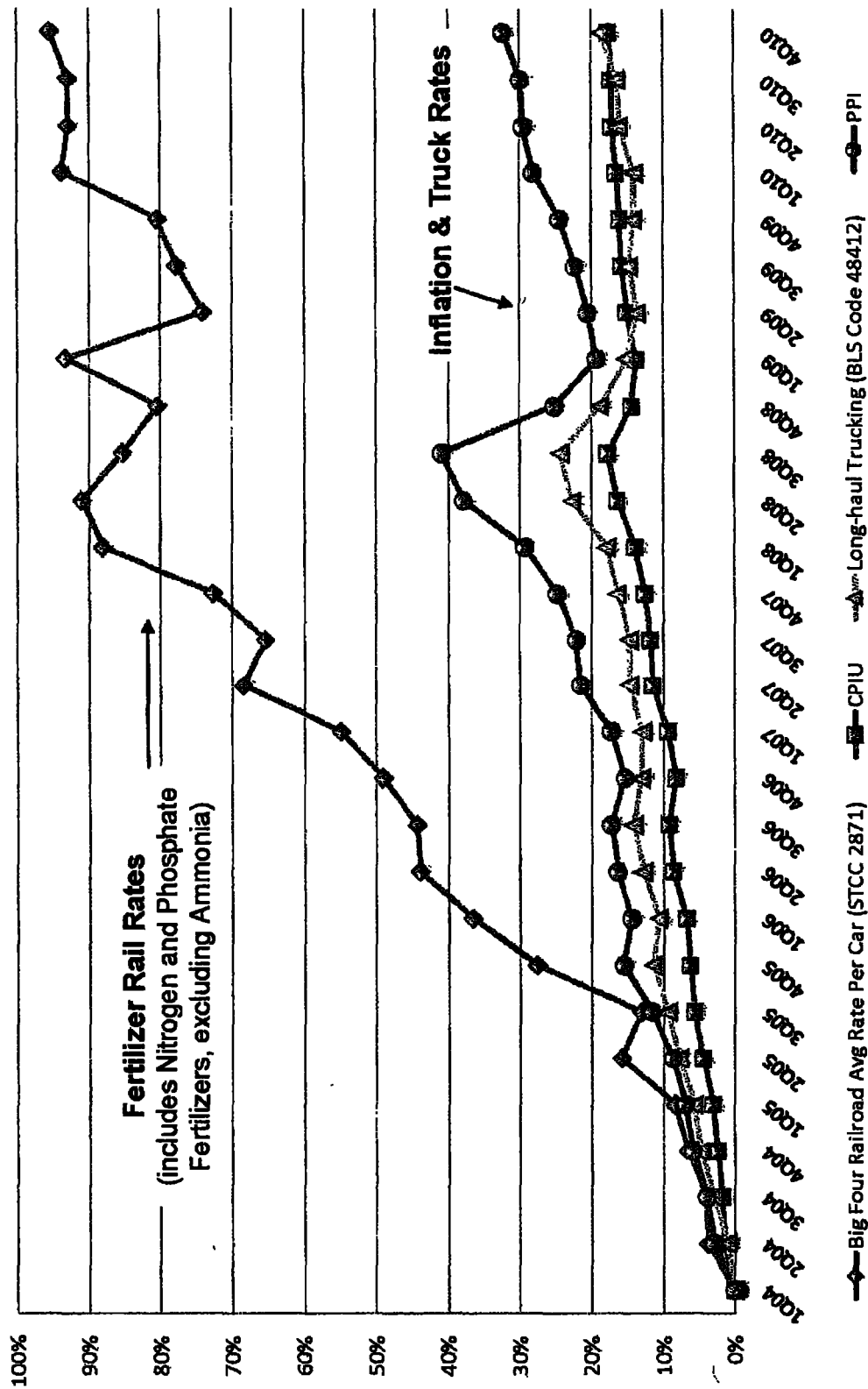
Railroad data used in these tables were taken from Class I railroad submittals to the Quarterly Commodity Statistics Reports also known as the Freight Commodity Statistics Report. Railroads submit these data to the Surface Transportation Board (STB) each quarter. Each submittal includes the total number of carloads handled by the railroad and the total revenue received,

including fuel surcharge revenue, for each STCC. EC has compiled these data and computed the average revenue received per car for each railroad.

Details supporting calculations in the study are attached, along with full page graphs for Charts A and B.

Attachments

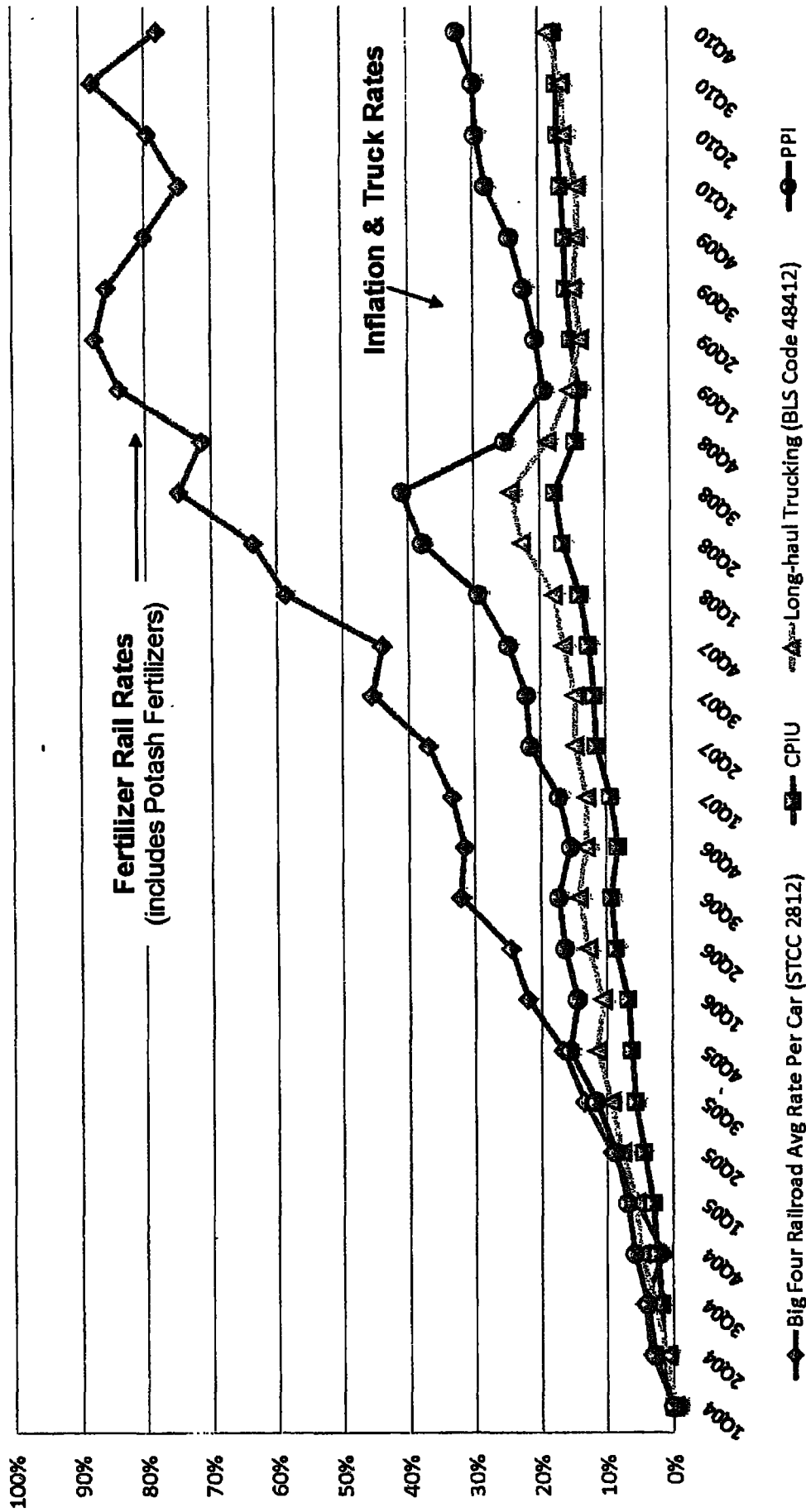
Chart A
Fertilizer Rates Up Dramatically Since Rail Consolidation on the
Big Four U.S. Railroads Versus Inflation and Long-Haul Truck Rates
 (1Q2004 - 4Q2010)



* Big four Average Rate/Car is the average revenue/car of BNSF, CSXT, NS & UP for STCC 2871-Fertilizers Excluding Milled or Otherwise Prepared Natural Boron, Sodium or Potassium Compounds.

* Change in truck rates come from PPI Code 48412-General Freight Trucking Long Distance.

Chart B
Fertilizer Rates Up Dramatically Since Rail Consolidation on the
Big Four U.S. Railroads Versus Inflation and Long-Haul Truck Rates
 (1Q2004 - 4Q2010)



* Big four Average Rate/Car is the average revenue/car of BNSF, CSXT, NS & UP for STCC 2812-Potassium or Sodium Compounds or Other Basis Inorganic Compounds or Chlorine exclusive of STCC 28123-Sodium Compounds from the totals for STCC 2812.

* Change in truck rates come from PPI Code 48412-General Freight Trucking Long Distance.

Average of the Big Four Railroads STCC 2871

	Total		Weighted	Percent Change
	<u>Carloads</u>	<u>Total Revenue</u>	<u>Average Revenue</u>	<u>Weighted Average</u>
			<u>Per Car</u>	<u>Revenue Per Car</u>
1Q04	63,803	\$92,235,586	\$1,446	0.0%
2Q04	62,982	\$94,460,890	\$1,500	3.7%
3Q04	58,426	\$87,836,173	\$1,503	4.0%
4Q04	58,642	\$90,370,309	\$1,541	6.6%
1Q05	61,959	\$97,114,130	\$1,567	8.4%
2Q05	63,361	\$106,083,450	\$1,674	15.8%
3Q05	61,615	\$100,710,960	\$1,635	13.1%
4Q05	56,589	\$104,410,191	\$1,845	27.6%
1Q06	55,004	\$108,622,714	\$1,975	36.6%
2Q06	56,145	\$116,820,471	\$2,081	43.9%
3Q06	51,207	\$106,904,542	\$2,088	44.4%
4Q06	49,999	\$107,772,423	\$2,155	49.1%
1Q07	56,393	\$126,343,939	\$2,240	55.0%
2Q07	54,565	\$132,881,911	\$2,435	68.5%
3Q07	52,180	\$124,713,778	\$2,390	65.3%
4Q07	54,061	\$134,950,805	\$2,496	72.7%
1Q08	57,226	\$155,545,579	\$2,718	88.0%
2Q08	57,168	\$157,858,902	\$2,761	91.0%
3Q08	53,614	\$143,644,505	\$2,679	85.3%
4Q08	39,170	\$102,136,915	\$2,608	80.4%
1Q09	38,485	\$107,511,718	\$2,794	93.2%
2Q09	43,738	\$110,082,040	\$2,517	74.1%
3Q09	46,531	\$119,557,988	\$2,569	77.7%
4Q09	43,591	\$113,681,649	\$2,608	80.4%
1Q10	49,347	\$138,176,411	\$2,800	93.7%
2Q10	48,465	\$135,137,805	\$2,788	92.9%
3Q10	48,573	\$135,384,876	\$2,787	92.8%
4Q10	51,848	\$146,474,752	\$2,825	95.4%

**Average of the Big Four Railroads
STCC 2812 Less STCC 28123**

	Total		Average	Percent Change
	<u>Carloads</u>	<u>Total Revenue</u>	<u>Revenue</u>	<u>Average Revenue</u>
			<u>Per Car</u>	<u>Per Car</u>
1Q04	63,813	\$107,148,841	\$1,679	0.0%
2Q04	69,326	\$120,220,029	\$1,734	3.3%
3Q04	59,207	\$103,793,475	\$1,753	4.4%
4Q04	67,095	\$114,329,866	\$1,704	1.5%
1Q05	68,488	\$121,289,523	\$1,771	5.5%
2Q05	69,250	\$127,067,447	\$1,835	9.3%
3Q05	59,238	\$112,804,071	\$1,904	13.4%
4Q05	59,262	\$116,051,538	\$1,958	16.6%
1Q06	59,600	\$122,154,799	\$2,050	22.1%
2Q06	62,907	\$131,525,231	\$2,091	24.5%
3Q06	56,789	\$125,968,097	\$2,218	32.1%
4Q06	59,795	\$132,099,111	\$2,209	31.6%
1Q07	67,142	\$150,447,424	\$2,241	33.4%
2Q07	69,679	\$160,279,653	\$2,300	37.0%
3Q07	62,798	\$153,386,871	\$2,443	45.5%
4Q07	65,895	\$159,315,906	\$2,418	44.0%
1Q08	69,456	\$184,955,172	\$2,663	58.6%
2Q08	68,414	\$187,816,252	\$2,745	63.5%
3Q08	61,320	\$180,135,473	\$2,938	75.0%
4Q08	50,883	\$146,385,516	\$2,877	71.3%
1Q09	44,221	\$136,636,307	\$3,090	84.0%
2Q09	45,261	\$142,645,836	\$3,152	87.7%
3Q09	48,079	\$150,102,446	\$3,122	85.9%
4Q09	51,047	\$154,390,264	\$3,024	80.1%
1Q10	65,671	\$192,568,641	\$2,932	74.6%
2Q10	61,677	\$185,912,747	\$3,014	79.5%
3Q10	57,866	\$182,754,718	\$3,158	88.1%
4Q10	63,167	\$188,870,991	\$2,990	78.1%

STCC 2812 Less 28123

Qtr	Burlington Northern & Santa Fe				CSX Transportation			
	Total Cars	Total Revenue	Avg. Revenue Per Car	Percent Change Avg. Revenue Per Car	Total Cars	Total Revenue	Avg. Revenue Per Car	Percent Change Avg. Revenue Per Car
1Q04	13,003	\$25,388,277	\$1,952	0.0%	17,635	\$29,625,200	\$1,769	0.0%
2Q04	13,799	\$28,778,828	\$2,086	6.8%	18,448	\$32,224,473	\$1,810	2.3%
3Q04	10,789	\$23,913,581	\$2,216	13.5%	15,545	\$27,887,572	\$1,859	5.1%
4Q04	11,552	\$25,772,062	\$2,231	14.3%	16,750	\$30,364,049	\$1,878	6.2%
1Q05	12,080	\$27,808,552	\$2,302	17.9%	17,668	\$33,409,639	\$1,945	9.9%
2Q05	12,287	\$28,497,759	\$2,319	18.8%	17,664	\$34,187,877	\$1,997	12.9%
3Q05	11,289	\$26,696,897	\$2,365	21.1%	14,913	\$29,169,874	\$2,030	14.8%
4Q05	9,188	\$23,911,339	\$2,602	33.3%	16,214	\$31,585,944	\$2,016	14.0%
1Q06	10,808	\$29,643,452	\$2,743	40.5%	16,429	\$33,195,822	\$2,086	17.9%
2Q06	10,774	\$27,724,261	\$2,573	31.8%	16,221	\$34,956,123	\$2,192	23.9%
3Q06	11,125	\$29,661,479	\$2,666	36.6%	14,513	\$32,968,330	\$2,292	29.6%
4Q06	11,253	\$29,278,249	\$2,602	33.3%	15,986	\$36,627,966	\$2,302	30.1%
1Q07	13,145	\$37,454,921	\$2,849	45.9%	16,703	\$38,646,811	\$2,356	33.2%
2Q07	13,691	\$36,167,984	\$2,642	35.3%	17,119	\$39,988,344	\$2,383	34.7%
3Q07	11,732	\$35,923,388	\$3,062	56.8%	14,588	\$39,068,607	\$2,653	50.0%
4Q07	10,376	\$32,169,273	\$3,100	58.8%	15,673	\$41,930,742	\$2,670	50.9%
1Q08	11,925	\$40,369,072	\$3,385	73.4%	17,018	\$48,612,153	\$2,857	61.5%
2Q08	11,287	\$38,801,200	\$3,438	76.1%	16,106	\$45,813,539	\$2,831	60.0%
3Q08	10,482	\$38,810,908	\$3,703	89.6%	15,046	\$44,231,812	\$2,888	63.3%
4Q08	6,456	\$22,760,159	\$3,525	80.6%	13,959	\$40,278,202	\$2,856	61.4%
1Q09	7,293	\$26,240,634	\$3,598	84.3%	12,079	\$39,664,910	\$3,140	77.5%
2Q09	7,876	\$26,841,508	\$3,408	74.5%	11,703	\$40,851,737	\$3,279	85.4%
3Q09	7,944	\$27,236,100	\$3,429	75.6%	12,160	\$39,459,776	\$3,114	76.0%
4Q09	7,664	\$27,326,875	\$3,566	82.6%	12,175	\$40,243,181	\$3,141	77.6%
1Q10	11,359	\$41,388,684	\$3,644	86.6%	15,834	\$50,299,983	\$3,095	75.0%
2Q10	10,397	\$37,618,542	\$3,618	85.3%	14,716	\$47,280,273	\$3,148	78.0%
3Q10	10,322	\$40,343,349	\$3,908	100.2%	12,877	\$43,429,870	\$3,250	83.7%
4Q10	10,177	\$37,538,960	\$3,689	88.9%	16,396	\$51,929,593	\$3,104	75.5%

STCC 2812 Less 28123

Qtr	Union Pacific				Norfolk Southern			
	Total Cars	Total Revenue	Avg. Revenue Per Car	Percent Change Avg. Revenue Per Car	Total Cars	Total Revenue	Avg. Revenue Per Car	Percent Change Avg. Revenue Per Car
1Q04	18,270	\$27,930,593	\$1,529	0.0%	14,905	\$24,204,771	\$1,624	0.0%
2Q04	20,485	\$32,506,970	\$1,587	3.8%	16,594	\$26,709,758	\$1,610	-0.9%
3Q04	18,155	\$28,429,691	\$1,566	2.4%	14,718	\$23,562,631	\$1,601	-1.4%
4Q04	23,389	\$33,682,787	\$1,440	-5.8%	15,404	\$24,510,968	\$1,591	-2.0%
1Q05	22,817	\$33,529,747	\$1,470	-3.9%	15,923	\$26,541,585	\$1,667	2.6%
2Q05	22,760	\$35,596,823	\$1,564	2.3%	16,539	\$28,784,988	\$1,740	7.2%
3Q05	18,933	\$32,203,918	\$1,701	11.3%	14,103	\$24,733,382	\$1,754	8.0%
4Q05	18,875	\$33,391,888	\$1,769	15.7%	14,985	\$27,162,367	\$1,813	11.6%
1Q06	18,297	\$32,761,671	\$1,791	17.1%	14,066	\$26,553,854	\$1,888	16.2%
2Q06	19,718	\$38,366,361	\$1,946	27.3%	16,194	\$30,478,486	\$1,882	15.9%
3Q06	17,033	\$34,808,785	\$2,044	33.7%	14,118	\$28,529,503	\$2,021	24.4%
4Q06	17,901	\$36,219,494	\$2,023	32.3%	14,655	\$29,973,402	\$2,045	25.9%
1Q07	22,325	\$42,242,590	\$1,892	23.8%	14,969	\$32,103,102	\$2,145	32.1%
2Q07	21,879	\$46,801,460	\$2,139	39.9%	16,990	\$37,321,865	\$2,197	35.3%
3Q07	20,938	\$43,651,420	\$2,085	36.4%	15,540	\$34,743,456	\$2,236	37.7%
4Q07	24,101	\$49,759,930	\$2,065	35.1%	15,745	\$35,455,961	\$2,252	38.7%
1Q08	25,016	\$55,939,646	\$2,236	46.3%	15,497	\$40,034,301	\$2,583	59.1%
2Q08	27,213	\$65,229,429	\$2,397	56.8%	13,808	\$37,972,084	\$2,750	69.3%
3Q08	23,272	\$62,349,353	\$2,679	75.2%	12,520	\$34,743,400	\$2,775	70.9%
4Q08	20,193	\$54,664,961	\$2,707	77.1%	10,275	\$28,682,194	\$2,791	71.9%
1Q09	15,557	\$45,150,288	\$2,902	89.8%	9,292	\$25,580,475	\$2,753	69.5%
2Q09	15,882	\$48,289,786	\$3,041	98.9%	9,800	\$26,662,805	\$2,721	67.5%
3Q09	17,394	\$52,558,826	\$3,022	97.7%	10,581	\$30,847,744	\$2,915	79.5%
4Q09	19,710	\$53,870,975	\$2,733	78.8%	11,498	\$32,949,233	\$2,866	76.5%
1Q10	23,955	\$61,477,721	\$2,566	67.9%	14,523	\$39,402,253	\$2,713	67.1%
2Q10	22,561	\$61,234,664	\$2,714	77.5%	14,003	\$39,779,268	\$2,841	74.9%
3Q10	22,616	\$62,967,833	\$2,784	82.1%	12,051	\$36,013,666	\$2,988	84.0%
4Q10	23,112	\$60,065,154	\$2,599	70.0%	13,482	\$39,337,284	\$2,918	79.7%

BLS Indexes

				Percent Change		
	48412 - General Freight Trucking, <u>Long-Distance</u>	PPI All <u>Commodities</u>	Consumer <u>Price Index</u>	48412 - General Freight Trucking, <u>Long-Distance</u>	PPI All <u>Commodities</u>	Consumer <u>Price Index</u>
1Q04	101.0	142.2	186.3	0.0%	0.0%	0.0%
2Q04	102.1	146.3	188.9	1.1%	2.9%	1.4%
3Q04	103.9	147.7	189.6	2.8%	3.9%	1.8%
4Q04	105.9	150.5	190.7	4.8%	5.9%	2.4%
1Q05	106.8	152.1	191.9	5.7%	6.9%	3.0%
2Q05	108.9	154.5	194.5	7.8%	8.7%	4.4%
3Q05	110.5	158.7	196.9	9.4%	11.6%	5.7%
4Q05	112.6	164.3	197.9	11.4%	15.5%	6.2%
1Q06	111.8	162.8	198.9	10.6%	14.5%	6.8%
2Q06	113.9	165.4	202.3	12.8%	16.3%	8.6%
3Q06	115.3	166.7	203.4	14.1%	17.2%	9.2%
4Q06	114.3	164.1	201.7	13.1%	15.4%	8.3%
1Q07	114.1	166.7	203.8	13.0%	17.2%	9.4%
2Q07	115.9	172.8	207.7	14.7%	21.5%	11.5%
3Q07	115.9	173.7	208.2	14.7%	22.1%	11.8%
4Q07	117.6	177.4	209.7	16.4%	24.8%	12.6%
1Q08	119.1	183.9	212.1	17.8%	29.3%	13.9%
2Q08	123.9	196.0	216.8	22.7%	37.8%	16.4%
3Q08	125.7	200.5	219.3	24.4%	41.0%	17.7%
4Q08	120.0	178.0	213.1	18.7%	25.2%	14.4%
1Q09	116.3	169.5	212.0	15.1%	19.2%	13.8%
2Q09	114.8	171.3	214.3	13.6%	20.5%	15.0%
3Q09	115.8	173.9	215.7	14.6%	22.3%	15.8%
4Q09	115.3	176.9	216.2	14.1%	24.4%	16.0%
1Q10	115.2	182.1	217.0	14.0%	28.0%	16.5%
2Q10	117.3	184.2	218.1	16.1%	29.6%	17.1%
3Q10	117.6	184.6	218.3	16.4%	29.8%	17.2%
4Q10	119.9	188.2	218.9	18.6%	32.3%	17.5%

Qtrr	Avg.			Avg.			Avg.		
	Total	Revenue		Total	Revenue		Total	Revenue	
		Cars	Per Car		Cars	Per Car		Cars	Per Car
		<u>Total Revenue</u>	<u>Per Car</u>		<u>Total Revenue</u>	<u>Per Car</u>		<u>Total Revenue</u>	<u>Per Car</u>
		STCC 2812			STCC 2871			STCC 28123	
4Q03	16,310	\$35,229,854	\$2,160	8,715	\$17,073,382	\$1,959	4,246	\$12,651,917	\$2,980
1Q04	17,371	\$38,558,530	\$2,220	9,194	\$17,711,416	\$1,926	4,368	\$13,170,253	\$3,015
2Q04	17,818	\$41,406,116	\$2,324	9,719	\$21,266,151	\$2,188	4,019	\$12,627,288	\$3,142
3Q04	14,022	\$33,628,668	\$2,398	8,326	\$17,690,757	\$2,125	3,233	\$9,715,087	\$3,005
4Q04	14,865	\$35,375,262	\$2,380	7,835	\$16,335,831	\$2,085	3,313	\$9,603,200	\$2,899
1Q05	14,885	\$36,939,815	\$2,482	8,750	\$19,545,981	\$2,234	2,805	\$9,131,263	\$3,255
2Q05	15,359	\$38,273,544	\$2,492	10,290	\$24,541,318	\$2,385	3,072	\$9,775,785	\$3,182
3Q05	14,210	\$36,094,542	\$2,540	8,819	\$20,263,280	\$2,298	2,921	\$9,397,645	\$3,217
4Q05	12,165	\$34,185,441	\$2,810	9,073	\$22,263,477	\$2,454	2,977	\$10,274,102	\$3,451
1Q06	13,694	\$39,677,718	\$2,897	8,042	\$21,631,701	\$2,690	2,886	\$10,034,266	\$3,477
2Q06	13,490	\$37,732,611	\$2,797	9,757	\$26,925,654	\$2,760	2,716	\$10,008,350	\$3,685
3Q06	13,842	\$39,965,517	\$2,887	9,009	\$23,524,592	\$2,611	2,717	\$10,304,038	\$3,792
4Q06	14,184	\$39,576,721	\$2,790	9,848	\$25,694,257	\$2,609	2,931	\$10,298,472	\$3,514
1Q07	15,805	\$46,721,997	\$2,956	10,763	\$28,040,672	\$2,605	2,660	\$9,267,076	\$3,484
2Q07	16,172	\$45,146,856	\$2,792	10,756	\$31,628,250	\$2,941	2,481	\$8,978,872	\$3,619
3Q07	14,390	\$45,459,222	\$3,159	10,274	\$28,238,310	\$2,749	2,658	\$9,535,834	\$3,588
4Q07	13,306	\$42,585,849	\$3,200	11,049	\$31,009,628	\$2,807	2,930	\$10,416,576	\$3,555
1Q08	14,764	\$51,185,323	\$3,467	11,991	\$36,144,635	\$3,014	2,839	\$10,816,251	\$3,810
2Q08	14,056	\$49,339,702	\$3,510	11,633	\$38,614,666	\$3,319	2,769	\$10,538,502	\$3,806
3Q08	13,331	\$50,220,306	\$3,767	10,489	\$33,359,656	\$3,180	2,849	\$11,409,398	\$4,005
4Q08	9,061	\$33,368,694	\$3,683	8,295	\$26,068,674	\$3,143	2,605	\$10,608,535	\$4,072
1Q09	10,036	\$35,411,554	\$3,528	8,114	\$26,647,100	\$3,284	2,743	\$9,170,920	\$3,343
2Q09	9,991	\$34,123,366	\$3,415	8,596	\$28,465,419	\$3,311	2,115	\$7,281,858	\$3,443
3Q09	10,227	\$35,331,982	\$3,455	8,923	\$28,384,258	\$3,181	2,283	\$8,095,882	\$3,546
4Q09	10,006	\$36,077,776	\$3,606	9,101	\$28,384,971	\$3,119	2,342	\$8,750,901	\$3,737
1Q10	13,697	\$50,750,800	\$3,705	11,168	\$36,534,930	\$3,271	2,338	\$9,362,116	\$4,004
2Q10	12,981	\$47,766,538	\$3,680	10,105	\$35,185,470	\$3,482	2,584	\$10,147,996	\$3,927
3Q10	12,886	\$50,080,214	\$3,886	10,737	\$36,787,795	\$3,426	2,564	\$9,736,865	\$3,798
4Q10	12,554	\$47,185,521	\$3,759	11,182	\$36,888,415	\$3,299	2,377	\$9,646,561	\$4,058

CSX Transportation Indexes

Qtr	Total Cars	Avg. Revenue		Total Cars	Avg. Revenue		Total Cars	Avg. Revenue	
		Total Revenue	Per Car		Total Revenue	Per Car		Total Revenue	Per Car
		STCC 2812			STCC 2871			STCC 28123	
4Q03	22,912	\$40,293,909	\$1,759	33,194	\$35,107,515	\$1,058	6,170	\$12,688,959	\$2,057
1Q04	23,167	\$40,973,476	\$1,769	34,876	\$38,888,011	\$1,115	5,532	\$11,348,276	\$2,051
2Q04	24,039	\$43,510,938	\$1,810	34,614	\$36,276,485	\$1,048	5,591	\$11,286,465	\$2,019
3Q04	21,211	\$39,433,127	\$1,859	31,028	\$32,082,842	\$1,034	5,666	\$11,545,555	\$2,038
4Q04	22,619	\$42,485,275	\$1,878	30,370	\$33,106,972	\$1,090	5,869	\$12,121,226	\$2,065
1Q05	23,302	\$45,317,979	\$1,945	32,497	\$34,738,736	\$1,069	5,634	\$11,908,340	\$2,114
2Q05	23,409	\$46,758,502	\$1,997	32,241	\$35,439,067	\$1,099	5,745	\$12,570,625	\$2,188
3Q05	20,657	\$41,938,660	\$2,030	31,354	\$31,237,801	\$996	5,744	\$12,768,786	\$2,223
4Q05	21,893	\$44,134,238	\$2,016	27,406	\$34,577,111	\$1,262	5,679	\$12,548,294	\$2,210
1Q06	22,305	\$46,529,369	\$2,086	27,604	\$38,580,651	\$1,398	5,876	\$13,333,547	\$2,269
2Q06	22,243	\$48,753,601	\$2,192	27,040	\$38,831,180	\$1,436	6,022	\$13,797,478	\$2,291
3Q06	20,236	\$46,372,388	\$2,292	23,154	\$30,787,137	\$1,330	5,723	\$13,404,058	\$2,342
4Q06	21,752	\$50,064,379	\$2,302	20,614	\$29,732,841	\$1,442	5,766	\$13,436,413	\$2,330
1Q07	22,610	\$53,276,344	\$2,356	24,221	\$42,581,476	\$1,758	5,907	\$14,629,533	\$2,477
2Q07	22,890	\$54,539,182	\$2,383	22,983	\$42,740,976	\$1,860	5,771	\$14,550,838	\$2,521
3Q07	20,503	\$54,399,889	\$2,653	22,792	\$40,884,998	\$1,794	5,915	\$15,331,282	\$2,592
4Q07	21,303	\$56,869,675	\$2,670	22,700	\$43,407,566	\$1,912	5,630	\$14,938,933	\$2,653
1Q08	22,504	\$64,283,829	\$2,857	24,613	\$55,431,205	\$2,252	5,486	\$15,671,676	\$2,857
2Q08	21,604	\$61,150,417	\$2,831	24,959	\$52,208,215	\$2,092	5,498	\$15,336,878	\$2,790
3Q08	20,387	\$58,886,103	\$2,888	23,567	\$43,722,077	\$1,855	5,341	\$14,654,291	\$2,744
4Q08	19,013	\$54,305,072	\$2,856	16,208	\$28,841,205	\$1,779	5,054	\$14,026,870	\$2,775
1Q09	16,452	\$51,654,983	\$3,140	16,642	\$33,614,512	\$2,020	4,373	\$11,990,073	\$2,742
2Q09	16,069	\$52,696,246	\$3,279	20,612	\$35,277,131	\$1,711	4,366	\$11,844,509	\$2,713
3Q09	16,498	\$51,375,942	\$3,114	20,649	\$35,713,762	\$1,730	4,338	\$11,916,166	\$2,747
4Q09	16,712	\$52,487,863	\$3,141	18,062	\$32,219,923	\$1,784	4,537	\$12,244,682	\$2,699
1Q10	20,063	\$62,088,104	\$3,095	19,814	\$40,710,640	\$2,055	4,229	\$11,788,121	\$2,787
2Q10	19,279	\$60,691,290	\$3,148	20,916	\$40,292,830	\$1,926	4,563	\$13,411,017	\$2,939
3Q10	17,314	\$56,275,540	\$3,250	20,155	\$37,324,555	\$1,852	4,437	\$12,845,670	\$2,895
4Q10	20,920	\$64,928,502	\$3,104	21,580	\$44,267,522	\$2,051	4,524	\$12,998,909	\$2,873

Union Pacific Indexes

Qtr	Avg.			Avg.			Avg.		
	Total Cars	Total Revenue	Revenue	Total Cars	Total Revenue	Revenue	Total Cars	Total Revenue	Revenue
			Per Car			Per Car			Per Car
STCC 2812									
4Q03	45,794	\$115,589,313	\$2,524	13,161	\$26,593,356	\$2,021	26,555	\$86,716,893	\$3,266
1Q04	44,539	\$115,526,623	\$2,594	11,915	\$24,871,336	\$2,087	26,269	\$87,596,030	\$3,335
2Q04	47,721	\$125,885,930	\$2,638	11,571	\$26,932,891	\$2,328	27,236	\$93,378,960	\$3,429
3Q04	46,188	\$125,481,777	\$2,717	12,390	\$28,446,478	\$2,296	28,033	\$97,052,086	\$3,462
4Q04	50,930	\$130,343,753	\$2,559	13,215	\$30,143,102	\$2,281	27,541	\$96,660,966	\$3,510
1Q05	49,558	\$128,464,163	\$2,592	12,429	\$30,296,253	\$2,438	26,741	\$94,934,416	\$3,550
2Q05	49,776	\$132,953,616	\$2,671	12,772	\$33,257,617	\$2,604	27,016	\$97,356,793	\$3,604
3Q05	46,075	\$132,013,492	\$2,865	14,439	\$38,195,353	\$2,645	27,142	\$99,809,574	\$3,677
4Q05	45,889	\$132,868,523	\$2,895	12,347	\$35,522,362	\$2,877	27,014	\$99,476,635	\$3,682
1Q06	44,953	\$136,806,908	\$3,043	11,239	\$33,636,810	\$2,993	26,656	\$104,045,237	\$3,903
2Q06	46,902	\$145,214,800	\$3,096	12,010	\$37,910,946	\$3,157	27,184	\$106,848,439	\$3,931
3Q06	43,504	\$141,083,028	\$3,243	12,152	\$39,371,180	\$3,240	26,471	\$106,274,243	\$4,015
4Q06	45,801	\$146,280,104	\$3,194	11,716	\$37,741,413	\$3,221	27,900	\$110,060,610	\$3,945
1Q07	49,744	\$151,656,866	\$3,049	12,164	\$38,806,594	\$3,190	27,419	\$109,414,276	\$3,990
2Q07	49,950	\$158,603,296	\$3,175	12,684	\$42,100,590	\$3,319	28,071	\$111,801,836	\$3,983
3Q07	49,515	\$156,998,696	\$3,171	11,373	\$40,469,784	\$3,558	28,577	\$113,347,276	\$3,966
4Q07	52,826	\$166,243,824	\$3,147	11,873	\$42,472,231	\$3,577	28,725	\$116,483,894	\$4,055
1Q08	53,270	\$174,358,552	\$3,273	12,184	\$45,126,754	\$3,704	28,254	\$118,418,906	\$4,191
2Q08	56,255	\$190,631,045	\$3,389	12,457	\$48,027,648	\$3,855	29,042	\$125,401,616	\$4,318
3Q08	51,913	\$193,202,563	\$3,722	11,994	\$47,729,663	\$3,979	28,641	\$130,853,210	\$4,569
4Q08	49,657	\$182,167,813	\$3,669	9,867	\$35,850,433	\$3,633	29,464	\$127,502,852	\$4,327
1Q09	38,158	\$140,360,283	\$3,678	9,801	\$37,595,240	\$3,836	22,601	\$95,209,995	\$4,213
2Q09	38,945	\$143,959,932	\$3,696	10,190	\$35,794,532	\$3,513	23,063	\$95,670,146	\$4,148
3Q09	43,073	\$158,876,702	\$3,689	11,786	\$42,511,503	\$3,607	25,679	\$106,317,876	\$4,140
4Q09	45,610	\$160,314,708	\$3,515	10,420	\$37,989,266	\$3,646	25,900	\$106,443,733	\$4,110
1Q10	50,846	\$173,794,333	\$3,418	11,561	\$44,273,709	\$3,830	26,891	\$112,316,612	\$4,177
2Q10	49,569	\$174,651,740	\$3,523	11,227	\$43,969,835	\$3,916	27,008	\$113,417,076	\$4,199
3Q10	50,175	\$178,917,550	\$3,566	11,504	\$45,223,895	\$3,931	27,559	\$115,949,717	\$4,207
4Q10	50,879	\$176,250,213	\$3,464	11,110	\$44,107,017	\$3,970	27,767	\$116,185,059	\$4,184

Norfolk Southern Indexes

Qtr	Total		Avg.		Total	Avg.		Total	Avg.			
	Cars	Total Revenue	Per Car	Revenue		Cars	Total Revenue		Per Car	Revenue		
		STCC 2812				STCC 2812				STCC 2812		
4Q03	18,055	\$31,339,682	\$1,736		7,741	\$10,231,762	\$1,322		3,632	\$8,977,630	\$2,472	
1Q04	18,646	\$33,937,275	\$1,820		7,818	\$10,764,823	\$1,377		3,741	\$9,732,504	\$2,602	
2Q04	20,618	\$37,293,053	\$1,809		7,078	\$9,985,363	\$1,411		4,024	\$10,583,295	\$2,630	
3Q04	18,746	\$33,950,704	\$1,811		6,682	\$9,616,096	\$1,439		4,028	\$10,388,073	\$2,579	
4Q04	19,374	\$35,227,378	\$1,818		7,222	\$10,784,404	\$1,493		3,970	\$10,716,410	\$2,699	
1Q05	19,810	\$37,674,455	\$1,902		8,283	\$12,533,160	\$1,513		3,887	\$11,132,870	\$2,864	
2Q05	20,483	\$39,852,426	\$1,946		8,058	\$12,845,448	\$1,594		3,944	\$11,067,438	\$2,806	
3Q05	18,013	\$36,166,250	\$2,008		7,003	\$11,014,526	\$1,573		3,910	\$11,432,868	\$2,924	
4Q05	18,566	\$37,659,480	\$2,028		7,763	\$12,047,241	\$1,552		3,581	\$10,497,113	\$2,931	
1Q06	17,715	\$37,597,099	\$2,122		8,119	\$14,773,552	\$1,820		3,649	\$11,043,245	\$3,026	
2Q06	19,885	\$41,718,378	\$2,098		7,338	\$13,152,691	\$1,792		3,691	\$11,239,892	\$3,045	
3Q06	17,878	\$40,800,543	\$2,282		6,892	\$13,221,633	\$1,918		3,760	\$12,271,040	\$3,264	
4Q06	18,500	\$42,448,132	\$2,294		7,821	\$14,603,912	\$1,867		3,845	\$12,474,730	\$3,244	
1Q07	18,866	\$45,042,819	\$2,388		9,245	\$16,915,197	\$1,830		3,897	\$12,939,717	\$3,320	
2Q07	21,015	\$49,978,166	\$2,378		8,142	\$16,412,095	\$2,016		4,025	\$12,656,301	\$3,144	
3Q07	19,562	\$47,470,794	\$2,427		7,741	\$15,120,686	\$1,953		4,022	\$12,727,338	\$3,164	
4Q07	19,608	\$47,889,336	\$2,442		8,439	\$18,061,380	\$2,140		3,863	\$12,433,375	\$3,219	
1Q08	19,453	\$53,866,952	\$2,769		8,438	\$18,842,985	\$2,233		3,956	\$13,832,651	\$3,497	
2Q08	17,732	\$52,107,951	\$2,939		8,119	\$19,008,373	\$2,341		3,924	\$14,135,867	\$3,602	
3Q08	16,545	\$49,673,563	\$3,002		7,564	\$18,833,109	\$2,490		4,025	\$14,930,163	\$3,709	
4Q08	14,116	\$42,847,187	\$3,035		4,800	\$11,376,603	\$2,370		3,841	\$14,164,993	\$3,688	
1Q09	12,756	\$37,711,082	\$2,956		3,928	\$9,654,866	\$2,458		3,464	\$12,130,607	\$3,502	
2Q09	13,323	\$38,452,881	\$2,886		4,340	\$10,544,958	\$2,430		3,523	\$11,790,076	\$3,347	
3Q09	14,513	\$43,691,681	\$3,011		5,173	\$12,948,465	\$2,503		3,932	\$12,843,937	\$3,267	
4Q09	15,266	\$45,705,875	\$2,994		6,008	\$15,087,489	\$2,511		3,768	\$12,756,642	\$3,386	
1Q10	18,650	\$54,445,012	\$2,919		6,804	\$16,657,132	\$2,448		4,127	\$15,042,759	\$3,645	
2Q10	18,316	\$54,026,571	\$2,950		6,217	\$15,689,670	\$2,524		4,313	\$14,247,303	\$3,303	
3Q10	16,457	\$50,718,644	\$3,082		6,177	\$16,048,631	\$2,598		4,406	\$14,704,978	\$3,337	
4Q10	17,730	\$53,989,368	\$3,045		7,976	\$21,211,798	\$2,659		4,248	\$14,652,084	\$3,449	