

# 2003 Washington Potato and Onion Program



Effective August 1, 2003 - September 30, 2003

Our partners in this program.



## Dear Customer:

Union Pacific is pleased to introduce our Washington Potato & Onion Program (effective August 1, 2003 - September 30, 2003) covering shipments of potatoes and onions originating in Central, WA and moving east to multiple destinations. This program was designed to enable customers to access UP direct rates in a simplified and timely manner while maintaining a competitive rate structure.

The Washington Potato & Onion Program combines our Express Lane service with our refrigerated boxcar fleet. Customer benefits include:

- temperature protection
- reliable, expedited transit schedules
- cost savings
- shipment monitoring
- damage-free shipping
- one rail car is equal to three trucks
- door-to-door pricing
- available to rail and non rail-served customers

*Union Pacific Food & Refrigerated Products Team*

## Service

Express lane is a program designed by Union Pacific and CSX Transportation specifically for perishable goods. This innovative service provides expedited transit times from selected origins in Washington and Oregon to multiple eastern points.



This map shows the transit times for your shipments.

# Equipment

Union Pacific has a fleet of 5,000 refrigerated boxcars, the largest refrigerated boxcar fleet in the industry. Union Pacific has spent \$67 million to upgrade 1,410 refrigerated boxcars with new reefer technology. This innovative, new equipment features:

- Carrier Ultima Refrigerated Rail Units, which include:
  - Regular or High-Speed Fan Settings
  - Continuous Fan Operations
  - Supply or Return Air Temperature Settings
  - Adjustable Defrost Cycles
  - Satellite Start & Setting Adjustments
- Satellite Tracking
- +/- 2 Degree Set Point Variance
- 160,000 lbs. Lading Capacity (varies by product type and loading configuration)
- 51'10" Long; 9'01" Wide; 9'6" Tall (inside dimensions)



For questions regarding Chilled Express equipment operations, please contact UPDS at 800-303-3410.

## Our Partners



### Tri-City Railroad

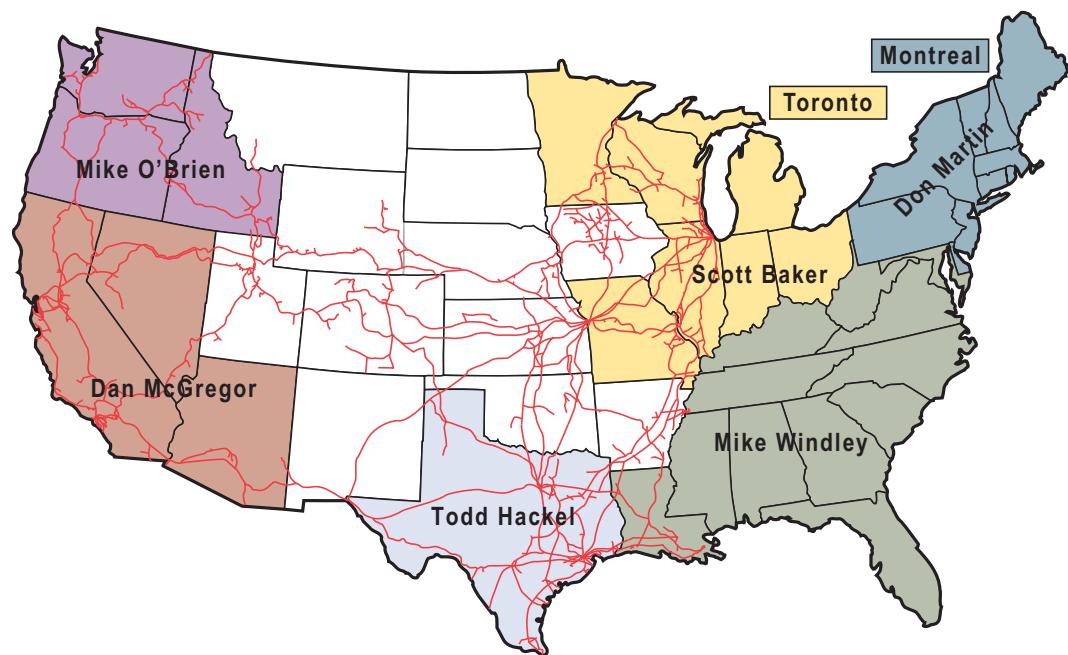
- TCRR provides rail and transloading service to Central Washington, Yakima Valley and the Tri Cities area.
- TCRR coordinates transportation of product from origin with local motor carriers.
- TCRR interchanges rail cars daily with Union Pacific.
- TCRR submits shipment instructions to Union Pacific through the internet Bill of Lading application.



### Union Pacific Distribution Services

- UPDS personnel proactively monitor Express Lane shipments until they reach final destination.
- UPDS incorporates rail, transload and truck transportation into one freight bill.
- UPDS also offers problem resolution, data analysis/corrective action and customized traffic reports.

# Union Pacific Fresh Sales Coverage



Members of our Refrigerated Products Team are strategically located across the United States and are ready to serve you.

## Who to Call

### *Union Pacific Marketing & Sales*

Mike O'Brien - Omaha, NE .....	402-271-3720
Kim Keeler - Omaha, NE .....	800-544-4164
Sheila Staiert - Omaha, NE .....	800-544-4143
Scott Baker - Chicago, IL .....	773-477-5846
Don Martin - Phillipsburg, NJ .....	908-213-1895
Mike Windley - Raleigh, NC .....	919-845-9994
Dan McGregor - Fresno, CA .....	559-443-2215
Todd Hackel - Omaha, NE .....	402-271-2009
Union Pacific Claims Resolution .....	800-521-3253

### *Union Pacific Distribution Services (UPDS)*

Stephen Young - Omaha, NE .....	866-255-8113
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### *Tri-City Railroad Marketing & Sales*

Rydel Peterson/Mike Bartz - Richland, WA .....	509-371-8313
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## TCRY Rates

To find your rate, start by first locating the correct destination city page. Once you have chosen the correct destination city page, find your Truck Origin City along the left-hand side of the sheet. Rates are shown in railcar and trailer door-to-door rates. The following destinations are covered in this program:

Abingdon, VA  
Albany, NY  
Atlanta/Winder, GA  
Baltimore/Jessup, MD  
Bellevue, OH  
Birmingham, AL  
Boston/Chelsea/Everett, MA  
Chicago, IL  
Cleveland/Bedford Heights, OH  
Connellsville/Youngwood, PA  
Dallas, TX  
Detroit, MI  
Doraville, GA  
Hunts Point, NY  
Jacksonville, FL  
Nashville, TN  
Philadelphia, PA  
Pittsburgh, PA  
Plant City/Lakeland, FL  
Pompano Beach, FL  
Salisbury, NC  
Shelby, OH  
Shelbyville, IN  
St. Louis, MO  
Syracuse, NY

**For shipments from UP served origins without transloading services required, contact your UP sales representative.**

# Washington Potato & Onion Program Provisions

ORIGIN TRANSLOADER: TRI CITIES RAILROAD, RICHLAND, WA

RATE AUTHORITY: UPLQ 90415

Rates are valid for Potatoes and Onions Only

Effective Date: August 1, 2003

Expiration Date: September 30, 2003

***RATES ARE SUBJECT TO FUEL SURCHARGE INCREASES WITH NO ADVANCED NOTIFICATION. FUEL SURCHARGES ARE SUBJECT TO CHANGE ON A MONTHLY BASIS.***

## **STANDARD SERVICES (Included in Rates)**

- Rates include rail, transload and trucking charges only. Additional charges will be billed and are the liability of the freight payor.
- Rates are based on three trailer loads from one supplier.
- Rates are based on 50 lb. bags. There will be an additional charge for 100 lb. bags.
- Rates are based on 2,400 to 2,450 bags per rail car.
- Some suppliers have the ability to combine single orders with other customers' orders to complete a rail car. Ask your supplier for more details.
- One freight bill.
- Unit conversion, slip sheet to pallet stretch wrapped.
- Maximum lading weight of 42,000 lbs. per trailer load.
- Pallet exchange. (If the customer does not have pallets to exchange an additional charge of \$8.00 per pallet will be assessed.)
- Driver standby with 1 hour free time included.
- Claims settlement, \$100 minimum/trailer load (see CLAIMS below for more details).
- Driver assist unloading with receiver furnished pallet jack only.
- Staggered deliveries if requested.

## **ADDITIONAL SERVICES (List is Not All Inclusive)**

- Any accessorial charges above what is included in the Standard Services (detention, lumpers, gate fees, over time, stop offs, driver assist, driver stand by, etc.)
- Driver (Lumper) charges will be added to the freight bill. Freight Payor and/or shipper is liable for these charges (minimum \$50.00).
- Temperature Recorders are an additional charge.
- Overtime rate to stay open and operational after normal business hours will be additional charges.
- Stop-off charges for partial unloading which include:
  - \$100.00 per trailer load per stop
  - \$2.00 per mile for out-of-line mileage
- Driver standby beyond 1 hour free time.
- Storage charge for perishable commodities
- Customized services (price to be determined):
  - Inventory reporting
  - Special billing
  - Unit customization
  - Special stacking
- More than 5 SKU's:

1-5 SKU's	no charge
6-9 SKU's	\$125
10+ SKU's	\$250

**NOTE:** Additional services will be billed to the shipper and/or receiver, whichever is responsible for the accessorial charges

### **CLAIMS**

- Contact the Freight Claims Department in Palestine, TX for shortages or damages at 800-521-3253. The Claims Department will provide necessary instructions to file a claim.
- Go to [www.upds.com](http://www.upds.com), click on "Doing Business", click on "Claims Form", fill out the form and submit to the mailing address shown for UPDS.
- All claims must be presented within 120 days of waybill date.
- Do not short pay freight bills for shortages or damage.
- Contact the Palestine Claims office for a copy of claim form, 1-800-521-3253.

### **CREDIT REQUEST**

If the paying party does not have credit established with UPDS or UPRR, they can obtain a copy of the credit application by calling 800-877-5633, or filling out an on-line form.

### **PAYMENT**

#### Cash customer remit to:

Union Pacific Distribution Services  
Accounts Receivable  
206 So. 19th Street, Ste 600  
Omaha, NE 68102

#### Payment by check remit to:

Union Pacific Distribution Services  
Accounts Receivable  
3624 Collections Center Drive  
Chicago, IL 60693



# Abingdon, VA Destination - Route: UP - Memphis - NS

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,931	\$5,793	Plymouth	\$2,116	\$6,348
Adrian	\$2,266	\$6,798	Prosser	\$2,166	\$6,498
Ayer	\$2,166	\$6,498	Quincy	\$2,266	\$6,798
Baileysburg	\$2,166	\$6,498	Richland	\$2,116	\$6,348
Basin City	\$2,166	\$6,498	Ritzville	\$2,266	\$6,798
Benge	\$2,266	\$6,798	Rock Island	\$2,341	\$7,023
Beverly	\$2,166	\$6,498	Roosevelt	\$2,266	\$6,798
Burbank	\$2,141	\$6,423	Royal City	\$2,266	\$6,798
Cashmere	\$2,341	\$7,023	Ruff	\$2,266	\$6,798
College Place	\$2,216	\$6,648	Schwana	\$2,166	\$6,498
Connell	\$2,166	\$6,498	Selah	\$2,266	\$6,798
Cowiche	\$2,291	\$6,873	Smyrna	\$2,166	\$6,498
Dayton	\$2,241	\$6,723	Soap Lake	\$2,266	\$6,798
Desert Aire	\$2,166	\$6,498	Starbuck	\$2,166	\$6,498
Dixie	\$2,166	\$6,498	Stratford	\$2,266	\$6,798
Dodge	\$2,266	\$6,798	Sunland Estates	\$2,266	\$6,798
Ellensburg	\$2,341	\$7,023	Sunnyside	\$2,166	\$6,498
Eltopia	\$2,116	\$6,348	Tieton	\$2,291	\$6,873
Ephrata	\$2,291	\$6,873	Toppenish	\$2,166	\$6,498
Eureka	\$2,116	\$6,348	Touchet	\$2,116	\$6,348
Finley	\$2,141	\$6,423	Trinidad	\$2,266	\$6,798
Gardena	\$2,116	\$6,348	Turner	\$2,266	\$6,798
George	\$2,266	\$6,798	Umtanam	\$2,341	\$7,023
Grainger	\$2,166	\$6,498	Union Gap	\$2,266	\$6,798
Grandview	\$2,166	\$6,498	Vantage	\$2,266	\$6,798
Grant Orchards	\$2,266	\$6,798	W. Richland	\$2,116	\$6,348
Hay	\$2,266	\$6,798	Waitsburg	\$2,166	\$6,498
Hermiston	\$2,166	\$6,498	Walla Walla	\$2,191	\$6,573
Hopper	\$2,266	\$6,798	Wallula	\$2,116	\$6,348
Huntsville	\$2,166	\$6,498	Wapato	\$2,216	\$6,648
Irby	\$2,341	\$7,023	Warden	\$2,166	\$6,498
Kahlotus	\$2,166	\$6,498	Washtunca	\$2,266	\$6,798
Kennewick	\$2,116	\$6,348	Wenatchee	\$2,341	\$7,023
Kiona	\$2,116	\$6,348	Wheeler	\$2,266	\$6,798
Kittitas	\$2,341	\$7,023	Whitstran	\$2,116	\$6,348
Kooskooskie	\$2,266	\$6,798	Wilson Creek	\$2,341	\$7,023
Lakeview	\$2,266	\$6,798	Winchester	\$2,266	\$6,798
Lowden	\$2,116	\$6,348	Yakima	\$2,266	\$6,798
Mabton	\$2,166	\$6,498	Zillah	\$2,216	\$6,648
Malege	\$2,341	\$7,023			
Mattawa	\$2,166	\$6,498			
Marlin	\$2,341	\$7,023			
Mcdonald	\$2,266	\$6,798			
Mea	\$2,266	\$6,798			
Mesa	\$2,166	\$6,498			
Moses Lake	\$2,266	\$6,798			
Moxee City	\$2,266	\$6,798			
Naches	\$2,266	\$6,798			
Odessa	\$2,341	\$7,023			
Othello	\$2,166	\$6,498			
Outlook	\$2,166	\$6,498			
Palisades	\$2,341	\$7,023			
Pasco	\$2,116	\$6,348			
Patterson	\$2,216	\$6,648			

**\* Customer Drop-off rates do not include origin trucking.**



# Albany, NY Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,957	\$5,871	Quincy	\$2,142	\$6,426
Adrian	\$2,292	\$6,876	Richland	\$2,292	\$6,876
Ayer	\$2,192	\$6,576	Ritzville	\$2,367	\$7,101
Baileysburg	\$2,192	\$6,576	Rock Island	\$2,292	\$6,876
Basin City	\$2,192	\$6,576	Roosevelt	\$2,292	\$6,876
Benge	\$2,292	\$6,876	Royal City	\$2,292	\$6,876
Beverly	\$2,192	\$6,576	Ruff	\$2,192	\$6,576
Burbank	\$2,167	\$6,501	Schwana	\$2,292	\$6,876
Cashmere	\$2,367	\$7,101	Selah	\$2,192	\$6,576
College Place	\$2,242	\$6,726	Smyrna	\$2,292	\$6,876
Connell	\$2,192	\$6,576	Soap Lake	\$2,192	\$6,576
Cowiche	\$2,317	\$6,951	Starbuck	\$2,292	\$6,876
Dayton	\$2,267	\$6,801	Stratford	\$2,292	\$6,876
Desert Aire	\$2,192	\$6,576	Sunland Estates	\$2,192	\$6,576
Dixie	\$2,192	\$6,576	Sunnyside	\$2,317	\$6,951
Dodge	\$2,292	\$6,876	Tieton	\$2,192	\$6,576
Ellensburg	\$2,367	\$7,101	Toppenish	\$2,142	\$6,426
Eltopia	\$2,142	\$6,426	Touchet	\$2,292	\$6,876
Ephrata	\$2,317	\$6,951	Trinidad	\$2,292	\$6,876
Eureka	\$2,142	\$6,426	Turner	\$2,367	\$7,101
Finley	\$2,167	\$6,501	Umtanam	\$2,292	\$6,876
Gardena	\$2,142	\$6,426	Union Gap	\$2,292	\$6,876
George	\$2,292	\$6,876	Vantage	\$2,142	\$6,426
Grainger	\$2,192	\$6,576	W. Richland	\$2,192	\$6,576
Grandview	\$2,192	\$6,576	Waitsburg	\$2,217	\$6,651
Grant Orchards	\$2,292	\$6,876	Walla Walla	\$2,142	\$6,426
Hay	\$2,292	\$6,876	Wallula	\$2,242	\$6,726
Hermiston	\$2,192	\$6,576	Wapato	\$2,192	\$6,576
Hopper	\$2,292	\$6,876	Warden	\$2,292	\$6,876
Huntsville	\$2,192	\$6,576	Washtunca	\$2,367	\$7,101
Irby	\$2,367	\$7,101	Wenatchee	\$2,292	\$6,876
Kahlotus	\$2,192	\$6,576	Wheeler	\$2,142	\$6,426
Kennewick	\$2,142	\$6,426	Whitstran	\$2,367	\$7,101
Kiona	\$2,142	\$6,426	Wilson Creek	\$2,292	\$6,876
Kittitas	\$2,367	\$7,101	Winchester	\$2,292	\$6,876
Kooskooskie	\$2,292	\$6,876	Yakima	\$2,242	\$6,726
Lakeview	\$2,292	\$6,876	Zillah	\$2,243	\$6,729
Lowden	\$2,142	\$6,426			
Mabton	\$2,192	\$6,576			
Malege	\$2,367	\$7,101			
Marlin	\$2,367	\$7,101			
Mattawa	\$2,192	\$6,576			
Mcdonald	\$2,292	\$6,876			
Mea	\$2,292	\$6,876			
Mesa	\$2,192	\$6,576			
Moses Lake	\$2,292	\$6,876			
Moxee City	\$2,292	\$6,876			
Naches	\$2,292	\$6,876			
Odessa	\$2,367	\$7,101			
Othello	\$2,192	\$6,576			
Outlook	\$2,192	\$6,576			
Palisades	\$2,367	\$7,101			
Pasco	\$2,142	\$6,426			
Prosser	\$2,292	\$6,876			

**\* Customer Drop-off rates do not include origin trucking.**

# Atlanta/Winder, GA Destination - Route: UP - East St. Louis - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,855	\$5,564	Plymouth	\$2,040	\$6,119
Adrian	\$2,190	\$6,569	Prosser	\$2,090	\$6,269
Ayer	\$2,090	\$6,269	Quincy	\$2,190	\$6,569
Baileysburg	\$2,090	\$6,269	Richland	\$2,040	\$6,119
Basin City	\$2,090	\$6,269	Ritzville	\$2,190	\$6,569
Benge	\$2,190	\$6,569	Rock Island	\$2,265	\$6,794
Beverly	\$2,090	\$6,269	Roosevelt	\$2,190	\$6,569
Burbank	\$2,065	\$6,194	Royal City	\$2,190	\$6,569
Cashmere	\$2,265	\$6,794	Ruff	\$2,190	\$6,569
College Place	\$2,140	\$6,419	Schwana	\$2,090	\$6,269
Connell	\$2,090	\$6,269	Selah	\$2,190	\$6,569
Cowiche	\$2,215	\$6,644	Smyrna	\$2,090	\$6,269
Dayton	\$2,165	\$6,494	Soap Lake	\$2,190	\$6,569
Desert Aire	\$2,090	\$6,269	Starbuck	\$2,090	\$6,269
Dixie	\$2,090	\$6,269	Stratford	\$2,190	\$6,569
Dodge	\$2,190	\$6,569	Sunland Estates	\$2,190	\$6,569
Ellensburg	\$2,265	\$6,794	Sunnyside	\$2,090	\$6,269
Eltopia	\$2,040	\$6,119	Tieton	\$2,215	\$6,644
Ephrata	\$2,215	\$6,644	Toppenish	\$2,090	\$6,269
Eureka	\$2,040	\$6,119	Touchet	\$2,040	\$6,119
Finley	\$2,065	\$6,194	Trinidad	\$2,190	\$6,569
Gardena	\$2,040	\$6,119	Turner	\$2,190	\$6,569
George	\$2,190	\$6,569	Umtanam	\$2,265	\$6,794
Grainger	\$2,090	\$6,269	Union Gap	\$2,190	\$6,569
Grandview	\$2,090	\$6,269	Vantage	\$2,190	\$6,569
Grant Orchards	\$2,190	\$6,569	W. Richland	\$2,040	\$6,119
Hay	\$2,190	\$6,569	Waitsburg	\$2,090	\$6,269
Hermiston	\$2,090	\$6,269	Walla Walla	\$2,115	\$6,344
Hopper	\$2,190	\$6,569	Wallula	\$2,040	\$6,119
Huntsville	\$2,090	\$6,269	Wapato	\$2,140	\$6,419
Irby	\$2,265	\$6,794	Warden	\$2,090	\$6,269
Kahlotus	\$2,090	\$6,269	Washtunca	\$2,190	\$6,569
Kennewick	\$2,040	\$6,119	Wenatchee	\$2,265	\$6,794
Kiona	\$2,040	\$6,119	Wheeler	\$2,190	\$6,569
Kittitas	\$2,265	\$6,794	Whitstran	\$2,040	\$6,119
Kooskooskie	\$2,190	\$6,569	Wilson Creek	\$2,265	\$6,794
Lakeview	\$2,190	\$6,569	Winchester	\$2,190	\$6,569
Lowden	\$2,040	\$6,119	Yakima	\$2,190	\$6,569
Mabton	\$2,090	\$6,269	Zillah	\$2,140	\$6,419
Malege	\$2,265	\$6,794			
Marlin	\$2,265	\$6,794			
Mattawa	\$2,090	\$6,269			
Mcdonald	\$2,190	\$6,569			
Mea	\$2,190	\$6,569			
Mesa	\$2,090	\$6,269			
Moses Lake	\$2,190	\$6,569			
Moxee City	\$2,190	\$6,569			
Naches	\$2,190	\$6,569			
Odessa	\$2,265	\$6,794			
Othello	\$2,090	\$6,269			
Outlook	\$2,090	\$6,269			
Palisades	\$2,265	\$6,794			
Pasco	\$2,040	\$6,119			
Patterson	\$2,140	\$6,419			

**\* Customer Drop-off rates do not include origin trucking.**

# Baltimore, MD Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,883	\$5,648	Plymouth	\$2,068	\$6,203
Adrian	\$2,218	\$6,653	Prosser	\$2,118	\$6,353
Ayer	\$2,118	\$6,353	Quincy	\$2,218	\$6,653
Baileysburg	\$2,118	\$6,353	Richland	\$2,068	\$6,203
Basin City	\$2,118	\$6,353	Ritzville	\$2,218	\$6,653
Benge	\$2,218	\$6,653	Rock Island	\$2,293	\$6,878
Beverly	\$2,118	\$6,353	Roosevelt	\$2,218	\$6,653
Burbank	\$2,093	\$6,278	Royal City	\$2,218	\$6,653
Cashmere	\$2,293	\$6,878	Ruff	\$2,218	\$6,653
College Place	\$2,168	\$6,503	Schwana	\$2,118	\$6,353
Connell	\$2,118	\$6,353	Selah	\$2,218	\$6,653
Cowiche	\$2,243	\$6,728	Smyrna	\$2,118	\$6,353
Dayton	\$2,193	\$6,578	Soap Lake	\$2,218	\$6,653
Desert Aire	\$2,118	\$6,353	Starbuck	\$2,118	\$6,353
Dixie	\$2,118	\$6,353	Stratford	\$2,218	\$6,653
Dodge	\$2,218	\$6,653	Sunland Estates	\$2,218	\$6,653
Ellensburg	\$2,293	\$6,878	Sunnyside	\$2,118	\$6,353
Eltopia	\$2,068	\$6,203	Tieton	\$2,243	\$6,728
Ephrata	\$2,243	\$6,728	Toppenish	\$2,118	\$6,353
Eureka	\$2,068	\$6,203	Touchet	\$2,068	\$6,203
Finley	\$2,093	\$6,278	Trinidad	\$2,218	\$6,653
Gardena	\$2,068	\$6,203	Turner	\$2,218	\$6,653
George	\$2,218	\$6,653	Umtanam	\$2,293	\$6,878
Grainger	\$2,118	\$6,353	Union Gap	\$2,218	\$6,653
Grandview	\$2,118	\$6,353	Vantage	\$2,218	\$6,653
Grant Orchards	\$2,218	\$6,653	W. Richland	\$2,068	\$6,203
Hay	\$2,218	\$6,653	Waitsburg	\$2,118	\$6,353
Hermiston	\$2,118	\$6,353	Walla Walla	\$2,143	\$6,428
Hopper	\$2,218	\$6,653	Wallula	\$2,068	\$6,203
Huntsville	\$2,118	\$6,353	Wapato	\$2,168	\$6,503
Irby	\$2,293	\$6,878	Warden	\$2,118	\$6,353
Kahlotus	\$2,118	\$6,353	Washtunca	\$2,218	\$6,653
Kennewick	\$2,068	\$6,203	Wenatchee	\$2,293	\$6,878
Kiona	\$2,068	\$6,203	Wheeler	\$2,218	\$6,653
Kittitas	\$2,293	\$6,878	Whitstran	\$2,068	\$6,203
Kooskooskie	\$2,218	\$6,653	Wilson Creek	\$2,293	\$6,878
Lakeview	\$2,218	\$6,653	Winchester	\$2,218	\$6,653
Lowden	\$2,068	\$6,203	Yakima	\$2,218	\$6,653
Mabton	\$2,118	\$6,353	Zillah	\$2,168	\$6,503
Malege	\$2,293	\$6,878			
Marlin	\$2,293	\$6,878			
Mattawa	\$2,118	\$6,353			
Mcdonald	\$2,218	\$6,653			
Mea	\$2,218	\$6,653			
Mesa	\$2,118	\$6,353			
Moses Lake	\$2,218	\$6,653			
Moxee City	\$2,218	\$6,653			
Naches	\$2,218	\$6,653			
Odessa	\$2,293	\$6,878			
Othello	\$2,118	\$6,353			
Outlook	\$2,118	\$6,353			
Palisades	\$2,293	\$6,878			
Pasco	\$2,068	\$6,203			
Patterson	\$2,168	\$6,503			

**\* Customer Drop-off rates do not include origin trucking.**

# Bellevue, OH Destination - Route: UP - Chicago - NS

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>* Customer Drop-off</b>	\$1,595	\$4,785	Plymouth	\$1,780	\$5,340
Adrian	\$1,930	\$5,790	Prosser	\$1,830	\$5,490
Ayer	\$1,830	\$5,490	Quincy	\$1,930	\$5,790
Baileysburg	\$1,830	\$5,490	Richland	\$1,780	\$5,340
Basin City	\$1,830	\$5,490	Ritzville	\$1,930	\$5,790
Benge	\$1,930	\$5,790	Rock Island	\$2,005	\$6,015
Beverly	\$1,830	\$5,490	Roosevelt	\$1,930	\$5,790
Burbank	\$1,805	\$5,415	Royal City	\$1,930	\$5,790
Cashmere	\$2,005	\$6,015	Ruff	\$1,930	\$5,790
College Place	\$1,880	\$5,640	Schwana	\$1,830	\$5,490
Connell	\$1,830	\$5,490	Selah	\$1,930	\$5,790
Cowiche	\$1,955	\$5,865	Smyrna	\$1,830	\$5,490
Dayton	\$1,905	\$5,715	Soap Lake	\$1,930	\$5,790
Desert Aire	\$1,830	\$5,490	Starbuck	\$1,830	\$5,490
Dixie	\$1,830	\$5,490	Stratford	\$1,930	\$5,790
Dodge	\$1,930	\$5,790	Sunland Estates	\$1,930	\$5,790
Ellensburg	\$2,005	\$6,015	Sunnyside	\$1,830	\$5,490
Eltopia	\$1,780	\$5,340	Tieton	\$1,955	\$5,865
Ephrata	\$1,955	\$5,865	Toppenish	\$1,830	\$5,490
Eureka	\$1,780	\$5,340	Touchet	\$1,780	\$5,340
Finley	\$1,805	\$5,415	Trinidad	\$1,930	\$5,790
Gardena	\$1,780	\$5,340	Turner	\$1,930	\$5,790
George	\$1,930	\$5,790	Umtanam	\$2,005	\$6,015
Grainger	\$1,830	\$5,490	Union Gap	\$1,930	\$5,790
Grandview	\$1,830	\$5,490	Vantage	\$1,930	\$5,790
Grant Orchards	\$1,930	\$5,790	W. Richland	\$1,780	\$5,340
Hay	\$1,930	\$5,790	Waitsburg	\$1,830	\$5,490
Hermiston	\$1,830	\$5,490	Walla Walla	\$1,855	\$5,565
Hopper	\$1,930	\$5,790	Wallula	\$1,780	\$5,340
Huntsville	\$1,830	\$5,490	Wapato	\$1,880	\$5,640
Irby	\$2,005	\$6,015	Warden	\$1,830	\$5,490
Kahlotus	\$1,830	\$5,490	Washtunca	\$1,930	\$5,790
Kennewick	\$1,780	\$5,340	Wenatchee	\$2,005	\$6,015
Kiona	\$1,780	\$5,340	Wheeler	\$1,930	\$5,790
Kittitas	\$2,005	\$6,015	Whitstran	\$1,780	\$5,340
Kooskooskie	\$1,930	\$5,790	Wilson Creek	\$2,005	\$6,015
Lakeview	\$1,930	\$5,790	Winchester	\$1,930	\$5,790
Lowden	\$1,780	\$5,340	Yakima	\$1,930	\$5,790
Mabton	\$1,830	\$5,490	Zillah	\$1,880	\$5,640
Malege	\$2,005	\$6,015			
Marlin	\$2,005	\$6,015			
Mattawa	\$1,830	\$5,490			
Mcdonald	\$1,930	\$5,790			
Mea	\$1,930	\$5,790			
Mesa	\$1,830	\$5,490			
Moses Lake	\$1,930	\$5,790			
Moxee City	\$1,930	\$5,790			
Naches	\$1,930	\$5,790			
Odessa	\$2,005	\$6,015			
Othello	\$1,830	\$5,490			
Outlook	\$1,830	\$5,490			
Palisades	\$2,005	\$6,015			
Pasco	\$1,780	\$5,340			
Patterson	\$1,880	\$5,640			

**\* Customer Drop-off rates do not include origin trucking.**

# Birmingham, AL Destination - Route: UP - Memphis - NS

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,782	\$5,347	Plymouth	\$1,967	\$5,902
Adrian	\$2,117	\$6,352	Prosser	\$2,017	\$6,052
Ayer	\$2,017	\$6,052	Quincy	\$2,117	\$6,352
Baileysburg	\$2,017	\$6,052	Richland	\$1,967	\$5,902
Basin City	\$2,017	\$6,052	Ritzville	\$2,117	\$6,352
Benge	\$2,117	\$6,352	Rock Island	\$2,192	\$6,577
Beverly	\$2,017	\$6,052	Roosevelt	\$2,117	\$6,352
Burbank	\$1,992	\$5,977	Royal City	\$2,117	\$6,352
Cashmere	\$2,192	\$6,577	Ruff	\$2,117	\$6,352
College Place	\$2,067	\$6,202	Schwana	\$2,017	\$6,052
Connell	\$2,017	\$6,052	Selah	\$2,117	\$6,352
Cowiche	\$2,142	\$6,427	Smyrna	\$2,017	\$6,052
Dayton	\$2,092	\$6,277	Soap Lake	\$2,117	\$6,352
Desert Aire	\$2,017	\$6,052	Starbuck	\$2,017	\$6,052
Dixie	\$2,017	\$6,052	Stratford	\$2,117	\$6,352
Dodge	\$2,117	\$6,352	Sunland Estates	\$2,117	\$6,352
Ellensburg	\$2,192	\$6,577	Sunnyside	\$2,017	\$6,052
Eltopia	\$1,967	\$5,902	Tieton	\$2,142	\$6,427
Ephrata	\$2,142	\$6,427	Toppenish	\$2,017	\$6,052
Eureka	\$1,967	\$5,902	Touchet	\$1,967	\$5,902
Finley	\$1,992	\$5,977	Trinidad	\$2,117	\$6,352
Gardena	\$1,967	\$5,902	Turner	\$2,117	\$6,352
George	\$2,117	\$6,352	Umtanam	\$2,192	\$6,577
Grainger	\$2,017	\$6,052	Union Gap	\$2,117	\$6,352
Grandview	\$2,017	\$6,052	Vantage	\$2,117	\$6,352
Grant Orchards	\$2,117	\$6,352	W. Richland	\$1,967	\$5,902
Hay	\$2,117	\$6,352	Waitsburg	\$2,017	\$6,052
Hermiston	\$2,017	\$6,052	Walla Walla	\$2,042	\$6,127
Hopper	\$2,117	\$6,352	Wallula	\$1,967	\$5,902
Huntsville	\$2,017	\$6,052	Wapato	\$2,067	\$6,202
Irby	\$2,192	\$6,577	Warden	\$2,017	\$6,052
Kahlotus	\$2,017	\$6,052	Washtunca	\$2,117	\$6,352
Kennewick	\$1,967	\$5,902	Wenatchee	\$2,192	\$6,577
Kiona	\$1,967	\$5,902	Wheeler	\$2,117	\$6,352
Kittitas	\$2,192	\$6,577	Whitstran	\$1,967	\$5,902
Kooskooskie	\$2,117	\$6,352	Wilson Creek	\$2,192	\$6,577
Lakeview	\$2,117	\$6,352	Winchester	\$2,117	\$6,352
Lowden	\$1,967	\$5,902	Yakima	\$2,117	\$6,352
Mabton	\$2,017	\$6,052	Zillah	\$2,067	\$6,202
Malege	\$2,192	\$6,577			
Marlin	\$2,192	\$6,577			
Mattawa	\$2,017	\$6,052			
Mcdonald	\$2,117	\$6,352			
Mea	\$2,117	\$6,352			
Mesa	\$2,017	\$6,052			
Moses Lake	\$2,117	\$6,352			
Moxee City	\$2,117	\$6,352			
Naches	\$2,117	\$6,352			
Odessa	\$2,192	\$6,577			
Othello	\$2,017	\$6,052			
Outlook	\$2,017	\$6,052			
Palisades	\$2,192	\$6,577			
Pasco	\$1,967	\$5,902			
Patterson	\$2,067	\$6,202			

**\* Customer Drop-off rates do not include origin trucking.**

# Boston, MA Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$2,119	\$6,358	Plymouth	\$2,304	\$6,913
Adrian	\$2,454	\$7,363	Prosser	\$2,354	\$7,063
Ayer	\$2,354	\$7,063	Quincy	\$2,454	\$7,363
Baileysburg	\$2,354	\$7,063	Richland	\$2,304	\$6,913
Basin City	\$2,354	\$7,063	Ritzville	\$2,454	\$7,363
Benge	\$2,454	\$7,363	Rock Island	\$2,529	\$7,588
Beverly	\$2,354	\$7,063	Roosevelt	\$2,454	\$7,363
Burbank	\$2,329	\$6,988	Royal City	\$2,454	\$7,363
Cashmere	\$2,529	\$7,588	Ruff	\$2,454	\$7,363
College Place	\$2,404	\$7,213	Schwana	\$2,354	\$7,063
Connell	\$2,354	\$7,063	Selah	\$2,454	\$7,363
Cowiche	\$2,479	\$7,438	Smyrna	\$2,354	\$7,063
Dayton	\$2,429	\$7,288	Soap Lake	\$2,454	\$7,363
Desert Aire	\$2,354	\$7,063	Starbuck	\$2,354	\$7,063
Dixie	\$2,354	\$7,063	Stratford	\$2,454	\$7,363
Dodge	\$2,454	\$7,363	Sunland Estates	\$2,454	\$7,363
Ellensburg	\$2,529	\$7,588	Sunnyside	\$2,354	\$7,063
Eltopia	\$2,304	\$6,913	Tieton	\$2,479	\$7,438
Ephrata	\$2,479	\$7,438	Toppenish	\$2,354	\$7,063
Eureka	\$2,304	\$6,913	Touchet	\$2,304	\$6,913
Finley	\$2,329	\$6,988	Trinidad	\$2,454	\$7,363
Gardena	\$2,304	\$6,913	Turner	\$2,454	\$7,363
George	\$2,454	\$7,363	Umtanam	\$2,529	\$7,588
Grainger	\$2,354	\$7,063	Union Gap	\$2,454	\$7,363
Grandview	\$2,354	\$7,063	Vantage	\$2,454	\$7,363
Grant Orchards	\$2,454	\$7,363	W. Richland	\$2,304	\$6,913
Hay	\$2,454	\$7,363	Waitsburg	\$2,354	\$7,063
Hermiston	\$2,354	\$7,063	Walla Walla	\$2,379	\$7,138
Hopper	\$2,454	\$7,363	Wallula	\$2,304	\$6,913
Huntsville	\$2,354	\$7,063	Wapato	\$2,404	\$7,213
Irby	\$2,529	\$7,588	Warden	\$2,354	\$7,063
Kahlotus	\$2,354	\$7,063	Washtunca	\$2,454	\$7,363
Kennewick	\$2,304	\$6,913	Wenatchee	\$2,529	\$7,588
Kiona	\$2,304	\$6,913	Wheeler	\$2,454	\$7,363
Kittitas	\$2,529	\$7,588	Whitstran	\$2,304	\$6,913
Kooskooskie	\$2,454	\$7,363	Wilson Creek	\$2,529	\$7,588
Lakeview	\$2,454	\$7,363	Winchester	\$2,454	\$7,363
Lowden	\$2,304	\$6,913	Yakima	\$2,454	\$7,363
Mabton	\$2,354	\$7,063	Zillah	\$2,404	\$7,213
Malege	\$2,529	\$7,588			
Marlin	\$2,529	\$7,588			
Mattawa	\$2,354	\$7,063			
Mcdonald	\$2,454	\$7,363			
Mea	\$2,454	\$7,363			
Mesa	\$2,354	\$7,063			
Moses Lake	\$2,454	\$7,363			
Moxee City	\$2,454	\$7,363			
Naches	\$2,454	\$7,363			
Odessa	\$2,529	\$7,588			
Othello	\$2,354	\$7,063			
Outlook	\$2,354	\$7,063			
Palisades	\$2,529	\$7,588			
Pasco	\$2,304	\$6,913			
Patterson	\$2,404	\$7,213			

**\* Customer Drop-off rates do not include origin trucking.**



**Chicago, IL Destination - Route: UP DIRECT**  
**ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS**  
**Effective: 8/1/2003 - 9/30/03**

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,262	\$3,786	Plymouth	\$1,447	\$4,341
Adrian	\$1,597	\$4,791	Prosser	\$1,497	\$4,491
Ayer	\$1,497	\$4,491	Quincy	\$1,597	\$4,791
Baileysburg	\$1,497	\$4,491	Richland	\$1,447	\$4,341
Basin City	\$1,497	\$4,491	Ritzville	\$1,597	\$4,791
Benge	\$1,597	\$4,791	Rock Island	\$1,672	\$5,016
Beverly	\$1,497	\$4,491	Roosevelt	\$1,597	\$4,791
Burbank	\$1,472	\$4,416	Royal City	\$1,597	\$4,791
Cashmere	\$1,672	\$5,016	Ruff	\$1,597	\$4,791
College Place	\$1,547	\$4,641	Schwana	\$1,497	\$4,491
Connell	\$1,497	\$4,491	Selah	\$1,597	\$4,791
Cowiche	\$1,622	\$4,866	Smyrna	\$1,497	\$4,491
Dayton	\$1,572	\$4,716	Soap Lake	\$1,597	\$4,791
Desert Aire	\$1,497	\$4,491	Starbuck	\$1,497	\$4,491
Dixie	\$1,497	\$4,491	Stratford	\$1,597	\$4,791
Dodge	\$1,597	\$4,791	Sunland Estates	\$1,597	\$4,791
Ellensburg	\$1,672	\$5,016	Sunnyside	\$1,497	\$4,491
Eltopia	\$1,447	\$4,341	Tieton	\$1,622	\$4,866
Ephrata	\$1,622	\$4,866	Toppenish	\$1,497	\$4,491
Eureka	\$1,447	\$4,341	Touchet	\$1,447	\$4,341
Finley	\$1,472	\$4,416	Trinidad	\$1,597	\$4,791
Gardena	\$1,447	\$4,341	Turner	\$1,597	\$4,791
George	\$1,597	\$4,791	Umtanam	\$1,672	\$5,016
Grainger	\$1,497	\$4,491	Union Gap	\$1,597	\$4,791
Grandview	\$1,497	\$4,491	Vantage	\$1,597	\$4,791
Grant Orchards	\$1,597	\$4,791	W. Richland	\$1,447	\$4,341
Hay	\$1,597	\$4,791	Waitsburg	\$1,497	\$4,491
Hermiston	\$1,497	\$4,491	Walla Walla	\$1,522	\$4,566
Hopper	\$1,597	\$4,791	Wallula	\$1,447	\$4,341
Huntsville	\$1,497	\$4,491	Wapato	\$1,547	\$4,641
Irby	\$1,672	\$5,016	Warden	\$1,497	\$4,491
Kahlotus	\$1,497	\$4,491	Washtunca	\$1,597	\$4,791
Kennewick	\$1,447	\$4,341	Wenatchee	\$1,672	\$5,016
Kiona	\$1,447	\$4,341	Wheeler	\$1,597	\$4,791
Kittitas	\$1,672	\$5,016	Whitstran	\$1,447	\$4,341
Kooskooskie	\$1,597	\$4,791	Wilson Creek	\$1,672	\$5,016
Lakeview	\$1,597	\$4,791	Winchester	\$1,597	\$4,791
Lowden	\$1,447	\$4,341	Yakima	\$1,597	\$4,791
Mabton	\$1,497	\$4,491	Zillah	\$1,547	\$4,641
Malege	\$1,672	\$5,016			
Marlin	\$1,672	\$5,016			
Mattawa	\$1,497	\$4,491			
Mcdonald	\$1,597	\$4,791			
Mea	\$1,597	\$4,791			
Mesa	\$1,497	\$4,491			
Moses Lake	\$1,597	\$4,791			
Moxee City	\$1,597	\$4,791			
Naches	\$1,597	\$4,791			
Odessa	\$1,672	\$5,016			
Othello	\$1,497	\$4,491			
Outlook	\$1,497	\$4,491			
Palisades	\$1,672	\$5,016			
Pasco	\$1,447	\$4,341			
Patterson	\$1,547	\$4,641			

**\* Customer Drop-off rates do not  
include origin trucking.**



# Cleveland, OH Destination - Route: UP - CHICAGO - NS

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,756	\$5,269	Plymouth	\$1,941	\$5,824
Adrian	\$2,091	\$6,274	Prosser	\$1,991	\$5,974
Ayer	\$1,991	\$5,974	Quincy	\$2,091	\$6,274
Baileysburg	\$1,991	\$5,974	Richland	\$1,941	\$5,824
Basin City	\$1,991	\$5,974	Ritzville	\$2,091	\$6,274
Benge	\$2,091	\$6,274	Rock Island	\$2,166	\$6,499
Beverly	\$1,991	\$5,974	Roosevelt	\$2,091	\$6,274
Burbank	\$1,966	\$5,899	Royal City	\$2,091	\$6,274
Cashmere	\$2,166	\$6,499	Ruff	\$2,091	\$6,274
College Place	\$2,041	\$6,124	Schwana	\$1,991	\$5,974
Connell	\$1,991	\$5,974	Selah	\$2,091	\$6,274
Cowiche	\$2,116	\$6,349	Smyrna	\$1,991	\$5,974
Dayton	\$2,066	\$6,199	Soap Lake	\$2,091	\$6,274
Desert Aire	\$1,991	\$5,974	Starbuck	\$1,991	\$5,974
Dixie	\$1,991	\$5,974	Stratford	\$2,091	\$6,274
Dodge	\$2,091	\$6,274	Sunland Estates	\$2,091	\$6,274
Ellensburg	\$2,166	\$6,499	Sunnyside	\$1,991	\$5,974
Eltopia	\$1,941	\$5,824	Tieton	\$2,116	\$6,349
Ephrata	\$2,116	\$6,349	Toppenish	\$1,991	\$5,974
Eureka	\$1,941	\$5,824	Touchet	\$1,941	\$5,824
Finley	\$1,966	\$5,899	Trinidad	\$2,091	\$6,274
Gardena	\$1,941	\$5,824	Turner	\$2,091	\$6,274
George	\$2,091	\$6,274	Umtanam	\$2,166	\$6,499
Grainger	\$1,991	\$5,974	Union Gap	\$2,091	\$6,274
Grandview	\$1,991	\$5,974	Vantage	\$2,091	\$6,274
Grant Orchards	\$2,091	\$6,274	W. Richland	\$1,941	\$5,824
Hay	\$2,091	\$6,274	Waitsburg	\$1,991	\$5,974
Hermiston	\$1,991	\$5,974	Walla Walla	\$2,016	\$6,049
Hopper	\$2,091	\$6,274	Wallula	\$1,941	\$5,824
Huntsville	\$1,991	\$5,974	Wapato	\$2,041	\$6,124
Irby	\$2,166	\$6,499	Warden	\$1,991	\$5,974
Kahlotus	\$1,991	\$5,974	Washtunca	\$2,091	\$6,274
Kennewick	\$1,941	\$5,824	Wenatchee	\$2,166	\$6,499
Kiona	\$1,941	\$5,824	Wheeler	\$2,091	\$6,274
Kittitas	\$2,166	\$6,499	Whitstran	\$1,941	\$5,824
Kooskooskie	\$2,091	\$6,274	Wilson Creek	\$2,166	\$6,499
Lakeview	\$2,091	\$6,274	Winchester	\$2,091	\$6,274
Lowden	\$1,941	\$5,824	Yakima	\$2,091	\$6,274
Mabton	\$1,991	\$5,974	Zillah	\$2,041	\$6,124
Malege	\$2,166	\$6,499			
Marlin	\$2,166	\$6,499			
Mattawa	\$1,991	\$5,974			
Mcdonald	\$2,091	\$6,274			
Mea	\$2,091	\$6,274			
Mesa	\$1,991	\$5,974			
Moses Lake	\$2,091	\$6,274			
Moxee City	\$2,091	\$6,274			
Naches	\$2,091	\$6,274			
Odessa	\$2,166	\$6,499			
Othello	\$1,991	\$5,974			
Outlook	\$1,991	\$5,974			
Palisades	\$2,166	\$6,499			
Pasco	\$1,941	\$5,824			
Patterson	\$2,041	\$6,124			

**\* Customer Drop-off rates do not include origin trucking.**

# Connellsville, PA Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,747	\$5,242	Plymouth	\$1,932	\$5,797
Adrian	\$2,082	\$6,247	Prosser	\$1,982	\$5,947
Ayer	\$1,982	\$5,947	Quincy	\$2,082	\$6,247
Baileysburg	\$1,982	\$5,947	Richland	\$1,932	\$5,797
Basin City	\$1,982	\$5,947	Ritzville	\$2,082	\$6,247
Benge	\$2,082	\$6,247	Rock Island	\$2,157	\$6,472
Beverly	\$1,982	\$5,947	Roosevelt	\$2,082	\$6,247
Burbank	\$1,957	\$5,872	Royal City	\$2,082	\$6,247
Cashmere	\$2,157	\$6,472	Ruff	\$2,082	\$6,247
College Place	\$2,032	\$6,097	Schwana	\$1,982	\$5,947
Connell	\$1,982	\$5,947	Selah	\$2,082	\$6,247
Cowiche	\$2,107	\$6,322	Smyrna	\$1,982	\$5,947
Dayton	\$2,057	\$6,172	Soap Lake	\$2,082	\$6,247
Desert Aire	\$1,982	\$5,947	Starbuck	\$1,982	\$5,947
Dixie	\$1,982	\$5,947	Stratford	\$2,082	\$6,247
Dodge	\$2,082	\$6,247	Sunland Estates	\$2,082	\$6,247
Ellensburg	\$2,157	\$6,472	Sunnyside	\$1,982	\$5,947
Eltopia	\$1,932	\$5,797	Tieton	\$2,107	\$6,322
Ephrata	\$2,107	\$6,322	Toppenish	\$1,982	\$5,947
Eureka	\$1,932	\$5,797	Touchet	\$1,932	\$5,797
Finley	\$1,957	\$5,872	Trinidad	\$2,082	\$6,247
Gardena	\$1,932	\$5,797	Turner	\$2,082	\$6,247
George	\$2,082	\$6,247	Umtanam	\$2,157	\$6,472
Grainger	\$1,982	\$5,947	Union Gap	\$2,082	\$6,247
Grandview	\$1,982	\$5,947	Vantage	\$2,082	\$6,247
Grant Orchards	\$2,082	\$6,247	W. Richland	\$1,932	\$5,797
Hay	\$2,082	\$6,247	Waitsburg	\$1,982	\$5,947
Hermiston	\$1,982	\$5,947	Walla Walla	\$2,007	\$6,022
Hopper	\$2,082	\$6,247	Wallula	\$1,932	\$5,797
Huntsville	\$1,982	\$5,947	Wapato	\$2,032	\$6,097
Irby	\$2,157	\$6,472	Warden	\$1,982	\$5,947
Kahlotus	\$1,982	\$5,947	Washtunca	\$2,082	\$6,247
Kennewick	\$1,932	\$5,797	Wenatchee	\$2,157	\$6,472
Kiona	\$1,932	\$5,797	Wheeler	\$2,082	\$6,247
Kittitas	\$2,157	\$6,472	Whitstran	\$1,932	\$5,797
Kooskooskie	\$2,082	\$6,247	Wilson Creek	\$2,157	\$6,472
Lakeview	\$2,082	\$6,247	Winchester	\$2,082	\$6,247
Lowden	\$1,932	\$5,797	Yakima	\$2,082	\$6,247
Mabton	\$1,982	\$5,947	Zillah	\$2,032	\$6,097
Malege	\$2,157	\$6,472			
Marlin	\$2,157	\$6,472			
Mattawa	\$1,982	\$5,947			
Mcdonald	\$2,082	\$6,247			
Mea	\$2,082	\$6,247			
Mesa	\$1,982	\$5,947			
Moses Lake	\$2,082	\$6,247			
Moxee City	\$2,082	\$6,247			
Naches	\$2,082	\$6,247			
Odessa	\$2,157	\$6,472			
Othello	\$1,982	\$5,947			
Outlook	\$1,982	\$5,947			
Palisades	\$2,157	\$6,472			
Pasco	\$1,932	\$5,797			
Patterson	\$2,032	\$6,097			

**\* Customer Drop-off rates do not include origin trucking.**

**Dallas, TX Destination - Route: UP Direct**  
**ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS**  
**Effective: 8/1/2003 - 9/30/03**

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,243	\$3,730	Plymouth	\$1,428	\$4,285
Adrian	\$1,578	\$4,735	Prosser	\$1,478	\$4,435
Ayer	\$1,478	\$4,435	Quincy	\$1,578	\$4,735
Baileysburg	\$1,478	\$4,435	Richland	\$1,428	\$4,285
Basin City	\$1,478	\$4,435	Ritzville	\$1,578	\$4,735
Benge	\$1,578	\$4,735	Rock Island	\$1,653	\$4,960
Beverly	\$1,478	\$4,435	Roosevelt	\$1,578	\$4,735
Burbank	\$1,453	\$4,360	Royal City	\$1,578	\$4,735
Cashmere	\$1,653	\$4,960	Ruff	\$1,578	\$4,735
College Place	\$1,528	\$4,585	Schwana	\$1,478	\$4,435
Connell	\$1,478	\$4,435	Selah	\$1,578	\$4,735
Cowiche	\$1,603	\$4,810	Smyrna	\$1,478	\$4,435
Dayton	\$1,553	\$4,660	Soap Lake	\$1,578	\$4,735
Desert Aire	\$1,478	\$4,435	Starbuck	\$1,478	\$4,435
Dixie	\$1,478	\$4,435	Stratford	\$1,578	\$4,735
Dodge	\$1,578	\$4,735	Sunland Estates	\$1,578	\$4,735
Ellensburg	\$1,653	\$4,960	Sunnyside	\$1,478	\$4,435
Eltopia	\$1,428	\$4,285	Tieton	\$1,603	\$4,810
Ephrata	\$1,603	\$4,810	Toppenish	\$1,478	\$4,435
Eureka	\$1,428	\$4,285	Touchet	\$1,428	\$4,285
Finley	\$1,453	\$4,360	Trinidad	\$1,578	\$4,735
Gardena	\$1,428	\$4,285	Turner	\$1,578	\$4,735
George	\$1,578	\$4,735	Umtanam	\$1,653	\$4,960
Grainger	\$1,478	\$4,435	Union Gap	\$1,578	\$4,735
Grandview	\$1,478	\$4,435	Vantage	\$1,578	\$4,735
Grant Orchards	\$1,578	\$4,735	W. Richland	\$1,428	\$4,285
Hay	\$1,578	\$4,735	Waitsburg	\$1,478	\$4,435
Hermiston	\$1,478	\$4,435	Walla Walla	\$1,503	\$4,510
Hopper	\$1,578	\$4,735	Wallula	\$1,428	\$4,285
Huntsville	\$1,478	\$4,435	Wapato	\$1,528	\$4,585
Irby	\$1,653	\$4,960	Warden	\$1,478	\$4,435
Kahlotus	\$1,478	\$4,435	Washtunca	\$1,578	\$4,735
Kennewick	\$1,428	\$4,285	Wenatchee	\$1,653	\$4,960
Kiona	\$1,428	\$4,285	Wheeler	\$1,578	\$4,735
Kittitas	\$1,653	\$4,960	Whitstran	\$1,428	\$4,285
Kooskooskie	\$1,578	\$4,735	Wilson Creek	\$1,653	\$4,960
Lakeview	\$1,578	\$4,735	Winchester	\$1,578	\$4,735
Lowden	\$1,428	\$4,285	Yakima	\$1,578	\$4,735
Mabton	\$1,478	\$4,435	Zillah	\$1,528	\$4,585
Malege	\$1,653	\$4,960			
Marlin	\$1,653	\$4,960			
Mattawa	\$1,478	\$4,435			
Mcdonald	\$1,578	\$4,735			
Mea	\$1,578	\$4,735			
Mesa	\$1,478	\$4,435			
Moses Lake	\$1,578	\$4,735			
Moxee City	\$1,578	\$4,735			
Naches	\$1,578	\$4,735			
Odessa	\$1,653	\$4,960			
Othello	\$1,478	\$4,435			
Outlook	\$1,478	\$4,435			
Palisades	\$1,653	\$4,960			
Pasco	\$1,428	\$4,285			
Patterson	\$1,528	\$4,585			

**\* Customer Drop-off rates do not  
include origin trucking.**

# Detroit, MI Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,624	\$4,873	Plymouth	\$1,809	\$5,428
Adrian	\$1,959	\$5,878	Prosser	\$1,859	\$5,578
Ayer	\$1,859	\$5,578	Quincy	\$1,959	\$5,878
Baileysburg	\$1,859	\$5,578	Richland	\$1,809	\$5,428
Basin City	\$1,859	\$5,578	Ritzville	\$1,959	\$5,878
Benge	\$1,959	\$5,878	Rock Island	\$2,034	\$6,103
Beverly	\$1,859	\$5,578	Roosevelt	\$1,959	\$5,878
Burbank	\$1,834	\$5,503	Royal City	\$1,959	\$5,878
Cashmere	\$2,034	\$6,103	Ruff	\$1,959	\$5,878
College Place	\$1,909	\$5,728	Schwana	\$1,859	\$5,578
Connell	\$1,859	\$5,578	Selah	\$1,959	\$5,878
Cowiche	\$1,984	\$5,953	Smyrna	\$1,859	\$5,578
Dayton	\$1,934	\$5,803	Soap Lake	\$1,959	\$5,878
Desert Aire	\$1,859	\$5,578	Starbuck	\$1,859	\$5,578
Dixie	\$1,859	\$5,578	Stratford	\$1,959	\$5,878
Dodge	\$1,959	\$5,878	Sunland Estates	\$1,959	\$5,878
Ellensburg	\$2,034	\$6,103	Sunnyside	\$1,859	\$5,578
Eltopia	\$1,809	\$5,428	Tieton	\$1,984	\$5,953
Ephrata	\$1,984	\$5,953	Toppenish	\$1,859	\$5,578
Eureka	\$1,809	\$5,428	Touchet	\$1,809	\$5,428
Finley	\$1,834	\$5,503	Trinidad	\$1,959	\$5,878
Gardena	\$1,809	\$5,428	Turner	\$1,959	\$5,878
George	\$1,959	\$5,878	Umtanam	\$2,034	\$6,103
Grainger	\$1,859	\$5,578	Union Gap	\$1,959	\$5,878
Grandview	\$1,859	\$5,578	Vantage	\$1,959	\$5,878
Grant Orchards	\$1,959	\$5,878	W. Richland	\$1,809	\$5,428
Hay	\$1,959	\$5,878	Waitsburg	\$1,859	\$5,578
Hermiston	\$1,859	\$5,578	Walla Walla	\$1,884	\$5,653
Hopper	\$1,959	\$5,878	Wallula	\$1,809	\$5,428
Huntsville	\$1,859	\$5,578	Wapato	\$1,909	\$5,728
Irby	\$2,034	\$6,103	Warden	\$1,859	\$5,578
Kahlotus	\$1,859	\$5,578	Washtunca	\$1,959	\$5,878
Kennewick	\$1,809	\$5,428	Wenatchee	\$2,034	\$6,103
Kiona	\$1,809	\$5,428	Wheeler	\$1,959	\$5,878
Kittitas	\$2,034	\$6,103	Whitstran	\$1,809	\$5,428
Kooskooskie	\$1,959	\$5,878	Wilson Creek	\$2,034	\$6,103
Lakeview	\$1,959	\$5,878	Winchester	\$1,959	\$5,878
Lowden	\$1,809	\$5,428	Yakima	\$1,959	\$5,878
Mabton	\$1,859	\$5,578	Zillah	\$1,909	\$5,728
Malege	\$2,034	\$6,103			
Marlin	\$2,034	\$6,103			
Mattawa	\$1,859	\$5,578			
Mcdonald	\$1,959	\$5,878			
Mea	\$1,959	\$5,878			
Mesa	\$1,859	\$5,578			
Moses Lake	\$1,959	\$5,878			
Moxee City	\$1,959	\$5,878			
Naches	\$1,959	\$5,878			
Odessa	\$2,034	\$6,103			
Othello	\$1,859	\$5,578			
Outlook	\$1,859	\$5,578			
Palisades	\$2,034	\$6,103			
Pasco	\$1,809	\$5,428			
Patterson	\$1,909	\$5,728			

**\* Customer Drop-off rates do not include origin trucking.**

# Detroit, MI Destination - Route: UP - CHICAGO - CN

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,540	\$4,621	Plymouth	\$1,725	\$5,176
Adrian	\$1,875	\$5,626	Prosser	\$1,775	\$5,326
Ayer	\$1,775	\$5,326	Quincy	\$1,875	\$5,626
Baileysburg	\$1,775	\$5,326	Richland	\$1,725	\$5,176
Basin City	\$1,775	\$5,326	Ritzville	\$1,875	\$5,626
Benge	\$1,875	\$5,626	Rock Island	\$1,950	\$5,851
Beverly	\$1,775	\$5,326	Roosevelt	\$1,875	\$5,626
Burbank	\$1,750	\$5,251	Royal City	\$1,875	\$5,626
Cashmere	\$1,950	\$5,851	Ruff	\$1,875	\$5,626
College Place	\$1,825	\$5,476	Schwana	\$1,775	\$5,326
Connell	\$1,775	\$5,326	Selah	\$1,875	\$5,626
Cowiche	\$1,900	\$5,701	Smyrna	\$1,775	\$5,326
Dayton	\$1,850	\$5,551	Soap Lake	\$1,875	\$5,626
Desert Aire	\$1,775	\$5,326	Starbuck	\$1,775	\$5,326
Dixie	\$1,775	\$5,326	Stratford	\$1,875	\$5,626
Dodge	\$1,875	\$5,626	Sunland Estates	\$1,875	\$5,626
Ellensburg	\$1,950	\$5,851	Sunnyside	\$1,775	\$5,326
Eltopia	\$1,725	\$5,176	Tieton	\$1,900	\$5,701
Ephrata	\$1,900	\$5,701	Toppenish	\$1,775	\$5,326
Eureka	\$1,725	\$5,176	Touchet	\$1,725	\$5,176
Finley	\$1,750	\$5,251	Trinidad	\$1,875	\$5,626
Gardena	\$1,725	\$5,176	Turner	\$1,875	\$5,626
George	\$1,875	\$5,626	Umtanam	\$1,950	\$5,851
Grainger	\$1,775	\$5,326	Union Gap	\$1,875	\$5,626
Grandview	\$1,775	\$5,326	Vantage	\$1,875	\$5,626
Grant Orchards	\$1,875	\$5,626	W. Richland	\$1,725	\$5,176
Hay	\$1,875	\$5,626	Waitsburg	\$1,775	\$5,326
Hermiston	\$1,775	\$5,326	Walla Walla	\$1,800	\$5,401
Hopper	\$1,875	\$5,626	Wallula	\$1,725	\$5,176
Huntsville	\$1,775	\$5,326	Wapato	\$1,825	\$5,476
Irby	\$1,950	\$5,851	Warden	\$1,775	\$5,326
Kahlotus	\$1,775	\$5,326	Washtunca	\$1,875	\$5,626
Kennewick	\$1,725	\$5,176	Wenatchee	\$1,950	\$5,851
Kiona	\$1,725	\$5,176	Wheeler	\$1,875	\$5,626
Kittitas	\$1,950	\$5,851	Whitstran	\$1,725	\$5,176
Kooskooskie	\$1,875	\$5,626	Wilson Creek	\$1,950	\$5,851
Lakeview	\$1,875	\$5,626	Winchester	\$1,875	\$5,626
Lowden	\$1,725	\$5,176	Yakima	\$1,875	\$5,626
Mabton	\$1,775	\$5,326	Zillah	\$1,825	\$5,476
Malege	\$1,950	\$5,851			
Marlin	\$1,950	\$5,851			
Mattawa	\$1,775	\$5,326			
Mcdonald	\$1,875	\$5,626			
Mea	\$1,875	\$5,626			
Mesa	\$1,775	\$5,326			
Moses Lake	\$1,875	\$5,626			
Moxee City	\$1,875	\$5,626			
Naches	\$1,875	\$5,626			
Odessa	\$1,950	\$5,851			
Othello	\$1,775	\$5,326			
Outlook	\$1,775	\$5,326			
Palisades	\$1,950	\$5,851			
Pasco	\$1,725	\$5,176			
Patterson	\$1,825	\$5,476			

**\* Customer Drop-off rates do not include origin trucking.**

# Doraville, GA Destination - Route: UP - MEMPHIS - NS

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,879	\$5,637	Plymouth	\$2,064	\$6,192
Adrian	\$2,214	\$6,642	Prosser	\$2,114	\$6,342
Ayer	\$2,114	\$6,342	Quincy	\$2,214	\$6,642
Baileysburg	\$2,114	\$6,342	Richland	\$2,064	\$6,192
Basin City	\$2,114	\$6,342	Ritzville	\$2,214	\$6,642
Benge	\$2,214	\$6,642	Rock Island	\$2,289	\$6,867
Beverly	\$2,114	\$6,342	Roosevelt	\$2,214	\$6,642
Burbank	\$2,089	\$6,267	Royal City	\$2,214	\$6,642
Cashmere	\$2,289	\$6,867	Ruff	\$2,214	\$6,642
College Place	\$2,164	\$6,492	Schwana	\$2,114	\$6,342
Connell	\$2,114	\$6,342	Selah	\$2,214	\$6,642
Cowiche	\$2,239	\$6,717	Smyrna	\$2,114	\$6,342
Dayton	\$2,189	\$6,567	Soap Lake	\$2,214	\$6,642
Desert Aire	\$2,114	\$6,342	Starbuck	\$2,114	\$6,342
Dixie	\$2,114	\$6,342	Stratford	\$2,214	\$6,642
Dodge	\$2,214	\$6,642	Sunland Estates	\$2,214	\$6,642
Ellensburg	\$2,289	\$6,867	Sunnyside	\$2,114	\$6,342
Eltopia	\$2,064	\$6,192	Tieton	\$2,239	\$6,717
Ephrata	\$2,239	\$6,717	Toppenish	\$2,114	\$6,342
Eureka	\$2,064	\$6,192	Touchet	\$2,064	\$6,192
Finley	\$2,089	\$6,267	Trinidad	\$2,214	\$6,642
Gardena	\$2,064	\$6,192	Turner	\$2,214	\$6,642
George	\$2,214	\$6,642	Umtanam	\$2,289	\$6,867
Grainger	\$2,114	\$6,342	Union Gap	\$2,214	\$6,642
Grandview	\$2,114	\$6,342	Vantage	\$2,214	\$6,642
Grant Orchards	\$2,214	\$6,642	W. Richland	\$2,064	\$6,192
Hay	\$2,214	\$6,642	Waitsburg	\$2,114	\$6,342
Hermiston	\$2,114	\$6,342	Walla Walla	\$2,139	\$6,417
Hopper	\$2,214	\$6,642	Wallula	\$2,064	\$6,192
Huntsville	\$2,114	\$6,342	Wapato	\$2,164	\$6,492
Irby	\$2,289	\$6,867	Warden	\$2,114	\$6,342
Kahlotus	\$2,114	\$6,342	Washtunca	\$2,214	\$6,642
Kennewick	\$2,064	\$6,192	Wenatchee	\$2,289	\$6,867
Kiona	\$2,064	\$6,192	Wheeler	\$2,214	\$6,642
Kittitas	\$2,289	\$6,867	Whitstran	\$2,064	\$6,192
Kooskooskie	\$2,214	\$6,642	Wilson Creek	\$2,289	\$6,867
Lakeview	\$2,214	\$6,642	Winchester	\$2,214	\$6,642
Lowden	\$2,064	\$6,192	Yakima	\$2,214	\$6,642
Mabton	\$2,114	\$6,342	Zillah	\$2,164	\$6,492
Malege	\$2,289	\$6,867			
Marlin	\$2,289	\$6,867			
Mattawa	\$2,114	\$6,342			
Mcdonald	\$2,214	\$6,642			
Mea	\$2,214	\$6,642			
Mesa	\$2,114	\$6,342			
Moses Lake	\$2,214	\$6,642			
Moxee City	\$2,214	\$6,642			
Naches	\$2,214	\$6,642			
Odessa	\$2,289	\$6,867			
Othello	\$2,114	\$6,342			
Outlook	\$2,114	\$6,342			
Palisades	\$2,289	\$6,867			
Pasco	\$2,064	\$6,192			
Patterson	\$2,164	\$6,492			

**\* Customer Drop-off rates do not include origin trucking.**



# Hunts Point, NY Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$2,097	\$6,292	Quincy	\$2,282	\$6,847
Adrian	\$2,432	\$7,297	Richland	\$2,432	\$7,297
Ayer	\$2,332	\$6,997	Ritzville	\$2,507	\$7,522
Baileysburg	\$2,332	\$6,997	Rock Island	\$2,432	\$7,297
Basin City	\$2,332	\$6,997	Roosevelt	\$2,432	\$7,297
Benge	\$2,432	\$7,297	Royal City	\$2,432	\$7,297
Beverly	\$2,332	\$6,997	Ruff	\$2,332	\$6,997
Burbank	\$2,307	\$6,922	Schwana	\$2,432	\$7,297
Cashmere	\$2,507	\$7,522	Selah	\$2,332	\$6,997
College Place	\$2,382	\$7,147	Smyrna	\$2,432	\$7,297
Connell	\$2,332	\$6,997	Soap Lake	\$2,332	\$6,997
Cowiche	\$2,457	\$7,372	Starbuck	\$2,432	\$7,297
Dayton	\$2,407	\$7,222	Stratford	\$2,432	\$7,297
Desert Aire	\$2,332	\$6,997	Sunland Estates	\$2,332	\$6,997
Dixie	\$2,332	\$6,997	Sunnyside	\$2,457	\$7,372
Dodge	\$2,432	\$7,297	Tieton	\$2,332	\$6,997
Ellensburg	\$2,507	\$7,522	Toppenish	\$2,282	\$6,847
Eltopia	\$2,282	\$6,847	Touchet	\$2,432	\$7,297
Ephrata	\$2,457	\$7,372	Trinidad	\$2,432	\$7,297
Eureka	\$2,282	\$6,847	Turner	\$2,507	\$7,522
Finley	\$2,307	\$6,922	Umtanam	\$2,432	\$7,297
Gardena	\$2,282	\$6,847	Union Gap	\$2,432	\$7,297
George	\$2,432	\$7,297	Vantage	\$2,282	\$6,847
Grainger	\$2,332	\$6,997	W. Richland	\$2,332	\$6,997
Grandview	\$2,332	\$6,997	Waitsburg	\$2,357	\$7,072
Grant Orchards	\$2,432	\$7,297	Walla Walla	\$2,282	\$6,847
Hay	\$2,432	\$7,297	Wallula	\$2,382	\$7,147
Hermiston	\$2,332	\$6,997	Wapato	\$2,332	\$6,997
Hopper	\$2,432	\$7,297	Warden	\$2,432	\$7,297
Huntsville	\$2,332	\$6,997	Washtunca	\$2,507	\$7,522
Irby	\$2,507	\$7,522	Wenatchee	\$2,432	\$7,297
Kahlotus	\$2,332	\$6,997	Wheeler	\$2,282	\$6,847
Kennewick	\$2,282	\$6,847	Whitstran	\$2,507	\$7,522
Kiona	\$2,282	\$6,847	Wilson Creek	\$2,432	\$7,297
Kittitas	\$2,507	\$7,522	Winchester	\$2,432	\$7,297
Kooskooskie	\$2,432	\$7,297	Yakima	\$2,382	\$7,147
Lakeview	\$2,432	\$7,297	Zillah	\$2,383	\$7,149
Lowden	\$2,282	\$6,847			
Mabton	\$2,332	\$6,997			
Malege	\$2,507	\$7,522			
Marlin	\$2,507	\$7,522			
Mattawa	\$2,332	\$6,997			
Mcdonald	\$2,432	\$7,297			
Mea	\$2,432	\$7,297			
Mesa	\$2,332	\$6,997			
Moses Lake	\$2,432	\$7,297			
Moxee City	\$2,432	\$7,297			
Naches	\$2,432	\$7,297			
Odessa	\$2,507	\$7,522			
Othello	\$2,332	\$6,997			
Outlook	\$2,332	\$6,997			
Palisades	\$2,507	\$7,522			
Pasco	\$2,282	\$6,847			
Prosser	\$2,432	\$7,297			

**\* Customer Drop-off rates do not include origin trucking.**



# Jacksonville, FL Destination - Route: UP - East St. Louis - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$2,067	\$6,200	Plymouth	\$2,252	\$6,755
Adrian	\$2,402	\$7,205	Prosser	\$2,302	\$6,905
Ayer	\$2,302	\$6,905	Quincy	\$2,402	\$7,205
Baileysburg	\$2,302	\$6,905	Richland	\$2,252	\$6,755
Basin City	\$2,302	\$6,905	Ritzville	\$2,402	\$7,205
Benge	\$2,402	\$7,205	Rock Island	\$2,477	\$7,430
Beverly	\$2,302	\$6,905	Roosevelt	\$2,402	\$7,205
Burbank	\$2,277	\$6,830	Royal City	\$2,402	\$7,205
Cashmere	\$2,477	\$7,430	Ruff	\$2,402	\$7,205
College Place	\$2,352	\$7,055	Schwana	\$2,302	\$6,905
Connell	\$2,302	\$6,905	Selah	\$2,402	\$7,205
Cowiche	\$2,427	\$7,280	Smyrna	\$2,302	\$6,905
Dayton	\$2,377	\$7,130	Soap Lake	\$2,402	\$7,205
Desert Aire	\$2,302	\$6,905	Starbuck	\$2,302	\$6,905
Dixie	\$2,302	\$6,905	Stratford	\$2,402	\$7,205
Dodge	\$2,402	\$7,205	Sunland Estates	\$2,402	\$7,205
Ellensburg	\$2,477	\$7,430	Sunnyside	\$2,302	\$6,905
Eltopia	\$2,252	\$6,755	Tieton	\$2,427	\$7,280
Ephrata	\$2,427	\$7,280	Toppenish	\$2,302	\$6,905
Eureka	\$2,252	\$6,755	Touchet	\$2,252	\$6,755
Finley	\$2,277	\$6,830	Trinidad	\$2,402	\$7,205
Gardena	\$2,252	\$6,755	Turner	\$2,402	\$7,205
George	\$2,402	\$7,205	Umtanam	\$2,477	\$7,430
Grainger	\$2,302	\$6,905	Union Gap	\$2,402	\$7,205
Grandview	\$2,302	\$6,905	Vantage	\$2,402	\$7,205
Grant Orchards	\$2,402	\$7,205	W. Richland	\$2,252	\$6,755
Hay	\$2,402	\$7,205	Waitsburg	\$2,302	\$6,905
Hermiston	\$2,302	\$6,905	Walla Walla	\$2,327	\$6,980
Hopper	\$2,402	\$7,205	Wallula	\$2,252	\$6,755
Huntsville	\$2,302	\$6,905	Wapato	\$2,352	\$7,055
Irby	\$2,477	\$7,430	Warden	\$2,302	\$6,905
Kahlotus	\$2,302	\$6,905	Washtunca	\$2,402	\$7,205
Kennewick	\$2,252	\$6,755	Wenatchee	\$2,477	\$7,430
Kiona	\$2,252	\$6,755	Wheeler	\$2,402	\$7,205
Kittitas	\$2,477	\$7,430	Whitstran	\$2,252	\$6,755
Kooskooskie	\$2,402	\$7,205	Wilson Creek	\$2,477	\$7,430
Lakeview	\$2,402	\$7,205	Winchester	\$2,402	\$7,205
Lowden	\$2,252	\$6,755	Yakima	\$2,402	\$7,205
Mabton	\$2,302	\$6,905	Zillah	\$2,352	\$7,055
Malege	\$2,477	\$7,430			
Marlin	\$2,477	\$7,430			
Mattawa	\$2,302	\$6,905			
Mcdonald	\$2,402	\$7,205			
Mea	\$2,402	\$7,205			
Mesa	\$2,302	\$6,905			
Moses Lake	\$2,402	\$7,205			
Moxee City	\$2,402	\$7,205			
Naches	\$2,402	\$7,205			
Odessa	\$2,477	\$7,430			
Othello	\$2,302	\$6,905			
Outlook	\$2,302	\$6,905			
Palisades	\$2,477	\$7,430			
Pasco	\$2,252	\$6,755			
Patterson	\$2,352	\$7,055			

**\* Customer Drop-off rates do not  
include origin trucking.**

# Nashville, TN Destination - Route: UP - East St. Louis - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,777	\$5,331	Plymouth	\$1,962	\$5,886
Adrian	\$2,112	\$6,336	Prosser	\$2,012	\$6,036
Ayer	\$2,012	\$6,036	Quincy	\$2,112	\$6,336
Baileysburg	\$2,012	\$6,036	Richland	\$1,962	\$5,886
Basin City	\$2,012	\$6,036	Ritzville	\$2,112	\$6,336
Benge	\$2,112	\$6,336	Rock Island	\$2,187	\$6,561
Beverly	\$2,012	\$6,036	Roosevelt	\$2,112	\$6,336
Burbank	\$1,987	\$5,961	Royal City	\$2,112	\$6,336
Cashmere	\$2,187	\$6,561	Ruff	\$2,112	\$6,336
College Place	\$2,062	\$6,186	Schwana	\$2,012	\$6,036
Connell	\$2,012	\$6,036	Selah	\$2,112	\$6,336
Cowiche	\$2,137	\$6,411	Smyrna	\$2,012	\$6,036
Dayton	\$2,087	\$6,261	Soap Lake	\$2,112	\$6,336
Desert Aire	\$2,012	\$6,036	Starbuck	\$2,012	\$6,036
Dixie	\$2,012	\$6,036	Stratford	\$2,112	\$6,336
Dodge	\$2,112	\$6,336	Sunland Estates	\$2,112	\$6,336
Ellensburg	\$2,187	\$6,561	Sunnyside	\$2,012	\$6,036
Eltopia	\$1,962	\$5,886	Tieton	\$2,137	\$6,411
Ephrata	\$2,137	\$6,411	Toppenish	\$2,012	\$6,036
Eureka	\$1,962	\$5,886	Touchet	\$1,962	\$5,886
Finley	\$1,987	\$5,961	Trinidad	\$2,112	\$6,336
Gardena	\$1,962	\$5,886	Turner	\$2,112	\$6,336
George	\$2,112	\$6,336	Umtanam	\$2,187	\$6,561
Grainger	\$2,012	\$6,036	Union Gap	\$2,112	\$6,336
Grandview	\$2,012	\$6,036	Vantage	\$2,112	\$6,336
Grant Orchards	\$2,112	\$6,336	W. Richland	\$1,962	\$5,886
Hay	\$2,112	\$6,336	Waitsburg	\$2,012	\$6,036
Hermiston	\$2,012	\$6,036	Walla Walla	\$2,037	\$6,111
Hopper	\$2,112	\$6,336	Wallula	\$1,962	\$5,886
Huntsville	\$2,012	\$6,036	Wapato	\$2,062	\$6,186
Irby	\$2,187	\$6,561	Warden	\$2,012	\$6,036
Kahlotus	\$2,012	\$6,036	Washtunca	\$2,112	\$6,336
Kennewick	\$1,962	\$5,886	Wenatchee	\$2,187	\$6,561
Kiona	\$1,962	\$5,886	Wheeler	\$2,112	\$6,336
Kittitas	\$2,187	\$6,561	Whitstran	\$1,962	\$5,886
Kooskooskie	\$2,112	\$6,336	Wilson Creek	\$2,187	\$6,561
Lakeview	\$2,112	\$6,336	Winchester	\$2,112	\$6,336
Lowden	\$1,962	\$5,886	Yakima	\$2,112	\$6,336
Mabton	\$2,012	\$6,036	Zillah	\$2,062	\$6,186
Malege	\$2,187	\$6,561			
Marlin	\$2,187	\$6,561			
Mattawa	\$2,012	\$6,036			
Mcdonald	\$2,112	\$6,336			
Mea	\$2,112	\$6,336			
Mesa	\$2,012	\$6,036			
Moses Lake	\$2,112	\$6,336			
Moxee City	\$2,112	\$6,336			
Naches	\$2,112	\$6,336			
Odessa	\$2,187	\$6,561			
Othello	\$2,012	\$6,036			
Outlook	\$2,012	\$6,036			
Palisades	\$2,187	\$6,561			
Pasco	\$1,962	\$5,886			
Patterson	\$2,062	\$6,186			

**\* Customer Drop-off rates do not include origin trucking.**

# Philadelphia, PA Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$2,061	\$6,184	Plymouth	\$2,246	\$6,739
Adrian	\$2,396	\$7,189	Prosser	\$2,296	\$6,889
Ayer	\$2,296	\$6,889	Quincy	\$2,396	\$7,189
Baileysburg	\$2,296	\$6,889	Richland	\$2,246	\$6,739
Basin City	\$2,296	\$6,889	Ritzville	\$2,396	\$7,189
Benge	\$2,396	\$7,189	Rock Island	\$2,471	\$7,414
Beverly	\$2,296	\$6,889	Roosevelt	\$2,396	\$7,189
Burbank	\$2,271	\$6,814	Royal City	\$2,396	\$7,189
Cashmere	\$2,471	\$7,414	Ruff	\$2,396	\$7,189
College Place	\$2,346	\$7,039	Schwana	\$2,296	\$6,889
Connell	\$2,296	\$6,889	Selah	\$2,396	\$7,189
Cowiche	\$2,421	\$7,264	Smyrna	\$2,296	\$6,889
Dayton	\$2,371	\$7,114	Soap Lake	\$2,396	\$7,189
Desert Aire	\$2,296	\$6,889	Starbuck	\$2,296	\$6,889
Dixie	\$2,296	\$6,889	Stratford	\$2,396	\$7,189
Dodge	\$2,396	\$7,189	Sunland Estates	\$2,396	\$7,189
Ellensburg	\$2,471	\$7,414	Sunnyside	\$2,296	\$6,889
Eltopia	\$2,246	\$6,739	Tieton	\$2,421	\$7,264
Ephrata	\$2,421	\$7,264	Toppenish	\$2,296	\$6,889
Eureka	\$2,246	\$6,739	Touchet	\$2,246	\$6,739
Finley	\$2,271	\$6,814	Trinidad	\$2,396	\$7,189
Gardena	\$2,246	\$6,739	Turner	\$2,396	\$7,189
George	\$2,396	\$7,189	Umtanam	\$2,471	\$7,414
Grainger	\$2,296	\$6,889	Union Gap	\$2,396	\$7,189
Grandview	\$2,296	\$6,889	Vantage	\$2,396	\$7,189
Grant Orchards	\$2,396	\$7,189	W. Richland	\$2,246	\$6,739
Hay	\$2,396	\$7,189	Waitsburg	\$2,296	\$6,889
Hermiston	\$2,296	\$6,889	Walla Walla	\$2,321	\$6,964
Hopper	\$2,396	\$7,189	Wallula	\$2,246	\$6,739
Huntsville	\$2,296	\$6,889	Wapato	\$2,346	\$7,039
Irby	\$2,471	\$7,414	Warden	\$2,296	\$6,889
Kahlotus	\$2,296	\$6,889	Washtunca	\$2,396	\$7,189
Kennewick	\$2,246	\$6,739	Wenatchee	\$2,471	\$7,414
Kiona	\$2,246	\$6,739	Wheeler	\$2,396	\$7,189
Kittitas	\$2,471	\$7,414	Whitstran	\$2,246	\$6,739
Kooskooskie	\$2,396	\$7,189	Wilson Creek	\$2,471	\$7,414
Lakeview	\$2,396	\$7,189	Winchester	\$2,396	\$7,189
Lowden	\$2,246	\$6,739	Yakima	\$2,396	\$7,189
Mabton	\$2,296	\$6,889	Zillah	\$2,346	\$7,039
Malege	\$2,471	\$7,414			
Marlin	\$2,471	\$7,414			
Mattawa	\$2,296	\$6,889			
Mcdonald	\$2,396	\$7,189			
Mea	\$2,396	\$7,189			
Mesa	\$2,296	\$6,889			
Moses Lake	\$2,396	\$7,189			
Moxee City	\$2,396	\$7,189			
Naches	\$2,396	\$7,189			
Odessa	\$2,471	\$7,414			
Othello	\$2,296	\$6,889			
Outlook	\$2,296	\$6,889			
Palisades	\$2,471	\$7,414			
Pasco	\$2,246	\$6,739			
Patterson	\$2,346	\$7,039			

**\* Customer Drop-off rates do not include origin trucking.**

# Pittsburgh, PA Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,671	\$5,012	Plymouth	\$1,856	\$5,567
Adrian	\$2,006	\$6,017	Prosser	\$1,906	\$5,717
Ayer	\$1,906	\$5,717	Quincy	\$2,006	\$6,017
Baileysburg	\$1,906	\$5,717	Richland	\$1,856	\$5,567
Basin City	\$1,906	\$5,717	Ritzville	\$2,006	\$6,017
Benge	\$2,006	\$6,017	Rock Island	\$2,081	\$6,242
Beverly	\$1,906	\$5,717	Roosevelt	\$2,006	\$6,017
Burbank	\$1,881	\$5,642	Royal City	\$2,006	\$6,017
Cashmere	\$2,081	\$6,242	Ruff	\$2,006	\$6,017
College Place	\$1,956	\$5,867	Schwana	\$1,906	\$5,717
Connell	\$1,906	\$5,717	Selah	\$2,006	\$6,017
Cowiche	\$2,031	\$6,092	Smyrna	\$1,906	\$5,717
Dayton	\$1,981	\$5,942	Soap Lake	\$2,006	\$6,017
Desert Aire	\$1,906	\$5,717	Starbuck	\$1,906	\$5,717
Dixie	\$1,906	\$5,717	Stratford	\$2,006	\$6,017
Dodge	\$2,006	\$6,017	Sunland Estates	\$2,006	\$6,017
Ellensburg	\$2,081	\$6,242	Sunnyside	\$1,906	\$5,717
Eltopia	\$1,856	\$5,567	Tieton	\$2,031	\$6,092
Ephrata	\$2,031	\$6,092	Toppenish	\$1,906	\$5,717
Eureka	\$1,856	\$5,567	Touchet	\$1,856	\$5,567
Finley	\$1,881	\$5,642	Trinidad	\$2,006	\$6,017
Gardena	\$1,856	\$5,567	Turner	\$2,006	\$6,017
George	\$2,006	\$6,017	Umtanam	\$2,081	\$6,242
Grainger	\$1,906	\$5,717	Union Gap	\$2,006	\$6,017
Grandview	\$1,906	\$5,717	Vantage	\$2,006	\$6,017
Grant Orchards	\$2,006	\$6,017	W. Richland	\$1,856	\$5,567
Hay	\$2,006	\$6,017	Waitsburg	\$1,906	\$5,717
Hermiston	\$1,906	\$5,717	Walla Walla	\$1,931	\$5,792
Hopper	\$2,006	\$6,017	Wallula	\$1,856	\$5,567
Huntsville	\$1,906	\$5,717	Wapato	\$1,956	\$5,867
Irby	\$2,081	\$6,242	Warden	\$1,906	\$5,717
Kahlotus	\$1,906	\$5,717	Washtunca	\$2,006	\$6,017
Kennewick	\$1,856	\$5,567	Wenatchee	\$2,081	\$6,242
Kiona	\$1,856	\$5,567	Wheeler	\$2,006	\$6,017
Kittitas	\$2,081	\$6,242	Whitstran	\$1,856	\$5,567
Kooskooskie	\$2,006	\$6,017	Wilson Creek	\$2,081	\$6,242
Lakeview	\$2,006	\$6,017	Winchester	\$2,006	\$6,017
Lowden	\$1,856	\$5,567	Yakima	\$2,006	\$6,017
Mabton	\$1,906	\$5,717	Zillah	\$1,956	\$5,867
Malege	\$2,081	\$6,242			
Marlin	\$2,081	\$6,242			
Mattawa	\$1,906	\$5,717			
Mcdonald	\$2,006	\$6,017			
Mea	\$2,006	\$6,017			
Mesa	\$1,906	\$5,717			
Moses Lake	\$2,006	\$6,017			
Moxee City	\$2,006	\$6,017			
Naches	\$2,006	\$6,017			
Odessa	\$2,081	\$6,242			
Othello	\$1,906	\$5,717			
Outlook	\$1,906	\$5,717			
Palisades	\$2,081	\$6,242			
Pasco	\$1,856	\$5,567			
Patterson	\$1,956	\$5,867			

**\* Customer Drop-off rates do not include origin trucking.**

# Plant City, FL Destination - Route: UP - East St. Louis - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$2,184	\$6,552	Plymouth	\$2,369	\$7,107
Adrian	\$2,519	\$7,557	Prosser	\$2,419	\$7,257
Ayer	\$2,419	\$7,257	Quincy	\$2,519	\$7,557
Baileysburg	\$2,419	\$7,257	Richland	\$2,369	\$7,107
Basin City	\$2,419	\$7,257	Ritzville	\$2,519	\$7,557
Benge	\$2,519	\$7,557	Rock Island	\$2,594	\$7,782
Beverly	\$2,419	\$7,257	Roosevelt	\$2,519	\$7,557
Burbank	\$2,394	\$7,182	Royal City	\$2,519	\$7,557
Cashmere	\$2,594	\$7,782	Ruff	\$2,519	\$7,557
College Place	\$2,469	\$7,407	Schwana	\$2,419	\$7,257
Connell	\$2,419	\$7,257	Selah	\$2,519	\$7,557
Cowiche	\$2,544	\$7,632	Smyrna	\$2,419	\$7,257
Dayton	\$2,494	\$7,482	Soap Lake	\$2,519	\$7,557
Desert Aire	\$2,419	\$7,257	Starbuck	\$2,419	\$7,257
Dixie	\$2,419	\$7,257	Stratford	\$2,519	\$7,557
Dodge	\$2,519	\$7,557	Sunland Estates	\$2,519	\$7,557
Ellensburg	\$2,594	\$7,782	Sunnyside	\$2,419	\$7,257
Eltopia	\$2,369	\$7,107	Tieton	\$2,544	\$7,632
Ephrata	\$2,544	\$7,632	Toppenish	\$2,419	\$7,257
Eureka	\$2,369	\$7,107	Touchet	\$2,369	\$7,107
Finley	\$2,394	\$7,182	Trinidad	\$2,519	\$7,557
Gardena	\$2,369	\$7,107	Turner	\$2,519	\$7,557
George	\$2,519	\$7,557	Umtanam	\$2,594	\$7,782
Grainger	\$2,419	\$7,257	Union Gap	\$2,519	\$7,557
Grandview	\$2,419	\$7,257	Vantage	\$2,519	\$7,557
Grant Orchards	\$2,519	\$7,557	W. Richland	\$2,369	\$7,107
Hay	\$2,519	\$7,557	Waitsburg	\$2,419	\$7,257
Hermiston	\$2,419	\$7,257	Walla Walla	\$2,444	\$7,332
Hopper	\$2,519	\$7,557	Wallula	\$2,369	\$7,107
Huntsville	\$2,419	\$7,257	Wapato	\$2,469	\$7,407
Irby	\$2,594	\$7,782	Warden	\$2,419	\$7,257
Kahlotus	\$2,419	\$7,257	Washtunca	\$2,519	\$7,557
Kennewick	\$2,369	\$7,107	Wenatchee	\$2,594	\$7,782
Kiona	\$2,369	\$7,107	Wheeler	\$2,519	\$7,557
Kittitas	\$2,594	\$7,782	Whitstran	\$2,369	\$7,107
Kooskooskie	\$2,519	\$7,557	Wilson Creek	\$2,594	\$7,782
Lakeview	\$2,519	\$7,557	Winchester	\$2,519	\$7,557
Lowden	\$2,369	\$7,107	Yakima	\$2,519	\$7,557
Mabton	\$2,419	\$7,257	Zillah	\$2,469	\$7,407
Malege	\$2,594	\$7,782			
Marlin	\$2,594	\$7,782			
Mattawa	\$2,419	\$7,257			
Mcdonald	\$2,519	\$7,557			
Mea	\$2,519	\$7,557			
Mesa	\$2,419	\$7,257			
Moses Lake	\$2,519	\$7,557			
Moxee City	\$2,519	\$7,557			
Naches	\$2,519	\$7,557			
Odessa	\$2,594	\$7,782			
Othello	\$2,419	\$7,257			
Outlook	\$2,419	\$7,257			
Palisades	\$2,594	\$7,782			
Pasco	\$2,369	\$7,107			
Patterson	\$2,469	\$7,407			

**\* Customer Drop-off rates do not include origin trucking.**

# Pompano Beach, FL Destination - Route: UP - EAST ST. LOUIS - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$2,221	\$6,664	Plymouth	\$2,406	\$7,219
Adrian	\$2,556	\$7,669	Prosser	\$2,456	\$7,369
Ayer	\$2,456	\$7,369	Quincy	\$2,556	\$7,669
Baileysburg	\$2,456	\$7,369	Richland	\$2,406	\$7,219
Basin City	\$2,456	\$7,369	Ritzville	\$2,556	\$7,669
Benge	\$2,556	\$7,669	Rock Island	\$2,631	\$7,894
Beverly	\$2,456	\$7,369	Roosevelt	\$2,556	\$7,669
Burbank	\$2,431	\$7,294	Royal City	\$2,556	\$7,669
Cashmere	\$2,631	\$7,894	Ruff	\$2,556	\$7,669
College Place	\$2,506	\$7,519	Schwana	\$2,456	\$7,369
Connell	\$2,456	\$7,369	Selah	\$2,556	\$7,669
Cowiche	\$2,581	\$7,744	Smyrna	\$2,456	\$7,369
Dayton	\$2,531	\$7,594	Soap Lake	\$2,556	\$7,669
Desert Aire	\$2,456	\$7,369	Starbuck	\$2,456	\$7,369
Dixie	\$2,456	\$7,369	Stratford	\$2,556	\$7,669
Dodge	\$2,556	\$7,669	Sunland Estates	\$2,556	\$7,669
Ellensburg	\$2,631	\$7,894	Sunnyside	\$2,456	\$7,369
Eltopia	\$2,406	\$7,219	Tieton	\$2,581	\$7,744
Ephrata	\$2,581	\$7,744	Toppenish	\$2,456	\$7,369
Eureka	\$2,406	\$7,219	Touchet	\$2,406	\$7,219
Finley	\$2,431	\$7,294	Trinidad	\$2,556	\$7,669
Gardena	\$2,406	\$7,219	Turner	\$2,556	\$7,669
George	\$2,556	\$7,669	Umtanam	\$2,631	\$7,894
Grainger	\$2,456	\$7,369	Union Gap	\$2,556	\$7,669
Grandview	\$2,456	\$7,369	Vantage	\$2,556	\$7,669
Grant Orchards	\$2,556	\$7,669	W. Richland	\$2,406	\$7,219
Hay	\$2,556	\$7,669	Waitsburg	\$2,456	\$7,369
Hermiston	\$2,456	\$7,369	Walla Walla	\$2,481	\$7,444
Hopper	\$2,556	\$7,669	Wallula	\$2,406	\$7,219
Huntsville	\$2,456	\$7,369	Wapato	\$2,506	\$7,519
Irby	\$2,631	\$7,894	Warden	\$2,456	\$7,369
Kahlotus	\$2,456	\$7,369	Washtunca	\$2,556	\$7,669
Kennewick	\$2,406	\$7,219	Wenatchee	\$2,631	\$7,894
Kiona	\$2,406	\$7,219	Wheeler	\$2,556	\$7,669
Kittitas	\$2,631	\$7,894	Whitstran	\$2,406	\$7,219
Kooskooskie	\$2,556	\$7,669	Wilson Creek	\$2,631	\$7,894
Lakeview	\$2,556	\$7,669	Winchester	\$2,556	\$7,669
Lowden	\$2,406	\$7,219	Yakima	\$2,556	\$7,669
Mabton	\$2,456	\$7,369	Zillah	\$2,506	\$7,519
Malege	\$2,631	\$7,894			
Marlin	\$2,631	\$7,894			
Mattawa	\$2,456	\$7,369			
Mcdonald	\$2,556	\$7,669			
Mea	\$2,556	\$7,669			
Mesa	\$2,456	\$7,369			
Moses Lake	\$2,556	\$7,669			
Moxee City	\$2,556	\$7,669			
Naches	\$2,556	\$7,669			
Odessa	\$2,631	\$7,894			
Othello	\$2,456	\$7,369			
Outlook	\$2,456	\$7,369			
Palisades	\$2,631	\$7,894			
Pasco	\$2,406	\$7,219			
Patterson	\$2,506	\$7,519			

**\* Customer Drop-off rates do not include origin trucking.**



# Salisbury, NC Destination - Route: UP - CHICAGO - NS

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,875	\$5,625	Plymouth	\$1,617	\$4,850
Adrian	\$2,210	\$6,630	Prosser	\$1,617	\$4,850
Ayer	\$2,110	\$6,330	Quincy	\$1,617	\$4,850
Baileysburg	\$2,110	\$6,330	Richland	\$1,617	\$4,850
Basin City	\$2,110	\$6,330	Ritzville	\$1,617	\$4,850
Benge	\$2,210	\$6,630	Rock Island	\$1,617	\$4,850
Beverly	\$2,110	\$6,330	Roosevelt	\$1,617	\$4,850
Burbank	\$2,085	\$6,255	Royal City	\$1,617	\$4,850
Cashmere	\$2,285	\$6,855	Ruff	\$1,617	\$4,850
College Place	\$2,160	\$6,480	Schwana	\$1,617	\$4,850
Connell	\$2,110	\$6,330	Selah	\$1,617	\$4,850
Cowiche	\$2,235	\$6,705	Smyrna	\$1,617	\$4,850
Dayton	\$2,185	\$6,555	Soap Lake	\$1,617	\$4,850
Desert Aire	\$2,110	\$6,330	Starbuck	\$1,617	\$4,850
Dixie	\$2,110	\$6,330	Stratford	\$1,617	\$4,850
Dodge	\$2,210	\$6,630	Sunland Estates	\$1,617	\$4,850
Ellensburg	\$2,285	\$6,855	Sunnyside	\$1,617	\$4,850
Eltopia	\$2,060	\$6,180	Tieton	\$1,617	\$4,850
Ephrata	\$2,235	\$6,705	Toppenish	\$1,617	\$4,850
Eureka	\$2,060	\$6,180	Touchet	\$1,617	\$4,850
Finley	\$2,085	\$6,255	Trinidad	\$1,617	\$4,850
Gardena	\$2,060	\$6,180	Turner	\$1,617	\$4,850
George	\$2,210	\$6,630	Umtanam	\$1,617	\$4,850
Grainger	\$2,110	\$6,330	Union Gap	\$1,617	\$4,850
Grandview	\$2,110	\$6,330	Vantage	\$1,617	\$4,850
Grant Orchards	\$2,210	\$6,630	W. Richland	\$1,617	\$4,850
Hay	\$2,210	\$6,630	Waitsburg	\$1,617	\$4,850
Hermiston	\$2,110	\$6,330	Walla Walla	\$1,617	\$4,850
Hopper	\$2,210	\$6,630	Wallula	\$1,617	\$4,850
Huntsville	\$2,110	\$6,330	Wapato	\$1,617	\$4,850
Irby	\$2,285	\$6,855	Warden	\$1,617	\$4,850
Kahlotus	\$2,110	\$6,330	Washtunca	\$1,617	\$4,850
Kennewick	\$2,060	\$6,180	Wenatchee	\$1,617	\$4,850
Kiona	\$2,060	\$6,180	Wheeler	\$1,617	\$4,850
Kittitas	\$2,285	\$6,855	Whitstran	\$1,617	\$4,850
Kooskooskie	\$2,210	\$6,630	Wilson Creek	\$1,617	\$4,850
Lakeview	\$2,210	\$6,630	Winchester	\$1,617	\$4,850
Lowden	\$2,060	\$6,180	Yakima	\$1,617	\$4,850
Mabton	\$2,110	\$6,330	Zillah	\$1,617	\$4,850
Malege	\$2,285	\$6,855			
Marlin	\$2,285	\$6,855			
Mattawa	\$2,110	\$6,330			
Mcdonald	\$2,210	\$6,630			
Mea	\$2,210	\$6,630			
Mesa	\$2,110	\$6,330			
Moses Lake	\$2,210	\$6,630			
Moxee City	\$2,210	\$6,630			
Naches	\$2,210	\$6,630			
Odessa	\$2,285	\$6,855			
Othello	\$2,110	\$6,330			
Outlook	\$2,110	\$6,330			
Palisades	\$2,285	\$6,855			
Pasco	\$2,060	\$6,180			
Patterson	\$1,617	\$4,850			

**\* Customer Drop-off rates do not include origin trucking.**



# Shelby, OH Destination - Route: UP - CHICAGO - CSXT - WILLARD, OH - ASRY

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,599	\$4,798	Plymouth	\$1,784	\$5,353
Adrian	\$1,934	\$5,803	Prosser	\$1,834	\$5,503
Ayer	\$1,834	\$5,503	Quincy	\$1,934	\$5,803
Baileysburg	\$1,834	\$5,503	Richland	\$1,784	\$5,353
Basin City	\$1,834	\$5,503	Ritzville	\$1,934	\$5,803
Benge	\$1,934	\$5,803	Rock Island	\$2,009	\$6,028
Beverly	\$1,834	\$5,503	Roosevelt	\$1,934	\$5,803
Burbank	\$1,809	\$5,428	Royal City	\$1,934	\$5,803
Cashmere	\$2,009	\$6,028	Ruff	\$1,934	\$5,803
College Place	\$1,884	\$5,653	Schwana	\$1,834	\$5,503
Connell	\$1,834	\$5,503	Selah	\$1,934	\$5,803
Cowiche	\$1,959	\$5,878	Smyrna	\$1,834	\$5,503
Dayton	\$1,909	\$5,728	Soap Lake	\$1,934	\$5,803
Desert Aire	\$1,834	\$5,503	Starbuck	\$1,834	\$5,503
Dixie	\$1,834	\$5,503	Stratford	\$1,934	\$5,803
Dodge	\$1,934	\$5,803	Sunland Estates	\$1,934	\$5,803
Ellensburg	\$2,009	\$6,028	Sunnyside	\$1,834	\$5,503
Eltopia	\$1,784	\$5,353	Tieton	\$1,959	\$5,878
Ephrata	\$1,959	\$5,878	Toppenish	\$1,834	\$5,503
Eureka	\$1,784	\$5,353	Touchet	\$1,784	\$5,353
Finley	\$1,809	\$5,428	Trinidad	\$1,934	\$5,803
Gardena	\$1,784	\$5,353	Turner	\$1,934	\$5,803
George	\$1,934	\$5,803	Umtanam	\$2,009	\$6,028
Grainger	\$1,834	\$5,503	Union Gap	\$1,934	\$5,803
Grandview	\$1,834	\$5,503	Vantage	\$1,934	\$5,803
Grant Orchards	\$1,934	\$5,803	W. Richland	\$1,784	\$5,353
Hay	\$1,934	\$5,803	Waitsburg	\$1,834	\$5,503
Hermiston	\$1,834	\$5,503	Walla Walla	\$1,859	\$5,578
Hopper	\$1,934	\$5,803	Wallula	\$1,784	\$5,353
Huntsville	\$1,834	\$5,503	Wapato	\$1,884	\$5,653
Irby	\$2,009	\$6,028	Warden	\$1,834	\$5,503
Kahlotus	\$1,834	\$5,503	Washtunca	\$1,934	\$5,803
Kennewick	\$1,784	\$5,353	Wenatchee	\$2,009	\$6,028
Kiona	\$1,784	\$5,353	Wheeler	\$1,934	\$5,803
Kittitas	\$2,009	\$6,028	Whitstran	\$1,784	\$5,353
Kooskooskie	\$1,934	\$5,803	Wilson Creek	\$2,009	\$6,028
Lakeview	\$1,934	\$5,803	Winchester	\$1,934	\$5,803
Lowden	\$1,784	\$5,353	Yakima	\$1,934	\$5,803
Mabton	\$1,834	\$5,503	Zillah	\$1,884	\$5,653
Malege	\$2,009	\$6,028			
Marlin	\$2,009	\$6,028			
Mattawa	\$1,834	\$5,503			
Mcdonald	\$1,934	\$5,803			
Mea	\$1,934	\$5,803			
Mesa	\$1,834	\$5,503			
Moses Lake	\$1,934	\$5,803			
Moxee City	\$1,934	\$5,803			
Naches	\$1,934	\$5,803			
Odessa	\$2,009	\$6,028			
Othello	\$1,834	\$5,503			
Outlook	\$1,834	\$5,503			
Palisades	\$2,009	\$6,028			
Pasco	\$1,784	\$5,353			
Patterson	\$1,884	\$5,653			

**\* Customer Drop-off rates do not include origin trucking.**

# Shelbyville, IN Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>* Customer Drop-off</b>	\$1,785	\$5,356	Plymouth	\$1,970	\$5,911
Adrian	\$2,120	\$6,361	Prosser	\$2,020	\$6,061
Ayer	\$2,020	\$6,061	Quincy	\$2,120	\$6,361
Baileysburg	\$2,020	\$6,061	Richland	\$1,970	\$5,911
Basin City	\$2,020	\$6,061	Ritzville	\$2,120	\$6,361
Benge	\$2,120	\$6,361	Rock Island	\$2,195	\$6,586
Beverly	\$2,020	\$6,061	Roosevelt	\$2,120	\$6,361
Burbank	\$1,995	\$5,986	Royal City	\$2,120	\$6,361
Cashmere	\$2,195	\$6,586	Ruff	\$2,120	\$6,361
College Place	\$2,070	\$6,211	Schwana	\$2,020	\$6,061
Connell	\$2,020	\$6,061	Selah	\$2,120	\$6,361
Cowiche	\$2,145	\$6,436	Smyrna	\$2,020	\$6,061
Dayton	\$2,095	\$6,286	Soap Lake	\$2,120	\$6,361
Desert Aire	\$2,020	\$6,061	Starbuck	\$2,020	\$6,061
Dixie	\$2,020	\$6,061	Stratford	\$2,120	\$6,361
Dodge	\$2,120	\$6,361	Sunland Estates	\$2,120	\$6,361
Ellensburg	\$2,195	\$6,586	Sunnyside	\$2,020	\$6,061
Eltopia	\$1,970	\$5,911	Tieton	\$2,145	\$6,436
Ephrata	\$2,145	\$6,436	Toppenish	\$2,020	\$6,061
Eureka	\$1,970	\$5,911	Touchet	\$1,970	\$5,911
Finley	\$1,995	\$5,986	Trinidad	\$2,120	\$6,361
Gardena	\$1,970	\$5,911	Turner	\$2,120	\$6,361
George	\$2,120	\$6,361	Umtanam	\$2,195	\$6,586
Grainger	\$2,020	\$6,061	Union Gap	\$2,120	\$6,361
Grandview	\$2,020	\$6,061	Vantage	\$2,120	\$6,361
Grant Orchards	\$2,120	\$6,361	W. Richland	\$1,970	\$5,911
Hay	\$2,120	\$6,361	Waitsburg	\$2,020	\$6,061
Hermiston	\$2,020	\$6,061	Walla Walla	\$2,045	\$6,136
Hopper	\$2,120	\$6,361	Wallula	\$1,970	\$5,911
Huntsville	\$2,020	\$6,061	Wapato	\$2,070	\$6,211
Irby	\$2,195	\$6,586	Warden	\$2,020	\$6,061
Kahlotus	\$2,020	\$6,061	Washtunca	\$2,120	\$6,361
Kennewick	\$1,970	\$5,911	Wenatchee	\$2,195	\$6,586
Kiona	\$1,970	\$5,911	Wheeler	\$2,120	\$6,361
Kittitas	\$2,195	\$6,586	Whitstran	\$1,970	\$5,911
Kooskooskie	\$2,120	\$6,361	Wilson Creek	\$2,195	\$6,586
Lakeview	\$2,120	\$6,361	Winchester	\$2,120	\$6,361
Lowden	\$1,970	\$5,911	Yakima	\$2,120	\$6,361
Mabton	\$2,020	\$6,061	Zillah	\$2,070	\$6,211
Malege	\$2,195	\$6,586			
Marlin	\$2,195	\$6,586			
Mattawa	\$2,020	\$6,061			
Mcdonald	\$2,120	\$6,361			
Mea	\$2,120	\$6,361			
Mesa	\$2,020	\$6,061			
Moses Lake	\$2,120	\$6,361			
Moxee City	\$2,120	\$6,361			
Naches	\$2,120	\$6,361			
Odessa	\$2,195	\$6,586			
Othello	\$2,020	\$6,061			
Outlook	\$2,020	\$6,061			
Palisades	\$2,195	\$6,586			
Pasco	\$1,970	\$5,911			
Patterson	\$2,070	\$6,211			

**\* Customer Drop-off rates do not include origin trucking.**

**St. Louis, MO Destination - Route: UP DIRECT**  
**ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS**  
**Effective: 8/1/2003 - 9/30/03**

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,336	\$4,009	Plymouth	\$1,521	\$4,564
Adrian	\$1,671	\$5,014	Prosser	\$1,571	\$4,714
Ayer	\$1,571	\$4,714	Quincy	\$1,671	\$5,014
Baileysburg	\$1,571	\$4,714	Richland	\$1,521	\$4,564
Basin City	\$1,571	\$4,714	Ritzville	\$1,671	\$5,014
Benge	\$1,671	\$5,014	Rock Island	\$1,746	\$5,239
Beverly	\$1,571	\$4,714	Roosevelt	\$1,671	\$5,014
Burbank	\$1,546	\$4,639	Royal City	\$1,671	\$5,014
Cashmere	\$1,746	\$5,239	Ruff	\$1,671	\$5,014
College Place	\$1,621	\$4,864	Schwana	\$1,571	\$4,714
Connell	\$1,571	\$4,714	Selah	\$1,671	\$5,014
Cowiche	\$1,696	\$5,089	Smyrna	\$1,571	\$4,714
Dayton	\$1,646	\$4,939	Soap Lake	\$1,671	\$5,014
Desert Aire	\$1,571	\$4,714	Starbuck	\$1,571	\$4,714
Dixie	\$1,571	\$4,714	Stratford	\$1,671	\$5,014
Dodge	\$1,671	\$5,014	Sunland Estates	\$1,671	\$5,014
Ellensburg	\$1,746	\$5,239	Sunnyside	\$1,571	\$4,714
Eltopia	\$1,521	\$4,564	Tieton	\$1,696	\$5,089
Ephrata	\$1,696	\$5,089	Toppenish	\$1,571	\$4,714
Eureka	\$1,521	\$4,564	Touchet	\$1,521	\$4,564
Finley	\$1,546	\$4,639	Trinidad	\$1,671	\$5,014
Gardena	\$1,521	\$4,564	Turner	\$1,671	\$5,014
George	\$1,671	\$5,014	Umtanam	\$1,746	\$5,239
Grainger	\$1,571	\$4,714	Union Gap	\$1,671	\$5,014
Grandview	\$1,571	\$4,714	Vantage	\$1,671	\$5,014
Grant Orchards	\$1,671	\$5,014	W. Richland	\$1,521	\$4,564
Hay	\$1,671	\$5,014	Waitsburg	\$1,571	\$4,714
Hermiston	\$1,571	\$4,714	Walla Walla	\$1,596	\$4,789
Hopper	\$1,671	\$5,014	Wallula	\$1,521	\$4,564
Huntsville	\$1,571	\$4,714	Wapato	\$1,621	\$4,864
Irby	\$1,746	\$5,239	Warden	\$1,571	\$4,714
Kahlotus	\$1,571	\$4,714	Washtunca	\$1,671	\$5,014
Kennewick	\$1,521	\$4,564	Wenatchee	\$1,746	\$5,239
Kiona	\$1,521	\$4,564	Wheeler	\$1,671	\$5,014
Kittitas	\$1,746	\$5,239	Whitstran	\$1,521	\$4,564
Kooskooskie	\$1,671	\$5,014	Wilson Creek	\$1,746	\$5,239
Lakeview	\$1,671	\$5,014	Winchester	\$1,671	\$5,014
Lowden	\$1,521	\$4,564	Yakima	\$1,671	\$5,014
Mabton	\$1,571	\$4,714	Zillah	\$1,621	\$4,864
Malege	\$1,746	\$5,239			
Marlin	\$1,746	\$5,239			
Mattawa	\$1,571	\$4,714			
Mcdonald	\$1,671	\$5,014			
Mea	\$1,671	\$5,014			
Mesa	\$1,571	\$4,714			
Moses Lake	\$1,671	\$5,014			
Moxee City	\$1,671	\$5,014			
Naches	\$1,671	\$5,014			
Odessa	\$1,746	\$5,239			
Othello	\$1,571	\$4,714			
Outlook	\$1,571	\$4,714			
Palisades	\$1,746	\$5,239			
Pasco	\$1,521	\$4,564			
Patterson	\$1,621	\$4,864			

**\* Customer Drop-off rates do not  
include origin trucking.**

# Syracuse, NY Destination - Route: UP - CHICAGO - CSXT

## ORIGIN TRUCK AND TRANSLOAD TO RAIL SERVED DESTINATIONS

Effective: 8/1/2003 - 9/30/03

Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar	Truck Origin City	Door to Door Per Trailer	Door to Door Per Railcar
<b>*Customer Drop-off</b>	\$1,857	\$5,571	Richland	\$2,042	\$6,126
Adrian	\$2,192	\$6,576	Ritzville	\$2,192	\$6,576
Ayer	\$2,092	\$6,276	Rock Island	\$2,267	\$6,801
Baileysburg	\$2,092	\$6,276	Roosevelt	\$2,192	\$6,576
Basin City	\$2,092	\$6,276	Royal City	\$2,192	\$6,576
Benge	\$2,192	\$6,576	Ruff	\$2,192	\$6,576
Beverly	\$2,092	\$6,276	Schwana	\$2,092	\$6,276
Burbank	\$2,067	\$6,201	Selah	\$2,192	\$6,576
Cashmere	\$2,267	\$6,801	Smyrna	\$2,092	\$6,276
College Place	\$2,142	\$6,426	Soap Lake	\$2,192	\$6,576
Connell	\$2,092	\$6,276	Starbuck	\$2,092	\$6,276
Cowiche	\$2,217	\$6,651	Stratford	\$2,192	\$6,576
Dayton	\$2,167	\$6,501	Sunland Estates	\$2,192	\$6,576
Desert Aire	\$2,092	\$6,276	Sunnyside	\$2,092	\$6,276
Dixie	\$2,092	\$6,276	Tieton	\$2,217	\$6,651
Dodge	\$2,192	\$6,576	Toppenish	\$2,092	\$6,276
Ellensburg	\$2,267	\$6,801	Touchet	\$2,042	\$6,126
Eltopia	\$2,042	\$6,126	Trinidad	\$2,192	\$6,576
Ephrata	\$2,217	\$6,651	Turner	\$2,192	\$6,576
Eureka	\$2,042	\$6,126	Umtanam	\$2,267	\$6,801
Finley	\$2,067	\$6,201	Union Gap	\$2,192	\$6,576
Gardena	\$2,042	\$6,126	Vantage	\$2,192	\$6,576
George	\$2,192	\$6,576	W. Richland	\$2,042	\$6,126
Grainger	\$2,092	\$6,276	Waitsburg	\$2,092	\$6,276
Grandview	\$2,092	\$6,276	Walla Walla	\$2,117	\$6,351
Grant Orchards	\$2,192	\$6,576	Wallula	\$2,042	\$6,126
Hay	\$2,192	\$6,576	Wapato	\$2,142	\$6,426
Hermiston	\$2,092	\$6,276	Warden	\$2,092	\$6,276
Hopper	\$2,192	\$6,576	Washtunca	\$2,192	\$6,576
Huntsville	\$2,092	\$6,276	Wenatchee	\$2,267	\$6,801
Irby	\$2,267	\$6,801	Wheeler	\$2,192	\$6,576
Kahlotus	\$2,092	\$6,276	Whitstran	\$2,042	\$6,126
Kennewick	\$2,042	\$6,126	Wilson Creek	\$2,267	\$6,801
Kiona	\$2,042	\$6,126	Winchester	\$2,192	\$6,576
Kittitas	\$2,267	\$6,801	Yakima	\$2,192	\$6,576
Kooskooskie	\$2,192	\$6,576	Zillah	\$2,142	\$6,426
Lakeview	\$2,192	\$6,576			
Lowden	\$2,042	\$6,126			
Mabton	\$2,092	\$6,276			
Malege	\$2,267	\$6,801			
Marlin	\$2,267	\$6,801			
Mattawa	\$2,092	\$6,276			
Mcdonald	\$2,192	\$6,576			
Mea	\$2,192	\$6,576			
Mesa	\$2,092	\$6,276			
Moses Lake	\$2,192	\$6,576			
Moxee City	\$2,192	\$6,576			
Naches	\$2,192	\$6,576			
Odessa	\$2,267	\$6,801			
Othello	\$2,092	\$6,276			
Outlook	\$2,092	\$6,276			
Palisades	\$2,267	\$6,801			
Pasco	\$2,042	\$6,126			
Quincy	\$2,192	\$6,576			

**\* Customer Drop-off rates do not include origin trucking.**