

**MexDirect for Steel**

**Effective : 11-01-02**

**COMMODITIES COVERED**

1. Rates apply only to commodities with the following STCC's:
  - 33-115 Metallizing Plant Products
  - 33-121 Steel Ingot or Semi Finished Shapes
  - 33-122 Iron or Steel Plates
  - 33-123 Iron or Steel Sheet or Strip - Coil
  - 33-124 Iron or Steel Bars, Bar Shapes, or Rods
  - 33-125 Structural Shapes or Pilings, Steel Mill Products
  - 33-126 Iron or Steel Pipe, Tubes, or Fittings
  - 33-127 Tin Mill Products
  - 33-128 Railway Track Material Viz. Rails, Joint Bars, Tie Plates, or Related Products
  - 33-129 Primary Iron or Steel Products
  - 33-151 Noninsulated Ferrous Wire Rope, Cable or Strand
  - 33-152 Steel Nails, Staples, Tacks, Brads, or Spikes Excluding Railway Spikes (see 33-128)
  - 33-155 Steel Wire
  - 33-211 Iron or Steel Cast Pipe or Fittings
  - 33-219 Iron or Steel Castings
  - 33-391 Magnesium Pig, Slab, or Ingots
  - 33-911 Iron or Steel Forgings
  - 33-999 Primary Metal Products
  - 34-411 Fabricated Structural Iron or Steel Products
  - 34-942 Metal Fittings for Piping Systems or Metal Unions
  - 34-943 Metal Pipe Coils
  - 34-944 Fabricated Pipe or Pipe Fittings
  - 34-994 Coating, Anodizing, Coloring, Electroplating, Engraving, Plating or Polishing or Metals or Metal Products (Excluding Galvanizing)
  - 34-998 Fabricated Metal Products

**RULES, CONDITIONS AND PROVISIONS**

2. Rates apply in any gondola, boxcar or flat car.
3. Reciprocal switching & handling carrier charges will be absorbed by Union Pacific at their respective origins and destinations.
4. Reciprocal switching & handling carrier charges will be NOT be absorbed by TFM at their respective origins and destinations.
5. Rates are subject to selective increases. Increases (if needed) will only be taken once per quarter (Jan 1, April 1, July 1 & Oct 1).
6. Rates will be billed and must be paid in U.S. funds.
7. Rates are in stated in net tons of 2,000 lbs.
8. Subject to UP Circular 16 series.
9. Rates do not apply if transit privilege service is provided.
10. Rates are not subject to Rules 24 or 29 of UFC.
11. Rates may not be used in combination with other rates for the portion of the shipment both prior to specified origin and subsequent to specified destination.
12. Rates apply only to movements with routing of UP-Laredo-TFM (For movements into Mexico) or TFM-Laredo-UP (For movements out of Mexico).
13. No transloading or trucking services are included in the rates.
14. Rates apply only when shipments are billed on a "Prepaid" basis.

**SERVICES INCLUDED WITHIN THE BASE RATE.** The base rate INCLUDES rail transportation from Origin to Destination and per diem (Car Hire) charges on that portion of transportation within the Republic of Mexico. The base rate does NOT include import duties, expenses of any nature associated with the crossing of the International Border (except bridge toll) or any value added tax levied against the expense of transportation performed within the United States.

## Generating a Bill of Lading With Union Pacific

Your shipping instructions can be transmitted online using the **Bill of Lading Submission** application at [www.uprr.com/customer](http://www.uprr.com/customer).

When shipping cars into Mexico on a through rate basis (single freight bill), there are several things you need to know:

1. The circular applies only on shipments of steel coil and/or sheet (STCC 33-123).
2. Shipments **MUST** move on a prepaid basis.
3. Rates apply only on northbound or southbound shipments moving to or from UP served or accessed origins/destinations within the U.S to or from TFM served origins/destinations within Mexico.

All Southbound Bills of Lading issued to UP (Electronic or Paper) must contain the following:

1. **Consignor (Shipper):** Full name and physical address required
2. **Consignee (Receiver in Mexico):** Full name and physical address required
3. **Care of Party (Freight Forwarder/U.S. Customs broker):**  
The Care of Party on the BOL must show as the U.S. Freight Forwarder or Mexican Custom Broker. If the U.S. Freight Forwarder/Custom Broker is NOT shown as the C/O party then Union Pacific will NOT send the Despacho Previo notification to the broker which could create delays in getting the cars cleared (See Section 7, Part 2 – Southbound Clearance Process).
4. **Route:** Rates apply only with a route of: UP-LAREDO-TFM
5. **Commodity Code & Description:** (Must always be STCC 33-123-XX) Steel Sheet and/or Coil.
6. **Rate Authority:** Billing must make reference to UP Circular 33123.
7. **Prepaid vs. Collect:** Rates in only apply when shipped on a “prepaid” basis.
8. **Send Freight Party:** Be sure to identify who the freight bill should be sent to with physical name, address & phone number.

### Example:

#### SHIPPER:

NAME: BAKER STEEL  
ADDR: 7153 CURTIS ST  
CITY: CHICAGO  
STATE: IL  
ZIP: 45043  
PHONE: 708-425 – XXXX

#### ROUTE:

UP-LAREDO-TFM

#### COMMODITY:

STCC 33-123-xx

#### RATE AUTHORITY:

UP Circular 33123

#### PAID/COLLECT:

Prepaid

#### RECEIVER:

NAME: MCGHEHEY METALS  
ADDR: 2346 AVE. GAMMA  
CITY: RAMOS ARIZPE  
STATE: CU  
ZIP: 25900  
PHONE: 524 - 829 – XXXX

#### SEND FREIGHT:

NAME: BAKER STEEL  
ADDR: 7153 CURTIS ST  
CITY: CHICAGO  
STATE: IL  
ZIP: 45043  
PHONE: 708-425 – XXXX

#### CARE OF PARTY:

NAME: KLEIN INTERNATIONAL  
ADDR: 14701 ATLANTA DR  
CITY: LAREDO  
STATE: TX      ZIP: 780457848



Union Pacific Railroad - Standard Bill of Lading

Date: \* 5-1-02

Bill of Lading #:

Plan#:

(Required on Intermodal traffic)

Contract#: UP MX 100

L/E: \*

(Required on Intermodal traffic)

\*-Required

<b>SHIPPER:*</b>	<b>SEND FREIGHT BILL TO:*</b>	<b>Car / Trailer / Container Initial &amp; Number *</b>
BAKER STEEL 7153 CURTIS ST CHICAGO IL	(Required if prepaid & shipper not payor or collect & consignee not payor)	UP 249068
<b>ORIGIN:*</b> CHICAGO IL	BAKER STEEL 7153 CURTIS ST CHICAGO IL	
<b>CONSIGNEE:*</b>	<b>C/O PARTY: KLEIN</b> (Required if other than <b>INTERNATIONAL</b> consignee to receive car)	
MC GHEHEY METALS 2346 AVE. GAMA RAMOS ARIZPE, CU	<b>N/P PARTY:</b> (Required if notification of other than consignee or shipper desired)	
<b>DESTINATION:*</b> RAMOS ARIZPE, CU		

**ROUTE:\*** UP-LARED-TFM

PKG:

**DESCRIPTION:\*** STEEL COILS

**PREPAID/COLLECT P \***

**WEIGHT:**

(Required unless weight  
agreement or railroad to  
weigh car)

COMMODITY CODE: 33-123-32

RR to Weigh

Yes

No \*

SPECIAL CONDITION: (Required if applicable)

COMMENTS:

If the shipment contains hazardous material, DOT hazardous material description and Emergency Response Telephone number must be furnished per 49CFR.

(Required on hazardous material)

“This is to certify that the above-named materials are properly classified, described, packaged, marked, and labeled and are in proper condition for transportation according to applicable regulations of the Department of Transportation.” X \_\_\_\_\_

<b>COMMODITIES</b>	<b>CONTACT NAME</b>	<b>MAILING ADDRESS</b>	<b>PHONE NUMBER</b>	<b>FAX NUMBER</b>	<b>E-MAIL</b>
<b>U.S. SALES</b>					
Sr. AVP, Sales	Bob Grab	4600 Gulf Freeway, #250 Houston, TX 77023	713-924-6377	713-924-6374	rlgrabtfm@aol.com
Agricultural Products	Dick Fields	840 Central Pkwy. E. Plano, TX 75074	972-578-9753	972-422-9002	dicksjvr@aol.com
Industrial Products/Midwest	Glenn Turner	4600 Gulf Freeway, #250 Houston, TX 77023	713-924-6362	713-924-6374	gturnertfm@aol.com
Chemicals	Stacy McGhehey	9937 Deer Spring Lane Charlotte, NC 28210	704-752-1566	704-752-1567	stacymcghehey@aol.com
Industrial Products/Gulf Coast	Guadalupe Salinas	1200 Washington St. Laredo, TX 78040	956-728-6723	956-728-0336	gasalinas@usa.net
Metals/Minerals/Misc					
Industrial Products/					
Southeast & East Coast					
Laredo/Bus. Develop.					
Industrial Products/West Coast					
<b>MEXICO SALES*</b>					
Vice President, Sales	Carlos Porrugas	Mexico City Office	011-525-55-447-5958	011-525-55-447-5745	cporrugas@tfm.com.mx
Agricultural Products	Hermann Saenger	Mexico City Office	011-525-55-447-5945	011-525-55-447-5788	hsaenger@tfm.com.mx
Chemicals	Jaime Ortiz	Mexico City Office	011-525-55-447-5941	011-525-55-447-5724	jortiz@tfm.com.mx
Metals/Minerals	Juan Ramon Hoyos	Mexico City Office	011-525-55-447-5860	011-525-55-447-5749	jhoyos@tfm.com.mx
Industrial Products	Isaac Berjon	Mexico City Office	011-525-55-447-5973	011-525-55-447-5788	iberjon@tfm.com.mx
*Please Note: The names listed for the Mexico Sales office are the subdirectors for each respective business unit. Each assigns an account executive to handle rate requests.					
<b>MEXICO SALES METALS &amp; MINERALS</b>					
Assistant Vice Pres.	Juan Ramon Hoyos	Mexico City Office	011-525-55-447-5860	011-525-55-447-5749	jhoyos@tfm.com.mx
Account Executive	Norma Quiroz	Mexico City Office	011-525-55-447-5944	011-525-55-447-5788	nquiroz@tfm.com.mx
Account Executive	Alejandro Altamirano	Mexico City Office	011-525-55-447-5943	011-525-55-447-5788	aaltamirano@tfm.com.mx
Account Executive	Jesus Ruiz	Mexico City Office	011-525-55-447-5976	011-525-55-447-5788	jruiz@tfm.com.mx
Account Executive	Yesica Gloria	Monterrey Office	011-528-18-305-7842	011-528-18-305-7734	ygloria@tfm.com.mx
Account Executive	Martha Mascorro	Monterrey Office	011-528-18-305-7851	011-528-18-305-7734	mmascorro@tfm.com.mx