



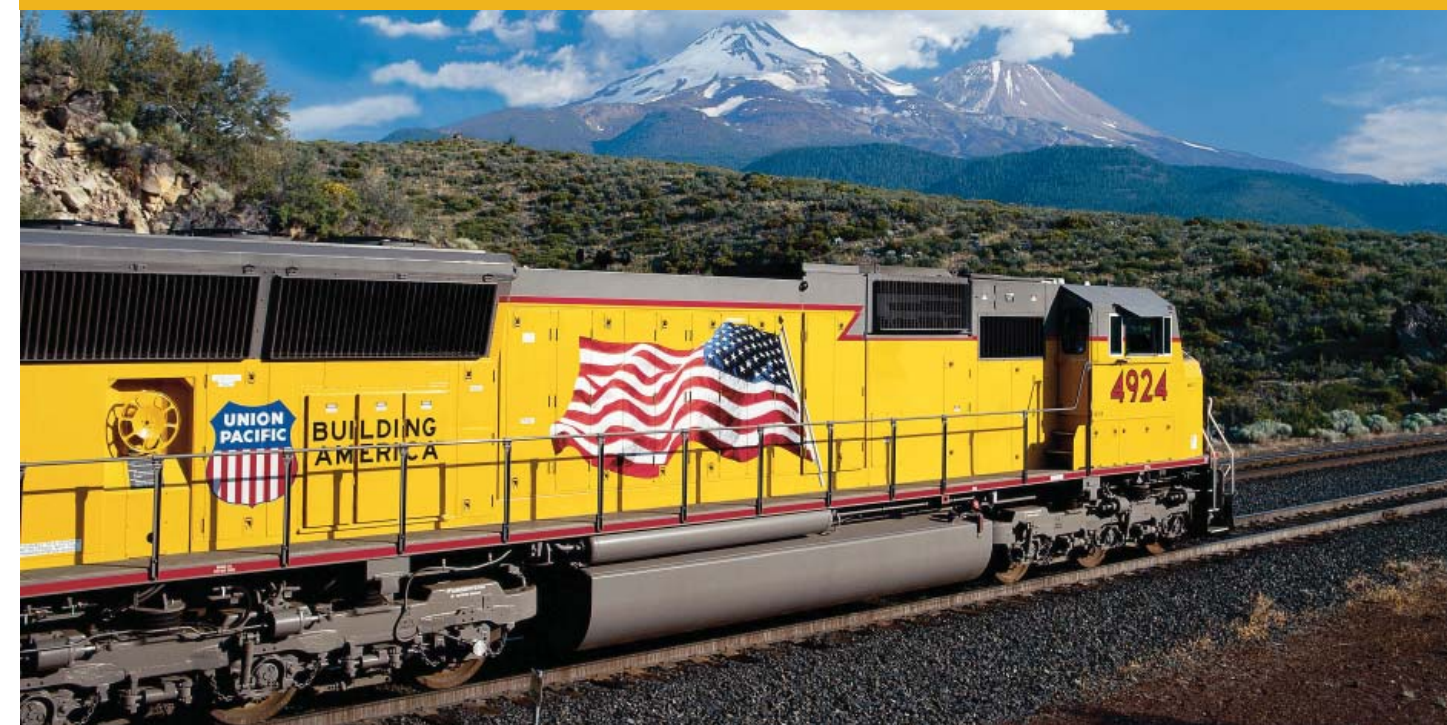
## The Green Way to Ship

### Fuel Efficient

- Railroads provide the safest, most fuel efficient and environmentally responsible mode of ground freight transportation.
- While railroads move 43 percent of all freight ton-miles, railroads consume only 5 percent of freight energy.
- Union Pacific can move one ton of freight nearly 471 miles on a single gallon of diesel fuel and is constantly working to develop new technology to improve fuel efficiency.
- Freight trains are four times more fuel efficient than trucks and generate a carbon footprint that is, on average, 75 percent less than trucks.

### Investing in Green Technology

- Union Pacific operates North America's cleanest and most modern locomotive fleet.
- Since 2000, Union Pacific has spent approximately \$6.5 billion to purchase more than 3,500 locomotives that meet EPA Tier 0, Tier 1 or Tier 2 guidelines.
- Union Pacific pioneered the technology that created a low-emissions switch locomotive, the "Genset Switcher." It has reduced emissions of oxides of nitrogen up to 80 percent and particulate matter by 90 percent while using as much as 37 percent less fuel compared to older switching locomotives.



# Shipping in the I-5 Corridor

*Greater efficiency, broader market reach with Union Pacific*



## Improved Shipping in the I-5 Corridor

If you ship commodities through the I-5 corridor, Union Pacific can transport them efficiently and to a broader geography — offering you single line pricing, expanded market reach and a better alternative to your current shipping options.

### I-5 Proportional Rate Agreement — More Options, Better Service

The I-5 Proportional Rate Agreement was established in 1997 to allow Union Pacific to compete with BNSF for traffic moving between the Pacific Northwest/Canada and the Southwest/Mexico. The agreement allows Union Pacific to unilaterally establish rates between these points, skipping the concurrence process. As a result, shippers get rates quickly and have more options for shipping product farther and faster throughout the I-5 corridor.

#### Benefits:

- Greater options for competitive pricing in the West
- Access to Union Pacific's unmatched service to consumption markets
- Access to markets in the Pacific Northwest, British Columbia, Alberta and Saskatchewan
- Increased market coverage for shippers and receivers



I-5 Region

### Greater Access in the I-5 Corridor

Union Pacific's infrastructure stretches from points in Oregon, Washington, Idaho and Western Montana in the Pacific Northwest to many points throughout the Southwest.

By taking advantage of interchange points with the Canadian National, Canadian Pacific and Southern Railway of British Columbia railroads, Union Pacific has access to British Columbia, Alberta and Saskatchewan as well.

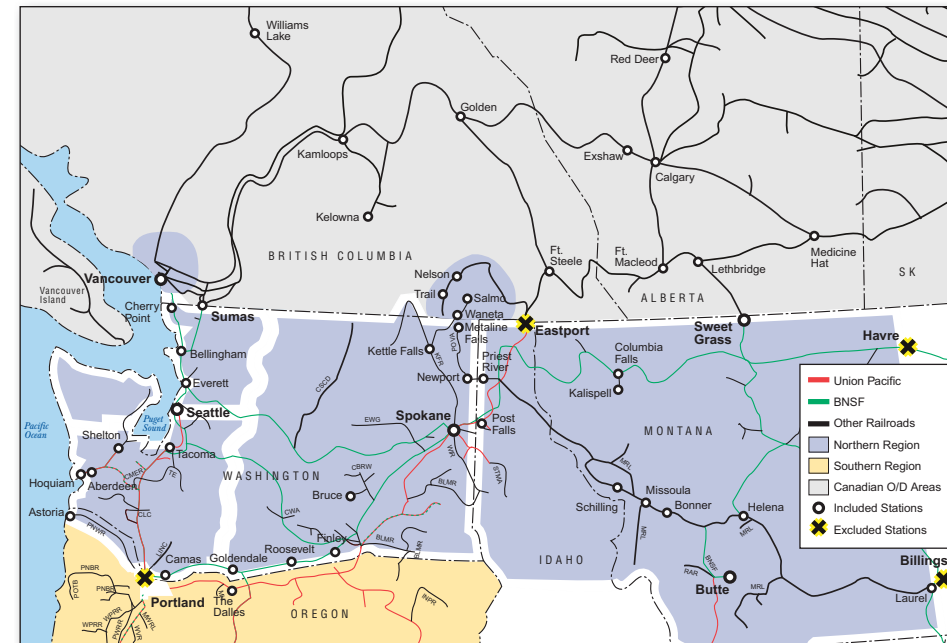
The I-5 Proportional Rate Agreement also allows Union Pacific to offer competitive pricing for BNSF Railway locations north of Portland, Oregon, including customers in Washington, Northern Idaho, Western Montana and the Vancouver, B.C., area.

Union Pacific can ship to and from BNSF connections including short lines, handling carriers, line-haul (Central Montana Rail) and Canadian railroads.

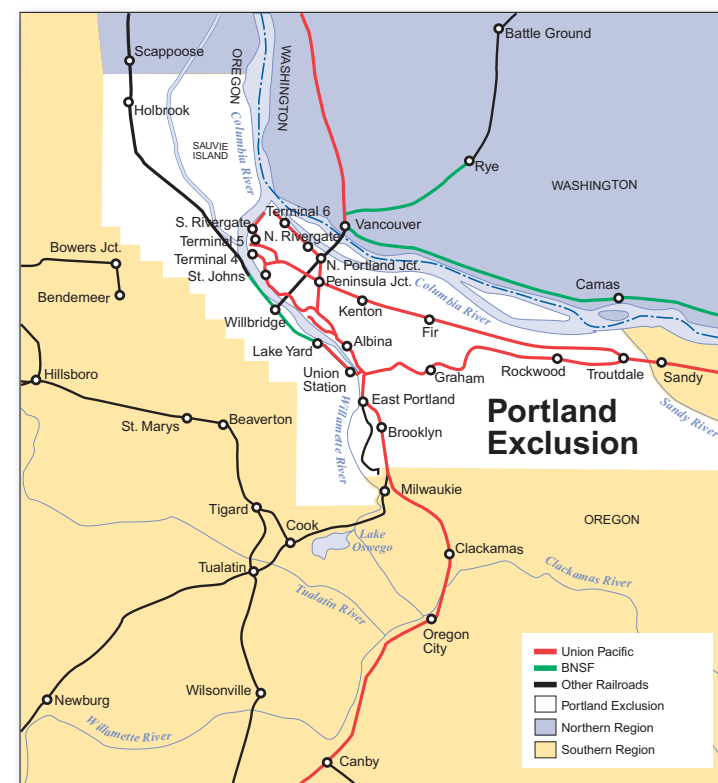
### Shipping Territory

Under the I-5 Proportional Rate Agreement, Union Pacific is able to quote the following prices:

- Southbound from BNSF origins to Union Pacific destinations in the Southwest
- Northbound from Union Pacific origins in the Southwest to BNSF destinations in the Northwest
- To and from BNSF interchange points with Canadian railroads



Northern Region Detail



Portland Detail

*Note: Shipments must move over Portland, Oregon. The Proportional Rate Agreement does not apply to shipments with Portland as an origin or destination.*

Traffic must move between Northern and Southern territories. These include:

#### Northern Territory

- WA, Northern ID, Western MT
- Portions of OR (North of Portland)
- BC, AB & SK (excludes Portland area)

#### Southern Territory

- AZ, CA, CO, NM, NV, UT, portions of OR (south of Portland) and portions of TX (west of Monahans and Sanderson)
- Mexico interchanges with FXE at Calexico, Nogales and El Paso

Union Pacific can interchange with all railroads including short lines and the FXE.

### Seamless Shipping

Plants, auto ramps, team tracks, port facilities, storage facilities and intermodal/transload facilities (unless located within 75 miles of a Union Pacific facility) are all eligible to ship in the I-5 corridor.

All rail cars shipped in the I-5 are physically routed over Portland, Oregon.

In areas where the Proportional Rate Agreement applies, rates can be quoted for all car types and all commodities. Your shipment process doesn't change. You will order and bill cars the same way you do today.

## Learn More

For additional information on shipping with Union Pacific throughout the I-5 corridor, contact your Union Pacific sales representative or visit [www.up.com](http://www.up.com).



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