

Surface Transportation Board – Rail Energy Transportation Advisory Committee Meeting

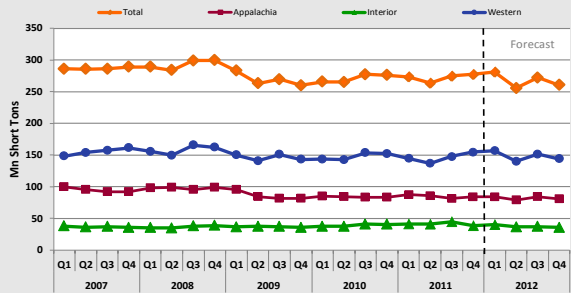
Performance Measures Update



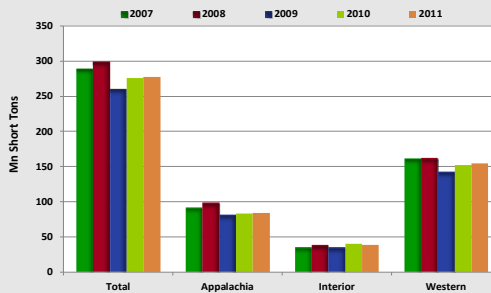
March 1, 2012

U.S. COAL PRODUCTION, CONSUMPTION, AND INVENTORIES DASHBOARD

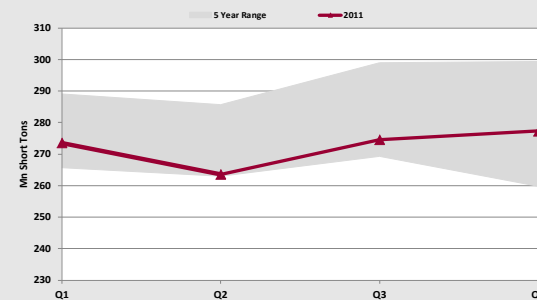
Historical and Forecasted Production



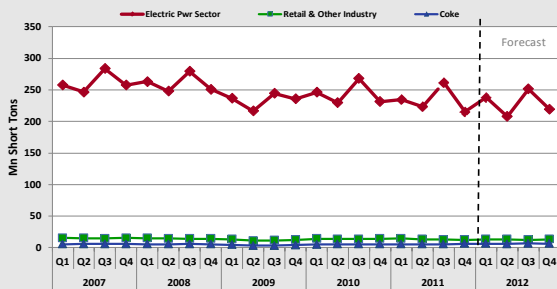
Q4 Production Comparison



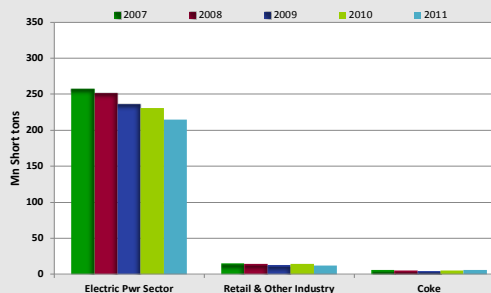
2011 Production vs 5-Year Range



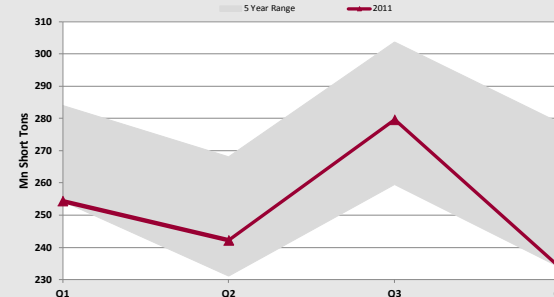
Historical and Forecasted Consumption



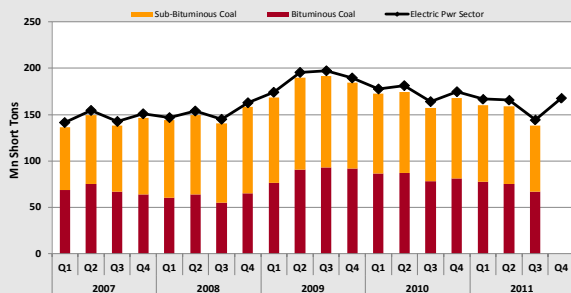
Q4 Consumption Comparison



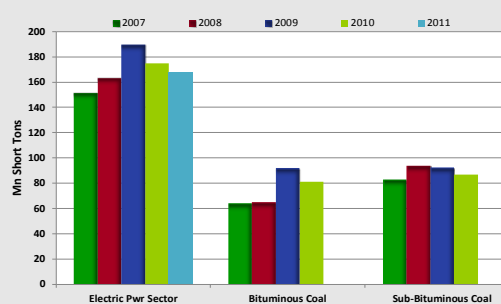
2011 Consumption vs 5-Year Range



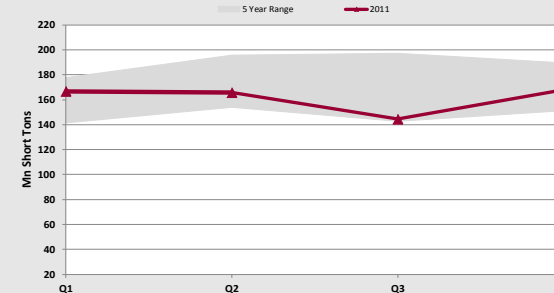
Historical and Forecasted End-of-Period Inventories



Q4 End-of-Period Inventories Comparison



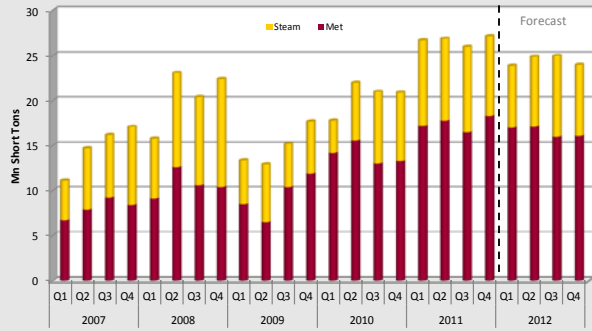
2011 End-of-Period Inventories vs 5-Year Range



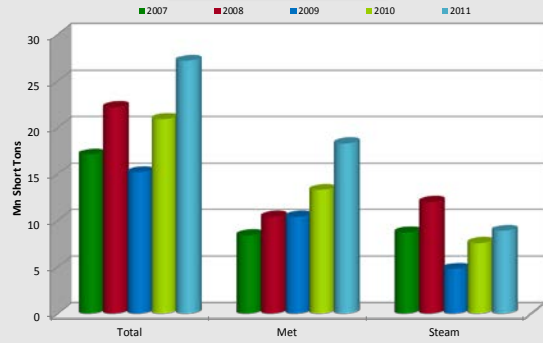
Source Data: EIA

U.S. COAL EXPORTS DASHBOARD

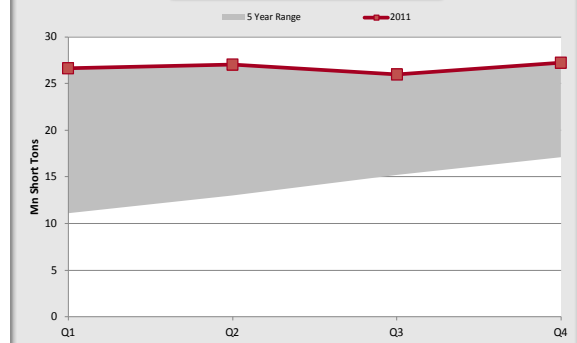
Historical and Forecasted Exports



Q2 Exports Comparison



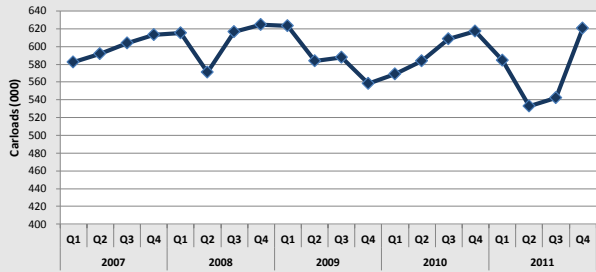
2011 Exports vs 5-Year Range



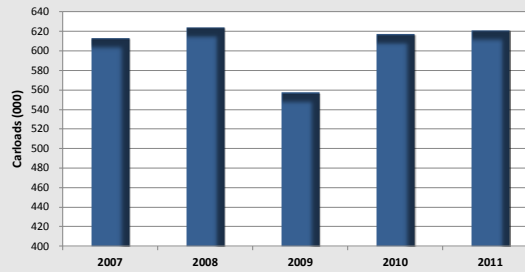
Source Data: EIA

WESTERN RAILROAD COAL CARLOADS DASHBOARD

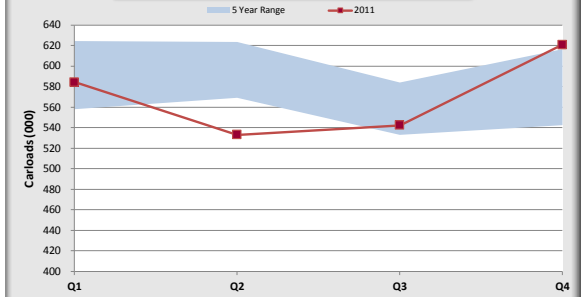
BNSF Historical Originations



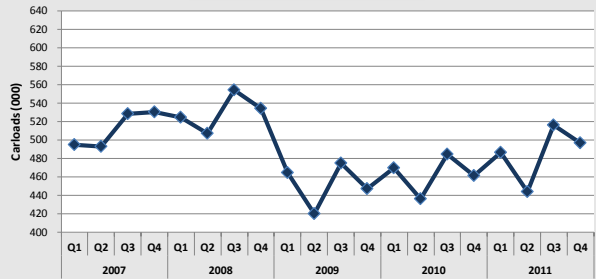
BNSF Q4 Originations Comparison



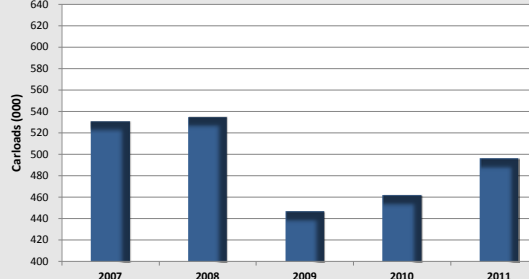
2011 BNSF Originations vs 5-Year Range



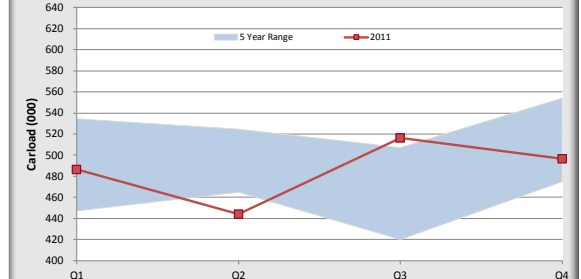
UP Historical Originations



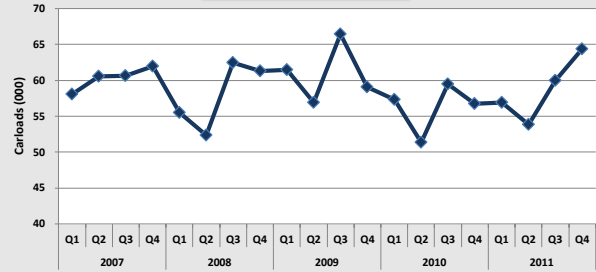
UP Q4 Originations Comparison



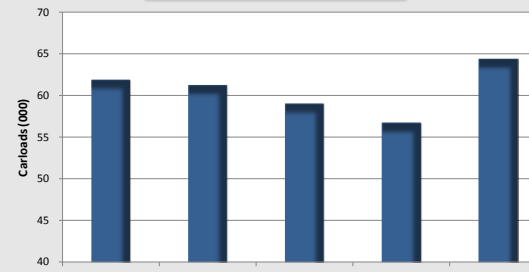
2011 UP Originations vs 5-Year Range



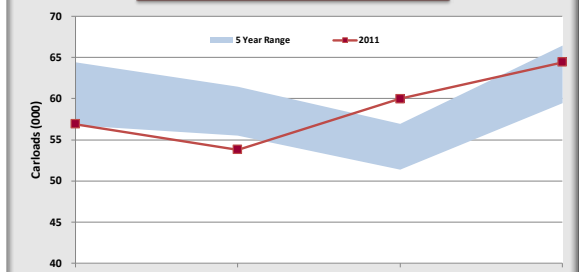
KCS Historical Receipts



KCS Q4 Receipts Comparison



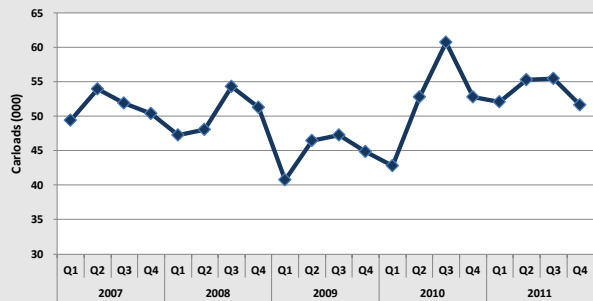
2011 KCS Receipts vs 5-Year Range



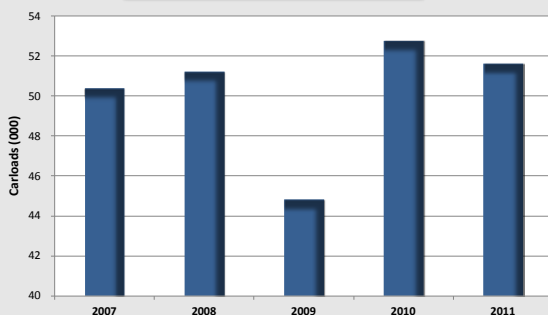
Source Data: AAR, BNSF, UP, KCS

CANADIAN RAILROAD COAL CARLOADS DASHBOARD

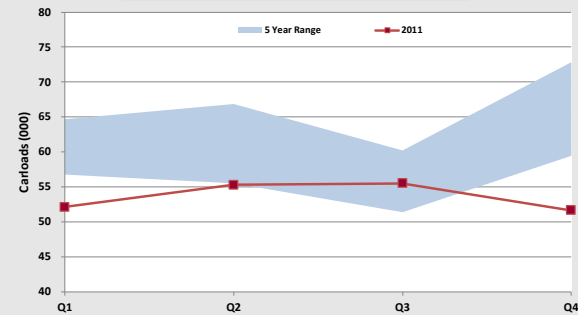
CN Historical Originations



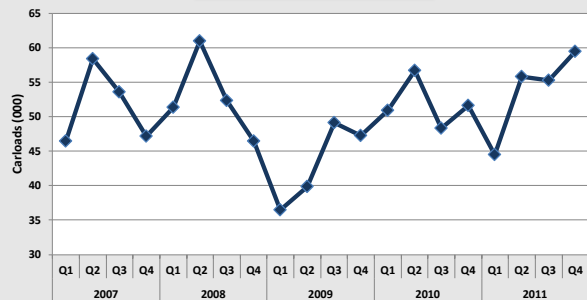
CN Q4 Originations Comparison



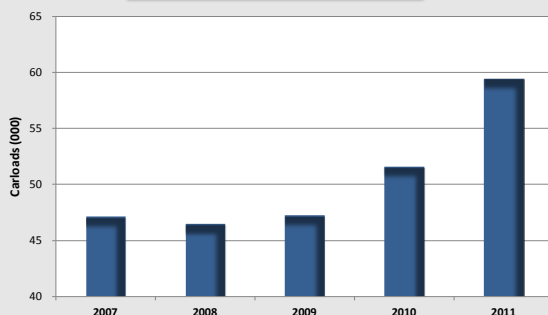
2011 CN Originations vs 5-Year Range



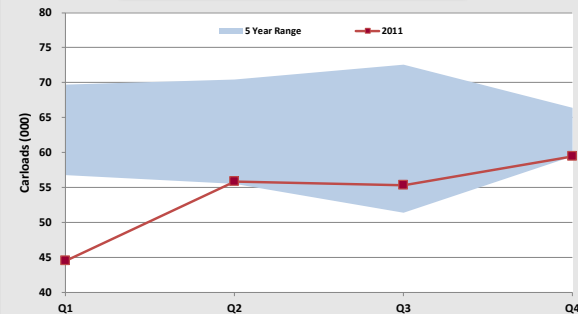
CP Historical Originations



CP Q4 Originations Comparison



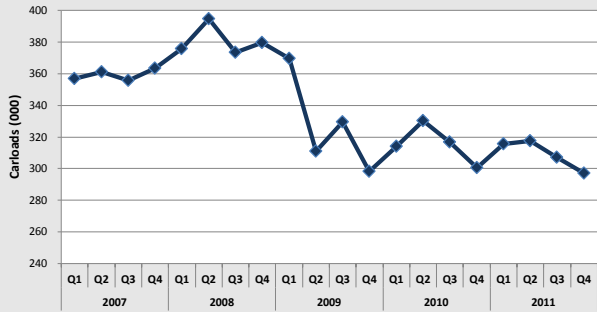
2011 CP Originations vs 5-Year Range



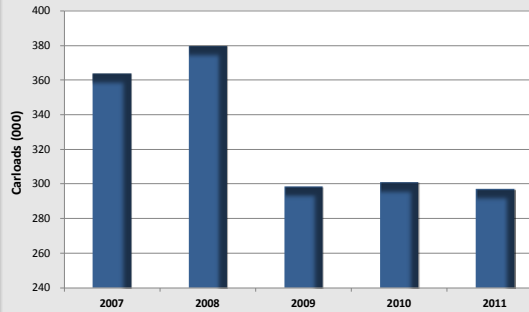
Source Data: AAR, CN, CP

EASTERN RAILROAD COAL CARLOADS DASHBOARD

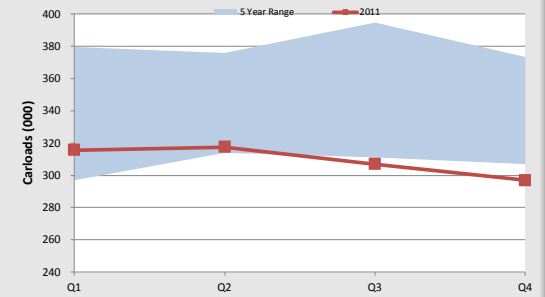
CSX Historical Originations



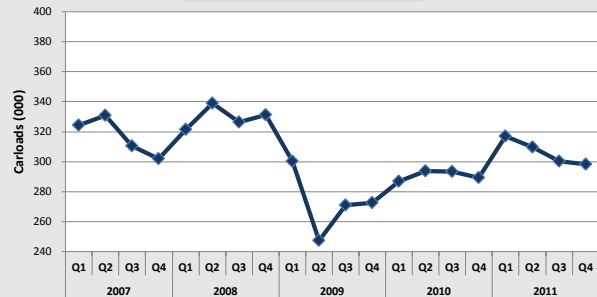
CSX Q4 Originations Comparison



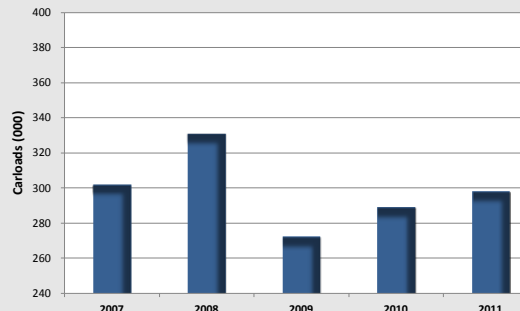
2011 CSX Originations vs 5-Year Range



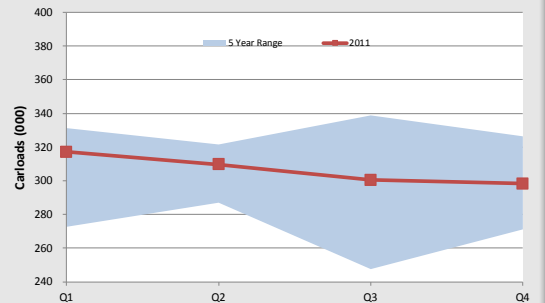
NS Historical Originations



NS Q4 Originations Comparison



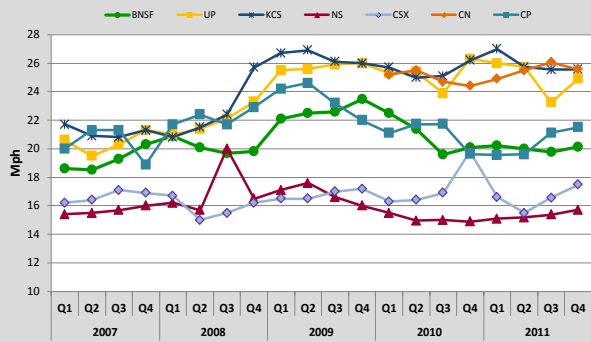
2011 NS Originations vs 5-Year Range



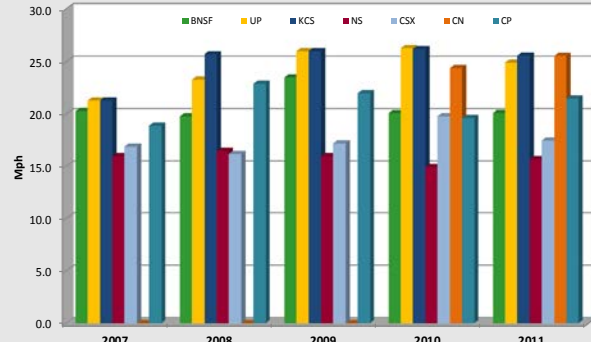
Source data: AAR, CSX, NS

RAILROAD COAL TRAIN SPEED DASHBOARD

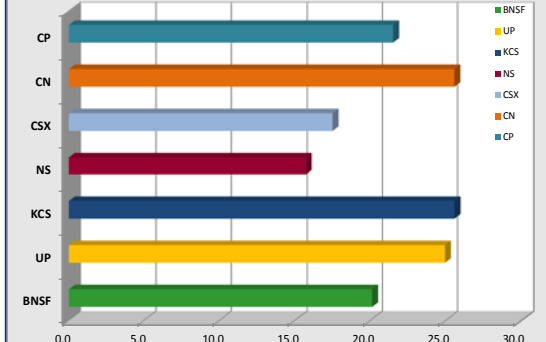
Historical Coal Train Speed



Q4 Coal Train Speed Comparison



2011 Coal Train Speeds



Source Data: AAR, BNSF, UP, KCS, NS, CSX, CN, CP

Railroad volume trends:

- ❑ **General 2011 Trend:** data through 2011 - AAR reported volumes for major U.S. railroads up 2.2% for carloads and 5.4% for intermodal YOY
- ❑ **COAL CARLOADS:** In 2011, AAR's originated coal carloads for major U.S. railroads up 5.7% in the aggregate.

2011 v. 2010 individual railroad YOY coal comparisons:

- BNSF originations: -98,667 carloads, or -4.1%
 - UP originations: +90,230 carloads, or +4.9%
 - CSX originations: -24,495 carloads, or -1.9%
 - NS originations: +61,667 carloads, or +5.3%
 - KCS received: +10,181 carloads, or +4.5%
 - CN originations: +5,411 carloads, or +2.6%
 - CP originations: +7,537 carloads, or +3.6%
- ❑ 2012 YTD: through first seven weeks of 2012, AAR reported flat carload volumes for major U.S. railroads and intermodal volumes up 2.2%. Coal volumes were down 4.7%

Railroad train speed trends:

❑ COAL TRAIN SPEEDS:

2011 coal train speed performance by railroad:

- BNSF: average 20.0 mph -- 0.9 mph slower, or -4.2%
- UP: average 25.0 mph -- 0.3 mph slower, or -1.0%
- CSX: average 16.5 mph -- 0.8 mph slower, or -4.7%
- NS: average 15.3 mph -- 0.3 mph faster, or 1.7%
- KCS: average 26.0 mph -- 0.5 mph faster, or +1.8%
- CN: average 25.5 mph -- 0.6 mph faster, or +2.2%
- CP: average 20.4 mph -- 0.6 mph slower, or +2.8%