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May 18, 2020

The Honorable Ann D. Begeman, Chairman
Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

Dear Chairman Begeman:

Enclosed with this letter is the reporting you requested on Union Pacific's revenues (distinguished by quarter) from accessorial and demurrage charges. If you or your staff have any questions regarding the enclosed data, please contact me at (402) 544-8168.

Sincerely,

/s/ Jeffrey J. Hultgren

Jeffrey J. Hultgren

Enclosures

cc: Lucille Marvin, Director
Office of Public Assistance,
Government Affairs, and Compliance

UNION PACIFIC RAILROAD
2020 Demurrage and Accessorial Charges
(DOLLARS IN THOUSANDS)

2020 Results	1Q	2Q	3Q	4Q	Total - YTD
<u>Revenue:</u>					
Demurrage	36,920				36,920
Accessorial Charges	25,840				25,840

"Demurrage" and "Accessorial Charges" include revenues earned under negotiated confidential contracts.

"Demurrage" includes all such charges as defined in the R-1 Annual Report (49 C.F.R. § 1201, category 106).

"Accessorial Charges" includes the following types of charges:

- Adverse Loading (Tariff UP 6004)
- Diversions & Reconsignments (Tariff UP 6004)
- Empty Cars Ordered but Not Used (Tariff UP 6004)
- Hazardous Non-Accident Releases & DOT Exceptions (Tariff UP 6004)
- Not Prepared for Service (Tariff UP 6004)
- Overloads (Tariff UP 6004)
- Private Empty Car Storage (Tariff UP 6004)
- Processor & Grain Car Allocation (Tariff UP 4052 & 4053)
- Switching (Tariff UP 6004)
- Weighing (Tariff UP 6004)
- Other (e.g., Customs Inspections) (Tariff UP 6004)

Provided below are links to the above referenced tariffs:

[Tariff UP 6004](#)

[Tariff UP 4052](#)

[Tariff UP 4053](#)