



Surface Transportation Board

Office of Economics, Environmental Analysis,
and Administration

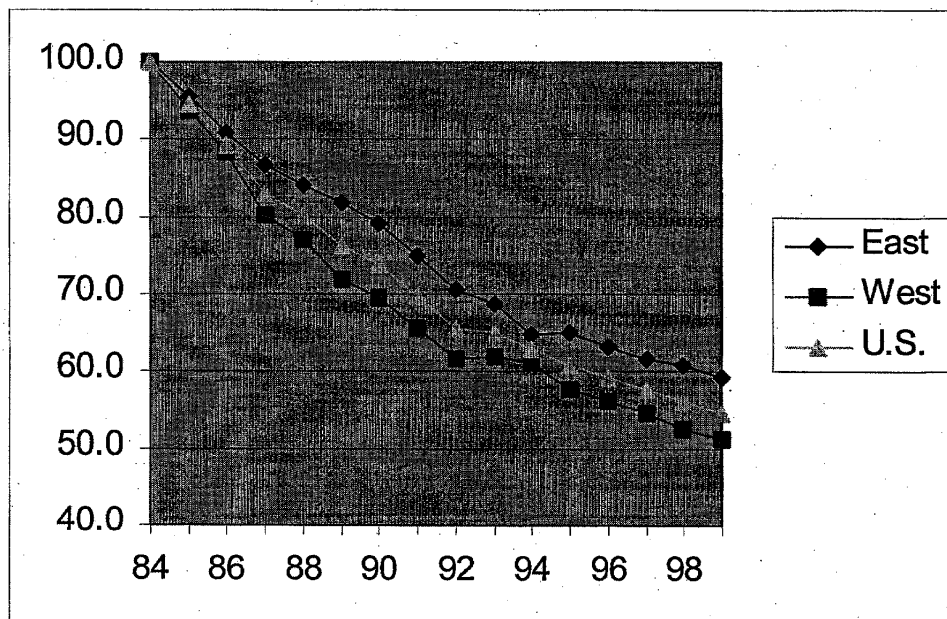
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RAIL RATES CONTINUE MULTI-YEAR DECLINE

Overview of the Rate Declines

The Surface Transportation Board's Office of Economics, Environmental Analysis, and Administration (OEEAA) finds that rail rates continued their multi-year decline in 1999, led by reductions in the rates charged to eastern coal and western grain. After adjusting for inflation, railroad rates fell 2.7 percent in 1999, with rates in the East declining 2.6 percent and rates in the West falling 2.8 percent. As Chart 1 shows, inflation-adjusted U.S. rail rates have fallen 45.3 percent since 1984.¹

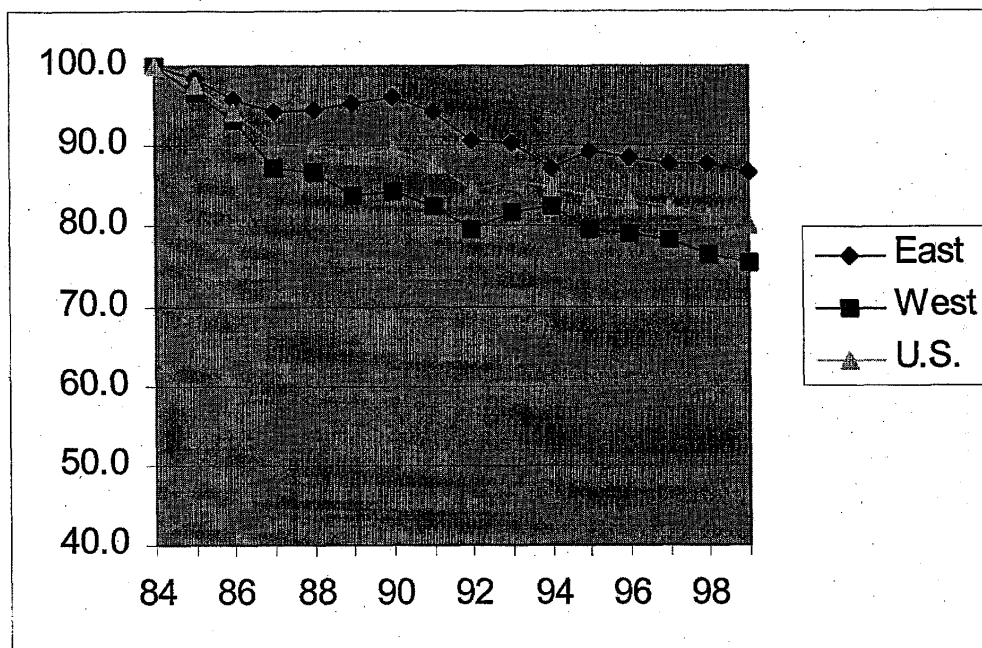
Chart 1: Rail Rate Index (Adjusted for Inflation), 1984=100.



¹The attached tables provide the specific data leading to OEEAA's findings.

Rail rates have fallen even *before* adjusting for inflation. As Chart 2 shows, since 1984, and with no adjustment for inflation, eastern rail rates have fallen 13.2 percent, western rail rates have fallen 24.7 percent, and rates for the nation as a whole have fallen 19.7 percent.

Chart 2 – Rail Rate Index (In Nominal Dollars), 1984=100.



Overall Effects of the Rate Reductions

When the Staggers Rail Act of 1980 (Staggers Act) sharply curtailed the rail regulatory powers of the Interstate Commerce Commission, most knowledgeable observers believed that railroads would use their new-found pricing freedoms to raise rates. Instead, numerous academic studies have confirmed that rail economic regulatory reform resulted in significant economic efficiency benefits, most notably rapid productivity growth, that enabled railroads to become financially stronger while lowering average rate levels. This rate study suggests that, while there are clearly instances where railroads retain a degree of pricing power, nearly all of the productivity gains have been passed along to rail customers (and ultimately consumers) in the form of lower rates — evidence that, on the whole, the railroad industry clearly operates in a competitive environment.

In fact, the very significant rate reductions that we have measured and presented here imply that shippers would have paid an additional \$31.7 billion for rail service in 1999 if revenue

per ton-mile had remained equal to its 1984 inflation-adjusted level.² Certain shippers are skeptical of these figures because they do not see these rate decreases affecting their own profit picture. If these gains have not all flowed through to their bottom lines, shippers are right to ask, "Where did the money go?" The fact that neither railroads nor shippers have captured the majority of these savings suggests that rail customers — because they tend to operate in highly competitive markets for widely available commodities such as coal, grain, or chemicals — have been forced to pass along the bulk of these savings to their own customers. Thus, the ultimate beneficiaries of increases in railroad productivity appear to have been consumers.

It is important to note that all types of rail customers, and not just those with competitive transportation alternatives, must have received some portion of the rate reductions we have measured here. Otherwise, there would be evidence that all shippers limited to rail as a transportation option and served by a single carrier would be paying rates that were, on average, well over twice the amount charged to shippers of the same commodity who receive more competitive rail service.³

It should also be acknowledged that, because the prices of many commodities shipped by rail have fallen even more than their respective rail rates, for many shippers transportation costs are a larger fraction of delivered price today than they were in the past. For example, inflation-adjusted prices for corn and wheat have each fallen just over 50 percent since 1984 — more than the decline in their rail rates. Similarly, according to the U.S. Department of Energy, the mine mouth price of Powder River Basin coal fell by more than 57 percent between 1988 and 1997 — again, more than the decline in rail rates for this traffic.

While average rail rates have fallen, and while \$31.7 billion in annual savings is an enormous sum of money, it is fair to say that not all rail customers have benefitted equally from these savings. Certain individual rates have increased, not all sectors have enjoyed the same level of rate declines, and even when a shipper's rates have declined in absolute terms, that shipper might feel disadvantaged if a key competitor's rates have fallen relatively more. It is clear, however, that consumers, and the Nation as a whole, have benefitted enormously.

²Rail operating revenues in 1999 totaled \$38.2 billion. Had revenue per ton-mile not fallen by 45.3 percent, rates would have been 1.828 times higher, or \$69.9 billion. Thus, compared to the 1984 rate level, shippers saved nearly \$31.7 billion in 1999 alone.

³We have found that average rail rates have fallen by more than 45 percent since 1984. If only the minority of shippers with competitive rail options had secured these reductions, then their rates would have had to fall by far more than the average — i.e., by well over 50 percent. Yet this implies that the average exclusively-served shipper would now be paying rates at least two and perhaps more than three times higher than competitively-situated shippers. There has not been a claim that rates systematically vary to such a significant degree. To the contrary, there is no firm evidence that the rate gap between exclusively-served and other rail shippers has widened appreciably since 1984.

Some Specific Aspects of the Rate Decreases

It is important to recognize that \$31.7 billion does include some shifting of costs away from the railroads. Since 1984, a significant portion of the decrease in railroad costs, which in turn made rate reductions possible, was achieved through a decline in the number of railroad employees. In addition, railroads have shifted certain expenses to rail customers. For example, certain rail car ownership costs, by our assessment amounting to no more than \$2.5 billion per year, have been transferred to shippers.⁴ While this is a large number by itself, it is far smaller than the \$31.7 billion in annual savings enjoyed by shippers in 1999 from post-1984 rate reductions. Another small, but still important, rail cost reduction has been achieved by a shift from single-car movements to multi-car and unit-train movements. While these larger movements are inherently more efficient for railroads, not all shippers have realized the full benefit of the lower rail rates that resulted from these rail cost reductions. For example, to obtain the economic advantages of lower cost unit-train movements, shippers first had to make new investments in inventory and loading facilities. Similarly, farmers have incurred the added expense of trucking their grain further to larger elevators that pay more for grain because of reduced unit-train rates offered by railroads. Nevertheless, the net savings to the rail customer community in the form of lower rates have been significant.

In this regard, it must be acknowledged that our rail rate index is not a perfect measure of the savings enjoyed by shippers. On the one hand, whenever shippers must shoulder additional logistical costs that previously were included in their rail freight charges, our index overstates the actual decline in rail rates. On the other hand, our index omits certain figures whose inclusion might imply even greater rate reductions. For example, since 1984, movements under contract have captured an increasing share of rail revenues. Our index understates the actual reduction in rail rates to the extent that the revenues reported in the Waybill Sample fail to capture the impact of contractual provisions that specify future rate reductions or rebates for exceeding minimum tonnage commitments. Even with these measurement imperfections, the benefits flowing to rail customers remain significant.

While some portion of the decline in rail rates that we have measured results from costs that have been shifted away from railroads and onto shippers, this portion is dwarfed by the most important factor responsible for the rail rate reductions – the productivity gains achieved by railroads since the Staggers Act. Comparing 1998 to 1980, Class I railroads produced 50 percent

⁴AAR's *Rail Facts* reports that the number of freight cars owned by shippers *and* car companies (including some of the equipment of railroad-owned TTX) has risen from 447,102 in 1984 to 662,934 in 1999. Over the same period of time, cars owned by Class I railroads have declined from 948,171 to 579,140. (Cars owned by Class II and III railroads have increased from 91,009 to 126,762). Thus, the share of cars owned by shippers *and* car companies has increased from 30.0 percent to 48.4 percent of the total.

At about \$60,000 per car, an increase of 215,832 cars owned by shippers *and* car companies represents an investment of a little under \$13 billion. The annual cost of that investment, which *includes* the railroad-owned TTX component, would be measured at about \$2.5 billion per year.

more ton-miles using 61 percent fewer employees, 28 percent fewer locomotives, 38 percent fewer track miles, and 23 percent fewer freight cars in service. It is this improvement in productivity that has driven the decline in rail rates, and a more efficient rail network is a clear benefit to the public at large.

The OEEAA Rate Measurement is Sound and Consistent With Previous Findings

We believe that our rate index is a sound measure of the savings enjoyed by rail customers. In this regard, other studies that have used different data sources, output measures, inflation adjustments, or index formulas have obtained comparable results. For example, our findings are similar to the freight revenue per ton-mile measurement reported by the Association of American Railroads (AAR) in its pamphlet *Railroad Facts - 2000 Edition*, pages 30-31. And in 1999, the United States General Accounting Office issued a report also concluding that overall rail rates had decreased since the Staggers Act. As is readily apparent from the attached tables, by any measure average rates have declined.

Based on attached Tables A-1 and A-2, rail revenues have been relatively flat over the period of this study, and have declined in constant dollar terms. Tables A-3 and A-5 show that output (measured both in tons and ton-miles) has increased. Because output has increased at a faster rate than revenues, average rates have fallen, as Tables A-6 through A-9 demonstrate. This result does not depend on the increases in lengths of haul shown in Table A-4.

Railroad rates have declined even if the impact of inflation is excluded. As Chart 3 shows, between 1984 and 1999 the average nominal aggregate revenue per ton-mile (that is, *unadjusted* for inflation) has *fallen* by 1.5 percent per year. This is well below all general measures of inflation during the same period, the average annual *increase* over this period for the Gross Domestic Product (GDP) Implicit Price Deflator index being 2.6 percent. Chart 4 shows the total change in rates between 1984 and 1999. Attached Table A-11 shows the annual change in inflation-adjusted rates for each commodity, and Table A-12 shows average annual changes over three distinct five-year periods, 1984-89, 1989-94, and 1994-99.

Chart 3: Average Annual Change in Rates, 1984-1999

	East	West	U.S.
Nominal \$	-0.9%	-1.9%	-1.5%
Inflation-Adjusted \$	-3.4%	-4.4%	-3.9%

Chart 4: Total Change in Rates Since 1984

	East	West	U.S.
Nominal \$	-13.2%	-24.7%	-19.8%
Inflation-Adjusted \$	-40.7%	-48.8%	-45.3%

The Focus on Accuracy in the OEEAA Rate Index Measurement

Calculating changes in rail rates has been a matter of some controversy. According to AAR, rail rates — as measured by average revenue per ton-mile — have fallen dramatically over the past two decades. However, certain shippers have complained that AAR's numbers overstate the actual decline in rail rates, pointing out that if the share of low revenue per ton-mile traffic (e.g., western coal movements) increased sufficiently, AAR's index could decline even if rates for individual commodities were rising. Thus, given the rapid rise in western coal traffic, AAR's index could have been falling even if all rates were actually rising.

To investigate whether the declines in rates reported by AAR were real or simply a statistical illusion resulting from a shift toward low revenue per ton-mile traffic, OEEAA several years ago created and published its own rate index. Using a Tornqvist index, which eliminates the bias induced by these types of changes in traffic mix, OEEAA confirmed that rates had indeed fallen significantly since 1982.⁵

Because certain parties also have complained about our numbers, OEEAA conducted a thorough review of our procedures, data sources, and conclusions. This examination has led us to make three major changes in the way we calculate our index. First, our new index now includes revenue and ton-mile data from all railroads (not just the Class I carriers). Second, we have revised our index to treat eastern and western traffic separately. Third, we have changed the source of our data from the AAR's Freight Commodity Statistics to the STB's Waybill Sample. We have also calculated a second Tornqvist index which measure rates per ton, rather than ton-miles. Our basic finding, however, remains strong — rail rates continued to fall significantly.

With respect to the revenue per ton-mile measurement, some parties have argued that it is a flawed measure of rail rates because, as railroads increase their length of haul, they are able to spread the fixed costs of originating and terminating traffic over more ton-miles. But an increase

⁵In a Tornqvist index, annual rate changes for different outputs (in this case, 30, which corresponds to the 15 major 2-digit Standard Transportation Commodity Code groups measured both for eastern and western rail carriers) are aggregated together by weighting each by its share of revenue. The revenue share weights change over time reflecting the changing output mix. See Table A-10 for details on these commodity-specific revenue shares.

Under the AAR's approach to measuring rail rates in individual years, each ton-mile of rail freight is weighted the same in computing that year's revenue per ton-mile. Western coal traffic, which is by far the lowest revenue-per ton-mile commodity group, grew from 18.7 percent of all rail ton-miles in 1984 to 27.7 percent of ton-miles in 1999, and this growth alone would act to significantly lower average revenue per ton-mile over this period even if revenue per ton-mile for each commodity group had remained constant. In contrast, our Tornqvist index, as noted above, weights each commodity's year-to-year rate *change* by that commodity's *revenue* share over the two-year period. Thus, for example, the *change* in revenue per ton-mile for western coal movements for each two-year period since 1984 is weighted by western coal's share of rail *revenues* in those two years, with those revenue-share weights equal to 10.5 percent for 1984-1985 and 11.7 percent for 1998-1999.

in the average length of haul is not responsible for the preponderance of the rate declines that we have identified. We find that real railroad revenue per ton has fallen 43.7 percent since 1984, nearly identical to the decline of 45.3 percent obtained when using ton-miles. Even though the average length of haul for coal shippers has increased by over 10 percent (from 321 to 360 miles in the East and 807 to 922 miles in the West), when rates are measured in terms of tons, rather than ton-miles, coal shippers have still been among the most significant beneficiaries of railroad rate reductions. Revenue per ton for western coal movements declined from \$14.75 in 1984 to \$10.11 in 1999, before adjusting for inflation. Over the same time period, revenue per ton for eastern coal traffic declined from \$10.29 to \$9.25, again before inflation. If rail revenue per ton-mile for eastern and western coal movements had simply kept pace with inflation from 1984 to 1999, 1999 payments by coal shippers would have been \$9.3 billion higher. Thus, coal represented 21 percent of 1999 rail revenues but enjoyed 29 percent of the dollar benefits of the rate reductions.

While eastern and western coal shippers have enjoyed significant rate reductions, so have rail customers in every other commodity group on both sides of the Mississippi River, as is reflected in the attached tables covering commodity-specific rate levels. It is important to recognize that rates did not decline simply because of shifting traffic patterns in the rail industry, such as a shift from shorter haul eastern car-load movements to longer haul western unit-train movements. We have revised our index to treat eastern and western traffic separately, ensuring that the rate declines we previously noted were not the product of such changing transportation patterns.

Monitoring eastern and western traffic separately reveals a number of insights previously masked by aggregate U.S. data. For example, we can state confidently that the recent mergers in the West have not reduced the downward pressure on rates. In fact, as can be seen in Chart 1 (on page 1, above), western rates were stable from 1992 to 1994, but resumed their decline once the restructuring of the western rail network had begun. In the East, annual rate decreases have slowed (although they have continued) since year-end 1994. The data does not as yet show any effect (either positive or negative) following the absorption of Conrail by Norfolk Southern and CSX on June 1, 1999.

Previous versions of this index have used the AAR's Freight Commodity Statistics, a data source which has its advantages and disadvantages. On the one hand, the raw data are available to the public — unlike the raw data in the Waybill Sample. On the other hand, the Freight Commodity Statistics are not completely reliable. As we conducted our comprehensive review of this index, we discovered a data problem with the Freight Commodity Statistics. One railroad had a significant and growing reporting error that had caused us to understate the decline in rail rates. This error has been corrected for 1999, but data included in the Freight Commodity Statistics source for prior years have not been restated. Thus, after carefully evaluating our options, we decided that, starting in 1984, our Waybill Sample was the most accurate data source and that we would use that source for our rate study. We chose to start our index in 1984 because that was the first year in which our current sampling methodology was successfully implemented for our Waybill Sample, and our sampling methodology and processing techniques have been consistent since then. Another advantage of using the Waybill Sample is its inclusion of Class II and III carriers, whose importance has risen since the early 1980s. We note, however, that previous versions of our rate index, using a slightly different approach for measuring

changes in rail rates, showed significant rate declines *prior* to 1984. Thus, given that our study shows that inflation-adjusted rail rates have fallen 45.3 percent since 1984, we conclude that railroad rates have fallen by more than half since passage of the Staggers Act in 1980.

Technical Notes

"Rate" is defined as gross revenue per ton-mile of freight originated, and is converted to constant 1999 dollars using the Gross Domestic Product (GDP) Implicit Price Deflator. The average rate is calculated using a "Tornqvist" index. That is, annual rate changes for thirty rail outputs (fifteen distinct commodities, measured both in the East and West) are aggregated together by weighting each by its percentage share of total rail revenue. These weights change over time, reflecting the changing output mix during the period. The fifteen distinct commodities are made up of fourteen major commodity groups, defined by two-digit Standard Transportation Commodity Codes (STCC), and an "all other" category. Data for revenues, tons, and lengths of haul are derived from the costed Waybill Sample. The revenue estimates (for all carriers) derived from the Waybill Sample were slightly and consistently higher than rail revenue estimates obtained from other sources.

Traffic is attributed to the East or West based on the originating carrier. Class I carriers have long been defined in regional terms, and our Office has similarly classified all the Class II and III carriers based on their state of domicile. Each state was defined as an eastern or western state (using the Mississippi River as the rough dividing line).

Appendixes

The following tables contain the data we used to create our index. We hope that this data will assist interested parties in replicating our results and in stimulating further discussion.

- A-1: Revenue**
- A-2: Inflation-Adjusted Revenue**
- A-3: Tons**
- A-4: Length of Haul**
- A-5: Ton-Miles**
- A-6: Revenue per Ton-Mile**
- A-7: Inflation-Adjusted Revenue per Ton-Mile**
- A-8: Revenue per Ton**
- A-9: Inflation-Adjusted Revenue per Ton**
- A-10: Commodity Share of Total Revenue**
- A-11: Annual Change in Inflation-Adjusted Rates**
- A-12: Average Annual Change in Inflation Adjusted Rates**
- A-13: Tornqvist Index Values**

Table A-1: Revenue (Millions of Dollars)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
STCC		1994	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
01	FARM PRODUCTS	436.1	434.0	451.4	447.7	422.3	422.0	424.0	422.0	442.9	527.9	521.2	536.8	569.9	505.5	578.9	580.6
10	METALLICORES	213.4	187.7	166.7	216.6	221.9	195.2	203.5	195.2	214.6	192.6	198.6	208.1	207.3	204.2	196.0	197.6
11	COAL	3,777.4	3,662.4	3,827.0	3,588.3	3,782.2	3,283.3	3,629.5	3,283.3	3,755.3	3,421.5	3,288.6	3,634.1	3,771.1	3,915.8	3,746.3	3,388.5
14	NONMETALLIC MINERALS, EXCEPTS	409.3	411.8	394.9	420.5	438.4	382.0	410.5	382.0	404.2	413.0	432.2	477.1	482.2	488.4	516.0	549.2
20	FOOD AND KINDRED PRODUCTS	726.6	803.3	702.2	682.8	661.8	628.9	577.1	628.9	642.6	705.8	737.7	736.9	778.3	783.2	768.5	761.6
24	LUMBER AND WOOD	673.4	603.7	525.3	604.1	614.4	593.2	594.4	593.2	599.6	666.9	683.4	680.3	705.8	748.2	810.4	755.0
26	PULP, PAPER AND ALLIED PRODUCTS	989.7	997.6	870.5	1,084.5	1,124.7	1,047.0	979.3	1,047.0	1,080.5	1,119.8	1,022.4	1,022.8	988.2	1,168.2	1,063.0	1,087.7
28	CHEMICALS	1,536.6	1,133.3	1,120.5	1,355.8	1,438.4	1,388.6	1,238.1	1,388.6	1,437.8	1,545.9	1,588.6	1,515.6	1,679.0	1,776.5	1,723.9	1,785.0
29	IRON, LIME AND COAL PRODUCTS	416.8	361.7	318.8	370.9	403.0	419.2	365.5	393.6	418.4	428.1	432.8	438.4	460.4	461.1	455.5	430.0
32	STONE, CLAY, GLASS AND CONCRETE PRODUCTS	577.3	599.2	530.6	561.2	597.2	533.5	542.2	530.2	531.2	576.3	562.9	565.8	568.7	665.1	634.0	642.5
33	PRIMARY METAL PRODUCTS	603.3	597.2	479.5	614.0	709.3	621.6	612.8	612.8	682.2	676.1	726.3	744.4	822.4	830.8	882.3	900.6
37	TRANSPORTATION EQUIPMENT	1,667.3	2,103.6	1,945.0	2,033.0	2,292.9	2,422.2	2,288.0	1,691.1	1,712.9	1,940.5	1,880.7	1,970.9	2,173.9	2,103.0	1,933.5	2,119.7
40	WASTE AND SCRAP MATERIALS	263.9	280.0	264.0	265.2	320.1	280.0	280.9	288.1	280.8	338.2	338.4	365.5	391.7	407.8	402.4	410.1
46	MISC. MIXED SHIPMENTS EX FORWARD	702.7	666.7	675.2	700.4	724.3	710.1	683.6	752.5	838.1	930.1	1,039.2	1,084.6	1,168.3	1,288.0	1,312.8	1,344.8
-	ALL OTHER COMMODITIES	582.0	506.7	470.9	467.3	478.8	468.8	438.4	475.2	468.1	489.9	484.0	445.2	468.1	529.0	546.3	589.6
	TOTAL EAST	13,381.9	13,109.7	12,831.5	13,482.2	14,175.9	14,533.9	13,413.7	12,622.7	13,472.6	13,973.7	14,034.5	14,546.3	15,276.3	15,785.9	15,939.6	15,482.7
Western United States																	
STCC		1994	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
01	FARM PRODUCTS	1,933.5	1,451.2	1,518.0	1,770.4	2,113.1	1,988.1	2,043.0	1,840.1	2,015.3	2,063.3	1,888.8	2,620.4	2,341.3	2,320.0	2,155.8	2,328.9
10	METALLICORES	363.7	337.1	312.5	245.0	315.7	324.4	302.2	331.2	323.8	312.1	305.7	338.2	338.1	318.2	292.7	293.2
11	COAL	3,088.7	3,135.2	2,897.8	2,703.6	2,947.8	3,028.9	3,291.7	3,261.8	3,101.6	3,302.5	3,793.2	4,028.5	4,299.4	4,067.0	4,329.6	4,527.0
14	NONMETALLIC MINERALS, EXCEPTS	608.9	561.2	444.8	472.2	499.3	494.0	542.2	458.8	508.3	510.5	558.0	588.8	617.1	589.7	574.3	584.3
20	FOOD AND KINDRED PRODUCTS	1,553.3	1,429.7	1,501.8	1,508.4	1,671.3	1,671.2	1,614.2	1,597.3	1,643.8	1,661.1	1,821.8	1,765.4	1,700.6	1,704.9	1,740.6	1,791.7
24	LUMBER AND WOOD	1,216.5	1,148.2	1,235.6	1,184.9	1,139.5	1,091.2	1,046.6	905.0	943.9	982.3	1,024.8	982.8	947.8	1,082.0	1,136.1	1,200.0
26	PULP, PAPER AND ALLIED PRODUCTS	1,097.8	1,015.8	1,030.7	824.0	889.3	840.8	887.1	808.5	772.1	807.0	827.5	817.0	798.1	875.7	823.9	865.3
28	CHEMICALS	2,403.2	2,409.9	2,409.9	2,373.9	2,570.9	2,566.3	2,827.2	2,730.3	2,623.8	2,912.2	3,033.9	3,065.5	3,174.8	3,169.7	3,178.9	3,164.8
29	IRON, LIME AND COAL PRODUCTS	518.7	541.2	506.8	478.1	509.2	534.5	589.9	530.8	573.6	560.6	593.0	611.7	640.3	667.3	647.5	642.8
32	STONE, CLAY, GLASS AND CONCRETE PRODUCTS	407.6	374.3	374.3	375.7	429.4	442.3	484.3	432.4	427.3	451.2	481.5	468.5	503.6	528.3	527.4	552.4
33	PRIMARY METAL PRODUCTS	368.9	368.8	367.4	314.3	389.7	383.7	422.8	388.8	411.2	414.9	446.5	484.4	515.6	523.0	521.3	520.6
37	TRANSPORTATION EQUIPMENT	803.9	940.3	1,008.1	804.5	880.1	922.8	912.7	944.9	1,034.8	1,181.5	1,388.0	1,372.6	1,450.0	1,335.8	1,373.5	1,522.2
40	WASTE AND SCRAP MATERIALS	204.7	178.1	192.2	215.5	223.0	201.8	241.6	228.0	253.1	284.4	316.1	334.3	328.8	329.8	332.0	317.5
46	MISC. MIXED SHIPMENTS EX FORWARD	1,366.8	1,163.3	1,366.2	1,377.8	1,548.5	1,641.3	1,818.3	1,875.5	2,054.0	2,165.8	2,563.2	2,666.8	2,617.6	2,687.2	2,884.5	3,192.1
-	ALL OTHER COMMODITIES	766.7	638.9	560.0	548.0	554.8	568.6	628.3	688.4	788.2	711.4	812.6	868.4	983.7	1,076.8	1,138.4	1,178.3
	TOTAL WEST	16,897.9	15,893.1	15,736.6	15,197.1	16,597.6	16,598.8	17,706.7	17,021.7	17,593.7	18,310.9	19,944.4	21,071.5	21,212.7	21,255.4	21,667.5	22,749.1

Table A-2: Revenue (Millions Constant 1989 Dollars)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
STCC		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
01	FARM PRODUCTS	639.6	617.0	628.0	604.5	551.6	544.8	513.5	493.2	505.2	588.1	568.7	625.6	597.1	565.8	587.8	580.6
10	METALLIC ORES	312.9	265.5	230.5	282.5	289.9	284.4	263.8	228.1	244.9	214.5	216.7	222.2	217.0	206.9	199.9	167.6
11	COAL	5,539.5	5,064.9	4,908.7	4,859.4	4,936.4	4,910.2	4,637.8	3,842.5	4,284.0	3,802.6	3,690.0	3,812.2	3,951.0	3,921.4	3,802.5	3,358.5
14	NONMETALLIC MINERALS, EX FUELS	800.2	595.4	4,908.7	4,859.4	5,064.9	5,064.9	4,908.7	4,859.4	4,284.0	3,802.6	3,690.0	3,812.2	3,951.0	3,921.4	3,802.5	3,358.5
20	FOOD AND KINDRED PRODUCTS	1,064.2	1,142.1	976.9	922.1	884.4	821.2	688.9	734.9	733.1	766.2	745.8	750.2	789.4	780.0	761.6	761.6
24	LUMBER AND WOOD	987.5	858.3	790.8	815.8	808.5	765.1	647.2	626.6	684.0	742.9	745.8	726.6	739.4	769.9	822.6	765.0
26	PULP, PAPER AND ALLIED PRODUCTS	1,451.5	1,333.0	1,211.0	1,478.1	1,468.1	1,364.9	1,196.0	1,223.4	1,232.7	1,247.6	1,116.7	1,103.5	1,045.8	1,200.6	1,089.2	1,087.7
28	CHEMICALS	1,891.8	1,811.4	1,558.9	1,830.9	1,880.1	1,759.6	1,500.7	1,623.8	1,640.3	1,722.1	1,733.8	1,618.8	1,759.1	1,825.7	1,749.7	1,785.0
29	PETROLEUM AND COAL PRODUCTS	811.2	514.2	443.5	500.9	526.4	527.4	478.9	468.2	478.5	478.9	472.3	468.2	482.3	463.6	462.3	430.0
32	STONE, CLAY, GLASS AND CONCRETE PRODUCTS	846.7	795.1	738.2	757.9	767.0	709.0	656.7	607.8	608.0	642.0	614.2	636.3	595.4	673.2	643.5	642.5
33	PRIMARY METAL PRODUCTS	880.4	768.8	687.1	828.3	926.5	830.2	752.8	716.0	693.9	763.2	791.4	827.0	861.7	863.8	895.5	900.8
37	TRANSPORTATION EQUIPMENT	2,738.5	2,995.0	2,705.9	2,766.0	2,842.7	3,047.8	2,746.7	1,976.1	1,954.1	2,161.7	2,161.7	2,101.7	2,277.6	2,161.1	1,962.5	2,119.7
40	WASTE AND SCRAP MATERIALS	420.8	398.1	363.3	365.1	418.2	363.7	340.2	336.6	331.7	377.9	367.1	390.3	410.4	419.1	408.5	410.1
46	MISC. MIXED SHIPMENTS EX FORWARD	1,030.6	976.3	899.3	945.9	946.1	893.5	840.0	879.3	957.3	1,056.1	1,132.9	1,168.3	1,255.5	1,333.9	1,322.5	1,344.8
-	ALL OTHER COMMODITIES	809.6	718.9	655.1	631.1	622.8	578.5	464.6	555.3	562.6	545.7	528.2	475.4	521.9	543.7	554.5	588.6
-	TOTAL EAST	19,625.2	18,638.9	17,284.6	18,207.5	18,516.5	17,946.7	16,245.0	14,750.0	15,369.4	15,566.4	15,315.1	15,534.3	16,004.9	16,232.8	15,823.7	15,482.7
Western United States																	
STCC		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
01	FARM PRODUCTS	2,923.8	2,063.3	2,111.8	2,360.9	2,760.2	2,501.4	2,474.2	2,150.2	2,299.0	2,287.3	2,170.3	2,768.6	2,452.9	2,384.2	2,188.2	2,328.9
10	METALLIC ORES	533.4	479.2	420.9	330.9	412.3	408.2	438.2	397.1	368.3	347.7	333.6	361.2	354.2	327.0	287.1	283.2
11	COAL	4,485.7	4,457.5	4,017.4	3,561.2	3,850.4	3,908.5	3,986.5	3,811.5	3,537.1	3,679.0	4,139.3	4,300.3	4,504.5	4,179.5	4,384.6	4,527.0
14	NONMETALLIC MINERALS, EX FUELS	863.0	787.8	618.8	697.7	652.1	621.5	634.9	567.7	579.8	568.7	608.9	636.7	646.6	576.2	583.0	584.3
20	FOOD AND KINDRED PRODUCTS	2,278.0	2,032.7	2,089.5	2,038.5	1,968.8	1,846.1	1,854.9	1,819.8	1,876.3	1,850.4	1,888.0	1,906.8	1,817.1	1,782.1	1,766.8	1,759.7
24	LUMBER AND WOOD	1,784.0	1,632.5	1,718.9	1,600.1	1,488.4	1,372.9	1,267.5	1,056.7	1,076.8	1,072.0	1,116.3	1,048.8	963.0	1,081.1	1,153.1	1,200.0
26	PULP, PAPER AND ALLIED PRODUCTS	1,609.9	1,444.3	1,434.0	1,112.7	1,135.5	1,057.9	1,074.4	944.8	890.8	899.0	903.0	872.6	795.4	899.9	836.3	895.3
28	CHEMICALS	3,528.8	3,426.3	3,390.2	3,208.0	3,358.1	3,265.4	3,503.3	3,190.4	3,221.3	3,244.2	3,310.7	3,398.0	3,326.2	3,288.3	3,226.6	3,184.8
29	PETROLEUM AND COAL PRODUCTS	760.7	769.5	705.1	643.7	663.9	672.6	713.2	630.2	654.3	624.5	636.1	653.3	670.8	678.5	657.2	642.8
32	STONE, CLAY, GLASS AND CONCRETE PRODUCTS	597.8	532.2	519.9	507.3	560.9	558.4	528.0	505.2	487.5	502.6	525.4	533.5	527.6	542.9	535.3	524.4
33	PRIMARY METAL PRODUCTS	577.6	525.7	511.1	424.4	509.0	482.8	512.0	468.1	469.0	482.1	487.2	517.4	540.2	537.4	529.1	520.6
37	TRANSPORTATION EQUIPMENT	1,306.6	1,336.9	1,403.8	1,086.4	1,260.2	1,198.8	1,105.4	1,104.1	1,190.5	1,316.2	1,514.6	1,465.9	1,513.9	1,372.7	1,394.1	1,592.2
40	WASTE AND SCRAP MATERIALS	300.2	254.6	267.4	291.3	291.3	277.8	292.6	267.6	268.8	316.8	344.8	357.0	344.5	338.9	337.0	317.5
46	MISC. MIXED SHIPMENTS EX FORWARD	2,048.5	1,654.0	1,904.7	1,860.7	2,023.9	2,065.0	2,202.0	2,191.6	2,343.2	2,495.0	2,797.1	2,740.2	2,742.4	2,761.6	2,927.8	3,192.1
-	ALL OTHER COMMODITIES	1,153.7	905.6	779.0	740.0	724.6	750.7	760.9	805.6	807.9	782.5	886.7	946.7	1,030.6	1,106.6	1,156.5	1,178.3
-	TOTAL WEST	24,781.5	22,312.0	21,592.5	20,523.4	21,978.7	20,885.8	21,444.1	19,890.3	20,070.7	20,388.0	21,764.1	22,458.9	22,224.5	21,822.8	21,982.8	22,749.1

Table A-3: Tons (In Millions)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
STOC																	
01	FARM PRODUCTS	37.9	40.0	41.9	40.4	38.8	43.5	33.9	38.5	39.3	45.7	44.5	46.2	44.7	41.2	43.6	42.4
10	METALLIC ORES	30.7	28.2	24.5	29.7	32.7	35.0	30.8	26.4	30.6	28.8	31.0	31.0	30.6	30.9	30.4	25.4
11	COAL	367.0	355.7	365.8	368.7	377.1	388.3	366.3	335.2	378.9	349.5	371.8	373.3	391.4	383.1	393.5	362.9
14	NONMETALLIC MINERALS, EX FUELS	78.7	75.0	76.9	79.3	83.7	87.7	76.5	66.1	67.4	72.9	77.3	81.8	83.6	87.1	85.5	83.5
20	FOOD AND KINDRED PRODUCTS	30.0	35.0	34.2	35.6	34.6	34.1	28.8	33.5	35.4	38.4	38.0	39.4	39.6	40.0	41.2	40.5
24	LUMBER AND WOOD	47.9	42.0	40.6	47.0	45.0	42.5	37.4	37.2	39.1	39.5	36.6	35.0	34.0	35.9	36.4	33.0
26	PULP, PAPER AND ALLIED PRODUCTS	30.1	29.3	28.1	32.4	31.7	30.5	27.5	29.9	31.3	32.7	30.8	31.1	30.8	33.8	31.9	31.1
28	CHEMICALS	47.5	46.5	45.5	54.2	56.7	55.0	48.8	54.1	55.6	59.0	63.3	62.1	66.9	70.5	69.5	71.9
29	PETROLEUM AND COAL PRODUCTS	21.0	18.7	17.2	19.7	21.5	21.8	21.6	20.7	23.1	22.4	23.4	22.9	24.2	23.3	22.7	21.3
32	STONE, CLAY, GLASS AND CONCRETE PRODS	27.2	27.6	27.0	29.0	28.3	27.3	25.7	24.0	26.3	25.6	26.5	27.3	26.2	29.0	28.9	28.5
33	PRIMARY METAL PRODUCTS	28.0	25.2	23.8	29.7	33.7	31.5	30.7	29.5	31.0	34.9	39.0	39.4	41.3	41.2	45.8	47.7
37	TRANSPORTATION EQUIPMENT	18.3	20.1	18.5	18.7	18.5	19.3	17.6	16.1	18.9	21.9	23.4	24.5	25.8	26.5	30.6	34.6
40	WASTE AND SCRAP MATERIALS	18.8	18.6	17.5	19.5	21.1	19.1	18.6	17.8	18.2	21.8	23.6	24.9	25.2	26.6	26.3	26.9
46	MISC MIXED SHIPMENTS EX FORWARD	17.3	17.9	18.5	19.7	20.6	21.0	19.9	22.1	25.0	27.8	32.1	32.8	35.7	38.2	38.7	41.0
-	ALL OTHER COMMODITIES	9.6	9.6	9.1	9.0	9.5	9.0	7.8	8.4	9.1	9.7	10.5	10.0	10.8	11.2	11.6	12.1
	TOTAL EAST	810.0	789.3	789.3	832.7	853.5	855.8	791.7	759.5	828.3	830.6	871.8	881.8	910.9	918.6	946.6	912.8
Western United States																	
STOC																	
01	FARM PRODUCTS	110.5	86.1	97.9	127.2	142.2	125.1	125.4	108.9	118.4	112.8	102.8	129.8	118.2	114.0	114.1	122.7
10	METALLIC ORES	67.2	61.2	56.3	52.1	66.2	68.6	72.6	65.7	64.1	49.8	52.3	56.7	57.5	48.9	46.5	41.1
11	COAL	207.3	221.4	217.2	226.7	248.3	254.4	287.5	273.9	268.2	288.6	338.6	369.1	392.6	389.0	437.2	447.6
14	NONMETALLIC MINERALS, EX FUELS	38.0	37.6	35.9	44.0	48.7	45.4	49.0	45.4	50.8	50.8	52.0	53.2	54.0	53.2	58.5	62.0
20	FOOD AND KINDRED PRODUCTS	42.5	40.6	47.1	50.5	51.4	51.3	58.7	54.9	57.7	58.0	63.2	62.6	59.6	62.3	64.4	66.8
24	LUMBER AND WOOD	33.2	34.8	39.2	38.6	36.4	38.1	38.4	32.8	34.0	34.5	38.6	36.3	33.7	37.2	38.4	41.2
26	PULP, PAPER AND ALLIED PRODUCTS	24.3	23.2	24.0	21.2	22.2	21.5	23.7	21.5	21.4	22.0	23.7	23.3	21.0	25.6	23.7	25.2
28	CHEMICALS	68.5	69.2	69.8	73.1	76.8	78.0	66.9	60.6	64.4	67.1	93.1	94.6	96.5	98.9	101.1	103.6
29	PETROLEUM AND COAL PRODUCTS	17.4	18.5	18.0	18.1	20.1	20.6	22.4	19.8	22.4	23.1	23.6	24.3	26.6	27.1	26.6	26.5
32	STONE, CLAY, GLASS AND CONCRETE PRODS	19.6	18.6	19.7	20.9	23.7	25.0	24.8	23.9	23.7	24.4	25.1	25.7	26.6	27.2	26.9	29.2
33	PRIMARY METAL PRODUCTS	11.1	11.4	11.7	11.4	13.6	13.7	16.0	15.3	15.8	16.5	18.7	18.4	19.4	19.2	20.0	20.3
37	TRANSPORTATION EQUIPMENT	6.9	7.1	7.7	6.0	7.5	7.8	8.2	10.8	15.6	14.1	15.5	17.2	15.8	16.3	18.4	21.7
40	WASTE AND SCRAP MATERIALS	9.4	8.4	9.3	11.5	12.0	11.9	12.4	12.3	13.7	15.9	17.1	17.8	17.7	17.5	18.3	18.1
46	MISC MIXED SHIPMENTS EX FORWARD	20.7	17.4	23.6	26.4	31.9	36.1	41.2	42.0	49.0	48.8	57.0	59.6	55.4	57.8	60.9	67.6
-	ALL OTHER COMMODITIES	10.9	9.7	10.0	10.7	10.7	11.3	12.8	13.1	15.0	13.7	16.2	16.5	17.4	18.1	19.9	19.7
	TOTAL WEST	687.6	665.4	687.4	738.3	812.1	808.6	879.9	820.9	854.3	860.2	937.4	1,005.1	1,012.2	1,013.2	1,074.8	1,113.4

Table A-4: Length of Haul (In Miles)

		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	Eastern United States																
	STCC	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	FARM PRODUCTS	01	519	502	506	488	496	543	531	530	541	563	593	583	608	603	634
	METALLIC ORES	10	186	177	211	202	172	182	188	182	188	173	180	181	177	175	169
	COAL	11	321	323	320	324	340	339	350	338	356	347	361	373	375	356	360
	NONMETALLIC MINERALS, EX FUELS	14	150	145	155	159	158	175	193	201	193	186	187	170	177	171	191
	FOOD AND KINDRED PRODUCTS	20	608	635	582	577	570	623	596	591	610	648	624	656	652	637	643
	LUMBER AND WOOD	24	367	406	370	372	384	399	404	417	457	516	571	586	608	634	706
	PULP, PAPER AND ALLIED PRODUCTS	26	895	800	796	856	874	865	870	877	893	895	860	840	937	914	938
	CHEMICALS	28	563	564	580	624	628	608	623	629	651	682	684	638	666	654	669
	PETROLEUM AND COAL PRODUCTS	29	467	459	463	461	448	470	448	431	442	458	474	473	497	522	522
	STONE, CLAY GLASS AND CONCRETE PRODS	32	631	577	581	569	584	585	590	576	600	601	608	578	618	593	620
	PRIMARY METAL PRODUCTS	33	515	539	552	562	681	686	600	627	589	553	577	581	607	573	554
	TRANSPORTATION EQUIPMENT	37	892	913	907	969	1,032	1,048	885	827	782	775	729	784	763	631	601
	WASTE AND SCAP MATERIALS	40	282	297	286	306	300	303	320	379	417	401	397	408	414	415	418
	MISC. MIXED SHIPMENTS EX. FORWARD	46	884	861	849	844	862	824	837	848	825	811	810	821	824	813	807
	ALL OTHER COMMODITIES	--	881	853	854	862	881	900	906	933	881	866	869	899	921	884	887
	Western United States																
	STCC	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
	FARM PRODUCTS	01	787	758	752	746	760	833	798	836	828	840	814	960	920	937	920
	METALLIC ORES	10	184	177	156	154	169	199	181	202	221	277	263	311	311	269	295
	COAL	11	806	811	816	796	797	810	781	833	824	853	855	865	897	871	900
	NONMETALLIC MINERALS, EX FUELS	14	571	555	437	393	377	409	406	407	380	384	409	437	410	382	366
	FOOD AND KINDRED PRODUCTS	20	1,077	1,103	1,054	1,057	1,038	1,047	1,019	1,052	1,077	1,069	1,062	1,079	1,075	1,077	1,057
	LUMBER AND WOOD	24	1,123	1,103	1,135	1,159	1,147	1,100	1,030	1,093	1,134	1,090	1,016	1,035	1,097	1,112	1,167
	PULP, PAPER AND ALLIED PRODUCTS	26	1,104	1,128	1,112	1,038	1,023	1,038	1,013	1,021	1,017	1,066	1,036	1,023	1,059	1,005	1,030
	CHEMICALS	28	969	959	965	934	940	948	933	947	956	953	955	967	971	950	938
	PETROLEUM AND COAL PRODUCTS	29	646	638	646	651	651	678	707	711	717	676	703	753	741	746	788
	STONE, CLAY GLASS AND CONCRETE PRODS	32	551	596	518	549	578	577	576	611	595	588	612	616	617	643	628
	PRIMARY METAL PRODUCTS	33	1,031	977	1,005	939	1,044	1,056	1,021	1,011	1,071	1,046	1,018	1,100	1,111	1,092	1,053
	TRANSPORTATION EQUIPMENT	37	1,261	1,308	1,322	1,390	1,362	1,348	1,278	1,150	1,090	1,096	1,061	1,146	1,168	1,134	1,119
	WASTE AND SCAP MATERIALS	40	480	493	511	523	514	523	567	558	557	563	576	587	571	573	598
	MISC. MIXED SHIPMENTS EX. FORWARD	46	1,749	1,765	1,642	1,611	1,644	1,675	1,682	1,769	1,699	1,698	1,665	1,669	1,847	1,830	1,846
	ALL OTHER COMMODITIES	--	1,539	1,393	1,219	1,205	1,371	1,231	1,293	1,309	1,332	1,306	1,382	1,478	1,445	1,500	1,530

Table A-5: Ton-Miles (in Billions)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
FARM PRODUCTS	01	19.7	20.1	21.2	20.3	19.0	21.6	18.4	20.5	20.9	24.7	25.0	27.4	26.1	25.0	26.3	26.9
METALLIC ORES	10	5.7	5.0	5.2	6.4	6.6	6.0	5.6	5.0	5.6	5.4	5.4	5.6	5.5	5.5	5.3	4.3
COAL	11	117.8	114.9	117.1	119.5	128.2	131.6	128.2	113.3	134.9	122.0	129.0	134.7	146.0	143.7	140.1	130.6
NONMETALLIC MINERALS, EX FUELS	14	11.8	10.9	11.9	12.6	13.2	12.3	13.4	12.8	13.5	14.1	14.4	15.3	14.2	15.4	16.3	17.9
FOOD AND KINDRED PRODUCTS	20	18.3	22.2	19.9	20.6	18.7	19.8	17.9	19.9	20.9	23.4	24.6	24.6	26.0	26.1	26.2	26.0
LUMBER AND WOOD	24	17.6	17.1	15.0	17.5	17.3	17.0	15.1	15.5	17.9	20.4	20.9	20.5	20.7	22.7	24.9	23.3
PULP, PAPER AND ALLIED PRODUCTS	26	27.0	23.4	22.4	27.7	27.7	26.4	23.9	26.2	28.0	30.0	27.6	27.4	25.8	31.7	29.1	29.2
CHEMICALS	28	26.8	26.2	26.4	33.8	35.6	33.4	30.4	34.0	36.2	40.3	42.0	39.6	44.1	47.0	45.5	48.1
PETROLEUM AND COAL PRODUCTS	29	9.8	8.6	8.0	9.1	9.7	10.3	9.6	8.9	10.2	10.3	10.7	10.9	11.4	11.6	11.9	11.1
STONE, CLAY GLASS AND CONCRETE PRODS	32	17.2	15.9	15.7	16.5	16.8	16.0	15.3	14.2	14.6	15.3	15.9	16.6	15.2	17.9	17.1	17.7
PRIMARY METAL PRODUCTS	33	14.4	13.6	13.2	19.7	23.0	21.6	18.4	18.5	18.3	20.6	21.6	22.7	24.0	25.0	26.2	26.4
TRANSPORTATION EQUIPMENT	37	16.3	18.3	16.8	18.2	19.1	20.3	18.4	14.2	15.6	17.1	18.1	17.9	20.2	20.2	19.3	20.8
WASTE AND SCRAP MATERIALS	40	5.3	5.5	5.0	6.0	6.3	5.8	5.9	6.8	7.6	9.4	9.5	9.6	10.3	11.0	10.9	11.3
MISC. MIXED SHIPMENTS EX. FORWARD	46	15.3	15.4	15.7	16.6	17.7	17.3	16.7	18.5	21.2	22.9	26.1	26.6	29.3	31.5	31.4	33.1
ALL OTHER COMMODITIES	--	8.4	8.1	7.8	7.8	8.3	7.9	7.0	7.6	8.5	8.6	9.1	8.7	9.7	10.3	10.3	10.7
TOTAL EAST		331.3	325.2	321.2	352.1	368.1	367.3	344.3	335.9	373.8	384.6	399.9	408.1	428.6	444.6	440.9	437.3
Western United States																	
FARM PRODUCTS	01	87.0	65.2	73.6	94.9	108.1	104.2	100.0	91.0	98.1	94.8	83.7	124.7	108.8	106.8	99.5	112.9
METALLIC ORES	10	12.4	10.8	8.8	8.0	11.2	13.7	13.1	13.3	14.2	13.8	13.8	17.6	17.9	13.2	10.9	12.1
COAL	11	167.1	179.5	177.2	180.5	197.9	206.1	224.6	228.1	221.0	246.2	289.5	319.3	352.1	338.8	393.4	412.7
NONMETALLIC MINERALS, EX FUELS	14	21.7	20.9	15.7	17.3	18.4	18.6	19.9	18.5	19.3	18.3	20.0	21.7	23.6	21.8	22.4	22.7
FOOD AND KINDRED PRODUCTS	20	45.8	44.8	49.7	53.4	53.4	53.7	59.8	57.8	62.2	62.0	67.8	66.4	64.3	67.0	69.4	70.6
LUMBER AND WOOD	24	37.3	38.4	44.5	44.7	41.8	41.9	39.6	35.9	38.6	37.6	39.2	37.5	37.0	41.3	44.9	48.1
PULP, PAPER AND ALLIED PRODUCTS	26	26.9	26.2	26.7	22.0	22.7	22.3	24.0	21.9	21.8	23.5	24.5	23.8	22.3	25.7	23.9	26.0
CHEMICALS	28	66.3	66.3	67.4	68.3	72.2	73.9	81.1	76.3	80.7	83.0	88.9	91.5	93.7	93.9	94.9	97.2
PETROLEUM AND COAL PRODUCTS	29	11.2	11.8	11.6	11.8	13.1	13.9	15.8	14.1	16.1	15.6	16.6	18.3	19.7	20.2	20.3	20.9
STONE, CLAY GLASS AND CONCRETE PRODS	32	10.8	11.1	10.2	11.5	13.7	14.4	14.3	14.6	14.1	14.4	15.4	15.8	16.4	17.5	17.3	18.3
PRIMARY METAL PRODUCTS	33	11.5	11.2	11.7	10.7	14.2	14.5	16.3	15.4	17.0	17.3	19.0	20.3	21.6	21.0	21.0	21.0
TRANSPORTATION EQUIPMENT	37	8.8	9.3	10.2	8.3	10.3	10.5	10.4	12.5	17.0	15.8	16.9	18.2	18.1	19.1	20.8	24.3
WASTE AND SCRAP MATERIALS	40	4.5	4.2	4.7	6.0	6.2	6.2	7.0	6.9	7.6	8.9	9.8	10.4	10.1	10.1	10.9	10.8
MISC. MIXED SHIPMENTS EX. FORWARD	46	36.2	30.7	38.7	42.6	52.4	60.4	69.3	74.3	83.2	82.9	95.0	99.5	102.3	105.7	112.8	124.8
ALL OTHER COMMODITIES	--	16.8	13.6	12.2	12.8	13.9	15.5	15.7	16.9	19.6	18.3	21.2	22.9	25.7	27.5	29.8	30.1
TOTAL WEST		564.2	544.1	563.0	592.7	649.5	669.7	711.0	697.5	730.4	752.2	821.3	908.0	933.7	929.6	992.2	1,052.6

Table A-6: Revenue per Ton-Mile (In Cents)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
	STCC																
	01	2.22	2.16	2.13	2.20	2.23	2.19	2.31	2.05	2.12	2.13	2.08	2.14	2.19	2.20	2.20	2.16
	FARM PRODUCTS																
	10	3.74	3.74	3.20	3.39	3.36	3.76	3.74	3.93	3.86	3.66	3.70	3.72	3.74	3.73	3.69	3.91
	METALLIC ORES																
	11	3.21	3.10	3.01	3.01	2.95	2.96	2.99	2.90	2.78	2.80	2.55	2.70	2.58	2.66	2.67	2.57
	COAL																
	14	3.47	3.78	3.31	3.34	3.31	3.29	3.07	3.07	2.98	2.99	3.01	3.12	3.25	3.17	3.16	3.07
	NONMETALLIC MINERALS, EX FUELS																
	20	3.97	3.62	3.53	3.32	3.36	3.29	3.22	3.15	3.07	3.01	3.00	3.01	3.00	2.94	2.93	2.93
	FOOD AND KINDRED PRODUCTS																
	24	3.83	3.54	3.50	3.46	3.56	3.53	3.54	3.46	3.35	3.27	3.27	3.31	3.41	3.30	3.25	3.24
	LUMBER AND WOOD																
	26	3.67	4.00	3.89	3.95	4.06	4.11	4.10	3.99	3.86	3.73	3.71	3.77	3.86	3.69	3.72	3.73
	PULP, PAPER AND ALLIED PRODUCTS																
	28	4.31	4.32	4.24	4.01	4.04	4.19	4.08	4.08	3.97	3.84	3.78	3.82	3.81	3.78	3.79	3.71
	CHEMICALS																
	29	4.25	4.21	4.00	4.09	4.18	4.08	4.11	4.31	4.11	4.14	4.04	4.04	4.02	3.90	3.84	3.87
	PETROLEUM AND COAL PRODUCTS																
	32	3.36	3.51	3.39	3.40	3.49	3.53	3.55	3.67	3.65	3.76	3.54	3.59	3.69	3.65	3.70	3.64
	STONE, CLAY GLASS AND CONCRETE PRODS																
	33	4.16	3.95	3.84	3.12	3.09	3.05	3.37	3.31	3.33	3.29	3.36	3.41	3.43	3.32	3.36	3.41
	PRIMARY METAL PRODUCTS																
	37	11.43	11.50	11.57	11.36	11.82	11.95	12.32	11.88	10.97	11.36	10.95	11.01	10.75	10.40	10.02	10.18
	TRANSPORTATION EQUIPMENT																
	40	5.42	5.07	5.07	4.78	5.06	4.98	4.73	4.26	3.84	3.61	3.55	3.79	3.81	3.71	3.69	3.65
	WASTE AND SCRAP MATERIALS																
	46	4.58	4.47	4.29	4.22	4.09	4.08	4.16	4.07	3.96	4.05	3.98	4.08	4.09	4.12	4.18	4.07
	MISC. MIXED SHIPMENTS EX. FORWARD																
	--	6.53	6.20	6.05	6.00	5.72	5.81	5.79	6.25	5.78	5.71	5.32	5.14	5.12	5.14	5.31	5.51
	ALL OTHER COMMODITIES																
	TOTAL EAST	4.04	4.03	3.87	3.83	3.85	3.88	3.90	3.76	3.60	3.63	3.51	3.56	3.56	3.55	3.54	3.54
Western United States																	
	STCC																
	01	2.29	2.22	2.06	1.87	1.95	1.91	2.04	2.02	2.06	2.17	2.38	2.10	2.15	2.17	2.17	2.06
	FARM PRODUCTS																
	10	2.94	3.11	3.44	3.05	2.82	2.37	2.74	2.50	2.29	2.26	2.22	1.92	1.89	2.42	2.69	2.42
	METALLIC ORES																
	11	1.83	1.75	1.83	1.50	1.49	1.47	1.47	1.43	1.40	1.34	1.31	1.26	1.22	1.20	1.10	1.10
	COAL																
	14	2.81	2.69	2.84	2.73	2.72	2.66	2.64	2.63	2.63	2.79	2.79	2.70	2.61	2.57	2.57	2.57
	NONMETALLIC MINERALS, EX FUELS																
	20	3.39	3.19	3.02	2.83	2.82	2.73	2.70	2.70	2.64	2.68	2.69	2.69	2.65	2.55	2.51	2.49
	FOOD AND KINDRED PRODUCTS																
	24	3.26	2.99	2.78	2.65	2.73	2.61	2.64	2.53	2.45	2.56	2.62	2.62	2.56	2.55	2.53	2.50
	LUMBER AND WOOD																
	26	4.09	3.88	3.86	3.75	3.83	3.77	3.70	3.69	3.55	3.44	3.37	3.43	3.41	3.40	3.45	3.45
	PULP, PAPER AND ALLIED PRODUCTS																
	28	3.63	3.63	3.62	3.48	3.58	3.51	3.57	3.58	3.50	3.51	3.41	3.38	3.39	3.41	3.35	3.26
	CHEMICALS																
	29	4.61	4.59	4.35	4.06	3.88	3.83	3.72	3.76	3.56	3.58	3.52	3.34	3.24	3.25	3.19	3.08
	PETROLEUM AND COAL PRODUCTS																
	32	3.77	3.38	3.66	3.28	3.13	3.07	3.04	2.96	3.03	3.14	3.13	3.16	3.07	3.02	3.06	3.01
	STONE, CLAY GLASS AND CONCRETE PRODS																
	33	3.43	3.31	3.14	2.93	2.73	2.65	2.59	2.59	2.42	2.40	2.35	2.39	2.39	2.49	2.48	2.48
	PRIMARY METAL PRODUCTS																
	37	10.18	10.16	9.87	9.71	9.55	9.09	8.75	7.59	6.07	7.49	8.19	7.54	7.98	7.00	6.59	6.54
	TRANSPORTATION EQUIPMENT																
	40	4.55	4.30	4.06	3.59	3.62	3.56	3.43	3.33	3.32	3.19	3.22	3.20	3.26	3.28	3.04	2.94
	WASTE AND SCRAP MATERIALS																
	46	3.86	3.78	3.54	3.23	2.96	2.72	2.62	2.52	2.47	2.64	2.70	2.58	2.56	2.54	2.56	2.56
	MISC. MIXED SHIPMENTS EX. FORWARD																
	--	4.69	4.69	4.59	4.27	3.99	3.85	4.00	4.08	3.61	3.89	3.83	3.88	3.82	3.91	3.82	3.91
	ALL OTHER COMMODITIES																
	TOTAL WEST	3.00	2.88	2.80	2.56	2.56	2.48	2.49	2.44	2.41	2.43	2.43	2.31	2.27	2.28	2.18	2.16

		Table A-7: Revenue per Ton-Mile (in Constant 1999 Dollars), in Cents																	
		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		
Eastern United States																			
STCC		01	3.25	3.07	2.96	2.97	2.91	2.75	2.79	2.41	2.42	2.38	2.27	2.28	2.29	2.26	2.16		
FARM PRODUCTS		10	5.48	5.32	4.45	4.58	4.39	4.73	4.53	4.59	4.39	3.97	4.04	3.98	3.92	3.83	3.91		
METALLIC ORES		11	4.70	4.41	4.19	4.07	3.85	3.73	3.62	3.59	3.18	3.12	2.78	2.88	2.71	2.73	2.57		
COAL		14	5.08	5.38	4.61	4.50	4.33	4.14	3.71	3.59	3.41	3.34	3.28	3.33	3.41	3.26	3.07		
NONMETALLIC MINERALS, EX FUELS		20	5.83	5.14	4.91	4.48	4.38	4.14	3.90	3.69	3.50	3.35	3.27	3.22	3.14	3.02	2.93		
FOOD AND KINDRED PRODUCTS		24	5.62	5.03	4.87	4.67	4.65	4.44	4.28	4.04	3.82	3.64	3.57	3.54	3.58	3.39	3.24		
LUMBER AND WOOD		26	5.38	5.69	5.41	5.33	5.31	5.18	4.97	4.67	4.41	4.16	4.04	4.03	4.05	3.79	3.73		
PULP, PAPER AND ALLIED PRODUCTS		28	6.32	6.14	5.90	5.41	5.28	5.27	4.94	4.77	4.53	4.28	4.12	4.08	3.99	3.89	3.71		
CHEMICALS		29	6.24	5.99	5.57	5.53	5.45	5.14	4.98	5.03	4.69	4.61	4.41	4.31	4.22	4.01	3.87		
PETROLEUM AND COAL PRODUCTS		32	4.93	5.00	4.71	4.59	4.56	4.44	4.29	4.28	4.16	4.19	3.86	3.84	3.86	3.75	3.64		
STONE, CLAY GLASS AND CONCRETE PRODS		33	6.10	5.61	5.07	4.22	4.04	3.84	4.09	3.87	3.80	3.66	3.67	3.64	3.59	3.41	3.41		
PRIMARY METAL PRODUCTS		37	16.77	16.36	16.09	15.34	15.44	15.04	14.91	13.89	12.51	12.65	11.94	11.76	11.26	10.69	10.18		
TRANSPORTATION EQUIPMENT		40	7.95	7.20	7.05	6.46	6.61	6.27	5.73	4.98	4.38	4.02	3.87	4.05	4.00	3.81	3.65		
WASTE AND SCRAP MATERIALS		46	6.72	6.35	5.97	5.70	5.34	5.15	5.04	4.75	4.52	4.52	4.35	4.36	4.28	4.24	4.07		
MSC, MIXED SHIPMENTS EX. FORWARD		-	9.58	8.82	8.41	8.11	7.47	7.31	7.02	7.30	6.80	6.36	5.80	5.49	5.37	5.28	5.51		
ALL OTHER COMMODITIES		-	5.92	5.73	5.38	5.17	5.03	4.89	4.72	4.39	4.11	4.05	3.83	3.81	3.73	3.65	3.54		
TOTAL EAST																			
Western United States																			
STCC		01	3.36	3.16	2.87	2.52	2.55	2.40	2.47	2.36	2.34	2.41	2.59	2.24	2.25	2.23	2.06		
FARM PRODUCTS		10	4.32	4.42	4.79	4.12	3.68	2.99	3.32	2.92	2.61	2.52	2.43	2.05	1.98	2.49	2.42		
METALLIC ORES		11	2.68	2.48	2.27	2.02	1.95	1.85	1.78	1.67	1.60	1.49	1.43	1.35	1.28	1.23	1.10		
COAL		14	4.12	3.82	3.95	3.69	3.55	3.35	3.19	3.07	3.01	3.11	3.05	2.88	2.74	2.64	2.57		
NONMETALLIC MINERALS, EX FUELS		20	4.98	4.54	4.21	3.82	3.69	3.44	3.27	3.15	3.02	2.98	2.93	2.87	2.77	2.62	2.49		
FOOD AND KINDRED PRODUCTS		24	4.78	4.25	3.87	3.58	3.56	3.28	3.20	2.95	2.79	2.85	2.85	2.80	2.68	2.62	2.50		
LUMBER AND WOOD		26	6.00	5.51	5.36	5.06	5.00	4.74	4.48	4.31	4.05	3.83	3.68	3.67	3.57	3.50	3.45		
PULP, PAPER AND ALLIED PRODUCTS		28	5.32	5.17	5.03	4.70	4.65	4.42	4.32	4.18	3.99	3.91	3.73	3.61	3.55	3.50	3.26		
CHEMICALS		29	6.76	6.52	6.05	5.47	5.06	4.82	4.50	4.40	4.07	3.99	3.84	3.57	3.40	3.34	3.08		
PETROLEUM AND COAL PRODUCTS		32	5.53	4.81	5.09	4.43	4.09	3.86	3.68	3.46	3.46	3.50	3.42	3.37	3.21	3.10	3.01		
STONE, CLAY GLASS AND CONCRETE PRODS		33	5.03	4.71	4.36	3.95	3.57	3.34	3.14	3.02	2.76	2.68	2.56	2.55	2.50	2.56	2.48		
PRIMARY METAL PRODUCTS		37	14.93	14.45	13.73	13.12	12.48	11.44	10.59	8.87	6.92	6.35	6.94	8.05	8.36	7.19	6.54		
TRANSPORTATION EQUIPMENT		40	6.68	6.12	5.65	4.85	4.73	4.48	4.16	3.89	3.79	3.55	3.51	3.42	3.42	3.37	2.94		
WASTE AND SCRAP MATERIALS		46	5.66	5.38	4.92	4.37	3.86	3.42	3.18	2.95	2.82	2.94	2.84	2.76	2.68	2.61	2.56		
MSC, MIXED SHIPMENTS EX. FORWARD		-	6.89	6.67	6.38	5.76	5.21	4.84	4.85	4.77	4.11	4.34	4.18	4.14	4.00	4.02	3.91		
ALL OTHER COMMODITIES		-	4.39	4.10	3.89	3.46	3.34	3.12	3.02	2.85	2.75	2.71	2.65	2.47	2.38	2.35	2.16		
TOTAL WEST																			

Table A-8: Revenue per Ton (Dollars)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
STCC																	
01	FARM PRODUCTS	11.51	10.85	10.77	11.07	10.87	10.86	12.52	10.96	11.26	11.55	11.72	12.68	12.75	13.37	13.28	13.71
10	METALLIC ORES	6.98	6.62	6.75	7.28	6.79	6.46	6.80	7.38	7.00	6.69	6.41	6.76	6.76	6.60	6.45	6.61
11	COAL	10.29	10.02	9.64	9.76	10.02	10.05	10.47	9.81	9.91	9.77	8.85	9.74	9.63	9.96	9.52	9.25
14	NONMETALLIC MINERALS, EX FUELS	5.20	5.49	5.13	5.30	5.24	5.14	5.35	5.03	6.00	5.78	5.59	5.83	5.63	5.61	5.40	5.87
20	FOOD AND KINDRED PRODUCTS	24.16	22.98	20.54	19.16	19.13	19.14	20.07	18.80	18.14	18.36	19.42	18.79	19.66	19.19	18.66	18.81
24	LUMBER AND WOOD	14.07	14.36	12.95	12.86	13.68	14.07	14.29	14.42	15.32	16.86	18.67	19.41	20.75	20.89	22.26	22.85
26	PULP, PAPER AND ALLIED PRODUCTS	32.84	32.02	30.95	33.78	35.52	35.58	35.67	35.03	34.50	34.27	33.17	33.18	32.46	34.57	33.99	34.96
28	CHEMICALS	24.26	24.37	24.61	25.02	25.40	25.45	25.42	25.69	25.87	26.19	25.09	24.39	25.09	25.18	24.79	24.84
29	PETROLEUM AND COAL PRODUCTS	19.86	19.33	18.53	18.87	18.71	19.20	18.32	18.56	18.18	19.12	18.52	19.13	19.04	19.40	20.05	20.18
32	STONE, CLAY GLASS AND CONCRETE PRODS	21.23	20.28	19.68	19.33	20.74	20.64	21.09	21.63	21.02	22.54	21.25	21.85	21.31	22.56	21.96	22.56
33	PRIMARY METAL PRODUCTS	21.42	20.28	20.11	20.68	21.05	20.95	20.25	20.76	19.60	19.40	18.59	19.65	19.91	20.15	19.27	18.87
37	TRANSPORTATION EQUIPMENT	101.99	105.04	104.90	110.07	121.97	125.28	128.82	105.17	90.69	88.81	84.83	80.28	84.28	79.33	63.23	61.18
40	WASTE AND SCRAP MATERIALS	15.28	15.05	14.50	14.54	15.17	15.10	15.14	16.15	15.99	15.56	14.23	14.67	15.56	15.35	15.31	15.24
46	MISC. MIXED SHIPMENTS EX. FORWARD	40.52	38.46	36.43	35.84	35.22	33.74	35.01	34.05	33.57	33.44	32.29	33.08	33.54	33.98	33.96	32.91
--	ALL OTHER COMMODITIES	57.57	52.92	51.63	51.76	50.37	51.22	52.15	56.61	53.95	50.30	46.05	44.66	46.06	47.36	46.90	48.84
	TOTAL EAST	16.52	16.61	15.75	16.19	16.61	16.65	16.94	16.62	16.27	16.82	16.10	16.50	16.77	17.20	16.47	16.96
Western United States																	
STCC																	
01	FARM PRODUCTS	18.04	16.86	15.50	13.91	14.86	15.89	16.30	16.90	17.02	18.20	19.35	20.18	19.80	20.36	18.90	18.97
10	METALLIC ORES	5.42	5.50	5.37	4.70	4.76	4.73	4.96	5.04	5.05	6.26	5.85	5.96	5.88	6.51	6.30	7.14
11	COAL	14.75	14.16	13.30	11.93	11.87	11.90	11.45	11.91	11.56	11.44	11.20	10.91	10.95	10.46	9.90	10.11
14	NONMETALLIC MINERALS, EX FUELS	16.03	14.92	12.40	10.74	10.25	10.89	10.70	10.70	10.01	10.05	10.73	11.04	11.42	10.53	9.81	9.42
20	FOOD AND KINDRED PRODUCTS	36.56	35.18	31.88	29.88	29.31	28.63	27.52	28.35	28.48	28.93	28.82	28.54	28.54	27.37	27.01	26.34
24	LUMBER AND WOOD	36.62	32.95	31.53	30.73	31.26	28.67	27.23	27.62	27.73	27.90	26.57	27.10	28.10	28.32	29.56	29.13
26	PULP, PAPER AND ALLIED PRODUCTS	45.13	43.71	42.87	39.89	39.19	39.14	37.50	37.69	36.10	36.66	34.93	35.14	36.08	34.20	34.73	35.49
28	CHEMICALS	35.15	34.84	34.91	32.48	33.47	33.29	33.28	33.87	33.46	33.43	32.60	32.71	32.90	32.36	31.45	30.54
29	PETROLEUM AND COAL PRODUCTS	29.79	29.25	28.11	26.36	25.24	26.00	26.30	26.74	25.55	24.22	24.71	25.16	24.03	24.26	24.32	24.26
32	STONE, CLAY GLASS AND CONCRETE PRODS	20.77	20.16	18.96	18.01	18.11	17.70	17.51	18.12	18.03	18.46	19.17	19.45	18.92	19.43	19.62	18.92
33	PRIMARY METAL PRODUCTS	35.34	32.38	31.52	27.54	28.55	28.02	26.46	26.15	25.96	25.14	23.93	26.27	26.53	27.24	26.10	25.60
37	TRANSPORTATION EQUIPMENT	128.36	132.91	130.47	135.00	130.09	122.54	111.76	87.27	66.16	83.92	89.75	79.99	91.48	81.72	74.77	73.23
40	WASTE AND SCRAP MATERIALS	21.86	21.21	20.76	18.79	18.59	18.61	19.46	18.59	18.51	17.94	18.63	18.79	18.61	18.79	18.15	17.56
46	MISC. MIXED SHIPMENTS EX. FORWARD	67.45	66.79	68.11	52.10	48.59	45.52	44.11	44.63	41.93	44.80	44.93	43.05	47.24	46.50	47.39	47.22
--	ALL OTHER COMMODITIES	72.26	65.38	55.87	51.41	51.64	52.75	49.27	52.81	47.21	51.84	50.08	53.61	56.52	56.50	57.31	59.80
	TOTAL WEST	24.58	23.59	22.89	20.58	20.44	20.53	20.12	20.74	20.59	21.29	21.28	20.90	20.96	20.96	20.15	20.43

Table A-8: Revenue per Ton (in Constant 1999 Dollars)		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																	
STOC																	
01	FARM PRODUCTS	16.88	15.43	14.99	14.95	14.20	13.66	15.16	12.80	12.84	12.86	12.79	13.55	13.36	13.74	13.48	13.71
10	METALLIC ORES	10.20	9.41	9.40	8.84	8.87	8.13	8.24	8.62	7.99	7.46	6.99	7.16	7.09	6.78	6.55	6.61
11	COAL	15.10	14.24	13.41	13.18	13.09	12.64	12.66	11.46	11.31	10.98	9.66	10.40	10.09	10.24	9.66	9.25
14	NONMETALLIC MINERALS, EX FUELS	7.63	7.80	7.14	7.16	6.84	6.47	6.50	6.93	6.84	6.44	6.10	6.23	5.79	5.76	5.48	5.87
20	FOOD AND KINDRED PRODUCTS	35.43	32.67	26.57	25.87	24.99	24.08	24.30	21.96	20.70	20.45	21.19	20.07	20.60	19.72	18.94	18.81
24	LUMBER AND WOOD	20.63	20.42	18.01	17.37	17.84	17.71	17.30	16.86	17.48	18.78	20.37	20.73	21.74	21.47	22.60	22.85
26	PULP, PAPER AND ALLIED PRODUCTS	48.16	45.52	43.06	45.62	46.40	44.77	43.20	40.94	39.36	38.17	36.19	35.44	34.00	35.52	34.50	34.96
28	CHEMICALS	35.58	34.64	34.24	33.78	33.17	32.02	30.78	30.02	29.51	29.18	27.38	26.04	26.29	25.88	25.16	24.84
29	PETROLEUM AND COAL PRODUCTS	29.12	27.48	25.79	25.49	24.44	24.15	22.19	21.69	20.74	21.30	20.22	20.43	19.94	19.93	20.36	20.18
32	STONE, CLAY GLASS AND CONCRETE PRODUCTS	31.13	28.83	27.38	26.11	27.08	25.97	25.55	25.28	23.97	25.11	23.19	23.94	22.33	23.19	22.29	22.56
33	PRIMARY METAL PRODUCTS	31.42	30.26	27.97	27.93	27.49	26.36	24.52	24.26	22.36	21.61	20.29	20.98	20.86	20.70	19.56	18.87
37	TRANSPORTATION EQUIPMENT	149.58	149.34	145.94	148.64	159.31	157.63	156.01	122.90	103.46	98.93	92.57	85.73	86.30	81.53	64.18	61.18
40	WASTE AND SCRAP MATERIALS	22.41	21.39	20.18	19.77	19.82	19.00	18.34	18.87	18.25	17.34	15.53	15.66	16.31	16.77	15.54	15.24
46	MISC. MIXED SHIPMENTS EX. FORWARD	59.42	54.68	50.68	48.13	46.01	42.45	42.40	39.79	38.29	37.25	35.24	35.32	35.14	34.92	34.47	32.81
-	ALL OTHER COMMODITIES	84.43	75.25	71.82	69.90	65.79	64.44	63.16	66.15	61.54	58.03	50.25	47.70	48.26	48.67	47.61	48.84
	TOTAL EAST	24.23	23.61	21.91	21.87	21.70	20.95	20.52	19.42	18.56	18.74	17.57	17.62	17.57	17.67	16.72	16.96
Western United States																	
STOC																	
01	FARM PRODUCTS	26.46	23.97	21.57	18.79	19.41	19.99	19.74	19.74	19.41	20.28	21.12	21.55	20.74	20.92	19.18	18.97
10	METALLIC ORES	7.94	7.83	7.47	6.35	6.22	5.95	6.01	5.89	5.76	6.98	6.38	6.37	6.16	6.69	6.39	7.14
11	COAL	21.63	20.13	18.50	16.11	15.50	14.97	13.86	13.92	13.19	12.75	12.22	11.65	11.47	10.75	10.05	10.11
14	NONMETALLIC MINERALS, EX FUELS	23.51	21.21	17.25	14.50	13.38	13.70	12.96	12.50	11.42	11.20	11.71	11.79	11.97	10.82	9.96	9.42
20	FOOD AND KINDRED PRODUCTS	53.61	50.02	44.35	40.35	38.29	36.02	33.33	33.13	32.49	31.89	31.44	30.48	29.90	28.13	27.42	26.34
24	LUMBER AND WOOD	53.71	46.85	43.87	41.50	40.84	36.08	32.97	32.27	31.63	31.08	29.00	28.94	29.44	29.10	30.00	29.13
26	PULP, PAPER AND ALLIED PRODUCTS	66.19	62.15	59.64	52.52	51.19	49.24	45.41	44.04	41.18	40.84	38.12	37.53	37.80	35.14	35.25	35.49
28	CHEMICALS	51.55	49.54	48.57	43.87	43.71	41.89	40.30	39.58	38.17	37.24	35.58	34.93	34.47	33.25	31.92	30.54
29	PETROLEUM AND COAL PRODUCTS	43.69	41.59	39.11	35.60	32.97	32.71	31.85	31.25	29.15	28.98	26.97	26.87	25.18	24.94	24.88	24.26
32	STONE, CLAY GLASS AND CONCRETE PRODUCTS	30.46	28.66	26.37	24.32	23.66	22.27	21.20	21.17	20.57	20.57	20.92	20.77	19.82	19.96	19.92	19.92
33	PRIMARY METAL PRODUCTS	51.83	46.04	43.85	37.19	37.29	35.26	32.04	30.56	29.61	28.01	26.11	28.08	27.79	28.00	26.49	25.60
37	TRANSPORTATION EQUIPMENT	188.24	188.97	181.50	182.32	169.92	154.18	135.35	101.98	75.47	93.49	97.94	85.43	95.84	83.98	75.89	73.23
40	WASTE AND SCRAP MATERIALS	32.05	30.16	28.98	25.38	24.29	23.41	23.56	21.73	21.12	19.98	20.23	20.07	19.50	19.31	18.42	17.56
46	MISC. MIXED SHIPMENTS EX. FORWARD	98.92	94.96	80.84	70.35	63.47	57.28	53.42	52.15	47.83	49.90	49.03	45.99	49.49	47.79	48.10	47.22
-	ALL OTHER COMMODITIES	105.97	92.96	77.73	69.42	67.45	66.36	59.66	61.71	53.86	57.75	54.62	57.25	59.22	58.06	58.17	59.80
	TOTAL WEST	36.04	33.53	31.85	27.80	26.70	25.83	24.37	24.23	23.49	23.71	23.22	22.32	21.96	21.54	20.45	20.43

Table A-1c: Commodity Share of Total Revenues		1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Eastern United States																
STCC																
	01	1.47%	1.55%	1.59%	1.46%	1.45%	1.45%	1.39%	1.42%	1.53%	1.58%	1.59%	1.60%	1.52%	1.52%	1.54%
	10	0.68%	0.62%	0.67%	0.74%	0.73%	0.70%	0.67%	0.68%	0.64%	0.59%	0.58%	0.56%	0.56%	0.54%	0.48%
	11	12.44%	12.44%	12.53%	12.41%	12.46%	12.47%	11.71%	11.60%	11.32%	10.12%	9.96%	10.28%	10.32%	10.18%	9.41%
	14	1.39%	1.42%	1.43%	1.44%	1.37%	1.31%	1.32%	1.31%	1.30%	1.20%	1.31%	1.30%	1.29%	1.35%	1.41%
	20	2.59%	2.64%	2.44%	2.26%	2.13%	1.98%	1.98%	2.09%	2.13%	2.18%	2.13%	2.11%	2.10%	2.07%	2.03%
	24	2.16%	1.98%	1.99%	2.05%	1.97%	1.83%	1.76%	1.87%	2.00%	2.04%	1.96%	1.92%	1.98%	2.10%	2.07%
	26	3.26%	3.17%	3.46%	3.73%	3.58%	3.33%	3.33%	3.50%	3.47%	3.23%	2.96%	2.82%	2.95%	3.03%	2.88%
	28	3.87%	3.96%	4.36%	4.70%	4.60%	4.26%	4.33%	4.66%	4.71%	4.73%	4.46%	4.43%	4.70%	4.71%	4.65%
	29	1.32%	1.19%	1.21%	1.30%	1.33%	1.31%	1.28%	1.32%	1.34%	1.30%	1.25%	1.25%	1.24%	1.22%	1.17%
	32	1.92%	1.91%	1.92%	1.93%	1.87%	1.78%	1.75%	1.73%	1.75%	1.72%	1.67%	1.60%	1.65%	1.74%	1.69%
	33	1.93%	1.78%	1.92%	2.23%	2.22%	2.07%	2.03%	2.01%	2.03%	2.11%	2.16%	2.22%	2.25%	2.31%	2.36%
	37	6.73%	7.11%	7.05%	7.26%	7.56%	7.57%	6.52%	5.61%	5.77%	5.92%	5.68%	5.75%	5.82%	5.43%	5.37%
	40	0.96%	0.94%	0.95%	1.02%	0.98%	0.92%	0.94%	0.95%	0.99%	1.02%	1.01%	1.05%	1.09%	1.09%	1.08%
	46	2.35%	2.39%	2.42%	2.40%	2.33%	2.26%	2.39%	2.62%	2.79%	2.97%	3.05%	3.17%	3.40%	3.51%	3.52%
	--	1.79%	1.71%	1.65%	1.59%	1.52%	1.40%	1.45%	1.60%	1.55%	1.47%	1.34%	1.31%	1.40%	1.45%	1.50%
	TOTAL EAST	44.84%	44.83%	45.58%	46.52%	46.14%	44.65%	42.85%	42.98%	43.32%	42.27%	41.10%	41.39%	42.26%	42.25%	41.17%
Western United States																
STCC																
	01	5.83%	5.21%	5.78%	6.53%	6.65%	6.50%	6.39%	6.35%	6.42%	6.10%	6.63%	6.99%	6.34%	6.03%	5.94%
	10	1.19%	1.12%	0.96%	0.94%	1.04%	1.10%	1.14%	1.08%	1.00%	0.93%	0.93%	0.94%	0.89%	0.82%	0.78%
	11	10.48%	10.57%	9.84%	9.51%	9.69%	10.19%	10.78%	10.48%	10.11%	10.71%	11.25%	11.56%	11.38%	11.30%	11.73%
	14	1.98%	1.77%	1.61%	1.63%	1.61%	1.64%	1.66%	1.64%	1.61%	1.61%	1.65%	1.67%	1.60%	1.53%	1.53%
	20	5.05%	5.15%	5.30%	5.07%	4.83%	4.97%	5.22%	5.27%	5.22%	5.26%	5.19%	4.84%	4.63%	4.64%	4.64%
	24	4.00%	4.18%	4.26%	3.91%	3.62%	3.45%	3.21%	3.05%	3.01%	3.00%	2.89%	2.68%	2.72%	2.95%	3.10%
	26	3.58%	3.59%	3.26%	2.85%	2.77%	2.79%	2.79%	2.60%	2.49%	2.47%	2.37%	2.19%	2.22%	2.29%	2.28%
	28	8.15%	8.51%	8.46%	8.32%	8.38%	8.85%	9.25%	9.15%	9.05%	8.97%	8.82%	8.70%	8.67%	8.59%	8.40%
	29	1.79%	1.84%	1.73%	1.68%	1.69%	1.81%	1.84%	1.82%	1.79%	1.73%	1.72%	1.74%	1.76%	1.76%	1.71%
	32	1.32%	1.31%	1.32%	1.35%	1.41%	1.41%	1.43%	1.42%	1.39%	1.41%	1.41%	1.39%	1.40%	1.42%	1.43%
	33	1.29%	1.29%	1.20%	1.19%	1.25%	1.30%	1.35%	1.33%	1.30%	1.30%	1.34%	1.39%	1.41%	1.41%	1.38%
	37	3.10%	3.42%	3.19%	3.00%	3.14%	3.01%	3.06%	3.26%	3.50%	3.88%	3.97%	3.91%	3.78%	3.65%	3.93%
	40	0.65%	0.65%	0.72%	0.74%	0.72%	0.75%	0.77%	0.79%	0.85%	0.91%	0.94%	0.92%	0.90%	0.89%	0.86%
	46	4.33%	4.45%	4.83%	4.92%	5.18%	5.58%	6.08%	6.47%	6.69%	7.17%	7.38%	7.19%	7.22%	7.50%	8.05%
	--	2.41%	2.10%	1.95%	1.85%	1.87%	1.95%	2.17%	2.30%	2.24%	2.30%	2.44%	2.60%	2.80%	2.98%	3.07%
	TOTAL WEST	55.16%	55.17%	54.42%	53.46%	53.96%	55.35%	57.15%	57.02%	56.68%	57.73%	58.90%	58.61%	57.74%	57.75%	56.83%

These revenue shares by commodity represent a two-year average. The 1985 weights reflect revenues for 1984 and 1985, the 1986 weights represent 1985 and 1986, and so on.

		Table A-11: Annual Change in Inflation-Adjusted Rates																
		1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999		
Eastern United States		STOC																
FARM PRODUCTS	01	-5.5%	-3.7%	0.4%	-2.0%	-5.3%	1.3%	-13.6%	0.5%	-1.9%	-4.4%	0.6%	0.3%	-1.4%	-1.1%	-3.3%		
METALLIC ORES	10	-3.0%	-16.3%	2.8%	-4.1%	7.7%	-4.3%	1.4%	-4.3%	-9.7%	1.9%	-1.6%	-1.5%	-2.1%	-2.3%	4.4%		
COAL	11	-6.3%	-4.9%	-3.0%	-5.4%	-3.1%	-3.0%	-6.2%	-6.3%	-1.9%	-10.7%	3.5%	-6.1%	0.9%	-0.6%	-5.3%		
NONMETALLIC MINERALS, EX FUELS	14	5.8%	-14.4%	-2.3%	-3.9%	-4.3%	-10.4%	-3.3%	-5.2%	-2.0%	-1.6%	1.5%	2.3%	-4.5%	-1.5%	-4.1%		
FOOD AND KINDRED PRODUCTS	20	-11.7%	-4.6%	-8.7%	-2.2%	-5.6%	-5.7%	-5.5%	-5.0%	-4.3%	-2.5%	-1.6%	-2.4%	-3.7%	-1.7%	-1.6%		
LUMBER AND WOOD	24	-10.5%	-3.2%	-4.1%	-0.5%	-4.5%	-3.5%	-5.6%	-5.4%	-4.8%	-2.0%	-0.8%	1.1%	-5.3%	-2.4%	-2.0%		
PULP, PAPER AND ALLIED PRODUCTS	26	5.8%	-4.9%	-1.5%	-0.4%	-2.5%	-4.0%	-6.0%	-5.6%	-5.7%	-2.8%	-0.4%	0.5%	-6.3%	-0.4%	-1.3%		
CHEMICALS	28	-2.8%	-3.9%	-8.3%	-2.4%	-0.3%	-6.2%	-3.4%	-5.0%	-5.6%	-3.6%	-1.0%	-2.3%	-2.6%	-1.0%	-3.5%		
PETROLEUM AND COAL PRODUCTS	29	-4.0%	-7.0%	-0.7%	-1.3%	-5.8%	-3.2%	1.2%	-6.7%	-1.8%	-4.2%	-2.3%	-2.2%	-4.9%	-2.8%	-0.9%		
STONE, CLAY GLASS AND CONCRETE PRODS	32	1.3%	-5.7%	-2.6%	-0.6%	-2.7%	-3.3%	-0.2%	-2.9%	0.6%	-7.8%	-0.5%	0.6%	-2.9%	0.2%	-3.2%		
PRIMARY METAL PRODUCTS	33	-8.0%	-9.7%	-16.8%	-4.3%	-4.8%	6.4%	-5.4%	-1.9%	-3.5%	0.2%	-0.9%	-1.3%	-5.0%	0.1%	-0.2%		
TRANSPORTATION EQUIPMENT	37	-2.5%	-1.6%	-4.7%	0.6%	-2.6%	-0.8%	-6.9%	-9.9%	1.1%	-5.6%	-1.5%	-4.2%	-5.1%	-4.8%	0.1%		
WASTE AND SCRAP MATERIALS	40	-9.4%	-2.1%	-8.4%	2.3%	-5.1%	-8.6%	-13.1%	-12.1%	-8.1%	-3.7%	4.5%	-1.3%	-4.7%	-1.7%	-2.6%		
MISC. MIXED SHIPMENTS EX. FORWARD	46	-5.5%	-6.0%	-4.5%	-6.4%	-3.5%	-2.3%	-5.6%	-5.0%	0.0%	-3.8%	0.4%	-1.8%	-1.0%	0.1%	-4.1%		
ALL OTHER COMMODITIES	--	-8.0%	-4.7%	-3.6%	-7.9%	-2.2%	-3.9%	4.0%	-9.7%	-3.6%	-8.8%	-5.4%	-2.2%	-1.6%	1.9%	2.3%		
Western United States		STOC																
FARM PRODUCTS	01	-5.9%	-9.3%	-12.2%	1.4%	-6.0%	3.1%	-4.5%	-0.7%	3.0%	7.5%	-13.5%	0.5%	-1.0%	-1.5%	-6.2%		
METALLIC ORES	10	2.4%	8.3%	-13.9%	-10.7%	-18.9%	11.1%	-12.2%	-10.6%	-3.4%	-3.7%	-15.6%	-3.3%	25.5%	9.9%	-11.3%		
COAL	11	-7.5%	-8.7%	-10.7%	-3.9%	-5.0%	-3.9%	-5.9%	-4.2%	-6.6%	-4.3%	-5.8%	-5.0%	-3.6%	-9.5%	-1.8%		
NONMETALLIC MINERALS, EX FUELS	14	-7.2%	3.3%	-6.5%	-3.8%	-5.6%	-4.7%	-3.8%	-2.1%	3.5%	-2.0%	-5.5%	-5.0%	-3.7%	-1.2%	-1.3%		
FOOD AND KINDRED PRODUCTS	20	-8.9%	-7.2%	-9.3%	-3.4%	-6.7%	-4.9%	-3.7%	-4.2%	-1.1%	-1.6%	-2.1%	-3.4%	-5.6%	-2.7%	-2.1%		
LUMBER AND WOOD	24	-11.2%	-9.0%	-7.3%	-0.6%	-7.9%	-2.4%	-7.8%	-5.5%	2.2%	0.1%	-2.0%	-4.0%	-2.5%	-1.8%	-2.9%		
PULP, PAPER AND ALLIED PRODUCTS	26	-8.1%	-2.6%	-5.7%	-1.1%	-5.2%	-5.5%	-3.8%	-6.1%	-5.4%	-4.0%	-0.3%	-2.7%	-2.0%	0.2%	-1.7%		
CHEMICALS	28	-2.9%	-2.6%	-6.7%	-1.0%	-5.0%	-2.2%	-3.2%	-4.5%	-2.1%	-4.7%	-3.0%	-1.7%	-1.4%	-2.8%	-4.2%		
PETROLEUM AND COAL PRODUCTS	29	-3.6%	-7.1%	-9.7%	-7.4%	-4.7%	-6.6%	-2.4%	-7.5%	-1.8%	-3.9%	-7.0%	-4.8%	-1.6%	-3.2%	-4.8%		
STONE, CLAY GLASS AND CONCRETE PRODS	32	-13.0%	5.9%	-13.0%	-7.6%	-5.7%	-4.6%	-5.9%	-0.2%	1.2%	-2.3%	-1.4%	-4.7%	-3.4%	-0.1%	-2.9%		
PRIMARY METAL PRODUCTS	33	-6.3%	-7.4%	-9.2%	-9.8%	-6.5%	-6.0%	-3.7%	-8.5%	-3.2%	-4.2%	-0.5%	-1.9%	2.5%	-1.9%	-1.3%		
TRANSPORTATION EQUIPMENT	37	-3.2%	-5.0%	-4.5%	-4.9%	-8.3%	-7.4%	-16.3%	-21.9%	20.6%	7.1%	-9.9%	3.9%	-14.0%	-6.9%	-2.2%		
WASTE AND SCRAP MATERIALS	40	-8.4%	-7.6%	-14.1%	-2.6%	-5.3%	-7.2%	-6.3%	-2.6%	-6.4%	-1.1%	-2.6%	-0.1%	-1.3%	-8.6%	-4.8%		
MISC. MIXED SHIPMENTS EX. FORWARD	46	-4.9%	-8.5%	-11.3%	-11.6%	-11.4%	-7.1%	-7.2%	-4.5%	4.4%	0.2%	-6.4%	-2.7%	-2.5%	-0.6%	-1.5%		
ALL OTHER COMMODITIES	--	-3.1%	-4.4%	-9.6%	-9.6%	-7.1%	0.1%	-1.5%	-13.8%	5.4%	-3.5%	-1.0%	-3.4%	0.4%	-3.5%	0.8%		

Table A-12: Average Annual Rates of Change in Inflation Adjusted Rates

	STCC	1984-1989	1989-1994	1994-1999	1984-1999
Eastern United States					
FARM PRODUCTS	01	-3.3%	-3.8%	-1.0%	-2.7%
METALLIC ORES	10	-2.9%	-3.1%	-0.7%	-2.2%
COAL	11	-4.5%	-5.7%	-1.6%	-3.9%
NONMETALLIC MINERALS, EX FUELS	14	-4.0%	-4.6%	-1.3%	-3.3%
FOOD AND KINDRED PRODUCTS	20	-6.6%	-4.6%	-2.2%	-4.5%
LUMBER AND WOOD	24	-4.6%	-4.3%	-1.9%	-3.6%
PULP, PAPER AND ALLIED PRODUCTS	26	-0.8%	-4.8%	-1.6%	-2.4%
CHEMICALS	28	-3.6%	-4.8%	-2.1%	-3.5%
PETROLEUM AND COAL PRODUCTS	29	-3.8%	-3.0%	-2.6%	-3.1%
STONE, CLAY GLASS AND CONCRETE PRODS	32	-2.1%	-2.8%	-1.2%	-2.0%
PRIMARY METAL PRODUCTS	33	-8.8%	-0.9%	-1.5%	-3.8%
TRANSPORTATION EQUIPMENT	37	-2.2%	-4.5%	-3.1%	-3.3%
WASTE AND SCRAP MATERIALS	40	-4.6%	-9.2%	-1.2%	-5.1%
MISC. MIXED SHIPMENTS EX. FORWARD	46	-5.2%	-3.3%	-1.3%	-3.3%
ALL OTHER COMMODITIES	--	-5.3%	-4.5%	-1.0%	-3.6%
Western United States					
FARM PRODUCTS	01	-6.5%	1.6%	-4.5%	-3.2%
METALLIC ORES	10	-7.1%	-4.1%	0.0%	-3.8%
COAL	11	-7.2%	-5.0%	-5.2%	-5.8%
NONMETALLIC MINERALS, EX FUELS	14	-4.0%	-1.9%	-3.3%	-3.1%
FOOD AND KINDRED PRODUCTS	20	-7.1%	-3.2%	-3.2%	-4.5%
LUMBER AND WOOD	24	-7.3%	-2.7%	-2.6%	-4.2%
PULP, PAPER AND ALLIED PRODUCTS	26	-4.6%	-5.0%	-1.3%	-3.6%
CHEMICALS	28	-3.6%	-3.4%	-2.7%	-3.2%
PETROLEUM AND COAL PRODUCTS	29	-6.5%	-4.5%	-4.3%	-5.1%
STONE, CLAY GLASS AND CONCRETE PRODS	32	-6.9%	-2.4%	-2.5%	-4.0%
PRIMARY METAL PRODUCTS	33	-7.9%	-5.1%	-0.6%	-4.6%
TRANSPORTATION EQUIPMENT	37	-5.2%	-4.8%	-6.0%	-5.3%
WASTE AND SCRAP MATERIALS	40	-7.7%	-4.7%	-3.5%	-5.3%
MISC. MIXED SHIPMENTS EX. FORWARD	46	-9.6%	-2.9%	-2.8%	-5.2%
ALL OTHER COMMODITIES	--	-6.8%	-2.9%	-1.3%	-3.7%

Table A-13: Tomqvist Index Values		1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999
Nominal Tomqvist Index - Ton-Miles																	
East	100.0	98.5	95.7	94.1	94.6	95.2	96.0	94.2	90.6	90.3	87.1	89.2	88.5	87.8	87.7	86.8	
West	100.0	96.7	93.1	87.1	88.6	83.8	84.2	82.4	79.6	81.7	82.4	79.4	78.9	78.2	76.3	75.3	
United States	100.0	97.5	94.3	90.2	90.1	88.9	89.4	87.6	84.4	85.6	84.7	83.7	83.1	82.4	81.2	80.2	
Real Tomqvist Index - Ton-Miles																	
Eastern Region	100.0	95.5	90.8	86.7	84.2	81.7	79.2	75.1	70.5	68.7	64.9	65.1	63.3	61.6	60.8	59.3	
Western Region	100.0	93.7	88.2	80.1	77.0	71.8	69.4	65.5	61.8	61.9	61.2	57.7	56.2	54.6	52.6	51.2	
United States	100.0	94.6	89.4	83.1	80.3	76.2	73.8	69.8	65.7	65.0	63.1	61.0	59.4	57.7	56.2	54.7	
Nominal Tomqvist Index - Tons																	
Eastern Region	100.0	98.3	94.9	96.7	99.8	100.2	102.8	98.2	96.0	95.8	91.7	94.0	95.2	96.2	91.9	91.5	
Western Region	100.0	96.2	90.4	83.4	83.5	82.9	80.9	81.7	78.6	81.3	81.3	80.9	82.8	81.0	78.9	78.7	
United States	100.0	97.2	92.4	89.2	90.6	90.4	90.2	88.9	86.1	87.8	86.2	86.8	88.4	87.7	84.7	84.4	
Real Tomqvist Index - Tons																	
Eastern Region	100.0	95.4	90.1	89.2	89.1	86.2	85.1	78.8	75.2	73.4	68.8	69.1	68.7	68.2	64.4	63.2	
Western Region	100.0	93.4	85.9	76.8	74.4	71.1	66.9	65.1	61.1	61.8	60.5	59.0	59.3	56.9	54.7	53.8	
United States	100.0	94.5	89.1	84.2	82.4	78.1	76.3	71.4	67.7	67.1	64.8	62.7	61.6	60.4	57.7	56.3	