

Burlington Northern Santa Fe Railway



**Midwest Specialty Grains Conference
Future of IP Transportation**

BNSF



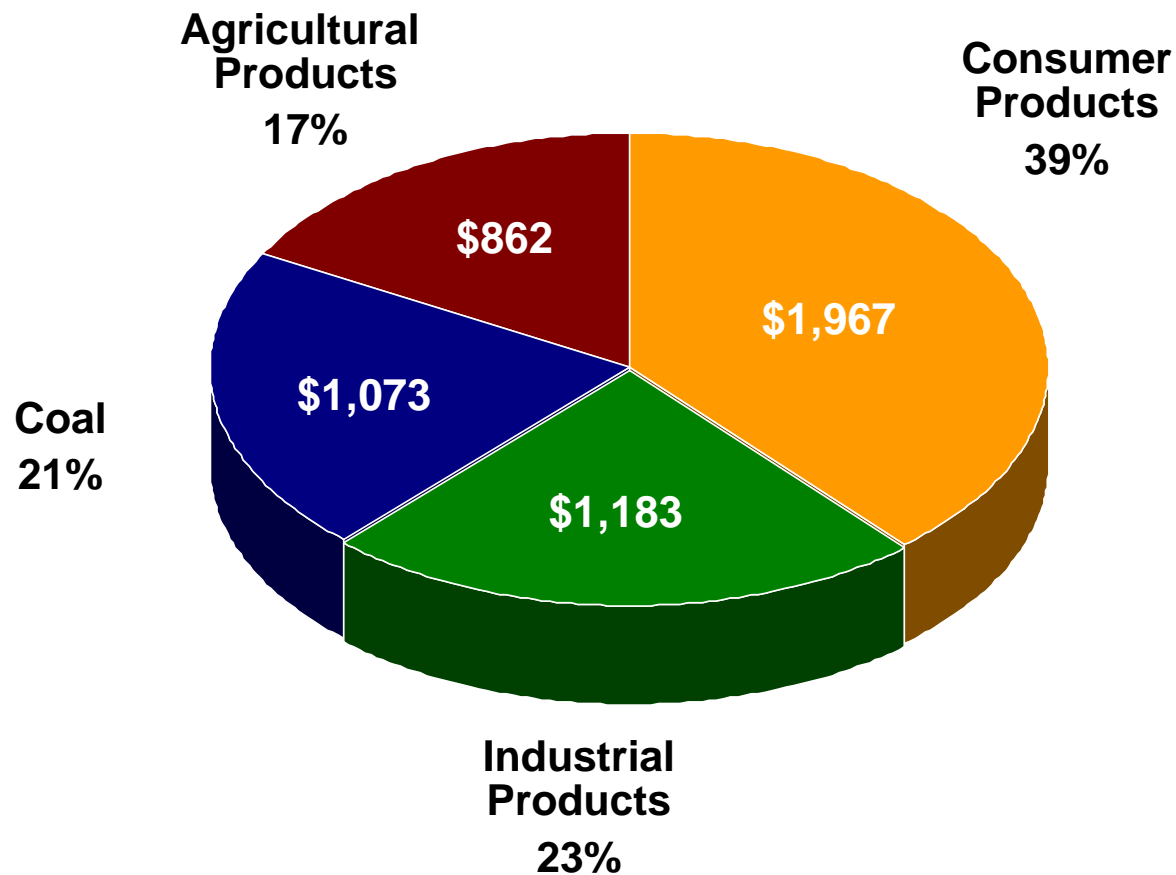
September 8, 2004

BNSF Network Map



First Half 2004 BNSF Freight Revenue

\$ Millions, and % of Total

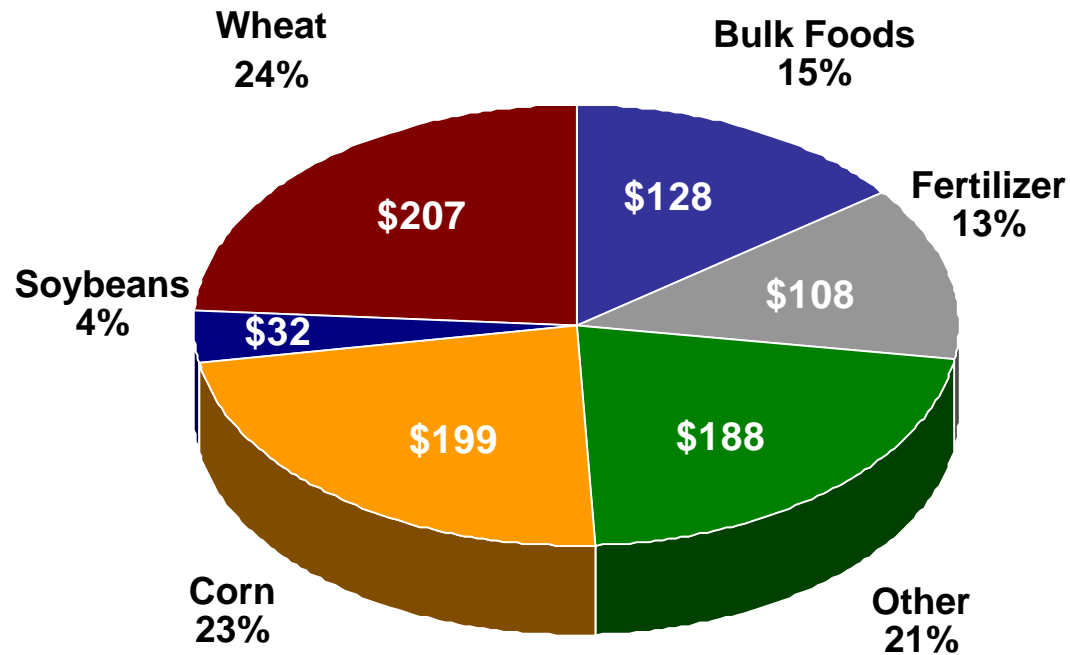


Total Freight Revenue: \$5,085

First Half 2004 BNSF Freight Revenue

Agricultural Products

\$ Millions and % of Total



Total Agricultural Products: \$862

BNSF Service Portfolio

Direct Rail

- **Consistent and cost-effective service for larger quantities**
 - **One boxcar holds about 3 truckloads**
- **Preferred method for connecting lower-volume markets**



BNSF Service Portfolio

Transload

- **Combines long-haul economics with flexibility of truck**
- **Ideal for larger quantities (3 or more truckloads) moving more than 400 miles**
- **Origin/destination does not need to be directly rail served. Used for boxcar to container transfer at Ports.**



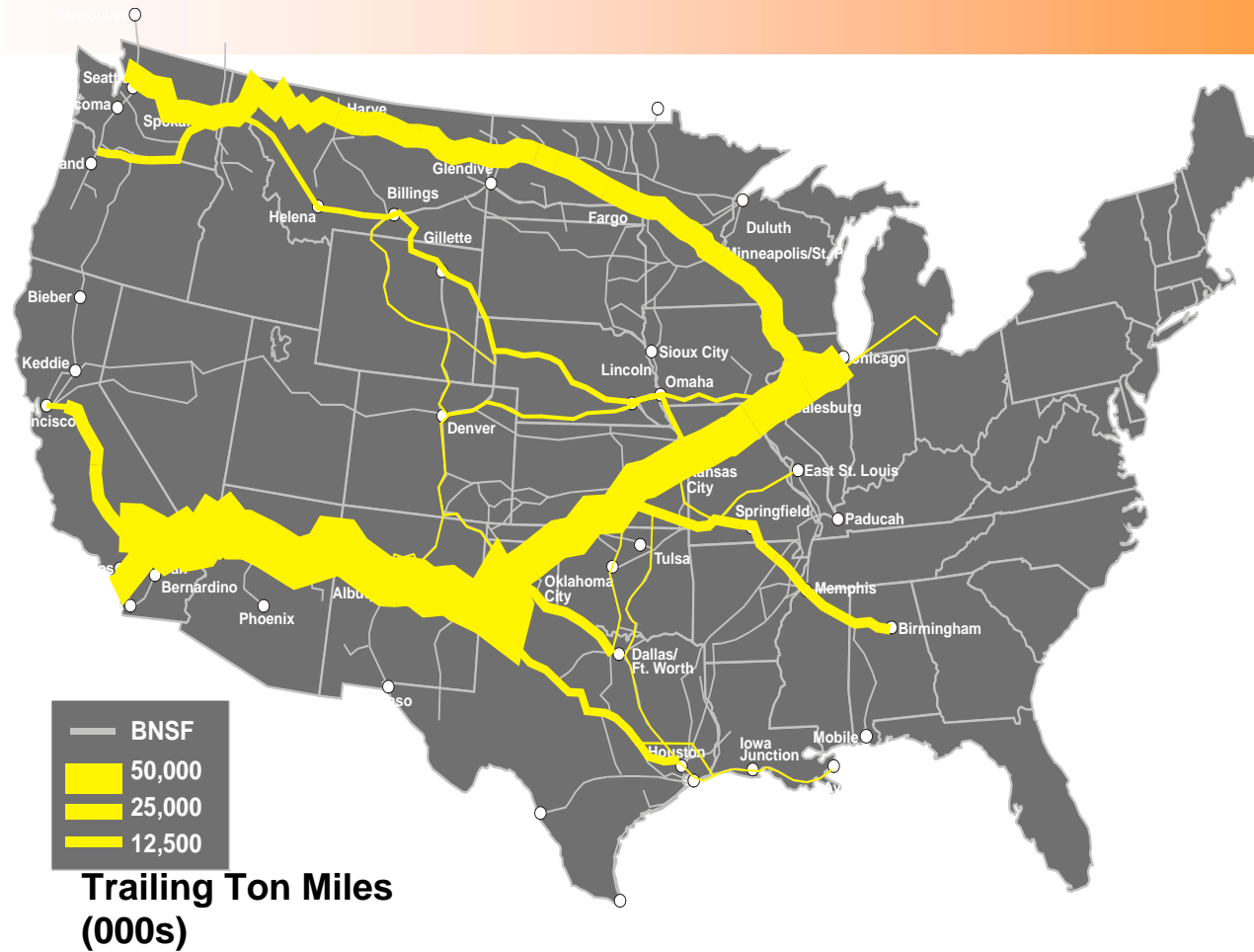
BNSF Service Portfolio

Intermodal

- **Ideal for time-sensitive freight moving 1,000 miles**
- **Ideal for Truckload quantities**
- **Works best in markets with large concentrated volumes - inefficient in lower-volume markets.**



Intermodal Cargo Flow



BNSF iPower

Unique Shipment Number

- **If the shipper provides BNSF with the data, BNSF can drill down to individual bag or pallet level**
 - **Up to 400 USNs per load**
- **Shipper can group bags by distribution batch**
- **Benefit: shippers can trace based on their product identifiers, not railroad's information**
- **Applies to both carload and intermodal**