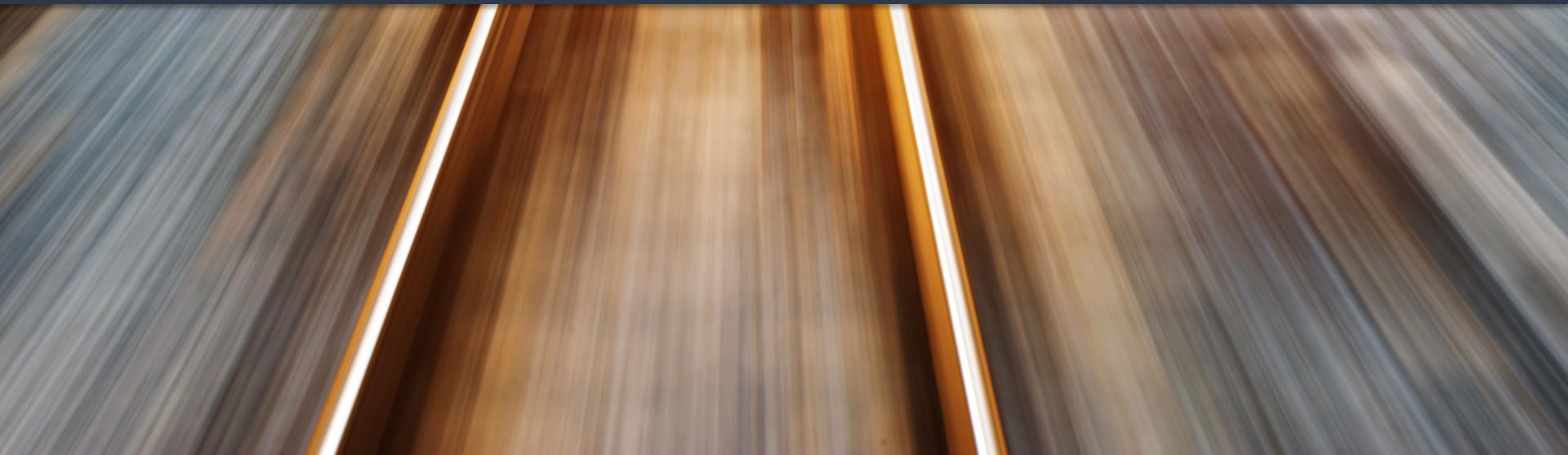




Why We Need Freight Rail Reform



The Freight Rail Industry Has Changed but Freight Rail Policies Have Not

Massive Consolidation Decreased Access to Competitive Rail Service

Decreased Access to Competitive Freight Rail Service Has Led to Soaring Rates

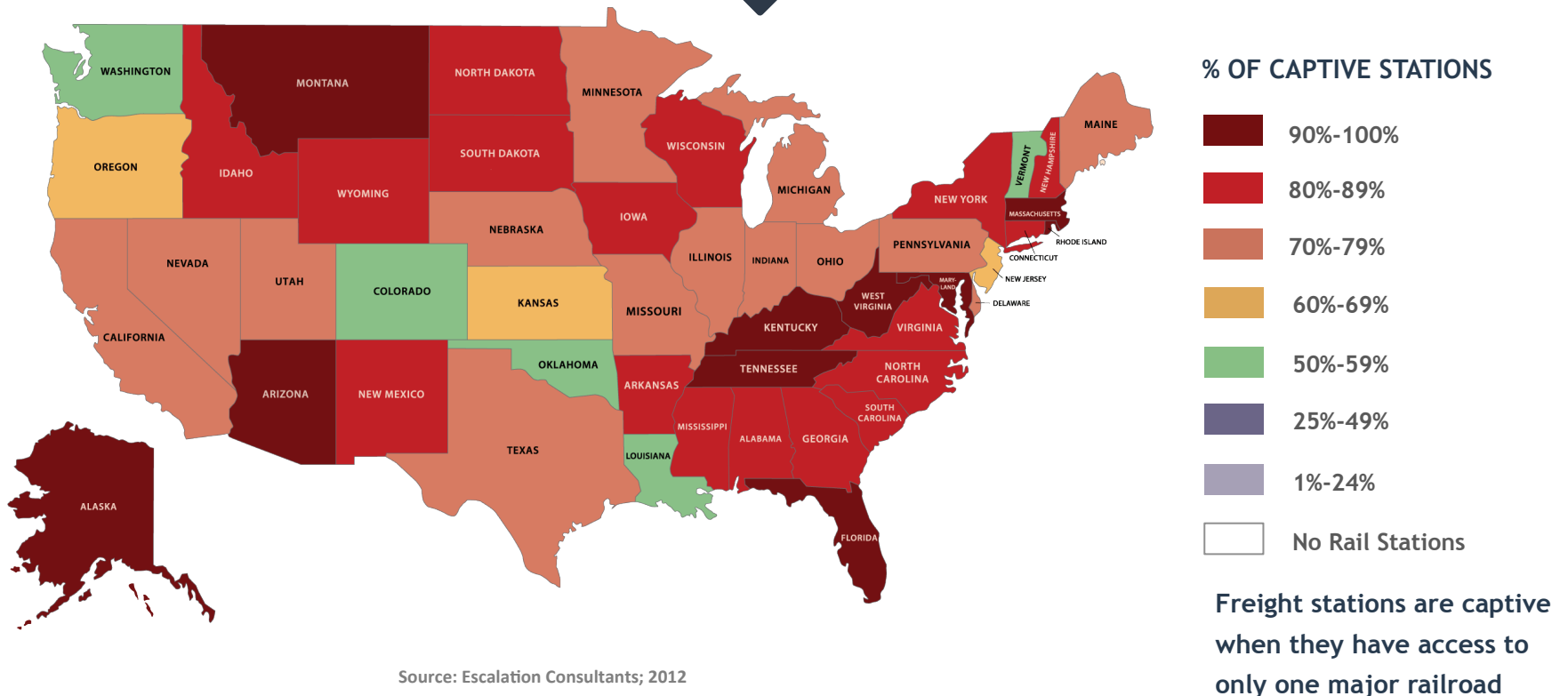
American Farmers, Manufacturers, and Other Producers Are Paying a Heavy Toll

Higher Rates Aren't Paying for Better Freight Rail Service

Outdated Policies Are Not Equipped to Handle Today's Challenges

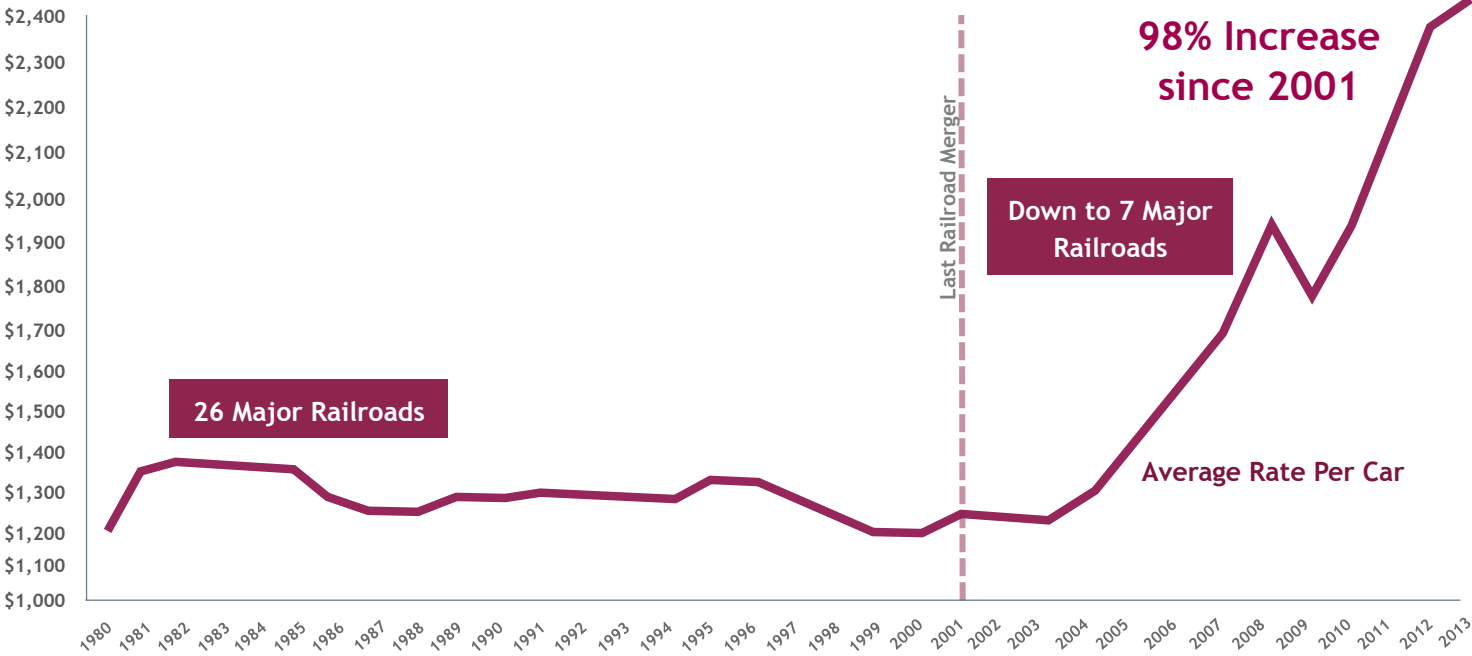
Massive Consolidation Decreased Access to Competitive Freight Rail Service

78% OF FREIGHT RAIL STATIONS ARE CAPTIVE TO A SINGLE MAJOR RAILROAD



Decreased Access to Competitive Freight Rail Service Has Led to Soaring Rates

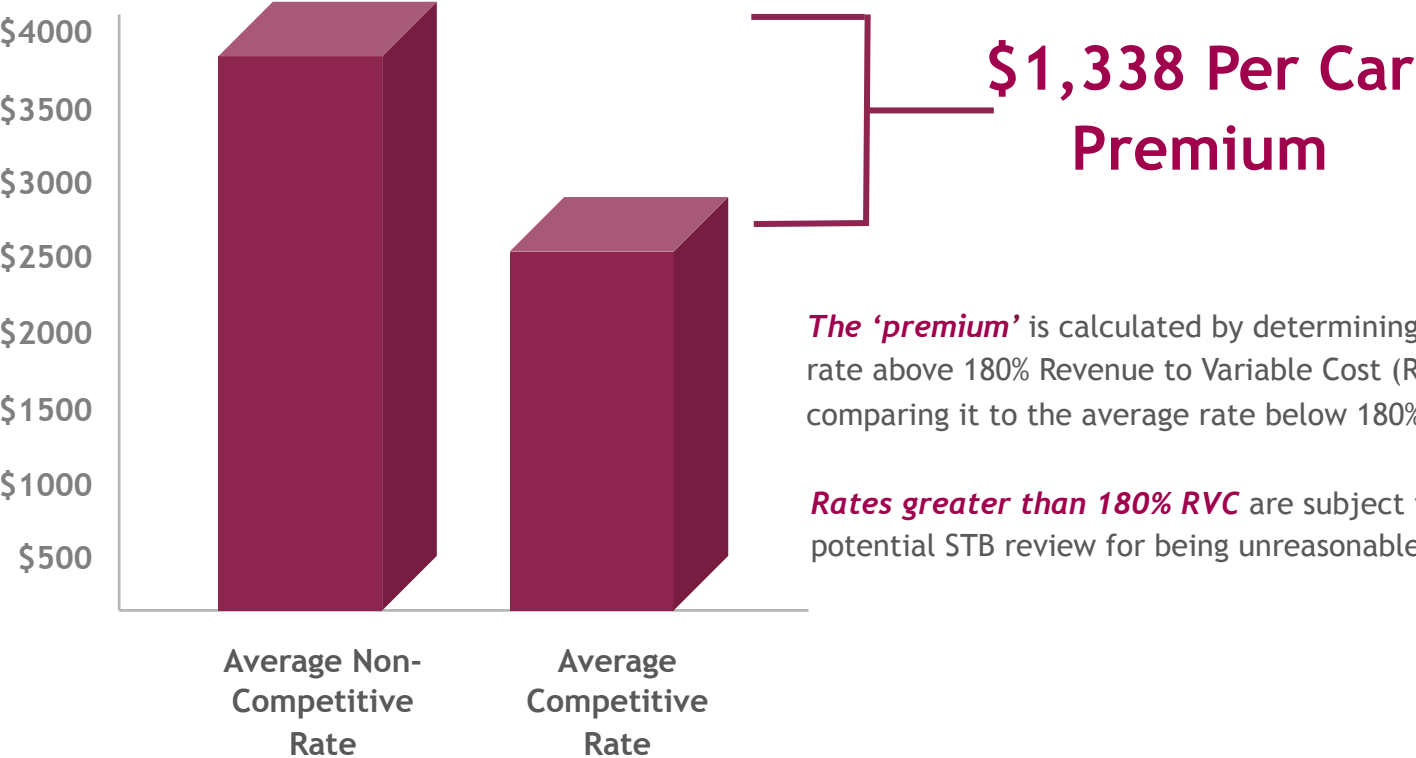
RAIL RATES HAVE INCREASED DRAMATICALLY FOLLOWING RAILROAD MERGERS



Source: AAR "Railroad Facts" | Rates are based on average revenue per car unadjusted for inflation (nominal dollars)

Decreased Access to Competitive Freight Rail Service Has Led to Soaring Rates

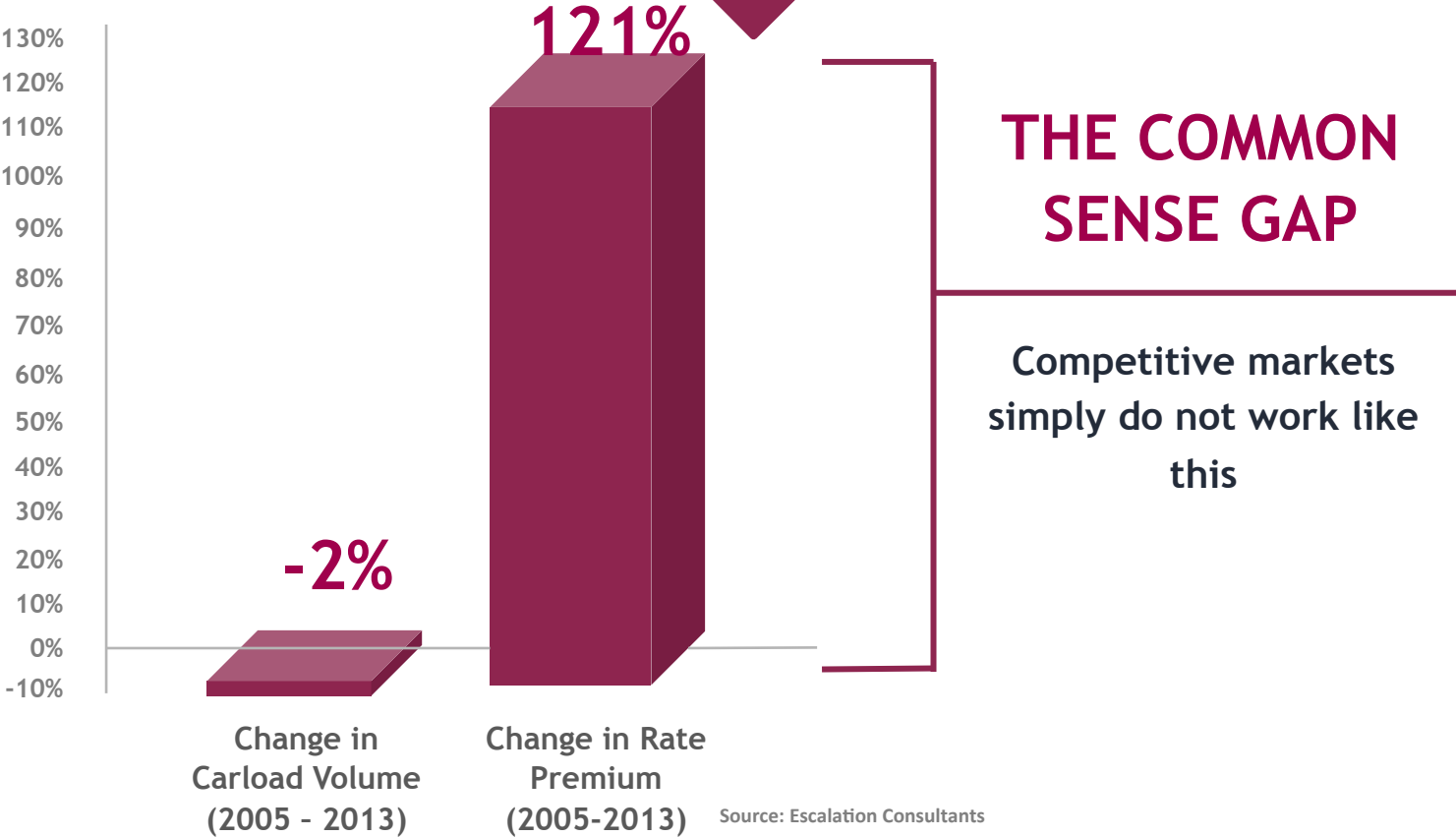
SHIPPERS PAY A LARGE PREMIUM ON NON-COMPETITIVE SHIPMENTS



Source: Escalation Consultants

Decreased Access to Competitive Freight Rail Service Has Led to Soaring Rates

OUTDATED POLICIES AND RAILROAD MARKET DOMINANCE ARE OVERRIDING FREE MARKET FORCES



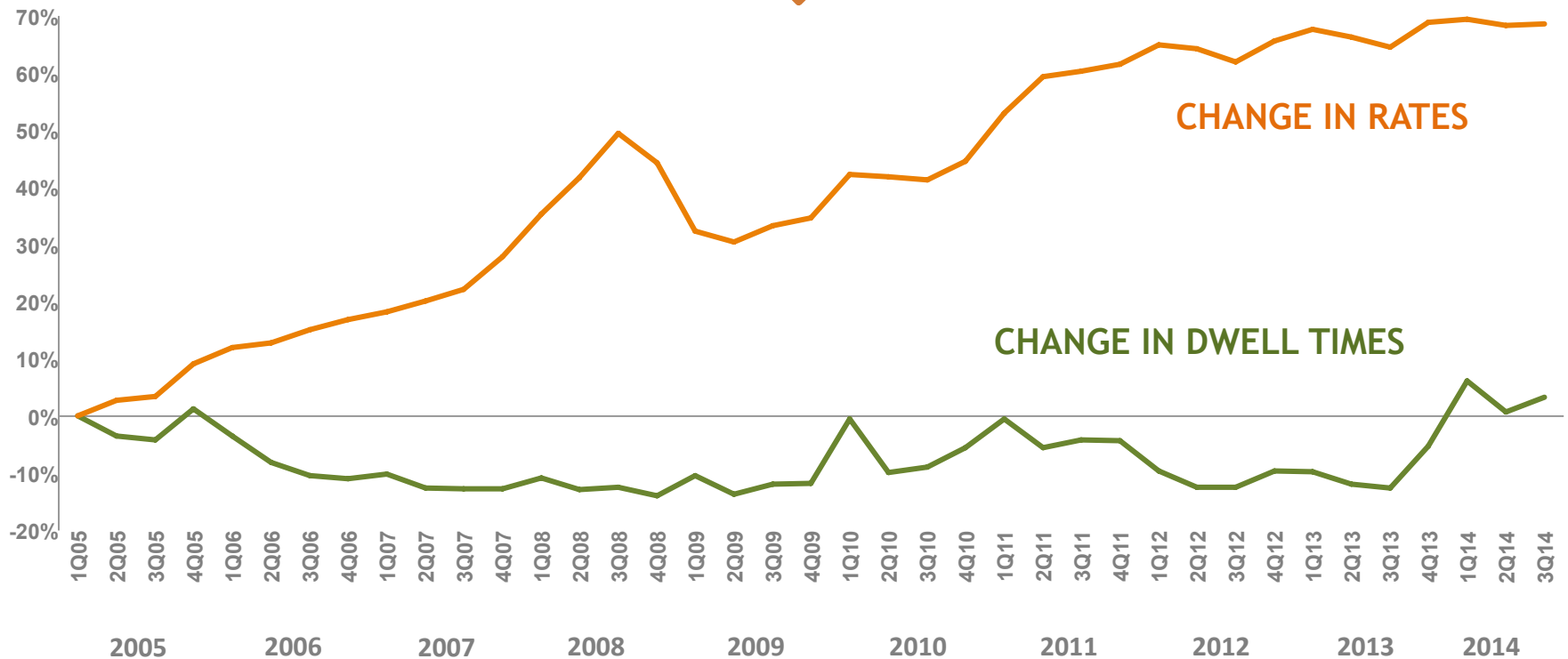
American Farmers, Manufacturers, and Other Producers Are Paying a Heavy Toll

THE RATE PREMIUM FOR ALL COMMODITIES EXCEEDED \$18 BILLION IN 2013

COMMODITY GROUP	FREIGHT RAIL PREMIUM IN 2013
Chemicals or Allied Products	\$5.3 Billion
Coal	\$4.1 Billion
Transportation Equipment	\$1.7 Billion
Food & Kindred Products	\$1.1 Billion
Nonmetallic Minerals Except Fuels	\$1.0 Billion
Petroleum or Coal Products	\$965 Million
Farm Products	\$918 Million
Primary Metal Products	\$762 Million
Clay, Concrete, Glass or Stone Products	\$712 Million
Pulp, Paper or Allied Products	\$654 Million
Crude Oil	\$581 Million

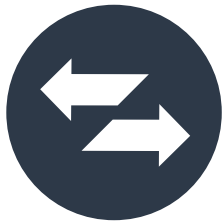
Higher Rates Aren't Paying for Better Freight Rail Service

WHILE RATES HAVE SOARED, SHIPPERS WAIT THE SAME AMOUNT OF TIME FOR THEIR LOADED CARS TO MOVE AS THEY DID IN 2005



Outdated Policies Are Not Equipped to Handle Today's Challenges

WHILE RATES ARE SOARING FOR POOR SERVICE, REGULATIONS THAT PROTECT RAILROADS HAVE NOT CHANGED



Government regulations allow railroads to avoid competition with one another



Rate challenges are costly, time consuming, and especially burdensome on small businesses



Government proceedings languish for years without resolution



Many rail customers are left with no competition and no feasible way to challenge unreasonable rates

How We Can Reform Freight Rail Policy

LEARN HOW FREE-MARKET REFORMS CAN HELP MAKE FREIGHT RAIL MORE AFFORDABLE AND RELIABLE FOR AMERICAN MANUFACTURERS, FARMERS, PRODUCERS, AND CONSUMERS

LEARN HOW