

BNSF Railway

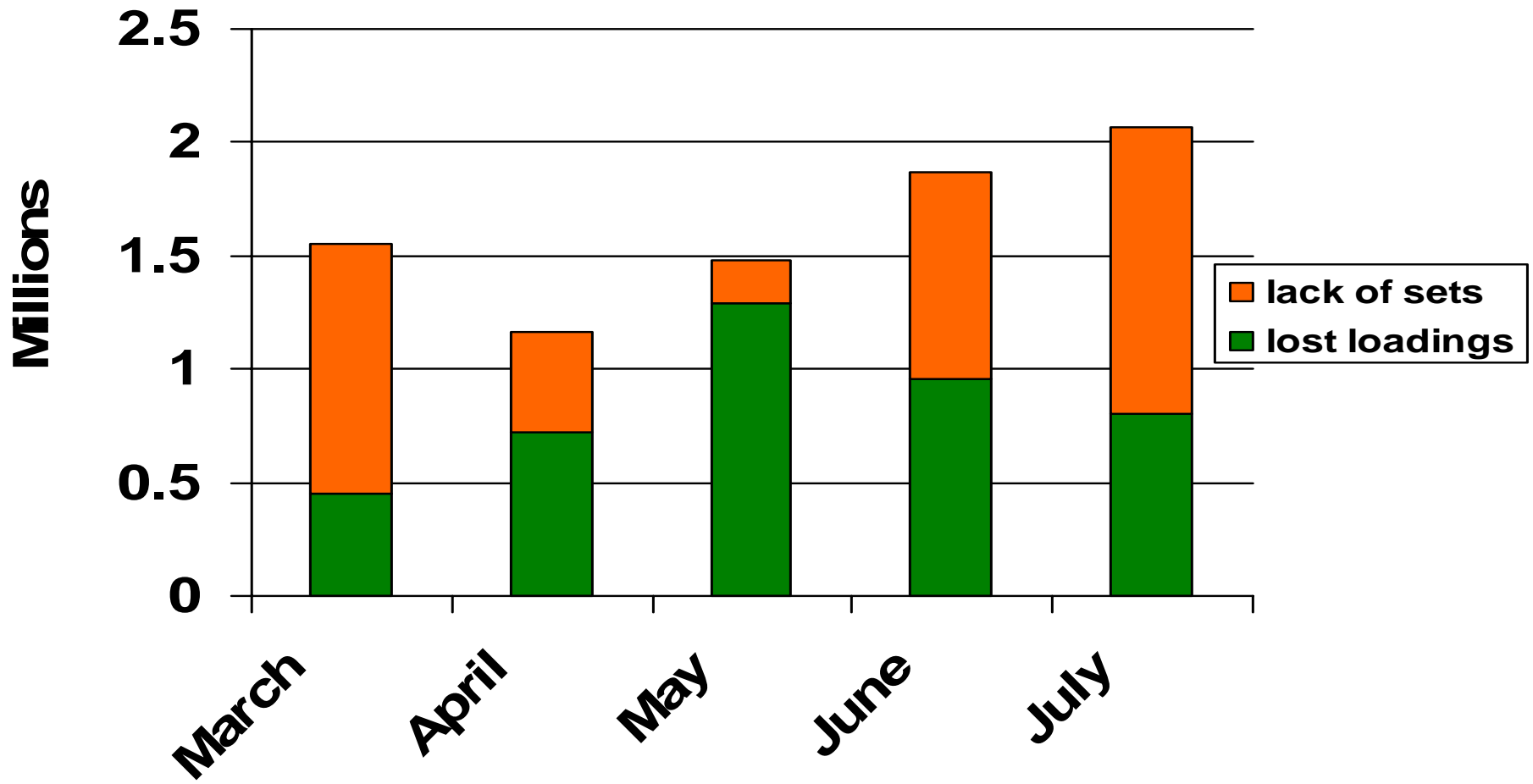
NCTA Logistics and Planning Committee

Dallas, Texas – August 5, 2009

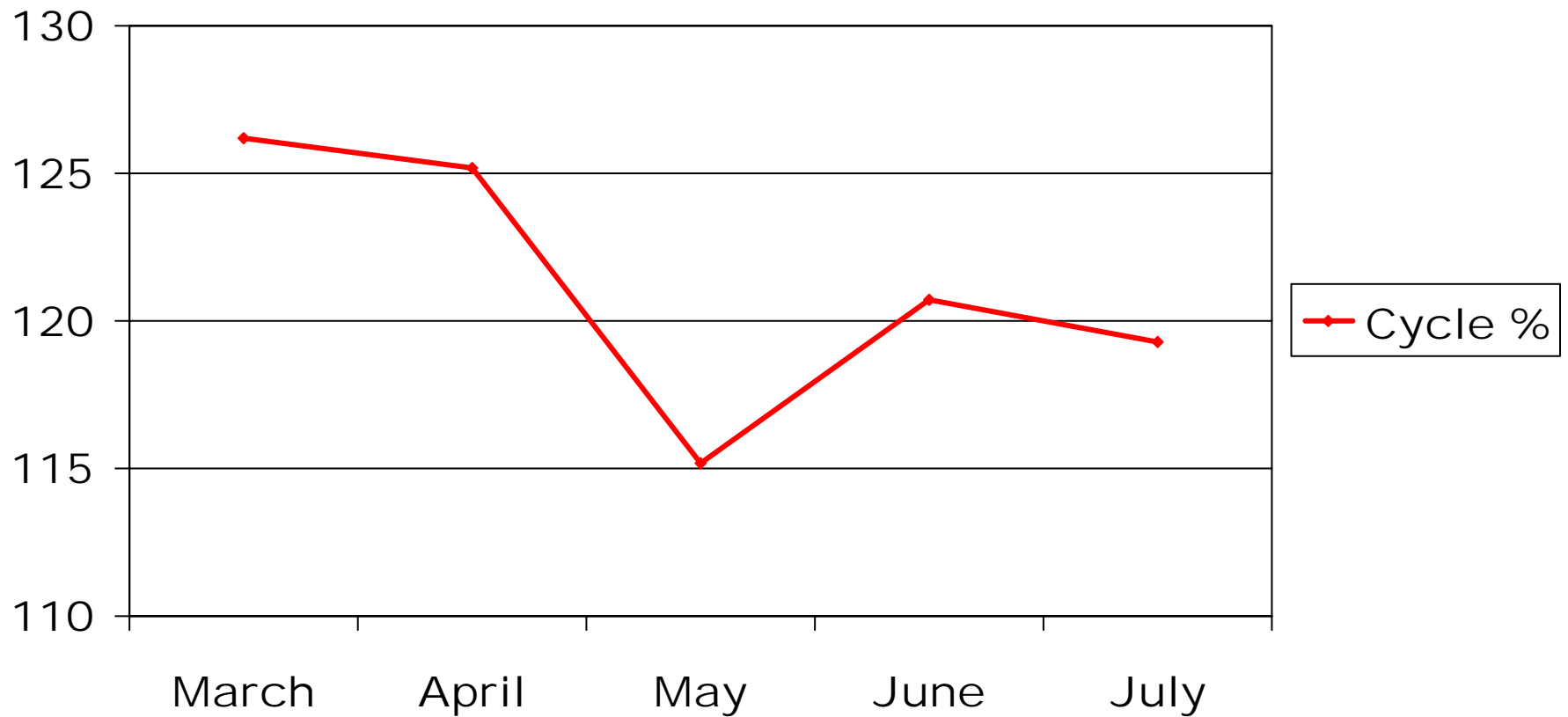
Steve Behn



March–July Utility lost loadings



Monthly Average Cycle Percent



Forecast issues

- **Nominations exceeding the previous months actual deliveries will not be accepted without written explanations as to how the delivery rate will be increased.**
- **RR's are in the middle of customer/mine tonnage discussions.**
- **BNSF not responsible for 8.1mm under delivered tons March through July**

September – November forecast

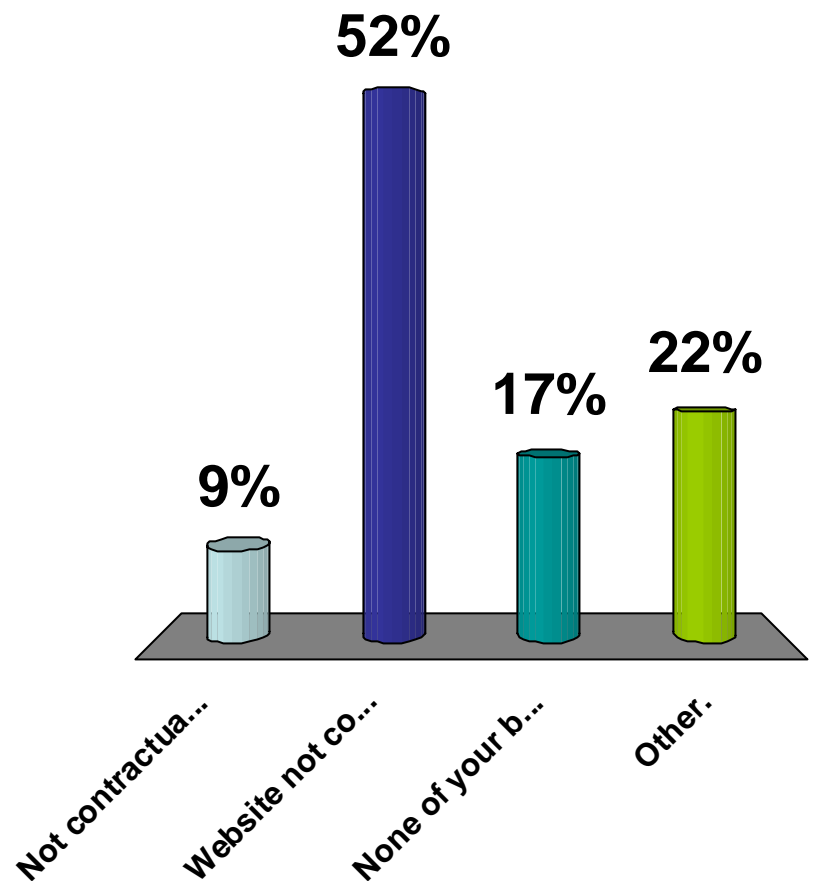
- **Assuming September through November would be similar to August nominations.**
- **September nominations are at 54%**
- **October nominations are at 50%**
- **November nominations are at 16%**
- **RR asset planning?**

BNSF
RAILWAY

BNSF Railway

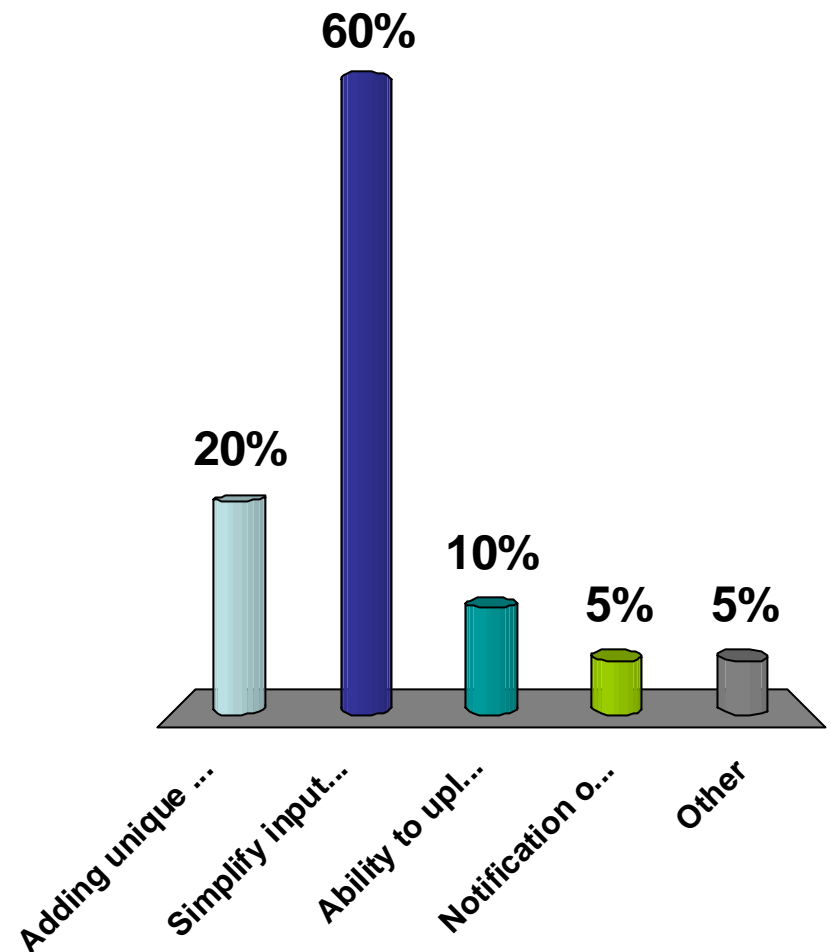
Why is the 90 day forecast not being updated?

1. Not contractually obligated.
2. Website not conducive to long range forecasting.
3. None of your business.
4. Other.



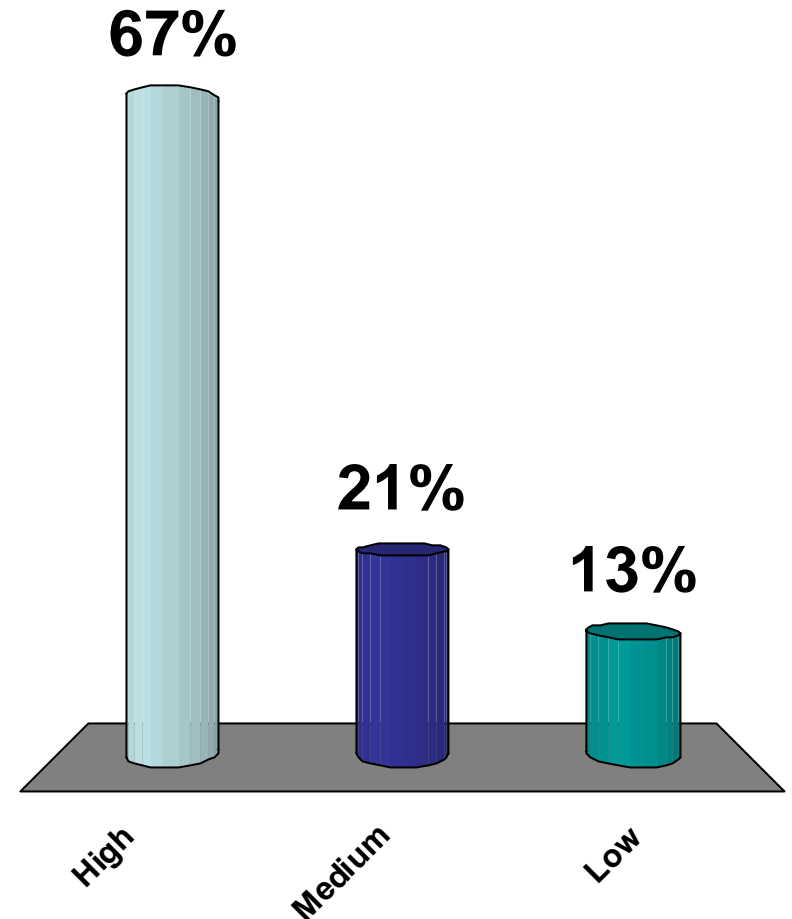
What do you feel are the most important updates to be made to the website?

1. Adding unique identifier to all tons?
2. Simplify input of origin/destination tons for out months?
3. Ability to upload spreadsheets?
4. Notification of tonnage variances?
5. Other



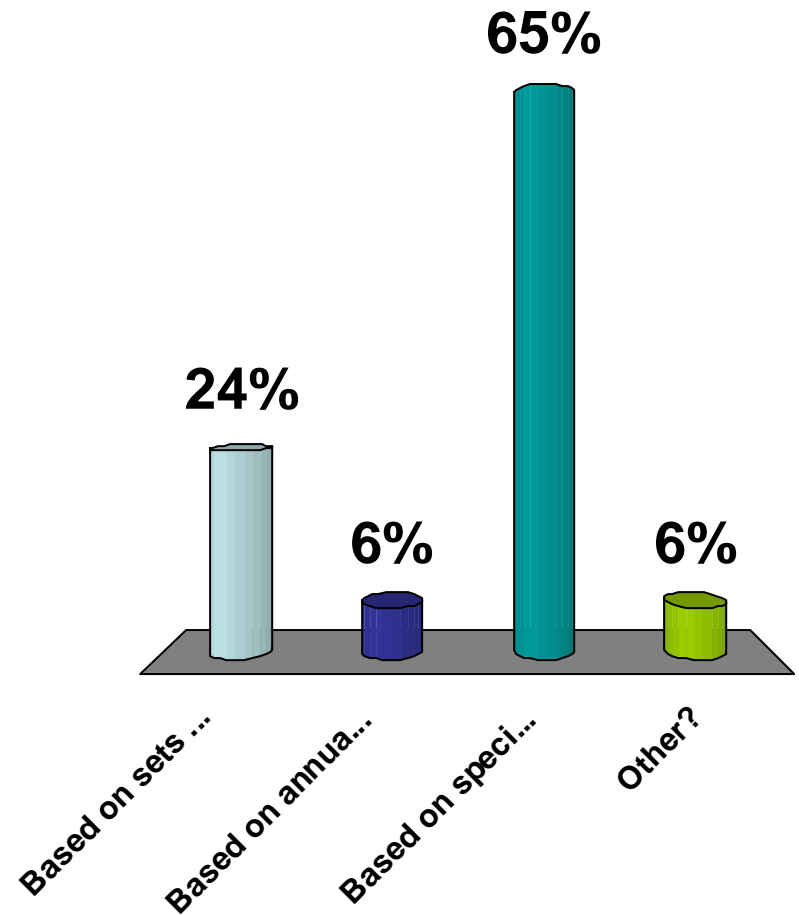
How important is it to have BNSF and UP websites have similar characteristics?

1. High
2. Medium
3. Low



How do you forecast?

1. Based on sets in service and anticipated RR cycle time?
2. Based on annual ratable requirements?
3. Based on specific monthly requirements?
4. Other?



Do you agree with current PRB tonnage forecast for 2009 of 350 million tons?

1. Too high.
2. Too low.
3. I agree.

What is your targeted stockpile in days?

1. 30 days?
2. 40 days?
3. 50 days?
4. 60 days?
5. Other

