

2021 Railroad Metrics

Class I Metrics

BNSF

1. Resources: BNSF has and will continue to take the steps to ensure we have the right resources to meet demand levels while providing consistent and reliable service.
 - a. # locomotives (# available/# in storage): 4,838 available and sufficient capacity in reserve
 - b. # crew hiring/furloughed:
 - i. Current: BNSF has sufficient employees for current and forecasted volumes
 - ii. Hiring: BNSF has recently announced hiring plans at select locations and continues to evaluate its needs for 2022
 - iii. Furloughed: 1123 train/yard/engine employees, spread throughout the system, with some locations with no furloughed and where we are hiring
 - c. # crew available in grain region(s): BNSF's grain region is extensive and our crews are used for multiple train types and commodities. BNSF has called back virtually all of its furloughed employees in the key grain areas of our network, and is expanding our employee rolls in many areas across the network (see above comment re recent hiring announcements). Therefore, BNSF feels it is adequately staffed to handle the 2021 harvest.
 - d. # cars in grain fleet
 - i. 32,000 cars in grain fleet
2. Number of shuttle trains anticipated to operate during harvest: BNSF anticipates operating 155 shuttle train sets and 15 Direct train sets.
3. Velocity:
 - a. Car: YTD AG Shuttle 270 miles per day; Ag All Unit 260; Ag Non-Unit 94 MPD
 - b. Train: YTD 15.4 MPH
4. Car trip plan compliance measure: BNSF's customers focus on metrics that are most closely related to the use of equipment and the overall capacity of the network. Therefore, BNSF focuses on Trips per Month for our unit train service and system velocity.
 - a. Trips per month: YTD Ag Shuttles 2.6; Ag General Fleet 1.1
 - b. System velocity: Ag Non-Unit 94 Miles per Day
5. Current PTC status: BNSF completed installation of mandated PTC subdivisions in 2017 and has continued to expand the system to non-mandated lines. 92% of BNSF's volumes are moving over its more than 14,000 miles of PTC-protect lines.
6. Expected CAPEX: BNSF's 2021 capital investment plan is \$2.99 billion, including \$2.41 B for maintenance, \$400 million for expansion and efficiency projects and \$180 million for freight cars and other equipment acquisitions. BNSF's 2022 capital expenditure plans have not been finalized.

Canadian National

Canadian National Railway Company, on behalf of its U.S. rail subsidiaries – report to National Grain Car Council August 2021

Resources:

CN had an inventory of approximately 1,900 high- and mid-horsepower locomotives as of late August 2021, compared to approximately 1,925 high- and mid-horsepower locomotives at the same time last year. As of late August, CN had approximately 250 high- and mid-horsepower locomotives in storage compared to approximately 175 in storage at the same time last year. This past spring, CN announced that it was acquiring another 75 high horsepower locomotives. CN has already taken delivery of 25 of those units, with the balance to be received in early 2022.

As of mid-August 2021, total number of engineers and conductors employed by CN in the United States stood at approximately 2,500 employees, of which approximately 2,400 were active. There were also 14 qualified conductors with recall dates returning to the field by early September. Specifically with respect to T&E, there were less than 100 employees on furlough in the United States as of mid-August 2021, of which the vast majority were outside the core grain traffic area.

Overall as of mid-August 2021, the CN hopper car fleet for grain service stood at approximately 13,300, of which approximately 1,400 hoppers were focused primarily on grain service in the US. These cars are made available for manifest and unit train service.

Unit/shuttle trains and associated metrics:

The number of CN-supplied unit trains expected to run this fall in grain service in the US will be dependent on customer demand. Customers can secure unit trains through CN's car auction, by placing general orders for CN-supplied equipment, or by utilizing customer-committed system sets.

For weekly information on service metrics, including for grain unit trains, please refer to data provided to STB and provided for on STB website. Coming into the week of August 22, CN had approximately 25 cars' worth of unfulfilled demand from the previous week for CN-supplied hoppers.

First mile / last mile /trip plan compliance:

Recent carload car trip plan performance for the US region (week of August 15) is exceeding 90%.

Current PTC status:

CN's PTC system is fully implemented, with the implementation completed by the deadline of December 31, 2020.

Expected CAPEX

CN plans CAD\$3 billion of new capital investments in 2021, maintaining its North American leading position among Class I railways in terms of capital investment as a percentage of annual

revenues. The investments include many major, multi-year, maintenance and capacity-enhancing projects, all aligned to market demand. There is over \$1.5 billion on track maintenance to support safe and efficient operations, including the replacement of rail and ties, bridge improvements, as well as other general track maintenance. CN will spend more than \$250 million on new track capacity, which includes double tracking projects along with the construction of new sidings and yard track expansion projects. And there is more than \$100 million dollars on strategic projects in technology to enable the next competitive level of modern railroading operation, such as rail automation, dispatching systems, mobility, and inspection systems. In 2021, CN is investing over USD\$480M in its U.S. network.

This past spring, CN announced the acquisition of 1,000 new high capacity hopper cars, bringing its total announced new hopper car acquisitions since 2018 to 3,500. That 1,000 car order is part of a larger, 3,500 car multi-year hopper car program, which will bring CN's owned high capacity, high efficiency hopper car fleet up to 6,000 cars. CN expects to take delivery of the 1,000 new hopper cars during Q1 2022.

Canadian Pacific

- 1. Resources: # locomotives (# available/# in storage); # crew hiring/furloughed; # crew available in grain region(s); # cars in grain fleet (# in trains; # in single car service)**
 - a. For the 2021-2022 crop year, CP is planning to make available 1,050-1,150 active locomotives, up to 15,500 grain hopper cars and 3,950 to 4,050 Train and Engine (T&E) employees. CP's fleet will be more than enough to accommodate the expected crop. CP is investing \$500 million over four years to purchase 5,900 new high-capacity grain hopper cars. The new hopper cars are already providing significant capacity gains; we are moving an additional 3 metric tonnes more per car since the beginning of the fleet replacement program. In total, CP has committed to acquiring and leasing a total of 7,400 new hopper cars by the end of 2022. Additional information: [CP's 2021-2022 Grain Service Outlook Report](#)
- 2. # shuttle trains or UGT anticipated to operate during harvest**
 - a. We anticipate having up to 94 shuttle trains available to our customers to operate during harvest in the U.S. and Canada.
- 3. Car and train velocity**
 - a. As reflected in our [Q2 2021 Earnings Report](#), CP's average train speed across all commodities is 21.3 miles per hour. Grain customers running CP shuttles are recognizing 2.4 spins per month. CP publishes this information weekly on our website at: <https://www.cpr.ca/en/customer-resources/us-grain-cycle-times>
- 4. Car trip plan compliance measure**
 - a. As announced on our [Q2 2021 Earnings Call](#), trip plan compliance for our customers better than 80% and continues to improve.
- 5. Current PTC status**
 - a. CP is fully compliant.
- 6. Expected CAPEX**
 - a. As reflected in our [2021-2022 Grain Service Outlook Report](#), CP expects the total 2021 system-wide capital investment to be approximately \$1.55 billion. This significant investment builds on our record 2020 \$1.67 billion capital program. To meet the growth of customers, improve safety and efficiency, CP has invested more than \$12.7 billion between 2012 and 2020. This significant investment has allowed CP to expand capacity, increase efficiency and improve safety performance.

CSX

1. Resources: # locomotives (# available/# in storage); # crew hiring/furloughed; # crew available in grain region(s); # cars in grain fleet (# in trains; # in single car service)
 - *As of August 23, CSX has ~2,300 active locomotives, 50 locomotives stored in a ready-state for immediate service, and 400 locomotives in longer term storage.*
 - *~6,900 active T&E employees with less than 1% still furloughed.*
 - *Our goal is to have 3 classes per month of 40 trainees per class through the end of 2021 and in to 2022. Hiring is across all locations – to not just backfill where we have shortages now but to get ahead of future growth and attrition.*
 - *We have over 3,500 covered hopper cars available for unit grain service and single car Merchandise Service. We expect approximately 80% of the equipment to be in unit train service with the balance available for single car shipments. This capacity currently exceeds our demand.*
2. # shuttle trains or UGT anticipated to operate during harvest
 - *CSX expects to operate approximately 40-50 unit grain trains (90 cars each) on our network at the peak of this harvest.*
3. Car and train velocity
 - *System Train velocity in the 23-24 mph range [STB measured].*
4. Car trip plan compliance measure
 - *Carload Trip plan compliance on the scheduled network is ranging from 68-70%.*
5. Current PTC status
 - *CSX successfully completed PTC installation and activation across our network. In 2020, CSX achieved full interoperable operations with its tenant railroads in advance of the December 31, 2020 deadline. We now operate nearly 13,000 PTC-equipped track miles across our network.*
 - *CSX invested a total of \$2.4B on PTC installation and implementation.*
 - *The company has equipped 1,800 locomotives with PTC, installed 423 new radio towers and over 4,400 track-side communication units.*
6. Expected CAPEX
 - *In 2020, CSX invested \$1.63B in capital expenditures, including capital investments in our core track network of \$858M.*
 - *As guided externally, 2021 capital expenditures are expected to be in the \$1.7B - \$1.8B range.*
 - *No capital programs are expected to impact grain operations during harvest.*

Kansas City Southern

1. Kansas City Southern currently has 930 locomotives in active service with 97 in storage. On the crew side, we have 1,257 available today with zero on furloughed status. KCS does not have a grain region on the railroad. Grain operates throughout our system in both the U.S. and Mexico. We have 5,602 cars in our grain fleet going into the harvest season. Our grain fleet's origins are determined for loading south of Kansas City. Empty covered hopper cars pass through Heavener, OK and we use that yard to fill our grain car orders, whether unit train or single car. Kansas City Southern does not operate a dedicated unit train or shuttle network. Prior to arriving in Heavener, OK we determine the next loading customer and location to load. We then resize (if necessary) the empty unit to match origin loading capacity. Is the elevator a 100-car loader, smaller unit train loader or single car shipper? A train that loads with one customer will not necessarily return empty to that same customer. This allows KCS and our customers to better coordinate traffic flows, elevator availability and overall logistics.

2. Kansas City Southern does not operate a true shuttle network nor do we run true dedicated unit trains. At any given time, approximately 75% - 80% of our fleet is moving as a unit train in grain service either loaded, empty or in the process of building.

3. Our current Gross Velocity is 15.89MPH on the grain network. We do not differentiate between grain trains and grain cars in our gross velocity measurements.

4. Trip Plan Compliance is currently running at 76%

5. Fully Implemented

6. We invested \$412M in capital in 2020 and plan to be around \$500 - \$525M in 2021

Norfolk Southern

Locomotives: Currently NS has 2,530 active locomotives which includes 1,651 are in our road fleet. NS has approximately 146 road locomotives stored as of August 18, 2021.

Train & Engine (T&E): NS currently has approximately 100 conductor trainees and 216 furloughs as of August 18, 2021. NS has 1,354 available T&E personnel in our IL, IN, and OH grain region.

Grain Cars as of August 18, 2021

- In unit trains: 2,830 railcars which includes 1,190 currently in active service
- Single car (general service and pooled): 211 railcars

Car trip plan compliance measure: On-Time Delivery, which measures loaded and empty cars delivered no later than the originally scheduled due date, for the month of August is at a year-to-date high.

Cycle Times: NS shuttle cycle times, which serves domestic feeder demand, have remained consistent over the past year. Cycle times for NS dedicated power sets has averaged 12.4 days YTD, and August 2021 cycle time is currently averaging 11.8 days. Cycle times for non-dedicated power has averaged 10.7 days YTD with August 2021 cycle time is currently averaging 10.6 days. Note: length of haul for dedicated sets is longer than non-dedicated.

Train Speed and Terminal Dwell: Train speed and terminal dwell performance remains solid. Current train speed for the 3rd quarter 2021 (through week ending August 13th) is 20.6 mph. Current Terminal Dwell for the 3rd quarter 2021 (through week ending August 13th) is 22.7 hours. Both of these measures are on pace to be our best quarterly performance YTD.

PTC: Since the first of 2021 following the deadline, NS has operated with PTC protection across the required 8,023 mile footprint as expected. NS and other Class Is are working through the regulatory processes with FRA to enhance and improve the system with updates. Regarding interoperability, there are no known issues with our PTC tenants.

CapEx: NS expects to invest approximately \$1.6 billion of capital expenditures this year. NS is prioritizing the health and safety of the network, our locomotive modernization program, and growth opportunities. NS continues to leverage technology and analytics to prioritize our capital deployment to ensure we are placing rails, ties, and ballast into the right locations at the right time. And, NS remains committed to investing in the future of our franchise, including the use of technology to become more productive and make further improvements into the sustainability of our operations.

Union Pacific

1. Resources: # locomotives (# available/# in storage); # crew hiring/furloughed; # crew available in grain region(s); # cars in grain fleet (# in trains; # in single car service)
 - a. As of June 30, 2021, Union Pacific had 4,600 active locomotives or about 65% of our fleet. Our active fleet was elevated in order to manage the Intermodal demand, as well as to handle re-routes related to the bridge outage
 - Per the monthly STB employee count report, UP had 13,485 TE&Y employees in July 2021 compared to 13,102 TE&Y employees in July 2020
 - During harvest the grain fleet size will be over 15,000 cars, with no cars expected to be in storage. Around 60% of the fleet is in unit train service and 40% is in single car service
2. # shuttle trains or UGT anticipated to operate during harvest
 - UP expects to have around 83 shuttle trains in service during the 2021 harvest
3. Car and train velocity
 - a. July YTD UP's freight car velocity was 209 daily miles per car, a reduction of 4.5% vs 2020 July YTD freight car velocity of 219 daily miles per car
 - b. Train speed was 24.9 miles/hour July YTD which represents a 4% reduction from 2020
4. Car trip plan compliance measure
 - a. Car trip plan compliance was 67% July YTD for manifest/auto business, which was a 3 percentage point reduction vs July YTD 2020
5. Current PTC status
 - a. PTC is currently installed and implemented on 100% of required rail lines. The technology being deployed as part of PTC should create a platform we can leverage to further improve efficiency in multiple areas. Examples include improved fuel efficiency and improved GPS technology, allowing us to run trains closer together, generating additional network capacity.
6. Expected CAPEX
 - a. Our 2021 cap ex will be approximately \$2.9 billion. This includes \$1.8 billion for infrastructure replacement, \$535 million for capacity & commercial facilities, \$255 million for equipment, \$235 for technology/other and \$80 million for PTC.

Class II/III Metrics

Genesee & Wyoming

1. Resources: # locomotives (# available/# in storage); # crew hiring/furloughed; # crew available in grain region(s); # cars in grain fleet (# in trains; # in single car service)
Six (6) Grain Railroads- RCPE, KYLE, TPW, IORY, MNA, HESR
 - Locomotive= 147 in service 2 additional in the next 30 days
 - # crew hiring= 17 additional employees
 - # crew in grain region = 140
 - # of grain fleet cars= 4130
2. # shuttle trains or UGT anticipated to operate during harvest
 - Supplied from Class I's
3. Car and train velocity
 - Unit trains range from 24-48 hours
4. Car trip plan compliance measure
 - We work with our Class I partners to comply with unit train programs
5. Current PTC status
 - Fully compliant where required
6. Expected CAPEX
 - This year, Genesee & Wyoming will spend \$51.7 million in track infrastructure.

Class II/III Railroads:

1. Crew readiness:
 - Are you having any labor issues? Not that are affecting service on our primary grain railroads. How long do you expect those issues to last? N/A
 - Where is the railroad now in terms of crew and locomotives, and what changes, if any, do you plan to make by the beginning of October? We are in position for fall harvest with 140 crews and 149 locomotives. We do not anticipate any need for additional power however will adapt if required.
2. Have your operations been affected by the Delta variant? Yes, however minimal impact as we have shifted resources within Genesee & Wyoming as needed.
3. Impacts of any changes to Class I service. None
4. Impact of PSR. None

Iowa Interstate Railroad

1. Resources: # locomotives (# available/# in storage); # crew hiring/furloughed; # crew available in grain region(s); # cars in grain fleet (# in trains; # in single car service)
Locomotives: 32 available/9 in storage
crew hiring: IAIS hired 18 new employees in the last 2-3 months. None furloughed.
crew available in grain region: 80 T&E employees
IAIS hopper fleet: 456 IAIS/ATW hoppers.
2. # shuttle trains or UGT anticipated to operate during harvest N/A
3. Car and train velocity: Dependent upon Shipper/Consignee loading/unloading time.
Typically 2 days from Council Bluffs, IA to Chicago or Peoria, IL. 1 day from west end, Council Bluffs, IA to Iowa City, IA.
4. Car trip plan compliance measure: Dwell reports
5. Current PTC status: Fully Operational as a tenant railroad when operating on Metra in Chicago.
6. Expected CAPEX: 2022 IAIS Capital plan includes installation of 27,000 ties, surfacing and bridge work.

Iowa Northern Railway

1. Crew readiness:

- Are you having any labor issues? How long do you expect those issues to last?

Our head count on train and engine crews is tighter than desired. We are actively recruiting both experienced and unexperienced crew members. We are also bringing temporary employees on to cover our expected operations through the rest of the year.

- Where is the railroad now in terms of crew and locomotives, and what changes, if any, do you plan to make by the beginning of October?

As above, we are engaged in dealing with train crew shortages. We have sufficient locomotive power to cover a Q-4 surge in business.

2. Have your operations been affected by the Delta variant? Not at any meaningful level.

3. Impacts of any changes to Class I service. We connect directly with CN, CP and UP. There are some congestion issues at interchange points, but we are working with them daily to avoid traffic delays. CP has increased their attention to our interchange and have restored some traffic lost after their purchase of the DM&E. UP has been an excellent connection to IANR and is sharing in our initiatives for more rail business and improved interchanges.

4. Impact of PSR. We have had some issues, primarily with CP reducing interchanges to three days per week. It has created issues and limit capacity, but we are in discussions on how to resolve the issues. They are at least willing to communicate much better than the past three years. Our interchanges with CN get plugged up, and we interchange a large volume to them, but we generally can rectify the issues in 24 hours.

5. Our PTC is in full operation. It is required for our trackage rights operation over CN and CP.

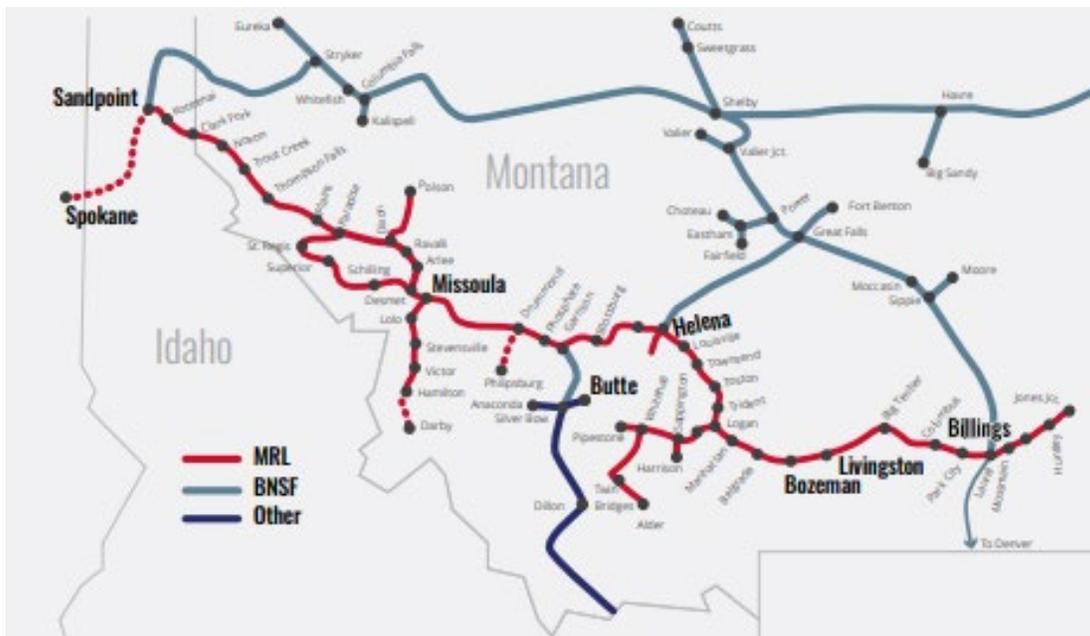
Montana Rail Link

Montana Rail Link National Grain Car Council Report August 26, 2021

MRL is a class II regional railroad that operates over 900 miles of track in Montana and Idaho, including 655 miles of mainline track from Jones Junction, MT to Sandpoint, ID. In 2020, MRL shipped 435,000 total carloads and averaged 23.1 trains-per-day. 121,896, or 27.8%, of our total volume was grain, up from 111,684 carloads in 2018. Of the 2020 total, 5,557 carloads were originating traffic from Montana based grain shippers. MRL services 24 local grain shippers located in Eastern and South Central Montana. The majority of grain shipped across our line is corn and soybeans that originate in the Midwest.

MRL currently operates 71 locomotives. MRL owns 417 railcars, of which 106 are grain cars. MRL employees nearly 1,200 employees. Over 100 transportation employees are furloughed due to decreased trains-per-day. MRL's 2021 capital plan totals \$44 Million and includes the replacement of 141,000 ties, 11.7 miles of curve rail, 10.4 miles of tangent rail and 265 miles of ballast surfacing.

MRL stands ready to provide safe and reliable service to our Montana and regional grain shippers.



Rio Grande Pacific Corporation

1. Resources: # locomotives – total 21 (# available 16 - /# in storage 5); (Note – all run through power in grain is supplied by Class I's on shuttle grain trains as the NCRC is home to ten shuttle stations - 98% of the grain off this railroad moves in shuttle/ unit trains) crew hiring 1 TEY – We will also consider hiring good MOW people if they become available. /**furloughed 0**; # crew available in grain region - 24; # cars in grain fleet (# in trains; # in single car service) – no cars in grain fleet - 100% of our are cars in grain loading are supplied by Class I's
2. # shuttle trains or UGT anticipated to operate during harvest We handled 71 shuttles in Sept-Oct Nov 2020 – but because of more available grain storage space and an deeply inverted market that brought grain to the market in FY 2021, we feel that it will probably handle 60 shuttle trains this fall.
3. Car and train velocity - see number 4 below.
4. Car trip plan compliance measure – our goal is to move cars from empty interchange received to loaded delivered at interchange in 24 hours or less which includes customer loading time.
5. Current PTC status: fully PTC complaint since Q1-2019.
6. Expected CAPEX At this time we expect \$3.8 million for capex in 2022 which is essentially unchanged from the 2021 final projections for CAPEX spending.

Class II/III Railroads: Please plan to speak for up to 4 minutes. In addition to addressing harvest readiness generally, please consider the following issues/questions:

1. Crew readiness:
 - Are you having any labor issues? No - but we always have a natural churn in TEY personnel so we have to be ever vigilant in this respect to maintain ample crews. The local unemployment rate is under 3%. How long do you expect those issues to last? We see no appreciable change.
 - Where is the railroad now in terms of crew and locomotives, and what changes, if any, do you plan to make by the beginning of October? We are still moderately busy with the 2020-2021 crop movement so we should be able to blend into the 2021 harvest mode quite naturally.
2. Have your operations been affected by the Delta variant? – we have been very fortunate in this respect to date. Our overall safety program has worked very well in this regard as we leveraged our safety program to manage this situation.
3. Impacts of any changes to Class I service. Not really, we try to work as well as possible with Class I's to help them coordinate their logistical flows.
4. Impact of PSR. N/A

Twin Cities and Western Railroad

All shuttle trains we handle are provided to us by our Class 1 partners (both rail cars and locomotives) and we have a good track record of moving them empty and loaded in a timely manner. For non-shuttle train/single car grain shipments we provide our own covered hoppers as needed by our customers and have maintained approximately the same fleet size for the last several years. Our fleet has been adequate to meet our customers' needs and we expect that to be the case for the upcoming harvest. We are PTC equipped.

1. Crew readiness:
 - Are you having any labor issues? How long do you expect those issues to last? We are in good shape from a labor standpoint.
 - Where is the railroad now in terms of crew and locomotives, and what changes, if any, do you plan to make by the beginning of October? No changes are planned -- our crew and locomotive counts are consistent with recent past years and capable of handling harvest expectations.
2. Have your operations been affected by the Delta variant? Fortunately we have not seen our operations affected by the Delta variant.
3. Impacts of any changes to Class I service. For both this item #3 and also #4 things haven't generally gone well with our Class 1 partners. For us, good, proactive communication with our connecting carriers is key in preventing/minimizing any issues that could arise.
4. Impact of PSR.

Watco Companies

Railroads

- The following Watco Railroads are “grain heavy” lines.
 - KORR
 - SKOL
 - DREI
 - WSOR
 - GDLK
 - AARR
 - PCC
 - EIRR
 - ARS
 - MRS
 - RWRR – recently added in 2022

Locos

- 503 total locomotives w/ 129 operating on grain centric railroads. We have an additional 15 in a “surge fleet” to be deployed as need dependent upon harvest push in any given region. These locos are all used in manifest traffic with unit train power being supplied by Class 1’s under run-through power agreements.

Grain Fleet

- 1791 grain equipment owned in grain service, w/ an additional 542 leased for grain movement. All in manifest service, utilizing Class 1 equipment and power for most unit train service

Crew Availability

- Overall, we have not been impacted by Covid in a crippling manner. There are a few pockets that have seen higher positive test but is in on a place by place basis.

Velocity

- Unit train velocity coupled with run through power agreements keep unit trains turning in a 24-48 hour interchange cycle.

PTC

- All railroads required to have PTC are equipped and operating as intended

CapEx

- DREI (Illinois) – work to put 10 miles of track back in service
- RWRR (South Dakota) – constructing siding in Kimball, SD to meet and pass unit trains coming on and going off. Additionally, goal to complete track project to get first 40 miles of newly acquired railroad from 10 mph – 25 mph by end of Oct. 2022.
- EIRR – Siding being constructed in Rupert, ID to allow for meeting and passing trains.
- KORR – siding being constructed in Bazine, KS to allow for meeting and passing trains.

- SKOL – approved for a CRISI Grant in 2020 w/ fund to be used in 2021 for increased speeds from 10 mph to 25 mph for 201 miles.