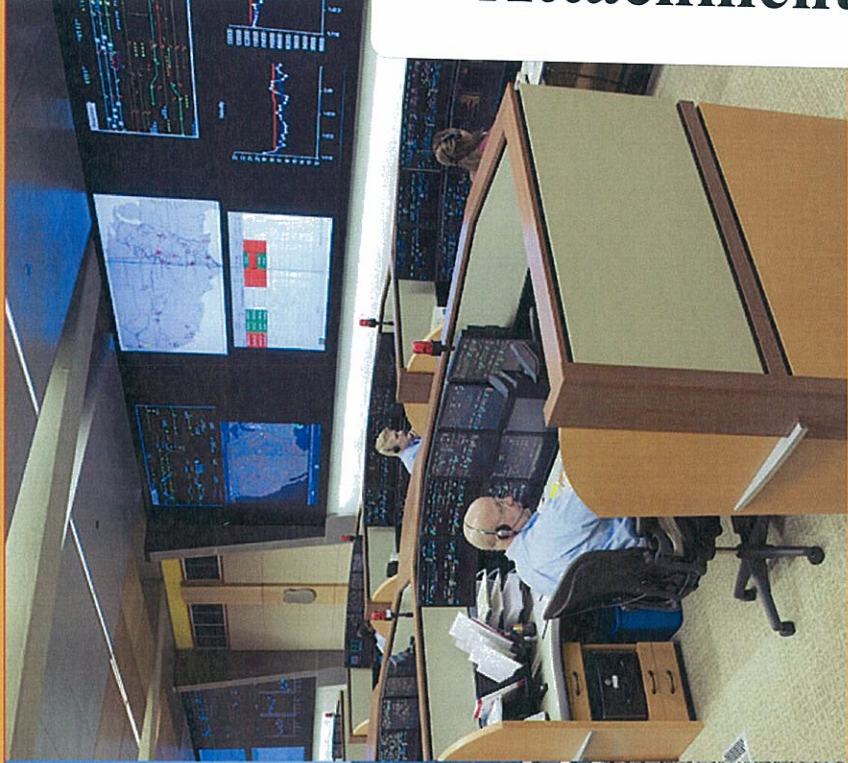
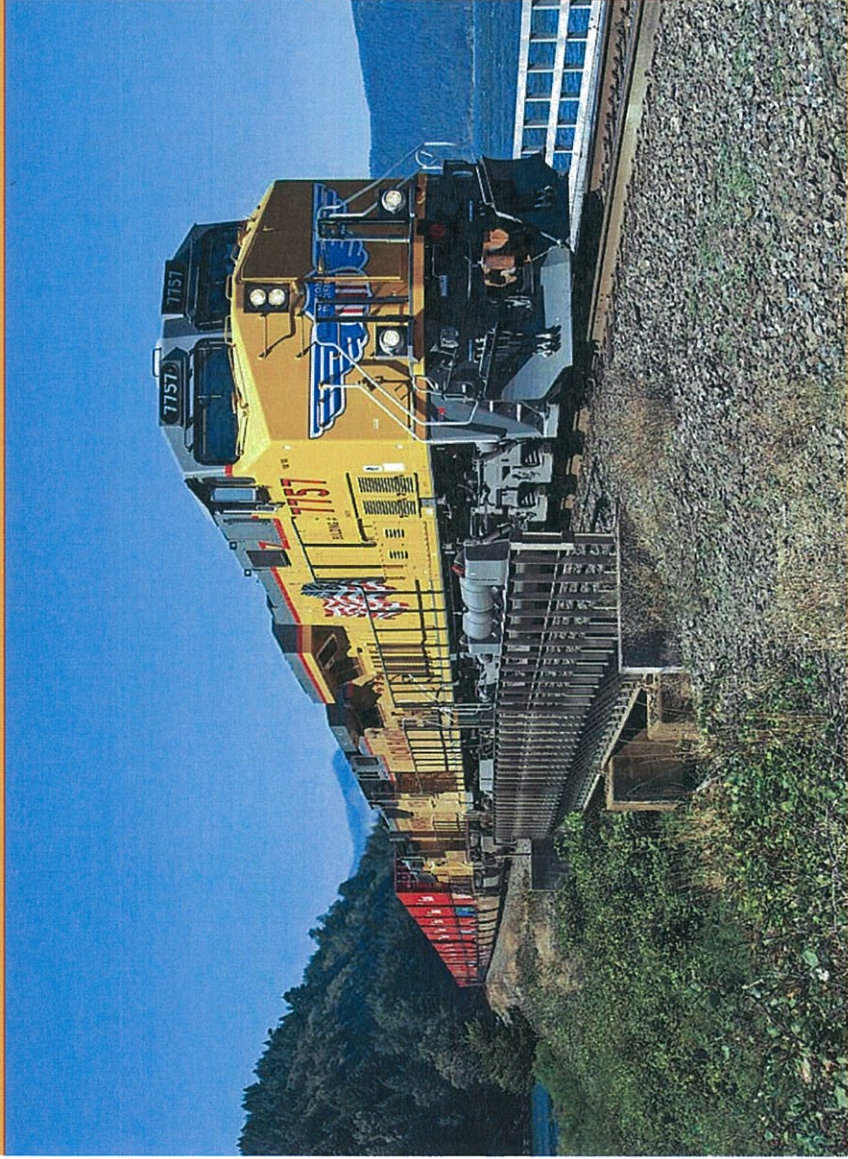


An Overview of Union Pacific Railroad and Our Business in Arkansas

150 YEARS

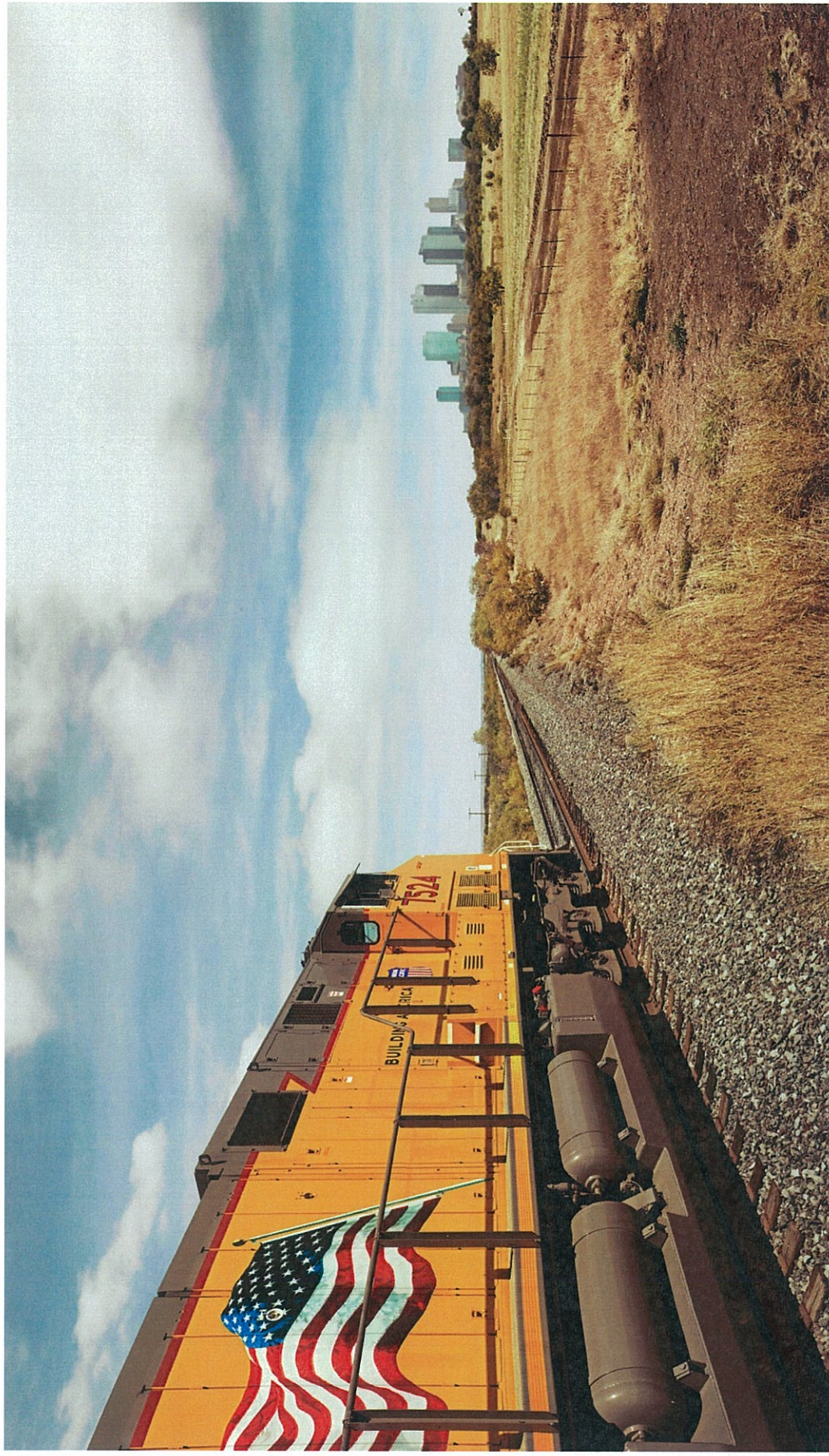
Drew Tessier, Director of Public Affairs, March 29, 2012



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Attachment 1

Building America for 150 Years



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150
YEARS

Union Pacific System



2011 Fast Facts (Year End)

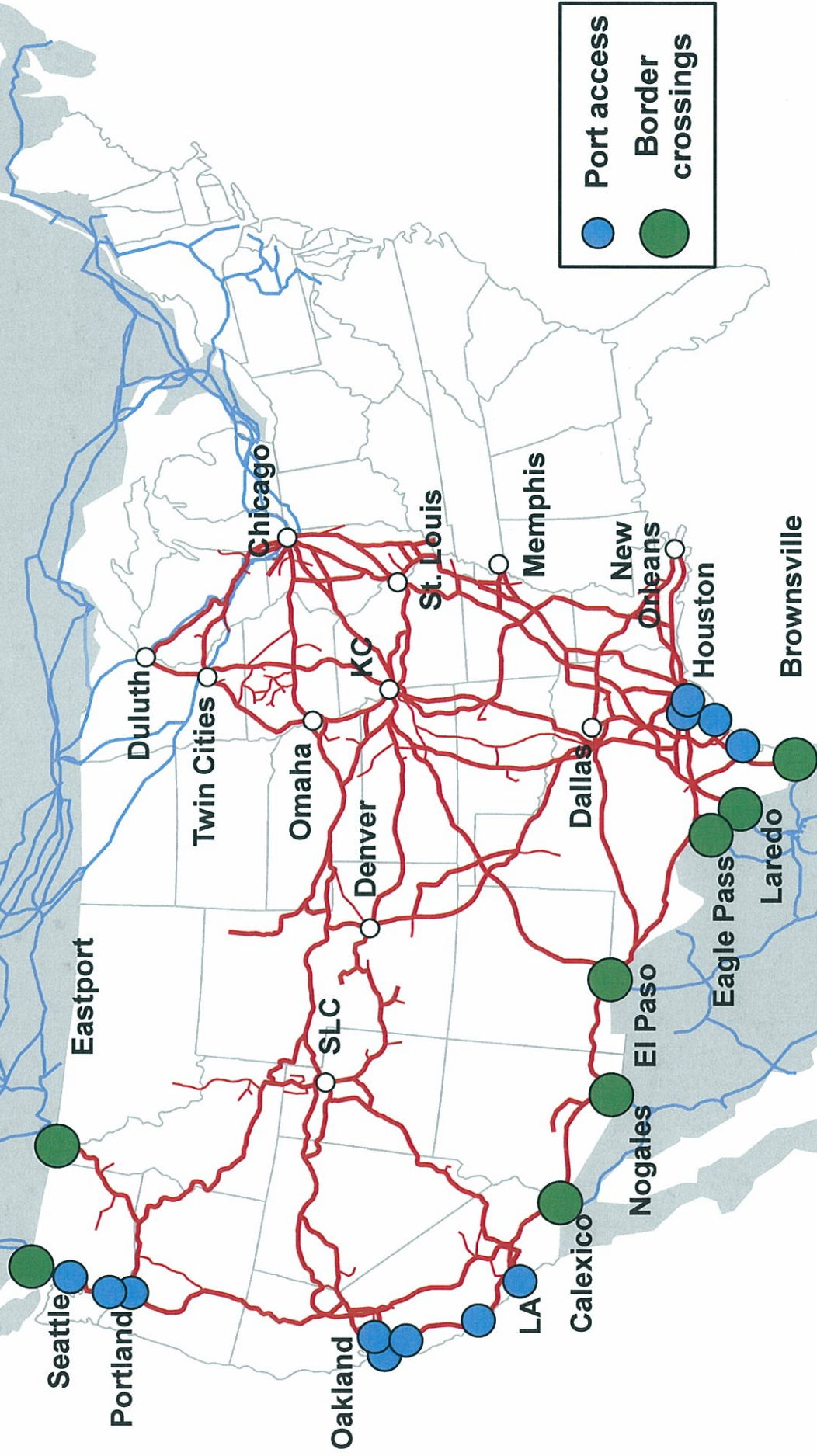
Freight Revenue	\$18.5 B
Route Miles	32,000 in 23 States
Employees	42,500
Capital Spend	\$3.2 B
Customers	25,000
Locomotives	8,000



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YEARS

Strength of a Unique Franchise

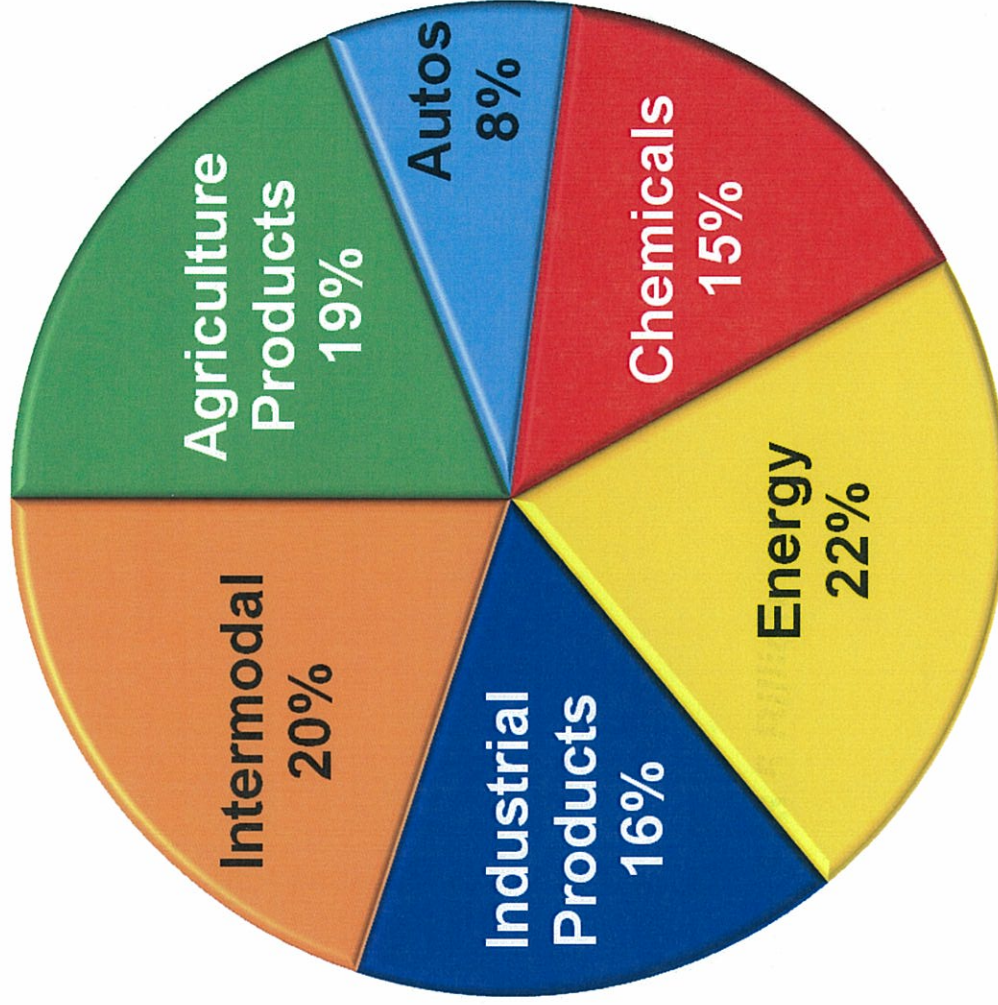


Port access

Border crossings

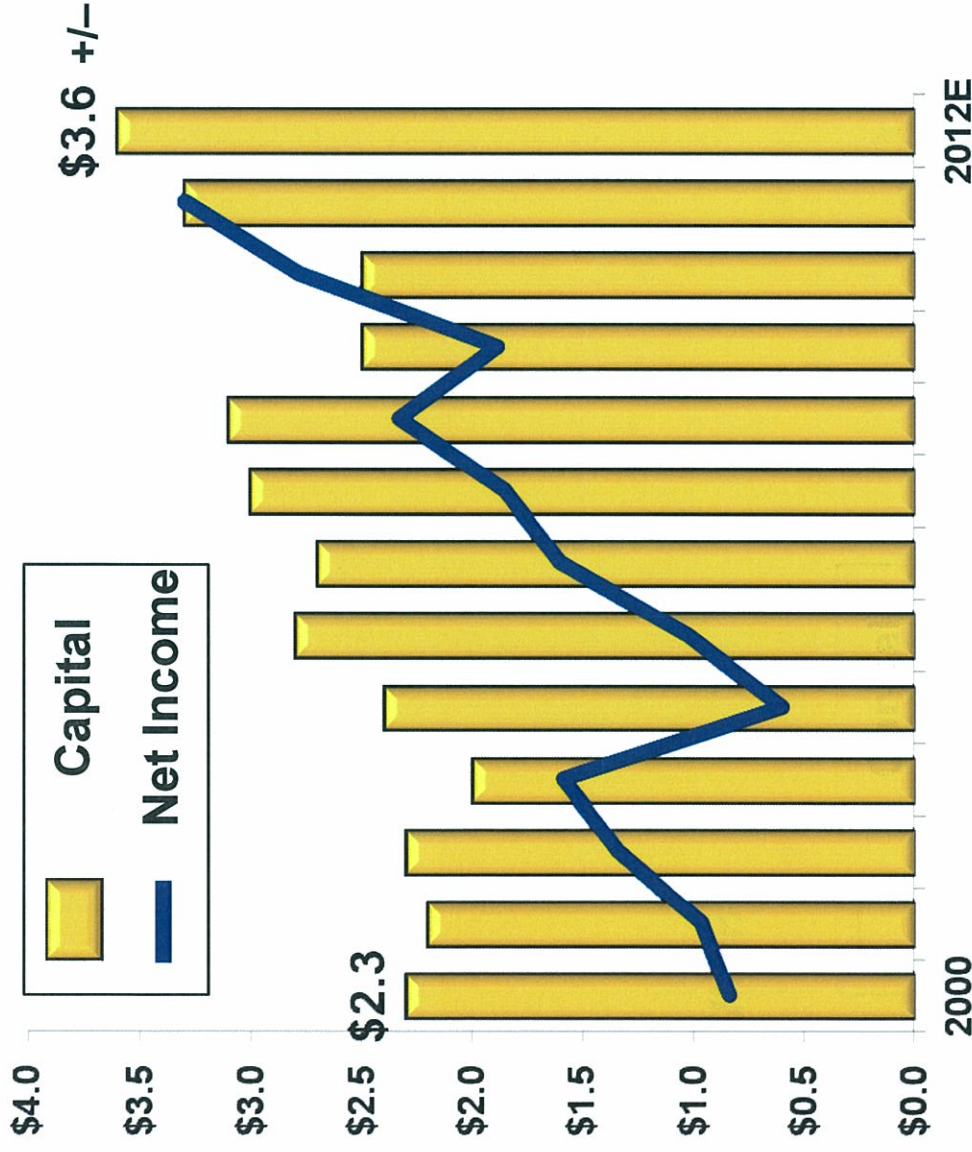
2011 Business Mix

Freight Revenue \$18.5 Billion



UP Invests Record Capital

In Billions

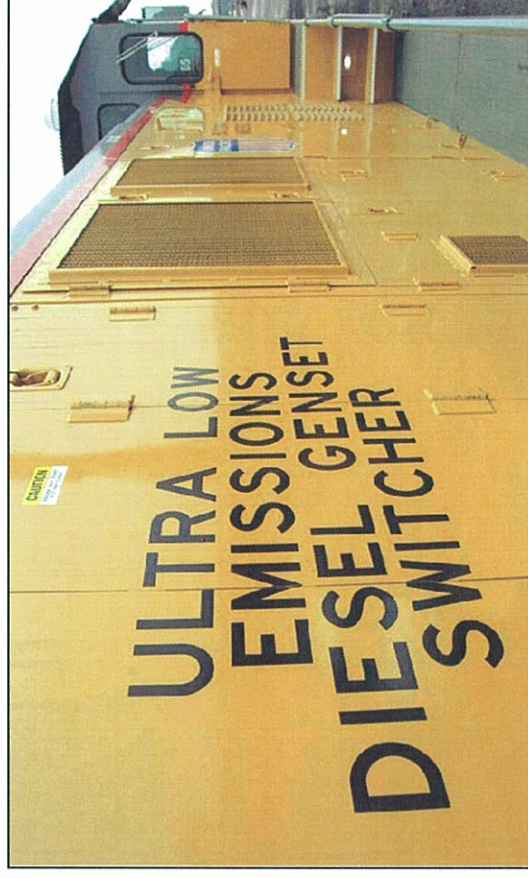


- Most capital intensive industry
- UP spends more than all but four state DOTs
- Return on capital drives new investment

*Includes Cash Capital, Leases and Other Non-Cash Capital

Armour Yellow Outside – Green Inside

- One train takes up to 300 trucks off congested highway
- Rail is almost four times more fuel efficient than trucks
- UP can haul one ton 830 miles on one gallon of diesel fuel
- Rail transportation is three times cleaner than trucks on a ton-mile basis



UP Genset Yard Locomotive

Achieving World Class Safety

Last 10 Years
Improvement*



61%



61%



51%



50%

RR are Safer than Most
Other Industries**



World Class Safety

ExxonMobil



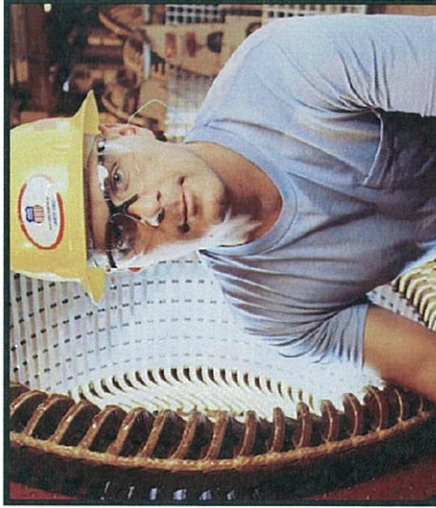
CATERPILLAR®



150
YEARS

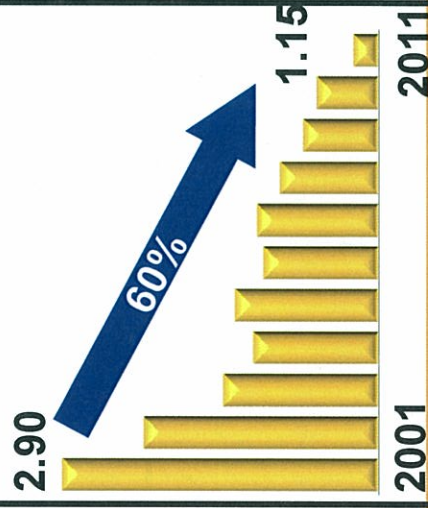
* Compare 2011 YTD Nov vs 2001 reportable injuries per 200k Mhr, ** Bureau of Labor Statistics 2010 data

Safety - Top Priority at Union Pacific



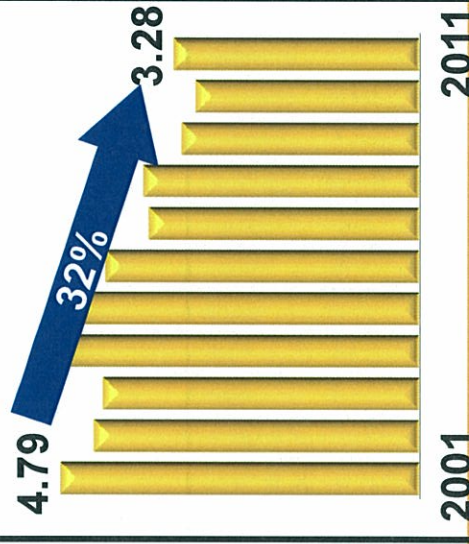
Employee

Reportable Injuries
Per 200,000 Man-Hours



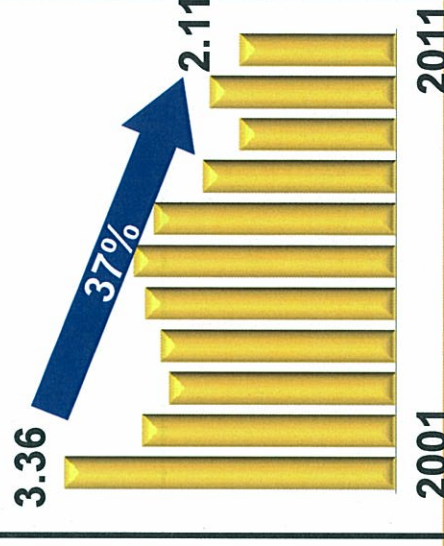
Customer

Reportable Derailments
Per Million Train Miles



Public

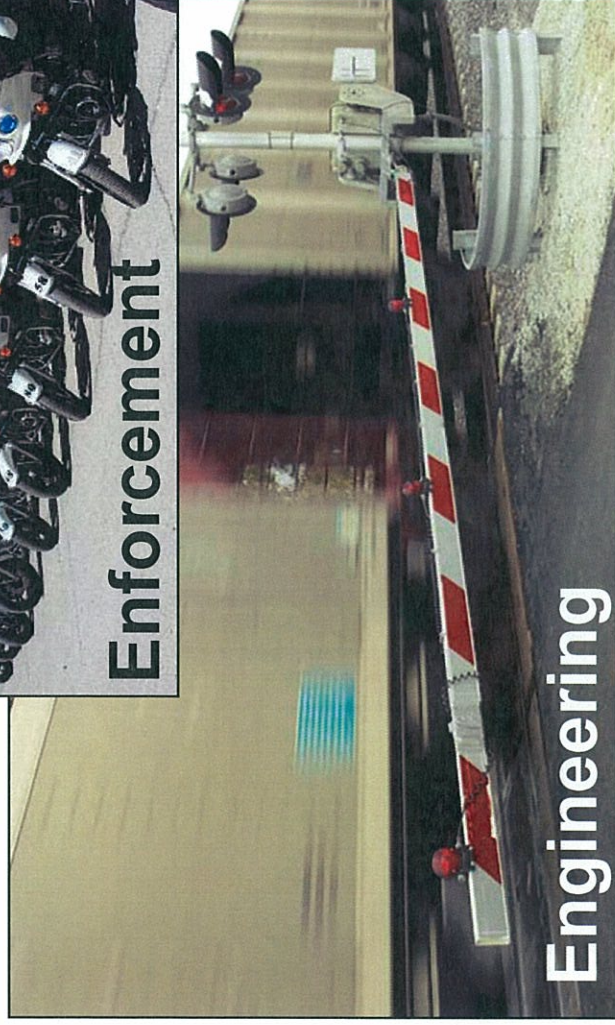
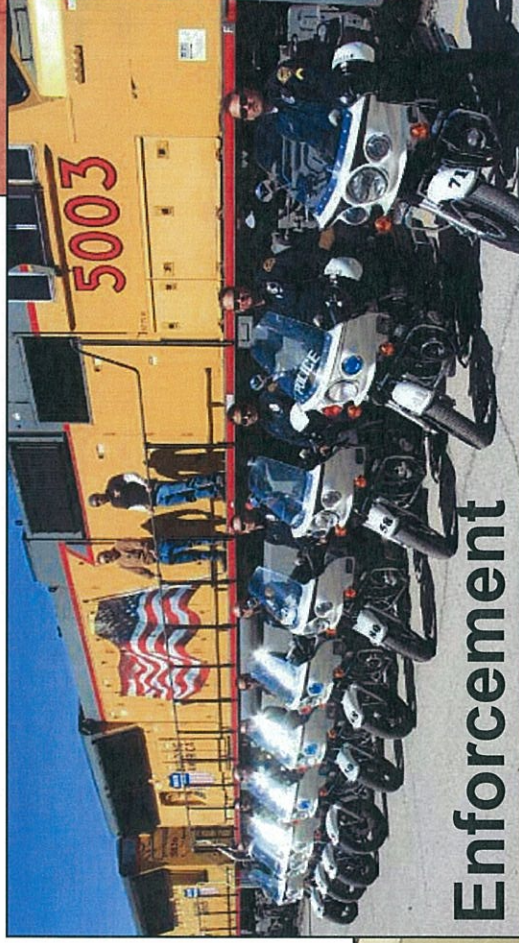
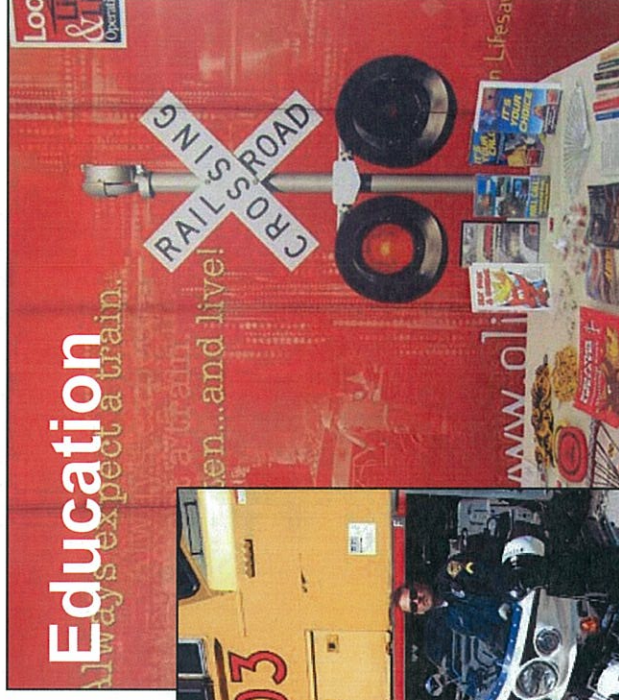
Grade Crossing Accidents
Per Million Train Miles



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Public Grade Crossing Accidents Decline



Overview

Situation – The growing oil and gas drilling activity in southern United States markets has increased the number of truck drivers hauling equipment to support this industry.

Opportunity – Union Pacific has created an educational marketing campaign (delivered in both English and Spanish) based on previous successes with such efforts targeting truck drivers about driving safety at railroad crossings.

Timing – April through June 2012

Markets –

- Laredo, TX
- Shreveport, LA
- Jonesboro, AR
- Corpus Christi, TX
- Midland-Odessa, TX

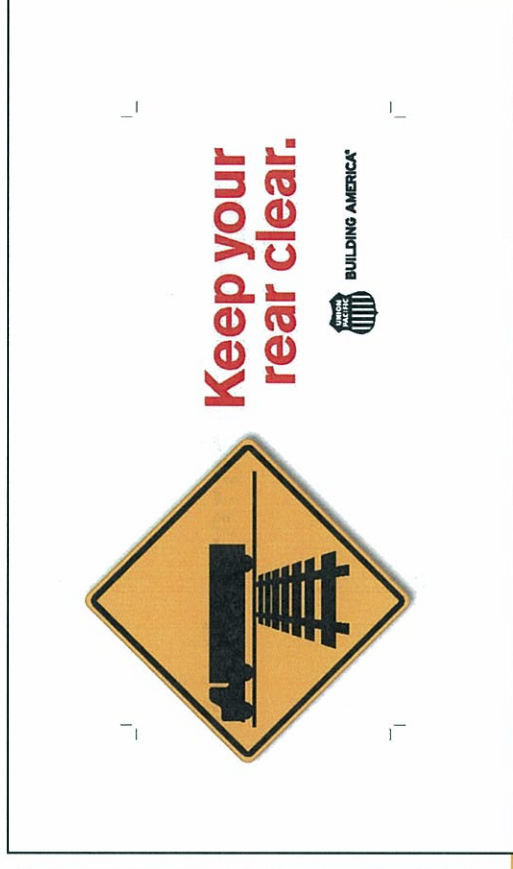
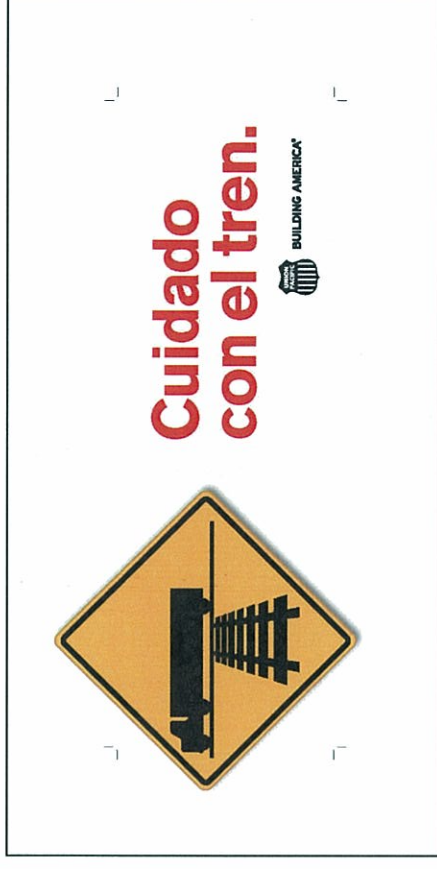
Strategy and Creative

Create a multi-touch point campaign to educate the target audience, using a diverse media mix:

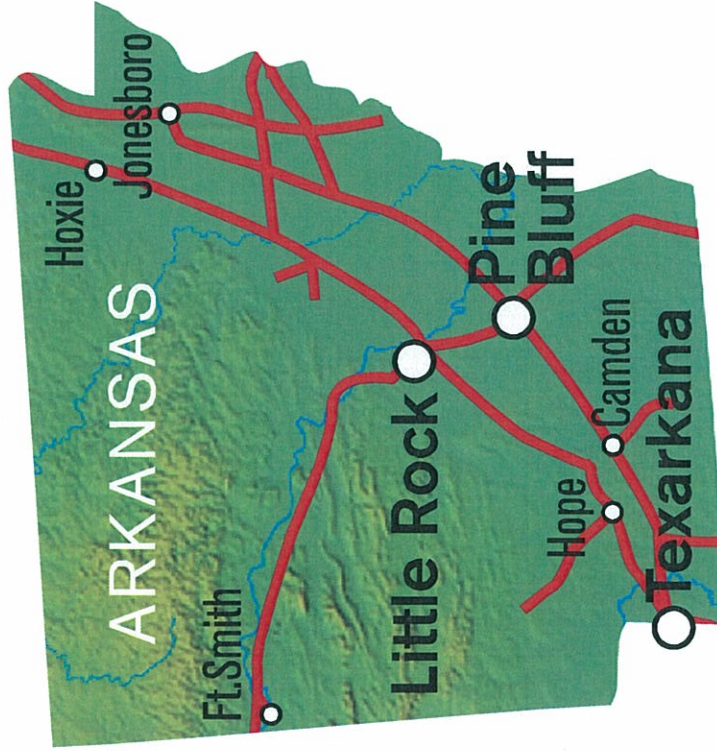
- Out of home (billboards, mobile)
- Online advertising*
- Gas station “pump toppers”**

Drive audience to visit

ibrakefortrains.com for more information.



Union Pacific in Arkansas



2011 Fast Facts

Miles of Track	1,327
Annual Payroll	\$202.6 M
In-State Purchases	\$34.3 M
Capital Spending	\$109 M
Employees	2,688
Community Giving	\$349,572

Union Pacific in Arkansas

- Union Pacific is Arkansas' largest railroad, serving the food processing, forest products and poultry industries. Major commodities hauled by UP include soybeans, cotton, rice, bauxite, manganese and glass. In addition, the railroad is a vital link for western coal used by local electrical generating plants.
- Union Pacific's operational hub in Arkansas is in North Little Rock. Here, the railroad operates the \$40 million Downing B. Jenks locomotive repair shop—the largest and most modern on the system. North Little Rock is also home to UP's second-largest freight car classification yard.
- Beyond North Little Rock, Union Pacific operates a \$70 million state-of-the-art, 600-acre intermodal facility at Marion (10 miles west of Memphis) and a classification yard at Pine Bluff.
- Amtrak operates passenger train service over Union Pacific's main line through Arkansas, connecting St. Louis and Texas.



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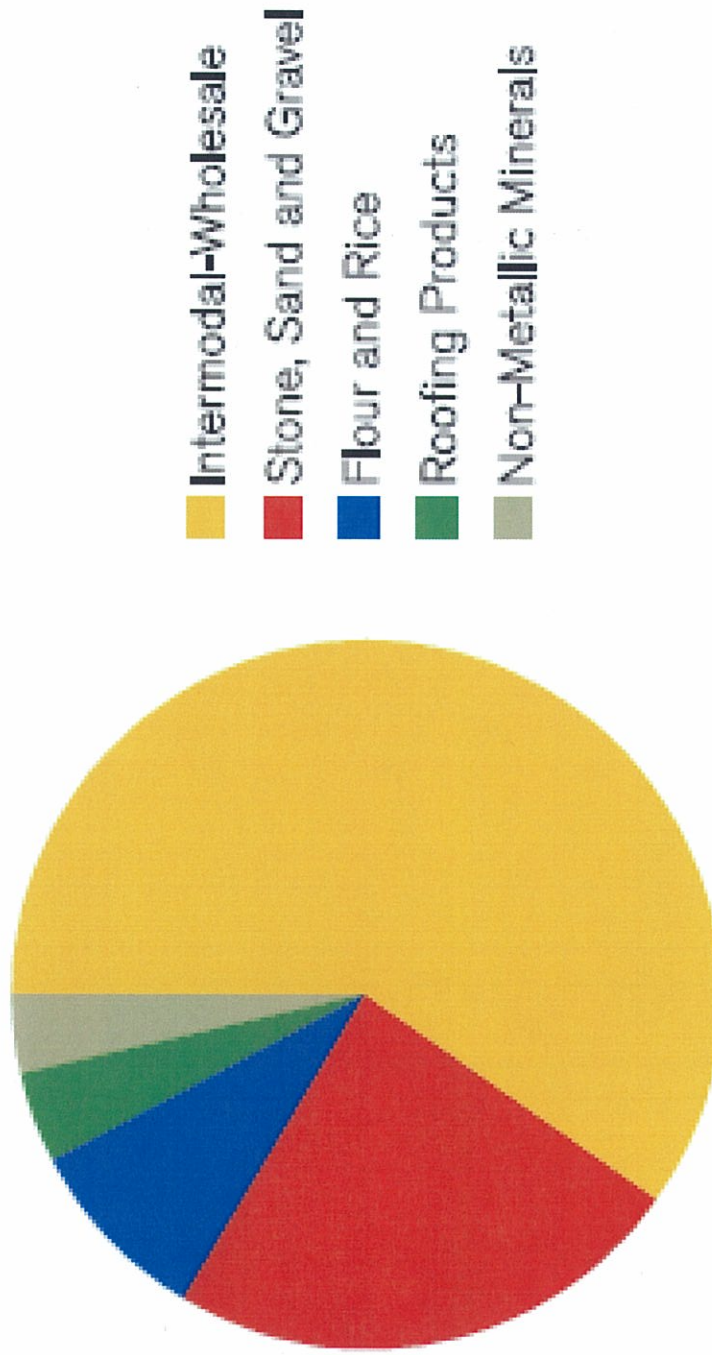
RAIL CARS ORIGINATED IN ARKANSAS

2007	315,158
2008	290,565
2009	210,082
2010	251,584

RAIL CARS TERMINATED IN ARKANSAS

2007	414,303
2008	387,384
2009	314,241
2010	356,396

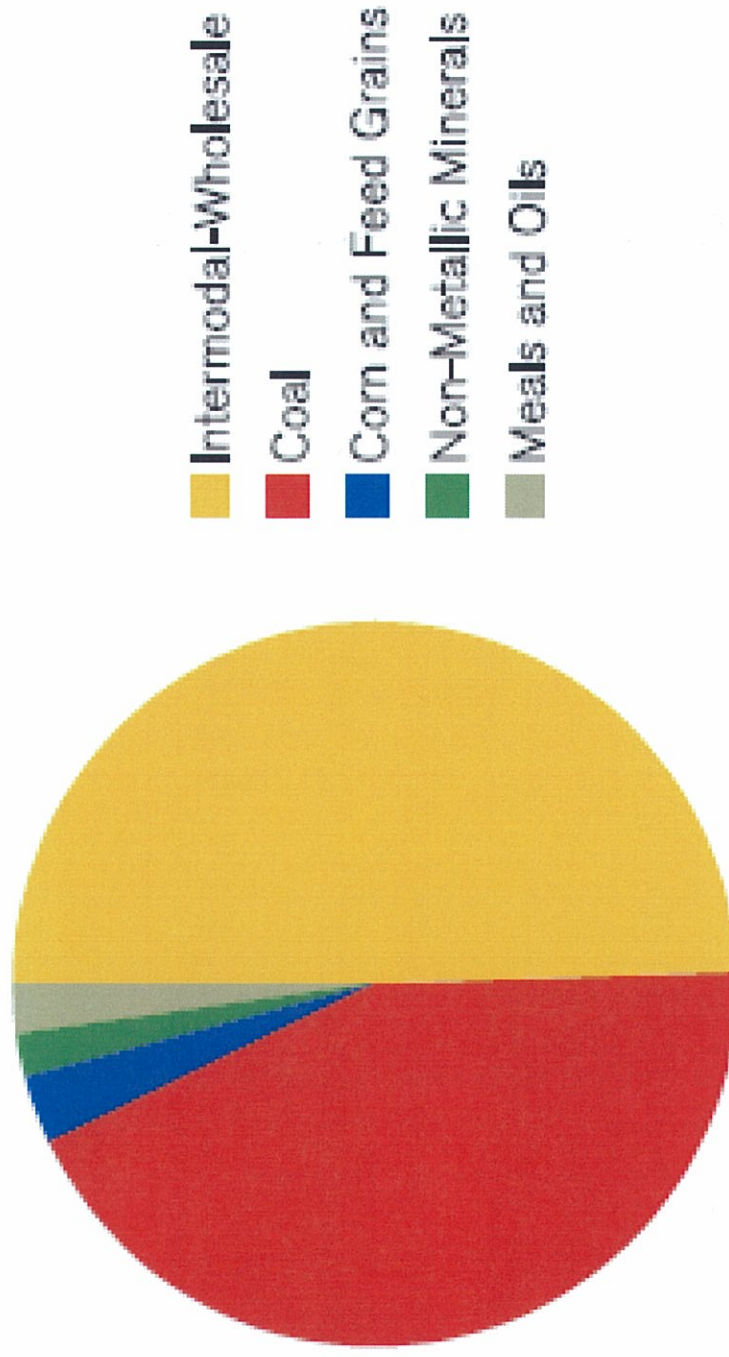
TOP FIVE COMMODITIES SHIPPED IN 2010 (BY VOLUME)



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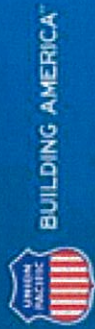
150
YEARS

TOP FIVE COMMODITIES RECEIVED IN 2010 (BY VOLUME)





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Thank you!



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