

# RAIL RELATIONS PANEL

Moderator: Andy Janson

Panelists: John Gray, Bob Lawyer, Chris Mnichowski, Charlie Newell



# WHO RESPONDED?

- 31 PRWs that utilize rail services.
- Respondents primarily from U.S. (97%)

# WHAT TRENDS ARE YOU SEEING IN RAIL USAGE?

52% of those who responded cited that they are seeing at least some increase in rail usage.

“slight increase in requests for rail but no actual increase in usage”

“More interest but transit time constraints still limit usage”

“2008 has brought rail business that was nonexistent in the past”

“Volume is increasing due to fuel prices”

“we are currently at capacity with our spur and current customers”

“More rail usage when they/we can get refrigerated cars”

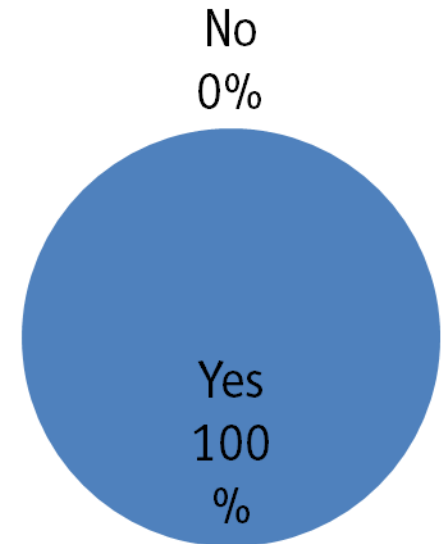
# HOW MANY FACILITIES WITHIN YOUR COMPANY UTILIZE RAIL SERVICES?

Number of Facilities that utilize rail services	Number of Responses
1	8
2	2
3	2
4	6
5	2
6	3
7	1
All	3
n/a	1

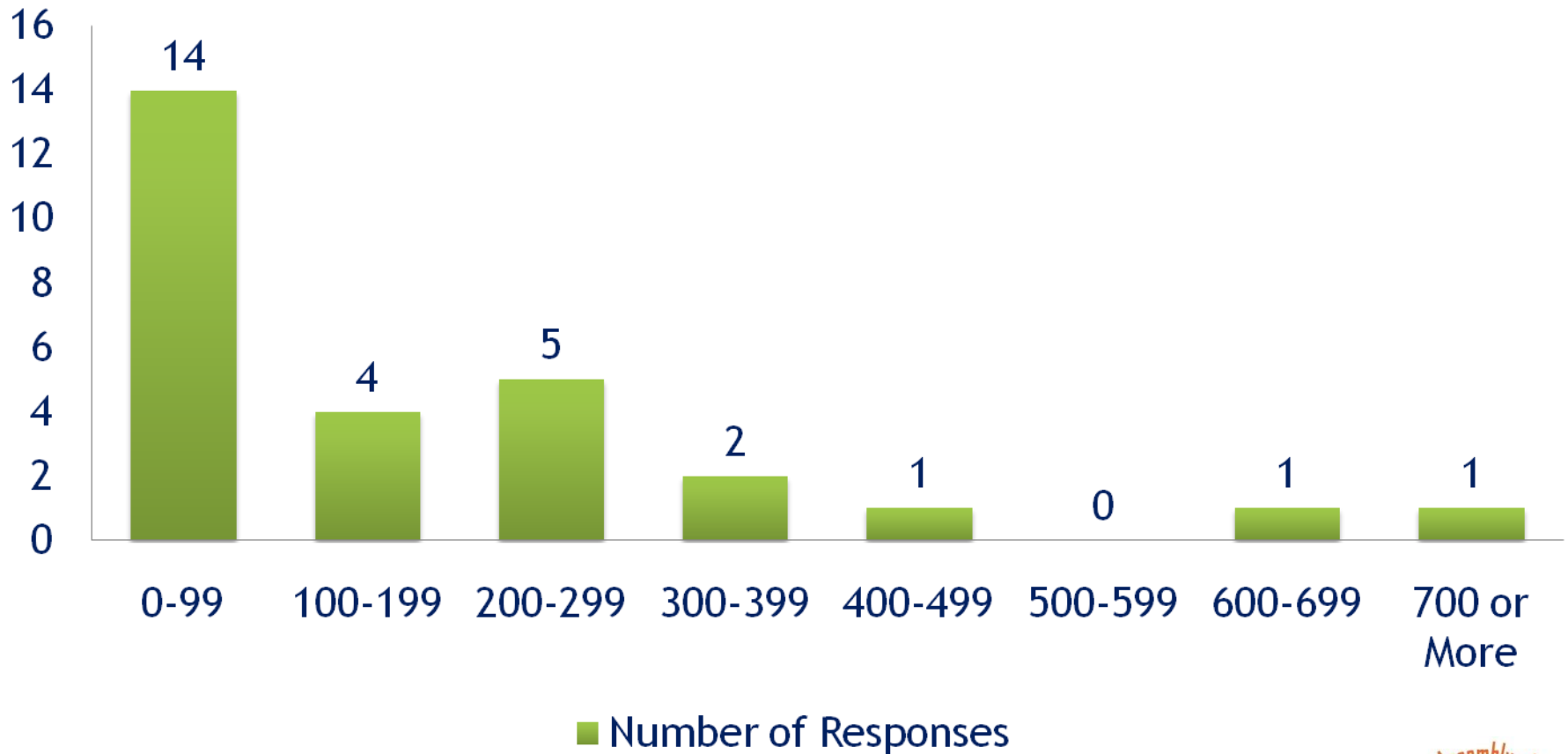
# HOW MANY OF YOUR FACILITIES HAVE RAIL SIDINGS?

Number of Facilities with Rail Sidings	Number of Responses
1	9
2	4
3	3
4	4
5	4
6	2
7	1
11	1

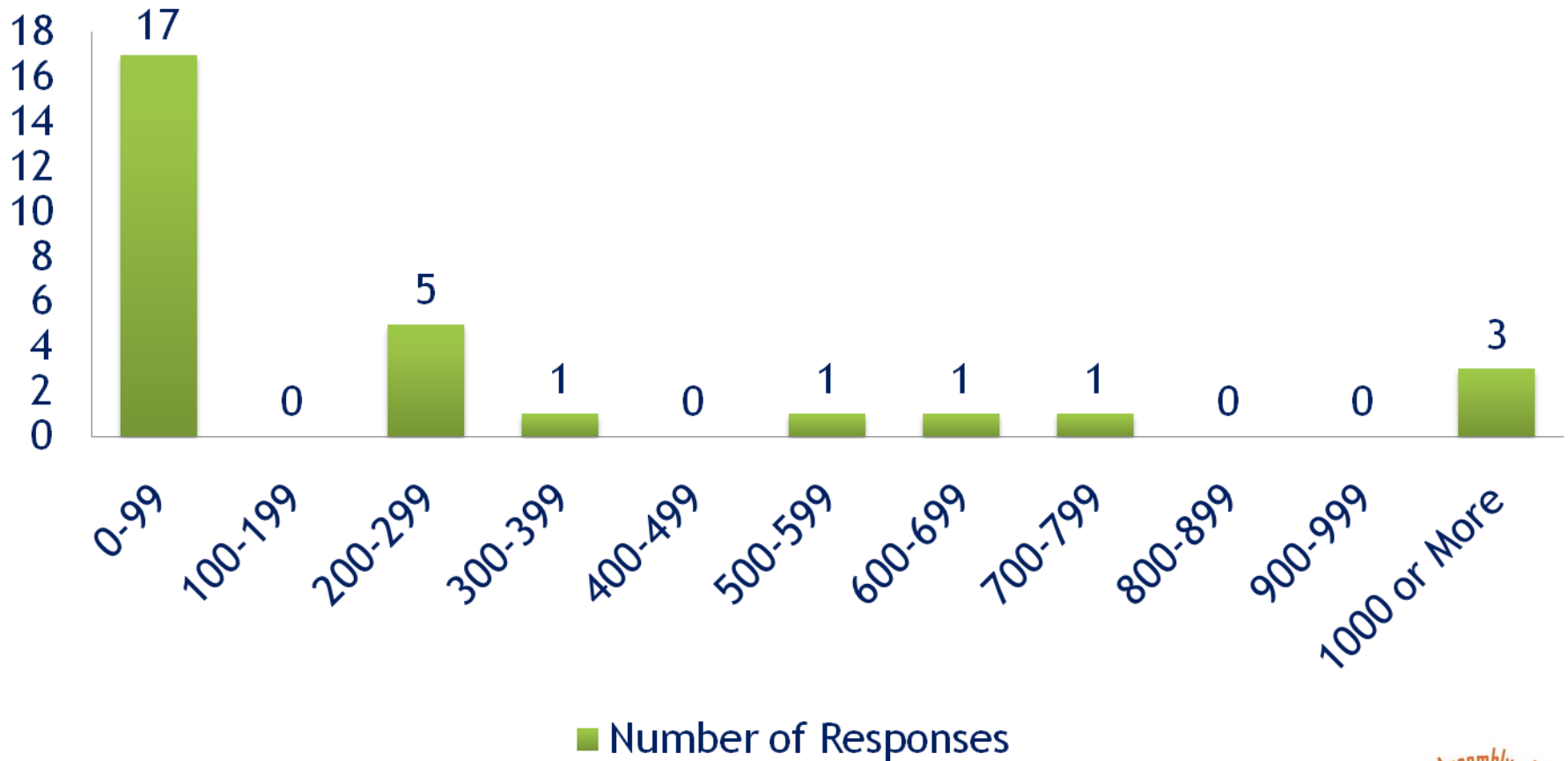
Can these rail sidings be used?



# HOW MANY CARS DO YOU RECEIVE PER YEAR?



# HOW MANY CARS DO YOU SHIP PER YEAR?



# ARE YOU ARRANGING RAIL FREIGHT?

