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Office of Proceedings
May 2, 2022
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STB Hearing: EP 770

BNSF Railway Company

Matt Garland **Judy Carter** **Steve Bobb**

VICE PRESIDENT
TRANSPORTATION

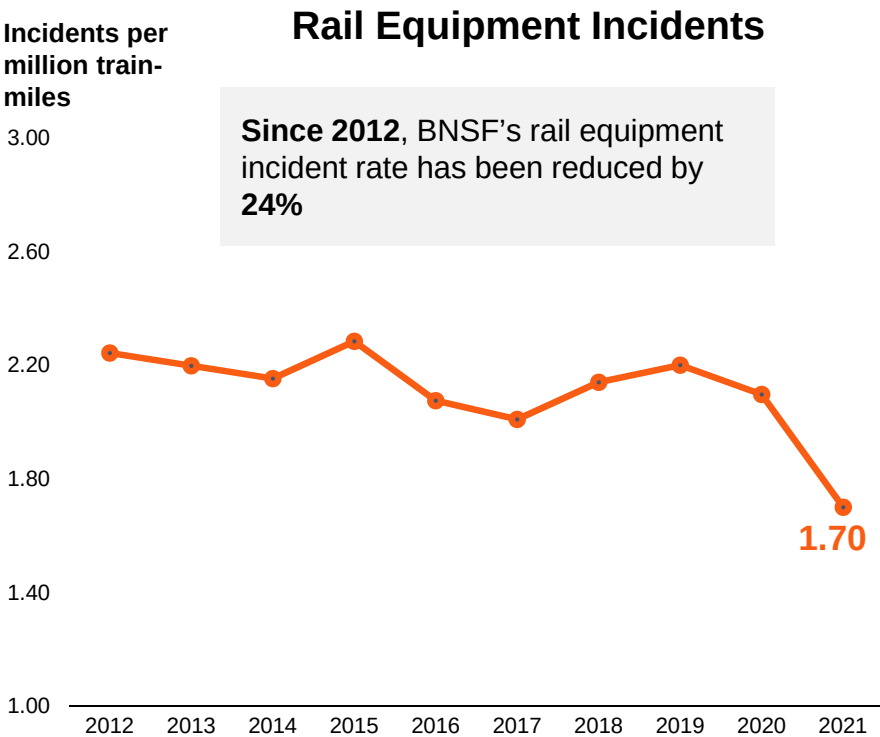
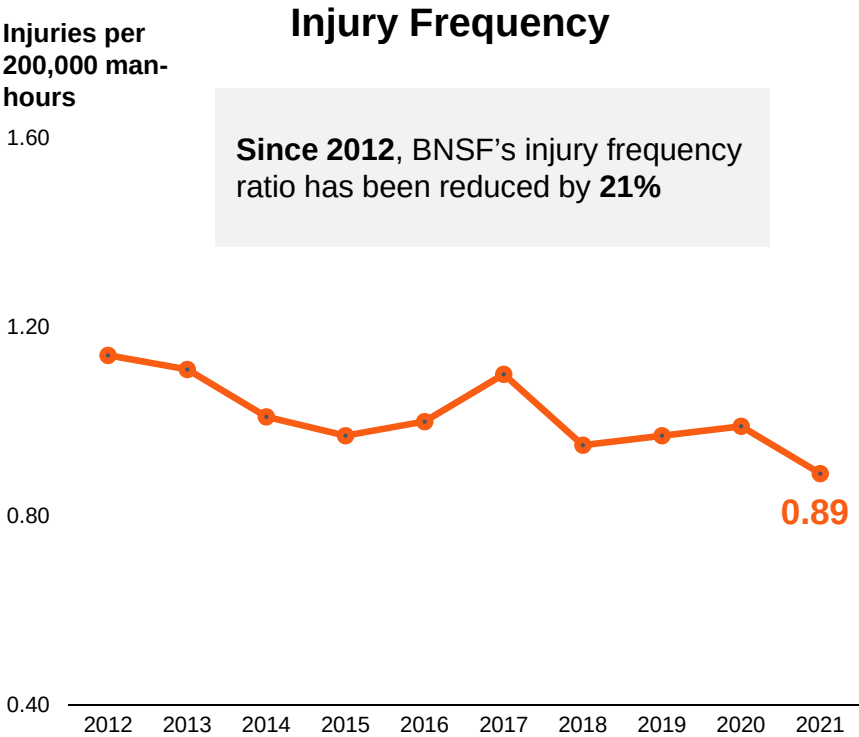
VICE PRESIDENT & CHIEF
HUMAN RESOURCES OFFICER

EXECUTIVE VICE PRESIDENT &
CHIEF MARKETING OFFICER

APRIL 26-27, 2022

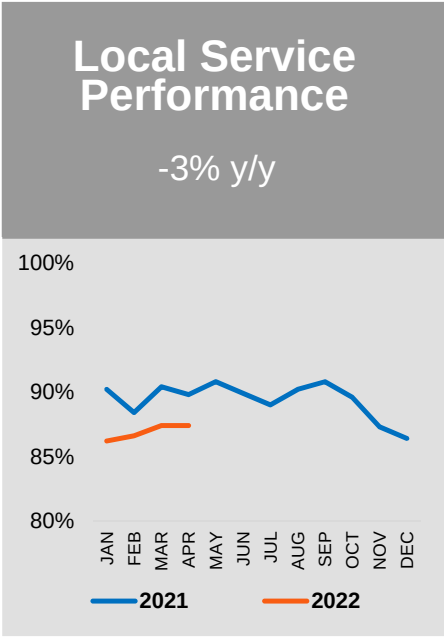
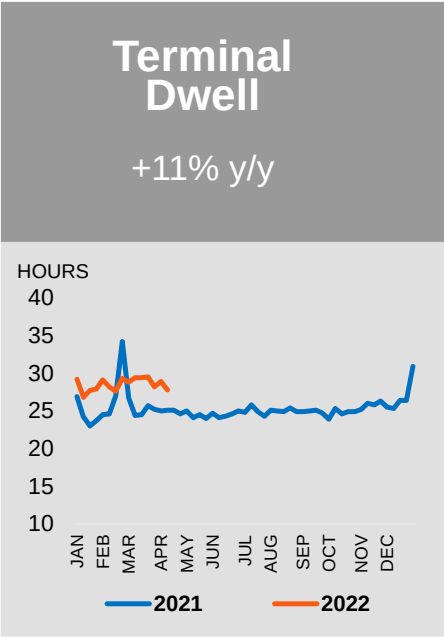
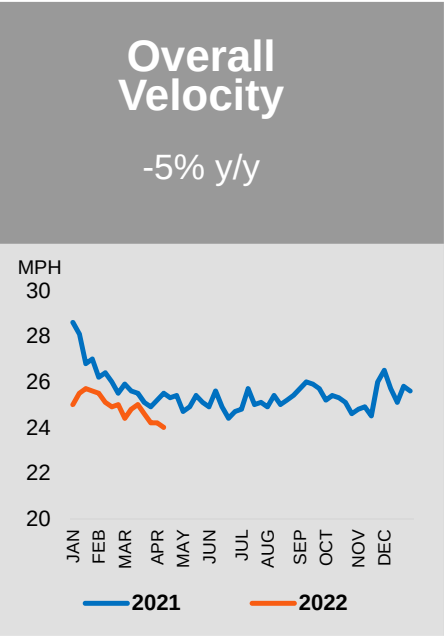
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Commitment to Safety



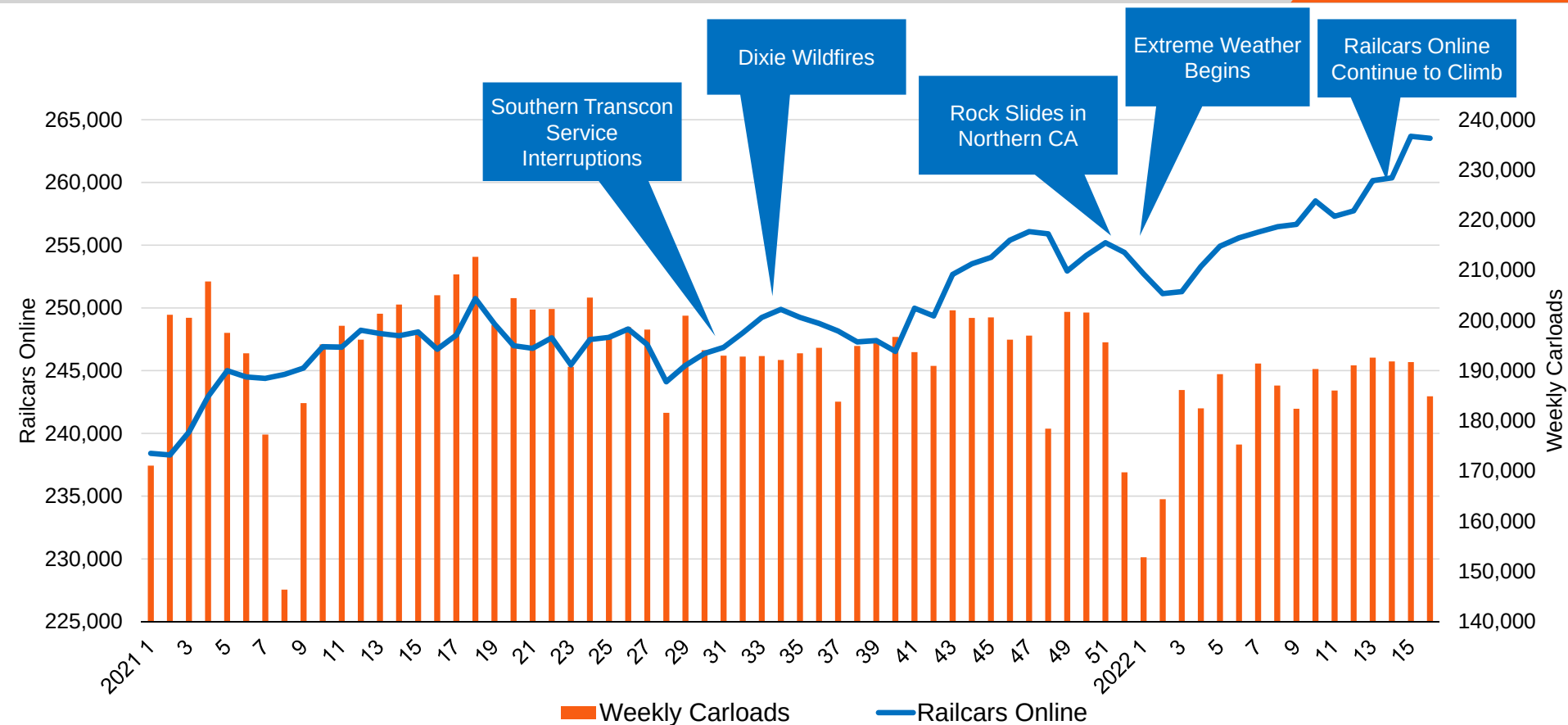
Source: FRA 1.12 – Ten Year Accident/Incident Overview (Industry numbers include Class I's and exclude Amtrak.)

Service Performance Year-over-Year



Source: Surface Transportation Board (STB) Rail Service Data reporting and BNSF internal data (through April 15, 2022)

Confronting Service Challenges and Rising Inventory



Source: Surface Transportation Board (STB) Rail Service Data reporting through April 15, 2022

Service Recovery Actions

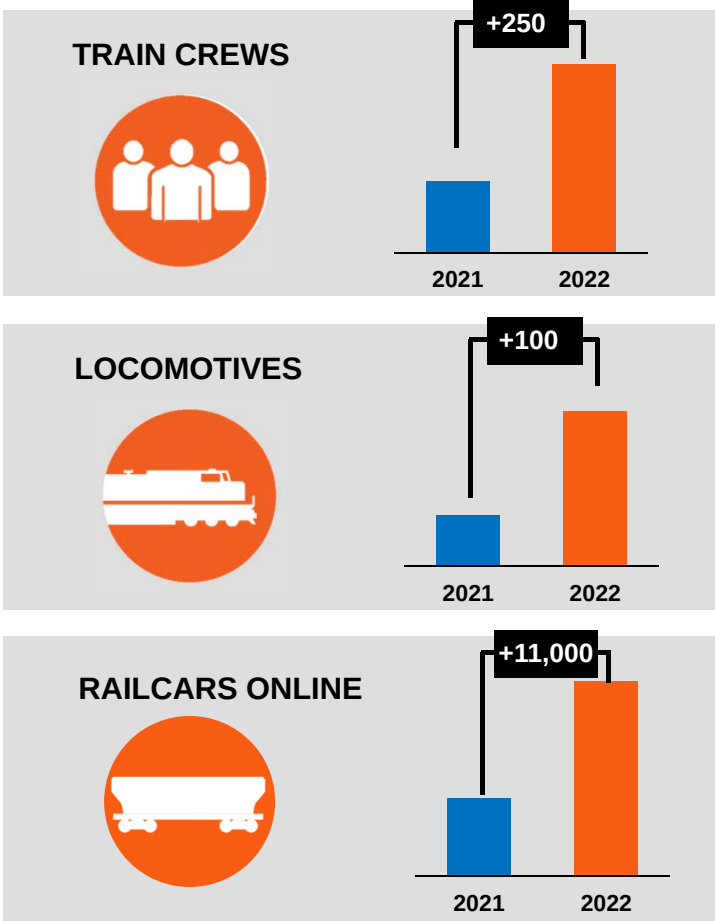
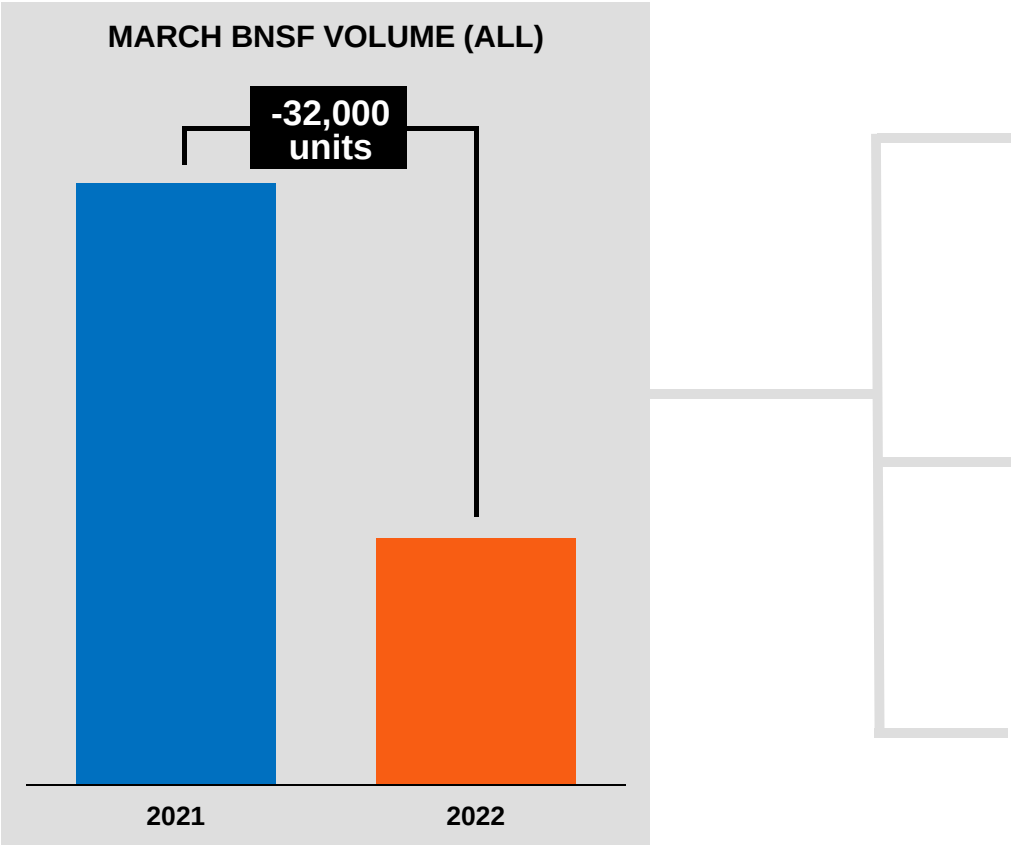


Aggressive Plan to Restore Service:

- Short-term reduction of active inventory
- Increasing active locomotive fleet
 - Deploying 100 more in the next 30 days
 - Using overtime to repair locomotives faster
- Improving crew availability
 - Recalled all furloughed crews in PNW, California, Montana and Twin Cities
 - Offering incentives for transfers to PNW
 - Hiring additional TY&E crew members



More Resources Against Lower Volumes



Source: Surface Transportation Board (STB) Rail Service Data reporting and BNSF internal data

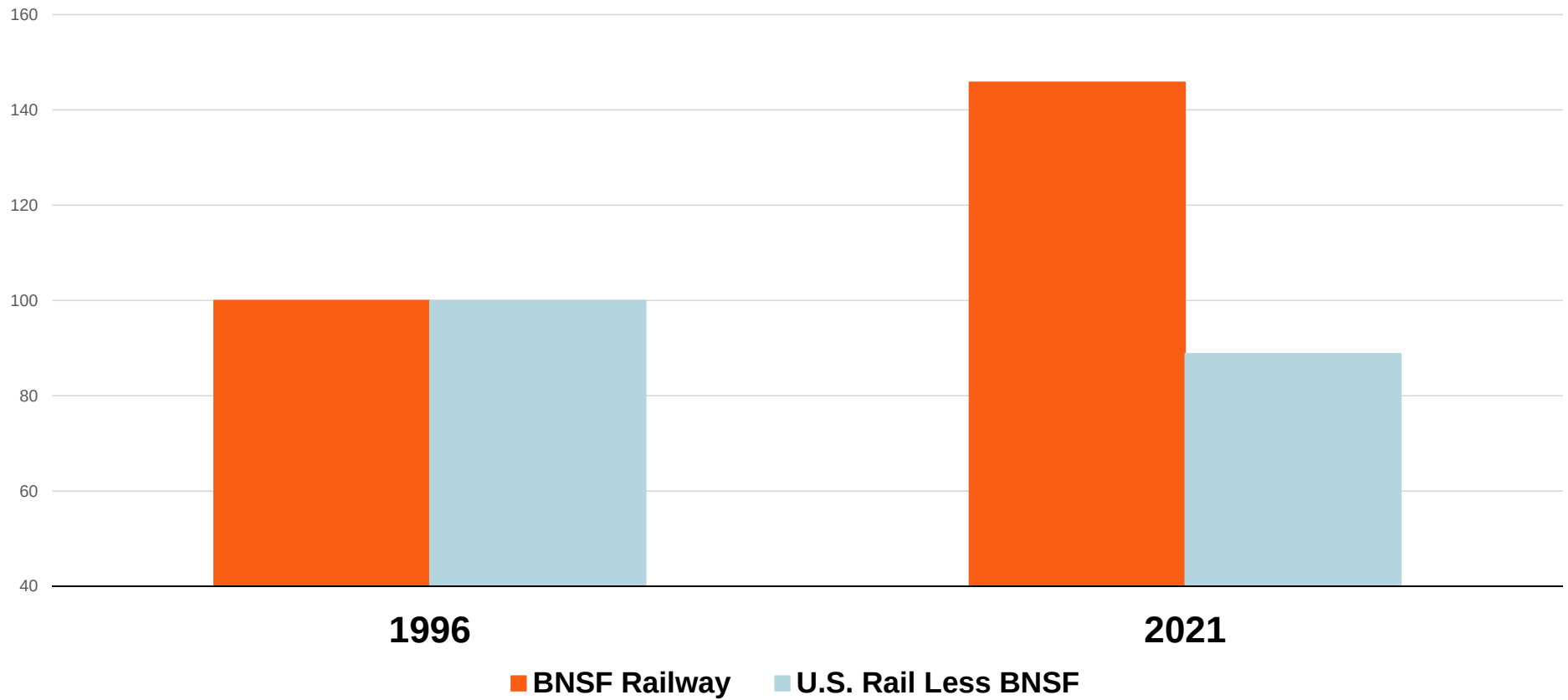
2022 Hiring Plan



- Hiring 3,000 employees across Transportation, Engineering and Mechanical
 - +1,700 crew members
 - 300 crew members in training
- Enhanced recruiting efforts
 - Expanding job offers
 - Offering hiring incentives
 - Streamlining application process
 - Increasing engagement with local schools, colleges and military communities

U.S. Rail Volume

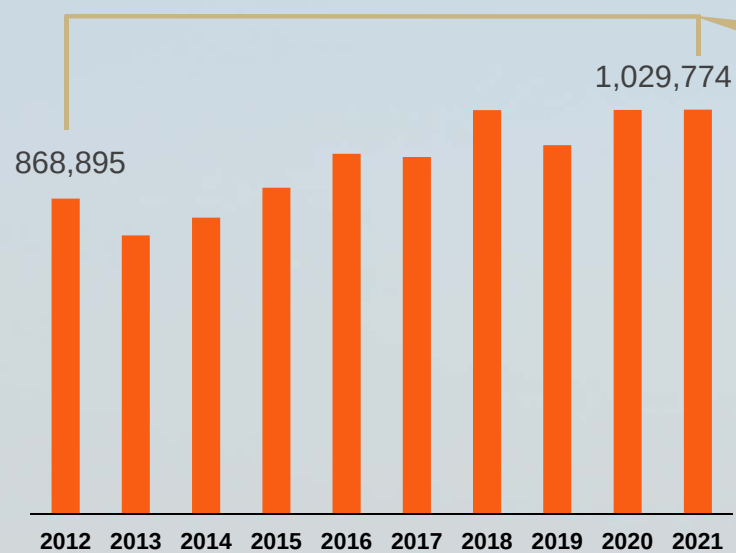
(Indexed to 1996)



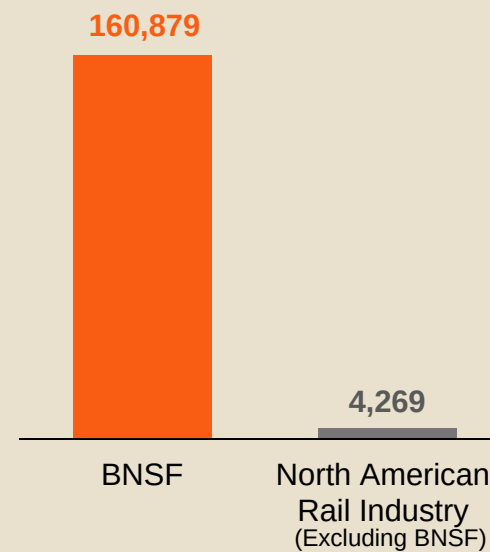
Growing Together



BNSF Agricultural Products



2012-2021 Rail Agricultural Growth



Largest Fall Harvest Ramp Up in 2021

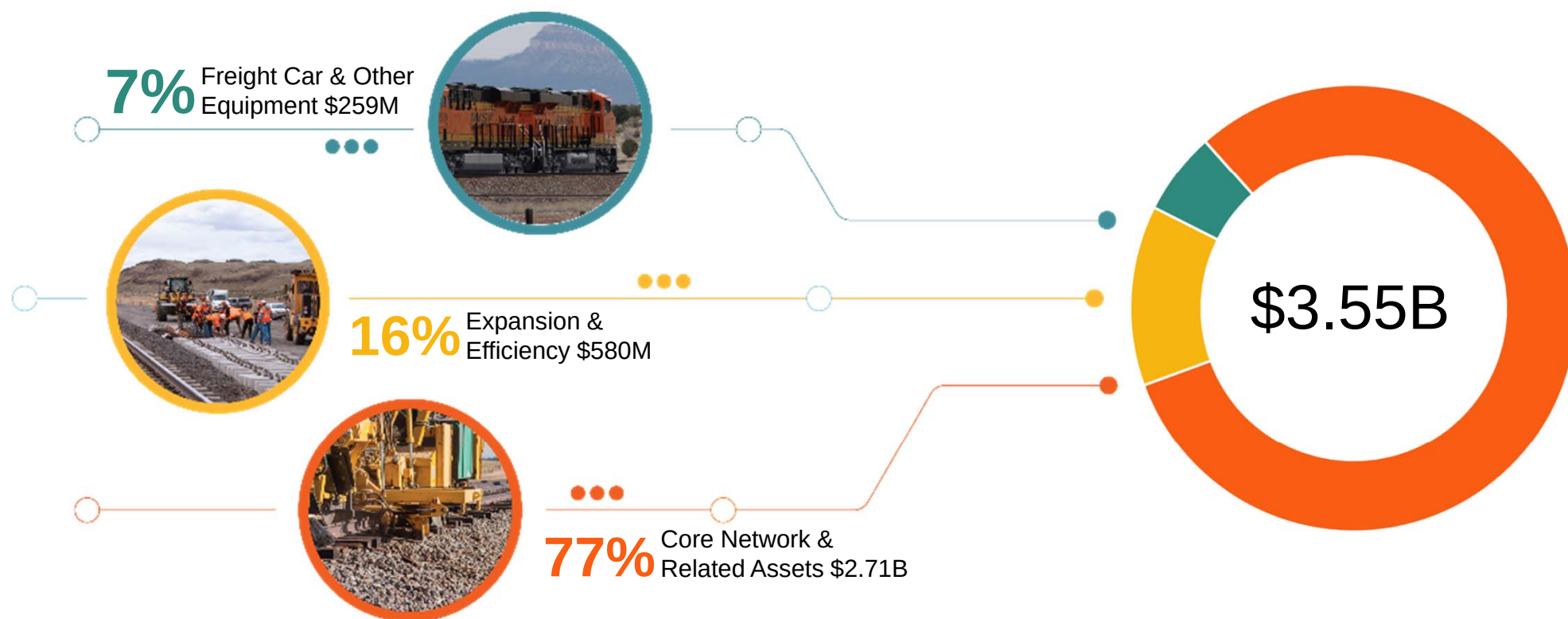


Key Preparations:

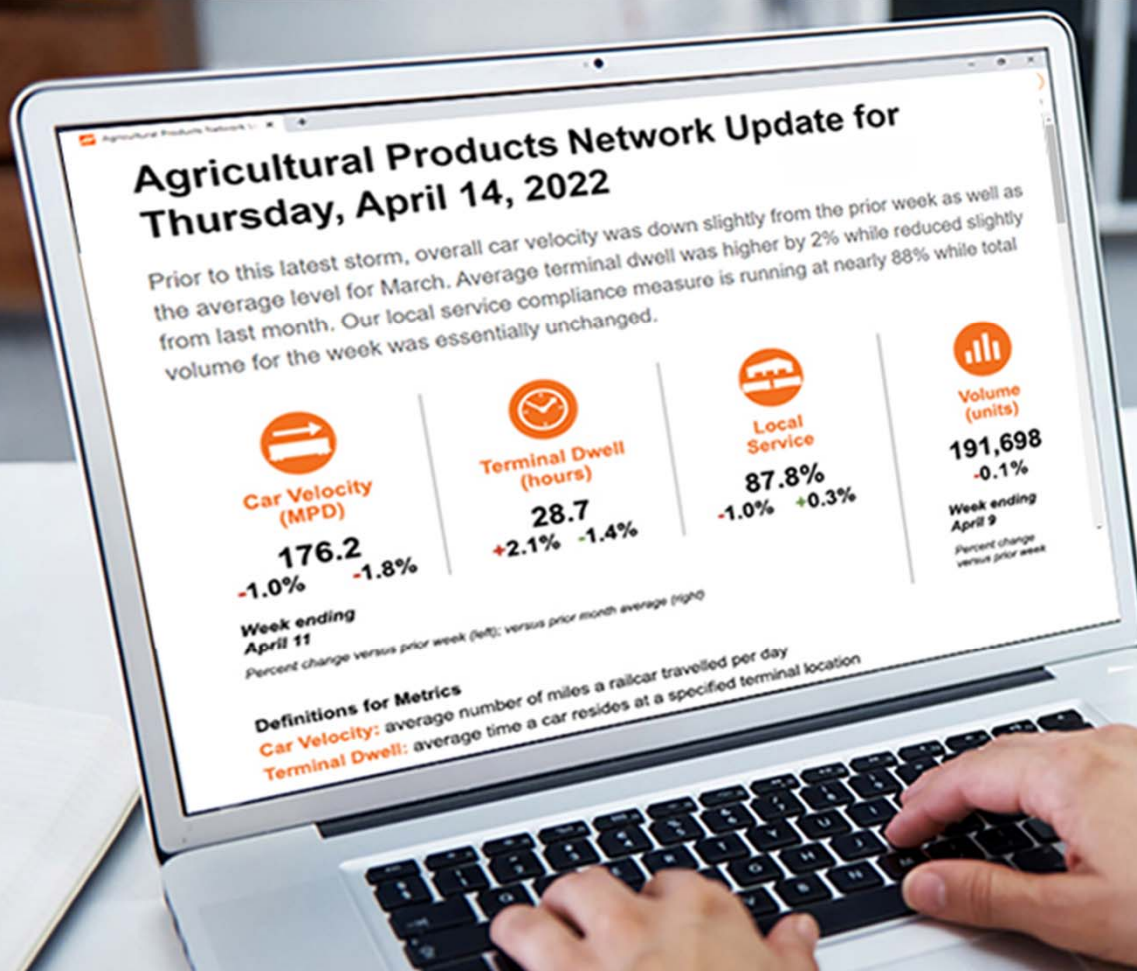
- Prepositioned locomotives
- Completed all mainline maintenance projects
- Called back all furloughed crews
- Upgraded braking systems on 9,000 cars
- Staged over 10,000 cars in strategic locations



2022 Capital Investments \$3.55B



Transparent and Frequent Communications



BNSF
RAILWAY

