OPEN ACCESS: BRINGING COMPETITION TO CUSTOMERS SERVED BY ONLY ONE RAILROAD

The Stakes

The proposed Union Pacific (UP)-Norfolk Southern (NS) merger would leave more than 10,000 customer facilities physically served by a single railroad. According to the American Chemistry Council, rates at its member plants served by only one railroad have risen 10 times faster over the past 15 years than rates at plants with more than one rail option.

What's at Risk

For customers served by only one railroad, there is no alternative when rates rise or service slips. The merger would put more of these facilities under the control of a single, larger railroad. These customers would have fewer options and less leverage than they do today.

What We Requested

- **Who qualifies:** Customer facilities served only by Union Pacific (UP), Norfolk Southern (NS) or one of their affiliated shortlines. They must be within 20 miles of an active interchange with another major railroad. Locations that qualify in the future would also be covered.
- **How it works:** The current railroad would move cars to or from the second railroad for a fee.
- **Fair, transparent pricing:** The fee would be based on cost, publicly available and updated every year.
- **Equal service:** Service would be at least as good as the current railroad gives its own traffic. It would be measured against existing Surface Transportation Board (STB) service standards and overseen by an independent compliance monitor.

Why it Matters to You

Customers asked for this protection. It would give customer facilities that otherwise depend on one railroad a real second option, with fair fees and enforceable service standards.



BNSF remains firmly opposed to this merger. These conditions are necessary but not sufficient. They would only partly offset the harm to customers and competition. The Surface Transportation Board (STB) should deny this merger.

Learn more:
www.BNSF.com/PreserveRailCompetition

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