

# Pricing Update



To: BNSF Carload Customers

August 5, 2008

## **BNSF Mileage-Based Fuel Surcharge For All Carload Customers Beginning January 15, 2009**

BNSF Railway is extending its mileage-based fuel surcharge program to those carload customers who currently pay a percentage-of-revenue surcharge, **beginning January 15, 2009**. Changes for carload customers will be phased in as current price authorities expire.

BNSF's mileage-based fuel surcharge program was established in 2006 as the most direct and accurate method of reflecting the impact of fuel price changes on BNSF and its customers. The extension to all customers is based on continual monitoring of fuel prices, fuel efficiency efforts and customer feedback.

The Highway Diesel Fuel (HDF) price at which BNSF will assess a fuel surcharge on carload shipments - the strike price - will increase from \$1.25 per gallon to \$2.50 per gallon, and pricing for carload shipments will be adjusted to reflect the new strike price.

Tables reflecting the new strike price for automotive (conventional and articulated equipment), unit coal train and all other carload shipments are available on the BNSF Web site at <http://www.bnsf.com/tools/prices/fuelsurcharge/index.html>.

For more information, please refer to the [Frequently Asked Questions \(FAQs\)](#).

Your BNSF Sales and Marketing Representative will provide you with additional details as they become available over the next few months. If you have questions, please call your Representative at 888-428-2673.

Your business is important to us. Thank you for choosing BNSF as your transportation service provider.

This Pricing Update is intended to notify BNSF customers of changes to existing rates or price structures.

This Pricing Update is posted on our Web site at [www.bnsf.com](http://www.bnsf.com).