

Presentation Overview



- BNSF Overview
- Safety and Prevention
- Economic Impact
- Questions

BNSF is a Leading U.S. Railroad



- A Berkshire Hathaway company
- 32,500 route miles in 28 states and operates in three Canadian provinces
- Approximately 8,000 locomotives
- 13,000 bridges and 89 tunnels
- Moves one-fourth of the nation's rail freight
- Operates about 1,600 freight trains per day
- Serves more than 40 ports and 25 intermodal facilities
- Leads rail industry in technological innovation
- Unlike other forms of transportation, BNSF trains operate on an infrastructure financed almost entirely by the railroad



BNSF in North Dakota



- Approximately 20 million tons of wheat, soybeans, corn, sugar beets, beans and other agricultural products moved annually
- 1,580 Employees
- Over \$600,000 in BNSF Foundation Giving
- 1,617 route miles owned
- In 2016:
 - 426,320 carloads originated in ND
 - 114,564 shipped into ND



BNSF Is a Leader in Railroad Safety



BNSF's safety vision is to prevent accidents in the first place.

Since 1980, railroads reduced rates for employee injuries, train accidents and grade crossing collisions by 80 percent

In 2015 BNSF moved hazardous materials 99.99 percent of the time without an accidental release.



Prevention, Mitigation, Response



	Prevention	Mitigation	Response
Huma	ın Factor	Rules and Standards	First Responder
• Tra	aining	New Operational	Coordination
• Re	emote Monitoring	standards for	Shipment
• Po	sitive Train Control	reduced speeds,	Information
• Se	If Reporting Protocol	routing requirements, notification	Access by first responders
Equip	ment/Mechanical	information for	 Training first
• Ult	rasonic inspection	government agencies	responders,
• Dir	rector network – dragging equipment	New Classification	employees and
 Te 	chnology	Requirements	customer
• Th	ermal/ Infared bearing detection	·	employees
	<u>C</u>	New Tank Car	 Mobilizing in the
Track/Signal		Standards	event of incident
	hanced track inspection training	 Tank cars for high- 	
	entinued elimination of jointed rail	hazard flammable	BNSF is responsible
	ong capital program for tie renewal	trains.	for mitigation of the

Technology-ground penetrating radar

and enhanced geometric testing



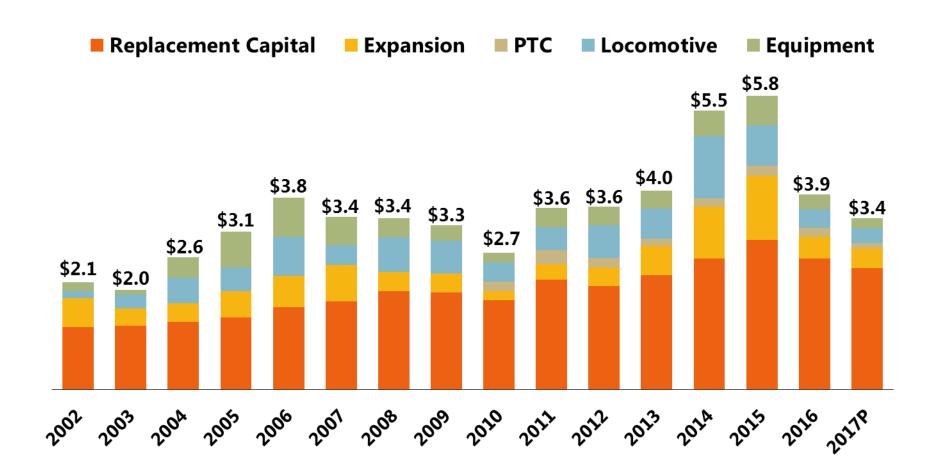
spill and any

restoration tasks.

Prevention: Capital Spending



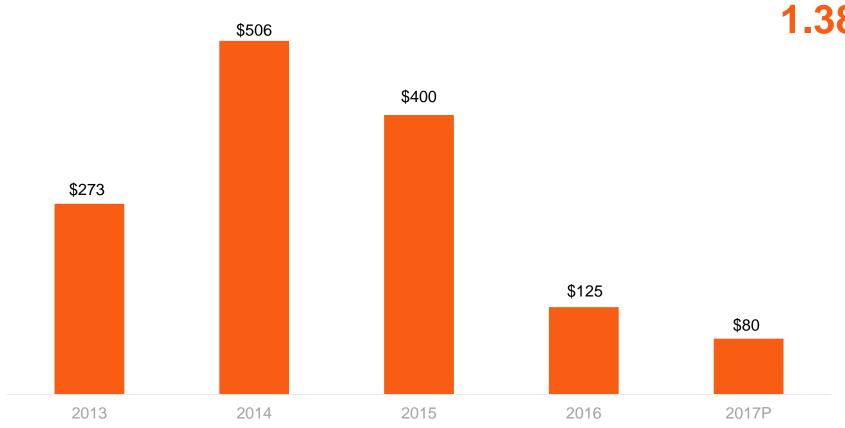
\$ Billions



Prevention: ND Capital Spending



\$ Millions



1.38 Billion Invested Since 2013

Prevention: Approach to Inspections



Bridge and Track Inspections

BNSF inspects tracks and bridges more often than required by FRA

- Most BNSF key routes inspected four times weekly and busiest even more frequently
- Geometry car inspections performed at least two times on crude oil routes annually
- Track inspections with state-of-the-art technology to detect internal and external flaws in the rail and track structure
- Weather and earthquake inspections

Increased Rail Detection Testing Frequencies Along Critical Waterways

Increased rail detection testing along critical waterways from the FRA frequency of twice annually to 2.5 times in April 2015



Mitigation: New Tank Car Standards

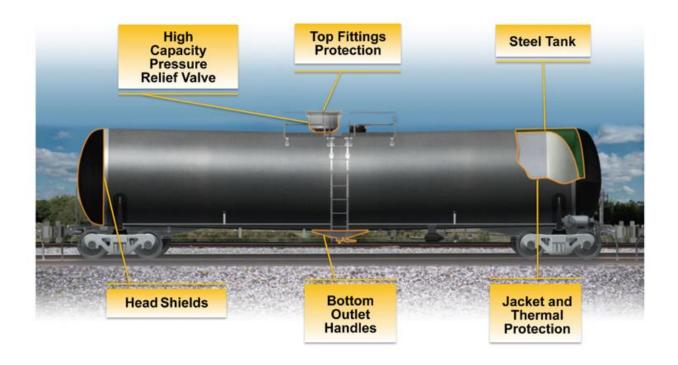


Tank Cars for High-Hazard Flammable Trains (HHFT)

New tank cars built after Oct. 1, 2015, must meet enhanced DOT 117 design or performance criteria for HHFT:

- Increased thickness from 7/16 inch to 9/16 inch steel
- Thermal protection required

- Jacketing with minimum 11-gauge steel and weather-tight
- Full-height Head Shield 1/2-inch thick



Response: Training & Local Coordination



- Shipment information access by first responders
- Training first responders, employees and customer employees
- Mobilizing in the event of an incident
- BNSF trained 523 ND first responders in 2016
- www.bnsfhazmat.com

Results: Rail Safety at All-Time High



- Rail safety is at an all-time high. The freight train derailment rate on the country's nearly 140,000-mile mainline network reached an all-time low in 2016.
- Less than 1% of all derailments involved crude oil.
- Train accident rate is down 44 percent since 2000
- Equipment-caused accident rate is down 34 percent since 2000
- Track-caused accident rate is down 53 percent since 2000
- Derailment rate is down 44 percent since 2000

BNSF's Economic Impact





Consumer Products

5.2 million

+1.1% vs. 2015

Coal

1.8 million

-20.9% vs. 2015

Industrial Products

1.8

million

-7.6% vs. 2015 Agricultural Products

1.0

million

+6.9% vs. 2015

What BNSF Carried in 2016





Agricultural Products

1.0 million

+6.9% vs. 2015

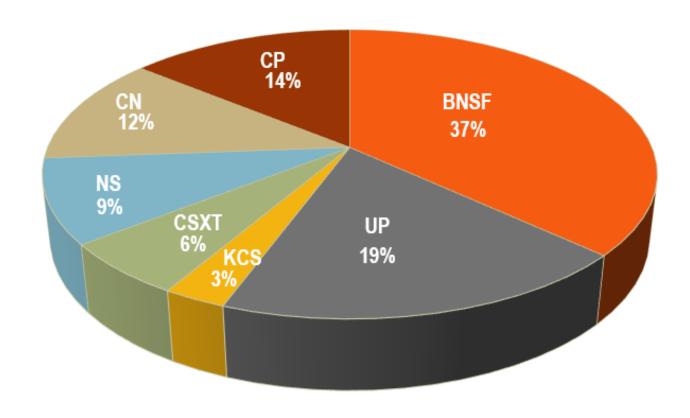


Source: Association of American Railroads (AAR), CS-54 Data through week 52 *Fertilizer and Ethanol not included in AAR Aq Products volume; incl Food/Bev

BNSF Leads the Industry in Hauling Grain



2016 Share of Originated Grain Carloads in North America



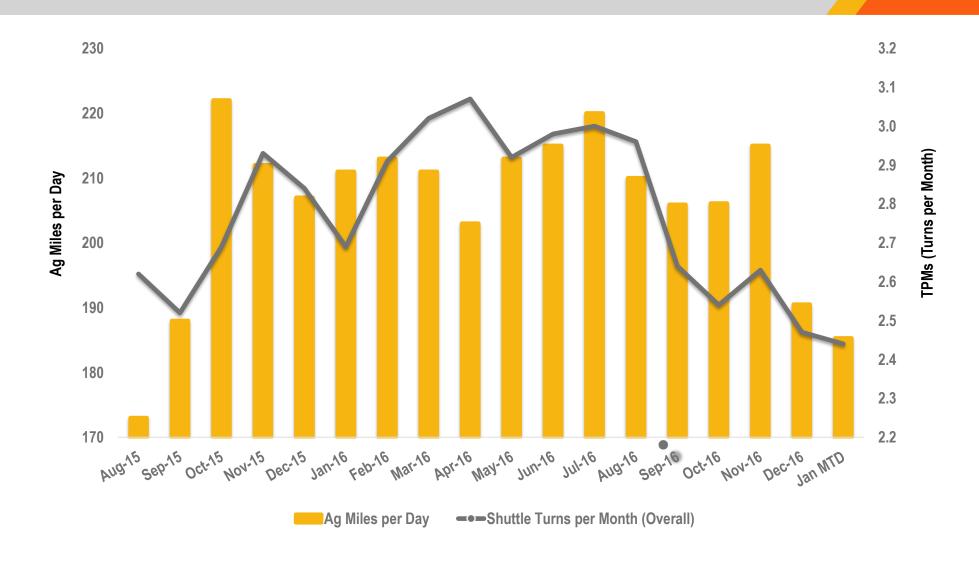
North Dakota





BNSF Remains Focused on Service





Fallbridge Subdivision January 2017







BNSF Employees Clearing Heavy Snow



BNSF employees have been handling heavy snowfall along parts of our network in the north. Railroading means operating in the elements, but our team members know how to work in these conditions and do it with expertise and dedication for our customers.

This short video from Lemmon, S.D. during the last week of December 2016 shows what snow-clearing work looks like.

