



# NEW MEXICO

## Delivering the world to the Enchanted State

For more than a century, BNSF Railway Company has played an important role in New Mexico's economy. Today the tradition continues with BNSF's 32,500-mile network delivering goods to New Mexico's growing population and helping the state's companies move products around the world.

New Mexico is part of the Transcon Corridor, which hauls the consumer goods that we all use everyday. Over 82 million people live and work in the areas served by the TransCon, accounting for over 45 million jobs. From HDTVs to clothes and cars, this major route serves as a gateway for imports and exports for our nation's consumers and businesses.

We also deliver cleaner-burning coal from the West to provide the energy that helps power the New Mexico economy, lumber and other building materials from the Northwest and the Southeast to satisfy construction demands throughout the state, and fertilizer from plants around the country to feed crops on the New Mexico plains.

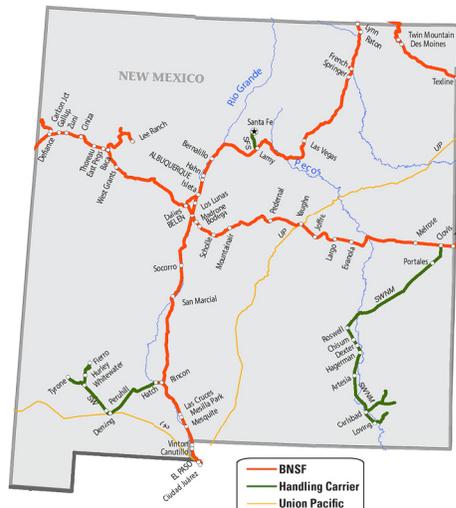
In addition, BNSF helps New Mexico farmers and businesses distribute their products globally. Annually we help farmers move more than 13,000 carloads of agricultural products out of the state, and we help the state's gypsum and coal producers deliver their products around the nation.

In all, BNSF moves more than 3.7 million carloads of freight in New Mexico annually.

The oil and gas industry in New Mexico has created a surge in business development due to the increased production within the San Juan and Permian Basins. A total of 22 new projects associated with upstream and midstream distribution are currently in the BNSF new business development pipeline. Elite Well Services, an upstream transloader of sand, generated 120 new jobs with the completion of its \$5 million dollar expansion. The \$2 million Double K Recycling expansion, also associated with the upstream distribution of sand, added 15 new jobs. In addition to oil and gas productivity, the grain industry continues to perform. Facilities such as Quality Liquid Feed and Father and Sons Grain Transload have outpaced forecasted growth and added collectively 34 new jobs to support their expansion. BNSF is a proud partner and facilitator of growth. We continue to work with local businesses and communities to identify new sites for agricultural facility development and distribution.

BNSF employs more than 1,400 people in New Mexico, and ranks as one of the largest employers in many of the state's communities, including Clovis, Belen, and Gallup.

In 2012 and 2013, BNSF hired more than 180 new employees to fill existing and newly created positions. With a payroll of more than \$118 million, BNSF continues to contribute significantly to New Mexico's economy. In addition, the BNSF Foundation plays an active role in many communities within the state, and has contributed nearly \$900,000 in donations to various local charities since 2009.



### BNSF Railway Service in New Mexico - 2013

#### Employees

1,461

#### Payroll

\$118,629,688

#### BNSF Foundation Giving

\$889,477 (since 2009)

#### Lines Operated

Route miles owned: 896

Route miles trackage rights: 461

#### Carloadings

Originated: 114,288

Handled within state: 3,743,387

Terminated: 39,961

### Major Facilities

#### Rail Yards

Albuquerque, Belen, Clovis, Gallup

#### Intermodal Facilities

Albuquerque

### BNSF Facts

Operating in 28 States and 2 Canadian Provinces

BNSF Rail Cars: 82,000

Locomotives: 7,000

Route Miles: 32,500

Number of Employees: 43,000

Military: 7,000 veterans employed

# Capital Commitments

In 2014, BNSF plans to invest approximately \$5 billion in capital expansion and maintenance across its system. In addition to maintaining and expanding its core network and related assets, the plan includes acquiring new locomotives, freight cars, and other equipment, continuing installation of positive train control (PTC), and investing in intermodal expansion and efficiency projects to enhance productivity and velocity.

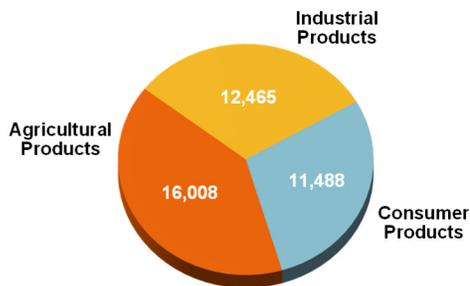
## BNSF 2013 Volume—New Mexico

Products Shipped From New Mexico



114,288 Carloads and Intermodal Units

Products Shipped To New Mexico



39,961 Carloads and Intermodal Units

### Coal

About 10 percent of the electricity produced in the United States is generated from coal hauled by BNSF. More than 90 percent of the coal BNSF hauls comes from the Powder River Basin (PRB) in Wyoming and Montana and is 60 percent lower in sulfur than most other U.S. coal sources.

### Agricultural

BNSF is one of the largest grain-hauling railroads in the United States. In fact, BNSF hauls enough grain to supply 900 million people with a year's supply of bread. Approximately 50 percent of the agricultural commodities traffic BNSF hauls is transported to export points in the Pacific Northwest, Gulf of Mexico, Mexico and the Great Lakes.

### Consumer

Many items found in local retail stores, restaurants and automobile dealerships were shipped on a BNSF train. Each year BNSF moves about 10 percent of the vehicles sold in the United States. BNSF is among the world's top transporters of intermodal traffic, and the only western U.S. railroad offering direct intermodal service to the Southeast, as well as the fastest intermodal service to the Northeast.

### Industrial

BNSF is a leader in transporting forest products, chemicals, metals and other products that drive our economy. Each year BNSF transports enough lumber to build more than 500,000 homes; enough asphalt to lay a single lane road four times around the equator; and enough coiled sheet steel to lay the unrolled coils end to end 12 times between New York City and Seattle, WA.

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For more information, please visit our website at [www.bnsf.com](http://www.bnsf.com)

