

# A comparison of Railroad freight-delivery costs

Freight-delivery costs of major railroads are often more than twice as much for “captive” traffic - cargo sent to or from areas served by a single railroad - as for freight of shippers that can choose between at least two carriers.

**Costs per ton (which vary based on distance and other factors):**

Product	Rates	Burlington Northern Santa Fe	CSX	Norfolk Southern	Union Pacific
Farm	Captive	\$46.33	\$40.18	\$25.30	\$45.02
	Non-captive	\$25.54	\$22.15	\$13.95	\$24.82
Coal	Captive	\$20.98	\$22.47	\$22.73	\$21.50
	Non-captive	\$9.01	\$9.65	\$9.76	\$9.24
Pulp	Captive	\$88.30	\$61.93	\$59.53	\$91.30
	Non-captive	\$37.56	\$26.34	\$25.32	\$38.84
Chemicals	Captive	\$42.99	\$40.71	\$44.28	\$43.92
	Non-captive	\$21.48	\$20.34	\$22.12	\$21.94
Primary metal	Captive	\$66.62	\$43.18	\$37.36	\$70.34
	Non-captive	\$32.59	\$21.12	\$18.27	\$34.40
All commodities	Captive	\$48.13	\$36.27	\$36.99	\$48.25
	Non-captive	\$22.32	\$16.82	\$17.15	\$22.38

Source: Escalation Consultants, based on data from the Surface Transportation Board. September 27, 2007 USA Today

- Two-thirds of U.S. chemical plants rely on railroads served by one carrier.

- Railroads transport about 40% of the nation’s cargo.

- About 20% of rail traffic is from shippers served by one railroad and who have no other viable option

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