

## Reconciliation of Non-GAAP Financial Measures

Information presented by Alan H. Shaw during the Cowen and Company 8th Annual Global Transportation Conference on September 9, 2015 (posted elsewhere on our web site) included non-GAAP financial measures, as defined by SEC Regulation G. Non-GAAP financial measures should be considered in addition to, not as a substitute for, the financial measure reported in accordance with U.S. generally accepted accounting principles (GAAP).

### Revenue Per Unit

Second Quarter	2015	2014	Change	% Change
Total revenue per unit	\$ 1,401	\$ 1,534	\$ (133)	-9%
Less: Fuel surcharge revenue per unit	<u>62</u>	<u>180</u>	<u>(118)</u>	-66%
Revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 1,339</u>	<u>\$ 1,354</u>	<u>\$ (15)</u>	-1%
Coal revenue per unit	\$ 1,644	\$ 1,916	\$ (272)	-14%
Less: Fuel surcharge revenue per unit	<u>44</u>	<u>202</u>	<u>(158)</u>	-78%
Coal revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 1,600</u>	<u>\$ 1,714</u>	<u>\$ (114)</u>	-7%
Merchandise revenue per unit	\$ 2,459	\$ 2,620	\$ (161)	-6%
Less: Fuel surcharge revenue per unit	<u>30</u>	<u>233</u>	<u>(203)</u>	-87%
Merchandise revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 2,429</u>	<u>\$ 2,387</u>	<u>\$ 42</u>	2%
Intermodal revenue per unit	\$ 633	\$ 666	\$ (33)	-5%
Less: Fuel surcharge revenue per unit	<u>88</u>	<u>137</u>	<u>(49)</u>	-36%
Intermodal revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 545</u>	<u>\$ 529</u>	<u>\$ 16</u>	3%

<sup>1</sup> Revenue per unit as used here is to reflect average revenue per unit absent the effect of fuel surcharges.