



# Sweet Success Story

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# It Began with a Grain of Sugar



# Did you know?

- 650 rail cars of sugar =
  - More than 2.8 billion Twinkies
  - 2.7 billion Snickers bars
  - 64.8 billion individual Skittles



That's a lot of sugar!

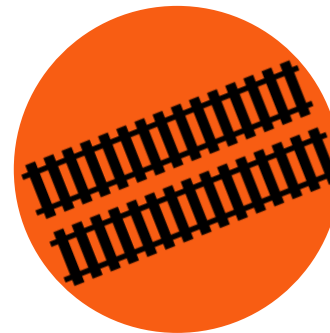
BNSF's Economic Development team worked with United Sugars to find the right site



Customer  
Needs



Location  
Requirements



Rail Service  
Capabilities



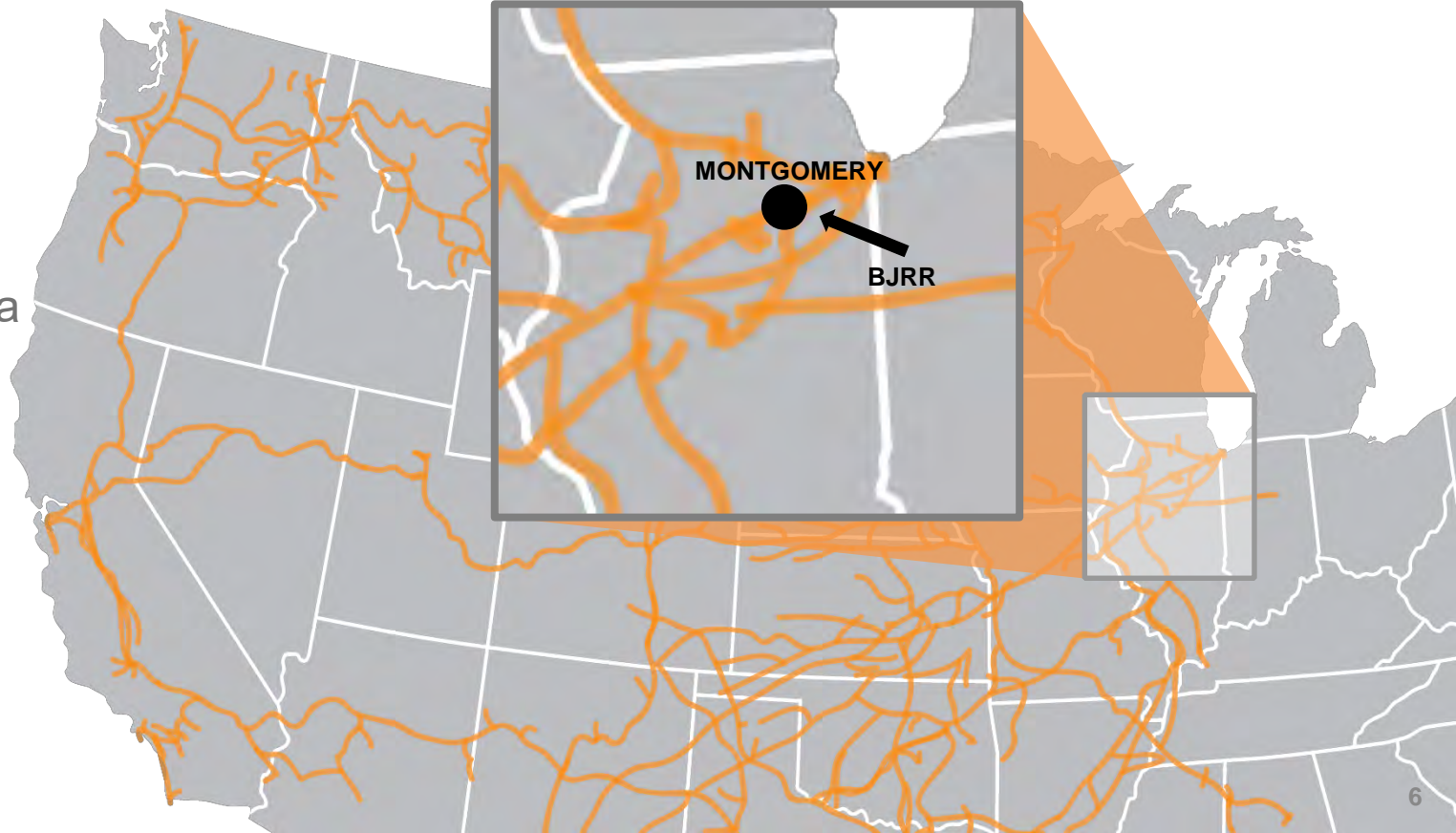
# Chicago a “Sweet” Location



- Chicagoland has long been considered the confectionary manufacturing center of the US
- An estimated 12% of confectionary shipments are from the Chicagoland area

# Site Selection

Investigated  
multiple  
locations across  
the Chicago area  
before settling  
on Montgomery



# Working with Great Partners for Sweet Success



## United Sugars, BJRY, A&R Transport

- Potential to increase volume with customer
  - Serve Chicago market with close proximity to inventory
  - Utilize railcar equipment more effectively
- Decrease cycle times by an estimated 10%
  - Rail equipment stays on BNSF and BJRY instead of longer routes with multiple rail lines
  - Avoids potential congestion of multiple shippers to one destination
- Quicker turns on equipment - same day unload
- Reduces seasonality and demand surges



# A Picture of Sweet Success

**BNSF**  
RAILWAY

