



Bunge North America

Rob Cook

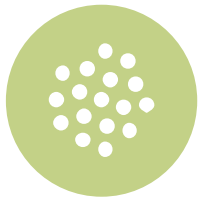
Sr. Manager, Rail Operations

Bunge – 200 Years of History...and Just Getting Started



What We Do: Feeding and Fueling the World

Bunge processes oilseeds, grains, sugarcane and other agricultural commodities to make products and ingredients with numerous applications for customers worldwide.



Oilseeds



Cooking oils,
margarines and
shortenings



Feed for
animals



Grains



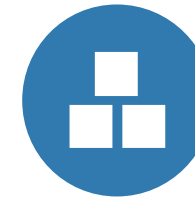
Ingredients used
in cereal, snacks,
baked goods,
beer and other foods



Feed for
animals



Sugarcane



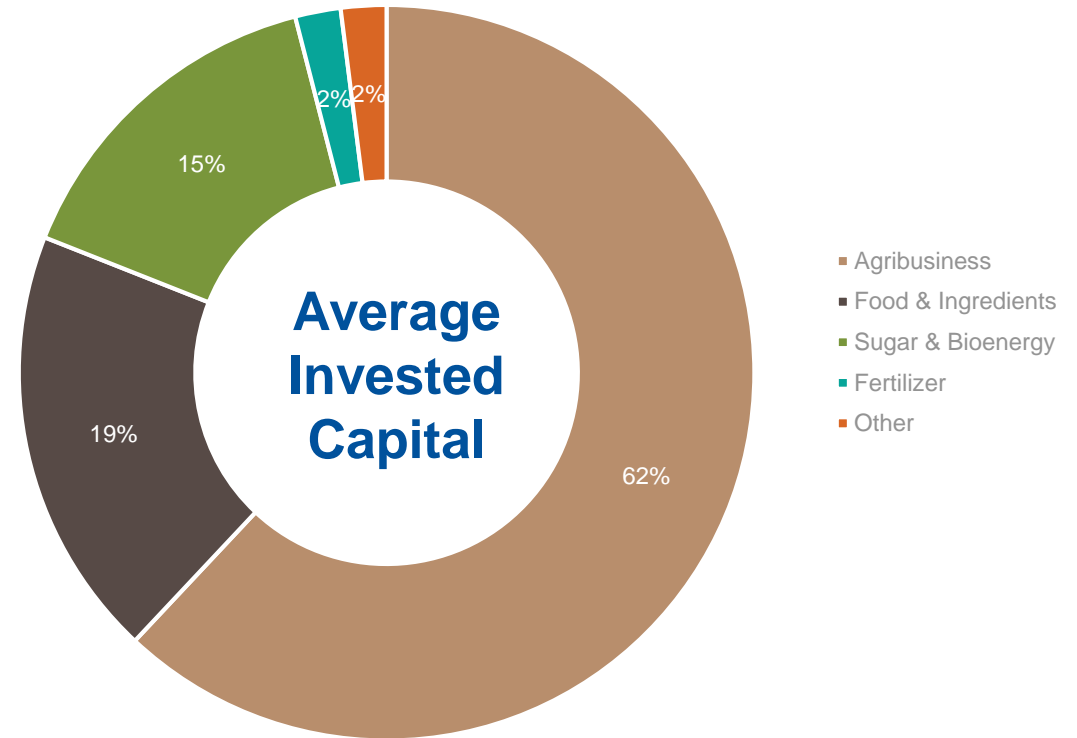
Sugar



Ethanol

Bunge Today

NET SALES	EMPLOYEES
\$46 B	~31,000
FACILITIES	COUNTRIES
~400	~40+



Agribusiness

- A global leader in oilseed processing
- A global leader in grain and oilseed origination and marketing

Food & Ingredients

- Leading producer of oils, margarines & industrial fats in the Americas and Europe
- Growing oils position in Asia
- Leading corn and wheat miller in the Americas

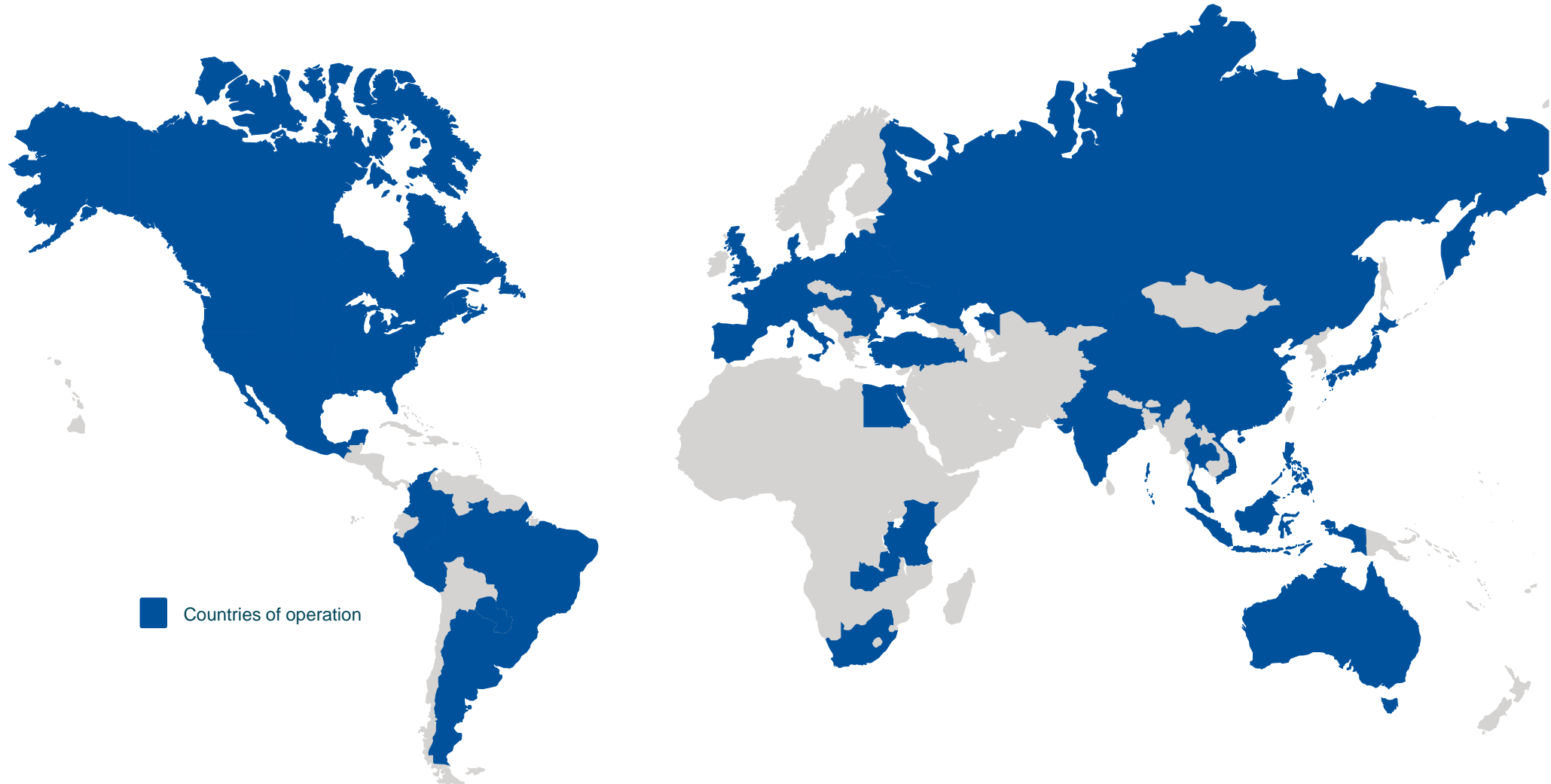
Sugar & Bioenergy

- 21 mmt sugarcane milling capacity producing sugar, ethanol and electricity
- Leader in global trade and distribution

Fertilizer

- Fertilizer production and sales in Argentina
- Fertilizer port operations in Brazil

Balanced Global Presence



North America

EMPLOYEES	FACILITIES
~4,400	~100
COUNTRIES	HEADQUARTERS
Canada, Mexico, U.S.	St. Louis, MO



Agribusiness

- Leading handler of soybeans, corn, wheat, sorghum, canola and rice
- Ports in New Orleans, Longview and Quebec City
- Leading integrated processor in North America

Food & Ingredients

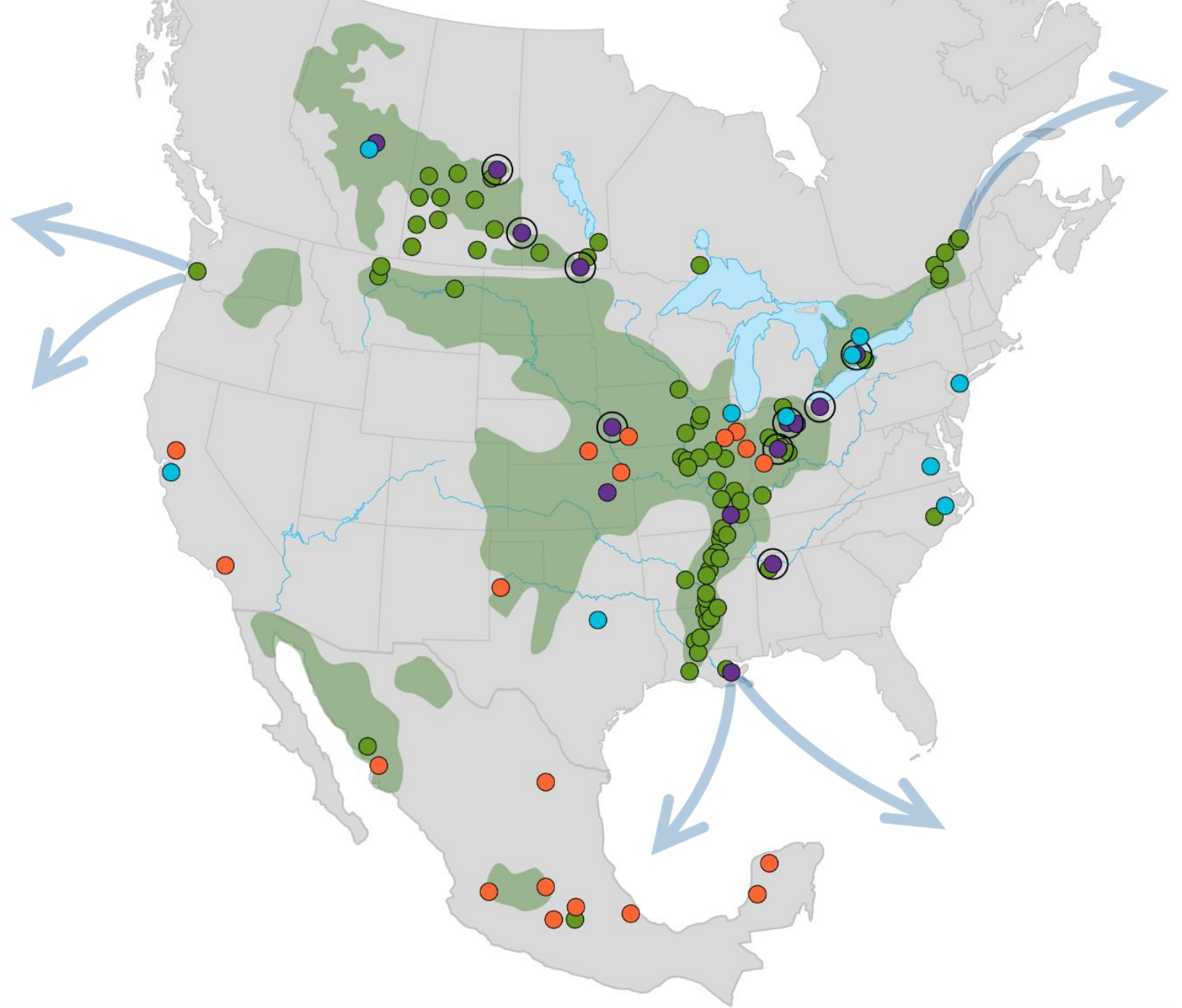
- Leading supplier of full line of oil and milled product solutions to foodservice and food manufacturers
- Largest corn dry miller and leading wheat miller
- Strong product innovations with two research studios

Sugar & Bioenergy

- Investor in an ethanol facility in Iowa
- Key merchant of ethanol and biodiesel
- Strong participant in U.S.-Brazil flows

North America

- Grain
- Oilseed Processing
- ⊙ Integrated Refinery
- Packaging
- Milling



Precision Scheduled Railroading

Challenges

- Several iterations
- Variation in transit times
- Car supply
 - Shippers had to bring cars on to cover changes in transit
 - Railroads reducing cars they may previously supply
- Customer Support
- More expense
 - More cars added to the fleet
 - Accessorials

Precision Scheduled Railroading

Benefits

- Several iterations
 - Are we getting better at it
- Car supply
 - Opportunity to reduce car fleets
- Transit times