



SPOT ON ARRIVAL VS ORDER IN CUSTOMERS

As a railroad customer, there are two options to dictate how cars should be delivered.

Order-In: A customer who by prior arrangement, has notified BNSF, cars shall not be placed or considered to be placed, for loading or unloading, until BNSF has received an order for placement from said customer. Until such order for placement is received, cars will be on constructive placement.

What this means: Cars must be ordered by car number to a specific spot by the customer, through BNSF Web Tools or BNSF Service Support, if and when they are needed. Customers who can not take all/any car(s) that arrive due to differences in product, car type, etc. Must be order in.

Spot-on-Arrival: BNSF, without notification, will place cars for loading or unloading upon their availability for placement.

What this means: Cars are automatically ordered to spot to a customer's facility when they arrive at the serving yard or destination, provided there is capacity.

“Keep Me Full”: Spot-on-Arrival customers may opt to “Keep Me Full”. This means as soon as capacity becomes available cars placed in CP status due to capacity will automatically spot to order. Cars in CP status for other reasons will need to be ordered by the customer. If a customer elects not to utilize the “Keep Me Full” logic, they must order in all CP'd cars.

Benefits from a demurrage standpoint for Spot-on-Arrival Customers.

1. Customer does not need to order cars CP'd for capacity, this is an automated process, if “Keep Me Full is utilized”.
2. Cars arriving in the serving yard or destination will be automatically marked for placement provided capacity is available.
3. As cars are released the oldest car CP'd for capacity reasons will automatically order to spot each time a car is released making room available.