

San Francisco, California

July 1, 1975

File: SB-Know your Railroad-GS

The attached are the answers to the Western Pacific's Sales Meetings questions "Know Your Railroad" given at the Sales Meetings on January 18 and 19, 1975, and February 1 and 2, 1975. Please compare this with your answers.

We are sorry for the delay in returning the answers to you but compilation of these answers took a great deal of time and study. Also the number of questions has been increased due to breaking down of each sub-question so that its a more readable text.


J. L. MARCHES

TPS:fmds
Attach.

San Francisco - June 17, 1975
File: SB-Know Your Railroad - GS.

KNOW YOUR RAILROAD

1. Q. How many industries does WP serve on-line?

A. WP serves approximately 1,100 industries.

2. Q. How many industries does WP serve in my territory?

A. (To be determined by individual Sales Managers and Sales Representatives.)

3. Q. How many off-line customers does WP have?

A. Western Pacific has approximately 13,600 off-line customers.

4. Q. What is the total number of WP customers?

A. The total number of WP customers is approximately 14,700.

5. Q. How many miles of track does WP operate?

A. WP Main Line	1,029
WP Branch Lines	103
WP Total	<u>1,132</u>
Sacramento Northern Railway	145
Tidewater Southern Railway	56
Subsidiary Total	<u>201</u>
System Total	1,333

6. Q. How many freight cars does WP own or lease?

A. The WP owned or leased 6,129 freight cars as of January 1, 1975. Break-downs are as follows:

Unequipped Box Cars:	1,516	Equipped Box Cars:	2,441
Covered Hopper Cars:	450	Open Hopper Cars:	449
Gondolas:	725	Flat Cars:	548

7. Q. Name WP's five largest volume customers?

A. The WP's five largest volume customers in 1974 were:

1. Ford Motor Company.
2. United States Steel Corporation.
3. Del Monte Corporation.
4. Carnation Co.
5. United States Government.

8. Q. What is the average gross revenue per car?
- A. The average gross revenue per car was approximately \$434 in 1974.
9. Q. What is the average gross freight revenue per car for WP's five largest volume customers?
- A. The average gross freight revenue per car for WP's five largest volume customers is approximately \$500.
10. Q. What were WP Railroad's gross revenue and net income in 1974?
- A. Gross Revenue: \$107,404,000 Net Income: \$3,381,000.
11. Q. What is WP's "Bad Order" ratio?
- A. The WP's "Bad Order" ratio was 1.9% in 1974.
12. Q. What is the railroad industry average "Bad Order" ratio?
- A. The railroad industry average "Bad Order" ratio was 6.3% in 1974.
13. Q. How many tunnels are on the WP lines?
- A. The WP Mainline has 42 tunnels, and Bieber line has 6 tunnels.
14. Q. What is the number and the length of the longest tunnel?
- A. The number of the longest tunnel is #8 and the length is 8,856 feet.
15. Q. What tunnel has the smallest clearance?
- A. Tunnel clearances are determined by many factors, i.e., height and width. Refer to published line clearance.
16. Q. What is the maximum grade on WP's Main Line?
- A. The maximum grade on WP's Main Line is 1 per cent.
17. Q. What is the maximum grade on the Keddle-Bieber Line?
- A. The maximum grade on the Keddle-Bieber Line is 2.2 per cent.
18. Q. What is the Southern Pacific's maximum grade Oakland to Ogden?
- | | |
|-----------------------------------|----------------|
| Eastbound, Colfax to Emigrant Gap | 2.42 per cent. |
| Westbound, Truckee to Norden | 1.91 per cent. |
| Eastbound, Emigrant Gap to Norden | 1.94 per cent. |

19. Q. What are the mileages from the Bay Area to the Utah Gateways, SP versus WP?

A. The mileages from the Bay Area to the Utah Gateways, SP versus WP are as follows:

1. Oakland to Ogden via SP 824.9
San Francisco to Ogden via SP 886.2
2. Oakland to Salt Lake City via WP 925.6
San Francisco to Salt Lake City via WP 930.3
3. Differences: Oakland-Salt Lake City-Ogden,
WP is 100.7 miles longer.
Differences: San Francisco-Salt Lake City-Ogden,
WP is 44.1 miles longer.

20. Q. What is the approximate running time in terms of average performance WP versus SP on the Bay Area-Utah Gateway run?

A. The approximate running time in terms of average performance WP versus SP on the Bay Area-Utah Gateway run is 26 hours on WP and SP regular trains. (SP service on mail train and merchandise super-van is faster.)

21. Q. What is the maximum elevation on both WP and SP on the Utah run?

A. The maximum elevation on the WP is 5903 feet at Mile Post 753.7 at West Portal of Tunnel #43 between Silver Zone and Spruce.

The maximum elevation on the SP is 7017 feet at Donner Summit in the Donner Pass crossing of the Sierra-Nevada Mountain Range in California.

22. Q. What is a slide fence?

A. A slide fence is the device used by railroad companies to warn trains of impending danger due to rock slides, washouts and lightening. A slide fence is made up of a series of fence posts with wires strung across connected to electrical circuits arranged so that if the wires are cut or broken this causes the train signals ahead of the train to show a red or stop position so that approaching trains will stop to inspect the track for damage ahead.

23. Q. What are WP's transcontinental schedules with major connections?

A. The WP's transcontinental schedules with major connections are:

	<u>Eastbound - Rio Grande</u>		<u>Eastbound - Union Pacific</u>	
	<u>Flat Back</u>	<u>Carload</u>	<u>Flat Back and</u>	<u>Carload</u>
	<u>TOF</u>	<u>CIX-RG</u>	<u>CIX-UP</u>	
Lv. Oakland	10:30 PM (0)	10:00 PM (0)	10:00 PM (0)	
Arr. SLC	10:30 PM (1)	3:00 AM (2)	3:00 AM (2)	

23. A. (Continued)

	<u>Westbound - Rio Grande</u> <u>B-PBF</u>	<u>Westbound - Union Pacific</u> <u>WPV</u>
Lv. SLC	8:30 PM (0)	10:30 PM (0)
Arr. Oakland	10:00 PM (1)	10:30 PM (1)

24. Q. What is Mini-Bridge traffic?

A. Mini-Bridge traffic is the rail movement of water carrier containers from one U.S. port to another, as part of a through water-rail movement to or from a foreign country. For example, containers moving from Japan to New York are transferred to rail at Oakland for overland movement to the East Coast, in lieu of moving all water to the destination port. The same applies in reverse from New York to Japan.

25. Q. What is WP's current Mini-Bridge traffic?

A. The WP's current Mini-Bridge traffic is:

Sealand, N.Y.K. Lines, Y S Line, Japan Lines, Mitsui (Kerr Steamship), American President Lines.

26. Q. What is an interlocking plant?

A. An interlocking plant is a series of signals used to move trains in and out of a yard or to move trains over another railroad's track where they cross each other. The formal definition is as follows:

An interlocking plant is an arrangement of signals and signal appliances so interconnected that their movements must succeed each other in proper sequence and for which interlocking rules are in effect. These interlocking plants may be operated manually, remotely or automatically.

27. Q. What is a home signal?

A. A home signal is a fixed signal at the entrance of a route or block to govern trains or engines entering and using that route or block. This simply means that a home signal controls the movement of trains over the railroad so that there are no conflicts between trains.

28. Q. What is a restricted signal?

A. A restricted signal is a flashing yellow signal which indicates to the train to proceed at yard limit speed in accordance with specific time table instructions. Normally this means that the train will move down the track at such a speed as to be able to stop for any dangerous condition which may exist, (i.e., broken rail).

29. Q. What is "Approach Medium"?

A. An Approach Medium is usually a flashing yellow signal indicating "Proceed-reducing to minimum speed before approaching the next signal". Generally the next signal is either a red signal or a yellow signal.

30. Q. What is the maximum load limit on WP lines?

A. The maximum published load limit on the WP lines is 263,000 lbs. This can only be exceeded with permission of the Operating and Engineering Departments.

31. Q. What are California and Nevada Public Utilities Commissions' minimum side track clearances?

A. California and Nevada's Public Utilities Commissions' minimum side track clearances are 8-1/2 feet to each side from the center of the rail.

32. Q. What is the capacity of the Motor Vessel "Las Plumas"?

A. The capacity of the Motor Vessel "Las Plumas" is 20 to 25 cars depending on the length of the cars, and 220,000 lbs. per car, or net carrying capacity of 6,160,000 lbs.

33. Q. What are WP's five major commodity groups in rank order of volume?

A. The WP's five major commodity groups in rank order of volume are:

1. Food and Kindred Products (STCC 20).
2. Transportation Equipment (STCC 37).
3. Primary Metal Products (STCC 33).
4. Lumber or Wood Products,
except Furniture (STCC 24).
5. Pulp, Paper or Allied Products (STCC 26).

34. Q. What are the five most profitable commodity groups and what was the 1974 system average gross revenue per car?

- A. 1. Ordnance (STCC 19) Gross Revenue - 1235
2. Transportation Equipment (STCC 37) Gross Revenue - 623
3. Machinery (STCC 35) Gross Revenue - 653
4. Chemicals and Allied Products (STCC 28) Gross Revenue - 537
5. Primary Metals (STCC 33) Gross Revenue - 542

35. Q. How many locomotives does WP have?

- A. 1. The WP has 133 Road Engines.
2. The WP has 18 Yard Engines.

36. Q. How many run-through services does WP have?

A. The WP has three run-through services each way per day with the Burlington Northern: 137-138, 139-140, 170-171.

The WP has three run-through services with the Union Pacific, one eastbound and two westbound each day: Eastbound WPX; Westbound, WPV, WPF.