

Commodity Revenue Stratification Report for 2004
Summary of Revenues and URCS Variable Costs by Two-Digit STCC and Revenue-to-Variable Cost (RVC) Ratio Category
Based Upon 2004 Waybill Data (000s)

STCC	Description	RVC < 100		100 <= RVC < 180		RVC >= 180	
		Revenue	Variable Costs	Revenue	Variable Costs	Revenue	Variable Costs
01	Farm Products	\$ 208,355	\$ 265,928	\$ 1,850,736	\$ 1,329,015	\$ 1,072,325	\$ 455,032
08	Forest Products	\$ 974	\$ 2,143	\$ 3,210	\$ 2,642	\$ 962	\$ 289
09	Marine Products	\$ 1,371	\$ 1,707	\$ 2,386	\$ 2,074	\$ 1,828	\$ 749
10	Metallic Ores	\$ 16,053	\$ 21,960	\$ 280,774	\$ 203,197	\$ 197,150	\$ 82,467
11	Coal Products	\$ 966,253	\$ 1,221,313	\$ 4,422,408	\$ 3,405,295	\$ 3,220,229	\$ 1,307,467
13	Petroleum Products	\$ 522	\$ 540	\$ 12,361	\$ 8,486	\$ 4,939	\$ 2,384
14	Nonmetallic Minerals	\$ 158,263	\$ 191,552	\$ 761,654	\$ 560,685	\$ 282,757	\$ 126,737
19	Ordance	\$ 903	\$ 1,227	\$ 918	\$ 620	\$ 23,937	\$ 5,365
20	Food Products	\$ 632,107	\$ 797,075	\$ 1,801,385	\$ 1,378,553	\$ 442,248	\$ 206,378
21	Tobacco Products	\$ 15	\$ 37	\$ -	\$ -	\$ -	\$ -
22	Textile Mill Products	\$ 1,101	\$ 1,479	\$ 10,708	\$ 8,276	\$ 4,429	\$ 1,849
23	Finished Textiles	\$ 10,200	\$ 14,002	\$ 71,773	\$ 51,738	\$ 75,304	\$ 30,023
24	Wood Products	\$ 432,029	\$ 554,312	\$ 1,292,098	\$ 998,443	\$ 141,628	\$ 69,351
25	Furniture	\$ 6,524	\$ 9,790	\$ 28,565	\$ 20,282	\$ 34,757	\$ 14,198
26	Pulp & Paper Products	\$ 350,809	\$ 446,280	\$ 1,181,320	\$ 905,939	\$ 219,766	\$ 101,748
27	Printed Matter	\$ 1,068	\$ 1,374	\$ 12,489	\$ 8,758	\$ 14,862	\$ 6,486
28	Chemical Products	\$ 358,173	\$ 485,063	\$ 2,088,323	\$ 1,498,195	\$ 2,629,823	\$ 1,086,727
29	Petroleum or Coal Products	\$ 122,645	\$ 153,744	\$ 609,204	\$ 444,135	\$ 599,645	\$ 252,801
30	Plastic Products	\$ 11,962	\$ 17,566	\$ 69,785	\$ 50,158	\$ 41,710	\$ 18,684
31	Leather Products	\$ 122	\$ 132	\$ 3,924	\$ 2,847	\$ 3,422	\$ 1,477
32	Stone & Glass Products	\$ 82,459	\$ 103,889	\$ 825,730	\$ 594,561	\$ 505,626	\$ 230,655
33	Metal Products	\$ 256,537	\$ 316,768	\$ 1,056,354	\$ 791,274	\$ 266,311	\$ 123,662
34	Fabricated Metal Products	\$ 5,875	\$ 7,697	\$ 27,232	\$ 20,004	\$ 16,787	\$ 6,837
35	Machinery	\$ 5,545	\$ 7,372	\$ 38,034	\$ 27,287	\$ 32,510	\$ 11,702
36	Electrical Machinery	\$ 40,973	\$ 54,914	\$ 78,311	\$ 58,737	\$ 64,199	\$ 23,669
37	Transportation Equipment	\$ 888,367	\$ 1,116,840	\$ 2,297,989	\$ 1,767,406	\$ 481,718	\$ 214,636
38	Scientific Instruments	\$ 138	\$ 193	\$ 1,810	\$ 1,338	\$ 3,926	\$ 1,692
39	Miscellaneous Products	\$ 5,957	\$ 7,701	\$ 23,878	\$ 17,227	\$ 23,979	\$ 10,501
40	Scrap Materials	\$ 184,579	\$ 265,735	\$ 580,621	\$ 435,546	\$ 211,873	\$ 97,930
41	Miscellaneous Freight	\$ 10,924	\$ 13,321	\$ 107,936	\$ 78,877	\$ 128,765	\$ 36,676
42	Empty Containers	\$ 346,394	\$ 511,463	\$ 223,585	\$ 182,661	\$ 49,104	\$ 22,498
43	Express Mail	\$ 2,946	\$ 4,416	\$ 36,724	\$ 24,632	\$ 33,707	\$ 14,715
44	Freight Forwarder Traffic	\$ 15,683	\$ 18,648	\$ 88,575	\$ 58,918	\$ 115,582	\$ 52,251
45	Shipper Association Traffic	\$ 1,442	\$ 1,857	\$ 6,366	\$ 4,718	\$ 2,113	\$ 976
46	Misc Mixed Shipments Exc, Forwarded	\$ 1,038,082	\$ 1,310,967	\$ 3,549,968	\$ 2,641,535	\$ 1,425,332	\$ 625,384
47	Small Packages	\$ 2,165	\$ 2,399	\$ 43,779	\$ 28,123	\$ 98,838	\$ 42,805
48	Hazardous Waste	\$ 132	\$ 149	\$ 11,537	\$ 7,523	\$ 27,008	\$ 10,891
	Total	\$ 6,167,649	\$ 7,931,554	\$ 23,502,449	\$ 17,619,707	\$ 12,499,096	\$ 5,297,690