



# BNSF Intermodal

**Katie Farmer**

GROUP VICE PRESIDENT, CONSUMER PRODUCTS

JANUARY 12, 2017

All slides are copyright 2017. BNSF Railway Company. All Rights Reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage and retrieval system, without permission in writing from the copyright owner. The information on these slides is accurate as of the date of this presentation and BNSF assumes no duty to update the information for future developments.





# Intermodal Industry Overview

# Relay Teamwork Drives Intermodal Efficiency





# Growth Between 1990 and 2015

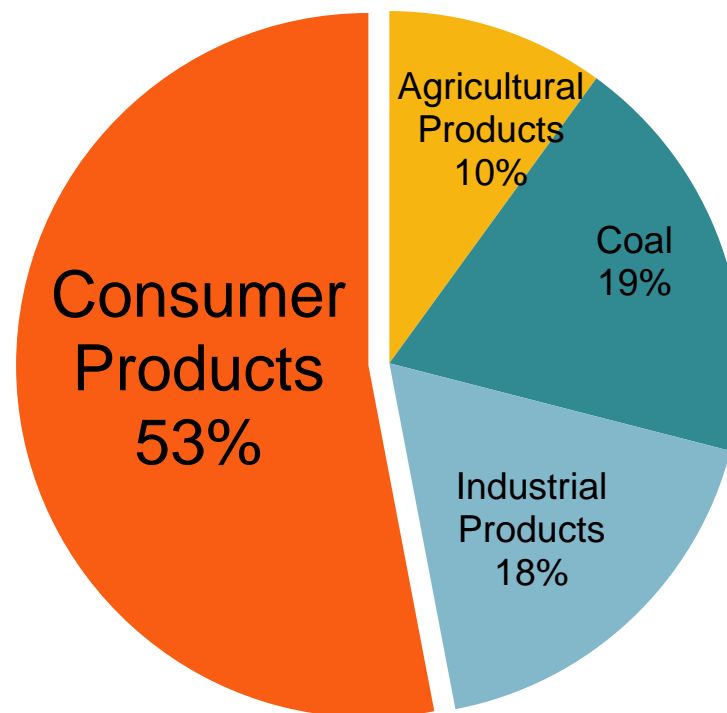


Source: U.S. Census and AAR

# Consumer Products is Half of BNSF's Volume



2016



Source: AAR, volumes in units

---

# Investing Capital

---



# Southern Transcon Investments



2,200  
mile route

99.8%  
double track

\$3B  
investment





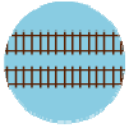
# Expansion in the Northern Corridor



**+\$3.5B** in Capital Expansion  
2014-2016



+1,000 miles of CTC



+135 miles of double-track



13 new sidings added



15 sidings extended





# New Crane Module in Logistics Park Chicago



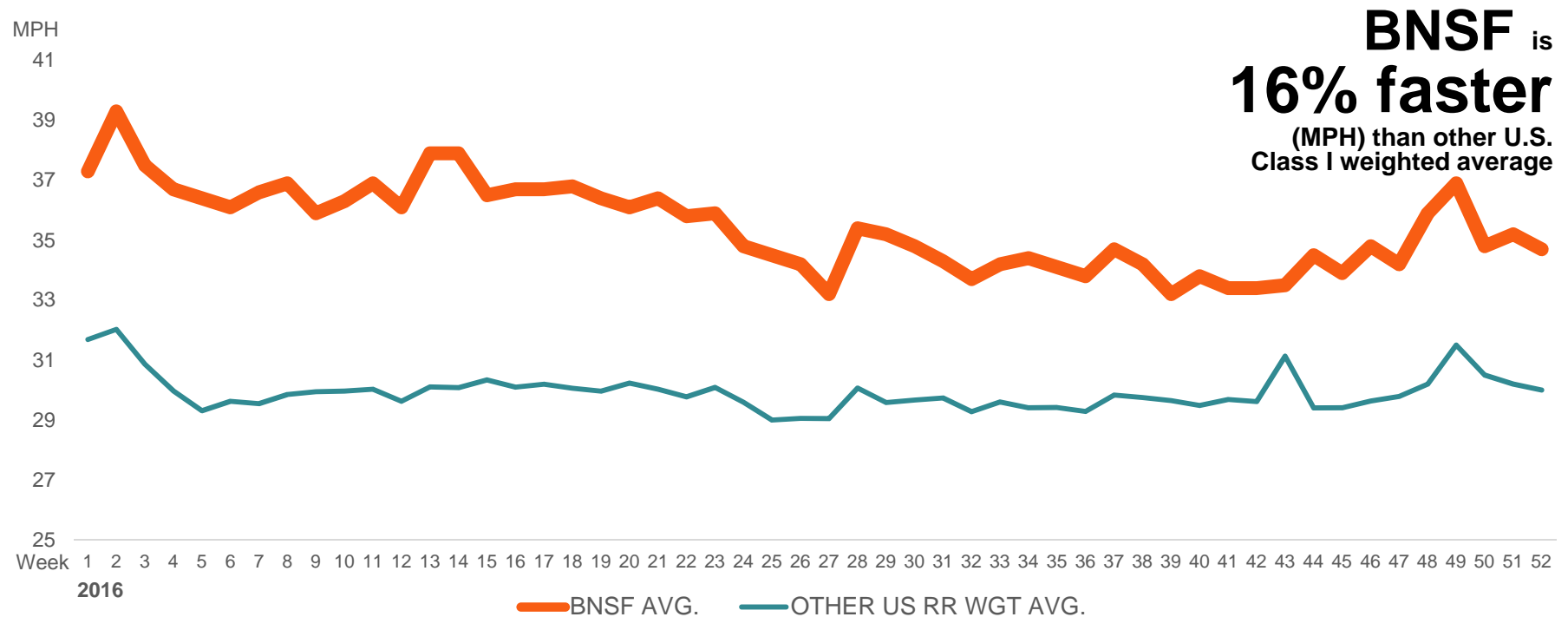
**+500k**  
**MORE LIFTS**  
per year



# BNSF Has the Fastest Intermodal Service



## BNSF INTERMODAL VELOCITY VS. OTHER U.S. CLASS I RAILROADS



\*AAR Data is intermodal train velocity week 1, 2016 – week 52, 2016



An aerial photograph of a freight train crossing a long bridge over a wide river. The train consists of several orange and black locomotives followed by a long line of white and orange intermodal containers. The river is a deep blue, and the surrounding landscape is a mix of green trees and dry, brownish hills. The sky is clear and blue. The text "Responding to Change" is overlaid on the right side of the image, flanked by two horizontal orange lines.

# Responding to Change

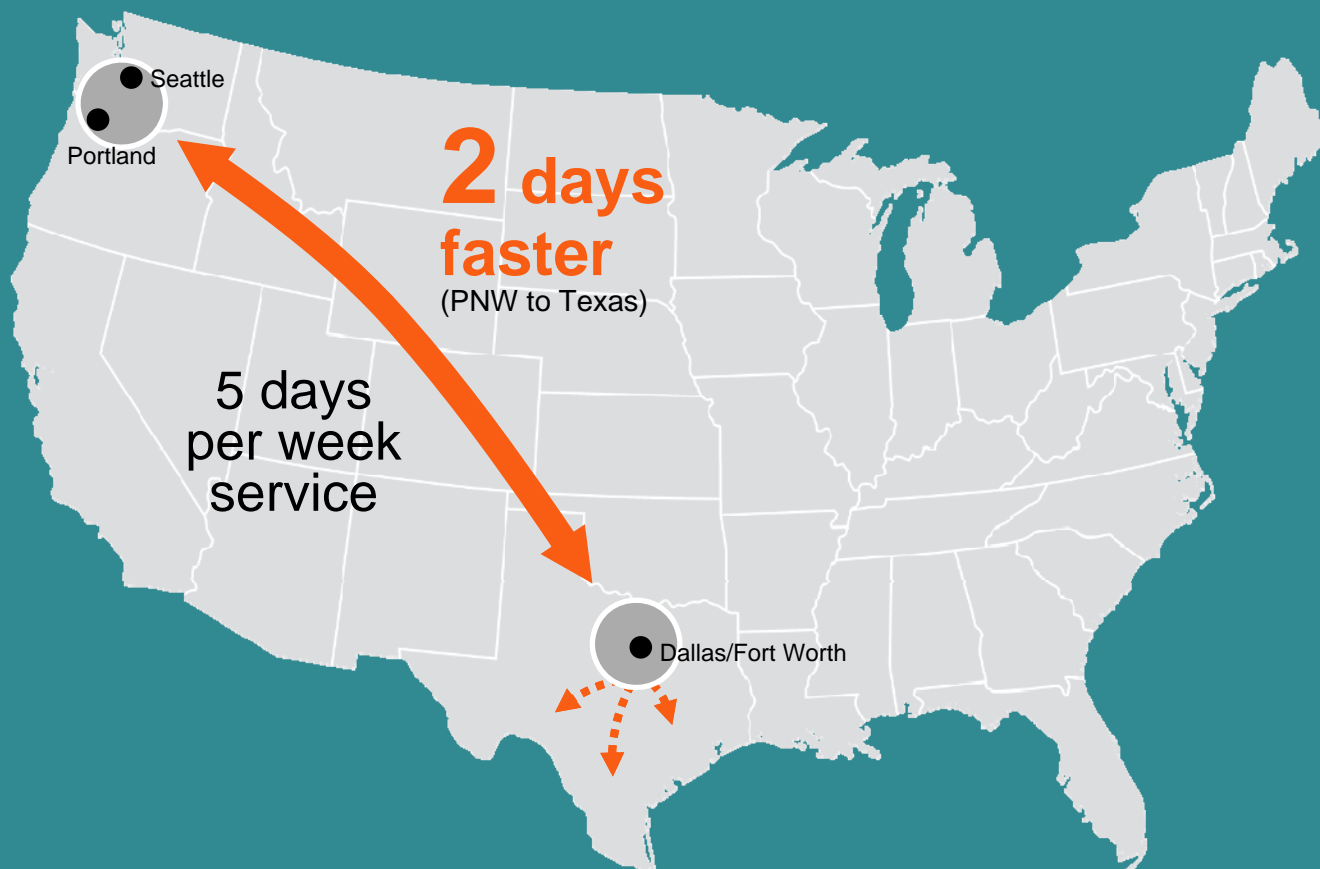


# The Culture of Consumerism is Changing

**BNSF**  
RAILWAY



# New PNW-Texas Service



# New Joint Service with KCS to/from Mexico

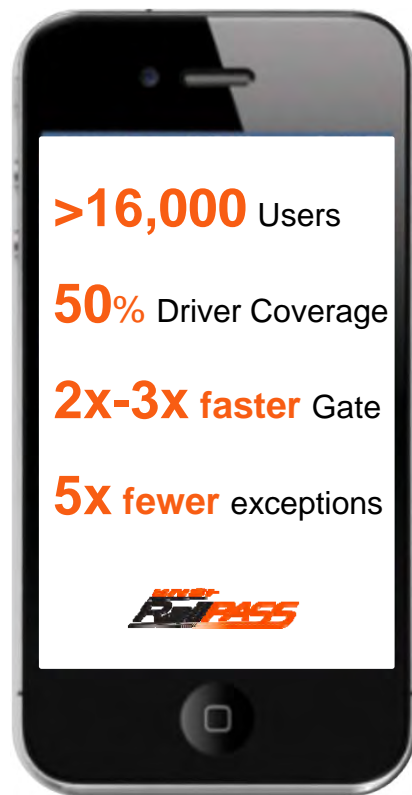


**5** days  
per week  
service

— BNSF  
— KCS  
— Ferromex



# RailPASS Technology Provides Efficiency



# Better Supply Chain Visibility with ETN





Looking Ahead



# Industry Facing Headwinds



**Driver Shortages**



**Crumbling Infrastructure**



**Increased Regulations**

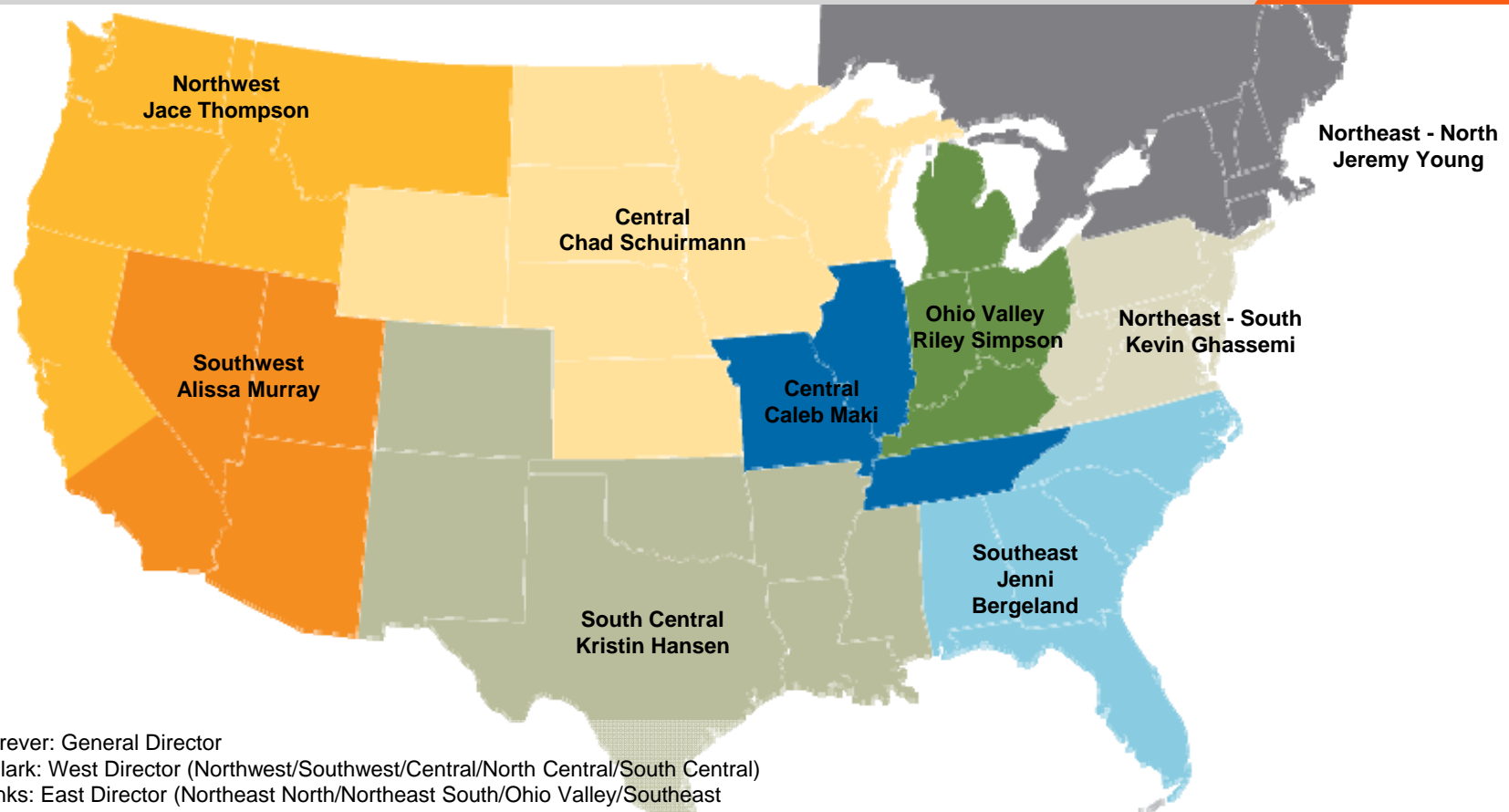


**Permitting**



**Industry Consolidation**

# BNSF's Intermodal Solutions Team



Todd Strever: General Director

David Clark: West Director (Northwest/Southwest/Central/North Central/South Central)

Ben Banks: East Director (Northeast North/Northeast South/Ohio Valley/Southeast)

**BNSF**  
RAILWAY

