

How tomorrow moves



## ***Presentation for CSXT Regional Development***

*Influencing the location of new and expanding rail business  
to CSX and CSX served Short Lines*

# CSX Transportation

- One of seven Class I railroad companies in North America
- Dates back to 1827
- CSXT serves 23 states, the District of Columbia, and two Canadian provinces
- CSXT connects to 230 shortlines and Regional Railroads
- Approximately 21,000 miles of rail network
- Over 34,000 employees



# REGIONAL DEVELOPMENT MANAGERS

1	Patricia Byrne	518-767-6326
2	Steve Davis	614-793-3065
3	Jeff Wagoner	630-904-1493
4	Jim Van Derzee	804-226-7504
5	Alan Beaty	615-371-6323
6	Chris Phillips	803-892-7819
7	John Sanford	205-943-4771
8	Aubrey Brown	904-366-4740
9	Stephanie Siedoff	813-664-6323



How tomorrow moves



# What CSX can bring to the table...

## Knowledge of US Industry and Politics

- Over 300 **Sales and Marketing professionals** work daily with all industry sectors to understand their businesses and markets. Includes:
  - International Group knows 70 US ports and their materials handling capability
  - Logistics options via Intermodal, 3PL, transload (TRANSFLO)
- **Environmental Group** knows the current regulations for shipment of hazardous materials
- **State Relations** knows the current legislative and political environment
- **Regional Development is a strategic and project management partner that serves as the customer's and the Economic Development community's single point of contact which can tap all these resources**

# The “Rail Renaissance” starts with Marketplace drivers . . .

## Global Trade

- ✓ *Global economies double by 2020*
- ✓ *Creates more transportation demand*

## Population

- ✓ *Growth drives more consumption*
- ✓ *Shifting population into the Southeast*

## Environment

- ✓ *Safe and secure handling of products*
- ✓ *Rails are more environmentally friendly*

## Competition

- ✓ *Highway congestion is getting worse*
- ✓ *Driver shortages and hours of service*
- ✓ *Fuel costs have escalated*

## Regulations

- ✓ *Balanced regulatory solutions required*

# The Rail Advantage...By the Numbers

- A ton of freight can move 436 miles on one gallon of fuel.
- A single train can carry the load of more than **280 trucks**.
- On average, railroads are **3 or more times** more fuel efficient than the alternative.
- The U.S. EPA estimates that moving freight by rail emits **three times less** nitrogen oxides and particulates than alternate modes of transportation.
- If just 10% of the freight that currently moves by truck were diverted to rail instead, fuel savings would approach **1 billion gallons** per year.

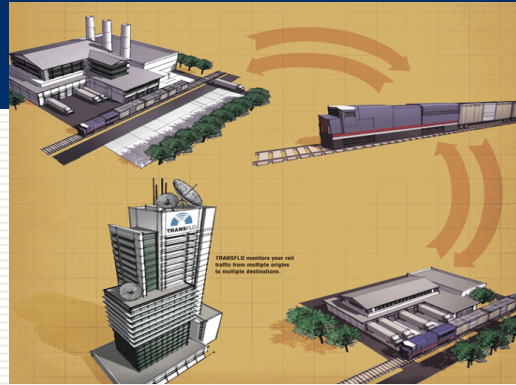
# When do you have a viable rail site?

## It all starts with the physical characteristics

- ✓ *Location of existing rail line*
- ✓ *Horizontal/Vertical design constraints*
- ✓ *Other “challenges”*
- ✓ *Operating considerations*
- ✓ *No rail line, consider CSX Transflo, Intermodal or Shortline partners*

# Rail options are still available when the CSX site has physical limitations or volumes are too small

## TRANSFLO



### Terminal Services

- ✓ Bulk Transloading
- ✓ ISO 9001:2000 Certified
- ✓ 60+ locations US, CN
- ✓ Heating, blending, sampling
- ✓ Near 6 Sigma performance
- ✓ Distribution analysis and sales
- ✓ Transload over 500 commodities

### Supply Chain Management

- ✓ Make Rail Easy
- ✓ Network inventory visibility
- ✓ Track, trace, intervention
- ✓ Fleet management
- ✓ Multi-modal shipment mgt
- ✓ EDI





# What Can You Do to Help the Process?

- **Site Development**
  - Work together to develop rail-served sites, land use planning, industrial parks
  - Retain rail sites for rail projects
- **Project Management**
  - **Get us involved early** (Confidentiality will be maintained)
    - Before the site is selected
    - Before plans are prepared
- **Let's work together!**