

BNSF Railway

BNSF Intermodal

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February 9, 2010

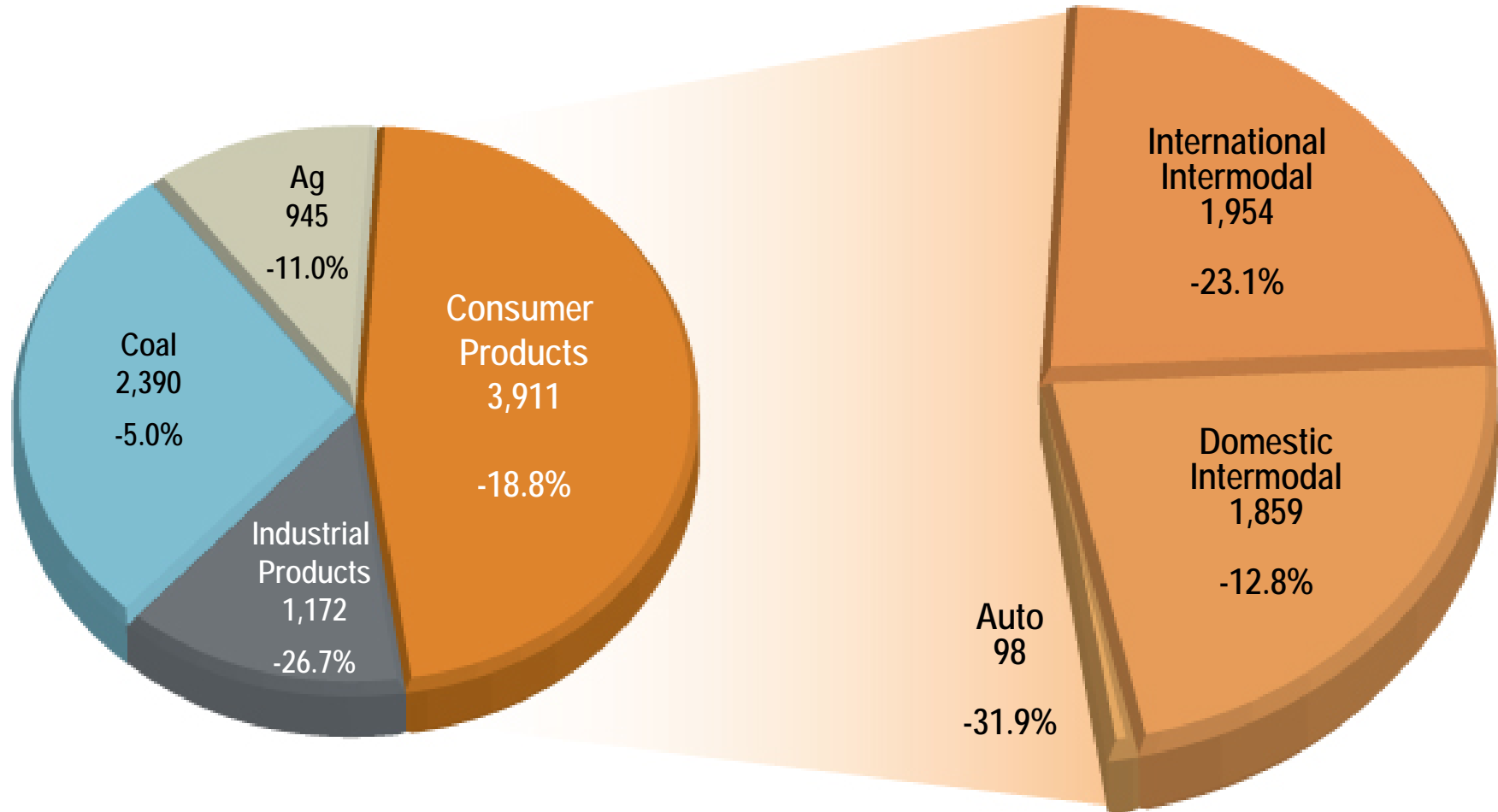


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BNSF Consumer Products Volume 2009 Full Year

Total units and % change from 2008

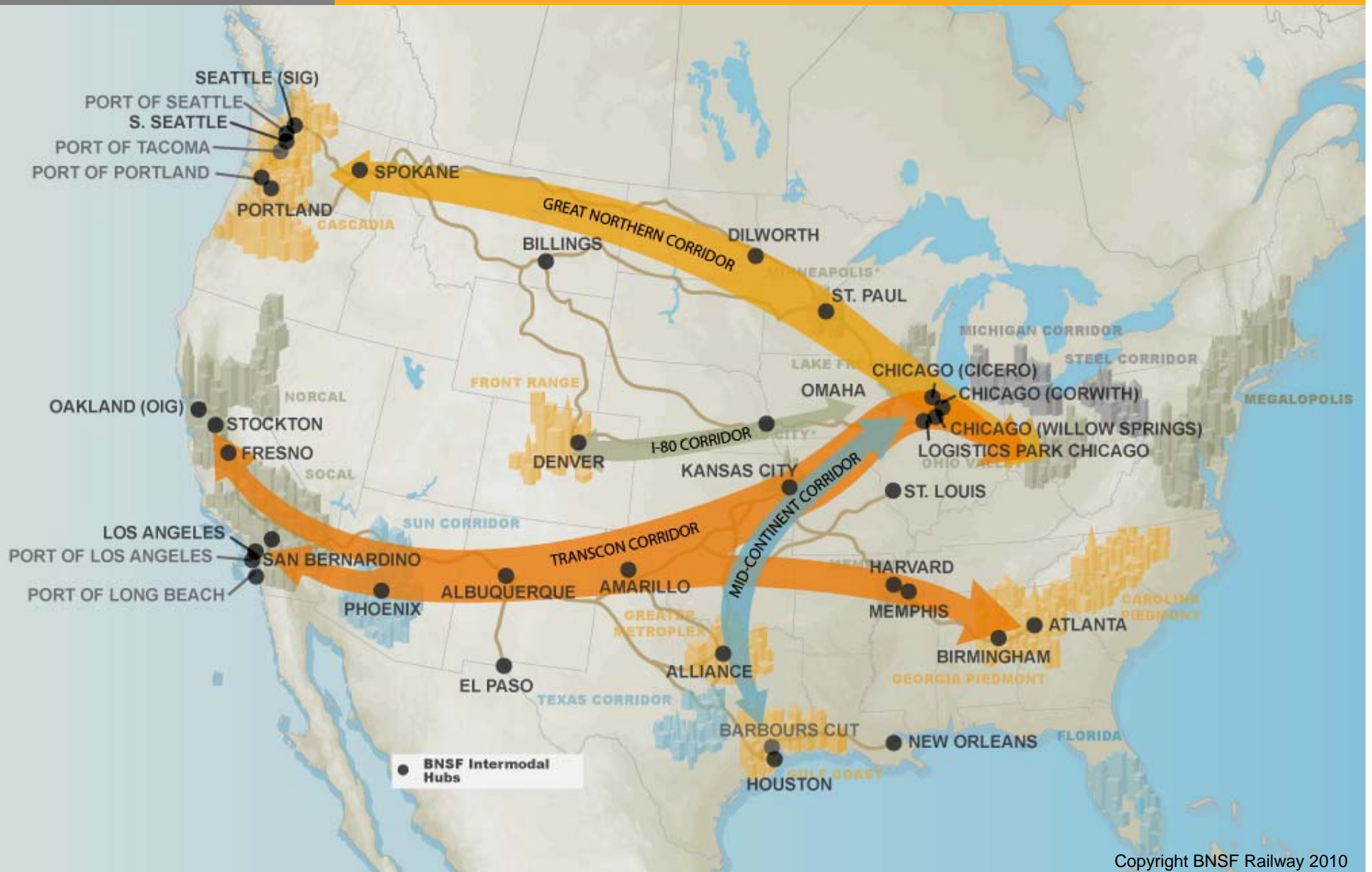
Thousands



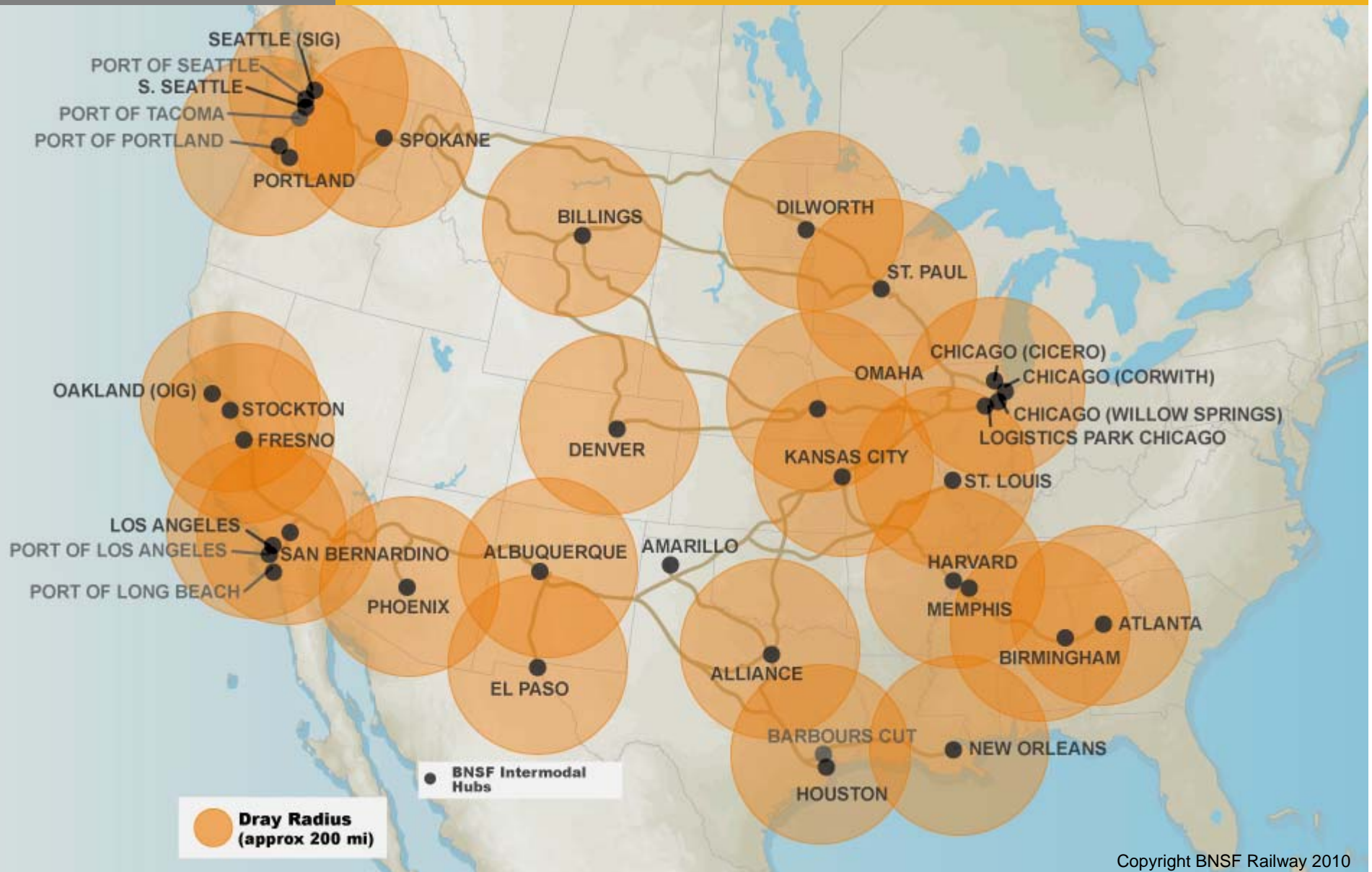
2009 Total BNSF Volume 8,418 -15.8%



BNSF Intermodal Network



BNSF Intermodal Network



Service Levels Fit Your Needs



SPEED

- Expedited Service
- 800+ miles per day*
- Trailer and Container Service
- The industry's fastest service



VALUE

- Premium Service
- 400-600+ miles per day* (domestic)
- 400+ miles per day* (international)
- Container only service

*Measurement derived from cutoff at origin to availability at destination

Service schedules can be found at <http://www.bnsf.com/bnsf.was6/siisweb/cntrl>



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Why Intermodal?



Solutions
that Save
You Money



Reduce your
Carbon
Footprint



Fast Service
you can
Depend On

Attributes of BNSF Intermodal



- 1. Largest intermodal provider in the world**
- 2. Committed to the intermodal market**
- 3. Best geographic coverage**
- 4. Most service options**
- 5. Easy access**
- 6. Transportation savings**
- 7. Reduces carbon emissions**
- 8. Reduces our nation's dependence on fossil fuel**

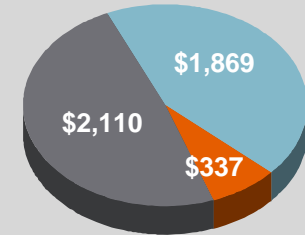
BNSF[®]

MYTH

Busters!

Myth #1 BNSF is no longer interested in International business

- **International business generates \$2B- \$3B in revenues at BNSF**
 - 14% of BNSF revenue in 2009
 - 47% of BNSF Intermodal revenue
- **BNSF has invested Billions of dollars to support international business**
 - Double/triple track primary routes between west coast ports and inland markets
 - Inland facilities and Logistics Parks (Chicago, Dallas/Fort Worth, Memphis, Kansas City, Atlanta)
 - West Coast intermodal facilities in PSW and PNW
- **We believe Asia and specifically China will continue to grow as a trade partner with the US**



■ Domestic Intermodal = \$2,110
■ International Intermodal = \$1,869
■ Auto = \$337



**BNSF is ~~not~~ interested in
International business**

**BNSF IS COMMITTED to
International intermodal
business**

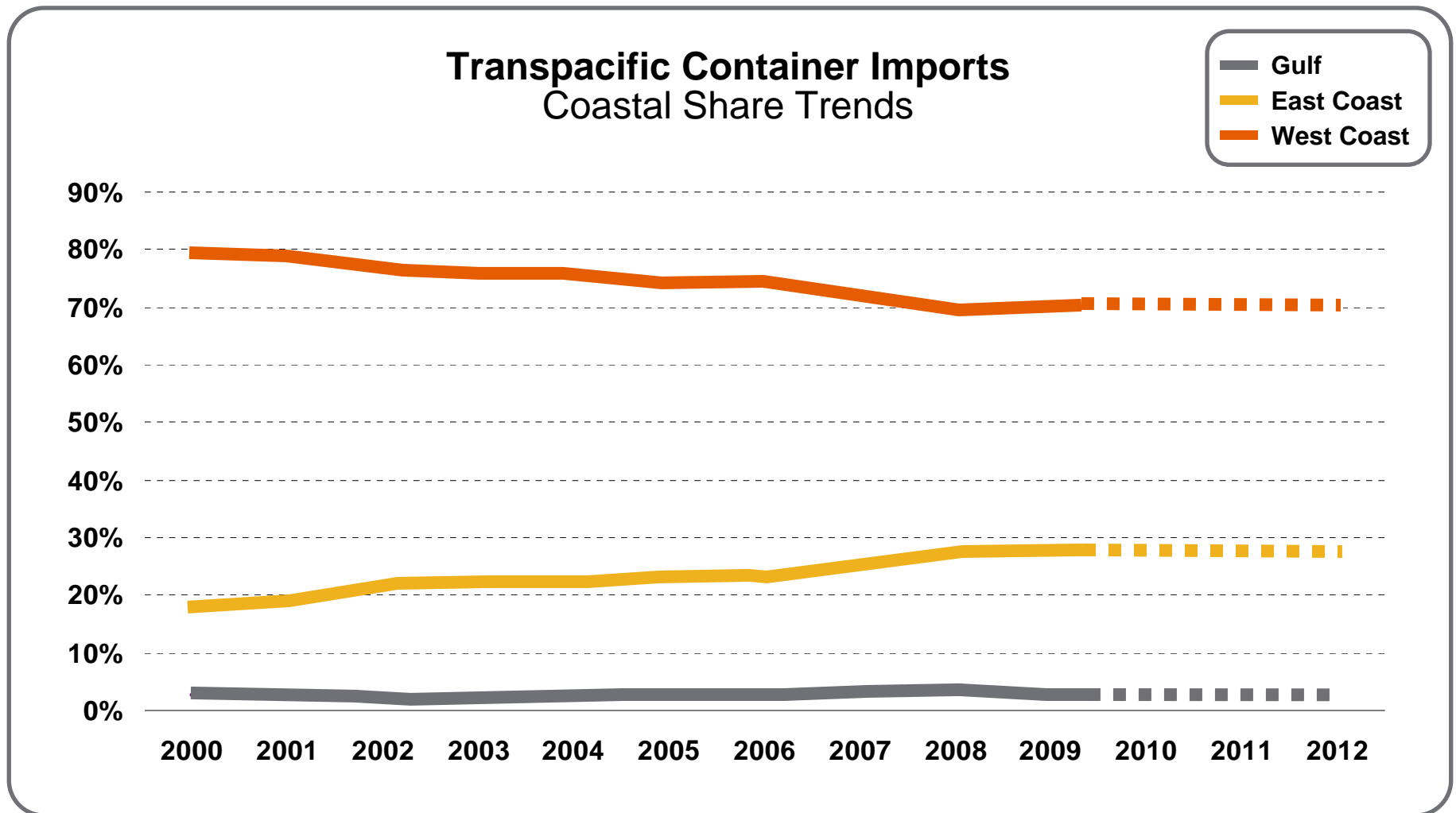


MYTH #2

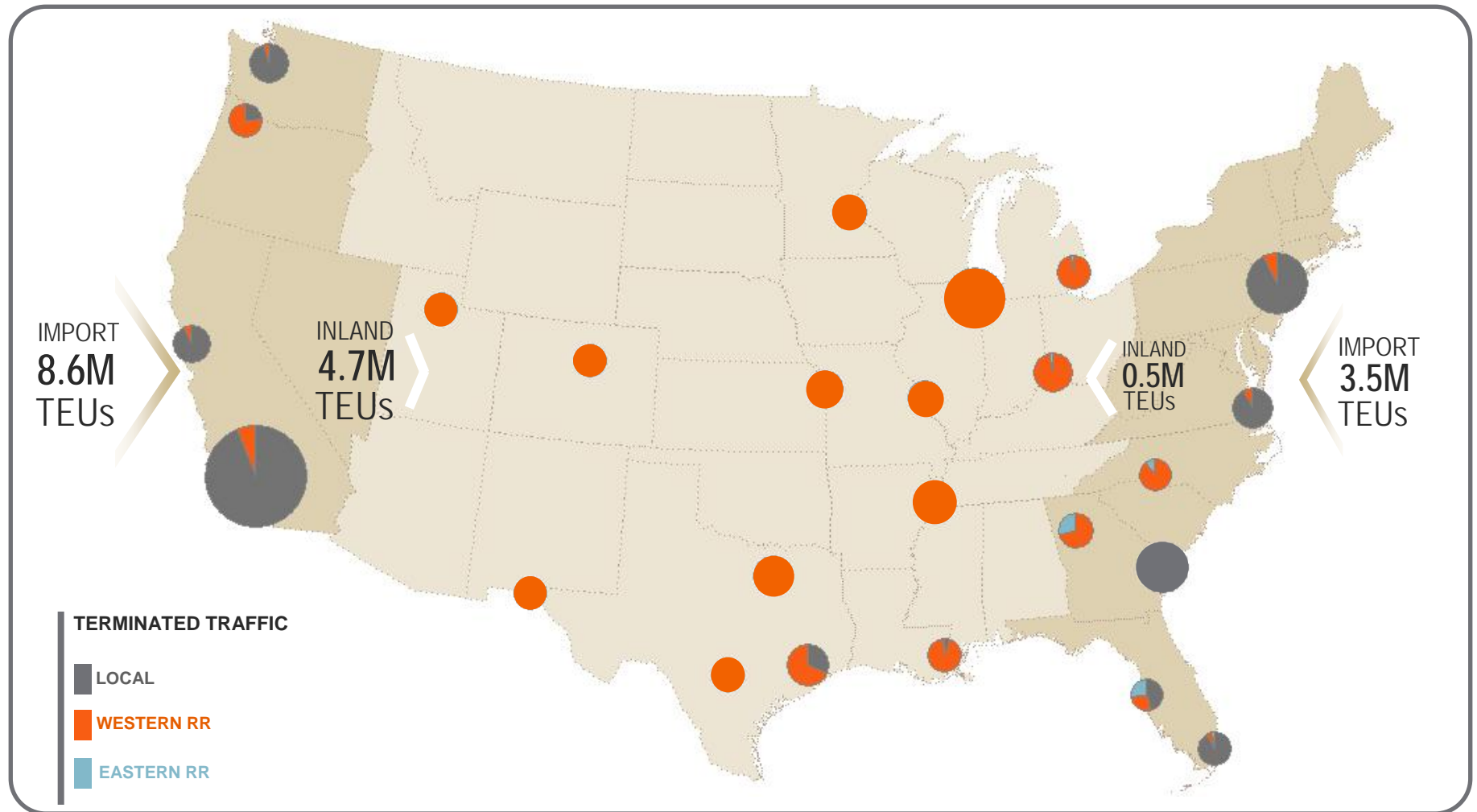
All-water service:

- ✓ continues to grow
- ✓ is penetrating major inland markets
- ✓ will grow more when Panama Canal expansion is complete

Myth #2 All water service continues to grow



Myth #2 All water service is penetrating major inland markets



Myth #2 All water service will grow more when the Panama Canal expansion is complete

- **Transit via the WC is 7 - 10 days faster than all-water service**
- **East Coast markets require 2,000 more miles of transit to reach destination and inland markets require additional miles – Not Practical**
- **Extra miles burn more fuel, produce more carbon emissions**
- **East Coast routing requires at least 2 - 3 more vessels, millions of dollars more investment in vessels**
- **Panama Canal will increase transit fees to recover debt incurred for expansion**
- **East Coast ports will not be able to accommodate large vessels without significant dredging**
- **Most NY/NJ ports will not be able to accommodate larger vessels without addressing Bayonne Bridge clearance (\$2B+ project)**

MYTH #2

All-water service continues to grow, is penetrating major inland markets, and will grow more when Panama Canal expansion is complete

BUSTED

All-water service:

- Growth and market share has STABILIZED
- Is NOT penetrating major inland markets
- Has MANY issues that will limit growth, even when the Panama Canal expansion is complete

Myth #3 BNSF is no longer interested in non-asset transportation providers like IMCs, 3PLs, brokers, etc.

- BNSF does business today with more than 100 non-asset companies
- BNSF moves approximately 150,000 loads a year for non-asset providers
- BNSF is actively pursuing new business with non-asset providers through providers such as JBH, SNI, Swift, Hub Group, etc.
- Business controlled by non-asset providers is growing on the BNSF network



**BNSF is no longer interested in
non-asset transportation providers
like IMCs, 3PLs, brokers, etc.**



**BNSF IS interested in non-asset
transportation providers like
IMCs, 3PLs, brokers, etc.**

Myth #4 BNSF plans to eliminate trailer service

- Trailer volume represents about 20% of BNSF intermodal business (almost 1M shipments)
- In 2009 121 companies moved trailer business on the BSNF network
- Very few carriers own containers
- BNSF is the most trailer friendly railroad
- BNSF moves 80% of trailers that use intermodal line-haul



BNSF MYTH #1
plans to eliminate
trailer service
BUSTED

BNSF CONTINUES
to serve the trailer market