

value

Supply Chains: A New Role for Intermodal

June 14, 2011

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CSX Transportation



How tomorrow moves



Transportation is more relevant than ever





How goods get to market is increasingly important



Move
what
matters



In ways
that
matter





Transportation is about more than just moving goods



The CSX message reflects mainstream values



Engaged citizens who recall CSX ads	2007	2010
I felt more positive about CSX after seeing the ads	69*	88
Critical/essential to economy	63	81
Does business in an environmentally responsible manner	37	62
A company that has an impact on me	39	61
Progressive company	35	60

Source: 2010 Brand Perception Survey (* NB started tracking in 2008).

Beneficial Cargo Owners share these same values ...

General Mills keeps green scorecard on suppliers†

June 6, 2011



Wal-Mart's motive is no secret: Going green saves it money†

June 4, 2011

Speedy suppliers must go green or miss out†

June 7, 2011

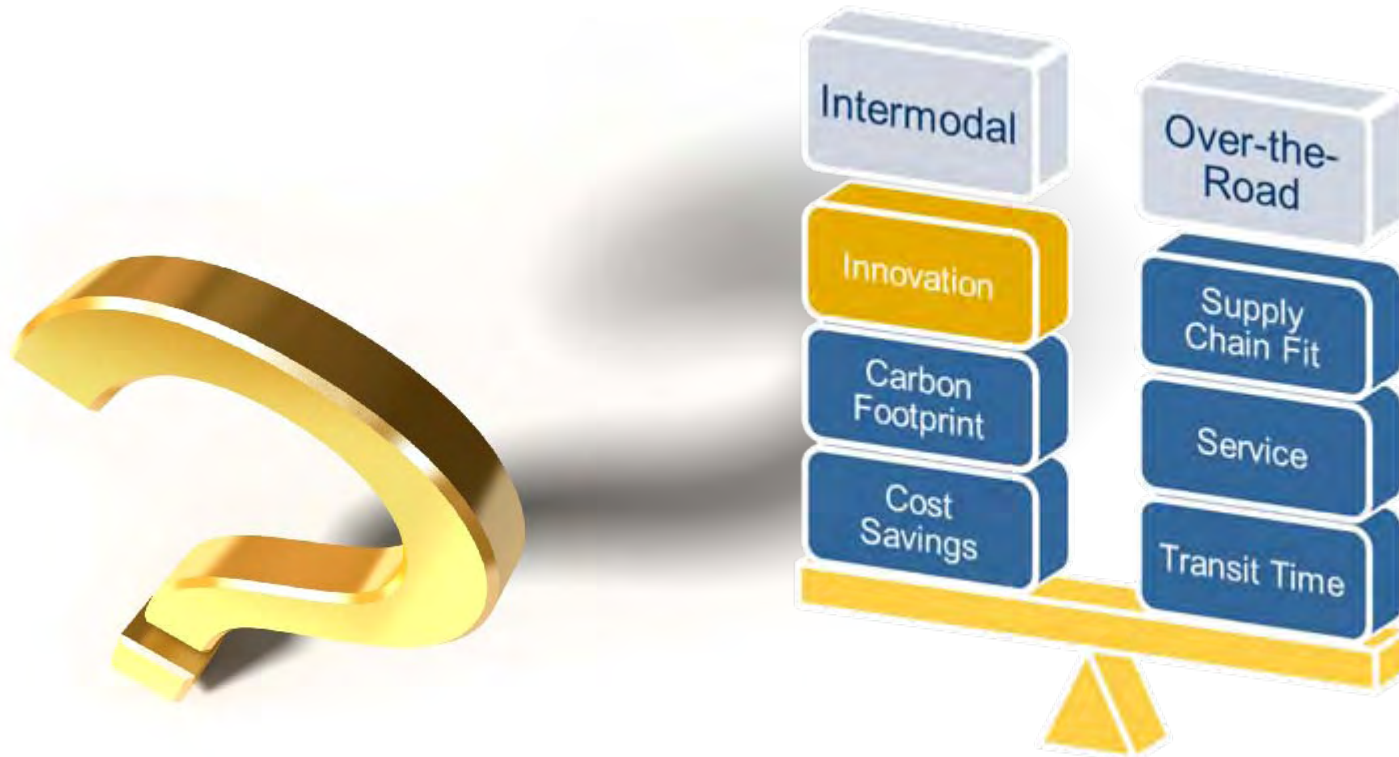
P&G Welcomes New Members to U.S. Sustainability Expert Advisory Panel†

May 31, 2011

The time is now to question old assumptions



The time is now to question old assumptions



Investments characterize the “Intermodal Renaissance”



- Increase network capacity
 - New and expanded terminals
 - Double-stack clearances
 - Rail-provided container fleets
- Pioneer capacity management
 - Innovative terminal design
 - State-of-the-art technologies

Nothing brings it all together like the National Gateway



National Gateway

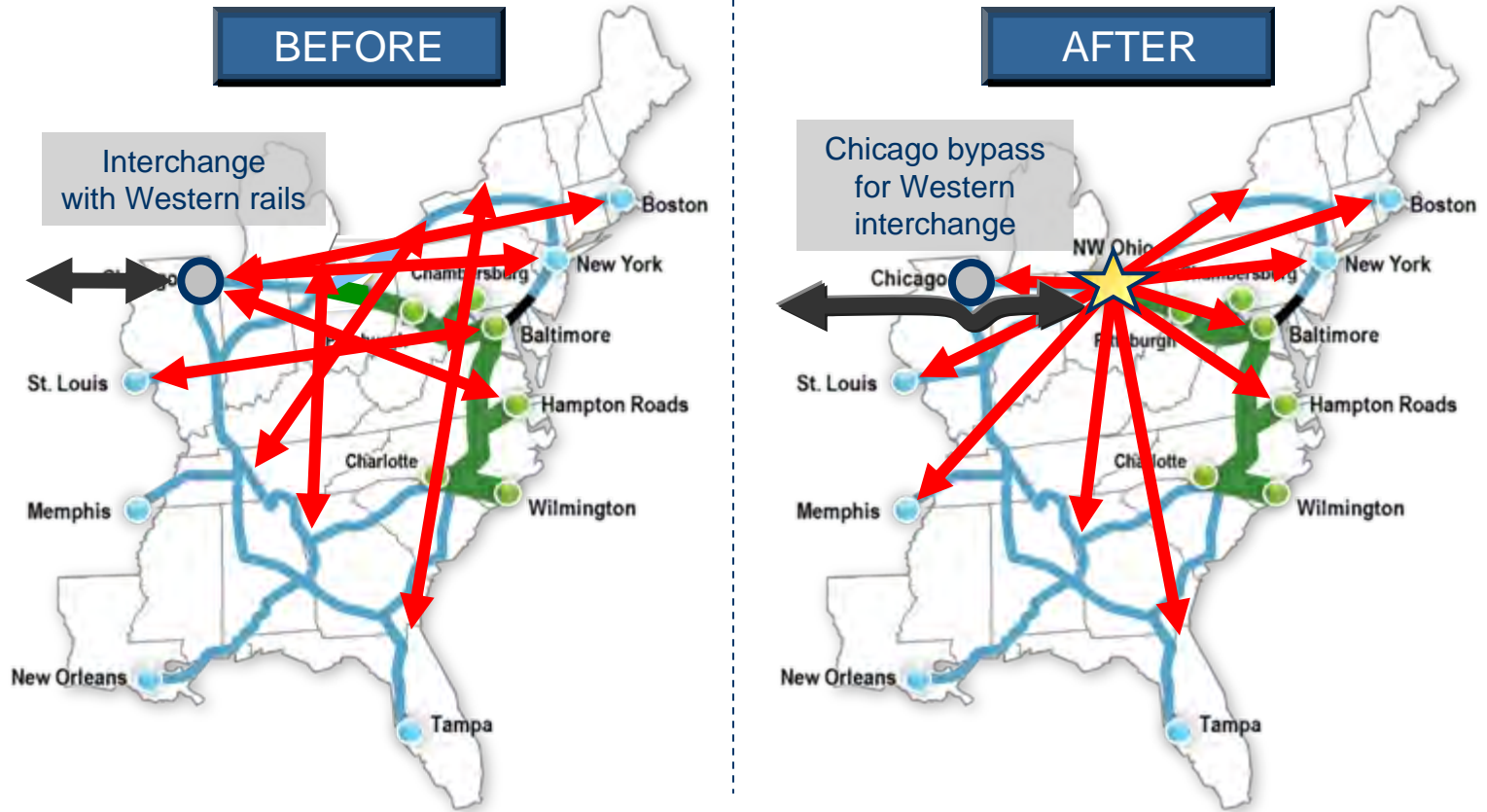


Creates new market opportunities

Provides faster, more reliable service

Simplifies interchange with western rails

Northwest Ohio is a total network initiative



530

Operating system enhances overall terminal performance



530

Wide-span cranes set new standards in efficiency



Operation	Pollutant (grams/lift)			
	HC	CO	NO _x	PM
WSC	1.8	8.3	23.9	2.1
Reduction vs. conventional	84%	83%	84%	82%

HC=Hydrocarbons , CO=Carbon Monoxide, NO_x=Oxides of Nitrogen, PM=Particulate Matter, 454g/lb., 2000 lbs/ton

The future is here today in Northwest Ohio



