

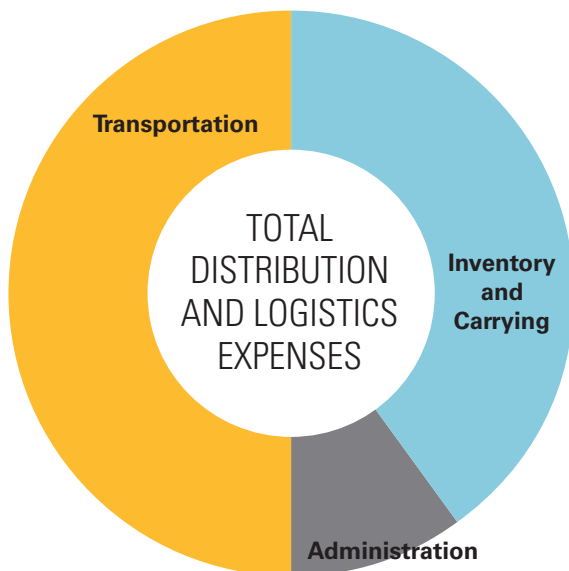
Co-Location: Get Closer, Move Faster, Reduce Costs

Co-location is locating a distribution center or warehouse at or near a BNSF Intermodal Facility which helps to reduce transportation costs through shorter dray, more truck turns and more logistics efficiency. These elements combined with a competitive cost per square foot, will help shippers achieve a leaner, greener, supply chain and ultimately, a stronger bottom line.

BNSF is the fastest overall intermodal provider and handles significantly more intermodal units than any other railroad. That speed and capacity is due in large part to BNSF's state of the art intermodal hub facilities. Our intermodal network is made up of some of the largest and most modern intermodal facilities in the industry – facilitates that are designed to move your shipments across the BNSF system faster than ever before. We operate 25 facilities in 14 states and we also connect with various ports, making up the industry's largest network of intermodal hubs. Each of our intermodal hubs has different capabilities depending on traffic volume, facility footprint and services offered, but altogether we load and unload more than 7.5 million containers or trailers a year.

Why Co-Location?

Transportation costs represent a significant portion of total distribution and logistics expenses. Co-location & Logistics Parks enhance Intermodal benefits by:



- Minimizing inbound dray distance to maximize transportation savings
 - Reduce number of trucks and drivers needed
 - Decrease fuel consumption, emissions and exposure
 - Reduce liability
 - Reduce exposure to highway congestion
- Direct use of BNSF's services and better access to equipment capacity
- Clustering supply-chain focused providers
- Modern cross-deck distribution centers with excess trailer parking
- Improving efficiency and flexibility by accessing
 - Heavy weight corridors
 - Direct rail service in select locations
- Collaborating with a Public / Private Partnership providing world-class infrastructure in business-friendly jurisdictions

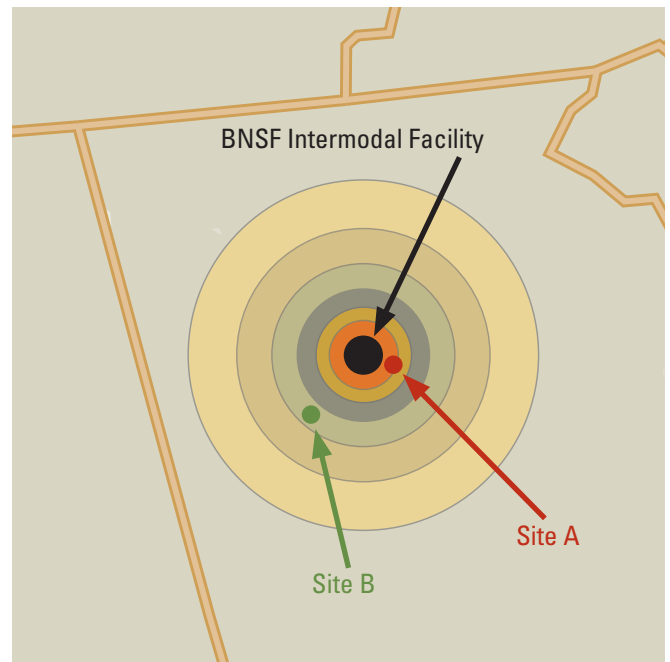
Aligned for Growth

- Connects 18 of the 19 major population centers in North America
- More than 8,000 shippers do intermodal business with BNSF Railway
- Nearly 3,000 IP customers do business with BNSF Railway
- Most extensive match to market export program in North America
- Co-developing strategies ensure future growth
- Collaborating with key customers



Co-Location Cost Savings

- **Save money on continual cost of operations**
 - Save fuel, time and drayage charges
 - Improve operational efficiency
 - Reduce carbon footprint
- **Offset real estate investment**
 - Immediate savings against investment
 - Increased profit when investment is paid off
 - Ongoing savings for lease / rent



EXAMPLE:

Site A: Logistics Park BNSF

Site B: 20 miles away

Based on a hypothetical scenario with 5,000 annual inbound intermodal shipments:

- You save \$117 in drayage costs per unit by locating at BNSF Logistics Park instead of Site B for a total savings of \$585,000 annually on inbound shipments to your distribution center at BNSF
- This equals \$1.17 in annual rent savings per SF for a 500,000 SF distribution center facility