



forward

*motion*



# Collin County Intermodal Facility

# North Texas by the Numbers

- **165,000** – Annual increase of population maintained for past three years
- **1 Million** – Amount of people that North Texas adds every six years
- **\$387.3 Billion** – Revenue generated from foreign-based sales by North Texas companies in 2008

Dallas Morning News

*Article – Other cities' struggle highlight  
North Texas' appeal*

March 15, 2010

# Freight Movement Statistics for the Dallas-Fort Worth Region

- 9th highest export value of any US metropolitan area
- Home to the largest foreign trade zone in terms of value of foreign imports
- 5th highest GDP of all metropolitan areas
- One of the largest inland ports in the nation
- 19th out of 50 US ports in value of total shipments

Source: North Central Council  
of Governments

# Buffett bets on growth in container traffic

Dallas Morning News

*Headline - November 04, 2009*

# What is a Logistics Park?

- Business park with logistics focus
- Efficient handling of rail shipments
  - Trailers/containers
  - Truck to rail/rail to truck
- Multimodal facility
  - Rail-served distribution
  - Non-rail-served distribution
- Wide range of shipping options
- It is **NOT**...
  - A typical rail switching yard



# Alliance



# Logistics Park - Chicago

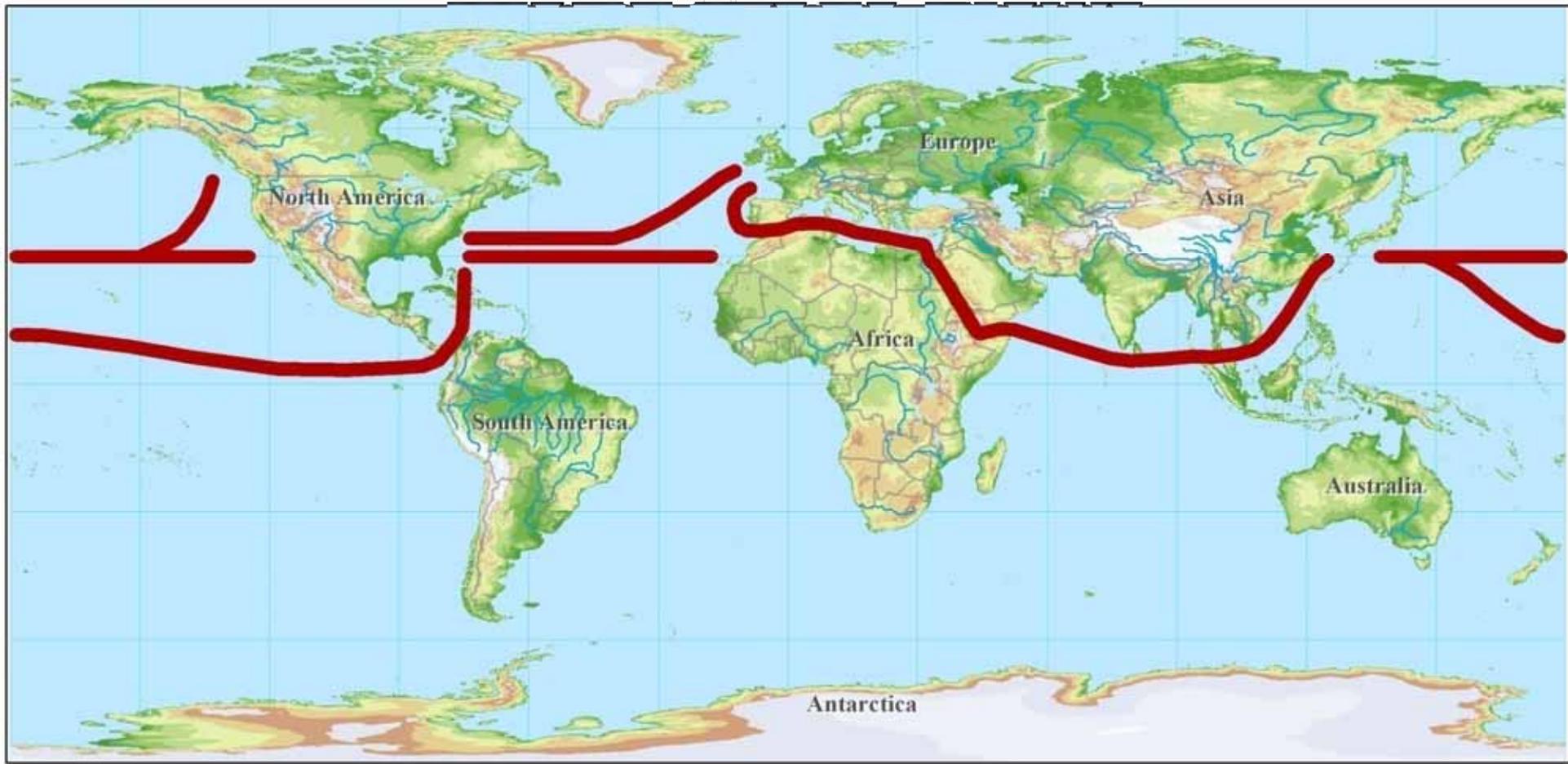


# Logistics Park - Kansas City



- Approximately 1,000 Acres
- Near Interstate 35 & U.S. Highway 56
- Located 25 Miles from Kansas City
- Allen Group Development
  - 7 MM sq. ft. of Distribution Space
- BNSF Intermodal Facility
  - State-of-the-art design/technology
  - Initial capacity of 500,000 lifts
  - Scalable to 1.5 million lifts
- Operational 2010

# World Trade Flows



# Why Do We Need a Logistics Park?

Amount of Containers

15,000

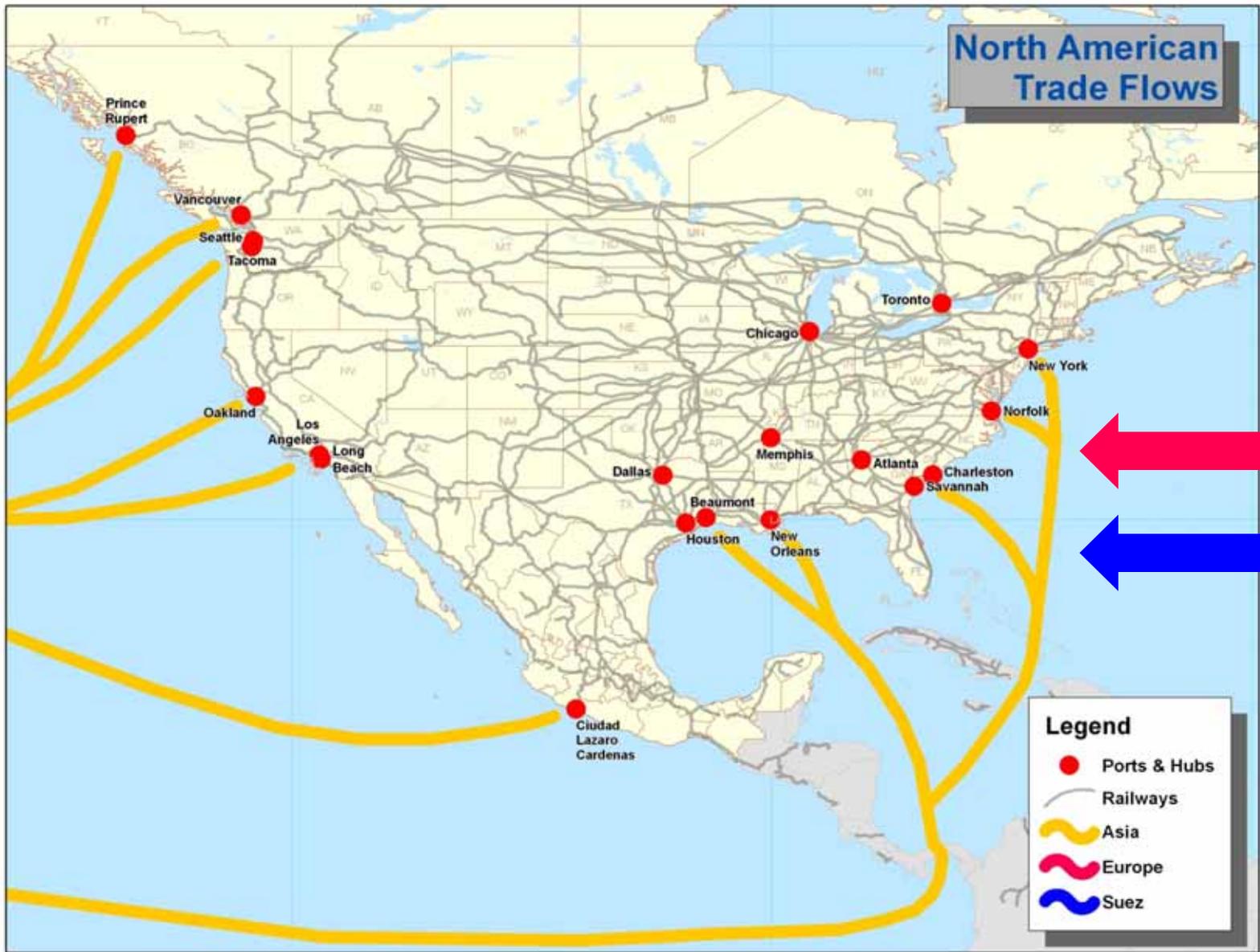


300



1





# Motor Carrier Challenges

- **Fuel Prices**
- **Driver Issues**
  - *Retention – Quality of Life*
  - *Rising Pay*
- **Legislative**
  - *Hours of Service Rules Impact*
- **Environmental**
  - *New Emission Engines (Capital, Fuel Efficiency, Maintenance)*
- **Competitive Environment**
  - *Market Fragmentation – Further consolidations/acquisitions*
- **Capacity Growth**
  - *14.9% in '90's - averaging less than 3% in 2000s*
- **Rising Insurance Costs** - *\$2mm deductible per occurrence*
- **Historic Pricing Environment** - *8-10% opportunity. Highest since deregulation*
- **Reduce Capital Cost** – *Tractors/Trailers*

# What is Driving Rail Demand?



# Transpacific Growth Outlook

2008 – 2020 Estimated US West Coast  
Asia Pacific Imports  
(Millions)





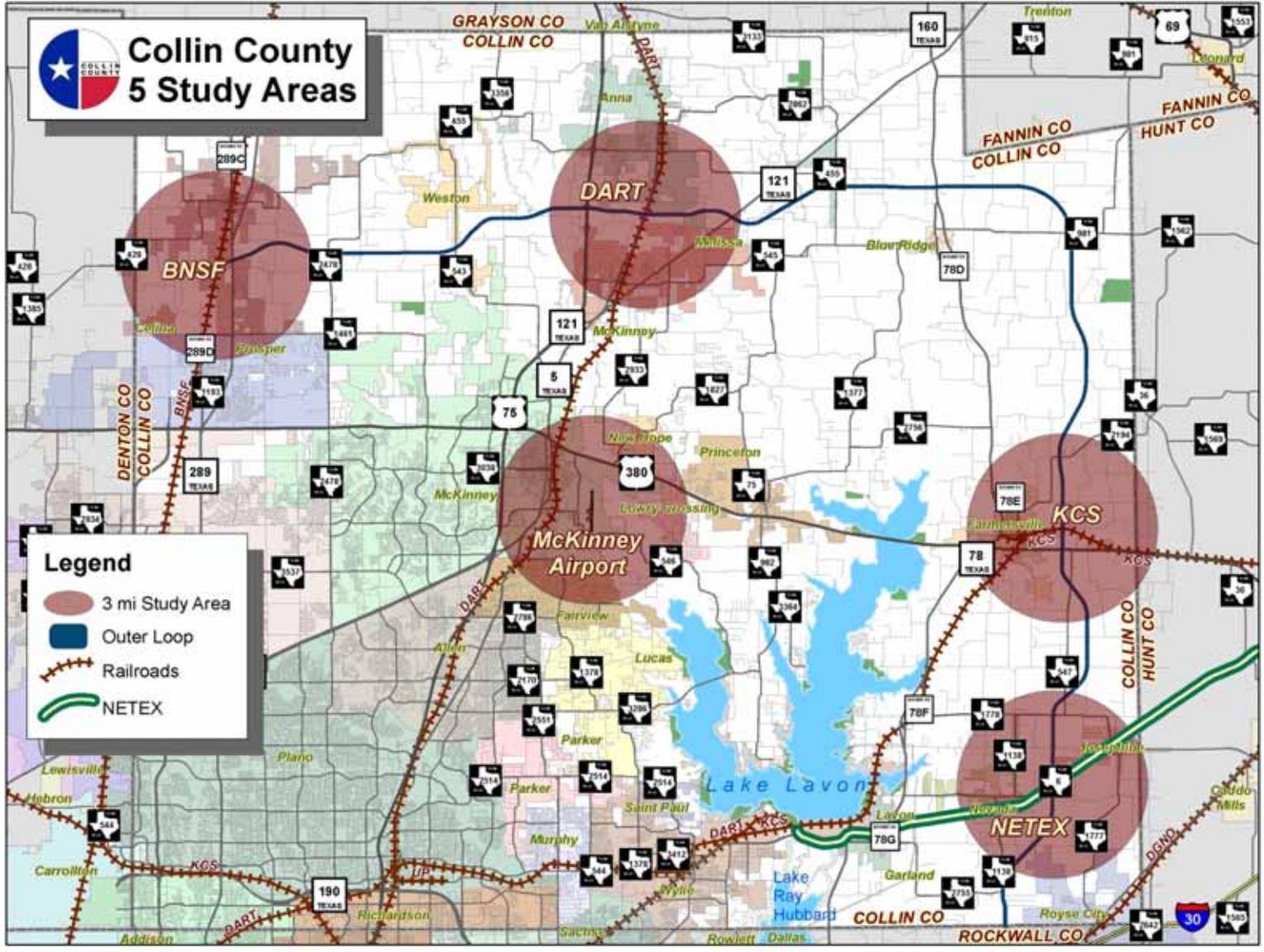
### Gulf Coast to Dallas via KCS & NETEX

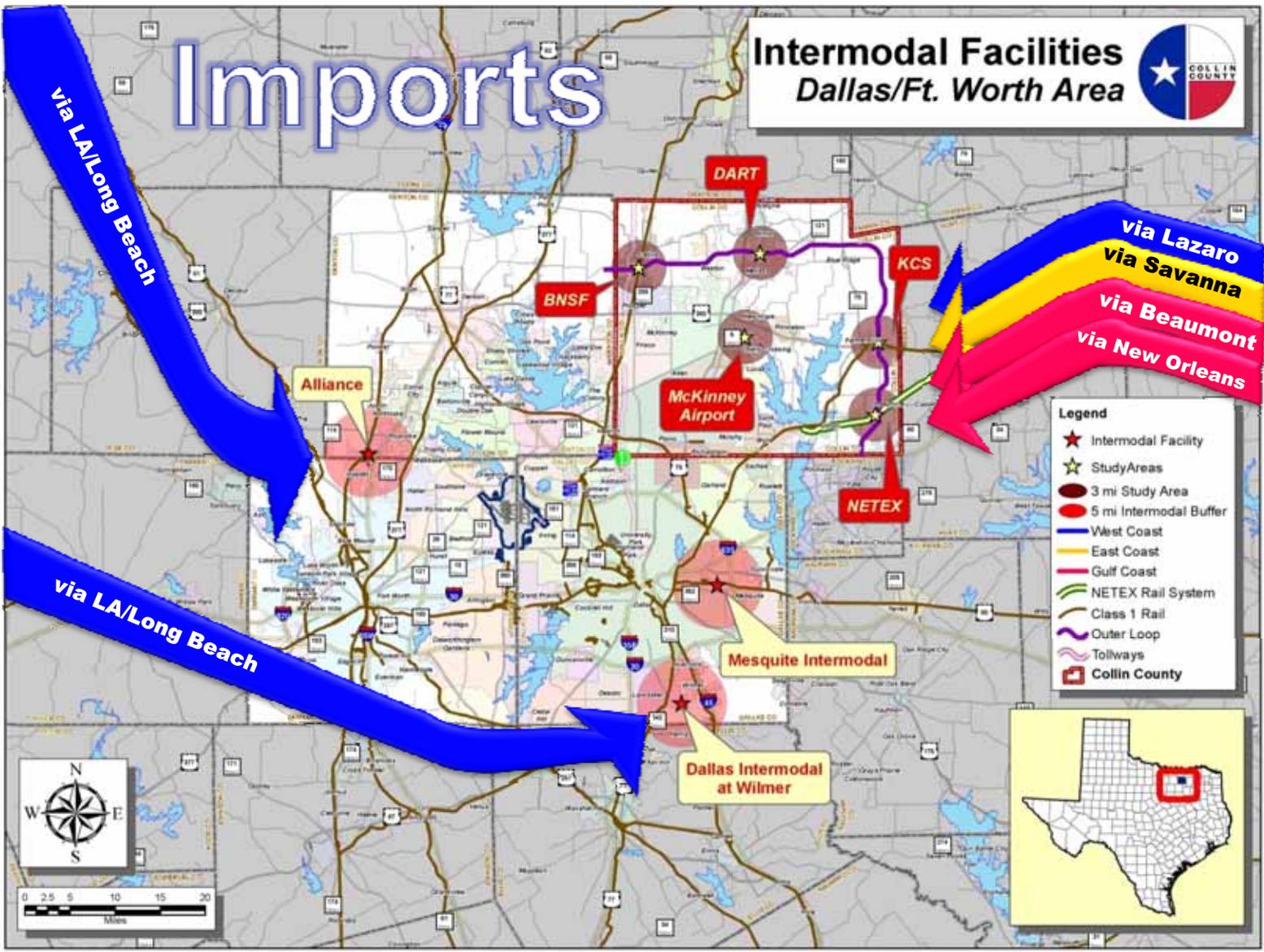


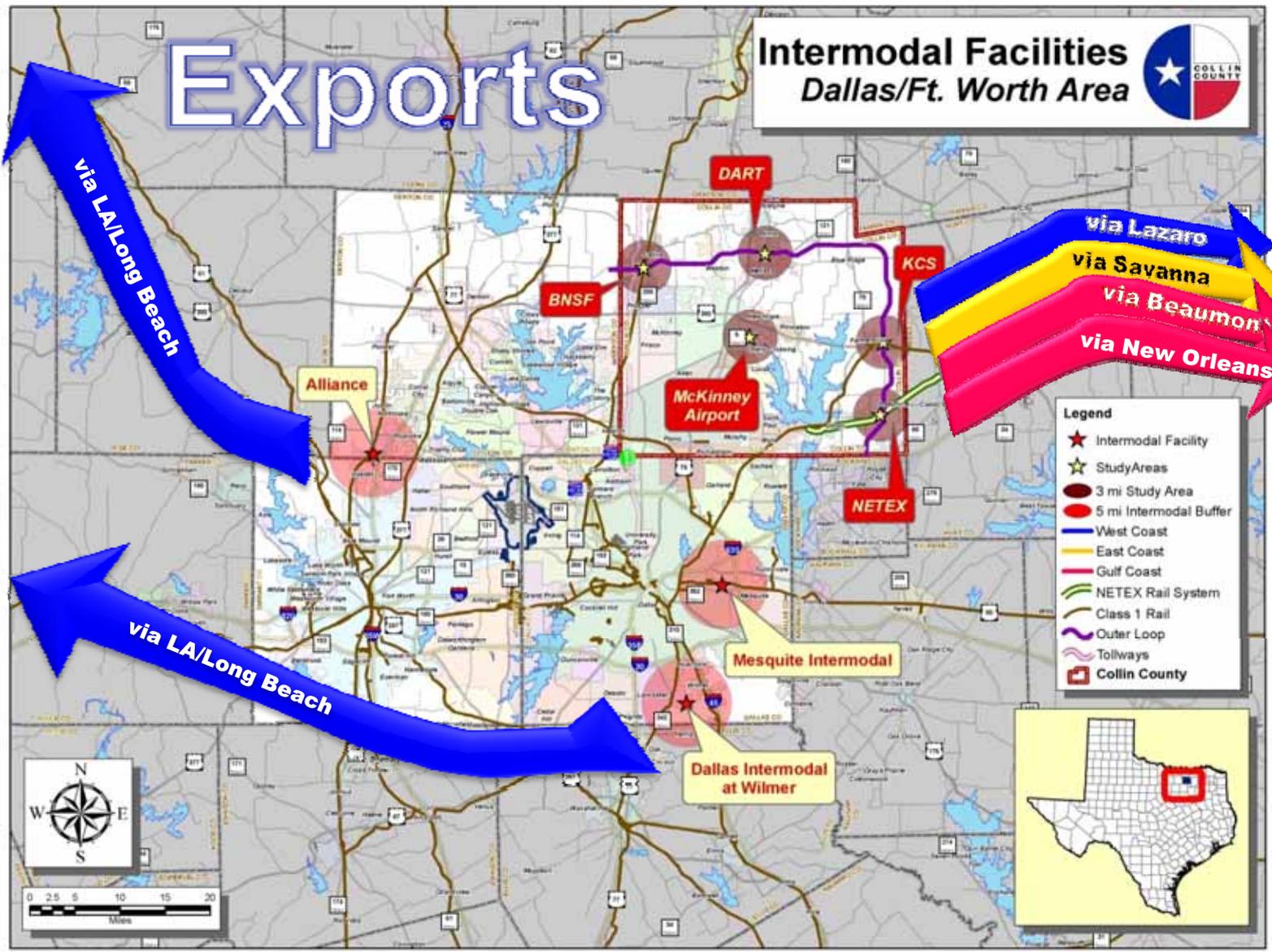
#### Legend

- Ports & Hubs
- ▬ NETEX Rail System
- ▬ KCS to DFW Region
- ▬ Class 1 Rail
- ▭ Collin County

 **Collin County  
5 Study Areas**







# QUESTIONS?

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