

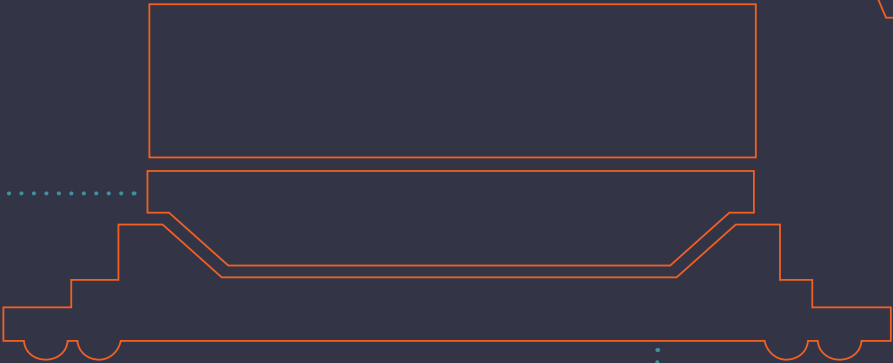


BNSF 2023

INTERMODAL RESOURCE GUIDE



**Connecting Your
Door-to-Door
Supply Chain**



The background image is a dark, monochromatic photograph of a BNSF Railway bridge. A large gantry crane is positioned over the bridge, lifting a shipping container. The container has 'APL' and 'BNSF' markings on it. The bridge structure is visible with rail tracks and overhead power lines. The text 'TABLE OF CONTENTS' is overlaid in the center in a bright orange color.

TABLE OF CONTENTS

1

2

Welcome to BNSF's Intermodal Guide.

Thank you, on behalf of our entire team at BNSF, for the opportunity to serve as your rail provider.

As a part of our commitment to you and the future of our network, we've continued to make record investments in all our routes leading from the West Coast to our inland intermodal facilities to best serve the needs of customers like you.

Our intermodal network is designed to transport both 20- and 40-foot ocean containers and transloaded domestic containers to and from West Coast ports and major inland markets. Cutting transit time by as much as 3 ½ days, our West Coast Advantage is the most efficient option for direct vessel-to-rail transport.

This guide will help you understand BNSF's intermodal shipping options and customizable transportation solutions, as well as the best ways to engage with our teams for assistance with your shipments. We hope it can also help you discover the best West Coast route and port options for you so that you can depend on the consistency of an efficient and more sustainable supply chain.

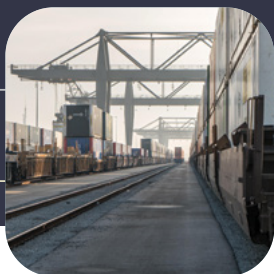
We look forward to partnering with you.



A handwritten signature in black ink that reads "Thomas A. Williams". The signature is fluid and cursive.

Tom G. Williams
Group Vice President, Consumer Products
BNSF Railway

What is Intermodal?



WHAT IS INTERMODAL?

The term “intermodal” was coined in the 1960s as the use of standardized shipping containers increased in popularity. It refers to the movement of freight in containers or trailers using two or more modes of transportation – seamlessly integrating road, rail and water.

WHY GO INTERMODAL?

COST SAVINGS – With its economies of scale, intermodal is typically less expensive than single-driver over-the-road transport.

TIME EFFICIENCY – Intermodal transit times are comparable to single-driver trucks, averaging about 500 miles per day.

SUPPLY CHAIN DIVERSIFICATION – Adding rail to your supply chain helps protect against delays in a single mode of transport.

SUSTAINABILITY – Rail is the most environmentally friendly mode of freight transportation and can significantly reduce your carbon footprint.

What moves via intermodal:

A broad choice of equipment means more frequent train departures and more flexible, customized solutions to meet speed, cost and frequency requirements.

20' and 40' Ocean Containers

53' Domestic Containers

28' and 53' Domestic Trailers

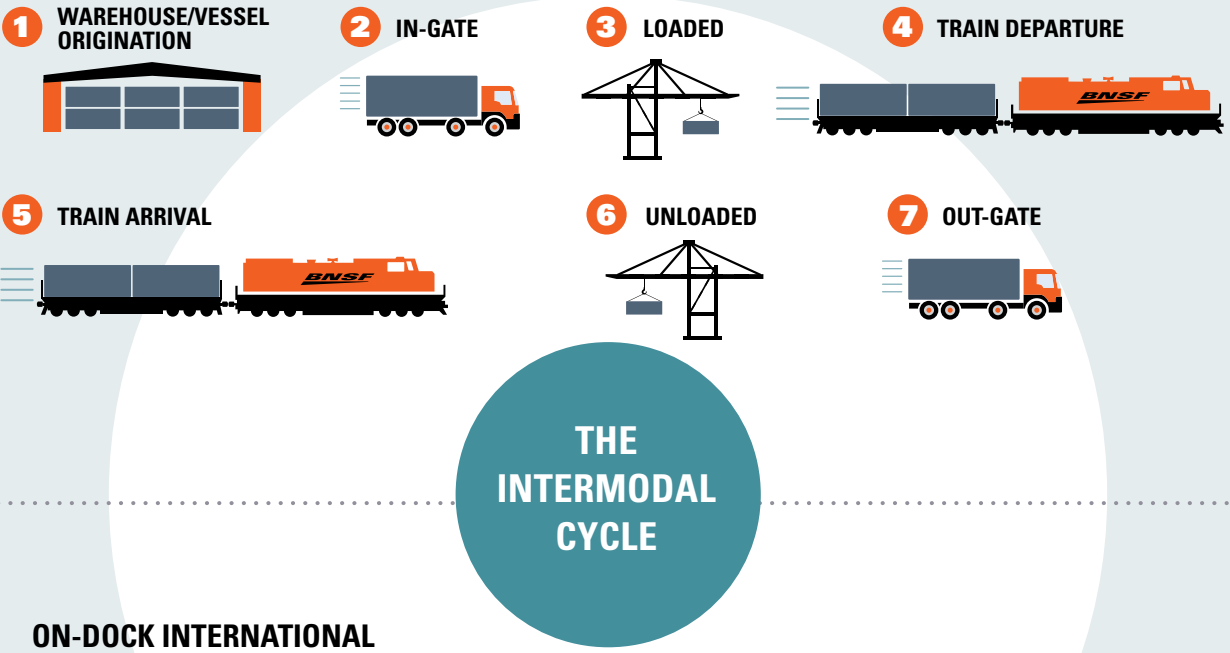
Temperature-Controlled Trailers and Containers

Flat Racks

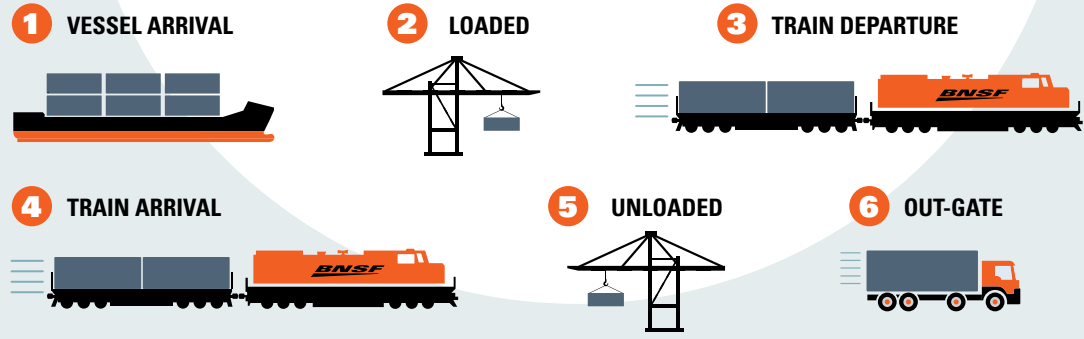
Bulk Tank Equipment



DOMESTIC / OFF-DOCK INTERNATIONAL



ON-DOCK INTERNATIONAL



WHY BNSF INTERMODAL?

We moved nearly 5 million intermodal shipments last year, which is more than any other North American railroad.

We work with other supply chain leaders, including more than 100 of the top motor carriers in North America, to seamlessly deliver freight door to door.

We have also invested over \$40 billion since 2014, with those continued capacity investments allowing us to add new schedules and expand service options for our intermodal customers. As we continue to invest in our network and intermodal facilities, we'll continue to look to create additional capacity opportunities.

BNSF INTERMODAL BY THE NUMBERS

32,500 ROUTE MILES

28 U.S. STATES IN NETWORK

ALL MAJOR U.S. WEST COAST PORTS SERVED

27 INTERMODAL HUBS



Superior infrastructure allows for continuous flow of freight

- Southern Transcon route 99% double-tracked between Southern California and Chicago
- Triple and quadruple tracks strategically placed along our highest volume corridors

Efficient and sustainable

- Eliminates highway congestion (each intermodal train carries the equivalent of 280 highway trucks)
- Reduces carbon emissions: a U.S. freight train can move one ton of freight nearly 500 miles on just one gallon of diesel fuel

The West Coast Difference

- The West Coast ports offer great advantages to shippers importing cargo from Asia to the inland United States, minimizing ocean transit time and supply chain cycle time

Focused on our customers' needs – today and tomorrow

- Continually expanding our service to reach key markets such as the Pacific Northwest, Dallas/Fort Worth, Chicago, Atlanta, Northwest Ohio and Mexico

Ready for your shipment when you're ready to ship

- No reservation required for both domestic and international shipments
- 24/7 operations

BNSF INTERMODAL NETWORK



Customized Service Options

Because one size does not fit all supply chains, BNSF offers a variety of intermodal service options to meet your specific needs.



DOMESTIC

BNSF can help you **quickly flex into the 53' domestic market** with service that is competitive and utilizes over-the-road transit.



INTERNATIONAL

The backbone of the service product BNSF has **provided for decades** – moving 20- and 40-foot import boxes to and from the West Coast ports and major inland markets.



Expedited Domestic

Ideal for **time-sensitive freight** such as parcel, promotional, temperature-controlled and direct-to-store shipments.

The fastest intermodal service in the industry with an average network speed over 800 miles/day.

Standard Domestic

Maximum value for shippers who prioritize **cost and capacity**.

Reach key markets with an average network speed of about 550 miles/day.

International

Designed to transport **20- and 40-foot import boxes** to and from the West Coast ports and major inland markets.

Cuts transit time by as much as 3 1/2 days, depending on your service line.

Most efficient option for direct vessel-to-rail transport.

Domestic

WHY CHOOSE DOMESTIC INTERMODAL?

Strategically located to meet your needs

- Conveniently located in key markets, BNSF facilities are a short drive from your company's transload operation
- Cost-saving co-location opportunities are available near most BNSF hubs

Unparalleled service options

- Parcel – small packages or an individual shipment under 150 pounds. BNSF works with the world's leading parcel carriers
- Less Than Truckload (LTL) – LTL (temperature-controlled and dry) freight not requiring a full truckload. LTL shipments are usually arranged on pallets
- Full Truckload (FTL or TL) – full truckload (temperature-controlled and dry) shipments are large enough to fill up an entire semi-truck trailer

Most efficient hubs in key markets

- BNSF moved over 3 million domestic shipments in 2022, more than any other railroad
- We continue to expand existing hubs and introduce new facilities to meet growing demand in major markets

The best and biggest carrier partners in the industry

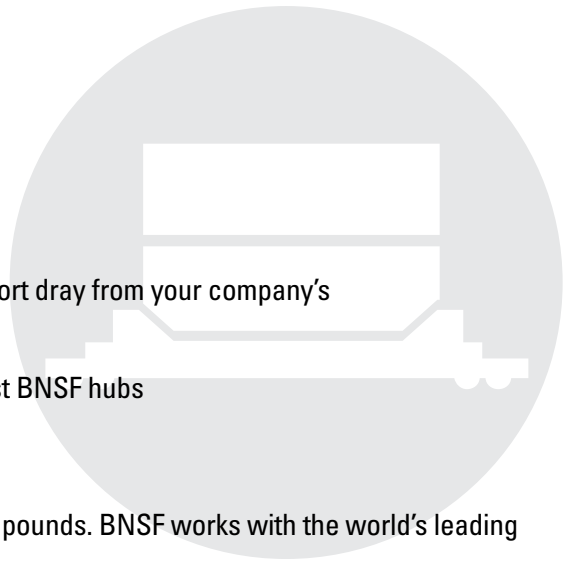
- The names you know and trust
- Asset owners with the capacity to serve you today and tomorrow

Ready for your shipment when you need to ship it

- 24/7 operations

New technologies

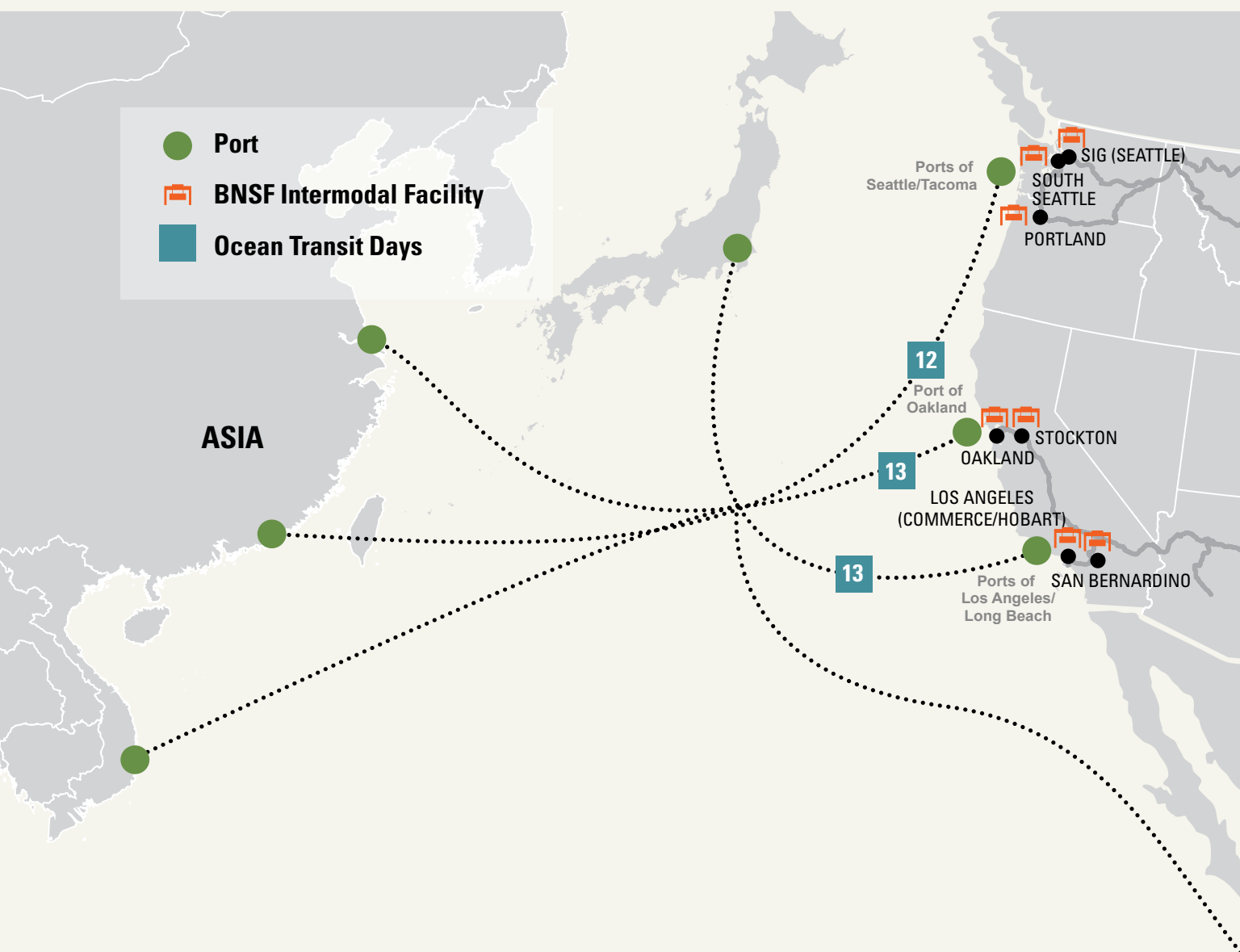
- Our capabilities expand every year with our investment in state-of-the-art equipment such as cantilevered rubber tire gantry cranes
- We are committed to improving the customer experience and increasing efficiency simultaneously through technologies like automation and machine learning



International

WHY CHOOSE INTERNATIONAL INTERMODAL?

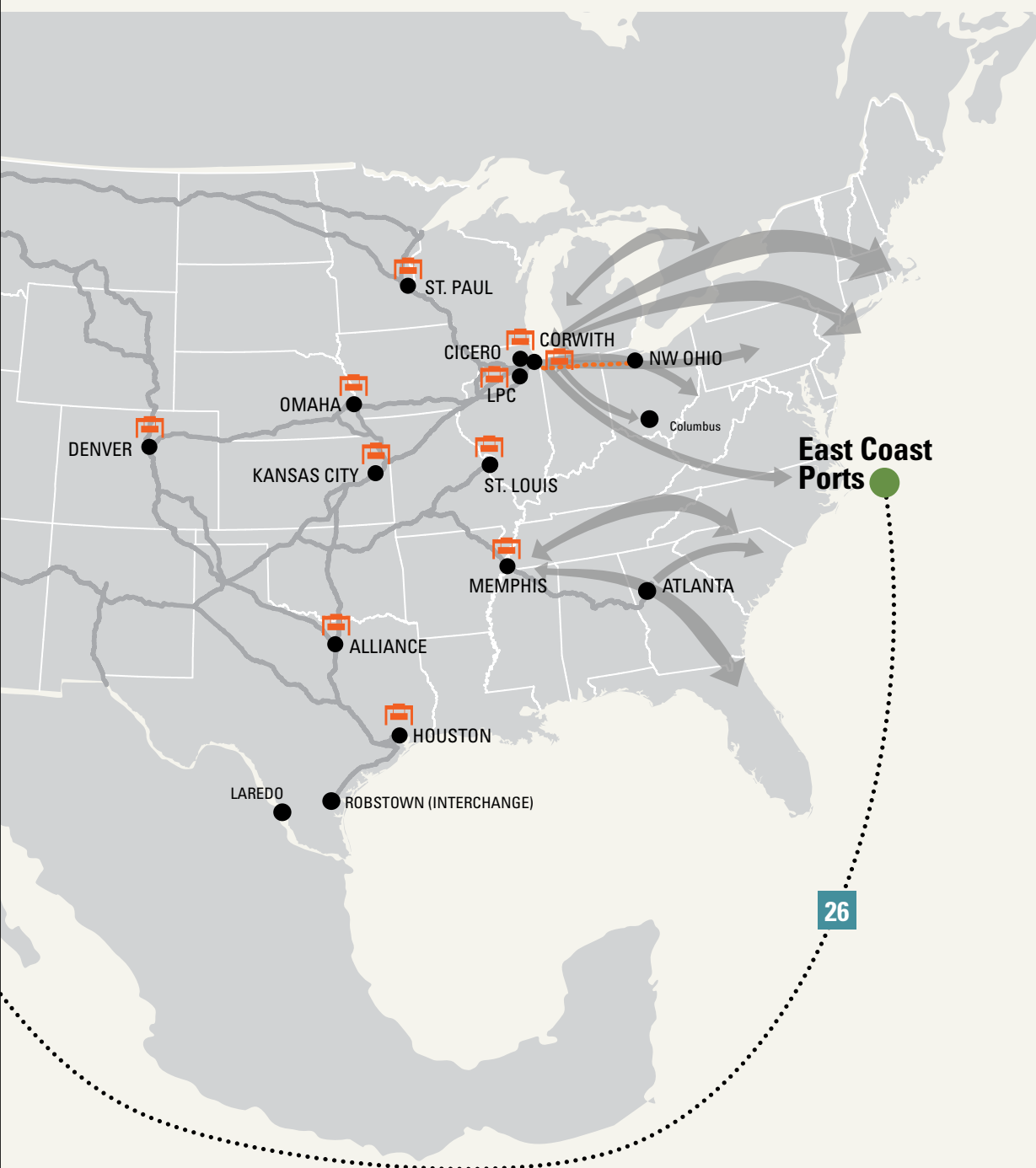
- Moving freight in ocean containers is the fastest, most efficient way to transport goods to inland markets. Cargo remains intact to destination, with no handling from origin door to inland market destination.
- Choosing international intermodal means fewer touches, less damage and lower cost.



FASTEST ROUTE FROM ASIA TO U.S. INLAND MARKETS

Importing goods through the U.S. West Coast means freight moving to inland markets arrives 50% faster than through any other gateway.

Our ocean carrier partners can provide seamless service from Asia to key North American markets.



The West Coast Difference

The West Coast ports offer great advantages to shippers importing cargo from Asia to the inland United States, minimizing ocean transit time and supply chain cycle time. BNSF is the only railway to offer direct service between the West Coast and Atlanta and the Northwest Ohio Region. Together with our carrier partners, we can help you choose the best route for your imports via one of our many inland hubs.

OCEAN AND RAIL SCHEDULES

BNSF SCHEDULES

Please visit the [BNSF Customer Portal](#) for more information.

Domestic:

Expedited Container

Domestic:

Standard Container International

OCEAN SCHEDULES

Please visit our partner websites for more information.

Ocean Carrier Alliances and Southern California On-Dock (SCOD) Terminals

Los Angeles	APMT	FMS	TIC TIF	WBA SIN	TIC SEA	TRAPAC
2M						
OCEAN Alliance						
THE Alliance						

Long Beach	LBCT	PIER J	ITS	PIER T	PIER A
2M					
OCEAN Alliance					
THE Alliance					

2M
Maersk
MSC
Hamburg Süd

OCEAN Alliance
CMA CGM
COSCO
Evergreen
OOCL
APL

THE Alliance
Hapag Lloyd
Yang Ming
ONE
HMM

Ocean Carrier by Market

From Pacific Southwest (PSW)

Inland Market

Ocean Carrier	Chicago	DFW	Kansas City	Houston	Memphis	Atlanta	St. Louis
CMA CGM / APL							
COSCO							
Evergreen							
Maersk							
Matson							
MSC							
OOCL							
Yang Ming							

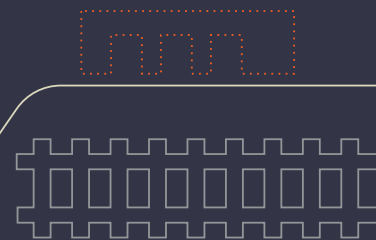
Ocean Carrier by Market

From Pacific Northwest (PNW)

Inland Market

Ocean Carrier	Chicago	St. Paul	Denver	Omaha	Memphis
CMA CGM / APL					
COSCO					
Evergreen					
Hapag Lloyd					
HMM					
Maersk					
Matson					
MSC					
OOCL					
Yang Ming					

Economic Development



CO-LOCATION COST SAVINGS BY LOCATING TO A BNSF INTERMODAL FACILITY

Co-location is locating your distribution center or warehouse within a BNSF Logistics Park or adjacent to an intermodal hub. It provides streamlined supply chain solutions that connect manufacturers and retailers to their markets, as well as:

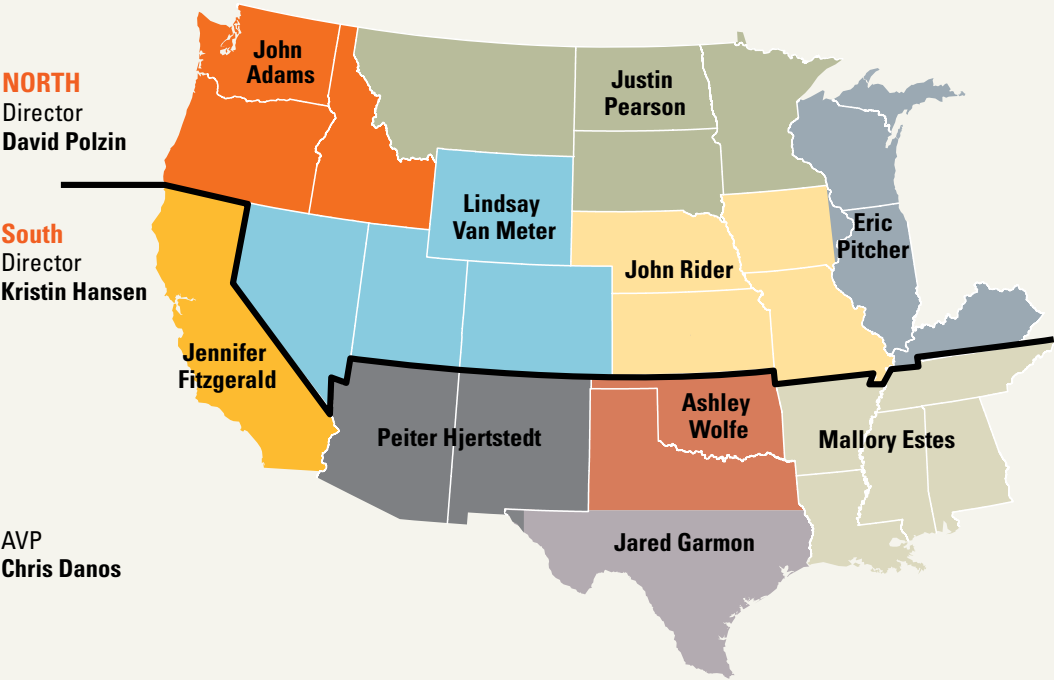
- Reduce drayage cost
- Maximize truck turns
- Minimize number of trucks and drivers needed
- Strong developer partnerships
- Decrease emissions and costs by cutting fuel consumption
- Heavyweight capabilities

What we need to know from you to get started:

- 1) Where are you shipping from/to?
- 2) Which shipping lines will you be using?
- 3) How much warehouse space do you require?



BNSF ECONOMIC DEVELOPMENT TEAM



Unit Train Projects

Director – Pat Thompson
 Sand/Crude/AG South – Stan Ujka
 Coal/ Wind/Pipe – Nathan Morton
 AG North – Mike Ray
 Renewable Fuel Rail Facility Projects – Shannon Rovinsky

Co-Location

Director – David Polzin
 Eric Goodman

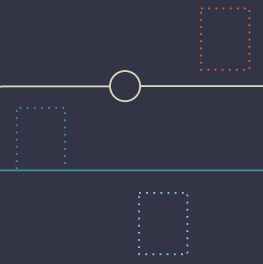
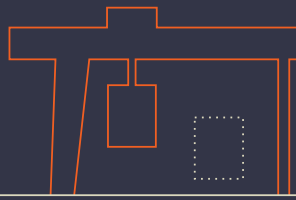
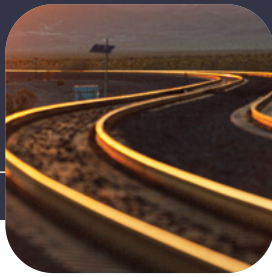
Economic Development Strategic Program

General Director – Lacy Kreger
 Director – Kyle Cooper
 Director – Gary Laffoon
 Mathew Buckwalter
 Cally Hardy
 Taylor Schuff

Opportunity Management

Director – Pat Thompson
 Kayla Kemppainen
 Mariah Laughlin

Barstow



BARSTOW INTERNATIONAL GATEWAY (BIG) OVERVIEW

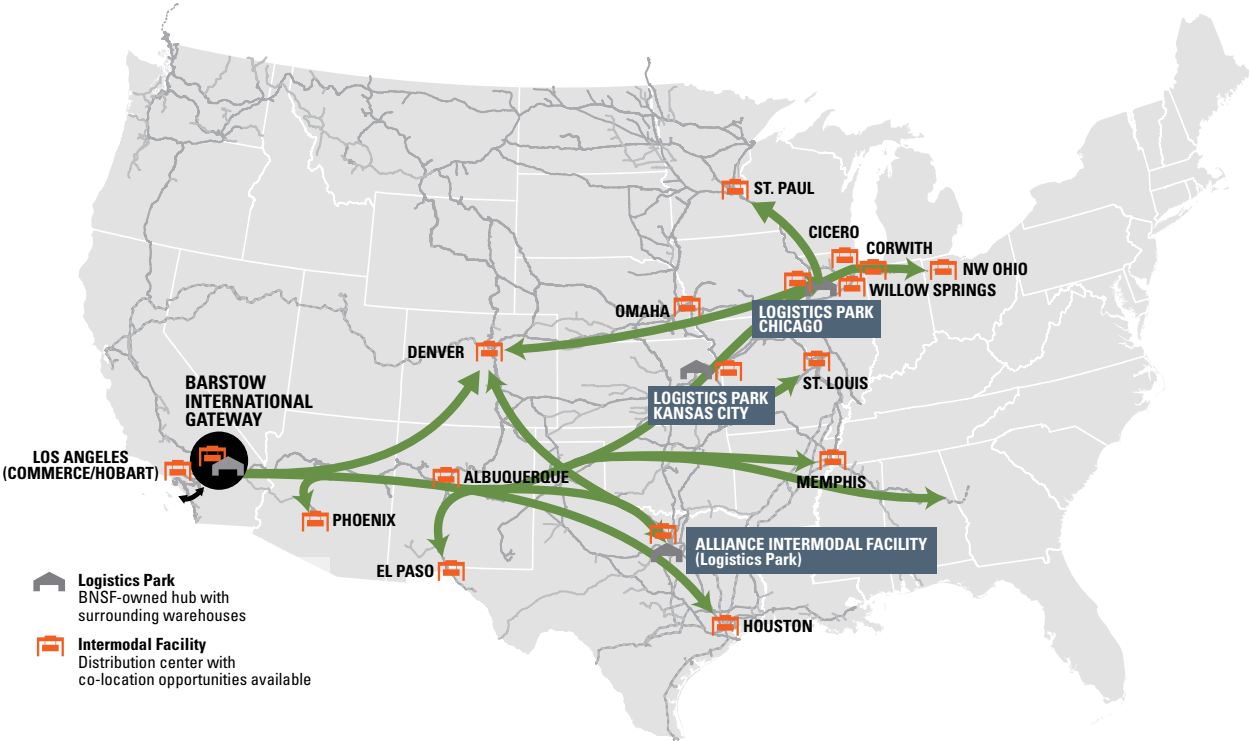
- +\$1.5 billion state-of-the-art master-planned rail facility 130 miles from the Ports of Los Angeles and Long Beach
- Largest facility in North America with +4,500 acres
- Fully integrated rail and transload for a streamlined supply chain
- Significant land for on-site warehouse development
- Access to the fastest intermodal route and largest hub network
- More sustainable supply chain solution
- Economic Development expertise to help facilitate and expedite the development of your facility



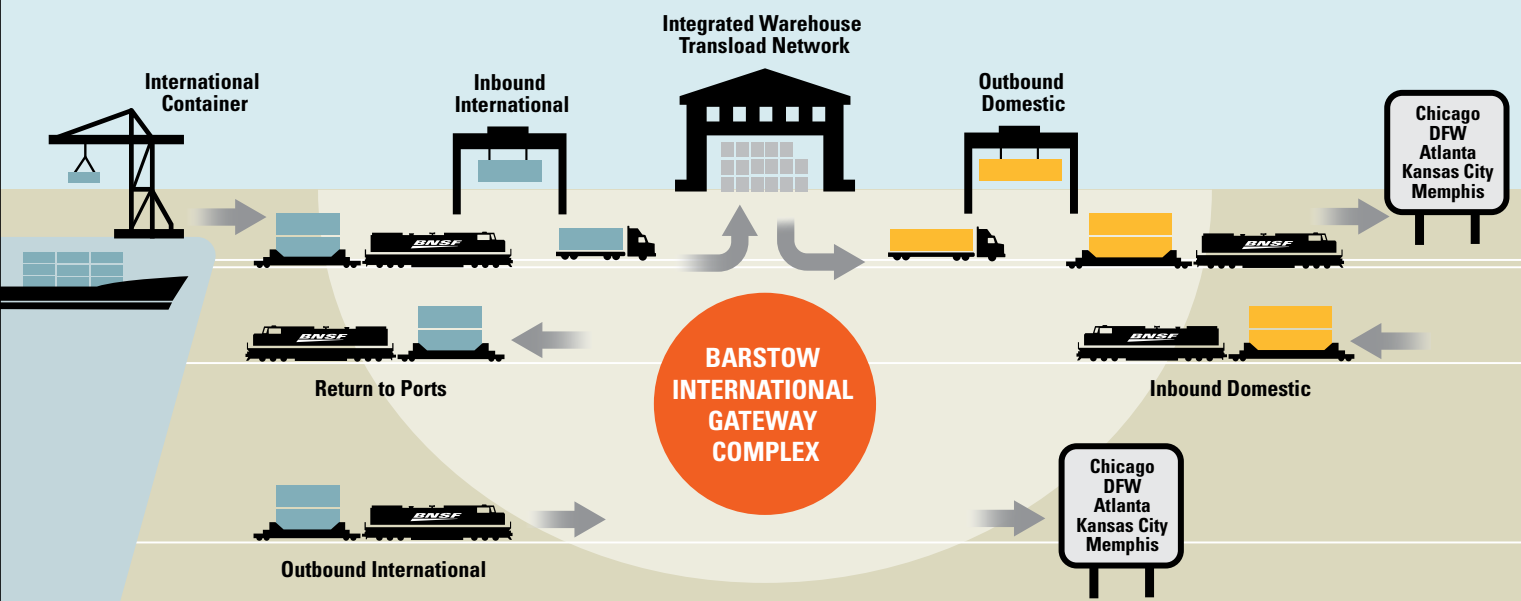
BIG ADVANTAGES FOR CUSTOMERS

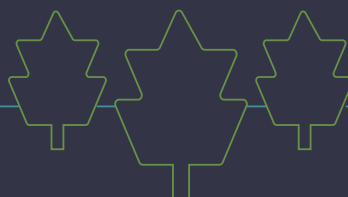
- Increases supply chain efficiencies with integrated rail and transload complex
- Improves fluidity throughout our rail network, moving containers off the ports quicker, and facilitating improved efficiency at our existing intermodal hubs, including those in the Midwest and Texas
- Reduces transit times and provides shorter drays with the integrated intermodal facility and transload services
- Reduces your carbon footprint by providing a sustainable, integrated transportation solution

BIG ROOM FOR GROWTH



SEAMLESS AND EFFICIENT MOVEMENT OF INTERNATIONAL FREIGHT





SUSTAINABLE SOLUTIONS

At BNSF, our trains on average move one ton of freight nearly 500 miles on just one gallon of diesel fuel. Trains are also on average three to four times more fuel efficient than their highway counterparts and have up to 75% lower greenhouse gas emissions than trucks. We know that environmental issues, specifically carbon reduction, play an important role in our customers' decision-making process when it comes to transportation. Shipping with BNSF can be part of an effective strategy for an organization to achieve significant carbon emissions savings within their supply chain, thereby reducing their carbon footprint.

INVESTING IN SUSTAINABLE TECHNOLOGIES

At BNSF, we continue to deploy and leverage new technologies to make our operations even more efficient, which can translate into more sustainable options for our customers. Here are two examples of technologies we have adopted:

- **Zero Emission Technologies:** BNSF is a leader in piloting zero-emission technologies at our intermodal facilities. From battery-electric yard trucks and forklifts to electric cranes, these technologies are reducing emissions in the communities where we operate and live.
- **Automated Gates and RailPASS Mobile Application for Trucking Partners:** We use automated gate systems (AGS) at our busiest facilities to facilitate truck entry and exit, reducing idling time and emissions. Today, approximately 90 percent of the freight that comes through BNSF's intermodal facilities goes through an automated gate. When used in conjunction with BNSF's RailPASS mobile app, drivers can pass through the AGS in as little as 30 seconds, cutting each gate transaction time in half, making it easier and faster for trucks to move freight in and out of our facilities. About half of our intermodal transactions utilize both AGS and RailPASS, which was built by BNSF to support trucking partners with a goal to create a safer, easier and faster experience for drivers.



INTERMODAL GREEN CORRIDOR DEVELOPMENT

Partner and deploy zero or near-zero emission technologies to achieve a lower GHG emission door-to-door service product.

Customers are increasingly expanding emission targets that include their supply chain.



1.

Ocean Transport

Lower carbon vessels



2.

Short-Haul & Long-Haul Intermodal

Battery-electric locomotives and Tier 4 locomotives with renewable diesel



3.

Intermodal Facility Operation & Logistics Park Integration

Battery-electric equipment and switchers at an integrated intermodal facility and logistics park with key customers



4.

Drayage

Zero/near-zero emission trucks



Technology



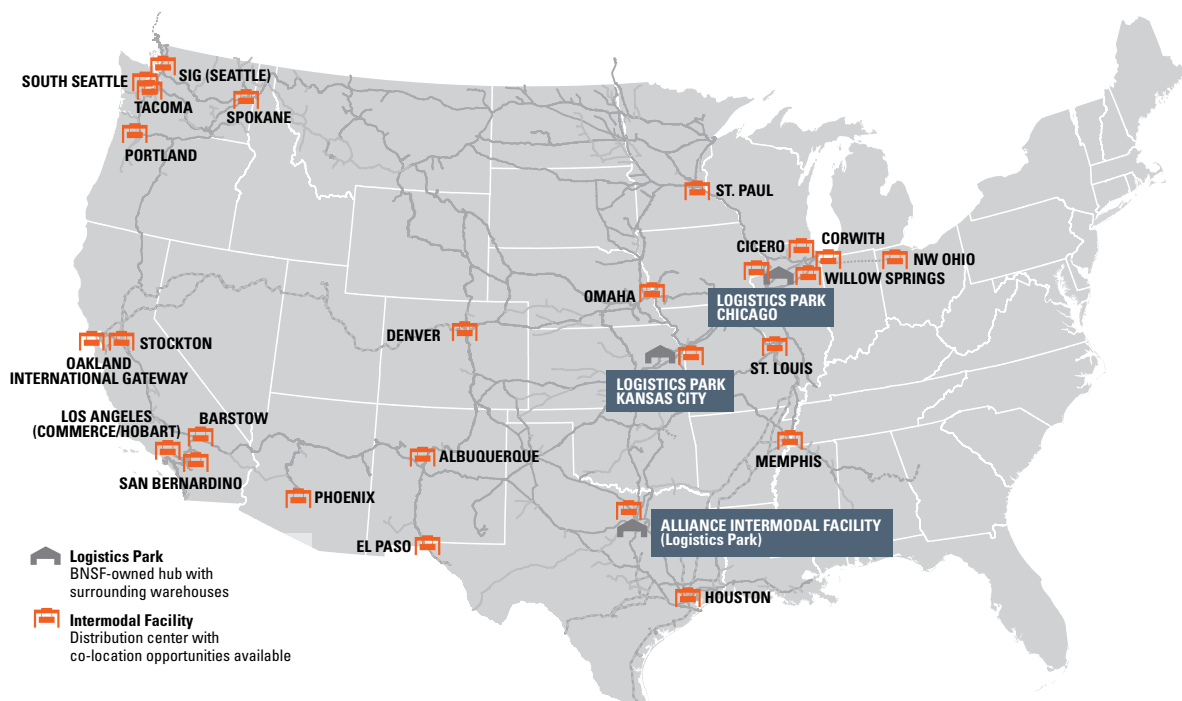
BEST-IN-CLASS HUB FACILITIES

LARGEST HUB NETWORK of its kind.

DIRECT ACCESS to thousands of major distribution centers and warehouses across the U.S.

AUTOMATED DRIVER CHECK-IN PROCESS using advanced technology to facilitate more efficient in-gating and out-gating.

RAILPASS PLATFORM can integrate shipment details into trucking onboard computers for a faster, easier on-terminal experience. Drivers can access J1 tickets on the app, as well as submit SEAL reports.





TECHNOLOGY – ALWAYS INNOVATING

At BNSF, we're continually exploring how new tools and technologies can improve safety and reliability, increase efficiency and enhance your intermodal experience:

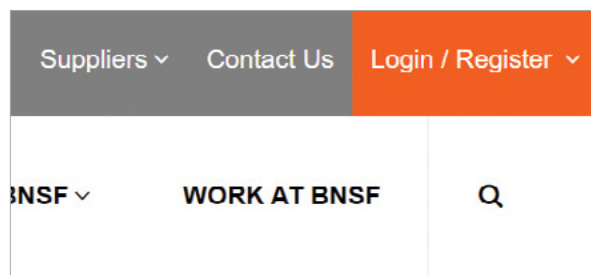
- Using API connectivity, BNSF is actively engaged in mapping a path to streamline and automate IPI booking data into rail billing, by-passing current manual billing processes.
- Using billing detail to drive efficiency and end-point optionality, by allowing BNSF greater insight into what's coming to us on the water, we are better able to pre-plan and position assets to accommodate smoother transitions from marine terminal to rail.

Customer Support

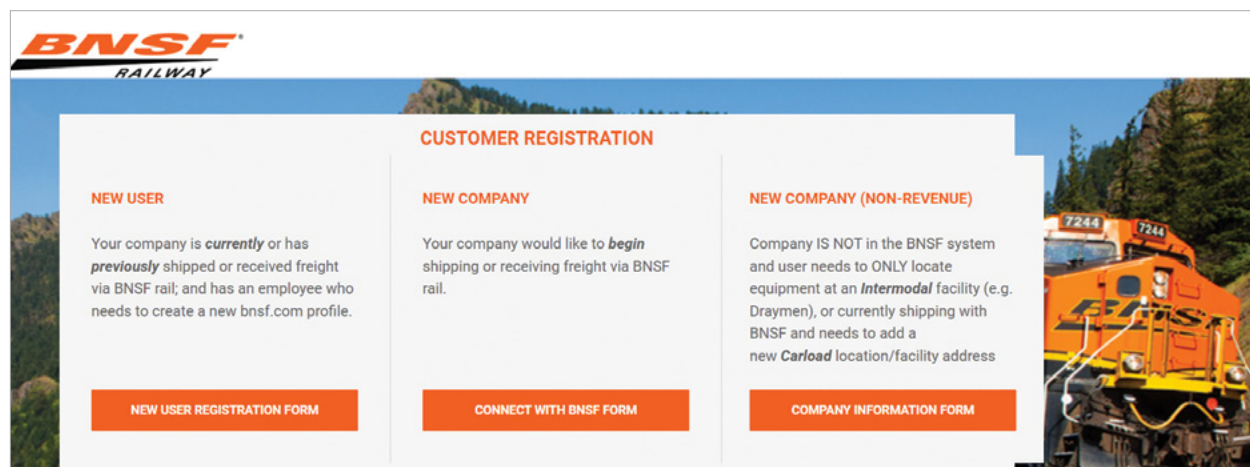


BNSF INTERMODAL NEW CUSTOMER SETUP

Let's start connecting with you by first getting you registered. Please go to [BNSF.com](https://www.bnsf.com). When you see the below information, please click on the Login/Register option in the upper right-hand corner of the page.



Then select Register. It will lead you to this page:



Are you registering your company or a contact? Click whichever option is appropriate:

- Select *New User* if your company is already in our system, but you just need a PIN.
- Select *Connect With BNSF* if your company wants to start shipping with BNSF and is not in our system yet.
- If your company is not on the waybill, but still needing to gather some basic unsecure info, pick *Company Information Form*.

If you have any issues with your registration, contact our E-Business Team at **1-888-428-2673** and state **"Web Support"** when prompted.

New Company – Checklist

1. Credit Application
2. BNSF Intermodal Transportation Agreement
3. Insurance Certification
4. SCAC- Standard Carrier Alpha Code
5. Register at the Intermodal Driver Database (IDD)
6. Complete Customer Support Onboard Call*

**This step can only happen when all other steps above are completed.*

Once you are registered, call **1-888-428-2673** and state **"Shipping Instructions"** when prompted. You will be directed to our Waybill Solutions Team who can help you create patterns for how you want your traffic to move. You will then be able to submit billing.

Access Our Web Tools: <https://customer2.bnsf.com/s/home>

All registered and have containers/trailers moving on BNSF? Ready to know how you can **monitor your pipeline** with the latest updates? You may trace all your containers/trailers on our network and get the latest ETA by using the Trace tool:

The screenshot shows the BNSF Railway Trace tool interface. At the top is the BNSF Railway logo. Below it is a navigation bar with two tabs: "My Frequent Apps" and "Container Yard >". The "Trace" section is highlighted. It contains a "Set Customer ID" field with a "LOAD MY SUMMARY COUNTS" button. Below this is a "Tracking Search" section with a text input field containing the placeholder text "You may enter up to 300 Units, Automotive VINs or Train Symbols." and two buttons: "TRACK" and "CLEAR". To the right of the tracking search is a section titled "All Shipments" with a sub-section "Cases".

Scroll further down on the Web Tools page and click **Intermodal** to view Intermodal Tools. Here are the most common:

J1 Ticket: Enter the initials and numbers of your unit. You can then select the date of in gate or out gate to print your J1 ticket. Drivers should use the RailPASS App to be able to retrieve these J1 tickets.

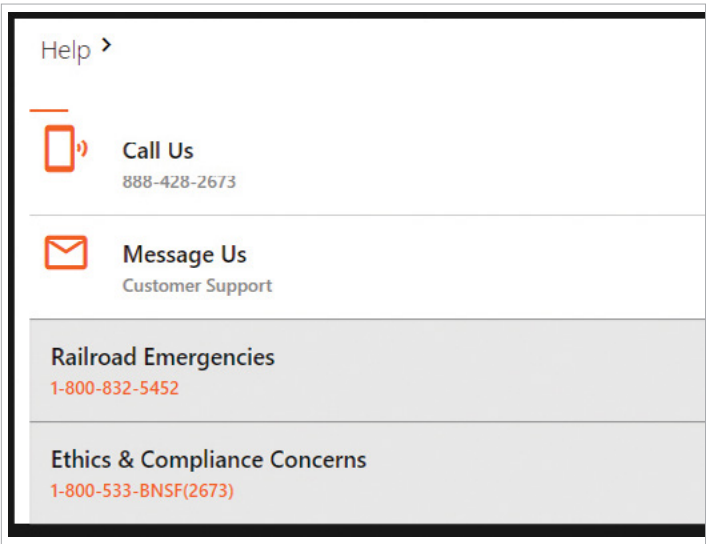
Seal Report: Was the seal changed on your load and you want to know why this occurred? Click on Shipment e-Assurance Link (SEAL). Pick the date range and only enter the numbers of your container/trailer then submit. You can then pull a report to see why this happened and who entered it.

Pay for Storage: Click Intermodal Storage then Storage Calculator to pay storage fees so a driver can out gate. You will first need to have the Storage Calculator added to your profile by our E-Business Team. You may use a credit card on file or use a Patron Code if your company has one to pay these fees.

DLL (Display Intermodal Lot Location): This tool is handy if you are not on the waybill but still want some information on the unit. It will provide you with the last ramp location, ETA and Last Free Day. You can also use this tool to pay for a flip if needed.

Still not finding what you need?

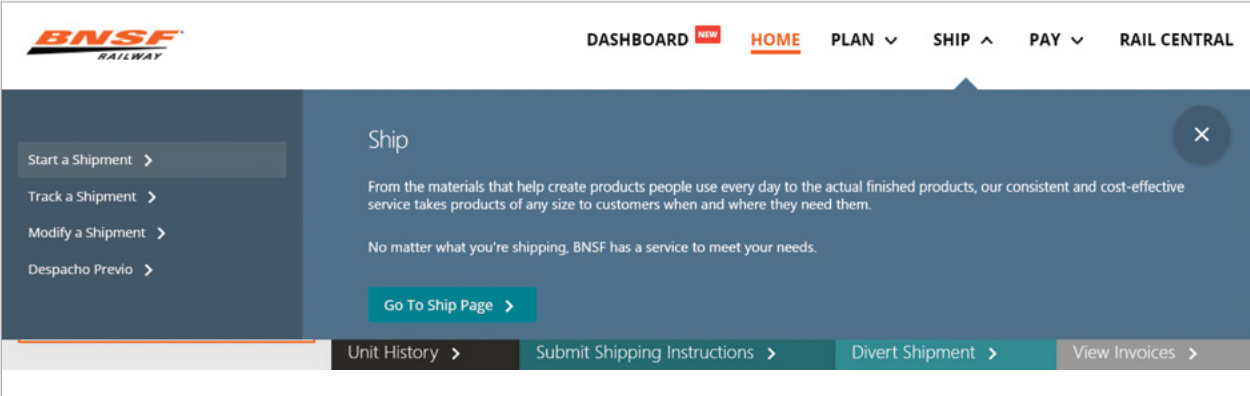
Then please call BNSF Customer Support at **1-888-428-2673** and state **“Intermodal Movement”** when prompted. We can dive further into any container to answer your questions in detail. You can also contact us by submitting a case to our team. Within the Customer Portal, scroll to the bottom of the page to select **“Message Us.”**



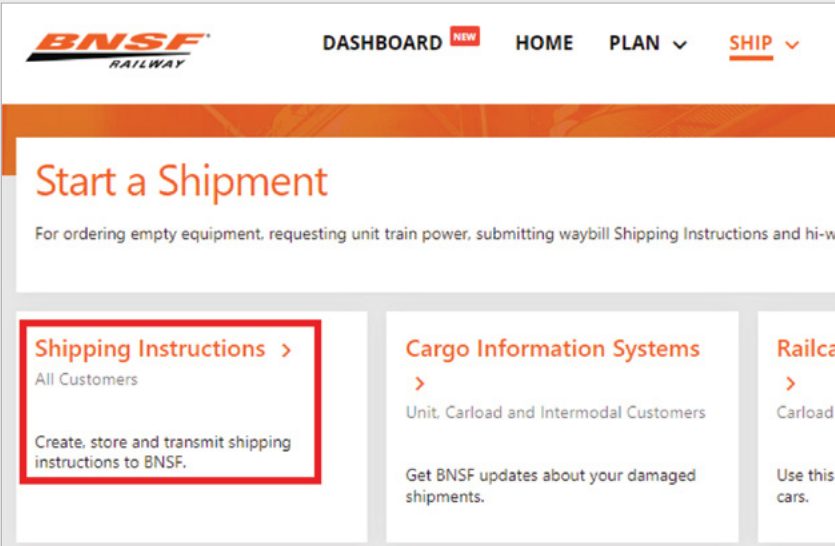
SUBMITTING A WAYBILL FOR AN INTERMODAL SHIPMENT

1. Log in to the [BNSF.com Customer Portal](#)

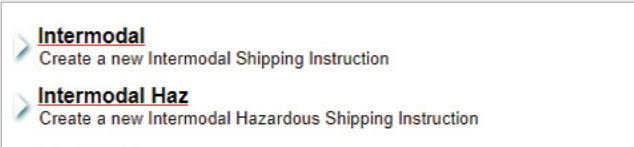
2. Click **Ship**, then click **Start A Shipment**



3. Now choose **Shipping Instructions**



4. From the Shipping Instructions screen choose **Intermodal** to create a non-hazardous waybill.
Or choose **Intermodal Haz** to create a hazardous waybill.



5. Next, follow the prompts to choose the **Shipper, Origin, Destination, Consignee, Commodity, Quote,** and **Customer Defined.** *Note: Depending on the number of patterns you have created under your account, you may not receive all the choices below. Also, the accuracy of your quote information is key to this process, so if you have any questions about your quote, please reach out to your BNSF marketing representative.*

1. Shipper	ABC INTERMODAL COMPANY ▼
2. Origin	CHICAGO, IL ▼
3. Destination	LOS ANGELES, CA ▼
4. Consignee	ABC INTERMODAL COMPANY ▼
5. Commodity	FAK, 4611110 ▼
6. Quote	QTTDYNAMIC ▼
7. Customer Defined	▼

The Intermodal Entry page will then display, which you will fill out to submit a waybill. All the fields highlighted below in green are required to submit the waybill. All other fields that are not pre-populated are optional and are helpful in ensuring the accuracy of your shipment.

If you have any questions about submitting a waybill, reach out to the Waybill Solutions team by contacting Customer Support at 1-888-428-2673 and state “Shipping Instructions” when prompted.

Available Options ▼		Available Pattern Options ▼	
<input type="button" value="Save"/> <input type="button" value="Transmit"/> <input type="button" value="Reset"/> <input type="button" value="ReLoad"/>		Status: Incomplete For: ABC INTERMODAL COMPANY Contact: Stephanie Marie Hedrick Telephone: 817-234-2589	
Roll Number: <input type="text"/> Pay Method: <input type="text"/> Prepaid ▼			
Commodity			
Ld/Empty	# Pieces	Pkg Type	STCC
Loaded ▼	1	Container ▼	4611110
Commodity		FAK	
Qualifier	Ref #	Patron Code	
▼	<input type="text"/>	<input type="text"/>	
Equipment			
Add/Del/Modify			
Equipment ID	Ck	Weight	Seal Numbers
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Weight Type	Qualifier	Weight Code	Equipment Desc.
Net	Pounds	Shipper Scale Weights ▼	<input type="text"/>
Total Units	Chassis ID	Service Code	Flexible Unit
1	<input type="text"/>	<input type="text"/>	<input type="text"/>
Want Date From Rail Destination (mm/dd/yyyy): <input type="text"/> / <input type="text"/> / <input type="text"/> Time (hh:mm): <input type="text"/> : <input type="text"/>			
Planned Ingate Date (mm/dd/yyyy): <input type="text"/> / <input type="text"/> / <input type="text"/> Time (hh:mm): <input type="text"/> : <input type="text"/>			
Business Partners			
Add/Del/Modify			
Shipper	ABC INTERMODAL COMPANY	CHICAGO	IL
Consignee	ABC INTERMODAL COMPANY	LOS ANGELES	CA
Third Party Pay	ABC INTERMODAL COMPANY	PO BOX 123123	HOUSTON TX, 77001
Notify Party	ABC INTERMODAL COMPANY		
Route			
Add/Del/Modify			
Rule 11?	Rail Served Origin	CHICAGO, IL	Rail Served Destination
	Route	BNSF	
NO ▼	Origin Switch	Dest Switch	
	<input type="text"/>	<input type="text"/>	
Rate Authority			
Contract 1	Issuing Carrier	Contract 2	Issuing Carrier
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Quote		Rate and Charges	
QTTDYNAMIC			
Free Form (not transmitted to railroad) only 10 lines of 60 characters each will be saved			
<input type="text"/>			
Misc			
Load Code	Section 7 Signed		
▼	Not in Effect ▼		
<input type="button" value="Save"/>	<input type="button" value="Transmit"/>	<input type="button" value="Reset"/>	<input type="button" value="ReLoad"/>

BNSF RAILWAY PHONE OPTION GUIDE
888-428-2673



BNSF’s voice recognition software is able to recognize many words and phrases including:

Main Menu

Self Service

- Shipping Instructions
- Car Movement
- Intermodal Movement
- Web Support

Demurrage and Storage

Equipment

Invoice and Payment

Dimensional

Border Support



Secondary Menu

Self Service

- Driver Trace
- Secure Trace
- Release and Order In

Demurrage and Storage

- Intermodal Storage
- Railcar Demurrage

Equipment

- Private Cars
- Railroad Supplied Cars
- Coal
- Intermodal

Invoice and Payment

- Freight Bills
- Intermodal Storage
- Miscellaneous Carload

Border Support

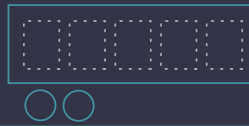
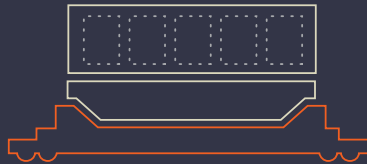
- Canadian Customs

Key Contact Information Call 888-428-2673 and say:

“Intermodal Movement”	Intermodal Hub: In-gate Chassis Container
“Web Support”	Web tools Subscriptions Rail Central reports Customer profiles
“Shipping Patterns”	Shipping patterns
“Demurrage and Storage”	Intermodal Storage

Need additional assistance? Call 888-428-2673 and say “Agent”

Load Planning and Securement



LOAD PLANNING AND SECUREMENT

BNSF is the industry leader in preventing cargo loss and damage. Whether you're using rail for the first time, introducing a new product line, or changing your load configurations from one mode of transportation to another, our Load and Ride Solutions (LARS) team can help.

CARGO INCIDENT PREVENTION – We'll work with you to prevent movement of unsafe loads, expedite load adjustments to improve unit velocity and minimize cargo damage.

RESTRICTED COMMODITY SHIPMENTS – We can help ensure safe movement of restricted commodity shipments, and our OSHA Level A responders are prepared to handle unintentional releases of hazardous materials.

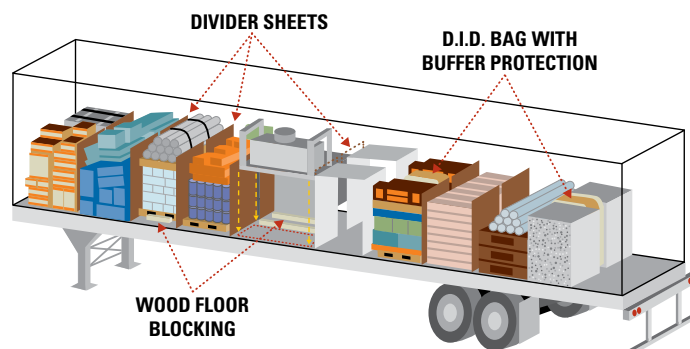
RIDE QUALITY TESTING – We monitor all shipments to promote safe and incident-free rail handling.

IN-TRANSIT AND INTERMODAL FACILITY SECURITY – BNSF's fully certified state law enforcement officers protect our network, while our security procedures and high-tech tools help your freight pass safely through our intermodal facilities.

KEEPING YOUR CARGO SAFE AND DAMAGE-FREE

BNSF's LARS team offers training on properly loading and securing both restricted and non-restricted commodities – at no cost to you. Other LARS services include on-site loading evaluations, complete ride quality monitoring programs and customized loading diagrams.

LARS IN ACTION: BEST PRACTICES



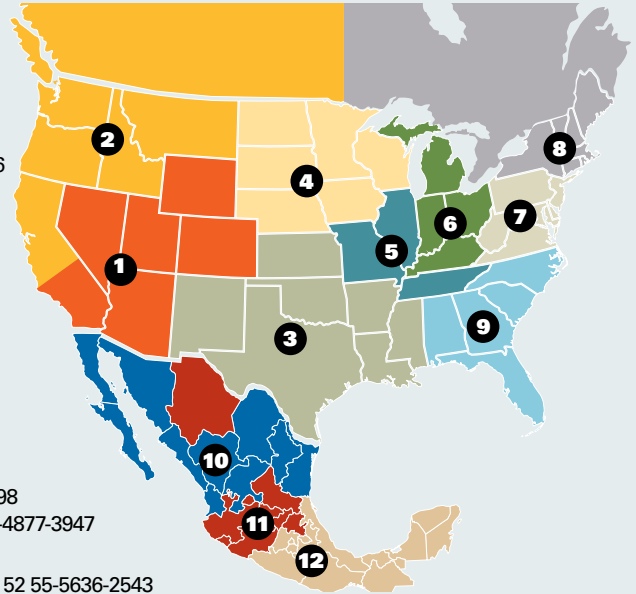
Contact Us

PRIMARY BENEFICIAL CARGO OWNER (BCO) CONTACTS

This team manages relationships with shippers and beneficial cargo owners.

General Director – Gregg Zody: gregg.zody@bnsf.com
West Director – Evan Partridge: evan.partridge@bnsf.com, 817-867-6706
East Director – Lindsay Claycamp: lindsay.claycamp@bnsf.com, 817-867-0626
Mexico Director – Carlos Trevino: carlos.trevino@bnsf.com, 817-867-6627

- ❶ **Southwest** – Alissa Murray: alissa.murray@bnsf.com, 949-220-4075
- ❷ **Northwest** – Jace Thompson: jace.thompson@bnsf.com, 206-954-7013
- ❸ **South Central** – Tiffany Pierce: tiffany.pierce@bnsf.com, 817-867-6228
- ❹ **North Central** – Carrie Finson: carrie.finson@bnsf.com, 360-567-7801
- ❺ **Central** – Jacob Males, jacob.males2@bnsf.com, 913-620-3907
- ❻ **Ohio Valley** – Open
- ❼ **Mid-Atlantic** – Bobby Strong: bobby.strong@bnsf.com, 913-313-9036
- ❽ **Northeast** – Jeremy Young: jeremy.young@bnsf.com, 207-712-7524
- ❾ **Southeast** – Christian Myslicki: christian.myslicki@bnsf.com, 682-347-7998
- ❿ **North Mexico** – Victor Dominguez: victor.dominguez@bnsf.com, 044 55-4877-3947
- ⓫ **Central Mexico** – Elisa Angles: elisa.angles@bnsf.com, 52 44-2253-4096
- ⓬ **Mexico City and South** – Laura Hernandez: laura.hernandez@bnsf.com, 52 55-5636-2543



CARRIER PARTNER CONTACTS

INTERNATIONAL SALES

This group manages relationships with international carriers.

CMA CGM, APL, Hyundai Merchant Marine
Matt Nunez
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817-593-6953

Maersk Line, ONE
Ben Murray
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817-867-6844

Med Shipping, Evergreen, Hapag Lloyd
Chris Grant
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817-867-0118

Cosco Shipping, OOCL, Yang Ming
Michelle Liu
chengdong.liu@bnsf.com
817-867-0842

Third-Party Carriers
Katie Kahrnoff
katie.kahrnoff@bnsf.com
817-352-2270

DOMESTIC SALES

This group manages relationships with domestic carriers.

Asset Based Carriers
Terry Dupuy
terry.dupuy@bnsf.com
817-867-6567

Intermodal Marketing Companies
Corey Ellis
corey.ellis@bnsf.com
817-593-4044

ECONOMIC DEVELOPMENT

This team leads facility development and site location.

Director, Co-Location Contact
David Polzin
david.polzin@bnsf.com
817-867-6467

Co-Location Manager
Eric Goodman
eric.goodman@bnsf.com
913-551-4550



WE'RE READY TO PARTNER WITH YOU.

At BNSF, we're here to guide you every step of the way on your intermodal journey.

- 24/7 customer support via Message Us at [BNSF.com](https://www.bnsf.com) or the Trace tool.
 - Dedicated team of intermodal specialists including marketing, sales, service design, transportation, facilities and customer support.
 - Trucking and ocean carrier partners work as a seamless support system.
 - Customized transportation and distribution solutions to meet your specific needs.
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