

Keeping Your Growth on Track

Planning to relocate or expand your business? BNSF Railway's Economic Development team and programs can help. Whether you are selecting a site for a new facility, expanding an existing site or evaluating transportation options, we can work with you to recommend the solution that best meets your unique needs.

With BNSF's Premier Parks, Sites and Transload Programs, BNSF offers various economic development strategies to fit your transportation service needs. This strategic approach creates conditions to attract customer site location opportunities to the BNSF franchise.

Logistics Parks

BNSF's Logistics Parks and intermodal facilities are strategically located so that you can easily serve major markets across the country via our vast intermodal network. By locating your distribution center or warehouse at a BNSF Logistics Park you can substantially lower your transportation costs, reducing drayage charges, maximizing truck turns, gaining significant savings on fuel, and lowering your emissions. A competitive cost per square foot will further boost your bottom line.



Logistics Centers

BNSF's Logistics Centers focus on offering direct rail service in multi customer and multi commodity business parks. What distinguishes Logistics Centers from private business parks is BNSF invests directly in the development of the facilities to create sites in under-served, strategic and primarily end-user markets. These facilities can serve manifest and/or unit train customers.



BNSF Certified Sites

The BNSF Site Certification Program is a comprehensive evaluation of environmental and geotechnical standards, rail access, proximity to highways, and site availability for rapid acquisition and development. Selecting a BNSF Certified Site can reduce development time, increase speed to market, and reduce upfront development risk of rail-served industrial sites.



Transload Services

If your facility isn't rail accessible, transloading might be a good option for incorporating rail into your transportation strategy. With one railcar accommodating four truckloads, BNSF's transload service moves your freight efficiently into a transload facility, where it is moved from the railcar to a truck and then delivered to its destination, saving you time and money.



We're On Your Side

BNSF's Economic Development team works closely with companies, communities and consultants to establish transportation and distribution solutions that are customized to their enterprise. With our knowledge and expertise, we can help bring businesses and jobs to locations where our network operates by expediting rail development and increasing speed to market with:

- **Accurate information** on which to base decisions and avoid last-minute surprises
- **Appropriate planning** to fit specific business objectives
- **Expertise in overcoming obstacles** and facilitating approvals
- **Safe and efficient** implementation of your construction project
- **Proven experience** in managing projects from beginning to end
- **Right location** for efficient transportation and global reach

Contact Us Today

Colby Tanner • AVP • 817.867.6336

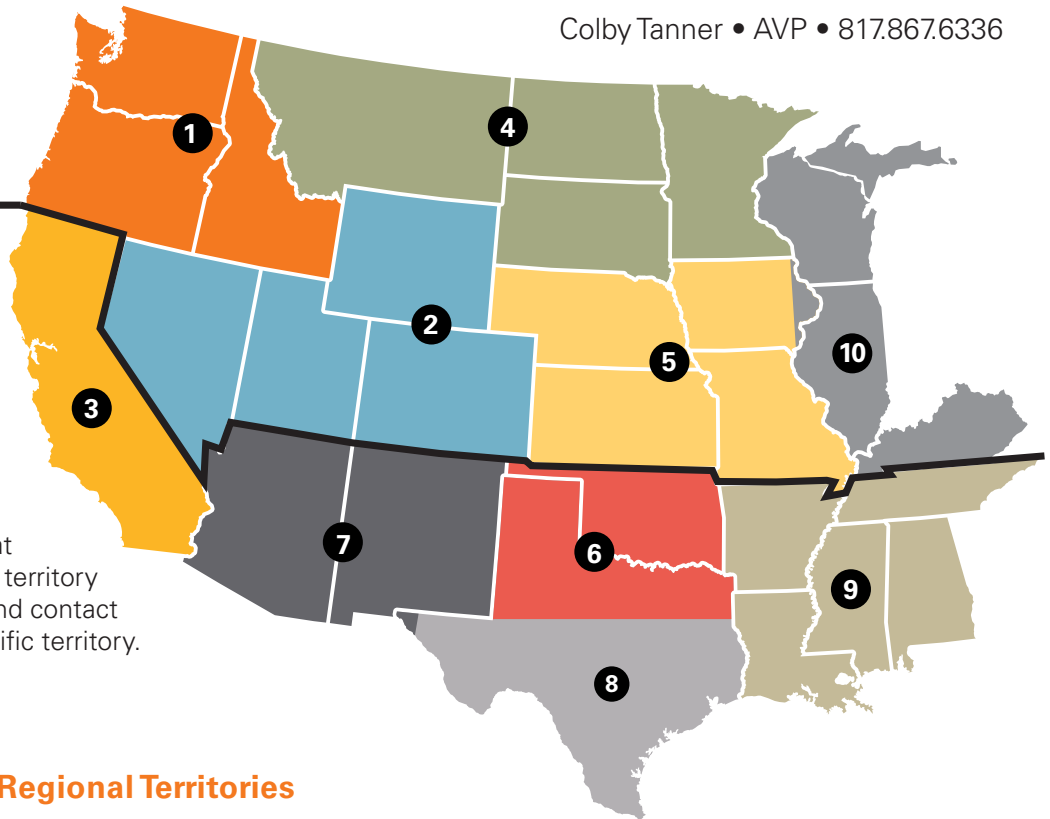
NORTH

Cary Hutchings • Director
817.593.6917

SOUTH

David Polzin • Director
817.867.6467

Because each project is unique, collaboration with your Economic Development regional manager is essential in determining a plan that fits your exact needs. Consult the territory map and table below to identify and contact the regional manager in your specific territory.



Economic Development Regional Territories

1	Don Karls	don.karls@bnsf.com	360.418.6278
2	Lindsay Van Meter	lindsay.vanmeter@bnsf.com	303.480.6440
3	Jennifer Fitzgerald	jennifer.fitzgerald@bnsf.com	909.386.4020
4	Justin Pearson	justin.pearson@bnsf.com	701.280.7200
5	John Rider	john.rider@bnsf.com	913.551.4148
6	Janet Black	janet.black@bnsf.com	817.867.6526
7	Peiter Hjertstedt	peiter.hjertstedt@bnsf.com	623.463.4133
8	Gary Laffoon	gary.laffoon@bnsf.com	817.867.0763
9	Jared Garmon	jared.garmon@bnsf.com	817.593.4035
10	Eric Pitcher	eric.pitcher@bnsf.com	312.850.5699

Co-Location Team

Cary Hutchings • Director • 817.593.6917 Eric Goodman • Manager • 913.551.4550

Unit Train Projects

Pat Thompson • Director • 817.867.6436
Stan Ujka • Sand/Crude • 913.551.4146
John Karl • Coal/Wind/Pipe • 817.867.0779
Mike Ray • AG North • 817.867.6522
Mike Martucci • AG South • 817.867.0804
James Landavazo • Renewables/Special Projects • 817.867.6124