

Moving with the Wind

Revolution 2009: Oklahoma's Wind Energy Conference

December 3, 2009



Topics

- **BNSF's Vision**
- **Wind Strategy**
- **The Cleaner Road Ahead**



Our Vision



Our vision is to realize the tremendous potential of BNSF Railway by providing transportation services that consistently meet our customers' expectations.



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BNSF Service Territory



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WIND STRATEGY



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Our Experience in Wind

- **BNSF Railway has over 7 years of experience in the wind market and is “Best in Class” due to our perfect record of no accidents during transit.**
- **BNSF has moved over 3052 wind shipments in just the past 2 years alone (November 07- November 09).**

Out of those 3260 shipments we have moved:

- **1607 Tower Sections**
- **740 Blades**
- **714 Nacelles**
- **199 Hubs**



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Our Customers

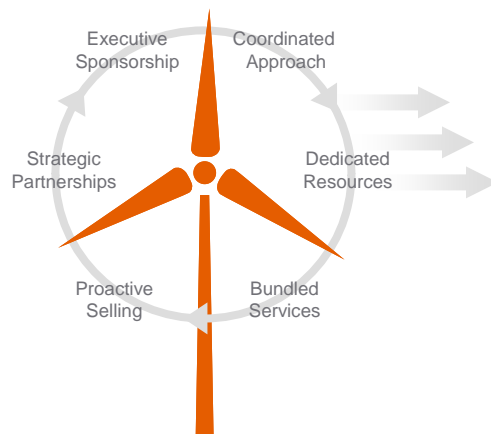
- **Wind Manufacturers**
- **3rd Party Logistics Companies**
- **Wind Farm Developers**
- **Construction Firms**



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BNSF Wind Strategy

Creating a Competitive Advantage
BNSF Wind Power Initiative

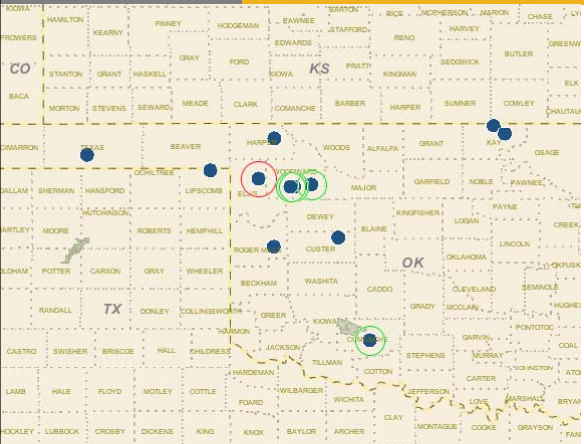


- ✓ **Dedicated team including: Director, Sales, Marketing, ED, Logistics Coordinator**
- ✓ **Proactive & collaborative sales approach for all accounts**
- ✓ **Potential BNSF investments for design and clearance requirements**
- ✓ **Inventory of equipment for wind components; Equipment strategy**
- ✓ **Flexible business requirements**
- ✓ **Expansion of wind transload sites on BNSF (existing or new facilities)**
- ✓ **Logistics coordinator and ED resource to manage requirements**




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Oklahoma



- 12 wind projects in the next few years
- \$3.5 billion in investment value




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Oklahoma

- Rank In US (by Potential Capacity): 8
- Rank In US (by Existing Capacity): 10
- Power Capacity - Existing projects (MW): 689
- Power Capacity - Projects under construction (MW): 141.9
- Potential Capacity (in MW): 82700
- Annual Energy (in billion kWh): 725

* U.S. Wind Energy Projects (As of 11/19/2008)



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Wind Transload Centers

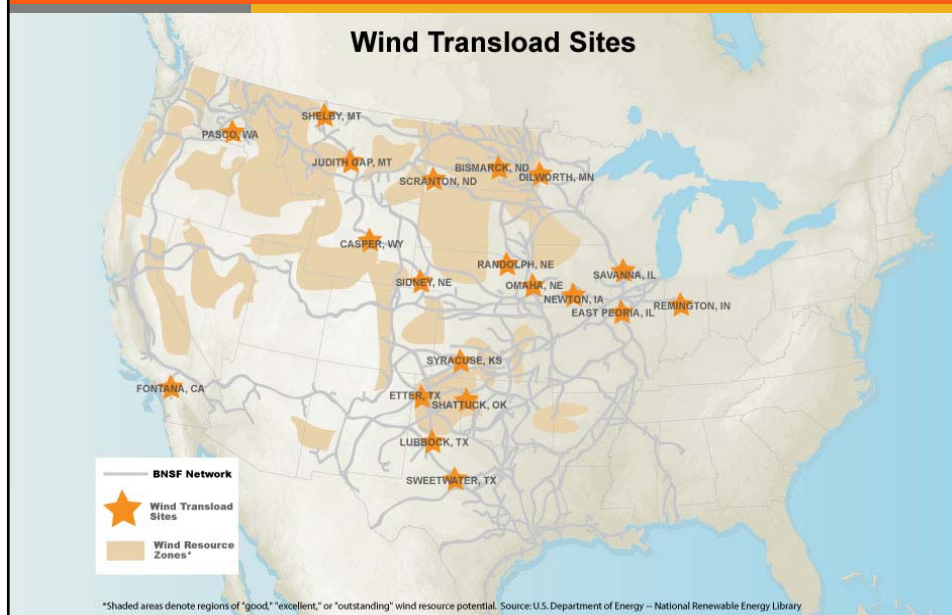
- **Customer Requirements**

- Rail location adjacent to flat land
- 30-50 acres flat land is ideal for storage
- 6000 feet of track ideal
- Truck accessibility – within 150-300 miles
- Highway within close proximity
- Crane Service
- Fencing
- Lighting
- Security



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BNSF Transload Locations



BNSF Wind Energy Ports

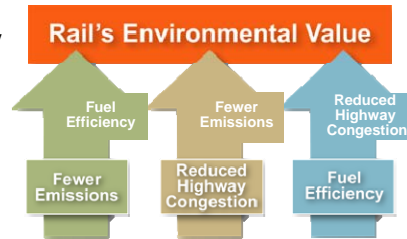


The cleaner road ahead.



Environmental Benefits of Rail

- Rail is the most environmentally friendly provider of surface transportation and BNSF is a leader in the rail industry
- BNSF is leading the industry in testing, development and implementation of green technology
- BNSF is 2 – 4 times more fuel efficient than trucks on a ton-mile basis
- BNSF can move one ton of freight an average of 456 miles on a single gallon of diesel fuel



Thank you!

