



**IANA**

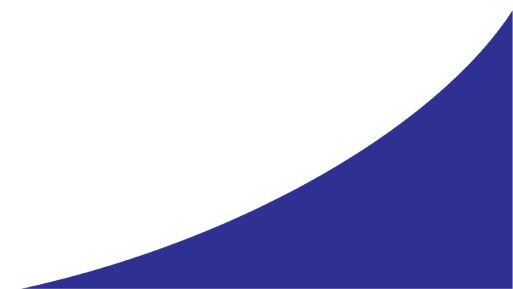
**INTERMODAL ASSOCIATION  
OF NORTH AMERICA**

# *Industry Leader: Katie Farmer, BNSF Railway*

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Part of  
Intermodal University

August 8<sup>th</sup>, 2020, 11:30 AM ET



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# Housekeeping

- Audience will be muted
- A Question & Answer session will follow the presentation
- Submit questions at any time via the Questions pane in the Control Panel
- The session is being recorded and will be available shortly. You will receive an e-mail when it is ready.





A professional headshot of Katie Farmer, a woman with long, wavy blonde hair, smiling. She is wearing a dark blue blazer over a dark blue button-down shirt with white eyelet details. The background is a soft, out-of-focus grey. A thick white curved line separates the portrait from the text on the right.

**Our  
Guest**

**Katie Farmer  
Executive Vice  
President, Operations  
BNSF Railway**





# IANA's Industry Leader Series, part of *Intermodal University*

**Katie Farmer**

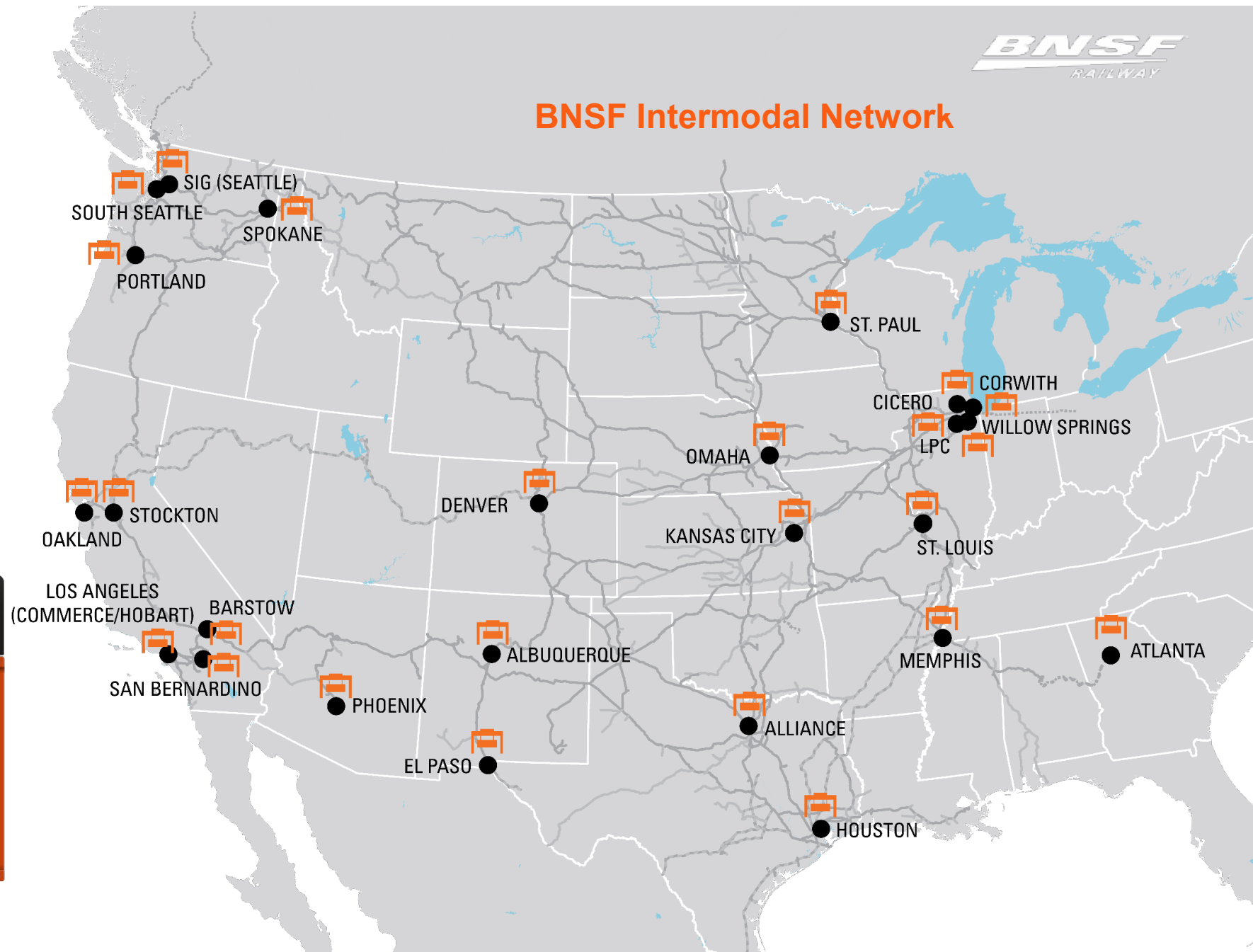
EXECUTIVE VICE PRESIDENT, OPERATIONS

AUGUST 6, 2020



## Today's Topics:

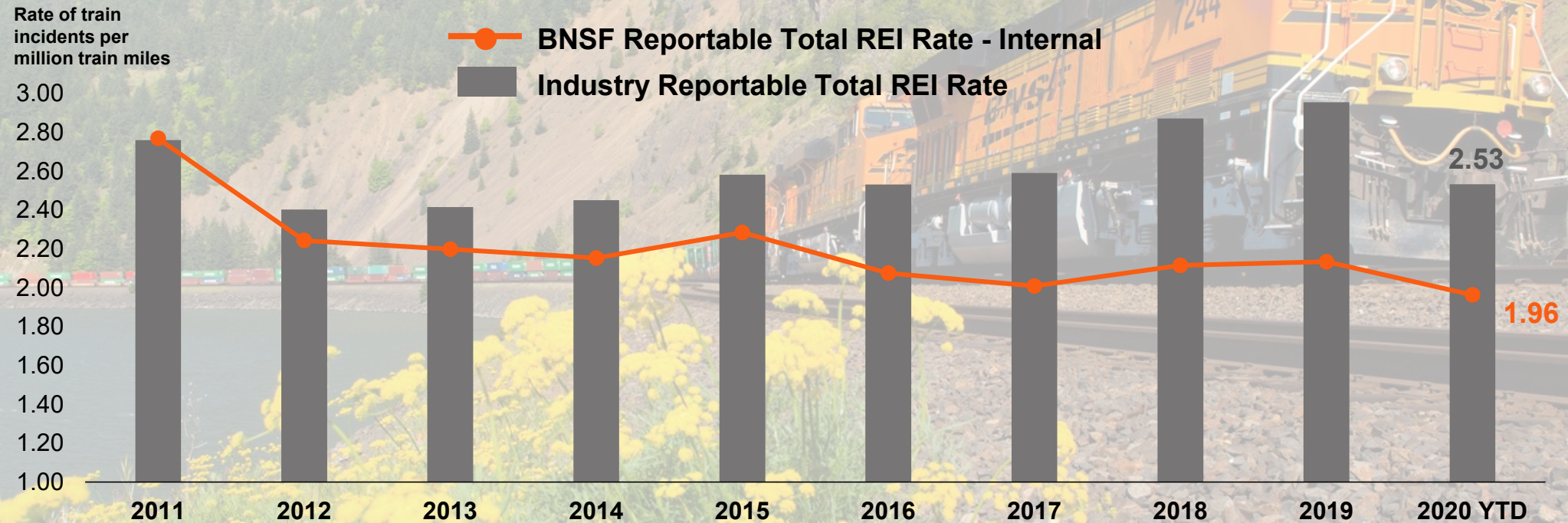
1. Career Journey
2. Trade & Transportation
3. Future of Intermodal





## BNSF Safety Performance

*From 2011, the industry rail equipment incident rate has decreased by **8%**, while BNSF's rail equipment incident rate has been reduced by **29%**.*



Source: Industry reflects Class I excluding Amtrak from FRA 1.12 – Ten Year Accident/Incident Overview through May 31, 2020



# BNSF Volume – YTD 2020

(Thousands of units, with year-over-year change)



2,814

Consumer  
Products

Y/Y Change -9.4%



991

Industrial  
Products

Y/Y Change -15.7%



550

Agricultural  
Products

Y/Y Change -2.1%



776

Coal

Y/Y Change -22.3%





# BNSF 2020P Capital Investments

**BNSF**  
RAILWAY



~11K  
MILES

Track Resurfacing/  
Undercutting



489  
MILES

Rail Replacement



~2.7M  
UNITS

Ties Replaced



Seattle  
Sandpoint  
Vancouver

**Construction underway  
at Sandpoint, ID**



**April 2020 – new 4<sup>th</sup>  
main track in service  
at Winslow, AZ**



Los Angeles  
Barstow  
Needles  
Winslow  
Phoenix

**July 2019  
New intermodal facility in  
Barstow**

Albuquerque  
Belen

**Continue multi-year  
project to expand capacity  
at Alliance Intermodal  
Facility**

Fort Worth

Omaha

Kansas City

Emporia

Tulsa

**Continue multi-year  
project to construct  
additional main track from  
Kansas City to Wellington**

Chicago

St. Louis

# Ensuring Network Momentum



*Deploying new technology  
and leveraging “big data”  
analytics to accelerate results*



**New Tools & Analytics**  
have helped identify opportunities and impact



**Brake Health  
Effectiveness  
Detectors**



**New Control Point  
Maintenance  
Gangs**



**Rail Car  
Exception  
Reductions**



Automated Gate System (AGS)



RailPASS Mobile App: 2016



RailPASS touchless Technology: 2019



Gateless/Touchless Technology: Today





# Automation Module at BNSF Logistics Park Kansas City

**BNSF**  
RAILWAY



Loading/Unloading in  
Driver Portal Area



Movement to/from  
Widespan Crane



# Co-Location in Logistics Parks



By locating your distribution center or warehouse at a BNSF Logistics Park, you can:

Reduce Drayage  
Charges &  
Fuel Costs



Decrease  
Emissions



Maximize  
Truck Turns



Minimize Number  
of Trucks  
& Drivers Needed





# IANA Webinar – The Business of Intermodal Continues

**Katie Farmer**

EXECUTIVE VICE PRESIDENT, OPERATIONS

AUGUST 6, 2020





# Q&A

Please type your questions  
in the control panel



For more information about IANA or the  
*Business of Intermodal Continues Program*  
visit [intermodal.org](http://intermodal.org)  
or e-mail [info@intermodal.org](mailto:info@intermodal.org)

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