

## FLORIDA CRYSTALS INTERMODAL TERMINAL FEASIBILITY STUDY

For Florida Crystals Corporation, The Tioga Group evaluated the operational and commercial feasibility of a rail intermodal facility as a part of the development of a proposed inland logistics center in western Palm Beach County. The concept of this development was a multimodal logistics park which included a rail intermodal terminal and logistics based development.

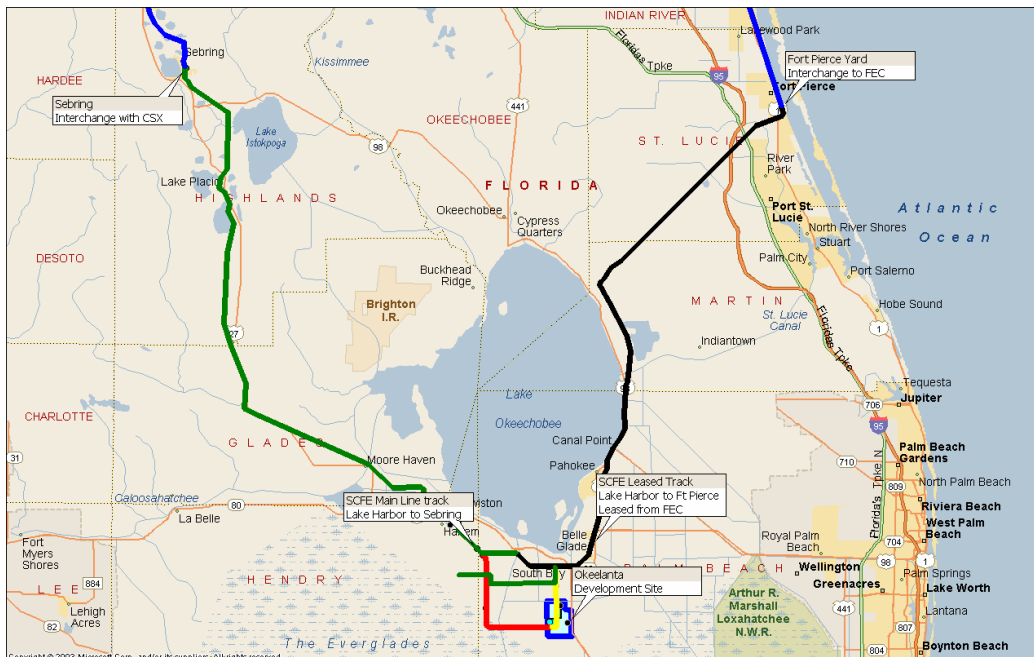
**Operational Feasibility:** Tioga worked with three rail carriers (FEC, CSX, & SCFE) to evaluate the following operational issues:

- Rail access to the site and site suitability
- Operational feasibility of connecting intermodal service with CSX and FEC
- Conceptual operating plans and service schedules

**Commercial Feasibility:** The key issue in development of a terminal is the viability of the markets which utilize the intermodal facility and its service. The following issues were evaluated:

- Key markets that would support an intermodal facility
- Potential “anchor tenants”
- Competitiveness of potential service and site location
- Class I carrier interest in supporting terminal and service development
- Competitive issues relative to Class I carriers

### ***Rail Access Routes to Palm Beach County Intermodal Terminal***



Tioga’s assessment of the operational and commercial feasibility provided Florida Crystals with a realistic evaluation of the issues related to development of a terminal and establishing intermodal service. Tioga also provided an outline of the next steps required to advance the project and assess the financial feasibility.