

## CSX INTERMODAL STRATEGIC INVESTMENT PLAN (2006)

The Tioga Group Inc. was engaged by CSX Intermodal (CSXI) to support the development of its long-range strategic investment plan. This plan covered capital investment in CSXI intermodal terminals and double-stack clearance projects for the period 2006 thru 2011.

Tioga worked with key CSXI managers to develop a comprehensive list of potential capital projects with supporting information and justification for each project. Tioga analyzed the various projects and linked them to CSXI's market strategies to create an integrated set of project groups organized by market strategy or project type. Use of these project groups allowed CSXI to identify and sequence related projects being driven by specific market strategies.

Since site selection and land acquisition must be completed before many projects can begin. The plan specifically identified necessary land requirements.

Once the overall plan was finalized, Tioga assisted CSXI leaders in communicating the concepts and rationale to senior management for approval. Working with project sponsors, Tioga also developed a process to drive internal CSX capital funding approval and project implementation.

The effort contributed to the development of intermodal terminal facilities in Chambersburg, PA and North Baltimore Ohio and the expansion of CSXI's Charlotte terminal.

### CSXI Terminal Network

