

### REASONS FOR TOFC GROWTH

1. Good transit times and time reliability on long hauls.
2. Cost advantages of railroads for long hauls.
3. UPS growth.
4. Partnerships with TL motor carriers such as J.B. Hunt and Schneider.
5. Real time shipment tracing.

### REASONS FOR COFC GROWTH

1. Development of the double stack railroad car.
2. Growth of imports from Pacific Rim countries (Japan, Korea, China, etc.).
3. Good transit times and reliability of transit times.
4. Real time shipment tracing.
5. Cost advantages of railroads on long hauls.