

KCS INDUSTRIAL DEVELOPMENT PROJECT INITIATION LIST

Please note that the following questions will be asked of you by our Industrial Development Professionals to officially launch this collaboration:

- 1 Please describe the project.
- 2 Where is the project located? Provide complete address or any identifying location information.
- 3 What is the anticipated start date of rail operations?
- 4 Is this site currently rail-served?
- 5 What is the type of rail movement (manifest or unit train)?
- 6 Will you be shipping or receiving goods via rail at this location?
- 7 What is the corresponding origin/destination pairs for your rail traffic?
- 8 What is the commodity (STCC# or Description)?
- 9 What type of railcars will be used?
- 10 What weekly volume do you anticipate at this facility?
- 11 Do you have engineering plans for new construction?

