Transportation Research Board

by
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Chairman NITL Highway Committee
AGENDA

- Owens Corning
- Modal Selection
- Influential Modal Factors
OWENS CORNING

- 15,000 World Wide Employees
- 900 Employees WHQ in Toledo, OH
- Operating Facilities in 28 Countries
- Fortune 500 Company for 57 Years
- Numerous Awards for Being a Environmentally Friendly Manufacturer “PINK IS GREEN”
OWENS CORNING

- US -$550 MM+ Annual Spend – All Modes
- US – 495 K Truck Shipments
- US – 145 MM Highway Miles
- US – Truckload, Rail, Intermodal, LTL, Ocean
- US - Contract With 190+ Trucking Companies
- US - Contract With 7 Class 1 Railroads
- US – Contract With 12 Steam Ship Lines
Insulating Systems Business
Insulating Systems Business

Key:
1. OEM (O=Office, W=Warehouse)
2. Office
3. Acoustics
4. Foam (T=Technology Center, W=Warehouse)
5. Insulation (R=Residential, CI=Commercial & Industrial)
6. Insulation Warehouse (R=Residential, CI=Commercial & Industrial)
7. Specialty Shop
8. World Headquarters

Cities:
- Tallmadge, OH
- Tiffin, OH
- Columbus (Grove City), OH
- Rockford, IL
- Ladysmith, WI
- Kansas City, KS
- Kansas City, MO
- Edmonton, AB
- Salt Lake City, UT
- Portland, OR
- Gresham, OR (under construction 2005)
- Santa Clara, CA
- Mira Loma, CA
- Mexicali, Mexico
- Eloy, AZ
- Denver, CO
- Monterrey, Mexico
- Hebron, OH
- Brantford, ON
- Toledo, OH
- Toronto (Scarborough), ON
- Candiac, QC
- Valleyfield (Grand-Ile), QC
- Delmar (Feura Bush), NY
- Mt. Vernon, OH
- Newark, OH
- Louisville, KY
- Cordele, GA (proposed)
- Ridgeview (Duncan), SC
- Fairburn, GA
- Springfield, TN
- Cleveland, TN
- Waxahachie, TX
- Mexico City, Mexico

Owens Corning
Innovations for Living™
NOTE: Map does not include sales locations or joint ventures.

Last Revised: June 1, 2010
Owens Corning Corporate Communications
COMPOSITE SOLUTIONS

Global Operations

EUROPE

OCV Reinforcements
OCV Technical Fabrics
OCV Non-Woven Technologies

Owens Corning World Headquarters
Regional Executive Headquarters
Regional Operational Headquarters
OCV Glass Reinforcements Plants
OCV Technical Fabrics Plants
OCV Glass Reinforcements & Fabrics Plants
OCV Non-Woven Technologies Plants
Global Technical Centers

NOTE: Map does not include sales locations or joint ventures.

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Owens Corning Corporate Communications
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MODAL SELECTION

WHAT ARE THE CHOICES

• Truck - 68% of all traffic in the US moves via this mode. 79% at OC 5% of this is LTL.

• Rail – 14% of all traffic in the US moves via this mode. 14% at OC.

• Intermodal – 1% of all traffic in the US moves via this mode. 5% at OC.

• Water - 6%/Air - <1%/ Pipeline – 10%. <1% OC.
MODAL SELECTION
Factors Facing A Shipper

- Customer Request
  - CPU
- Cost
- Delivery Requirements
  - Time Factor
  - Delivery Mode Available
- Product
- Order Size
- Sustainability Policy

- Shipper Preference
- Ease of Doing Business
- Negotiation Strategy
- Local, State & National Regulations
  - Noise Regs
  - Traffic Congestion Regs
  - Weight Regs
- Weather
INFLUENTIAL MODAL FACTORS

- Carrier Technology
- Collaboration
- Sourcing Strategy
- Relationships

UNEXPECTED FACTORS

- Shipper Errors
- Carriers Errors
THANK YOU!

Q & A

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