

Marketing Goods in the 21st Century

In 2009, more than 60 distribution centers of 500,000 square feet or more spanned the Lone Star State. Distribution centers help move products from the factory to the store via semi truck. In fact, the economic reality today is that companies couldn't get their products to market as efficiently, cost effectively, or quickly without distribution centers.

But these just-in-time delivery hubs don't spring whole-formed from the ground. They're built with brick, mortar, and most importantly *teamwork*. The distribution center owner, local economic development offices, and Governor's Office of Economic Development and Tourism all play important parts in bringing a center on line. Yet one of the most important team members in this process is often overlooked until the last minute.

The "T" in Team

The Texas Department of Transportation (TxDOT) plays a vital role in getting many distribution centers operational. Products get from distribution centers to their markets via roads—and not all roads are created equal or stay that way. If involved early enough in the process, TxDOT can help distribution center owners find candidate sites that provide truck-ready access to the interstate and regional highway system.

A distribution center owner might never think to ask some questions that are TxDOT's daily business.

- Are freeway ramps and intersections on routes around the distribution center designed to easily and safely handle large volumes of semis?
- Is there sufficient road capacity to handle the added traffic without periods of congestion?
- Can trucks, employees, and visitors easily and safely turn in and out of the distribution center?

These are only a few of the questions that can make a world of difference to the distribution center's operation and a retailer's bottom line.



**TxDOT — Ready to Help.
Expertise you can trust.**

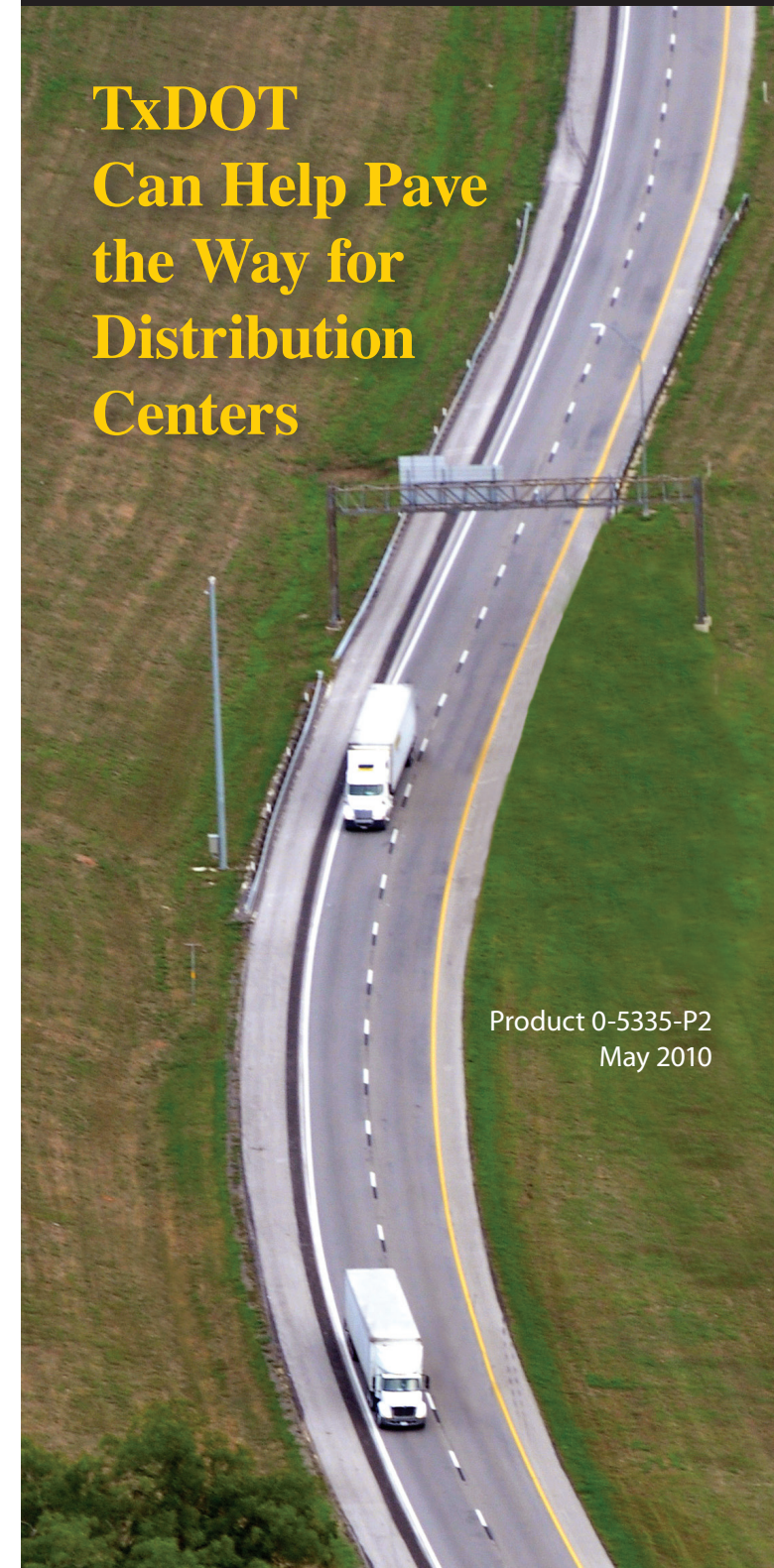
For general information, please contact:

Alicia Taliafero
Community Relations
Government and Public Affairs Division
Texas Department of Transportation
(512) 475-1395

For site-related information, please contact the closest district office:

<i>District</i>	<i>Number</i>
Abilene	(325) 676-6806
Amarillo	(806) 356-3256
Atlanta	(903) 799-1306
Beaumont	(409) 898-5745
Brownwood	(325) 643-0413
Bryan	(979) 778-9764
Childress	(940) 937-7288
Corpus Christi	(361) 808-2231
Dallas	(214) 320-4480
El Paso	(915) 790-4341
Fort Worth	(817) 370-6744
Houston	(713) 802-5076
Laredo	(956) 712-7416
Lubbock	(806) 748-4472
Lufkin	(936) 633-4395
Odessa	(432) 498-4746
Paris	(903) 737-9205
Pharr	(956) 702-6102
San Angelo	(325) 947-9205
San Antonio	(210) 615-5839
Tyler	(903) 510-9100
Waco	(254) 867-2705
Wichita Falls	(940) 720-7728
Yoakum	(361) 293-4424

TxDOT Can Help Pave the Way for Distribution Centers



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How TxDOT Can Help

TxDOT supports economic development in Texas. Working through its district offices, TxDOT can help developers avoid common transportation-related problems associated with selected center sites. TxDOT may also be able to help distribution center developers identify funding options for needed improvements. TxDOT can help with:

Site selection

- Truck-accessible areas
- Underutilized freeway interchanges and other areas free of congestion
- Site selection criteria to facilitate access and avoid unnecessary costs
- Programmed and planned highway improvements coordinated with center needs

Site access

- Site plan review checklist
- Traffic impact/needs assessment checklist
- Options to obtain access improvements
- Requests for highway improvements
- Access design, permitting, and approval process facilitation

Think Ahead, Build Smart

At the beginning of the site-selection process, companies value privacy. This allows them to negotiate the best economic deal from local communities but can sometimes prevent distribution center site selectors from obtaining needed help.

For example, using local TxDOT expertise early in the site selection process can help developers avoid expensive improvements later. Choosing a site that is already highly accessible and truck-ready can mean the difference between the distribution center opening on time or being delayed. If improvements are needed once a site is selected, TxDOT has many partnering options available for project financing and meeting priority schedules.

Remember to Put TxDOT on Your Team

Put simply, TxDOT's expertise is essential to the timely and viable start-up of a distribution center. With TxDOT's help, developers can troubleshoot potential problems or avoid them altogether with proper planning. Including TxDOT early in the site selection process not only saves time and money for developers—it also provides the lead time needed for TxDOT to process requests.

It's easy to take for granted what we see every day—even the roads we drive on. TxDOT stands ready to partner with developers to ensure that sites selected are supported by the transportation infrastructure they need. Just remember—without TxDOT's involvement early in the development process, the road to profitability can be awfully bumpy.



“When it came time to locate our new one million square foot distribution center, we partnered with TxDOT to build a new interstate interchange. The results have been excellent.”

*— Jim Vaughn,
Vice President of Engineering and
Distribution, Igloo Products Corp.*