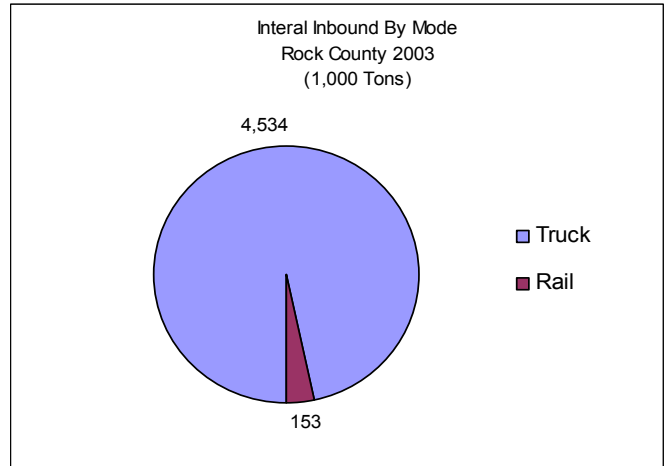


## Internal Inbound

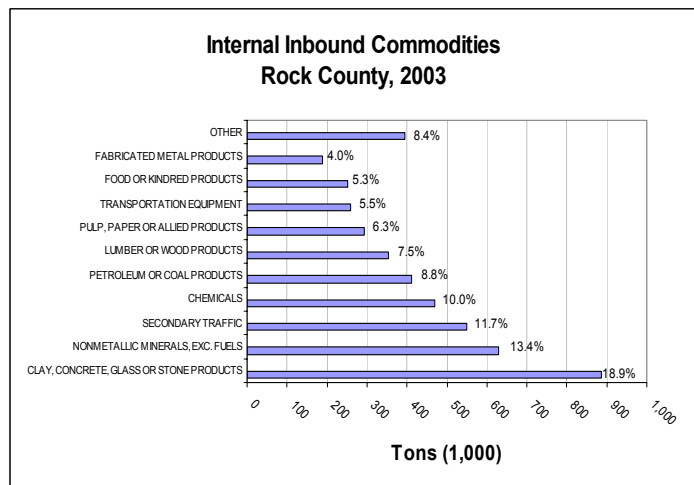
Within the state of Wisconsin, 4.7 million tons of freight were shipped to Rock County. Approximately 97 percent of the internal inbound goods were transported by truck and the remaining by train. About 19 percent of the internal inbound was clay, concrete, glass or stone products, followed by nonmetallic minerals, secondary traffic and chemicals, as shown in Figure V - 8.

Within the state, 17 percent of the County's internal inbound tonnage came from Milwaukee County, followed by Dane County with 13 percent. The main commodities that came from Milwaukee County were clay, concrete, glass or stone products. Petroleum or coal products were the primary goods transported from Dane County. Within Rock County, clay, concrete, glass or stone products were the main commodities traded, followed by chemicals. Chemicals were also the main goods moved from Waukesha County to Rock County.

**FIGURE V - 7. INTERNAL INBOUND MODAL SPLIT**



**FIGURE V - 8. GOODS IMPORTED FROM WISCONSIN**



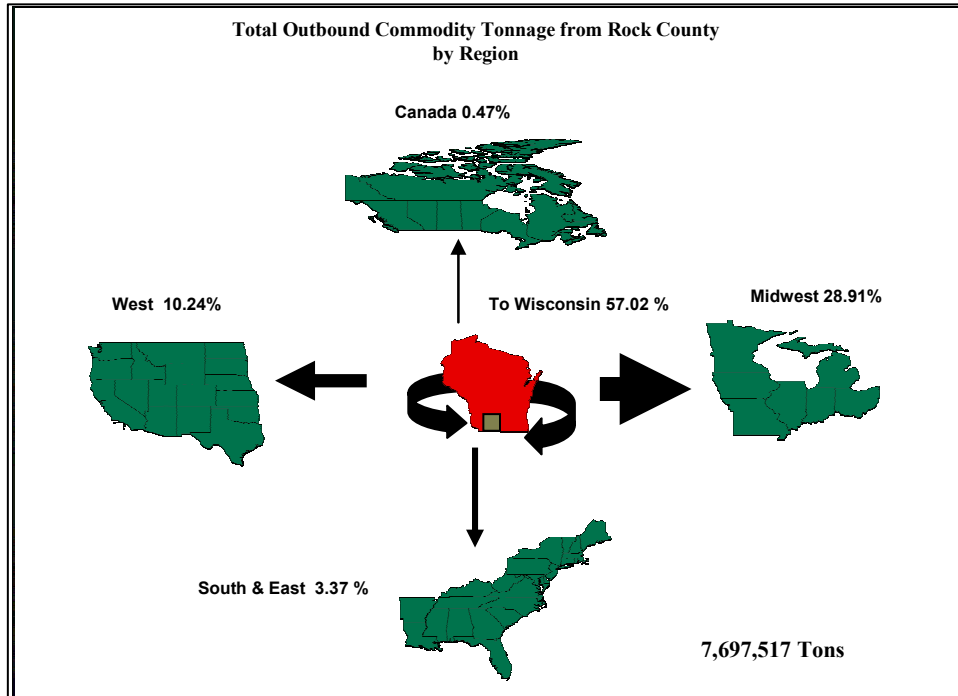
**TABLE V - 5. ORIGINATING REGION OF SELECT INTERNAL INBOUND GOODS**

| Originating County | Commodity                               | % of Origin's Total Tons Moved to Rock County |
|--------------------|---|---|
| C. Milwaukee       | Clay, Concrete, Glass or Stone Products | 44%   |
|                    | Chemicals                               | 15%   |
|                    | Transportation Equipment                | 8%  |
|                    | Secondary Traffic                       | 7%  |
|                    | Primary Metal Products                  | 6%  |
| C. Dane            | Petroleum or Coal Products              | 34%   |
|                    | Nonmetallic Minerals, Exc. Fuels        | 28%   |
|                    | Clay, Concrete, Glass or Stone Products | 11%   |
|                    | Chemicals                               | 8%  |
|                    | Secondary Traffic                       | 5%  |
| C. Rock            | Clay, Concrete, Glass or Stone Products | 28%   |
|                    | Chemicals                               | 25%   |
|                    | Nonmetallic Minerals, Exc. Fuels        | 16%   |
|                    | Transportation Equipment                | 11%   |
|                    | Waste or Scrap Materials                | 4%  |
| C. Waukesha        | Chemicals                               | 27%   |
|                    | Petroleum or Coal Products              | 17%   |
|                    | Secondary Traffic                       | 12%   |
|                    | Clay, Concrete, Glass or Stone Products | 10%   |
|                    | Fabricated Metal Products               | 8%  |

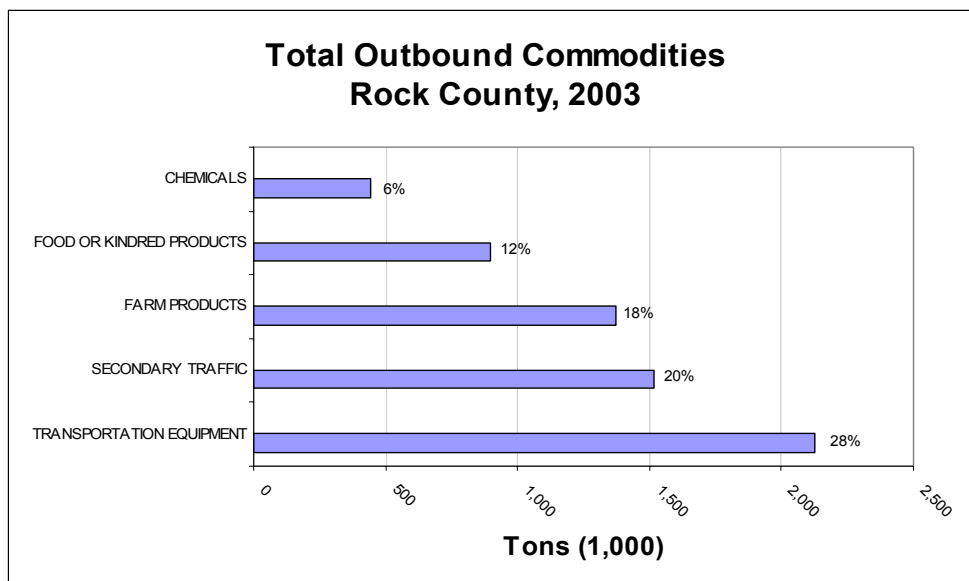
## OUTBOUND GOODS

Rock County produced 7,697,517 tons for export in 2003. The majority of these goods were destined for locations within Wisconsin. Of exports leaving the state, 29 percent had a destination in the Midwest; the region Rock County trades with the most. Transportation equipment was the main commodity traded, followed by secondary traffic. Trucks were the main means of transporting exports; rail carried just 18 percent of the total tonnage exported.

**FIGURE V - 9. OUTBOUND COMMODITY TONNAGE**



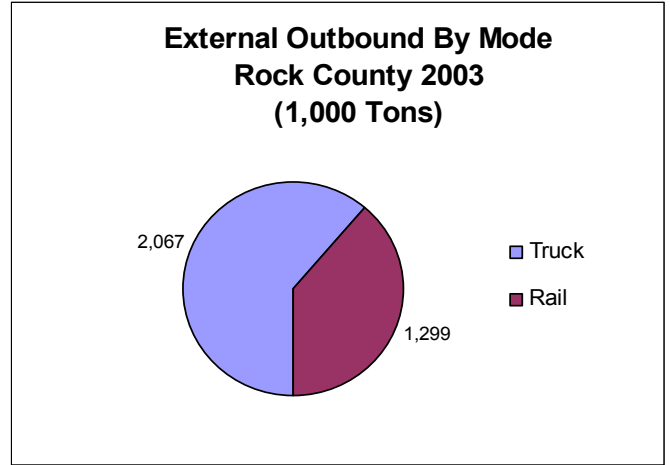
**FIGURE V - 10. OUTBOUND COMMODITIES, TOTAL TONS.**



**FIGURE V - 11. MODAL SPLIT OF EXTERNAL OUTBOUND GOODS**

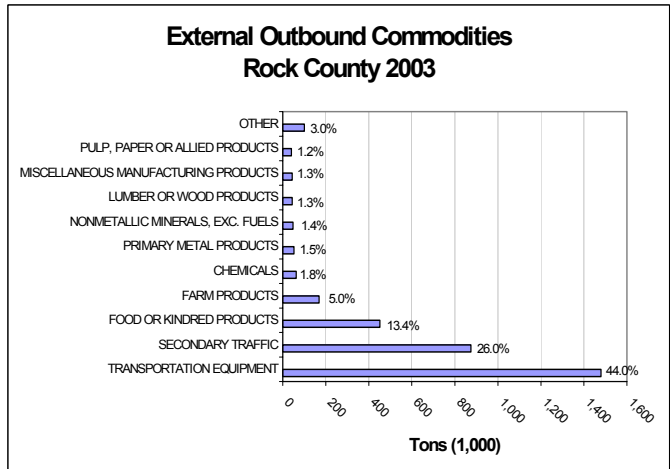
**External Outbound**

Approximately 3.4 million tons of goods were shipped from Rock County to destinations outside of Wisconsin. The main commodity shipped was transportation equipment. It made up 44 percent of the total external outbound tonnage. Transportation equipment was followed by secondary traffic, and food and kindred products, which were equal to 26 percent and 13 percent of the tonnage exported out of state. Of the commodities moved from Rock County to an out-of-state destination, more than 60 percent were transported by truck, and the rest by train.



**FIGURE V - 12. COMMODITIES SHIPPED OUTSIDE WI**

Cook County, Illinois was the largest importer of goods from Rock County. Of the total tonnage shipped to Cook County, 49 percent was secondary traffic. Kansas, Oklahoma, and Colorado imported 15 percent of Rock County’s external exports, transportation equipment was the main commodity shipped. Of goods shipped to portions of Minnesota, 80 percent was transportation equipment. The Northeastern states imported 4 percent of Rock County’s total external outbound commodities; transportation equipment made up 38 percent of these goods. Table V - 6 lists the destinations importing the most external outbound tonnage, and the commodities shipped.



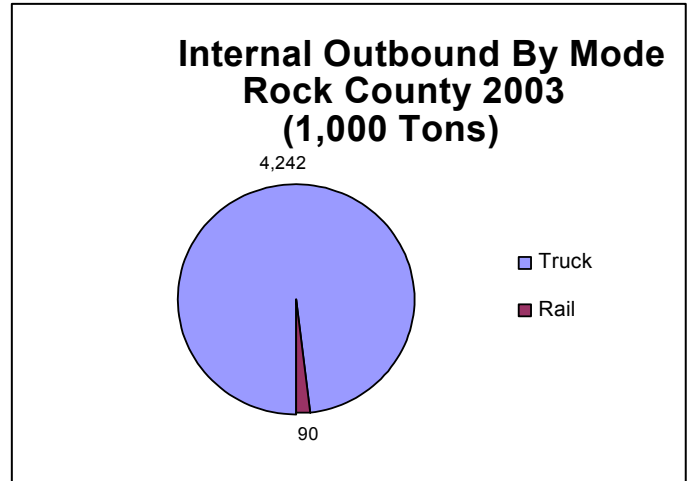
**TABLE V - 6 DESTINATION OF SELECT EXTERNAL OUTBOUND GOODS**

| Destination                         | Commodity                               | % of Destination's Total Tons |
|-------------------------------------|---|-------------------------------|
| COOK COUNTY, IL                     | Secondary Traffic                       | 49%                           |
| Tons Shipped from RC                | 1,506,252 Transportation Equipment      | 34%                           |
| % of external outbound              | 45% Food or Kindred Products            | 7%                            |
|                                     | Farm Products                           | 3%                            |
|                                     | Nonmetallic Minerals, exc. Fuels        | 3%                            |
| KS-OK-CO                            | Transportation Equipment                | 56%                           |
| Tons Shipped from RC                | 515,062 Food or Kindred Products        | 15%                           |
| % of external outbound              | 15% Farm Products                       | 13%                           |
|                                     | Miscellaneous Manufacturing Products    | 2%                            |
|                                     | Secondary Traffic                       | 2%                            |
| PORTION OF MI (NOT SHOWN BY COUN    | TRANSPORTATION                          | 80%                           |
| Tons Shipped from RC                | 152,503 Secondary Traffic               | 8%                            |
| % of external outbound              | 5% Food or Kindred Products             | 5%                            |
|                                     | Lumber or Wood Products                 | 2%                            |
|                                     | Chemicals                               | 1%                            |
| MA-NH-RI-VT-NY-PA-NJ-DE-MD-DC-VA-WV | Transportation Equipment                | 38%                           |
| Tons Shipped from RC                | 135,611 Food or Kindred Products        | 28%                           |
| % of external outbound              | 4% Miscellaneous Manufacturing Products | 9%                            |
|                                     | Chemicals                               | 6%                            |
|                                     | Pulp, Paper or Allied Products          | 4%                            |

**FIGURE V - 13. MODAL SPLIT OF INTERNAL OUTBOUND GOODS**

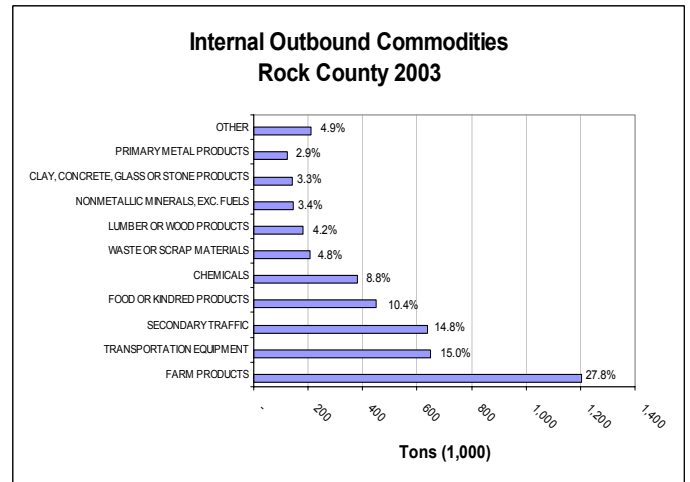
**Internal Outbound**

Of the 7.7 million tons originating in Rock County, 4.3 million tons, or 57 percent, were destined for a location within Wisconsin. Farm products were the major commodity that Rock County exported to the other Wisconsin counties; approximately 28 percent of the total internal outbound tonnage. Transportation equipment and secondary traffic tied for second, with 15 percent respectively, followed by food and kindred products with 10 percent. About 98 percent of the commodity tonnage was transported by truck, as shown in Figure V - 13.



**FIGURE V - 14. COMMODITIES SHIPPED WITHIN WI**

Rock County sent 27 percent of its internal exports to Jefferson County, the predominant commodity being farm products. Transportation equipment made up 20 percent of the tonnage received by Milwaukee County. Clay, concrete, glass or stone products made up 28 percent of the goods with an origin and destination within Rock County. Dane County listed food or kindred products as their main import from Rock County.



**TABLE V -7. DESTINATION OF SELECT INTERNAL OUTBOUND GOODS**

| Destination         | Commodity                               | % of Destination's Total Tons |
|---------------------|---|-------------------------------|
| <b>C. Jefferson</b> | Farm Products                           | 92%                           |
|                     | Food or Kindred Products                | 3%                            |
|                     | Waste or Scrap Materials                | 2%                            |
|                     | Secondary Traffic                       | 1.0%                          |
|                     | Transportation Equipment                | 0.9%                          |
| <b>C. Milwaukee</b> | Transportation Equipment                | 20%                           |
|                     | Food or Kindred Products                | 16%                           |
|                     | Chemicals                               | 14%                           |
|                     | Secondary Traffic                       | 13%                           |
|                     | Lumber or Wood Products                 | 8%                            |
| <b>C. Rock</b>      | Clay, Concrete, Glass or Stone Products | 27%                           |
|                     | Nonmetallic Minerals, Exc. Fuels        | 16%                           |
|                     | Transportation                          | 11%                           |
|                     | Waste or Scrap Materials                | 4%                            |
|                     | Secondary Traffic                       | 4%                            |
| <b>C. Dane</b>      | Food or Kindred Products                | 26%                           |
|                     | Transportation Equipment                | 20%                           |
|                     | Secondary Traffic                       | 14%                           |
|                     | Nonmetallic Minerals, Exc. Fuels        | 12%                           |
|                     | Chemicals                               | 9%                            |

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