UPDS

February 25, 2016

Southwest Association of Rail Shippers

Change is in the Wind

Solutions live here.

Michael Parker
President - UPDS

Union Pacific Distribution Services

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DOOR-TO-DOOR TRANSPORTATION

BY LOGISTICS **EXPERTS**

WITH **RAIL** BACKGROUNDS

WHO **CARE**

ABOUT FINDING A **SOLUTION**

JUST FOR **YOU**.

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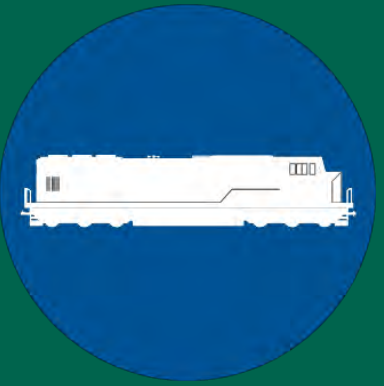


WHAT PRODUCTS CAN I SHIP BY RAIL?

EXPERTISE

Delivering Diverse Products

We Ship More Than 600 Unique Goods

UPDS

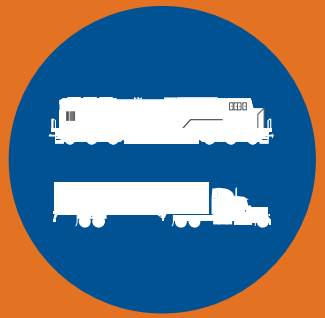
Traditional Rail Commodities

Bulk

Large

Service Sensitive/ Critical

And More



HOW DO I CHOOSE BETWEEN RAIL AND TRUCK?

EXPERTISE

Shipping by Rail and by Road

Rail

- Large, available cargo capacity
- Most efficient for long-haul moves
- Lower cost per ton mile

Truck

- Same-day pick up and delivery
- Faster transit times
- Go anywhere

Shipping by Rail and by Road

Transloading Provides the Best of Both Worlds

Rail

- Large, available cargo capacity
- Most efficient for long-haul moves
- Lower cost per ton mile

Transload

- Shipments move between modes
- Expands market reach
- Economies of rail without track investment

Truck

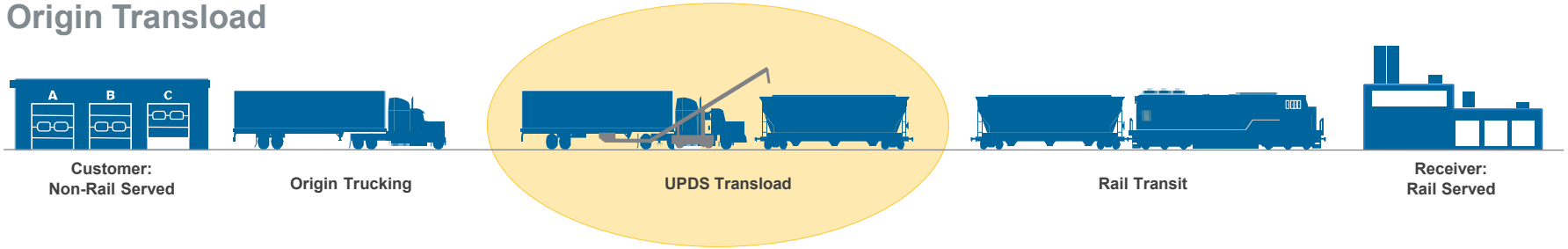
- Same-day pick up and delivery
- Faster transit times
- Go anywhere

WHAT IF I DON’T HAVE ACCESS TO RAIL?

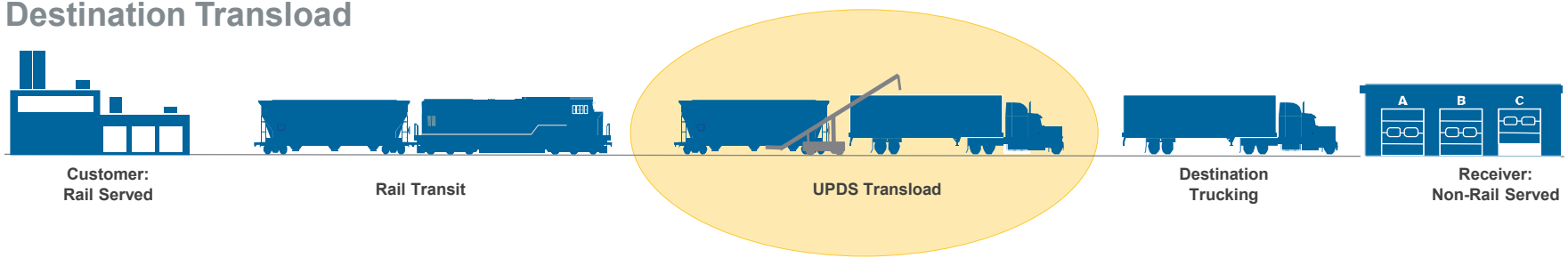
Extending Reach Through Rail

Anatomy of a Transload

Origin Transload



Destination Transload



Extending Reach Through Rail

Ship Farther, More Affordably

Ship Throughout North America

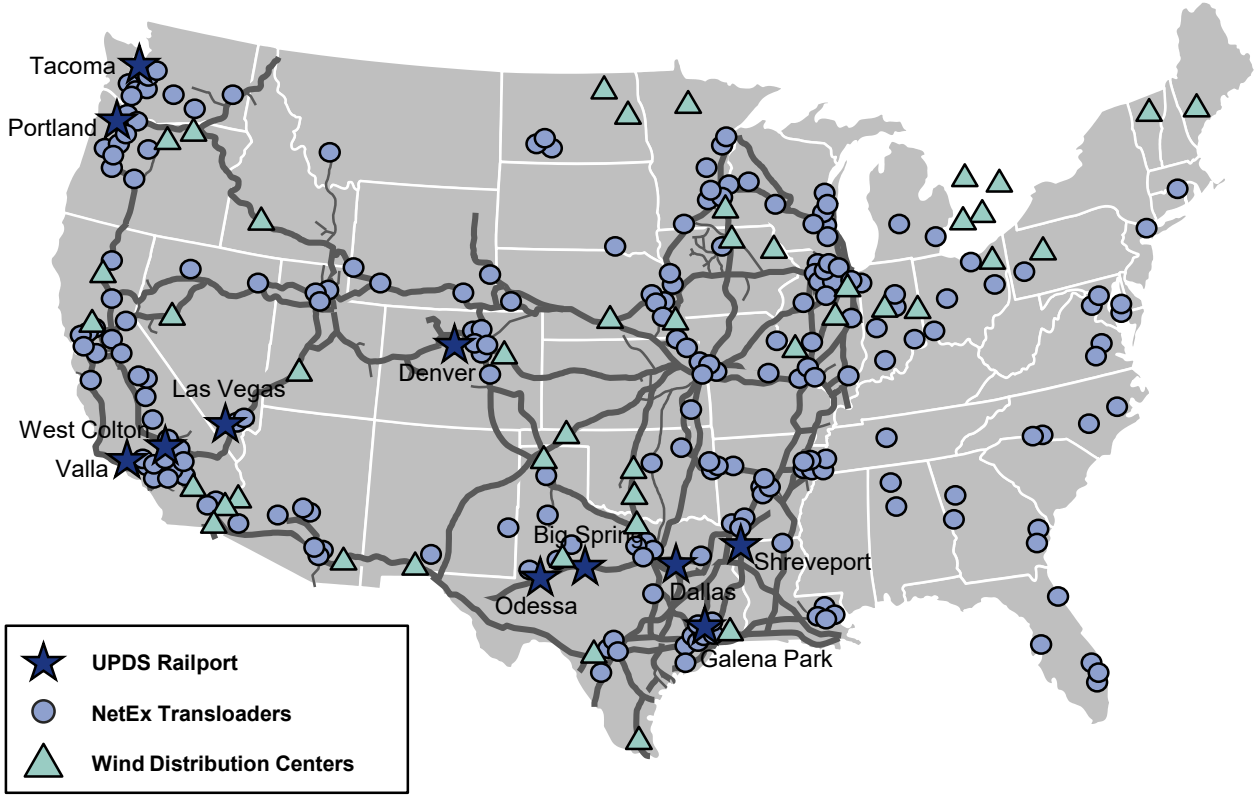
Infrastructure-Ready Solution

Value-Added Services

Greater reach, no additional hassle

Extending Reach Through Rail

Superior Transload Network



11 UPDS-Owned Railports

400+ Transload Terminals

40+ Wind Distribution Centers

Extending Reach Through Rail

Transloading Large Coated Pipe

How can you make pricing more competitive to win a bid in a key inland market?

Shipper Challenges

- Needed economies of rail but lacked experience
- Lacked staff to coordinate shipping, staging and storage

UPDS Solution

- Leveraged existing infrastructure
- Established crews and capability at origin and destination
- Provided forward staging at Denver Railport
- Managed flows along supply chain

Our Results

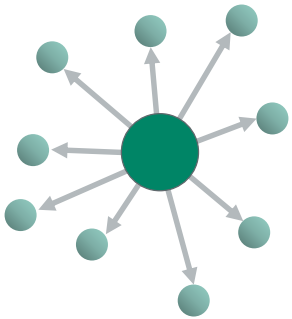
- Customer won bid based on rail savings
- Equivalent of 680 truck loads moved
- On-time delivery to job site

Helping You Grow

There are no boundaries…

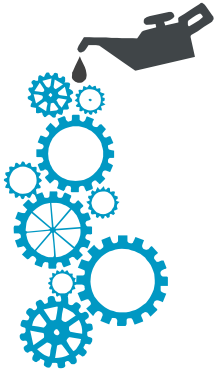
Expanding Your Market Reach

- **One-stop shop** for truck, rail, logistics
- Affordable **access** to more markets
- Faster **speed** to market



Optimizing Your Supply Chain

- Proven **processes** working for you
- **Technology** for total visibility
- A team of **professionals** dedicated to improving your supply chain



Saving You…

- **Time:** Rely on our experts to get the job done quickly and efficiently
- **Money:** Spend less with the economies of rail and fewer supply chain disruptions
- **Concern:** Rest easy knowing your product arrives to market safely and efficiently

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