

Equipment

Distributable Fleet

16,000



7,700



plain 5,000
coil 2,000



4,500



2,000



1,500



1,400



1,200



Transportation Flow



1. Plan

- Variety of service offerings
- Dedicated sales representative
- Dynamic market-based pricing
- Online/mobile tools for ease of business
- Transload network to extend market reach

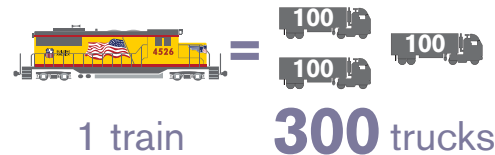
2. Load/Unload

- Shipment Quality team for safe loading diagrams
- Intuitive car ordering system
- Dedicated assets to meet your needs
- Door-to-door solutions to effectively manage your supply chain

3. Transport

- UPDS Logistics car monitoring
- Robust network (six Mexico gateways, reach to the fastest growing metropolitan regions)
- Strategic relationships with interline railroads
- Expedited service offerings
- 24/7/365 customer service support and a dedicated sales representative

Freight trains generate a carbon footprint that is an average of **75 percent** less than trucks.



For more information, contact your Union Pacific sales representative or visit www.up.com/ip.

Value Proposition

- Strong **Relationships**
- Innovative **Products**
- Excellent **Service**
- Strategic **Investments**
- The Best **Franchise**

Top 20

Industrial Products Shipped (by volume)

1. Rock
2. Sand
3. Waste
4. Cement
5. Lumber
6. Brown Paper
7. Steel (sheet)
8. Steel (scrap)
9. Pipe
10. Lime
11. Salt
12. Steel (bars & rod)
13. Copper
14. Steel (plate)
15. Aluminum
16. Oriented Strand Board (OSB)
17. Roofing
18. Ores
19. Scrap Paper
20. Plywood

Innovative

Products

Copper Connection

door-to-door service for finished copper products



Pipeline Express

simplified pipe transportation from mill to job site



Sail 2 Rail

seamless importing and exporting of bulk products



Sand 2 Shale

cost-competitive expedited sand shipments



Wind 2 Rail

transportation solutions for the dynamic wind energy market



Supply Chain Solutions

Union Pacific Distribution Services (UPDS) helps you take advantage of rail even without tracks at your door, while offering logistics solutions to fully optimize your supply chain.

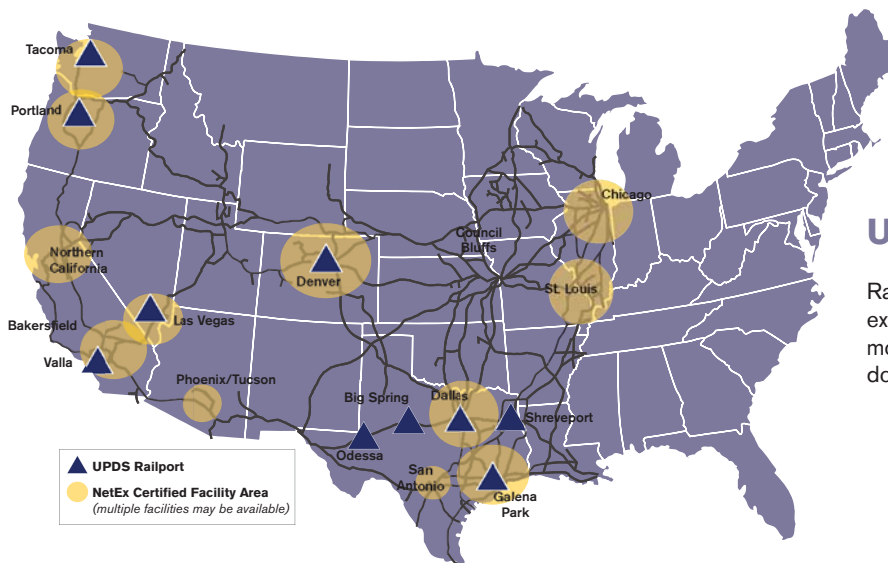


Transload — Extending Your Reach

The UPDS transload network moves products from trucks to trains and back again, combining the economies of rail with the flexibility of over-the-road movements. Leveraging both transportation modes lets you expand your market reach and reap the benefits of rail.

Logistics — Optimizing Your Supply Chain

Proactive supply chain management eliminates waste, improves visibility, and identifies — and resolves — problems before they ever arise.



UPDS Railports — Helping You Grow

Railports, UPDS-owned and operated transload facilities, further extend the Union Pacific rail network. That means you can ship more products to more places, without investing in tracks at your door. We make the investment so you don't have to.