



FIBER OPTIC FOCUS

INFORMATION TECHNOLOGIES DEPARTMENT



The Safety, Asset Utilization and Fiber Optic Technology group proudly display its five-year injury-free safety award presented by Richard Holmes, assistant vice president-commercial technology.

Regional construction coordinators distribute safety stickers for telecommunication customers and their field contractors to affix to their hard hats after completing annual Union Pacific safety training.



Group surpasses **five years** reportable injury free

Constant communication and an open atmosphere have helped Safety, Asset Utilization and Fiber Optic Technology (SAFT) employees surpass five years of FRA reportable work injury free.

“Safety is number 1, and it’s not just something people say,” said Joe McIntyre, manager-Fiber Optics and Asset Utilization. “It’s definitely ingrained in our everyday thoughts and actions.”

The 18-member team emphasizes safety internally and externally via various channels, including:

- Daily briefing call. At 9 a.m. CDT daily, the team goes over active projects, upcoming events and recent incidents. The gathering also serves as a shared space for members to ask questions to address issues.
- Weekly safety call. Every Monday employees gather to discuss safety matters. They rotate through topics such as weather, seasonal concerns, walking hazards, worksite safety, driving tips, worksite incidents and other potential hazards. For example, regional construction coordinators travel

through various weather conditions and terrain on their territory, so safe driving habits is an oft-covered subject.

- Safety training for customers and contractors. Non-Union Pacific employees are required to attend safety sessions and receive training annually, which covers required personal protective equipment and railroad guidelines, before they work on railroad property. Regional construction coordinators deliver safety training to customers and contractors throughout the year. Regional construction coordinators also conduct job briefings and ensure these workers abide by UP approved plans and safe work practices.

The SAFT group’s collaborative atmosphere encourages input from members, and McIntyre hopes that engagement continues.

“Even if someone hears about incidents that didn’t happen on the railroad, they’ll bring it up so we can discuss what we would do in that situation,” he said. “It’s important to us that everyone goes home safely to their families.”

From Thought to Tower: A Guide to Co-location, Build-to-suit Requests

The Safety, Asset Utilization and Fiber Optic Technology (SAFT) group's tower service is about propelling customers to success by supporting tower plans from conception to completion.

Customers routinely approach SAFT with a request to co-locate on an existing tower or a build-to-suit request to erect a new tower along UP's right-of-way.

These projects involve sifting through agreements, regulations and permits, which can be complicated. Associate Systems Engineer Tom McGovern, who oversees wireless and commercial tower operations for the group, serves as a resource to walk customers through the process step by step.

A Union Pacific-built tower in Enterprise, Utah, is a co-location site.



Co-location requests

Step 1: A cellular company requests to add its equipment to an existing railroad-owned tower.

Step 2: The tower is mapped to show existing equipment at corresponding heights.

Step 3: This mapping is submitted for structural analysis, which shows whether the tower will support the proposed additional equipment.

Step 4: If structural analysis results are favorable, the agreement is executed and equipment installed.

Step 5: If tower will not hold proposed equipment, possibilities include modifying the current tower to hold more equipment or constructing a new, heavier duty tower.

Build-to-suit towers

Step 1: A tower company requests railroad property to build a tower and provides coordinates for a potential tower.

Step 2: Coordinates for the requested location are checked against property maps. If the coordinates match up, the process proceeds. If UP's property is close to the requested spot, but not exactly, updated coordinates are sent to the customer.

Step 3: If the customer wishes to move forward at this stage, the customer submits rough plans for UP review. During the vetting process, further considerations may come to light that may prevent the project, such as Real Estate's ongoing or completed sale of the property or Engineering track expansions in the area.

Did you know? Towers are suggested to be at least 50 feet from railroad tracks.

Step 4: When SAFT confirms a deal will work, the customer receives permission to begin survey and title work.

Did you know? Since railroads such as UP have been in place for more than a century, it sometimes takes extensive research into property rights prior to construction.

Step 5: After survey work is complete, the customer provides a set of plans that UP integrates



Recent build-to-suit towers include those at, above, Mira Loma, Calif., and Spring Mountain, Nev., below.



into its maps. These documents become part of the tower agreement.

Step 6: The customer works with city or counties to acquire building permits. At all stages, but particularly at this stage, safety considerations take priority. For example, if a site does not have ample space to maneuver emergency vehicles, permits may not be granted.

Step 7: Construction begins after permits are granted.

SAFT Welcomes Petrali

On Jan. 1, Matt Petrali became Safety, Asset Utilization and Fiber Optic Technology's (SAFT) newest regional construction coordinator.

"I want to represent the railroad well to our customers," he said. "That involves building good rapport with them through the various projects we'll be working on."

Before joining the team, the Sacramento, California, native learned many Signal roles — signalman, signal foreman, signal inspector, signal maintenance foreman and electronic technician inspector — since joining Union Pacific in May 2005. Petrali's familiarity with operations throughout his home state and into Arizona serves him well in overseeing central and northern California for SAFT.

"Some quirks of the area include commuter traffic, mountain passes, canyon areas and unique weather considerations," he said. "It's interesting to see the high-speed



Matt Petrali, regional construction coordinator, has two dogs, George and Luigi.

rail work in Central Valley, too."

Petrali, who was Total Safety Culture facilitator three years, looks forward to applying new strategies for personal and customer safety as he familiarizes contractors and customers with railroad rules before beginning any project. He hopes the myriad online tools he is learning will help him develop methodical organization to track projects.

Interacting with customers is a crucial part of his role. He counts on principles he learned as a flooring contractor 12 years to



Matt Petrali, regional construction coordinator, and fiancée, Taryn

help him deliver top-notch customer service.

"Several key things to put people at ease are being on time, walking people through the process as best I can and being willing to answer questions anytime," Petrali said. "Consistent follow-through strengthens relationships, too."

In his free time, he enjoys time with his fiancée, Taryn, and dogs: George, a retired racing greyhound, and Luigi, a terrier mix. He also enjoys fishing and has played darts competitively seven years.

Voogd Helms Decadelong Toastmasters Cultivation

It may not be in his job description, but Systems Consultant Gary Voogd's gift of gab has motivated him to coach his Union Pacific colleagues toward greater verbal eloquence the past decade.

Along with now-retired employees Sarah Ferneding and Bob Ford, the 24-year veteran of Union Pacific's Toastmasters club, Rail Talkers, launched a pilot class April 12, 2007, followed by two more classes that year.

Speechcraft was designed to present the fundamentals of public speaking to non-members in a group setting. In the past decade, 248 students have honed their public speaking skills through 34 classes presented by Voogd and other Toastmasters.

"I consider it one of my greatest contributions to my Union Pacific brothers and sisters," he said. "I envisioned we would be assisting employees who were afraid of speaking, but what I discovered were talented employees whether they realized it or not. Mostly it comes down to boosting their confidence."

In the classes, eight students meet for six two-hour sessions



From the podium, Systems Consultant Gary Voogd makes a point during a Toastmasters gathering.

throughout 12 weeks. Each student delivers six prepared speeches, as well as impromptu speeches and speech evaluations.

Speechcraft meshed Rail Talkers' desire to strengthen the club with UP Human Resources' aim to provide cost-effective classes addressing public speaking and communications training. Among the class's supporters were Jamie Herbert, assistant vice president-human resources,

Angela Athy, manager-management development delivery, and Angela Quinley, program manager-training.

"I've always enjoyed public speaking, so I appreciate this unique opportunity to apply my talents to a definite need at Union Pacific," Voogd said. "And through that, I discovered the joy of helping others develop their speaking and leadership skills."

His involvement in Toastmasters began in 1993 when he joined UP in Engineering. He transferred to Safety, Asset Utilization and Fiber Optic Technology (SAFT) in 1998, returned to Engineering in 2008 and then rejoined SAFT in 2014.



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While other railroads address fiber optic projects through real estate departments, Union Pacific is the only railroad with a department devoted to managing fiber and wireless assets — Safety, Asset Utilization and Fiber Optic Technology (SAFT).

SAFT's team of managers, consultants, engineers and regional construction coordinators stand ready to respond to inquiries customers may have about initiating fiber projects within UP. One major source of misunderstanding: How do telecommunications companies know when to apply for permits through UP's SAFT or Real Estate groups?

Main Factors to Consider:



SAFT

If a telecom company desires to build along the tracks on UP right of way, a longitudinal system, then any installation of less than 2,000 feet is initiated through Real Estate while anything more than 2,000 feet in length is processed through SAFT.



Real Estate

If a telecom company is constructing along a roadway and will enter UP property, then a permit is required through the Real Estate group at http://www.up.com/real_estate/.

*An important caveat: infrastructure that touches an existing system governed under an agreement through the SAFT group is coordinated through the SAFT group for adds, moves or changes.