

Union Pacific Intermodal

Consistent Service to More Markets



BUILDING AMERICA



Transportation Solutions ... And More

Whether you're shipping domestic or international freight, Union Pacific offers unmatched intermodal service. We have the largest intermodal network in North America with the most direct rail services from coast to coast.

Our network offers a major advantage, but our benefits also extend beyond it: our experience and expertise add value along your supply chain.

We offer more than a transportation solution — we work with all of the involved parties (cargo owners, ocean carriers, intermediaries, dray providers) to create a more efficient supply chain solution...together.

More Markets Served

Union Pacific serves more markets than any other railroad — and we serve nearly twice as many major markets in North America than our nearest competitor.

Valuable Options

With flexible, on-dock service for full and less-than-full-train volume, the only on-port, near-dock intermodal facility, and Match-Back and Domestic Repositioning Programs, Union Pacific helps customers streamline their supply chains and ultimately save money. Our domestic customers have access to the largest dedicated container fleet, and our Mutual Commitment Program offers guaranteed capacity and consistent pricing.

We offer more than a transportation solution — we work to create a more efficient supply chain ... together.

Consistent, Reliable Service

Union Pacific offers service that is equal to or faster than the competition in 80% of major lanes — and we consistently deliver ahead of schedule.



The Best Intermodal Service Across the Border

When it comes to intermodal service between the United States and Mexico, Union Pacific offers unmatched market access and transit time in every major lane. We have the capacity, the service and the expertise to get intermodal shipments safely — and quickly — across the border.

We offer three ways in and out of Mexico:

Mexico Direct is an all-rail, seamless service that bypasses congested border crossings. Southbound shipments do not stop at the border for customs clearance. Instead, they travel in-bond, clearing customs at interior Mexico origins and destinations.

Border Direct combines rail service north of the border with IMC or motor carrier managed transportation south of the border, allowing you the flexibility for transloading, consolidating and warehousing.

Let us handle it all with **Streamline Passport**, seamless, door-to-door and door-to-ramp service to and from Mexico. Your shipment is managed entirely by Streamline, a wholly owned subsidiary of Union Pacific. We coordinate and track your shipment every step of the way, from pick-up to final delivery.



Helping Ocean Carriers Fill Capacity

Have available capacity?

Union Pacific serves more markets than any other railroad.

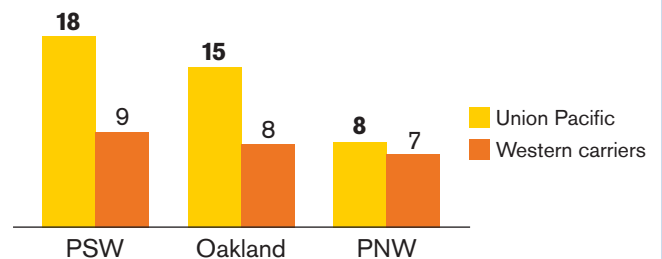
Why does market reach matter?

More in-land destinations means more containers on your vessel. Because our service reaches more destinations from a single port than any other carrier, our customers have more options to fill their containers and make the most of their capacity.

How many markets do you serve?

Union Pacific serves 17 more markets than other Western carriers:

Number of Markets Served by Region



Serving Customers and Ocean Carriers

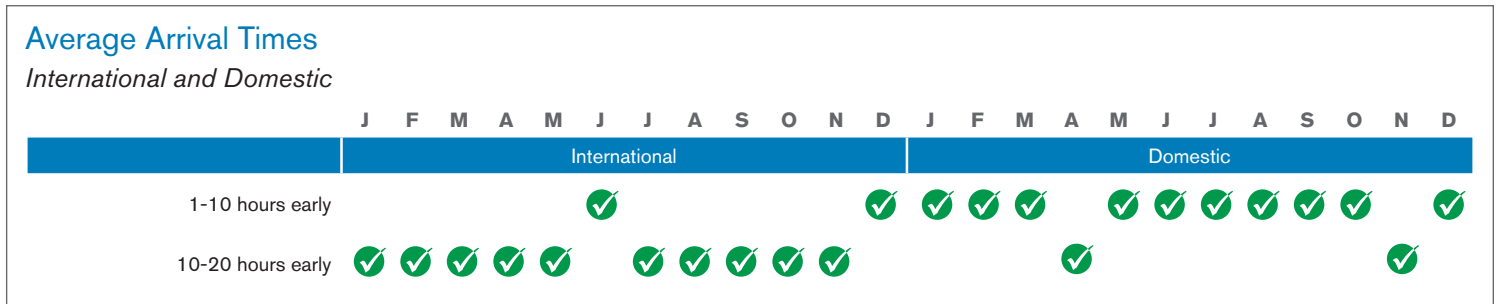
We're here to help imports reach their destination, but we also take pride in working closely with ocean carriers and beneficial cargo owners to create a more efficient supply chain. This collaboration helps ocean carriers fill the greatest capacity and make the most of their overseas journeys.

Unmatched Service

Planning is everything for intermodal shippers. In order to ensure inventory arrives at just the right time, the order must be timed strategically — and having reliable transit times is a big piece of the puzzle. Union Pacific delivers the consistent, reliable service intermodal shippers require.

Consistent Delivery

Our commitment to consistent delivery is reflected in our arrival times. Over a 12-month period, our shipments arrived an average of 15 hours ahead of schedule.



Top 10 Competitive Lanes*
International and Domestic

Lane		International	Domestic
Los Angeles/Long Beach	Chicago	+	=
Los Angeles/Long Beach	Houston	+	+
Los Angeles/Long Beach	Dallas	+	+
Los Angeles/Long Beach	Kansas City	+	-
Los Angeles/Long Beach	Marion	=	+
Seattle/Tacoma	Chicago	=	=
Seattle/Tacoma	Kansas City	+	
Seattle/Tacoma	Marion	+	
Oakland	Kansas City	+	
Oakland	Memphis	+	
Portland	Chicago		+
Lathrop	Chicago		+
Los Angeles/Long Beach	Atlanta		+
Chicago	Dallas		+

+ UP Service Performance Advantage (more than 3 hours better)
 = UP Service Performance Equal to the Competition (performance +/- 3 hours)
 - Competition Service Performance Advantage (more than 3 hours better)

**Based on Published Schedules*

Faster Service

In addition to consistent service, Union Pacific also offers a performance advantage in nearly every major lane. Here's how we stack up in the top 10 competitive lanes based on published schedules:

International

- In 8 of the top 10 lanes, Union Pacific service beats the competition by three hours or more (and in some lanes, 24 hours or more)
- In the remaining two lanes, we match the competition
- Our nearest competitor does not offer a service advantage in any of the top 10 competitive lanes.

Domestic

- In 7 of the top 10 lanes, Union Pacific service beats the competition by three hours or more
- In two lanes we match the competition
- That leaves just one lane in which the competition publishes competitive schedules

More Markets Served

Union Pacific serves more markets than any other railroad — and we serve nearly twice as many major markets in North America than our nearest competitor. What does that mean for you? You have more opportunities to optimize with rail, a more efficient and affordable transportation solution.

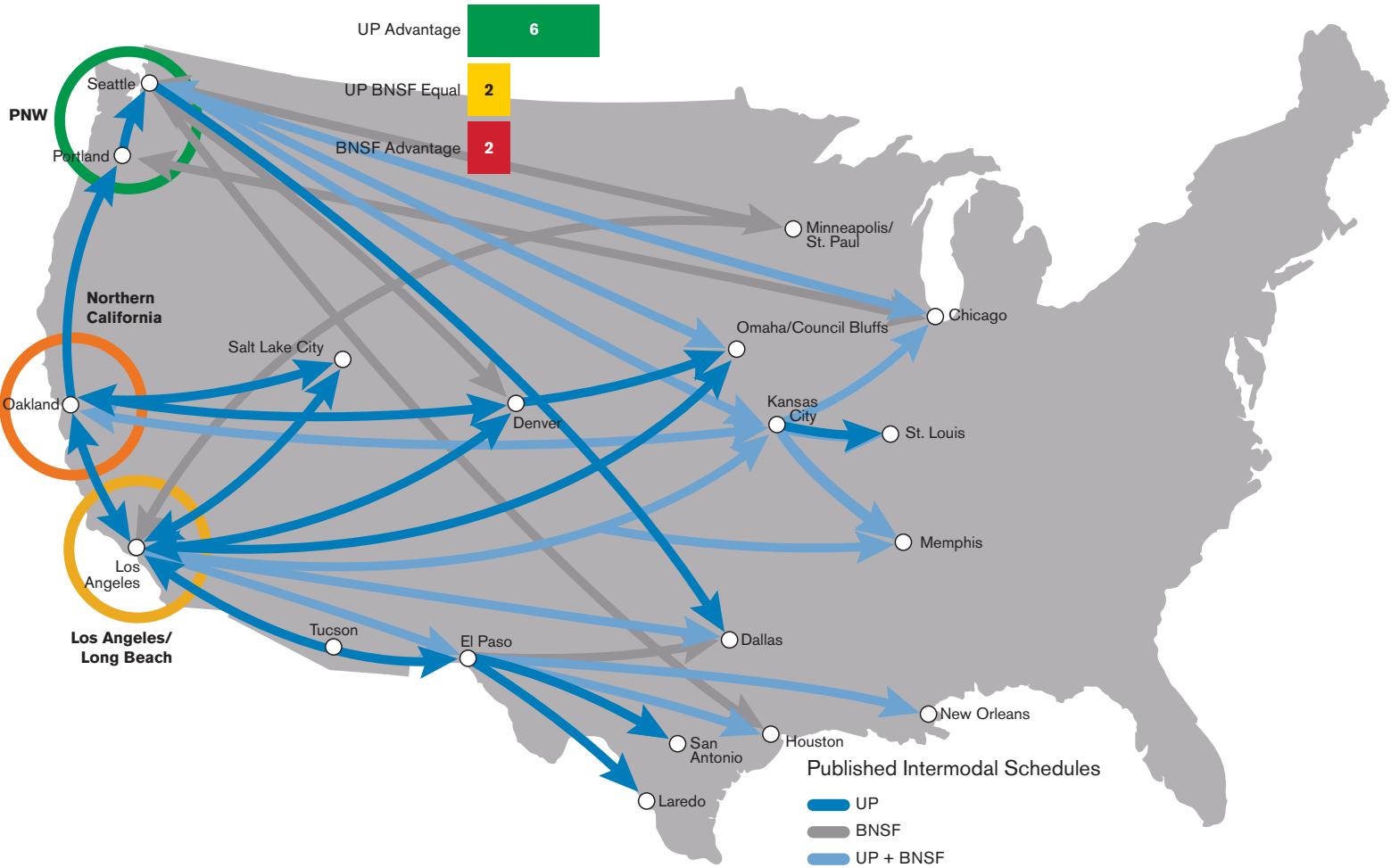
International

Union Pacific serves **40%** more international intermodal markets than the competition.

Markets Served By Region

	Union Pacific	Other Rail
Los Angeles/Long Beach	18	9
Pacific Northwest	8	7
Northern California	15	8
TOTAL	41	24

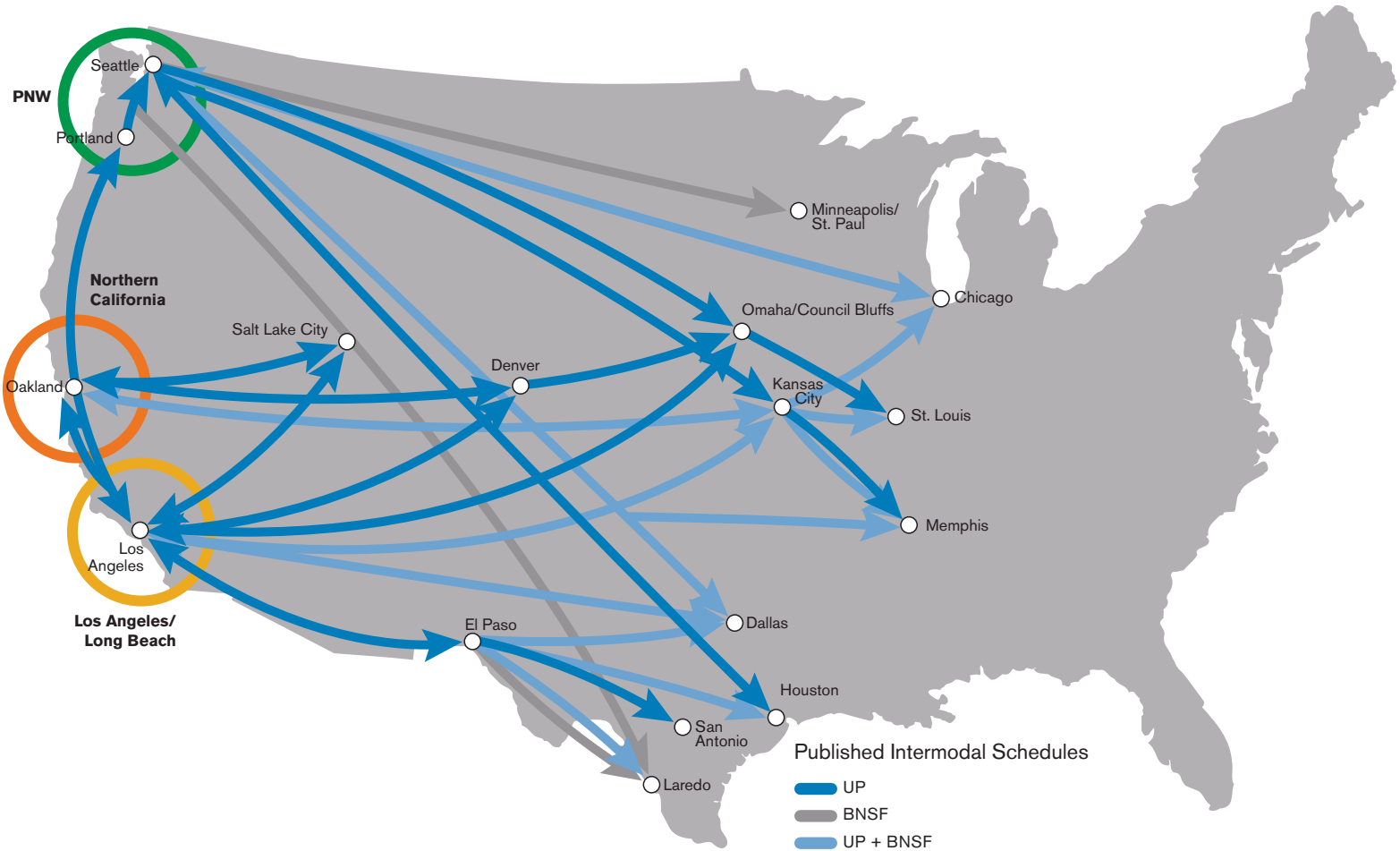
Top 10 Standard



More Markets Served

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Domestic



Markets Served By Region

	Union Pacific	Other Rail
Los Angeles/Long Beach	15	7
Pacific Northwest	9	4
Northern California	12	7
TOTAL	36	18

Union Pacific serves **2x** as many domestic intermodal markets as the competition.

Valuable Options

Union Pacific offers more than transportation — we leverage our network strategically to provide savings for our customers, while also offering flexibility to help meet their needs.

International

Saving on Drayage Costs

Where other rail carriers require customers to pay costly drayage fees for less-than-full-train volume from port to ramp, Union Pacific offers on-dock service for these loads. With rail service right at the port terminal, we provide customers a direct savings.

Union Pacific is also the only rail carrier with an on-port, near-dock Intermodal Container Transfer Facility (ICTF). In a heavy-haul corridor located near the Los Angeles and Long Beach ports, the Union Pacific ICTF is part of the actual port complex. That means if containers do have to dray, they travel just five miles from port — as opposed to 30 miles — which results in a significant savings for our customers.

Reducing Empty Loads

Does it seem like a waste to pay for empty containers to be shipped back once product has been delivered? We think so, too. In an effort to save our customers money, Union Pacific works proactively to find loads for the return trip so customers aren't paying to ship empty containers. We do this through two programs:

- **Export Match-Back** — The Export Match-Back program works to match export loads to fill empty containers, then provides rail service to ship those loads back to port, all to improve our customers' round-trip economics.
- **Domestic Repositioning** — The Domestic Repositioning program works in a similar way, but in this instance, empty containers pick up domestic loads headed back to origin port locations.

With six business teams, each devoted to specific commodity types, Union Pacific has relationships with shippers of a wide variety of products. Our close commodity alignment enables us to provide successful reload programs, as oftentimes we ship an entirely different commodity on the return trip. The Union Pacific Intermodal team has a team member assigned to each commodity group, ensuring we find the best opportunities for your empty containers.

Domestic

Reliable Capacity and Pricing

Through our Mutual Commitment Program, shippers can rely on year-round, guaranteed capacity and consistent pricing.

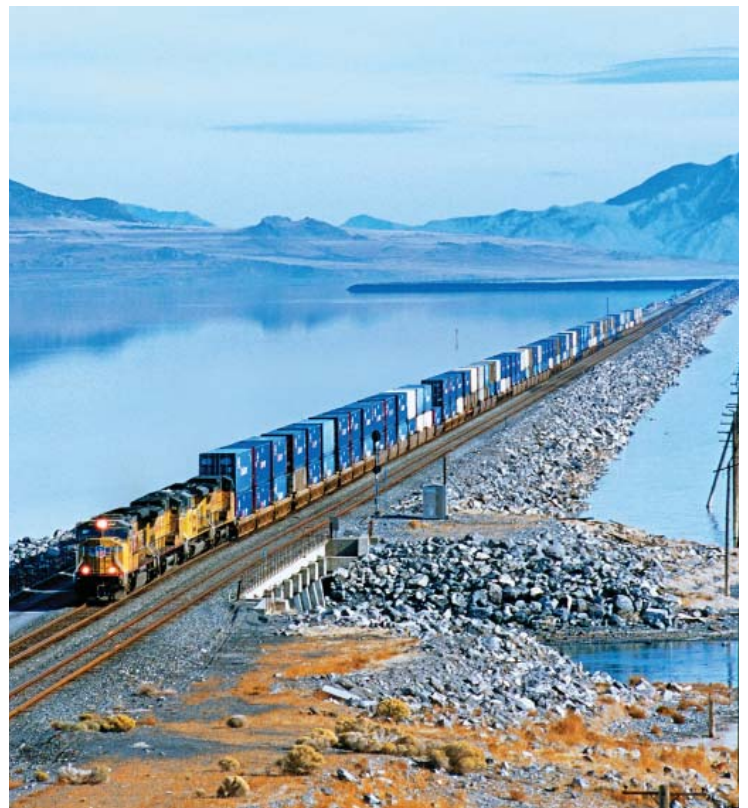
Greater Capacity

Union Pacific offers our domestic customers access to the largest domestic container fleet, with more than 80,000 containers between Union Pacific and its partners.

International and Domestic

Flexible Shipping Options

The Union Pacific Intermodal team caters to shipments large and small. Whether you're shipping in a 20-foot, 40-foot or 53-foot container — or in trailers or reefers — we'll work with you to ensure you get the most efficient, economical shipping solution.



Union Pacific offers **unmatched** intermodal service with the **largest** intermodal network in North America and the **most direct** rail services from coast to coast.

To learn more, contact your Union Pacific sales representative or visit www.up.com/intermodal.



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