



May 31, 2018

Southern Region Strategy

Greg Workman
Vice President -
Service & Strategy

Greg Workman Vice President – Service & Strategy



Greg Workman was named vice president - service & strategy, in March 2018, where he is responsible for capitalizing on the Southern Region's short- and long-term growth opportunities, including Mexico. This includes collaborating with Marketing and Sales and customers on initiatives and service designs meeting customer expectations

Prior to his appointment, Greg held numerous Operating leadership roles including vice president of engineering, vice president of safety and chief safety officer, regional vice president – southern region, assistant vice president – northern region, assistant vice president – southern region, and multiple superintendant roles.

Greg started as a management trainee with Union Pacific following his graduation from Purdue University in 1984 with a degree in Civil Engineering.



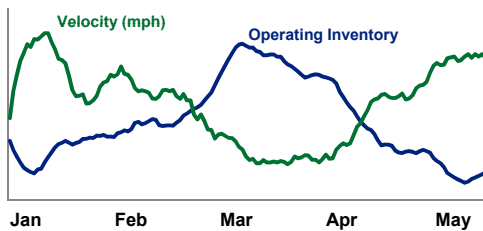
Southern Region Performance Improving



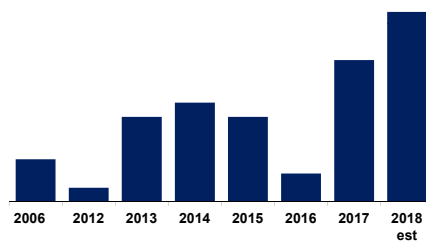
- **Velocity and Inventory Approaching Normalized Levels**
- **Record Manifest Volumes in the South**

- **Active Inventory Management System**
- **Capacity Added Through:**
 - Transportation-Plan Adjustments
 - Blocking Arrangements
 - Resources

2018 South Velocity And Inventory
(7-Day Averages)



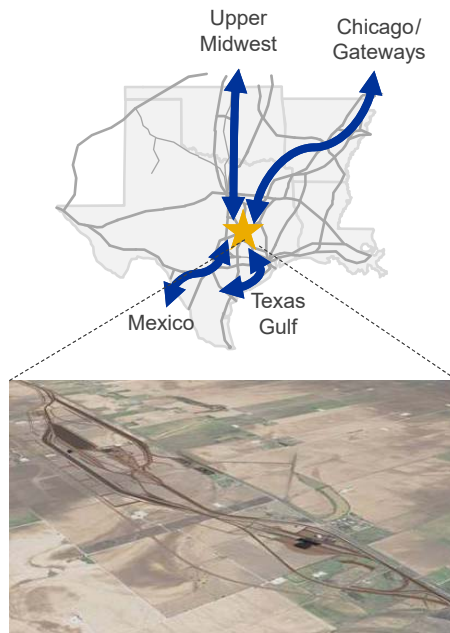
South Manifest Car Switching Volume
(Peak Month Cars Per Day)



Brazos Yard



- **New Greenfield Switching Yard**
 - \$550 Million Investment
 - Operational by 2020
- **Supports Growth Markets**
- **Features:**
 - Up to 1,300 Cars / Day of Capacity
 - More Direct Car Routing
 - Fewer Car Miles and Handlings
 - Car Blocking Flexibility for Interchange Traffic
- **Most Efficient Switching Yard on UP Network**



Southern Region Investments

Support Growth, Velocity, and Service



Investment Benefits

- Yard Switching Capacity
- Train Length
- Line Capacity
- Storage In Transit (SIT) Yards
- Velocity

