



BUILDING AMERICA®

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The Future of Freight Transportation

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AVP Public Affairs



IT WOULD HAVE TAKEN NEARLY 23 MILLION TRUCKS TO HANDLE THE 412 MILLION TONS OF FREIGHT THAT ORIGINATED IN, TERMINATED IN, OR MOVED THROUGH TEXAS BY RAIL IN 2014 – ABOUT THE NUMBER OF TRUCKS THAT CROSSED FROM MEXICO TO TEXAS.

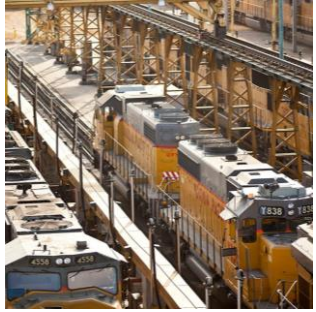
Source: Association of American Railroads





THE FREIGHT ADVISORY COMMITTEE PREDICTS RAIL FREIGHT GROWTH WILL DOUBLE BY 2040





WHAT WILL UNION PACIFIC DO ABOUT THAT?

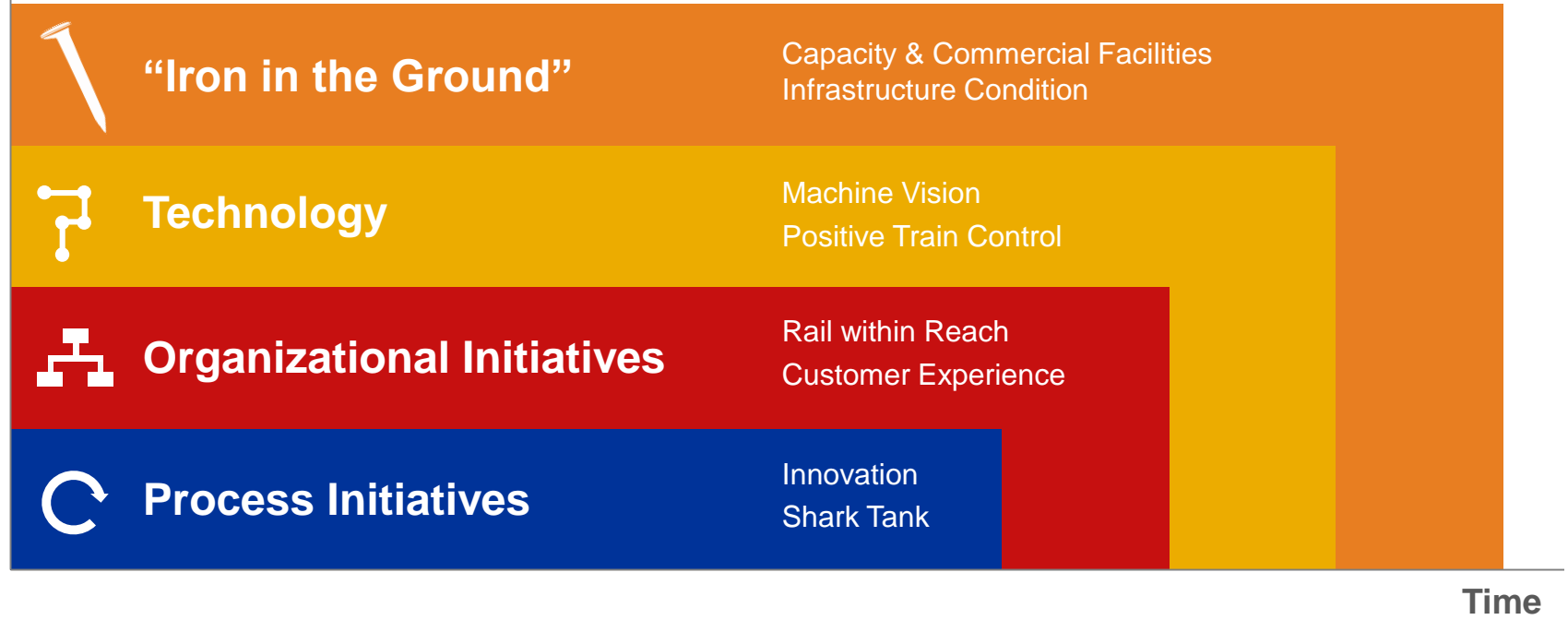


GO EVEN BIGGER!

Capacity is More than Capital



\$





Supporting regional growth

Economic development

Customer experience

Technology and innovation

Capital investment





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“Rail Within Reach”

Serving customer needs



- UP provides tools, resources and materials to:
 1. Help a customer quickly and easily find a rail-served location
 2. Assist land owners, developers, EDOs or others to attract rail-served customers
- New material released every 2-4 weeks
- <https://www.up.com/customers/within-reach/index.htm>
- Local contacts: Robin Ringwald, John Owens, Eric Watkins

Just Launched! Announcement of Site Solutions Tool

Rail Within Reach

Are you looking to build or expand your (or a client's) business to a rail-served site? Or, are you looking for rail tenants to locate on your property? Our **Rail Within Reach** initiative is here to make the road ahead an easy one. This initiative will introduce you to new and existing resources which will help answer your questions and make connecting companies to rail served properties simpler.

For starters, check out our new **Site Solutions Tool**, which provides companies on the hunt for rail-served properties an easier way to find them. The **Site Solutions Tool** lets users search a repository of rail-served buildings and industrial sites online with just a couple clicks. If you wish you could google available properties on the Union Pacific network, this tool does just that.

Find the Most Suitable Locations for Your Rail-Served Business

Listings on the Site Solutions Tool include:

- Map Views
- Property Photos
- Property Contact Information
- Property Details
- and More

We're Here to Help

Our local field leads are always here to lend you their expertise in finding the best rail solutions for your company. Once you've identified your top picks from the Site Solutions Tool, share them with us – we can provide additional intel and make sure you're connected with a site that truly meets your business needs.

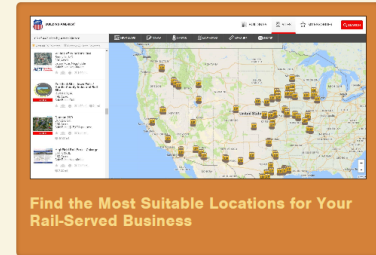
We also have a broad network of contacts to help you find solutions even beyond those listed in the Site Solutions Tool and are always happy to talk. **Give us a call** any time.

Publicize Your Property

If you own a rail-served site or building and are seeking to fill it, the Site Solutions Tool lets you advertise your properties to potential tenants or buyers. Contact us to list your site.

Ready to Get Started?

For more information and to access the new site solutions, visit our **Site Solutions Tool** now. For general questions, contact our **Economic Development Director** or **your local field lead**.

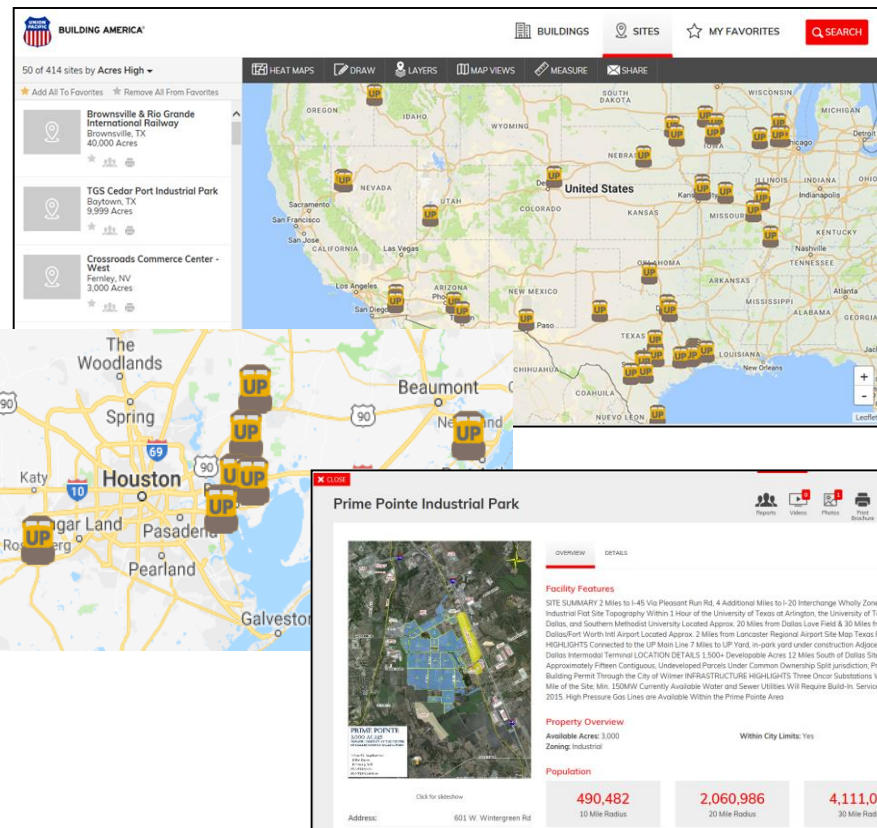


Union Pacific Site Solutions Tool

Economic Development initiatives



- Centralized listing of potential sites/facilities with reasonable ability to access to Union Pacific rail service
- EDOs, developers, brokers and land owners input and update information
- Union Pacific validates entries
- **Property Owner Benefit:** Becomes resource to advertise your property in customer site selection discussions
- **Customer Benefit:** Searchable listing of sites with vetted rail accessibility





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Transforming the Customer Experience



BUILDING AMERICA®

CUSTOMERS

EMPLOYEES

SUPPLIERS

INVESTORS

MEDIA

ABOUT US

CAREERS

Rely On Us.

As your shipping needs grow, look to the men and women of Union Pacific to ensure your shipment gets delivered where you need it, when you need it. Put the power of America's premier transportation company to work for you.

Contact a Shipping Expert



En Español?

Union Pacific by the Numbers

Industry Leadership

Why Union Pacific?

What Can I Ship?

Where Can I Ship?

Railroading in the Age of Amazon



UP Customer Experience



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Innovative Technology



Machine Vision: 50,000 images/second



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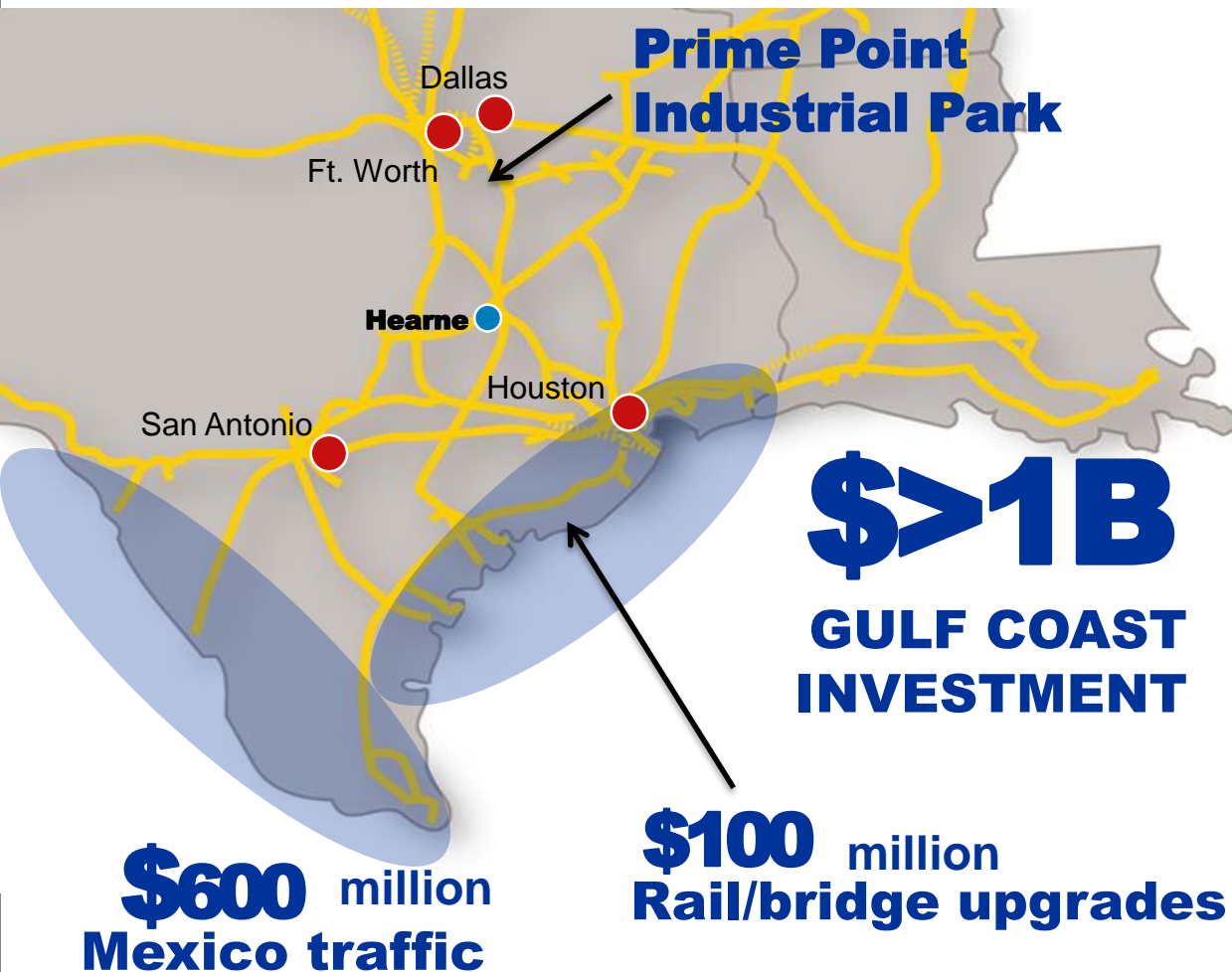


Union Pacific in the Lone Star State

2009-2017

\$5.0B

Infrastructure Investment

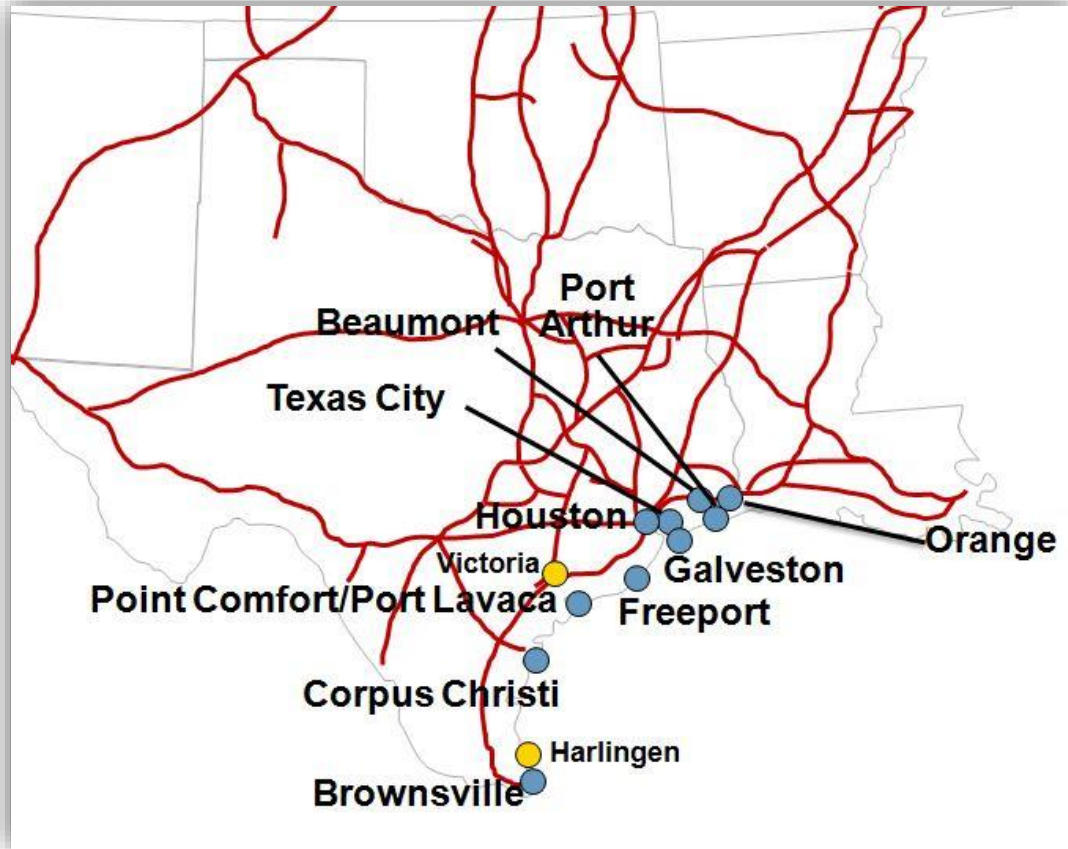


\$100 million
Rail/bridge upgrades



UP serves 12 Texas Gulf Ports

We work directly with
customers and ports
to provide the services
they need, when they
need them.





Texas Transportation Infrastructure Receives Boost from Union Pacific

- **\$450** million investment fully funds 2018 rail maintenance.
- Investment triggers **\$4.5 billion** return for U.S. economy.*
- **7,315** Employees across the Lone Star State.
- **65,835** Texas Jobs Supported.**

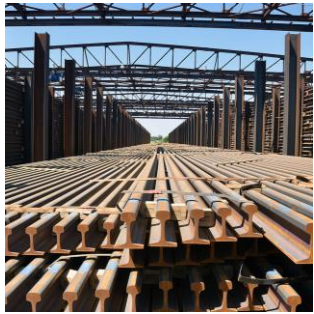
*Every dollar invested by privately-owned freight railroads triggers a \$10 return for the U.S. economy.

**Every American freight railroad job supports nine jobs in the U.S. economy.

- Association of American Railroads



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AND IN 2018....

THE LARGEST SINGLE INVESTMENT IN UP HISTORY



Coming in 2020: Brazos Yard, Robertson County

\$550 million investment

1,300 cars per day, with
expansion capacity to 2,300

40 bowl tracks, with
expansion capacity to 70

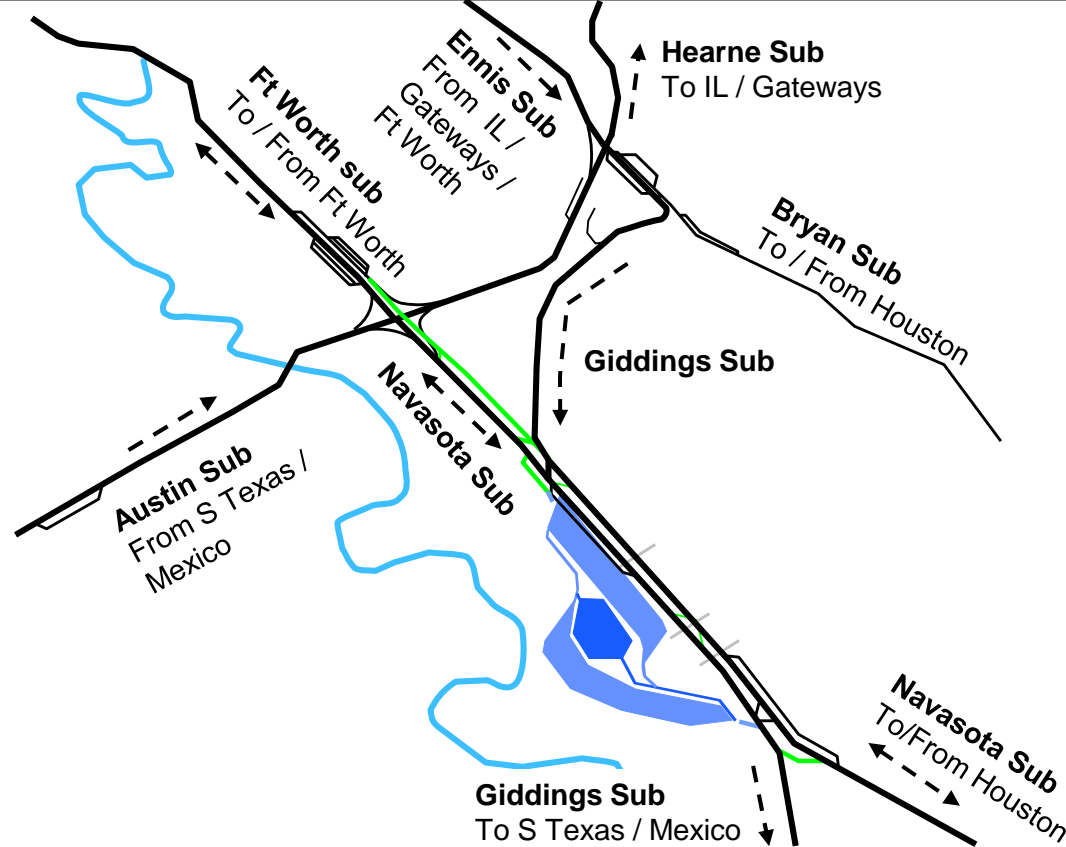
Showcase best practices
and technologies

Strategic Location

Supports growth and service excellence



- “Crossroads of Texas” – convergence of seven Union Pacific lines
- Strategically sited to support Texas economic growth and freight transportation demands
- Supports growth for current customers and future regional economic development



SCHEMATIC MAINLINE

- Connections at Valley Jct
- 2nd Main Navasota North
- Watts Xover and Giddings Grading
- Navasota South Connection



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Positive Train Control (PTC)

PTC: How it Works



Using GPS, PTC evaluates train's distance from end of authority limits

Warning given if engineer doesn't slow train

PTC triggers brakes if engineer doesn't brake to stop short of limits

PTC: Scope Challenges



Much of the technology did not exist before the government mandate



Must be interoperable across all railroads



Must relay critical operational data



Must operate across all terrain types and calculate stopping distances regardless of weather conditions.



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Questions and Discussion