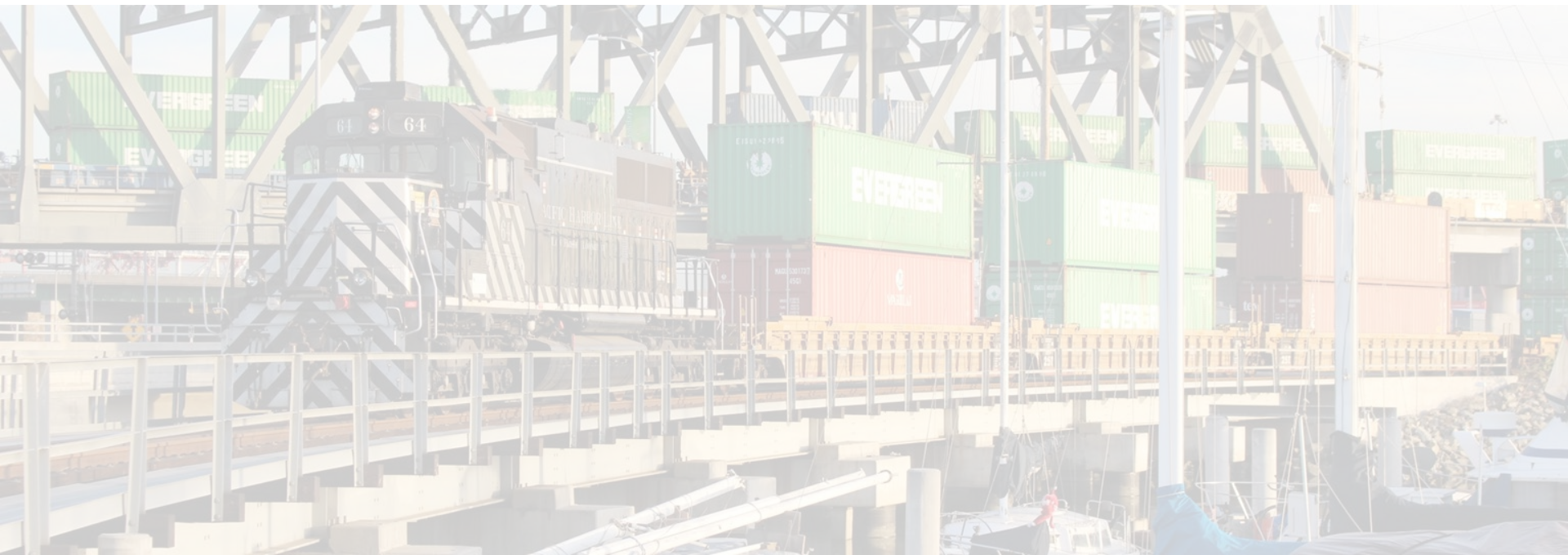




Short Lines: An Overview of Our Industry's Transition From Railroad to Business Partner





Agenda

1. Brief company overview (Anacostia & PHL)
2. Start to Finish: Putting Trust in Rail
3. Short Line Industry's Role in Supply Chain
4. Becoming a Partner: Connections, Impact, and Influence



Anacostia Rail Holdings: Company Overview

- Established in 1994
- Six railroads and a transload company operating in twenty states (serving largest LA, NY, Chicago markets)
- Railroads handle the equivalent of more than 3,700,000 units per year
- More than 390 railroad employees and 175 transload employees
- Locomotives: 69, Rail cars: 629





Pacific Harbor Line



PHL: Vital Information



Established

1998

Serves

Ports of Los Angeles, Long Beach and a leased line near port complex

Connections

BNSF and UP

Commodities

Intermodal, Chemical, Bulk, Finished Autos, Agricultural, Forest Products.

Additional Responsibilities

Dispatches and maintains all Port rail operations and infrastructure

Route Miles

18

Carloads

35,000 carloads manifest freight + 3.5M TEUs (20-ft equivalent units) intermodal

President

Otis Cliatt



Progress Rail and PHL sign agreement for battery locomotive



The zero-emission, zero-idle and low noise EMD® Joule locomotive, capable of 3,200 horsepower in this application, will be rigorously tested in all types of service at PHL.

Putting Trust in Rail

1. Short lines are often the very first point of contact for a shipper seeking a supply chain solution
2. We have the unique ability to shape their perspective on what rail can offer (growth, expansion, savings, etc.)
3. Offer expertise in our territory and service capabilities
4. Have the capability of using our network to guide the customer from start to finish
5. High rate of tenured employees build strong connections in the local communities



Short Line Industry's Role in the Greater Supply Chain

1. Utilize robust knowledge of key transportation players, customer needs, and market demand to design a service product that fits well into the larger network
2. Connections to Class I Railroads is the key to our success & growth – We invest heavily in building relations with local ops all the way to HQ (ex. Iron Ore Unit Trains)
3. Offer solutions, not barriers even for facilities that lack necessary infrastructure (ex. Transloads)
4. Transform our service offerings with development and implementation of new technology which improves safety, efficiency, and shipment visibility



Partnership & Lasting Influence

1. Invest alongside our customers by dedicating resources, both management and financial – we are in this as much as they are
2. Retain business & provide flexibility to help grow markets – no customer is too small for a short line
3. Customers looking to improve their supply chain generally care about service reliability, safe transport of goods, and pricing. Short lines assist with bridging the relationships and bringing everyone to the same table.
4. Through these efforts, we instill trust and confidence in both our connecting carriers and our customers leading to long-lasting relationships and future opportunities.



We know how to help you grow!

