The Role of Short Lines in Intermodal

Monday, September 16th
Long Beach Convention Center
Room 104C
Our Panel

**Moderator:**
- Jim Hertwig, Principal, Hertwig Transportation Consulting

**Panelists:**
- Bob Babcock, Senior Vice President, Operations and Business Development, Indiana Rail Road Company
- Otis Cliatt, II, President, Pacific Harbor Line
- Patrick McCrory, Vice President and Chief Commercial Officer, Palmetto Railways
THE INDIANA RAIL ROAD

THE BUSINESS OF INTERMODAL IS HERE
Fast Facts:

• Privately-held, 500-route mile railroad with a full-time staff of 140
• Founded: 1986, Indianapolis, Indiana
• Hauls a variety of consumer, energy, and industrial products, and serves central and southern Indiana and central Illinois with nationwide connections at transportation hubs such as Chicago and Indianapolis
• In 2013 the company inaugurated the only all-rail intermodal service for Asia-Indiana trade in conjunction with CN Railway, via the west coast Canadian ports of Vancouver and Prince Rupert, BC
Your supply chain partners to

INDIANAPOLIS

as fast as 21 days

<table>
<thead>
<tr>
<th>REGION</th>
<th>LOAD PORT</th>
<th>DISCHARGE PORT</th>
<th>SPEED</th>
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</thead>
<tbody>
<tr>
<td>Asia</td>
<td>Shanghai, Busan, Yokohama</td>
<td>Prince Rupert/Vancouver</td>
<td>21 days</td>
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<tr>
<td>North Europe</td>
<td>Antwerp, Rotterdam, BremenHAV</td>
<td>Montreal/Halifax</td>
<td>19 days</td>
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<tr>
<td>Mediterranean</td>
<td>Algeciras, Gioia Tauro</td>
<td>Montreal/Halifax</td>
<td>18 days</td>
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<tr>
<td>Mexico</td>
<td>Veracruz, Altamira</td>
<td>New Orleans/Mobile</td>
<td>11 days</td>
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- Only west coast service operating 6 days a week from the Ports of Prince Rupert and Vancouver via interchange at Newton, IL
- All rail service partnership with the Indiana Rail Road, bringing some of the quickest over sea connections to the transportation hub of the U.S. Midwest
- Centrally located and bonded facility in downtown Indianapolis within a day’s drive of more than 70% of U.S. consumers
- Facility is open 6 days a week
- On-site transload

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PACIFIC HARBOR LINE RAILROAD

Part of Anacostia Rail Holdings

Gateway to the World

THE BUSINESS OF INTERMODAL IS HERE
ANACOSTIA RAIL HOLDINGS PROPERTIES

- Established in 1994
- Owns and manages six U.S. railroads operating in seven states
- Handles the equivalent of more than 2,000,000 carloads per year
- More than 350 employees
- Locomotive fleet: 67
- Car fleet: 527
PHL HISTORY AND OPERATIONS

• Began operations in 1998 as a neutral switching railroad to unify operations in the San Pedro Bay Ports

• For the past 20 years, we have safely and successfully served customers at both the Port of Los Angeles and Port of Long Beach

• In 2018, PHL handled nearly 34,000 carloads of freight a year, and the equivalent of about 3 million TEU’s of intermodal traffic

• To provide such reliable service, PHL has grown from 34 employees and 5 crew starts per day, to 199 total employees an average of 38 crew starts per day

• PHL has 4 areas of service: Carload, Intermodal, Maintenance, and Dispatching

• We are constantly growing our company and services to meet our customer's needs
PHL CUSTOMER BASE

- Fuel/Energy
- Autos
- Agricultural Products
- Building Products

Intermodal Terminal Facilities

Class I Railroad Partners
Palmetto Railways

- Class III short line railroad
- Est. in 1969 as a state-owned and operated enterprise agency
- Division of the South Carolina Department of Commerce
Navy Base Intermodal Facility
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