



Indianapolis

Intermodal Service

Global Reach.

Fast, Personalized Service.





About Indiana Rail Road: Entrepreneurialism in Motion

- Privately-held Indiana company founded March 18, 1986.
- Owns/operates 250-mile system in Indiana and eastern Illinois.
 - Access to Chicago/BRC Clearing Yard and all connecting carriers via CSX haulage rights
 - CN direct interchange at Newton, IL
 - CSX direct interchange at Indianapolis and Terre Haute, IN
 - Norfolk Southern connection at Oakland City, IN, via Indiana Southern.
- Rail-to-truck transload/multimodal centers in Indianapolis and Odon, Indiana.
- Hauls a variety of consumer, energy, agricultural and industrial products – the equivalent of more than 500,000 truckloads of freight each year.
- Coal remains a major source of traffic/revenue, but INRD has concentrated on traffic diversification opportunities over the last 5 years. (Rail-to-truck warehousing, transloading, intermodal, industrial development.)



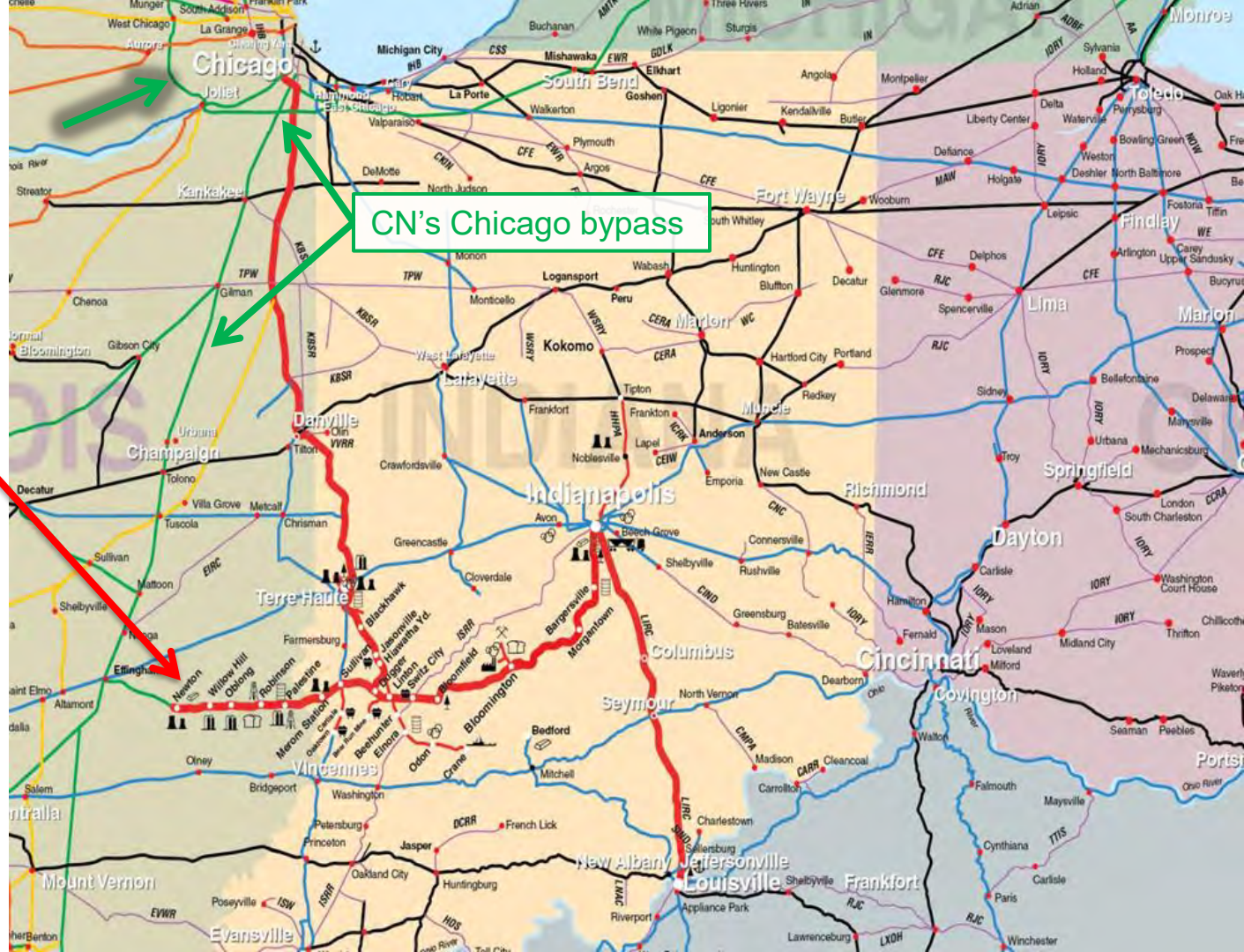
Local Service, Global Reach

• Our Asia-Indiana intermodal interchange point with CN:

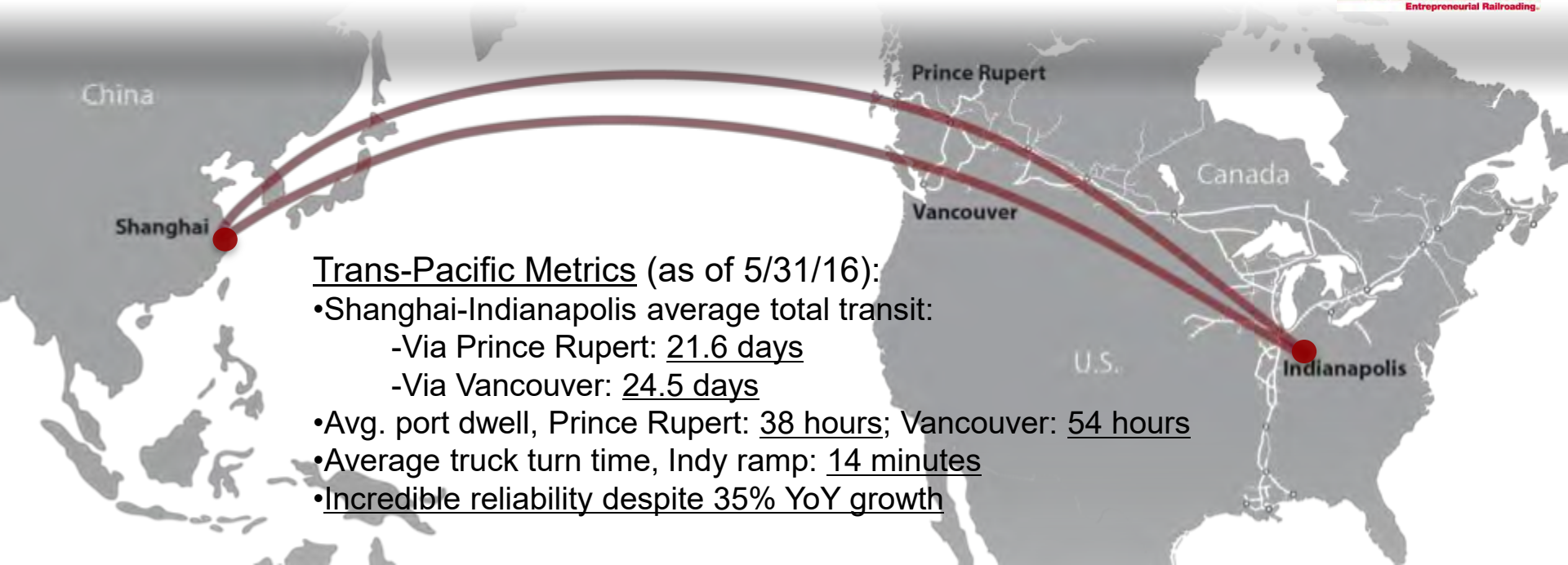
Newton, IL, population 2,800

• Six days per week, no congestion, no delays

• Reliable, predictable interchange of trans-oceanic trade



Redefining Transportation Time – Fast, Consistent, Reliable

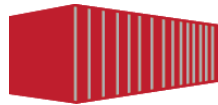


Trans-Pacific Metrics (as of 5/31/16):

- Shanghai-Indianapolis average total transit:
 - Via Prince Rupert: 21.6 days
 - Via Vancouver: 24.5 days
- Avg. port dwell, Prince Rupert: 38 hours; Vancouver: 54 hours
- Average truck turn time, Indy ramp: 14 minutes
- Incredible reliability despite 35% YoY growth



Fast Ocean Transit



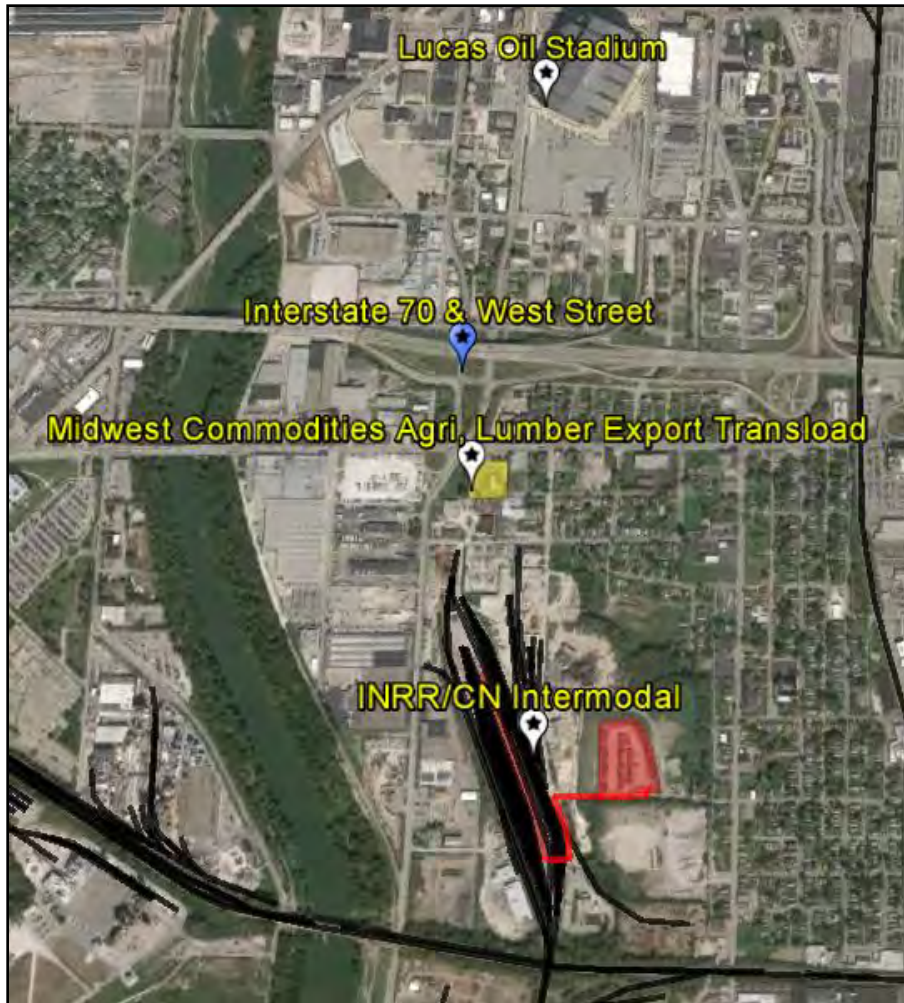
Fluid Port Terminals



Fast, Reliable Rail Transit

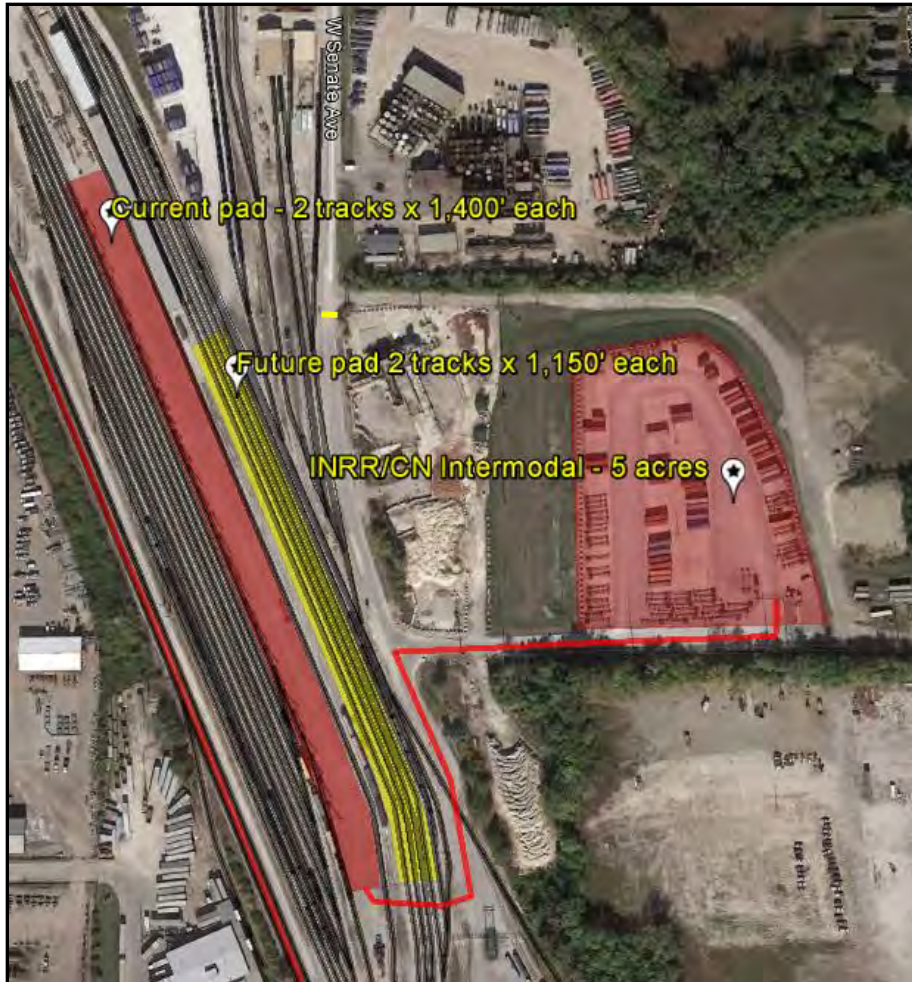


Local Truck Delivery



Senate Avenue Intermodal Terminal

- Downtown Indianapolis - less than one mile from Interstate 70; minutes from all major highways and regional distribution hubs
- On-site truck-to-container transload centers for DDGS, corn, soy, lumber, food, industrial and retail products
- U.S. Customs-bonded Container Yard operated by World Distribution Services.
 - Smaller CY means WDS can provide incredibly personalized service not available at mega-ramps
- Current capacity = 25,000 containers/year



Meeting Demand: Next Steps

- The ramp currently operates 06:00-18:00 Monday-Friday and 08:00-noon Saturday.
 - Second shift will increase capacity to approx. 45,000 units/year
- Our current Senate Avenue transload area can be moved to make way for a second intermodal pad.
 - Without major facility modifications, second 2-track pad could add 82 percent capacity
- Footprint of the container yard will be expanded as demand warrants.

The CN-INRD Intermodal Mindset:

- We operate as an entrepreneurial team.
- We define service in an overall supply chain framework; we're partners in every link of the chain.
- Daily communication among CN-INRD operating personnel results in seamless flow of goods
- Daily communication among CN-INRD marketing personnel results in seamless flow of opportunities
- We've grown the Indiana intermodal service by doing what we said we could do for our customers.





Thank you!

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