



**TRINITYRAIL**

BUILT TO DELIVER®

# **Railroad Freight Equipment Update and How Trinity Sees the Future**

Gregg Mitchell – EVP, Chief Commercial Officer



TILX 8507

# Rail keeps the economy moving

## Safety

**Fewer**

Fatalities per Ton  
Mile than truck

**Fewer**

Injured persons per  
Ton Mile than truck

**>99.99%**

Hazmat moved by rail  
reaches its destination  
without release

## Efficiency

**470 miles**

One ton of freight  
on one gallon of fuel

**\$740Bn**

Private investment  
in infrastructure  
1980-2020

**>50%**

Share of the North  
American railcar fleet  
owned by lessors

## Sustainability

**0.6%**

Freight rail share of  
total U.S. greenhouse  
gas emissions

**13.1Mn tons**

Reduction in GHG  
emissions if 25% of truck  
traffic moved to rail

**75%**

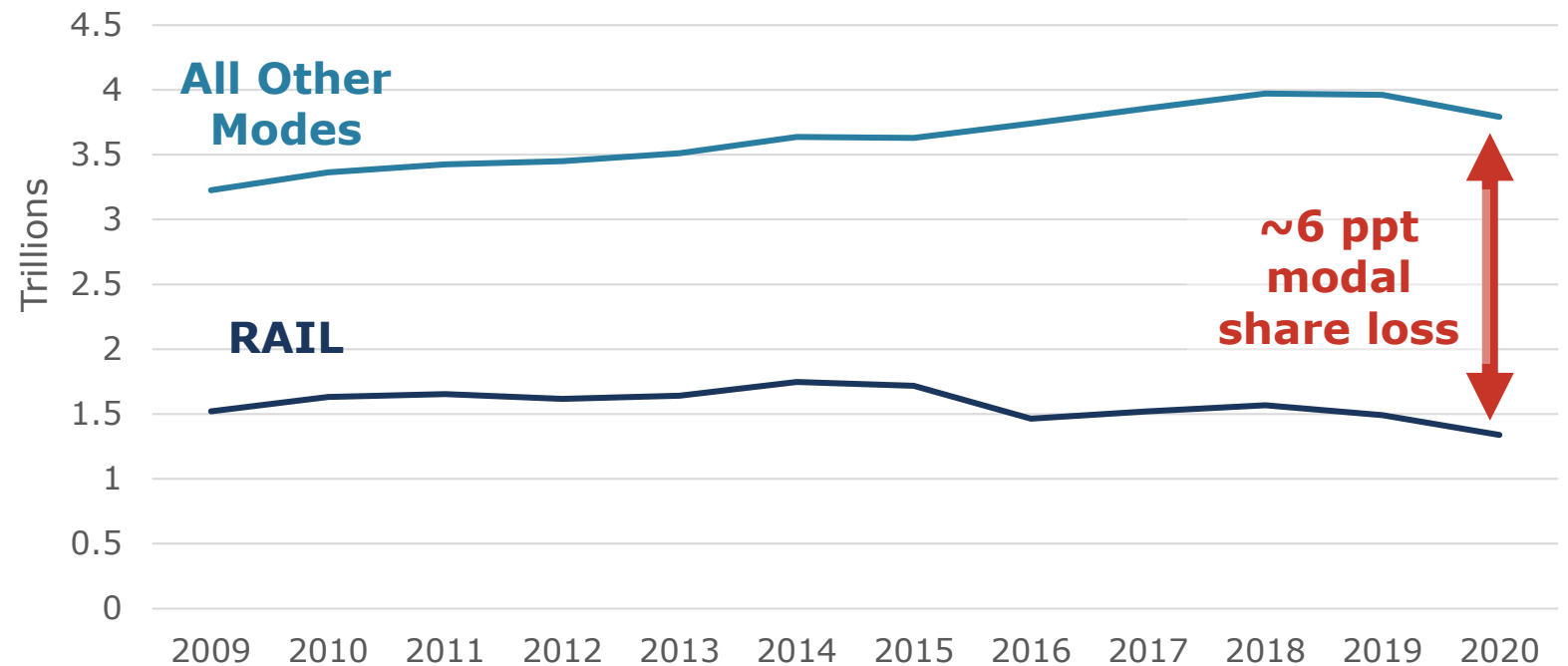
Emissions reduction  
converting one load  
from truck to rail

# But rail is leaving business on the table

OliverWyman estimates just holding current market share is worth over **\$170B**

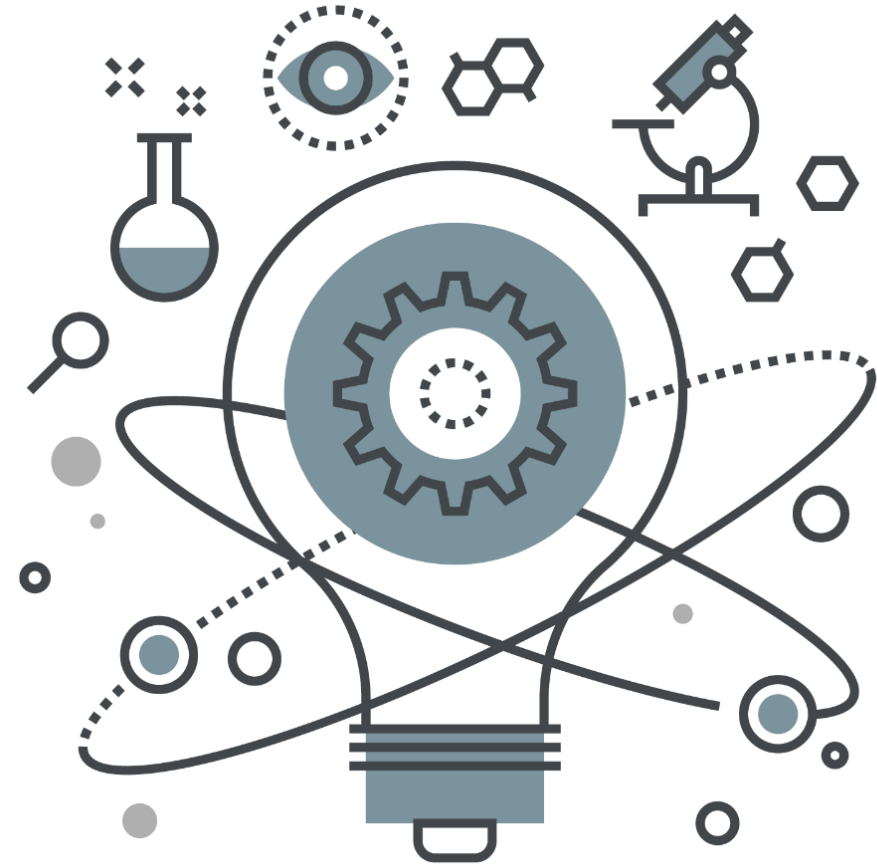
*"If you have a load that doesn't need to be anywhere in a hurry, you put it on a train"*

U.S. Freight Ton Miles by Mode of Transportation  
Source: FTR Intelligence



# Innovation is key to unlocking rail's advantages and recovering modal share

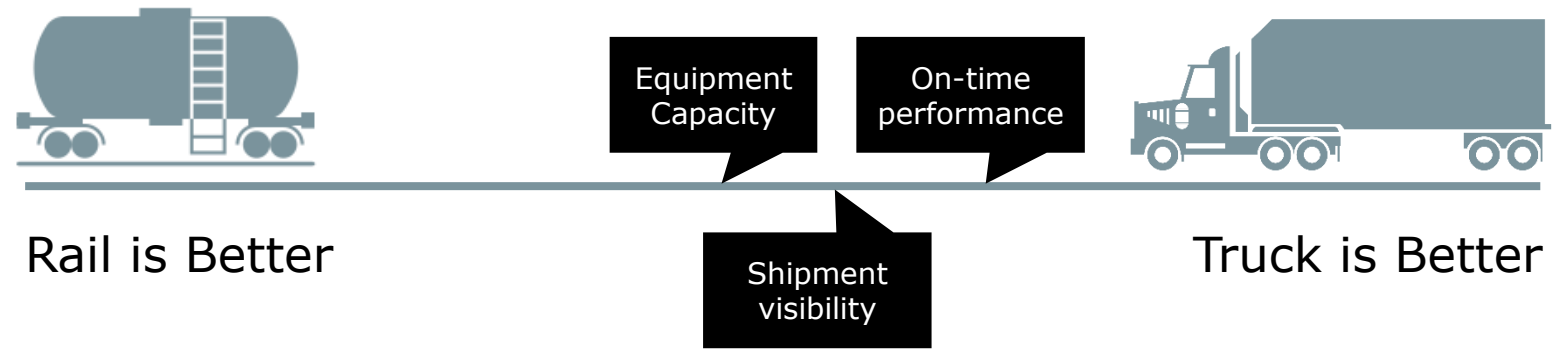
- **Improve** the rail **shipper experience**
- Unlock rail **sustainability advantages**



# Improving the rail shipper experience

Customer feedback provides us with 3 key challenges:

- **Cost**
- **Consistency**
- **Complexity**



In a survey of shippers, OliverWyman found **100%** of **surveyed executives** saw **truck as superior to rail** on all attributes of customer experience.

# Innovation is key to improving the rail shipper experience

New Services



**TRINSIGHT™**



DELIVERING GOODS FOR THE GOOD OF ALL



# Innovation is key to improving the rail shipper experience

## New Products



## Product Enhancements





# Unlocking rail's sustainability advantage

In 2020 alone, U.S. railroads moving freight consumed **675 million fewer** gallons of fuel and emitted **7.6 million fewer** tons of carbon dioxide emitted than would have been if fuel efficiency had remained constant since 2000.

Sustainable Products



# Summary



**Rail** keeps the economy **moving**



But **rail** is **leaving business** on the **table**



**Innovation is key** to unlocking rail's advantages and recovering modal share

- **Improve** the shipper **experience**
- **Unlock** rail's **sustainability advantages**



**TRINITYRAIL**

BUILT TO DELIVER®

**TRINITYRAIL.COM**