

# TRANSLOADING

Makes Shipping Dependable,  
Efficient, and Affordable

## HOW CAN TRANSLOADING SAVE YOU TIME AND MONEY?

Transloading is the transfer of goods from one mode of transportation to another. It is especially useful in lowering transportation costs by **leveraging the economic benefits of rail with the flexibility of trucking.**

As a company that operates over 800 trucks, **we understand the challenges** of hiring and retaining drivers, rising fuel prices, and the cost impacts of government regulations. According to the American Trucking Association, there is a 94% driver turnover rate for large truckload carriers and 73% turnover rate for small truckload carriers.<sup>1</sup> And the average price for diesel fuel in the U.S. increased by 36% in the last two years.<sup>2</sup>

For companies that only use trucks to move products to market, it's worth exploring all shipping options to ensure your business and your customers are getting the best value and most efficient system for your transportation dollars. **Using trucks for local routes and rail for long hauls—connected by transloading—may be the right answer to help optimize your supply chain.**

## THE CHALLENGES WITH TRUCKING FOR LONG HAUL

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# TRANSLOADING IS THE SMART MOVE FOR LARGE VOLUME SHIPPERS

Relying entirely on trucks to ship products can be limiting. While major highways provide access to most cities in North America, trucking can be expensive and logistically challenging, and it leaves your shipments exposed to the continually increasing problem of truck driver shortages.

Transloading your products to rail for your long-haul shipping can offer many benefits, including:

- Cost savings
- Increased efficiency
- Reduced carbon emissions
- Forward placement of inventory
- Improved reliability
- Shorter dwell times
- Efficient shipping
- Competitive pricing
- More flexibility
- Maximized logistics
- A reduced carbon footprint
- More dependable transportation
- More options during times of truck driver scarcity
- Opportunities to reach new markets

Diversifying your supply chain to include transloading from truck-to-rail or rail-to-truck is a smart move for any company that ships large volumes of goods across North America. When you choose a transload terminal partner, look for a company with these qualities:

- Many years of experience handling a wide range of goods and products
- Multiple transload locations to provide supply chain flexibility
- A record of safety and accountability
- Consistently looking for a better way to move your products
- Visibility and tools to help you manage your supply chain effectively

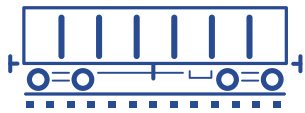
By working with a trusted transload partner, you can stay out in front of the challenges associated with growing long-haul trucking and secure your supply chain for the future.



## REDUCE YOUR COSTS

Introducing rail into your supply chain for long-haul transportation can save you up to 50% on your shipping costs. A single railcar can hold up to four times the goods of a single truck, reducing fuel costs and emissions. And because rail is significantly more fuel efficient than trucking, you'll save even as the cost of fuel prices rise.

### 1 RAILCAR



CAN HOLD UP TO  
**4 TRUCKLOADS**  
OF MATERIAL



## BE MORE EFFICIENT

Working with an experienced transloading partner simplifies your logistics because as a trusted partner, they will handle every aspect of the freight transfer so you can spend your time, money, and energy on what is core to your business. A well-established transloading company provides insights to better manage your supply chain, along with metrics and reporting that allow you to monitor the location of your goods.

WE HAVE  
**50 YEARS**  
EXPERIENCE *with*  
TRANSLOADING

## REDUCE YOUR CARBON FOOTPRINT

Utilizing rail will reduce your carbon footprint for your supply chain. Rail's increased storage capacity reduces emissions and traffic congestion by decreasing the number of trucks on the road.<sup>3</sup> Advanced locomotive technology increases fuel efficiency, reduces greenhouse gas emissions, and according to the EPA, rail accounts for only 2% of U.S. transportation GHG emissions, making it the most eco-friendly way to transport freight over land.<sup>3</sup>

**RAIL SHIPPING SAVES FUEL**  
— and —  
**REDUCES CARBON FOOTPRINT**



## FORWARD PLACEMENT OF INVENTORY

The on-time arrival of goods at their destination is key in an efficient supply chain. Transloading allows you to leverage just-in-time inventory, reducing costs associated with creating on-site inventory storage.

Instead of shipping all product to your location at one time, consider transloading and transporting products on an as-needed basis. You'll avoid unexpected storage fees and last-minute schedule changes by utilizing facilities that hold your shipments until you're ready to receive them.

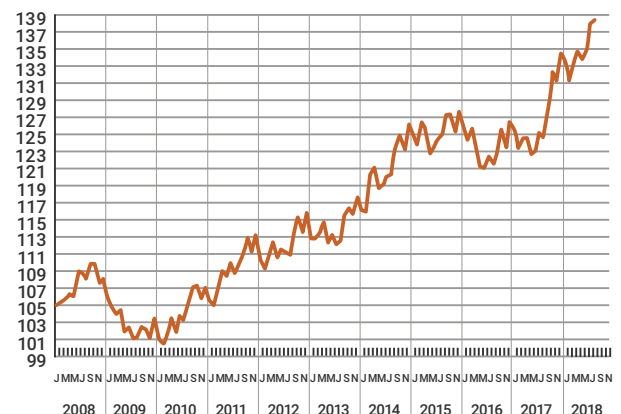
## BE MORE RELIABLE

The economy is expanding, but it comes at a cost. The United States is experiencing a truck driver shortage with more than 51,000 vacant positions.<sup>4</sup> Additionally, truck drivers are restricted to 11 hours of driving at a time, so employed drivers are now driving less.<sup>5</sup>

Because of all these difficulties, **trucking prices are increasing to unprecedented levels**, which can cost you more time and money. In some markets, trucking companies have turned down orders they know they cannot fill due to driver shortages. In contrast, transloading shifts long-haul shipping to rail and makes short-haul routes more enticing to drivers and subsequently easier to fill. Incorporating rail diversifies your supply chain to leverage consistently dependable transportation.

### Cass Truckload Linehaul Index™

A measure of changes in per-mile truckload linehaul rates.



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Cass Linehaul Index is a measure of market fluctuations in truckload costs. Sourced from Cass Information Systems.<sup>6</sup>



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## PARTNER WITH SAVAGE FOR TRANSLOADING

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Savage has 50 years of experience with transloading, operates more than 40 transload locations in North America, and moved more than 3 million tons of product in 2017. We have systems and processes to safely handle a range of petroleum products, chemicals, petrochemicals, resins, fuels, food-grade products, dry bulk, industrial and construction materials, and other industrial commodities.

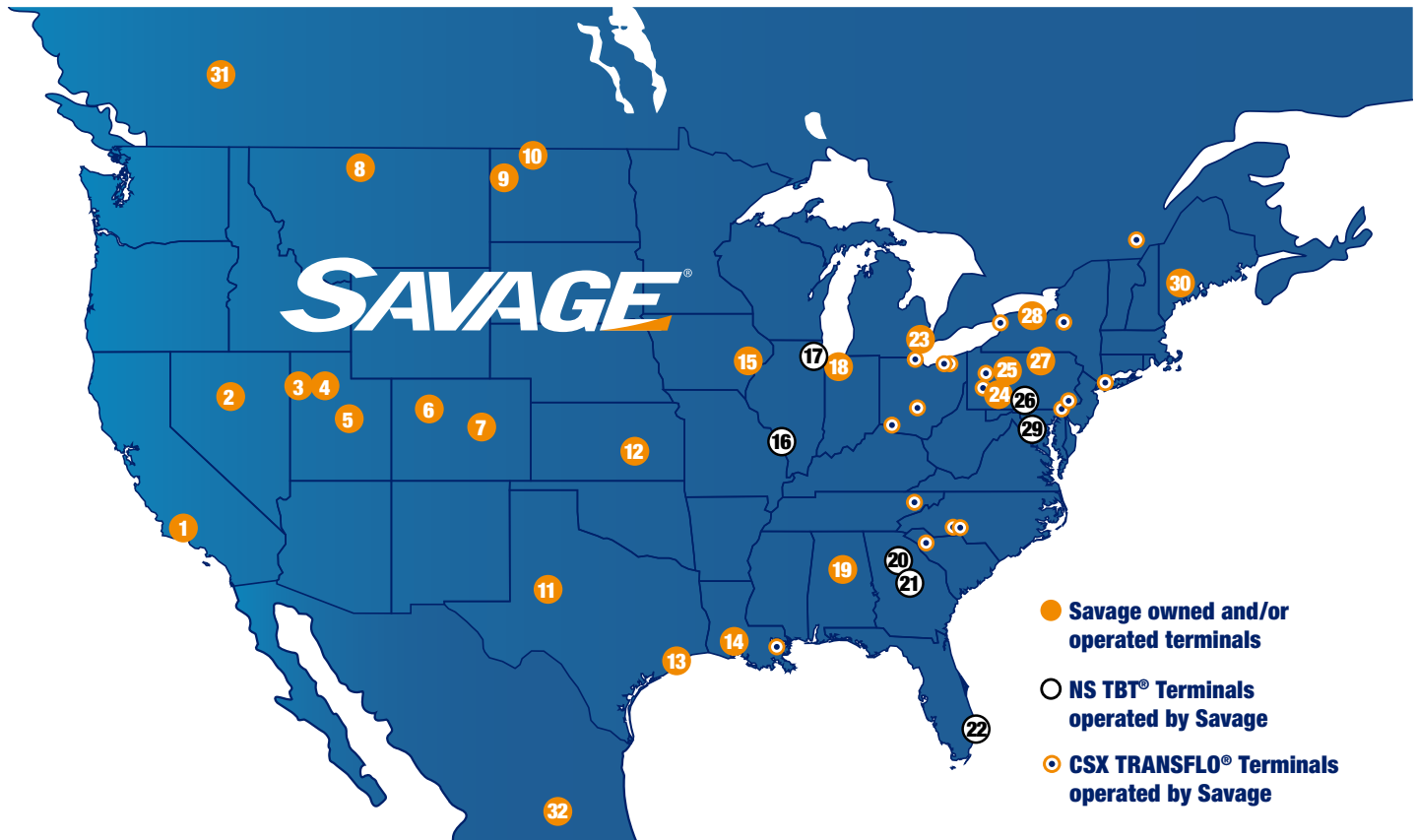
We can design, build, and operate customized equipment and systems, including mobile transfer racks, fixed loading and unloading facilities, storage tanks, and inventory management to meet your needs. In short, Savage offers safety, quality performance, and industry expertise on a scale that provides you with an entire network of solutions.

The Savage Transload Network connects rail and trucking shipments across North America to offer you solutions wherever you operate. Contact Savage to see how your company will benefit from improved shipping times and increased supply chain efficiency.



Visit [www.savageservices.com/transload](http://www.savageservices.com/transload) for more information.

# SAVAGE OPERATED TRANSLOAD TERMINALS



**1 Los Angeles, CA**  
265 railcar spots, UP access

**2 Elko, NV**  
44 railcar spots, transportation, HAZMAT, ground storage & car heat, dedicated locomotive, UP access

**3 Tooele, UT**  
50 railcar spots, HAZMAT, warehousing, grounds storage, car heat, UP access

**4 Salt Lake City, UT**  
50 railcar spots, UP access

**5 Price, UT**  
130 railcar spots, transportation, coal unit train loading, HAZMAT, UP & BNSF (Utah Railway) access

**6 Rifle, CO**  
60 railcar spots, transportation, UP access

**7 Denver, CO\***  
90 railcar spots, 20k sq. ft. warehouse, ground storage, HAZMAT, BNSF access

**8 Shelby, MT**  
30 railcar spots, at Port of Northern Montana, direct heavy haul access to Canada (35 miles from border), BNSF access

**9 Trenton, ND**  
50 acres, 250 railcar spots, crude oil unit train loading, BNSF access, manifest transload spot

**10 Bowbells, ND**  
25 railcar spots, transportation, transload system, BNSF access

**11 Big Spring, TX**  
42 acres, 15 railcar spots, Big Spring short line access, UP access

**12 El Dorado, KS**  
172 railcar spots, BNSF access

**13 Galveston, TX**  
128 railcar spots, car heat, marine access, 795,000 LT storage, UP & BNSF access

**14 Mossville, LA**  
40 railcar spots, Hazmat, KCS access

**15 Davenport, IA**  
30 railcar spots, 20k square feet of indoor truck loading/unloading and warehousing, ground storage, HAZMAT, Savage Davenport Railroad (short line), DM&E and CP access

**16 St. Louis, MO**  
40 railcar spots, ground storage, NS access

**17 Chicago, IL**  
40 railcar spots, 20 acres paved laydown area, NS access

**18 Hammond, IN**  
165 railcar spots, car heat, food grade, HAZMAT, IHB short line access, CSX, NS, BNSF, UP, CN, CP access

**19 Birmingham, AL\***  
16 railcar spots (plans to add 20 more), 60k sq. ft. of indoor warehouse, BNSF served with CSX and NS access through reciprocal switches

**20 Doraville, GA**  
170 railcar spots, HAZMAT, food grade, car heat, truck wash, NS access

**21 East Point, GA**  
50 railcar spots, HAZMAT, ground storage, warehousing, food grade, NS access

**22 Miami, FL**  
82 railcar spots, truck wash, food grade, HAZMAT, car heat, NS access

**23 Detroit, MI**  
120 railcar spots, car heat, food grade, HAZMAT, CSX & NS access

**24 DuBois, PA**  
17 acres, 20 railcar spots, Buffalo & Pittsburgh short line access

**25 New Stanton, PA**  
140 railcar spots, car heat, warehouse, lumber shed, ground storage, toll processing, trailer wash bay, SWP short line access, CSX, NS, CN (WLE) access

**26 Greencastle, PA**  
50 railcar spots, ground storage, NS access

**27 Sayre, PA**  
20 acres, 20 railcar spots, NS access

● Savage owned and/or operated terminals

○ NS TBT® Terminals operated by Savage

○ CSX TRANSFLO® Terminals operated by Savage

**28 Rochester, NY**  
20 railcar spots, transportation, CSX access

**29 Alexandria, VA**  
30 railcar spots, HAZMAT, ethanol unloading system, NS access

**30 Auburn, ME**  
215 railcar spots, car heat, HAZMAT, toll processing, trailer wash bay, 90k sq. ft. warehouse, Savage truck fleet, CN (SLR) access

**31 Peace River, AB (Canada)**  
240 railcar spots, transportation, CN access

**32 Querétaro (Mexico)**  
Transloading of refined petroleum products, part of the Avant Energy SUPERA System, KCSM access



\* BNSF Premier Transload Facilities

### SOURCES

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- 2 **U.S. Energy Information Administration. Short-Term Energy Outlook.**  
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- 3 **EPA. Fast Facts on Transportation Greenhouse Gas Emissions.**  
<https://www.epa.gov/greenvehicles/fast-facts-transportation-greenhouse-gas-emissions>
- 4 **The Washington Post. America has a Massive Truck Driver Shortage. Here's Why Few Want an \$80,000 Job.**  
<https://www.washingtonpost.com/news/wonk/wp/2018/05/28/america-has-a-massive-truck-driver-shortage-heres-why-few-want-an-80000-job/>
- 5 **Federal Motor Carrier Safety Administration. Summary of Hours of Service Regulations.**  
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