

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 more than 1,100 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 89% driver turnover rate for large truckload carriers and 77% turnover rate for small truckload carriers.¹ And the average price for diesel fuel in the U.S. increased by 85% in the last two years.²

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-torail 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.



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 wellestablished 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.



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.³ 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.³



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 asneeded basis. You'll avoid unexpected storage fees and lastminute 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 80,000 vacant positions.⁴ Additionally, truck drivers are restricted to 11 hours of driving at a time, so employed drivers are now driving less.⁵

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.



* The increase from December 2021 to January 2022 reflects an index adjustment and is not necessarily reflective of the actual m/m change from December 2021. The January 2022 y/y change is accurate.

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



PARTNER WITH SAVAGE FOR TRANSLOADING

Savage has 50 years of experience with transloading, operates more than 50 transload locations in North America, and moved more than 22.8 million tons of product in 2021. We have systems and processes to safely handle a range of petroleum products, chemicals, petrochemicals, resins, fuels, foodgrade 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.





isit www.savageservices.com/transload for more information.





- Stockton, CA 42 railcar spots, HAZMAT, ST&E short line access, BNSF and UP access
- Los Angeles, CA 347 railcar spots, biofuels unloading
- Elko, NV 60 railcar spots, HAZMAT, UP access
- Tooele, UT (Salt Lake City) 30 railcar spots, 13 acres, dry and liquid bulk, car heat, UP access
- Cedar City, UT (under construction) 50 railcar spots, 74 acres, HAZMAT UP access
- Price, UT 194 railcar spots, coal unit train loading, BNSF and UP access
- Pocatello, ID 160 railcar spots, 3 tracks, inland hub for NWSA, UP access
- **Butte, MT** 15 railcar spots, BNSF and UP access, Port of Montana access
 - Shelby, MT Land available for storage and development through the Port of Northern Montana, 35 miles from Canadian border, BNSF access
- Rifle, CO 10

61 railcar spots, 3 storage silos, UP access

Denver, CO* 90 railcar spots, 20k sq. ft. covered and laydown storage, **BNSF** access

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- Greeley, CO 35 railcar spots, HAZMAT, GWR shortline access, BNSF and UP access
- Trenton, ND 5 crude storage tanks, car heat, heavy crude pump, HAZMAT, BNSF access
- **Bowbells**, ND 35 railcar spots available, conveyor, railcar mover, HAZMAT, BNSF access
- **Brownsville**, TX* 17 railcar spots, BRG short line, BNSF, CPKCM, and UP access
- Odessa, TX 16 450 railcar spots, nearly 100 acres of total storage, HAZMAT, UP access
- **El Dorado, KS** 120 railcar spots, HAZMAT, BNSF access
- **Mossville**, LA 700 railcars spots, Storage-in-Transit (SIT), CPKC access
- Hammond, IN* 139 railcar spots, HAZMAT, CSX, NS, BNSF, CN, UP and CPKC access
- **Birmingham, AL*** 19 railcar spots + 10 single-side access spots, 60k square feet of interior storage, BNSF access, NS and CSX reciprocal switch access

Detroit, MI 21

120 railcar spots, HAZMAT, food grade, CSX, NS and Conrail access





Fernandina, FL (NMT) 1,200 linear foot pier, 250k sq. ft. of storage, railcar heating and heated storage, FCRD access

Wilmington, NC (CMT) 45 railcar spots, HAZMAT, ground storage, marine access, Wilmington Terminal Railroad (CSX Access)



DuBois, PA

6 railcar spots, 8 acres laydown storage, transportation services, B&P Railroad access



laydown storage, transportation services, NS access



Auburn, ME 100 railcar spots, 85k sq. ft. of storage, HAZMAT, G&W and SLR access









SOURCES

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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 American Trucking Associations. Industry Short 80,000 Drivers Today, May Be Short 160,000 by 2030. https://trucking.org/news-insights/ata-chief-economist-pegs-driver-shortage-historic-high
- 5 **Federal Motor Carrier Safety Administration. Summary of Hours of Service Regulations.** https://www.fmcsa.dot.gov/regulations/hours-service/summary-hours-service-regulations
- 6 Cass Information Systems, Inc. Cass Truckload Linehaul Index.

https://www.cass info.com/transportation-expense-management/supply-chain-analysis/transportation-indexes/truckload-linehaul-index.aspx



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