



We Make It Happen  
One Shipment at a Time®



## INTRODUCTION TO RAIL SERVICE

*Prepared by Josh Barrett*

**FOR INTERNAL USE ONLY**



# “TRAIN”-ING

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## Which are the Class I railroads?

- ◉ Canadian National Railway
- ◉ Canadian Pacific
- ◉ Kansas City Southern
- ◉ **CSX**
- ◉ **BNSF**
- ◉ **Norfolk Southern**
- ◉ **Union Pacific**

## What type of freight moves by rail?

- ◉ 52% bulk commodities
- ◉ 48% international traffic

# INTERMODAL MARKETING COMPANIES

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## Which are the Class I railroads?

- ✍ IMCs sell rail service on behalf of railroads.
- ✍ Railroads do not market directly to shippers.
- ✍ A Beneficial Cargo Owner (BCO) is required by the railroad prior to booking.

## Mutual Commitment Programs & Protected Freight

### What are we buying?

- ✎ Excess intermodal capacity on the spot market
- ✎ Rates adjusted in real time to reflect capacity
- ✎ Buying through subsidiaries of the railroads
- ✎ Door-to-door
- ✎ All-in rates

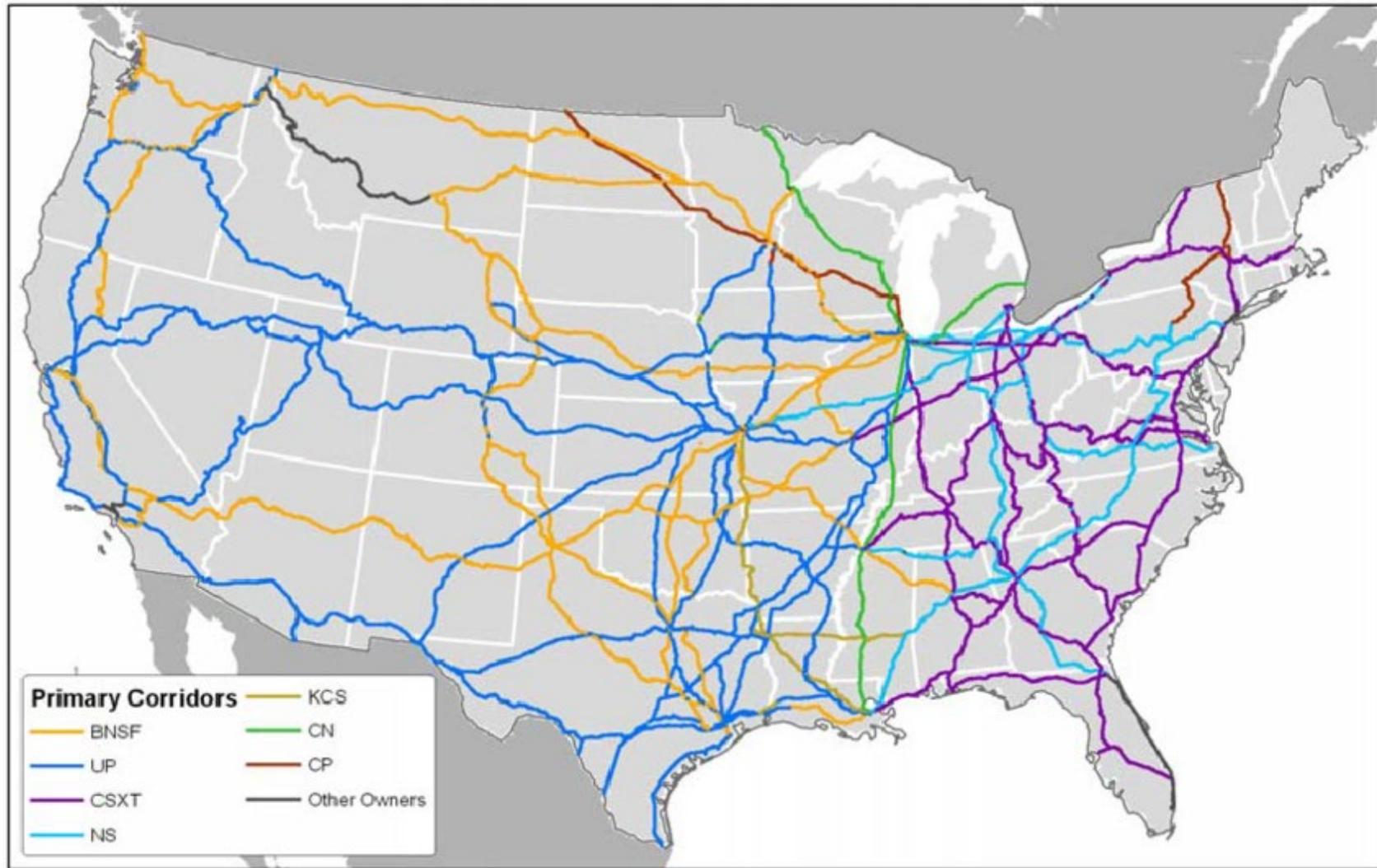
# ACCEPTABLE FREIGHT

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## What freight should you look to move on rail?

- ① Anything that can be easily loaded into a container
- ① Anything that is not time-sensitive
- ① Large projects – warehouse relocations
- ① Drop and hook programs

# RAIL MAP





*THANK YOU*