

PNWRS Fall 2019

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The Mountain View Group

- Company has been in business over 30 years
- 5 facilities in Canada and the USA
 - Surrey, BC
 - Sumas, WA
 - Shelby, MT
 - Irving, TX
 - Alvin, TX
- New facility opening October 2019 in Alvin, TX (30 miles South of Houston)



The Mountain View Group

- All of our US facilities are BNSF Certified Premier Transloading Sites
- We are a multi-modal facility that handles rail, trucking, intermodal, and export containers
- Our sites provide additional services such as re-stacking, wrapping, sorting, and some custom cutting



The Mountain View Group

- In addition to lumber products, we also handle steel, rebar, drilling mud, oil, and various bagged commodities
- Our role is primarily service but we are also a solutions provider
- If your money is good – we can help you!



The Future of Railroads

- Having been on the shipping side of the business for over 25 years I have seen a multitude of changes in railways over the years
 - Consolidation
 - Precision railroading
 - High Velocity/Low Velocity car programs
 - De-regulation
 - Re-regulation
 - Demurrage
 - Depression!



The Future of Railroads

- There have been many positive changes in the RR's
 - Information technology
 - Delivery speed
 - Shipment accuracy
 - Reduction in damaged product
 - Better and newer equipment
 - Improved environmental standards
 - Multi – modal integration



The Future of Railroads

- As there are representatives from the SRY, CP, and NS speaking tomorrow its best to let them speak to what their respective companies are doing
- Instead I would like to focus on the future of the supply chain and change in general



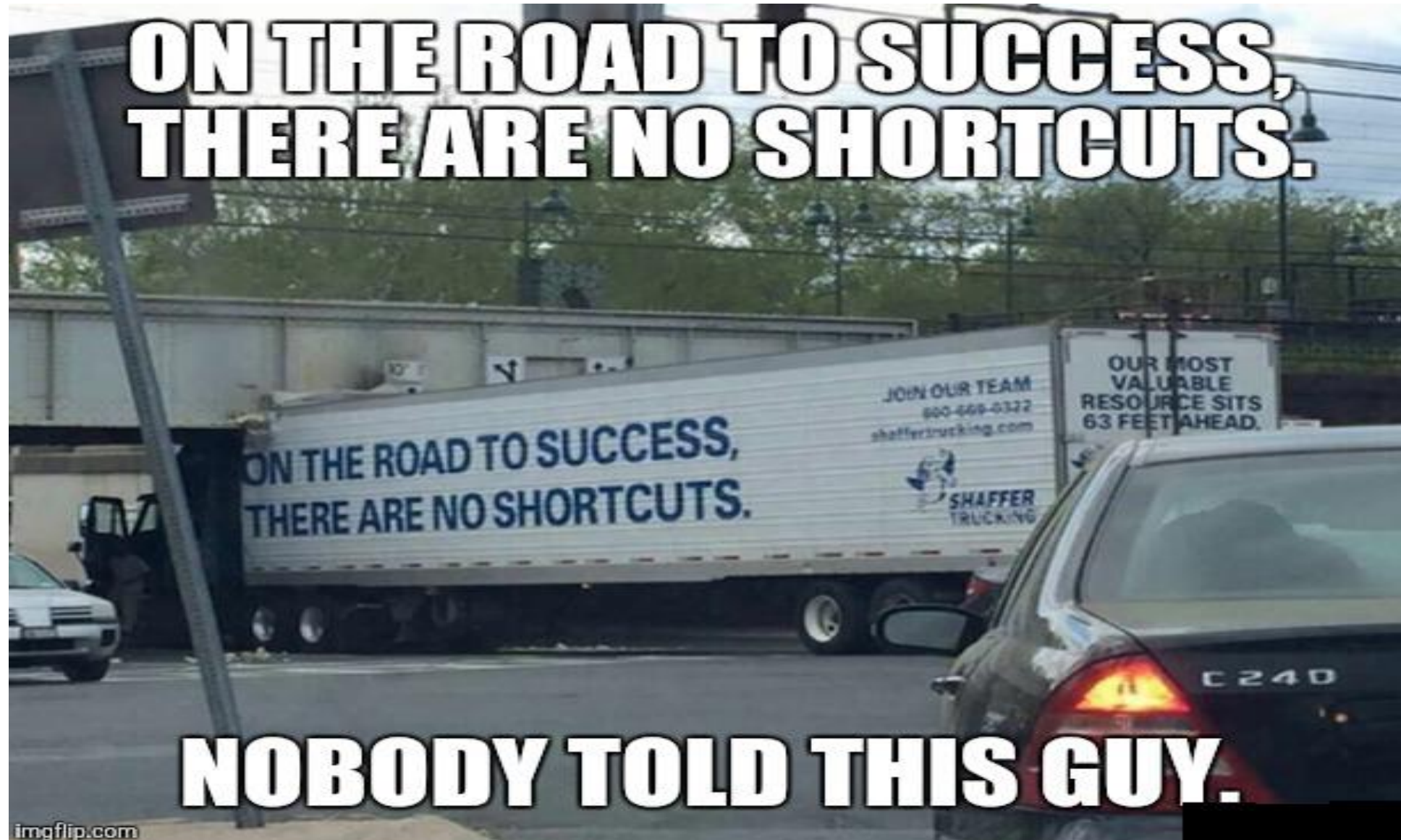
The Blame Game

- As a supply chain we are all quick to point out the shortcomings of the other parties

It was the Railways fault...




It's the Truckers fault...



Or the Shipper's fault...



We blame our Politicians...



He's not that handsome. Fake news!

I am such a handsome man

And we blame Millennials...

I really don't like working mornings or Fridays.



I know it's my first job but I expect at least a VP's salary to start.



I have been here 6 months already. Why am I not CEO?



It is time for us to look from within...



We are the problem and the solution!!!

- The entire Supply Chain needs to collectively become more innovative, not just one entity
- We can't sit around waiting for Jeff Bezos or Elon Musk to solve the supply chain for us
- Collaboration, innovation, information sharing, and longer term thinking/planning is badly needed in the industrial supply chain

The Future of the Supply Chain

- It is more important than ever for the supply chain to be nimble
- Policy changes/outside influences will always create fluctuations in volumes and markets and create challenges
- Supply chain needs to adjust and be innovative



Trucking Solutions

- Industry can help improve trucking by:
 - Extending loading hours
 - Reducing empty miles (triangulate/collaborate)
 - Reducing wait times at mills and final destinations
 - Appointment scheduling
 - Contracting work (consistency)
 - Use your companies buying power on fuel, tires, etc.
 - Providing a more friendly workplace (access to facilities)



Railway Challenges

- Railway network only as strong as weakest link
- Interchanges like Chicago and Vancouver are problematic during traffic surges, no short term solutions
- 25% of all NA traffic touches Chicago - 45,000 cars per day

Railway Challenges

- Building Railway infrastructure is expensive
- Infrastructure needs to be built years ahead of the business cycle
- Infrastructure challenges are growing as industrial, residential, and agricultural paths collide

Railway Solutions

- Shippers and Railways have to re-examine:
 - Multi modal solutions
 - Hub and spoke model
 - Mix intermodal /truck /rail
 - Reduce empty rail miles (triangulation)
 - Reduce wait times at origins and destinations
 - More efficient Interchange points

Supply Chain Solutions

- Transloads offer a buffer between shippers and railroads
- We can add value by managing inventories and acting as a shipping arm for manufacturers
- We are increasing our technology platform to move to more real time information as well as provide more data to our customers
- Use more Transload Facilities!



Supply Chain Solutions

- In summary, we need leaders in the supply chain:
 - Innovation
 - Embrace change
 - More collaboration/information sharing
 - Have a longer term vision of the Supply Chain

