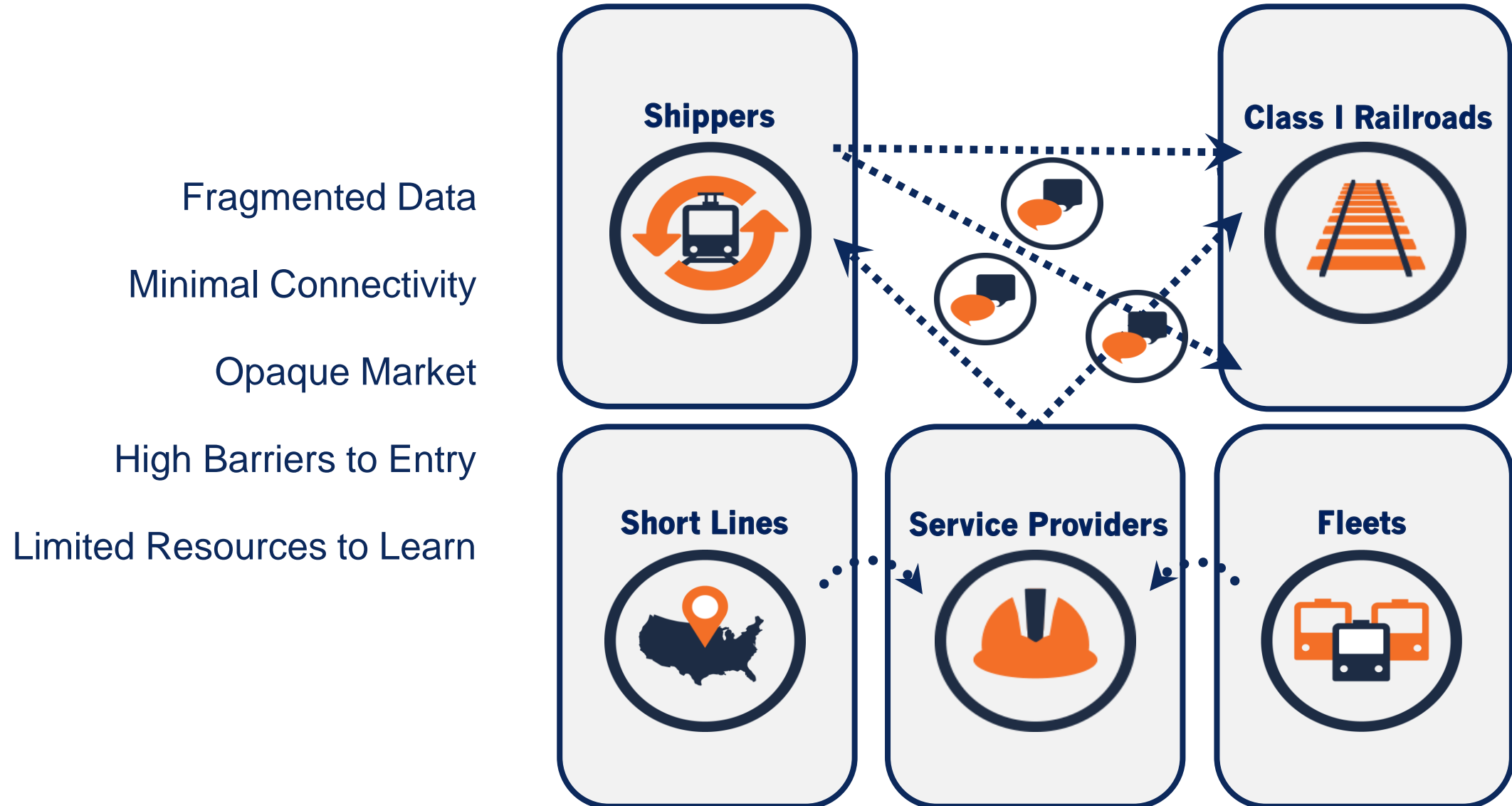




Rail Logistics: Adapting to Changing Demographics and Environment

2023 Spring Meeting - PNWRS Conference

Simplify Freight by Rail



Commtrex Platform

Simplifying Freight by Rail



Rail Platform with Physical Logistics

Helping Shippers Move More Freight by Rail



**LEASING
MARKETPLACE**



**TRANSLOAD
MARKETPLACE**



**STORAGE
MARKETPLACE**



**BUY & SELL
MARKETPLACE**



**RESOURCE
CENTER**



**RAIL FLEET
MANAGEMENT &
LOGISTICS**

Railcars

> 85,000 freight and tank cars

Storage Spaces

> 198,200 across North America
(~80% of all short line RR's)

Rail Service Providers

> 25 categories of services
> 1,400 transload facilities
> 250 repair shops
> 125 scrap facilities

Commtrex By The Numbers



Commtrex Awards & Honors

2022 Top 10 Logistics Tech Outlook Freight Management Companies

Commtrex was recognized as the only company in the rail industry to win the Logistics Tech Outlook 2022 Top 10 Freight Management Solutions award. This award spotlights thought leaders in the freight management sector who are transforming industry trends, restructuring best practices, and pioneering innovations.



2022 Winner of the FreightWaves FreightTech 100 Award

Commtrex is the only Houston, TX based company to win the FreightWaves 2022 FreightTech 100 award. The award spotlights the most innovative and disruptive companies in the freight industry, featuring both startups and established companies such as Amazon Freight, DHL Supply Chain, FedEx, Flexport, Phillips Connect, Tesla, Uber Freight, Waymo, and Waze.

2020 Finalist at the BGSA Supply Chain "Shark Tank" Competition

Commtrex was chosen as one of a select group of six finalists to compete in the 2020 BGSA "Shark Tank" Competition. Each year, applicants represent many high caliber, high-growth, technology-enabled supply chain companies poised for transformative growth.



2020 Recipient of the Supply Chain Innovation program at Plug & Play Tech Center

Commtrex is honored to represent the rail industry in the Plug and Play Supply Chain & Logistics 12-week Supply Chain Innovation program. More than 500 candidate startups applied, & Commtrex is one of only 22 selected by Anchor Corporate Partners.

2018 Most Promising Company at the Texas Digital Summit

Commtrex is honored to be recognized as 'Most Promising Company' at the 2018 Texas Digital Summit hosted by the Rice Alliance for Technology & Entrepreneurship and Station Houston at Jones Graduate School of Business, Rice University.



The only Rail Technology Company on the Freight Tech 100 List

"List of most disruptive supply chain technology companies globally"



Transloading Strategic Partnerships



Millennials – Who Are They

THE FACTS

91%
of Millennials



expect to
**STAY IN A JOB
LESS THAN 3 YEARS**

78%
of Millennials



would rather spend money
ON AN EVENT
over buying something

54%
of Millennials



either want to
**START THEIR
OWN BUSINESS**
or have already started one

45%
of Millennials

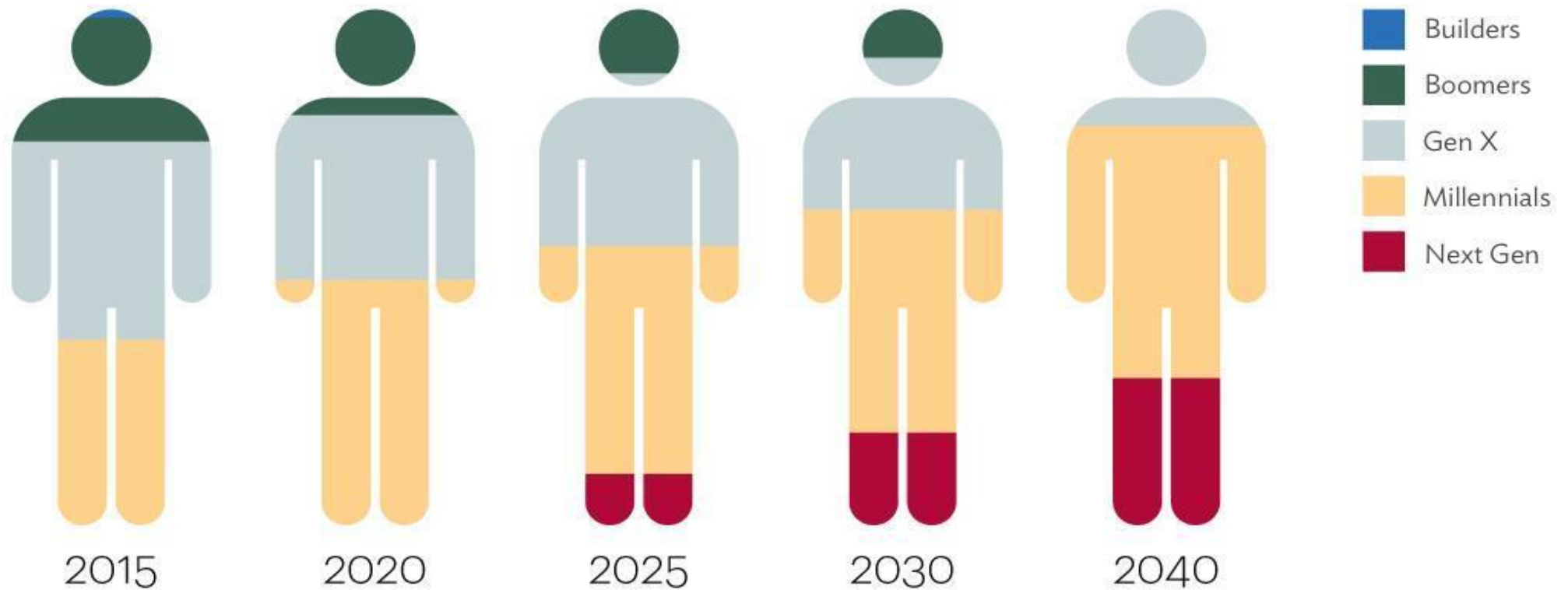


will choose
**WORKPLACE
FLEXIBILITY**
over pay

SOURCES: <http://www.forbes.com/sites/jeannemeister/2012/08/14/job-hopping-is-the-new-normal-for-millennials-three-ways-to-prevent-a-human-resource-nightmare/>
<http://www.kauffman.org/newsroom/2012/11/an-entrepreneurial-generation-of-18-to-34-year-olds-wants-to-start-companies-when-economy-rebounds-according-to-new-poll>
<http://www2.deloitte.com/global/en/pages/about-deloitte/articles/2014-millennial-survey-positive-impact.html>
<http://millennialbranding.com/2013/cost-millennial-retention-study/>

Millennials – Largest Generation in Workforce

Millennials will comprise the majority of the workforce by 2025



Source: U.S. Census Bureau

Technology and Connectivity

Digital Natives

- Raised in a rapidly changing technological environment.
- “Sharing” or “Access” Economy.
- Real-time Information Expected.
- Data-driven decisions.



NETFLIX



Instagram

commtrex

Major Trends in Rail Logistics

Top 5 Trends in 2023

1. **Simplified shipping experience** with less friction.
2. **Education and content** are highly desired.
3. Adoption of **new technologies**.
4. **Data-driven** decisions.
5. Increase in demand for **managed services**.



Simplify Shipper Experience – Rail Issues



**Rail Is
Complicated**



**The Onus Is On
The Customer**



**Managing Rail
Takes Time**



**Rail Requires
Experience**















**Data Drives
Improvement**

Educational Content – 101 Lessons

Resource Center » Knowledge Center » Commtrex 101 Lessons

KNOWLEDGE CENTER - COMMTREX 101 LESSONS

Learn about rail industry fundamentals through our exclusive 101 Lessons. Topics include transloading, leasing, storage, rail basics, and many more.












 <p>Trucking 101 Teaching the supply chain industry's next generation the fundamentals of trucking, sponsored by Wellington Group of Companies.</p>	 <p>Transloading 101 Teaching the rail industry's next generation the fundamentals of transloading, sponsored by CSX TRANSFLO.</p>	 <p>Industrial Development 101 Teaching the rail industry's next generation the fundamentals of industrial development, sponsored by Omnitrax.</p>
 <p>Rail Basics 101 Teaching the rail industry's next generation the fundamentals of rail, sponsored by IntelliTrans.</p>	 <p>Rail Insurance 101 Teaching the rail industry's next generation the fundamentals of rail insurance, sponsored by Gallagher.</p>	 <p>Rail Logistics Systems Best Practices 101 Teaching the rail industry's next generation the best practices of rail logistics systems, sponsored by Bourque Logistics.</p>
 <p>Mexico Shipping 101 Teaching the rail industry's next generation the fundamentals of shipping in Mexico, sponsored by Kansas City Southern Mexico.</p>	 <p>Railcar Storage 101 Teaching the rail industry's next generation the fundamentals of railcar storage.</p>	 <p>Railcar Leasing/Financing 101 Teaching the rail industry's next generation the fundamentals of railcar leasing and financing.</p>
 <p>Rail Engineering 101 Teaching the rail industry's next generation the fundamentals of rail engineering, sponsored by Bartlett & West.</p>	 <p>Great Lakes Marine Shipping 101 Teaching the rail industry's next generation the fundamentals of marine shipping, sponsored by Hamilton-Oshawa Port Authority (HOPA).</p>	 <p>Leadership 101 Teaching the rail industry's next generation the fundamentals of leadership, sponsored by Excelerated Leadership Partners.</p>

Transloading 101

Teaching the rail industry's next generation the fundamentals of transloading, sponsored by CSX TRANSFLO.



Sponsored by CSX TRANSFLO

	Lesson 1: Introduction to Transloading		Lesson 2: Transloading Facilities & Equipment
	Lesson 3: Factors Affecting Transloading		Lesson 4: Safety in Transloading
	TRANSFLO: A Key Link in Your Supply Chain		TRANSFLO: Transload Terminals Map
	Transloading Glossary of Terms		VIDEO: Conveyor Transfers
	VIDEO: Plastics Transfers		VIDEO: Flammable Transfers
	SUCCESS STORY Helping cruise lines meet fuel emissions standards		

Lessons centered around rail industry fundamentals.
Topics include transloading, leasing, storage, rail basics, and more.

Educational Content - Ask The Experts / Newsletters

JANUARY 2022 - TONY HATCH, ABH CONSULTING

Four articles centered around trends and rail market insights for 2022.



January 2022 - Tony Hatch, ABH Consulting



As we enter the New Year... (Tony Hatch, ABH Consulting)



NRC Event Highlights and Thoughts for 2022 (Tony Hatch, ABH Consulting)



Thoughts on Canada ... (Tony Hatch, ABH Consulting)



Rails - Life on Mars & Greetings from Isolation (Tony Hatch, ABH Consulting)

Showing 4 of 4

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LOGISTICS SHIPPER REPORT

A Newsletter Just For Shippers

March 13, 2023

Bringing you news and resources for all modes of freight transportation.

Commtrex Partner



TRANSMETRIQ

A RAILING BRAND





SHIPPER REPORT: BILL'S CORNER

Bill's Corner
VP of Carrier Relations at Wellington Group of Companies
[Learn More About Bill Robinson](#)

Double Brokering and Freight Matching Services
There are several types of double brokers, some are other brokers, however, the majority

Technology - Google Search

A screenshot of a Google search results page for the query "Transloading New Orleans". The search bar at the top shows the query and the Google logo. The first result is highlighted with a red box and a red arrow pointing to the Commtrex website. The result title is "Best 15 Transloaders in New Orleans, LA | Sep 2022" from the URL "https://www.commtrex.com". The snippet below the title states: "New Orleans has 15 Commtrex Verified transloading companies as of Sep 2022. Our pre-screened facilities are ready to help handle the movement of freight." Below this are several other search results from various websites like bulktransporter.com, railnola.com, and kearneycompanies.com, all related to transloading and warehousing in New Orleans.

Google Search: "Transloading New Orleans"

A screenshot of the Commtrex website's "TRANSLOAD FACILITIES IN NEW ORLEANS, LA" page. The page has a red header with the title and a sub-header stating: "New Orleans has 15 Commtrex Verified transloading companies as of Sep 2022. Our pre-screened facilities are ready to help handle the movement of freight." Below the header is a "Find & Compare Rates" section with a search bar and a "Start" button. The "HOW IT WORKS" section follows, with three steps: "Answer a few questions about your transloading needs.", "Get matched with Commtrex Verified transloaders.", and "Evaluate multiple offers and schedule services." The main content area is titled "TOP TRANSLOADERS IN NEW ORLEANS, LA" and lists five facilities with their locations, distances from New Orleans, and services offered. Each facility entry includes a map, a list of services, and a "Compare Rates" button. The facilities listed are: The Kearney Companies - KCS Transload, Cotton Press Warehouse, Savage Transload, TRANSFLO - New Orleans, LA, and Port Cargo Service.

Commtrex New Orleans, LA Transload Public Page

Technology - Transload Marketplace

Results for transload facilities within KCS Transload Network

Name	City	State / Province	HazMat	Product Types
Featured Location				
WATCO Transloading LLC	Dallas	TX	Yes	Liquids
Featured Location				
Lake Drive Logistics	Godfrey	IL	No	Dry Bulk, Liquids, Packaged Goods
Featured Location				
Cotton Press Warehouse	Meridian	MS	Yes	Food Grade, Oversized, Packaged Goods
Industrias KAM	García	N.L.	Yes	Dry Bulk, Packaged Goods

Transload Requests

✓ = Ready to Schedule 📅 = Planning & Budgeting ⚠ = Requires HazMat Handling

Biodiesel near Edmonton, AB ✓
 Edmonton, AB
 Biodiesel (STCC 2899416)
 03/05/2020
 12 Truckload(s) per Month

Crude Oil near Beaumont, TX ✓ ⚠
 Beaumont, TX
 Crude Oil (STCC 4910599)
 03/22/2020
 6 Carload(s) per Day

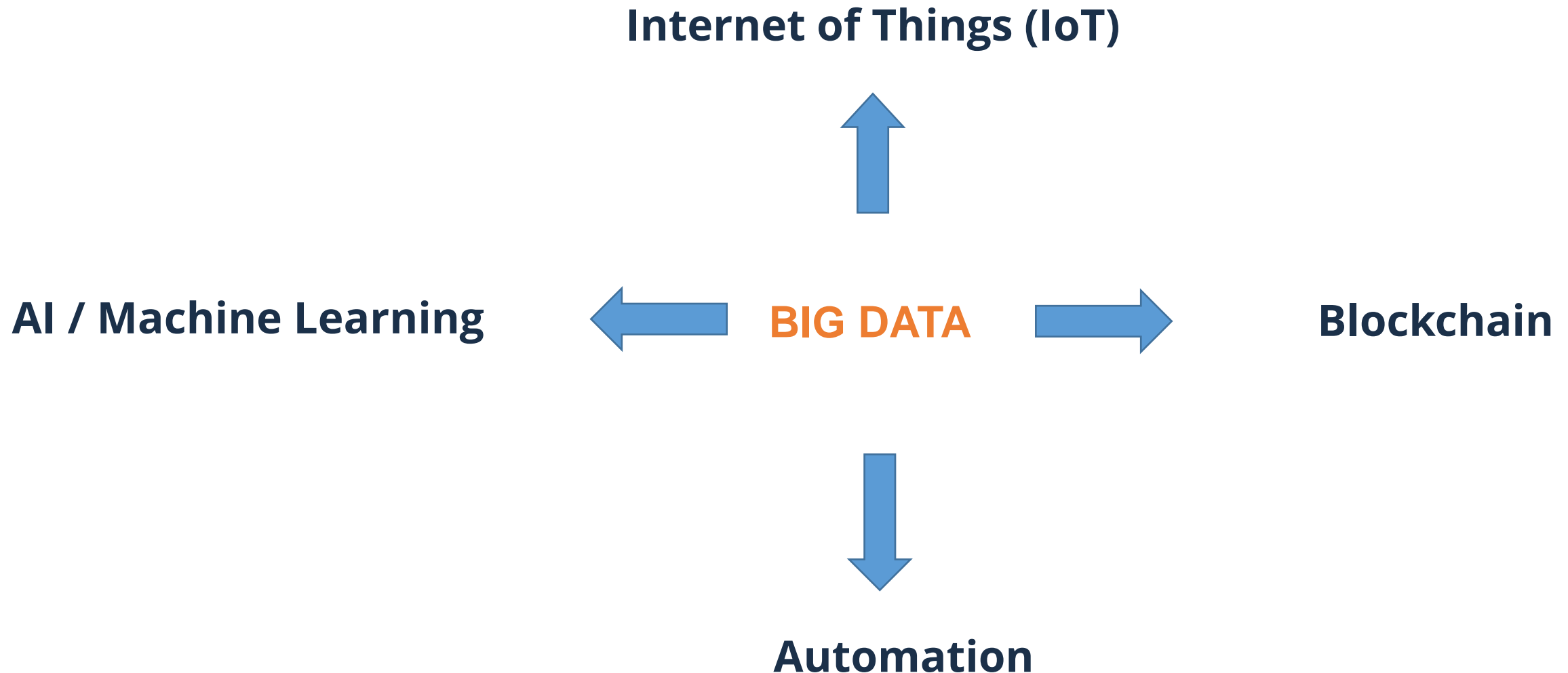
Isobutane from Casper, WY to Hardin, MT 📅
 Casper, WY to Hardin, MT
 Isobutane (STCC 2912187)
 04/04/2020
 2 Ton(s) per Month

NEW Bark near Kamloops, BC ✓
 Kamloops, BC
 Bark (STCC 2411923)
 04/18/2020
 28 Truckload(s) per Week

✓ = Ready to Schedule 📅 = Planning & Budgeting ⚠ = Requires HazMat Handling

📍 Need to transload products? [CREATE A REQUEST!](#)

Technology – Transformative Technologies



Data Analytics - Use Cases



I. Transload Equipment Investment Analysis

Problem Statement:

A southeastern transloader was interested in expanding their transload capabilities to include a few commodity types that they had not traditionally managed. Prior to making the equipment investment, the transloader used Commtrex's transload data analytics to better understand the type of transloading services being searched for and requested in their area.

Result:

After evaluation, the transloader decided to change the type of equipment they initially thought was needed for the transload demand.



II. Expansion Into New Geographic Regions

Problem Statement:

A midwestern short line holding company had plans to open transload facilities in three regions they have not historically operated in. They leveraged Commtrex's historical and ongoing data analytics to better understand the type of transloading and storage demand they could expect for these areas.

Result:

Using the Commtrex data, the company was able to determine that one of the three locations was not a good fit for the type of demand they initially anticipated. They decided to focus their time and resources on the two remaining locations.



III. Capex Investment Into Rail Track Expansion

Problem Statement:

A rail services company was expanding their rail track to offer transloading services as a compliment to their existing railcar repair and cleaning offerings. The transloader worked with Commtrex to evaluate data analytics. They also utilized the Commtrex shipper outreach program to contact potential customers who had placed requests in that area to inform them about the transloader's rail track expansion.

Result:

Using the Commtrex shipper outreach program, this exercise helped the company secure the financing needed for the track expansion.

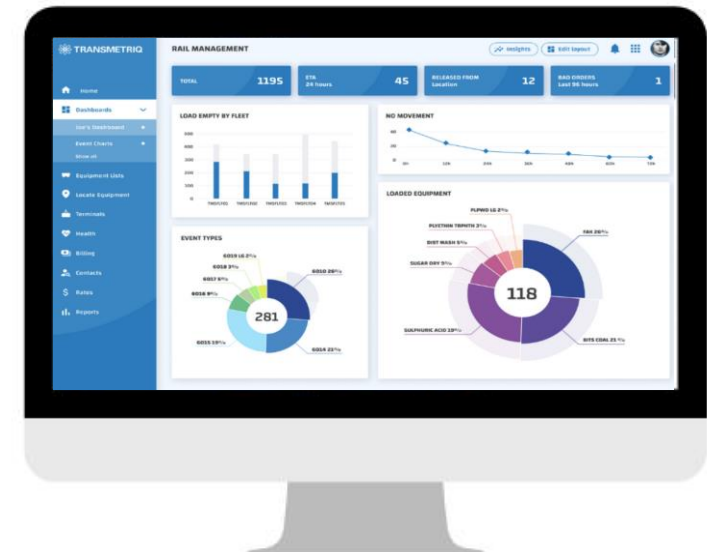
Managed Services - Rail Logistics and TMS Platform

Optimal Visibility with Superior Execution is a Competitive Advantage for Shippers.

commtrex Fleet Management Services

- Yard Management and Bill of Lading Services
- Rate and Route Optimization
- Demurrage Administration
- Pipeline Reporting and Performance Metrics
- In-Transit Monitoring and Real-Time Exception Management
- Invoice Auditing and Dispute Management

TRANSMETRIQ POWERED BY RAILINC



A scenic view of a railroad bridge over a river, with green hills in the background under a cloudy sky. The bridge is made of rusted steel trusses and carries two tracks of railroad tracks. The tracks are made of steel rails on wooden ties, set in a bed of gravel. The river flows beneath the bridge, and the surrounding landscape is lush and green. The sky is filled with heavy, grey clouds, suggesting an overcast day.

The Most Trusted Rail Transportation Platform in North America



Contact Us

Martin Lew
CEO

mlew@commtrex.com

(617) 755-2345

www.commtrex.com