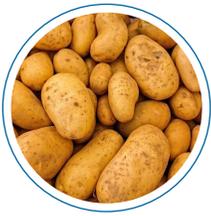


# Become a Part of the UPDS Produce Network

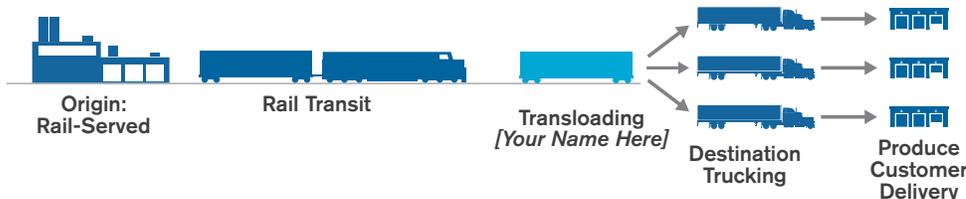


Union Pacific Distribution Services (UPDS) provides seamless door-to-door transportation by combining the economics of long-haul rail service with the flexibility of over-the-road movements. While we currently have a network in place for produce transloading, we'd like to expand that network — and we'd like you to help. When transloaders with food-grade warehouses like you join our produce network, you'll get access to new business opportunities and additional volume.

## Extending Your Reach

When you're a part of our network, UPDS can extend your reach with potential customers:

- With sales coverage across North America, we can broaden the scope of your sales territory.
- We have six UPDS and Union Pacific Railroad sales reps working on your behalf and generating more leads for your company.
- We'll provide the opportunity for your company to be promoted on UPDS.com, increasing your visibility to potential customers.



## Making Business Easier

Beyond sending more business your way, UPDS also makes it easier for you to do that business. We have the technology to make doing business more efficient and promote effective communication between customers, railroads, UPDS and your company. You'll also have access to an invaluable resource: our people. Our logistics professionals track shipments, keep a close watch on flows, and provide proactive problem resolution — all to reduce variability and risk.

## Prompt Payment

Our people will ensure you get paid on time, every time. UPDS is here to handle billing and collections so you don't have to, ultimately reducing your overhead costs. With streamlined invoicing for all services provided, our transloaders can be paid in just 10 days after services are provided — and payment is guaranteed.

## Contact Us

For more information about joining the UPDS produce network, contact Josh Hick at [joshhick@up.com](mailto:joshhick@up.com) or 402-544-7939.

## Join Our Produce Team

When you join the UPDS team, you'll:

- Increase your sales and growth opportunities
- Receive prompt payment without the hassle of billing and collections
- Make doing business even easier

## Typical Shipment Characteristics

- **Rail Equipment Type:** 50-foot refrigerated boxcars
- **Rail-to-Truck Conversion:** 1 boxcar = 3 trucks
- **Piece Count:** 2,500
- **Description Type:** 100% bag, 100% carton or mix
- **Manual Unloading:** Hand-stacked at destination, 16 man-hours overall
- **Slip Sheet:** Loaded only at origin, nothing at destination
- **Pallet Count:** 60
- **Potatoes:** Stretch wrapping
- **Onions:** Net wrapping
- **Program Specifics:** Starts once car is unloaded, minimum of one truck per business day (all products out in three business days)