



What to Consider When Shipping Your Agricultural Goods

**Multi-Modal &
Transloading Options**

As U.S. growers in rural communities across America work hard to strengthen their economies, the partnership between farming and multimodal transportation providers are successfully embarking on a new era of relevance, as they are experiencing more opportunities to work together. Currently, the United States is the world's leading exporter of agricultural products. America's farmers and ranchers make an important contribution to our economy by ensuring a safe and reliable food supply, improving energy security,

and supporting job growth and economic development. Agriculture is particularly important to the economies of small towns and rural areas where farming subsidizes a number of sectors from farm machinery manufacturers to food processing companies.

U.S. agricultural exporters are well-positioned to capture a significant share of the growing

critical form of transport for rural America. It carries 70 percent of agricultural and food products, alcohols, fertilizers, lumber, wood products, and other goods.

Solid transportation and transloading options are a critical link for agricultural exporters to stay competitive and efficient. The agriculture industry needs a highly flexible multi-modal transportation system since

distribution needs, since not all are built the same. Here are a few things to look for in a logistics provider:

Multi-Modal Options

Multimodal shipping is the movement of goods using more than one different mode of transportation under an individual contract. At the end of the day, the smooth flow of goods through the supply chain



world market for agricultural products. High levels of farm production, in turn, improve the prospects for downstream businesses such as food processing companies and biofuel refineries. Annually, the agriculture industry averages roughly 4 million carloads of farm, food and related products being shipped by railroads alone, which is at least 14% of total U.S. rail carloads. Trucking is another

its needs are seasonal, which will require frequent hauling during planting and harvest, but with less need during the rest of the year. With more and more options to transload and transport your goods across the nation, what are the best opportunities to give your business a significant advantage? It's important to choose a transportation logistics plan that is best tailored to your

is the ultimate goal when using multi-modal transportation networks. Multi-modal options are critical in providing “just in time” delivery, followed by the objectives of maintaining minimal inventory. Whether it's truck-to-rail or rail-to-truck services, partner with a company that will act as the physical shipper/receiver to safely transport your goods. Look for facilities that offer rail

served transload services to allow more control over the variables involved in delivering your products from point A to B.

Transloading Options

Simply put, transloading is the ability to transfer huge amounts of cargo from one form of transport to another, such as going from railcar to truck. This enables you to keep your transfer times short and gives you greater quality control over the process. The purpose of transloading is to use bulk freight methods to get your goods closer to their final destination. Because transloading often requires moving product from one container to another, or from containers to pallets, etc., between trains and trucks, an experienced company will complement the logistics solutions you use. Choose a transportation logistics provider that has the experienced personnel in agriculture transloading, warehousing and logistics to manage the integrity



of your goods, while providing cost-effective transportation solutions to give your company a competitive edge.

Tracking Capabilities

When you consider partnering with a transportation logistics company, make sure they provide solid tracking capabilities that will ensure accuracy in lead times and stock rotation. Look for a provider that offers Key Performance Indicators (KPI's)

to give on-time delivery solutions and warehousing options that are tracked and shared on a regular basis with customers. Multi-modal shipping involves clear communication between multiple parties in order to keep things running smoothly. The good news is that while a transportation logistics provider will sometimes utilize carriers in varying modes, you'll communicate directly with one source. There is no need to worry about endless emails with subcontractors, and no day-long phone calls trying to resolve issues. A good logistics provider will be your one point of contact and can help. If you have questions or concerns about your shipment.

Strategic Location

Choosing the best transportation logistics partner with transload facilities generally involves three factors: distance to receivers, rail lines available, and the transloading facilities' equipment.



Look for partnerships with logistics providers that have rail served transload capabilities and are positioned strategically near distribution routes, including major interstates and railway junctions that can easily interchange with Class 1's to get your products back on the road faster. When comparing costs per ton mile by truck and rail, rail has the potential to cut costs in half. This means minimizing transportation by truck can dramatically reduce costs. With that in mind, it's important to choose a facility as close as possible to your receivers. It's also important to consider volume in this equation. A good rule of thumb is to choose a transloading facility as close as possible to your primary receiver, as this normally yields the lowest cost. Having access to transload services can give your company an advantage few others utilize. In theory, you could park your freight truck near a train and transfer the contents manually. However, transload facilities feature specialized cranes, conveyors and car dumpers to make every transloading job more efficient.

Transload facilities play a vital role in many companies' shipping networks. These facilities allow shippers to realize benefits from a combination of rail and truck. Maybe you've used the same transload facility for some time, and you're wondering about other opportunities. Or perhaps you're reassessing your shipping plan to accommodate new receivers, products or taking a closer

look at recent price increases. Remember, you may have more options than you think. In an industry where pennies are the difference between success and failure, efficient transportation and transloading logistics will give you plenty of space to reduce your total production costs.

Keep the above tips in mind when selecting a transportation logistics provider to move your products safely, because the story of successful farm management begins and ends with efficient and properly managed transportation and transloading solutions.



TNW Corporation connects your ag products to the U.S. Railroad network so your business can successfully compete on a national or global scale. We are the region's hub for railcar, warehousing, storage, transload and transportation services and provide expertise to help diversify supply chains, combining the savings of freight with the convenience of trucks.

TNW's Value-Added Services Include:

- 1. Multi-Modal** TNW's rail-served transload facilities allow more control over shipping, freeing our customers to focus on their business.
- 2. Transloading** Our full-service logistics facilities provide high volume/high speed loading and storage for ag products with rail-to-truck and truck-to-rail services.
- 3. Experienced Personnel** TNW offers over 37 years of expertise in transportation logistics and a level of flexibility that has been supporting our customers for years.
- 4. Tracking Capabilities** TNW's Key Performance Indicators provide on-time delivery solutions and storage options that are tracked and shared on a regular basis with our customers.
- 5. Strategic Locations** TNW's three (3) Texas transload facilities are located near major interstates, with direct connections to Class 1 railways, to get our customers' products back on the road faster.

To get your products moving in the right direction, contact TNW today at tnwcorporation.com or call **877.813.9838**.

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