



SAVAGE
Trusted Supply Chain Partner

Savage Overview and Capabilities

January 10, 2019



Where We Started

Built on a strong foundation with an enduring vision for the future



Founders Luke, Kenneth and Neal Savage



The first Savage truck from 1946

- WWII veteran Kenneth Savage and his father **purchased a truck in 1946** and began hauling coal and timber
- Founded on principles of **integrity, hard work, fair dealing and innovation**
- Privately held **transportation, logistics, materials handling and industrial services** company
- We partner with our Customers to **safely move and manage essential materials**, and **operate critical systems** that enable their production
- We develop **solutions** to unique challenges and help our Customers **optimize their supply chains**

SAVAGE | OUR PURPOSE

TO ENABLE OUR CUSTOMERS AND PARTNERS TO

FEED THE WORLD

POWER OUR LIVES

SUSTAIN THE PLANET

ACROSS THE FOLLOWING SECTORS

AGRICULTURE

ENERGY & CHEMICAL

ENVIRONMENTAL



Industries We Serve

Serving Customers in diverse industries



Food & Agriculture



Oil Refineries



Oil & Gas



Railroads



Power Generation



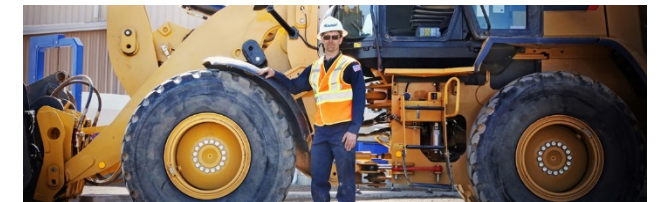
Mining



Ports & Terminals



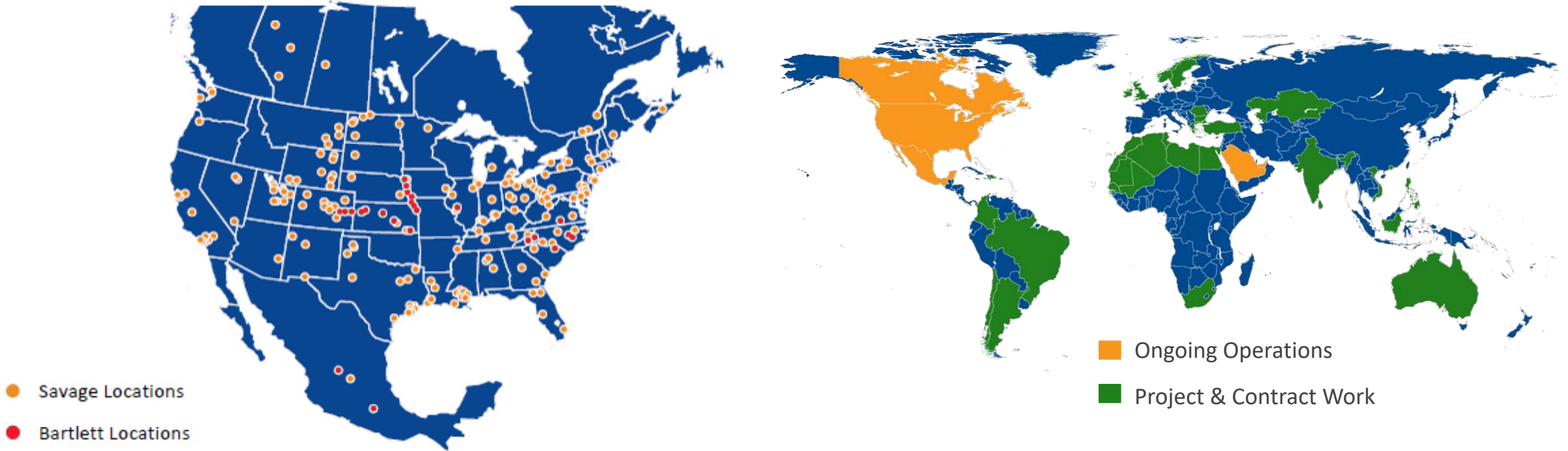
Chemicals & Petrochemicals



Construction

Where You Need Us Most

When you call, we answer. Where you are, we go.



- **5,000** Team Members in **300** operating locations
- **North American** operations in **40** U.S. states, **4** Canadian provinces, and Mexico
- **International** presence with ongoing **Saudi Arabia** operations and project work around the world

Representative Customers

Trusted to get the job done safely, efficiently and reliably



Our Value Proposition

Enabling you to focus on your strengths – “your back room is our front room”



We **create value** for our Customers by providing **supply chain systems** and **industrial services** that enable production and the flow of critical materials with **worry-free consistency** – **safely** and **responsibly**

The **SAVAGE** System



We **Create** solutions to unique supply chain challenges, consistently **Deliver** results that exceed expectations, and continuously seek to **Elevate** the value we bring to Customers

Committed to Safety Excellence

Values driven culture of safety ownership and compliance

- Entire organization believes “**Nothing Trumps Safety at Savage**” and Team Members are **committed** to operating safely at all times
- Robust safety training, including over **1,000** trained Safety Specialists and over **300** trained Lead Safety Specialists
- Robust system for **hazard identification, analysis and prevention (SHAPS)**
- **5S** system (Sort, Straighten, Shine, Standardize, Sustain) ensures we maintain organized, efficient, clean and safe facilities and operations
- Numerous awards and recognition for our safety performance – named one of **America’s Safest Companies** by *EHS Today Magazine* and OSHA VPP status at multiple sites



SAVAGE Hazard Analysis & Prevention System (SHAPS)



Committed to Team Member Development

“Hire Right, Train Right, Treat Right”

Comprehensive Training Solutions

- Safety & Compliance Training
- Technical & Operational Training
- Leadership & Team Member Development

Development Resources

- On-the-job training, classroom training, custom eLearning courseware (**SavageU**), experiential development programs and blended learning initiatives
- More than **50,000** online *SavageU* courses completed annually



Building a Team of Leaders

- Team Members are **encouraged** to grow, **trusted** to take action and **inspired** to make a difference
- **Savage On-Deck** prepares high-potential Team Members to become successful Operations Managers through coaching, classroom training and on-the-job training



Committed to Operational Excellence

S⁷ Delivery System – a roadmap with standards, metrics and tools to consistently exceed Customer expectations

SAVAGE
S⁷ Delivery System



- Our disciplined process ensures worry-free service for **Customers**
- Our **Team** is hired right, trained right and treated right
- Our work is performed responsibly – with respect for **safety, health** and the **environment**
- We **plan, organize and operate** effectively to increase your **productivity**
- We **manage and maintain** equipment and facilities to ensure **reliability**
- Our Team is **professional** in attitude and appearance
- We track and report on our **performance** in real time

Terminal & Transload Services

Handling critical transfers of materials and products – safely and efficiently

We operate more than



40 TRANSLOAD SITES IN

North America

SAVAGE



MOVED
3.4 **MILLION**
TONS
of product in 2017

Transload Solutions

- Operation of **41** transload terminals owned by Savage, Customers or Third-Parties:
 - **25** Savage Transload Operations
 - **16** CSX TRANSFLO® Operations
- Product Handling (Loading/Unloading)
 - Chemicals and petrochemicals, resins, fuels, food-grade, dry bulk, industrial and construction materials

Terminal Capabilities

- Specialized solutions for moving materials on land and water – by rail, truck, barge or pipeline
- Warehousing, inventory management, design and construction of custom facilities and systems
- In 2017, we connected 375 shippers to 3,330 consignees and loaded 148,000 truckloads of materials

Forward Placement of Inventory

- The on-time arrival of goods at their destination is key to having an efficient supply chain
- Rail-to-truck and truck-to-rail transloading allows shippers to leverage just-in-time inventory, reducing costs of creating on-site storage or construction
- Using rail for long hauls, shippers can transload and transport products on an as-needed basis
- Using rail facilities to hold products until they are ready to be received helps avoid unexpected storage fees and last-minute schedule changes



Truck Transportation Services

Safe and on-time delivery of critical bulk materials



Liquid Bulk Transportation

- **Petroleum Products**
 - Crude Oil (including Waxy Crudes), Condensate, Refined Products, Diesel Fuel
- **Non-Petroleum Oilfield Products**
 - Fresh Water, Production Water
- Chemicals, Sulfuric Acid, Molten Sulphur

Dry Bulk Transportation

- **Bottom Dump Trailers**
 - Coal, Limestone, Ores, Aggregates, Petroleum Coke
- **End Dump Trailers**
 - Dirt, Rock Products
- **Pneumatic Trailers**
 - Cement, Lime, Fly Ash, Sand, Soda Ash, Nitrates, Food-Grade
- **Flatbeds**
 - Oilfield Pipe & Equipment

Compressed Gas Transportation

- Liquid Petroleum Gas (LPG)
- Natural Gas Liquids (NGL)

Technology Solutions Provide Actionable Insights

Integrated technology tools to provide visibility and drive performance



- Proprietary Business Intelligence system integrates with our services
- Increased visibility into operational performance with real-time data
- Customizable dashboards and reports with custom KPIs unique to each Customer and Operation
- Robust technology systems for:
 - Inventory Management
 - Facility Management
 - Logistics Management



Construction & Project Management

Strong history of successful projects built from an operations perspective



Our Service Offerings

- **Front End Engineering and Design Services**
- **Owner's Representative Services**
- **Project Management**
- **Construction Management**



Projects We've Managed

- **Crude-by-Rail Terminals and Transload Facilities**
- **Railroad Tracks & Loop Tracks at Refineries**
- **Petroleum & Bulk Liquid Storage Tanks**
- **Petcoke & Sulphur Handling Systems**
- **Marine Vessel Construction**
- **Power Plant & Refinery Equipment**
- **Bulk Material Truck Loading and Unloading Facilities**
- **Conveyors & Other Systems**

How Can We Help Optimize Your Supply Chain?



Learn more about Savage at
savageservices.com
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