

Get on the Tropicana Train



Tropicana
Backhaul Services

Get on the Tropicana Train!

At Tropicana, we have proudly been shipping our orange juice in refrigerated railcars for over 30 years. Working with our rail partners CSX and the UP, we have developed a reliable rail network that provides a high level of customer service and satisfaction to our distribution centers.

In March 2005, Tropicana established a backhaul services group to begin utilizing the boxcars returning to Florida. This group offers rail transportation and transload services.

If you have products shipping to Florida from the Northeast, the Midwest, or California you should explore using the Tropicana Train.

Service:

- Entire move is coordinated and monitored by our Tropicana Team.
- Door to Door solutions or rail transportation only.
- Customer Supplied trucks or Tropicana contracted carriers.
- Dry or refrigerated freight and some frozen.
- Trains depart on regularly scheduled service
- Loading/unloading by trained warehouse personnel.
- Confidence in knowing that Tropicana is a high profile RR Account. Which means your freight receives high priority/visibility within the RR Networks.
- Security through Tropicana's Quality Assurance Certifications (GMP & Sanitation).



Aquafina water heading to Bradenton, Florida via Tropicana Train and ultimately to Riviera Beach, Florida

Contacts:

Mike Whalen
Larry Moore

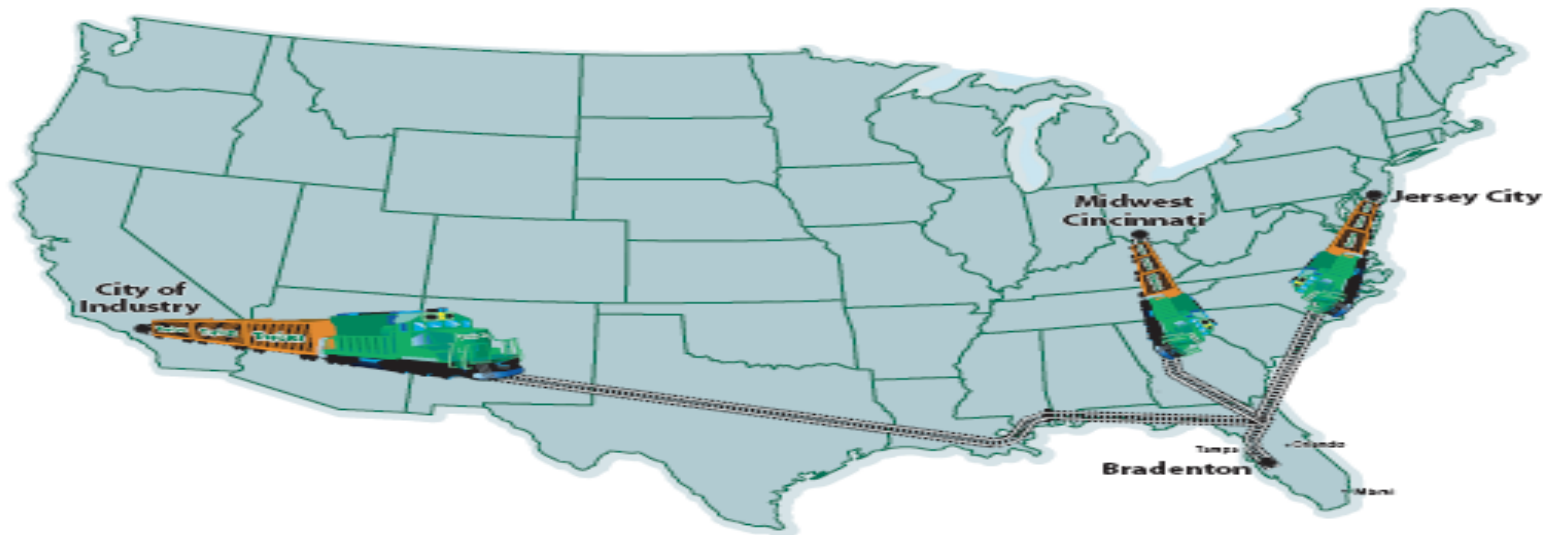
Tropicana Backhaul Manager
Customer Development

941-742-3200
214-551-3911



Tropicana Backhaul Rail Network

Boxcar Savings at Intermodal Speeds



Ride the Tropicana Backhaul Train For Significant Freight Savings

Program Details:

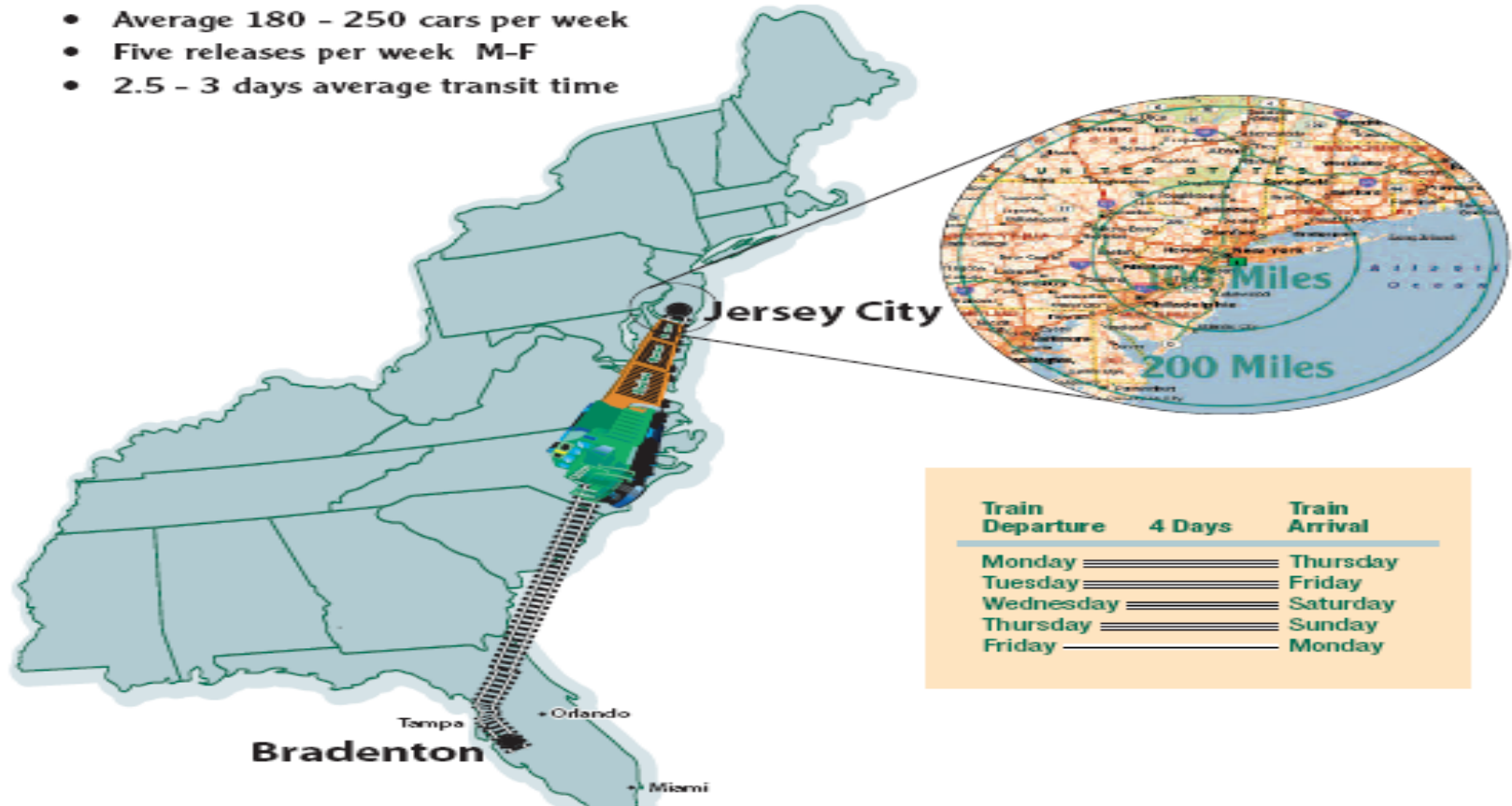
- Direct service to Bradenton, Florida.
- Average transit time 3-4 days (Cincinnati and Jersey City routes).
- 3+:1 Truck to Rail conversion.
- Railcar holds 66 - 72 pallets depending on pallet size.
- Average savings of 15% compared to over the road.
- Consolidated billing and single point coordination for shipments.



ROUTE #1

Jersey City, NJ to Bradenton, FL

- 1213 miles
- Average 180 - 250 cars per week
- Five releases per week M-F
- 2.5 - 3 days average transit time



Train Departure	4 Days	Train Arrival
Monday	=====	Thursday
Tuesday	=====	Friday
Wednesday	=====	Saturday
Thursday	=====	Sunday
Friday	=====	Monday



*Door to Door from
Jersey City to Bradenton*

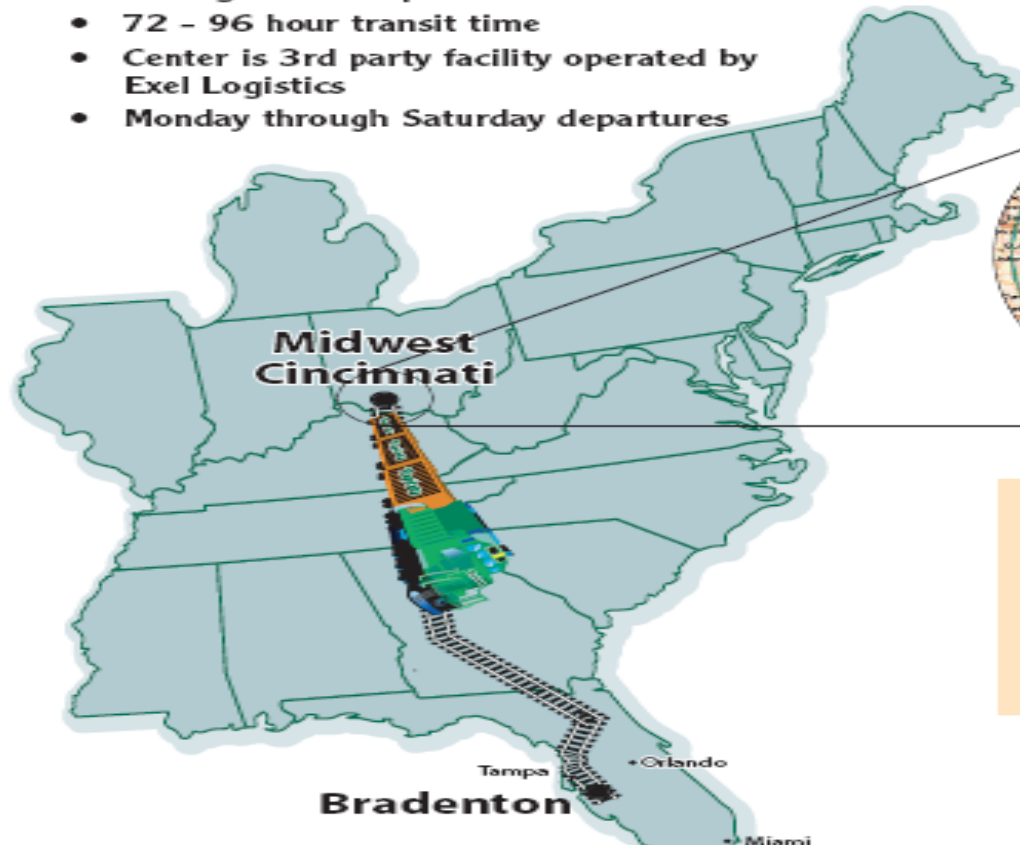
Departs Facility	Arrives in BR	Unloads	Delivers to Customer
Monday	Thursday	Friday	Saturday-Monday
Tuesday	Friday	Monday	Tuesday
Wednesday	Saturday	Monday	Tuesday
Thursday	Sunday	Monday	Tuesday
Friday	Monday	Tuesday	Wednesday

****Same day arrival/unload and delivery available by Customer Request**

ROUTE #2

Cincinnati, OH to Bradenton, FL

- 1100 miles
- Average 54 cars per week
- 72 - 96 hour transit time
- Center is 3rd party facility operated by Exel Logistics
- Monday through Saturday departures



Train Departure	5 Days	Train Arrival
Monday	=====	Friday
Tuesday	=====	Saturday
Wednesday	=====	Sunday
Thursday	=====	Monday
Friday	=====	Thursday
Saturday	=====	Thursday



*Door to Door from the
Midwest to Bradenton*

Departs Facility	Arrives in BR	Unloads	Delivers to Customer
Monday	Friday	Monday	Tuesday
Tuesday	Saturday	Monday	Tuesday
Wednesday	Sunday	Monday	Tuesday
Thursday	Monday	Tuesday	Wednesday
Friday	Monday***	Tuesday	Wednesday

*** Provided Train makes Connection in Jacksonville

If train doesn't make connection then it will arrive in BR on Thursday and will be either same day unload/next day delivery or Friday unload Saturday or Monday Delivery

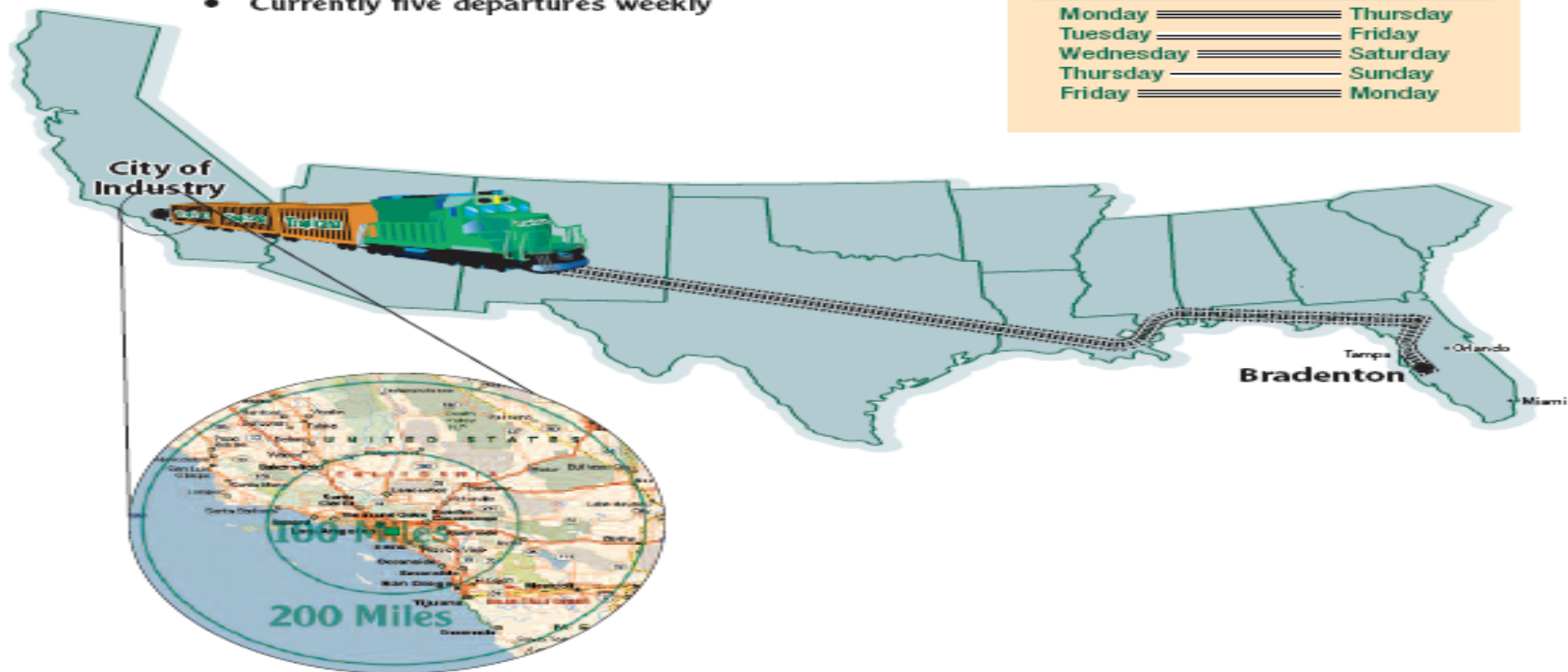
** Same day arrival/unload and delivery available by Customer Request

ROUTE #3

City of Industry, CA to Bradenton, FL

- 2500 miles
- Average 35 cars per week
- Average train transit time 10 days
- Currently five departures weekly

Train Departure	10 Days	Train Arrival
Monday	=====	Thursday
Tuesday	=====	Friday
Wednesday	=====	Saturday
Thursday	=====	Sunday
Friday	=====	Monday



*Door to Door from
City of Industry to Bradenton*

Departs Facility	Arrives in BR***	Unloads	Delivers to Customer
Monday	Thursday	Friday	Monday
Tuesday	Friday	Monday	Tuesday
Wednesday	Saturday	Monday	Tuesday
Thursday	Sunday	Monday	Tuesday
Friday	Monday	Tuesday	Wednesday

*** Arrival in Bradenton is the following week

10 day average transit time. Unloading subject to change based on Customers needs.

Inside Railcar Specs

Keys To Success: Double Stacking

Railcar Dimensions: 64' x 9'3" W x 10'6" H

12' Doorway with no shelving

Double stacking allows for 66 standard pallets to fit on railcar. Critical to maximize payload.



Gatorade heading to Bradenton, Florida via Tropicana train and ultimately trucked to Kissimmee, Florida.

Equipment:

Standard 76' 8" refrigerated railcars
(capable of refrigerated, frozen or dry loads)

Dimensions:

64' Interior length

9' 3" Interior Width

10'6" Interior Height

6,216 Cubic Feet

Load Limits:

186,500 lbs.

Load Requirements:

- Palletized, secure shipping pallets
- Floor layer less than 58" to utilize Tropicana's racking system
- Items reviewed for approval for shipment in food grade cars

Keys To Success:

- Freight origin and destinations are close by Tropicana terminals
- Able to ship two to three truckloads per box car.
- Order/Shipping flexibility



What could you do with 15,000 Boxcar loads per year?



Contacts:

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