

Trends in Intermodal Freight Transport



Stelios Chrysandreas
Transportation Manager
Kimberly Clark





*Leading the world
in essentials for a better life.*



Intermodal Growth at Kimberly-Clark: A Strategy

Leading the World in Essentials for a Better Life

57,000 employees worldwide

\$21.2 Billion in Net Sales in 2013

Well-known global brands HUGGIES® KLEENEX®
SCOTT® KOTEX® PULL-UPS® DEPEND®

#1 or #2 position in more
than 80 countries

Nearly one-quarter of the world's
population use our products daily



Kimberly-Clark *Leading the world in essentials for a better life.*

K-C Global Brands



Kimberly-Clark

Leading the world in essentials for a better life.

SmartWay and Kimberly-Clark

- Joined in 2006
 - Opportunity to more actively engage and expand our role in K-C's sustainability plans
- Early goals
 - Influence Carrier Participation
 - Reduce Length of Haul and Total Miles
 - Reduce wait time and idling at shipping and receiving docks
 - **Increase Intermodal Utilization**



Intermodal Growth at Kimberly-Clark

- **Recognized Trends**

- Driver shortage & retention
- Hours of Service regulations
- Fuel Supply & Prices
- Highway congestion
- ✓ Railroads making large investments in their networks
- ✓ Our Customers are focusing on sustainability

- **Developed an Intermodal Growth Strategy**

- Gained endorsement from our Supply Chain leadership
- 2006-2008 – Major Distribution Network redesign
 - Located new DC's in markets that reduced dray mileage
- 2007 - Invested in new TMS system to improve freight mode selection and increase IM utilization
- Hold Top-to-Top partnership meetings with our major IM providers and RR

- **Challenges**

- Internal skepticism - “putting customer freight on Rail”
- Additional transit
- Higher delivery variability

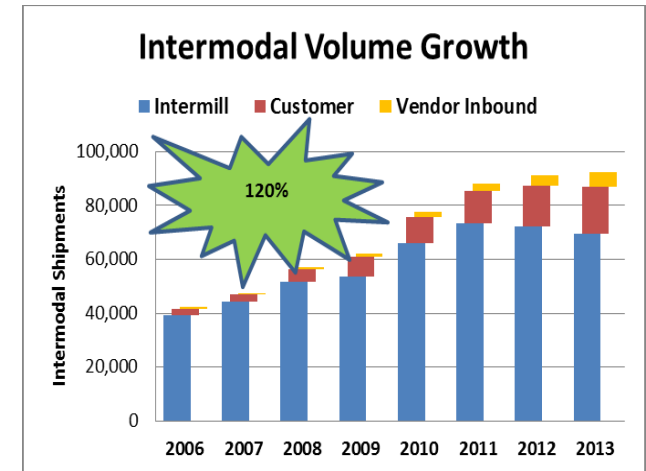


Intermodal Growth – A Success Story

- Since Joined SmartWay - Expanded intermodal utilization by 120%
 - 42,000 loads in 2006 to 95,500 in 2013
 - 49 million miles to 120 million miles
 - 560,000 trucks off the highways
 - Lined up trucks would stretch 6,700 miles



- Saved 62 million gallons of diesel
- Reduced CO2 by 630,000 metric tons
- **Saved \$355 Million**
- Helpful tool: SmartWay Modal Shift calculator



Intermodal Growth – Environmental leadership & Competitive Advantage

“At Kimberly-Clark, we see growing Intermodal as both good environmental policy and good business”

