

Santa Maria Valley Railroad

SMVRR.com



The Transportation Gateway
for the Central Coast



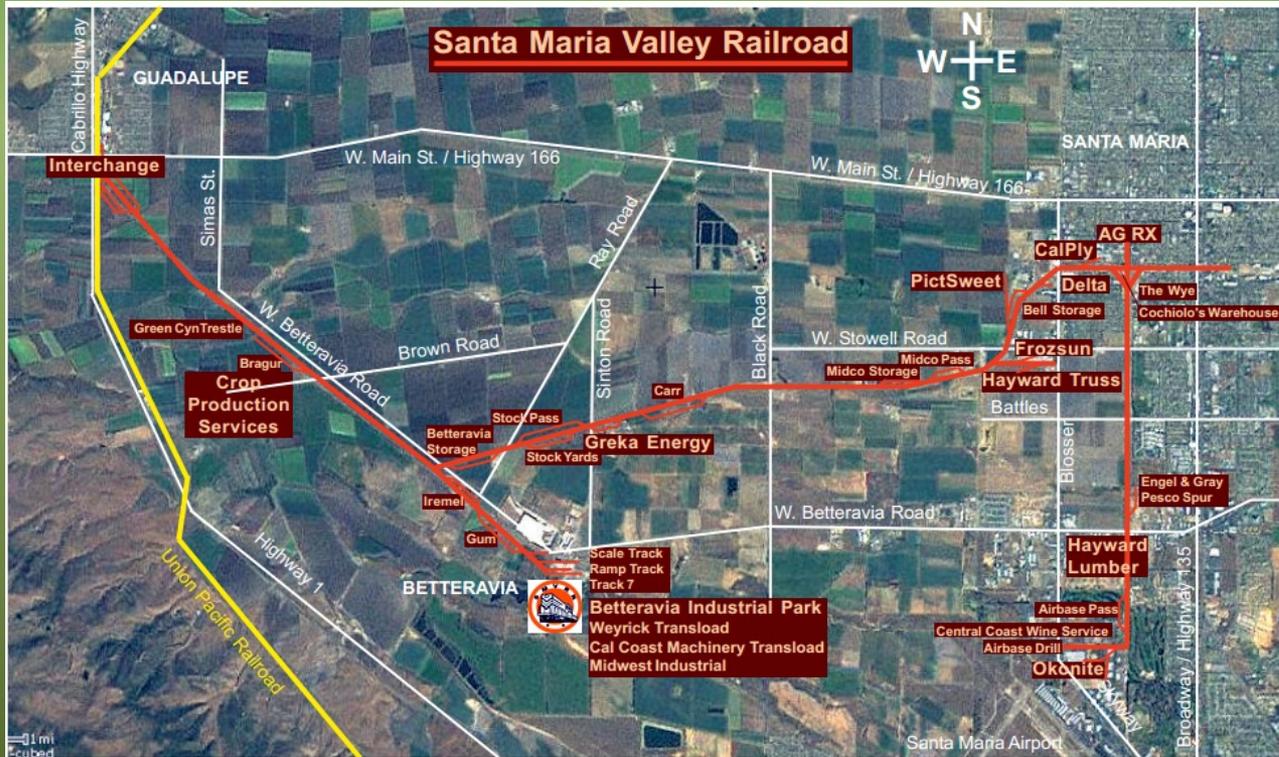
2015

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From
Guadalupe...

To
Betteravia...



To
Santa
Maria...

Its
Airport...

And back.

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Mechanical Reefers



PictSweet – frozen vegetables
Frozsun – frozen berries
Sure Fresh – frozen vegetables
Down to -10 degrees F

Centerbeams

Hayward Lumber – lumber, OSB
Westside Lumber – gypsum board

Flat Cars



Cal Coast Machinery – tractors
Spiess Construction – steel plate



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Tank Cars



AGRX – fertilizer products
Crop Pro – fertilizer products
Delta Liquid Energy – propane
Greka – fuel oil
Midwest – waste latex (erosion control)
Viper – storage/staging

Covered Hoppers



Okonite – plastic pellets
Ineos - staging

Box Cars

Okonite – aluminum
Hayward Lumber - OSB



Santa Maria Valley Railroad



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New Ownership 2006
New Management 2011



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Hurdles:

Deferred Maintenance

No Marketing

Less than enthusiastic employees



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Refurbished Track
Replace Ties
Replace Rail
Resurfaced Track
Control Vegetation



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Refurbished Locomotives
FRA Compliant Horns
Ditch Lights



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SMVRR customers save nearly \$16 million per year in freight transportation costs.

Captive customers represent over 900 employees with a payroll of about \$35 million.



Customers



AGRX

AMTRAK

British Petroleum

Cal-Coast Machinery

Central Coast Wine Services

Chevron

ConocoPhillips Co.

Crop Production Services

Delta Liquid Energy

Frozsun Foods, Inc.

Greka Energy

Hayward Lumber Company

Ineos Co.

Infinity Transportation, LLC

Lineage Logistics

Midwest Industrial Supply

Okonite Company

Phillips 66

Pictsweet Frozen Foods

Spiess Construction

Sure-Fresh Produce Inc.

SMV Crop Services

Union Pacific Railroad

Viper Railcar Storage

Westside Lumber

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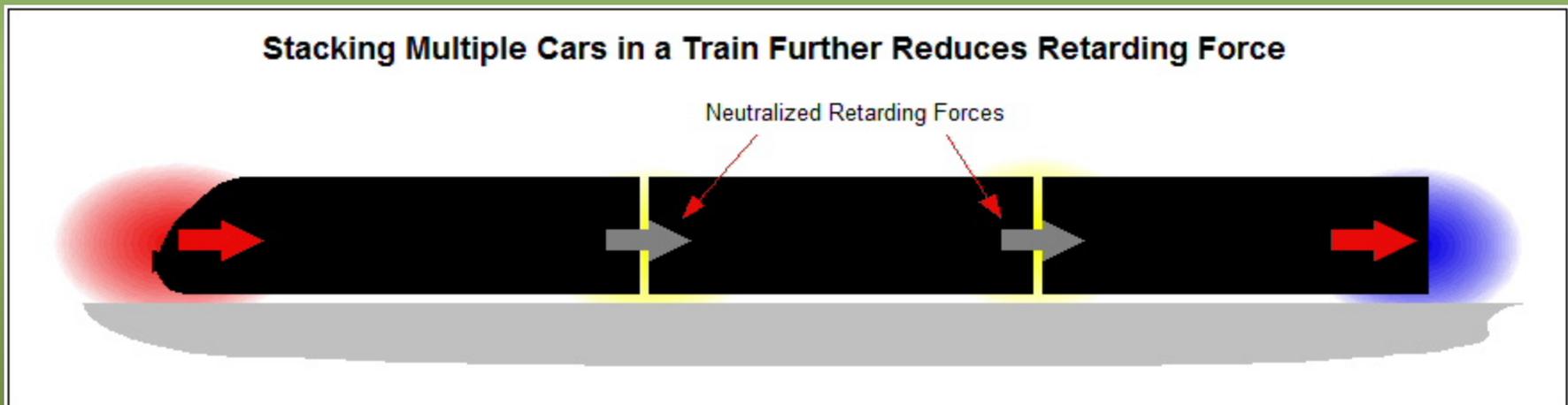
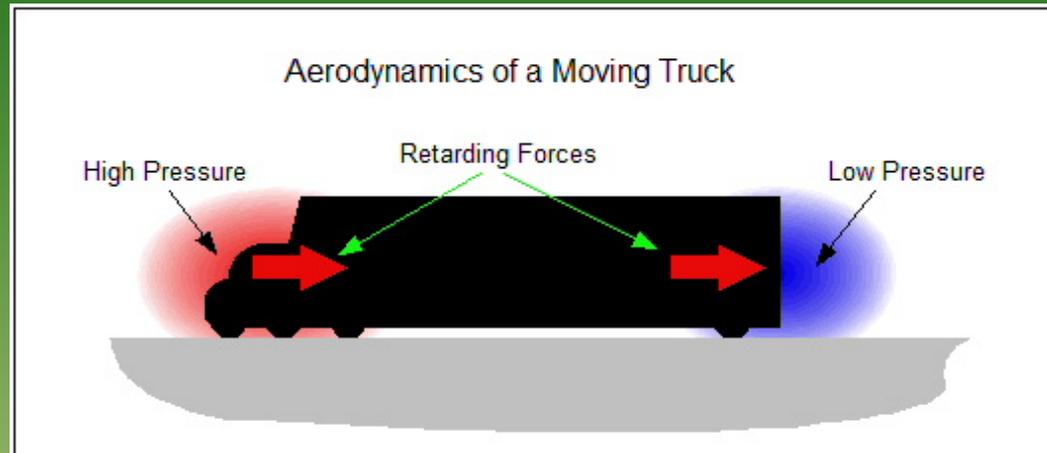
The Efficiency of Rail Transportation results in less Air Pollution, Greenhouse Gases and Congestion on Highways compared to Trucking.

Railroads consume a third less fuel than trucks per ton mile moved.



Physics – Part 1

Almost no deformation of steel wheels on steel rail.



Physics – Part 2
Far less dynamic drag.

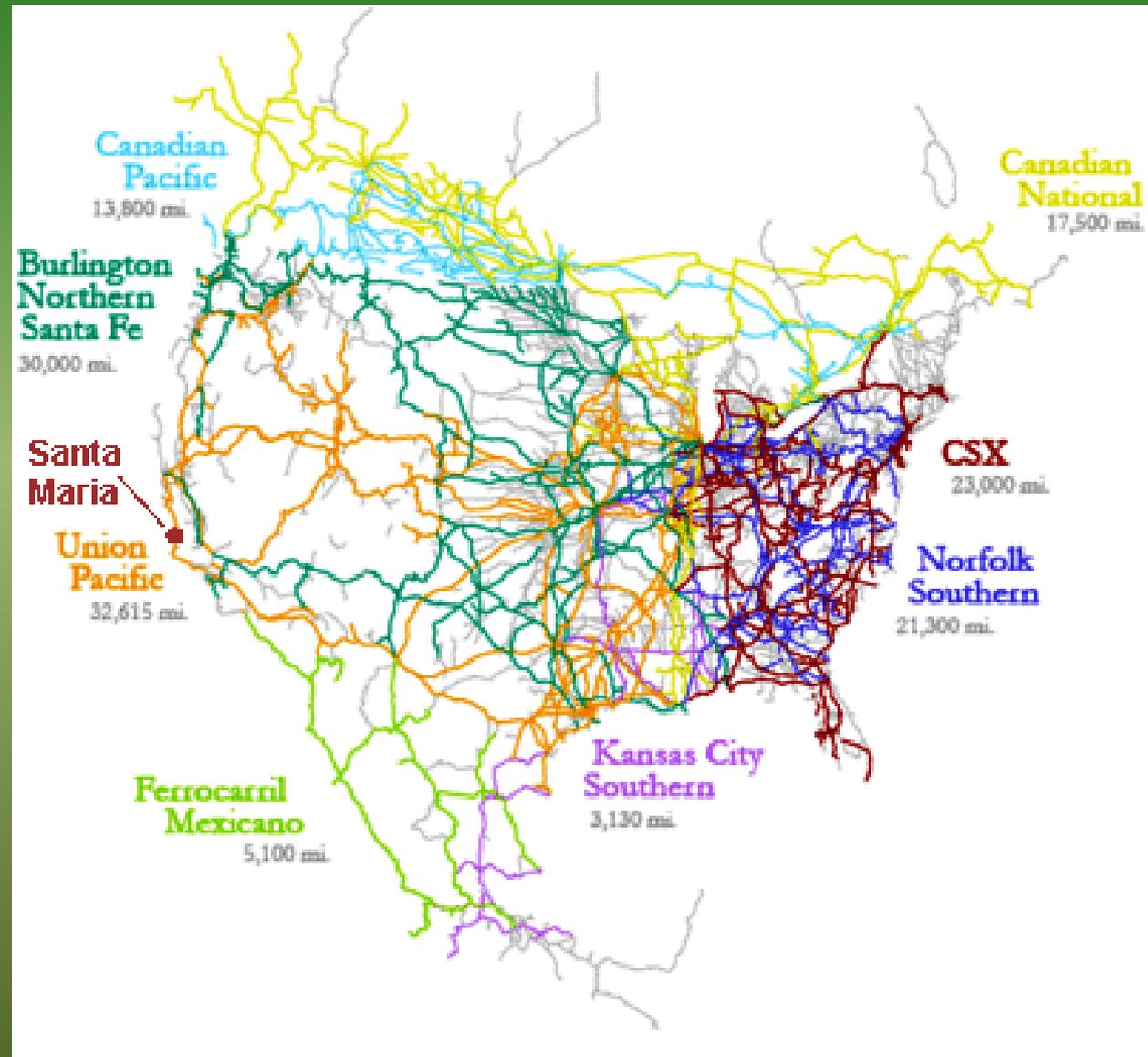
476 ton-miles
per gallon

Partners



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Transportation
Gateway for
the Central
Coast



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Number of cars handled per train has quadrupled since 2007.



**Santa Maria Valley Railroad
customers reduced greenhouse
gases by 7,269 tons in 2012 simply
by using rail instead of trucks.**

1 Railcar = 4-5 Tractor-Trailer Trucks



Santa Maria Valley Railroad



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Service is 6-7 days a week.
Available 24 hours per day.

Santa Maria Valley Railroad



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**All Employees are cross-trained.
All Employees are qualified for train service.**



**Transcaer
First Responder Training**

Santa Maria Valley Railroad



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Safety

No injuries since 2010

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Safety first.

First railroad in the nation on Facebook.

Customized switching.

Rail hub for the Central Coast.

About 2 dozen customers, about 50% Ag.

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Stringent Industry Rules Compliance



U.S. Department of Transportation
Federal Railroad Administration



**California
Public Utilities
Commission**



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Friends-SMVRR.org

Programs and Activities related to the history, operations, trends, and future of the Santa Maria Valley Railroad.

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Questions?...



FAQ:

1. What can you do about graffiti?
2. Do you really have to blow the horn so much?
Does it have to be so loud?
3. Who sets prices? Flexibility?
4. Why were the tracks east of town torn up?
5. How many cars can a loco pull? SMV's longest train?