



# Logistics and Transportation Overview

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*Brad Sawallich,  
Manager of Transportation*

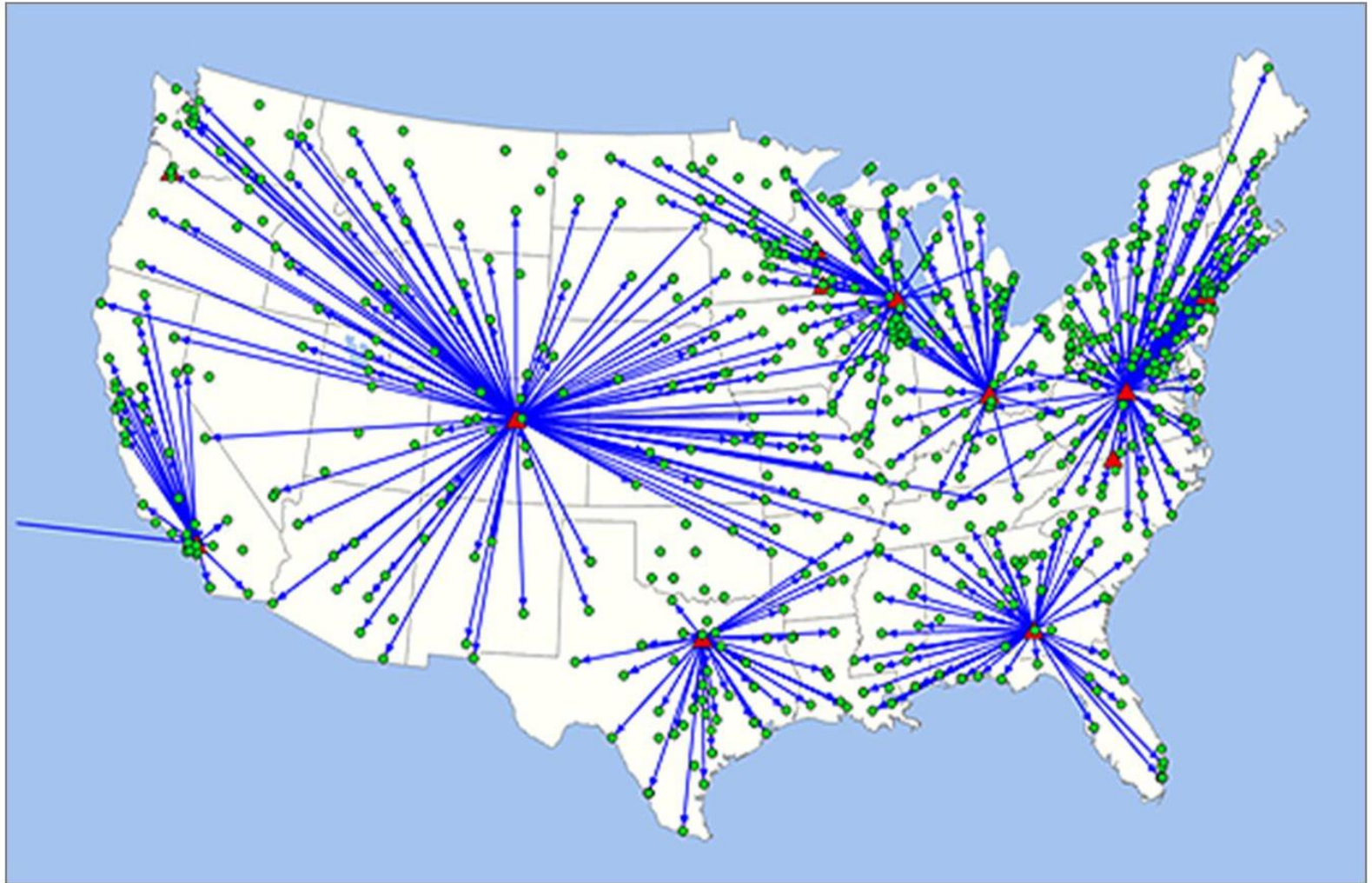


From the Plan to Your Hand:  
Delivering the Best Beer in America

- Introduction
- MillerCoors Logistics Overview
- Why Trucking is so Important to MillerCoors
- Industry Headwinds
- Infrastructure Concerns

- Transportation
  - ~\$650M annual transportation spend
  - Truckload (dry & reefer), Intermodal & Rail
  - 180 carriers in our network
  - Seasonal business with operational limitations in some areas
- 8 major breweries, 3 smaller breweries, 4 DC's
  - 3 of those breweries in Wisconsin
- 950 distributors across the US
- Freight Mix
  - 96% Truck, 2% Rail, 2% IMDL

# Why Trucking Is Important



Example illustrates freight network for Coors Light

Truck drivers deliver 70% of the products we use every day!!

# What Keeps Me Up at Night?

1. Drivers

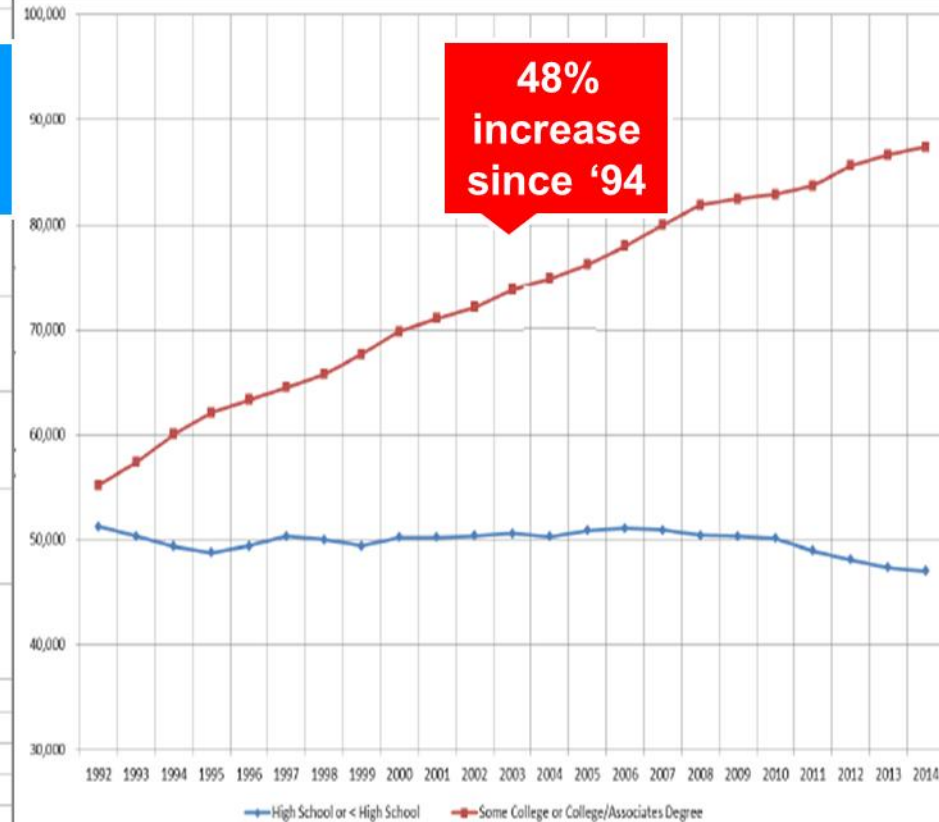
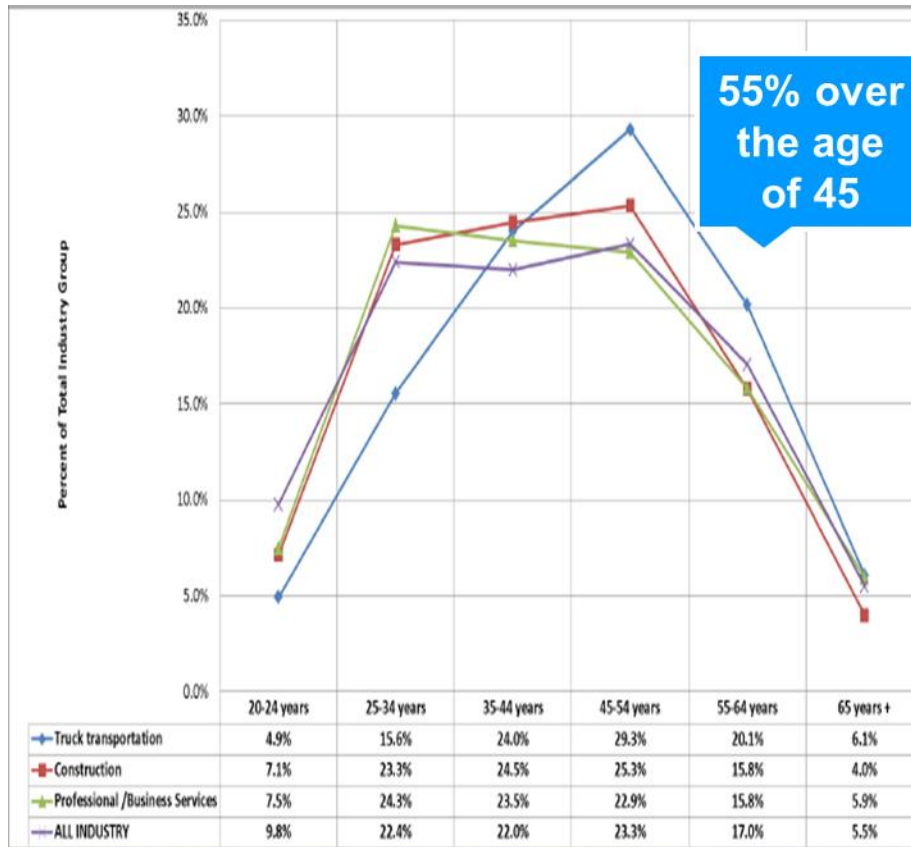
2. Drivers

3. Drivers

4. Drivers

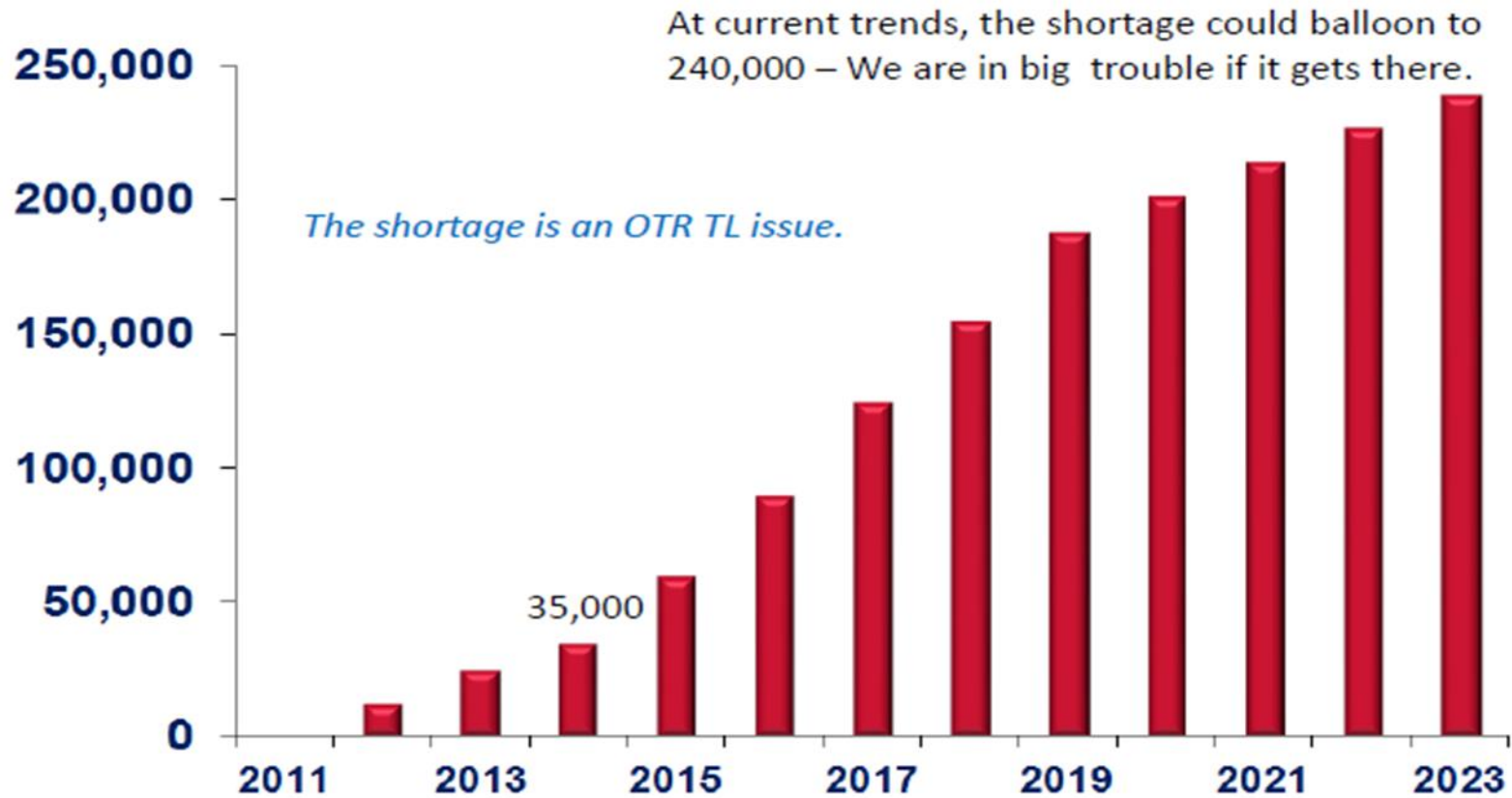
5. Drivers

6. Government



Source: ATRI, Trucking Economics and Mega Trends, March 2015

## DRIVER SHORTAGE



Source: ATA



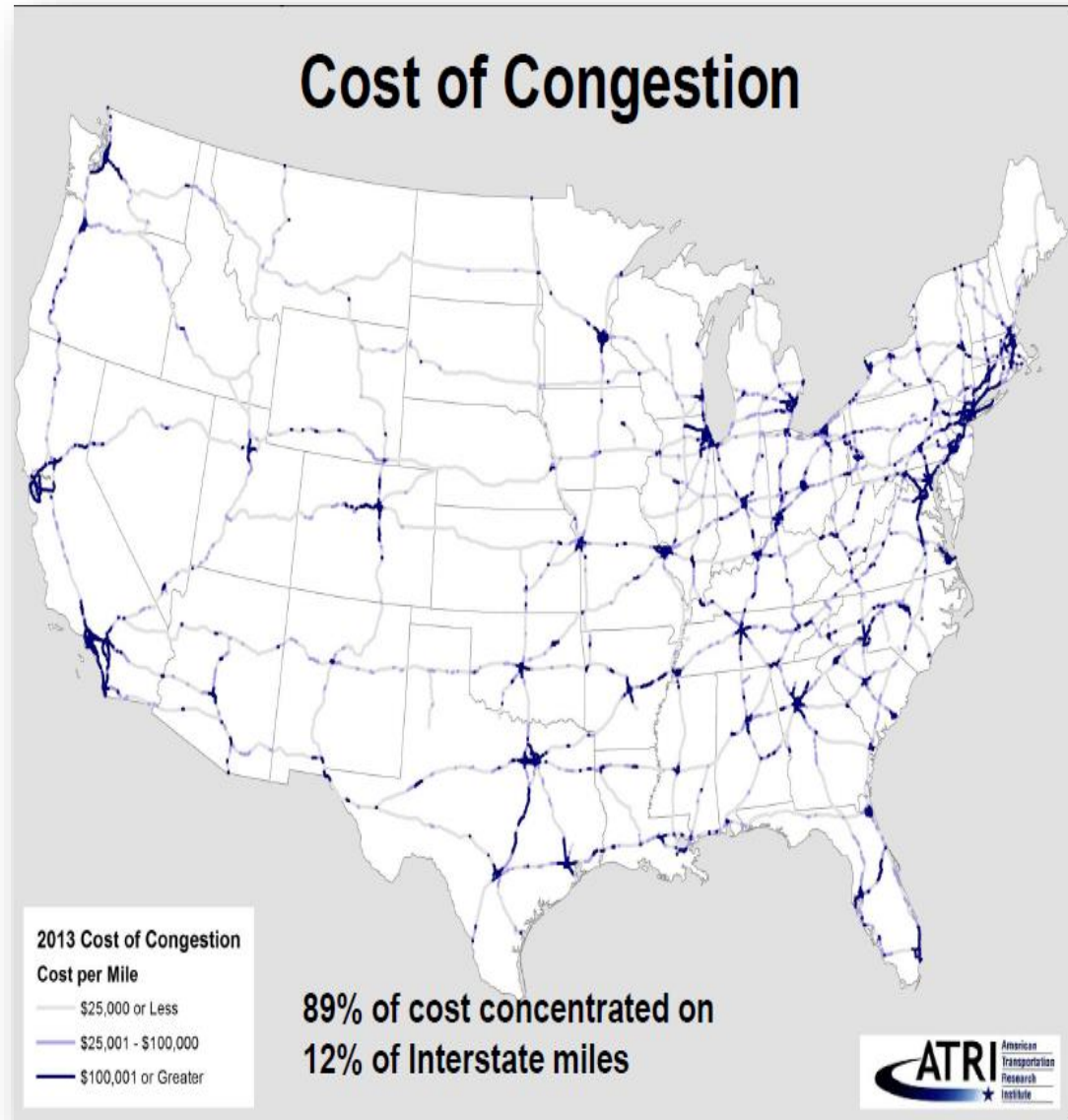
### 5 Things We Can Do To Help Drivers:

1. On-site Parking
2. Available Restrooms
3. Regular Updates on Loading/Unloading
4. Guard Shack to Receive Instructions
5. Break Room for Drivers



# Mega Congestion

- ATRI study on congestion in 2013
- Cost \$9.2B in 2013 due to lost productivity
- 141 million hours lost which translates to 51,000 drivers sitting idle for 1 year!



Source: ATRI, Trucking Economics and Mega Trends, March 2015



- Need a long-term highway bill
  - Crumbling infrastructure isn't going to fix itself
- Increased weights on trailers
  - Fewer trucks on the road means less congestion
- Continued dialogue between government and private sector
  - Every policy has potential unintended consequences
- Better infrastructure & policy attracts shippers
  - Multimodal opportunities