



## Corporate Presentation

# ABOUT US



CRU is a group of companies created to serve several markets in the oil industry, including residual commercialization and transportation logistics.

We have designed, constructed, and operated a liquid storage facility in Southeast Mexico, several rail transloading facilities in Northern Mexico, and frac sand silo facilities in Victoria and Elmendorf, TX.

We provide transportation management for a fleet of 500 liquid tank cars and 500 hopper cars from load to discharge.

# ABOUT US



- Founded in 2001 with a Cutterstock trading focus
- Currently involved in providing logistics services to companies such as PMI, Rio Energy, NuStar Energy
- Railcar fleet - 500 tank cars
- Over 60,000 railcars shipped since June 2009

- Currently focused in the commercialization of Asphalt in Mexico
- 2 Transloading Terminals in Mexico: Monterrey, Tula

- Asphalt commercialization in the Southeastern region of Mexico
- Deep water terminal in Tabasco, Mexico with 96,000 barrels of heated asphalt storage
- Designed, constructed, and operated terminal
- Formed partnership with Glencore

- Operating (2) frac sand silo facilities in Victoria, TX for Schlumberger
- (1) "Light Model" transloading facility in Elmendorf, TX
- Complete rail logistics and inventory control using SandCommand™





# CRUDE/FUEL OIL LOGISTICS

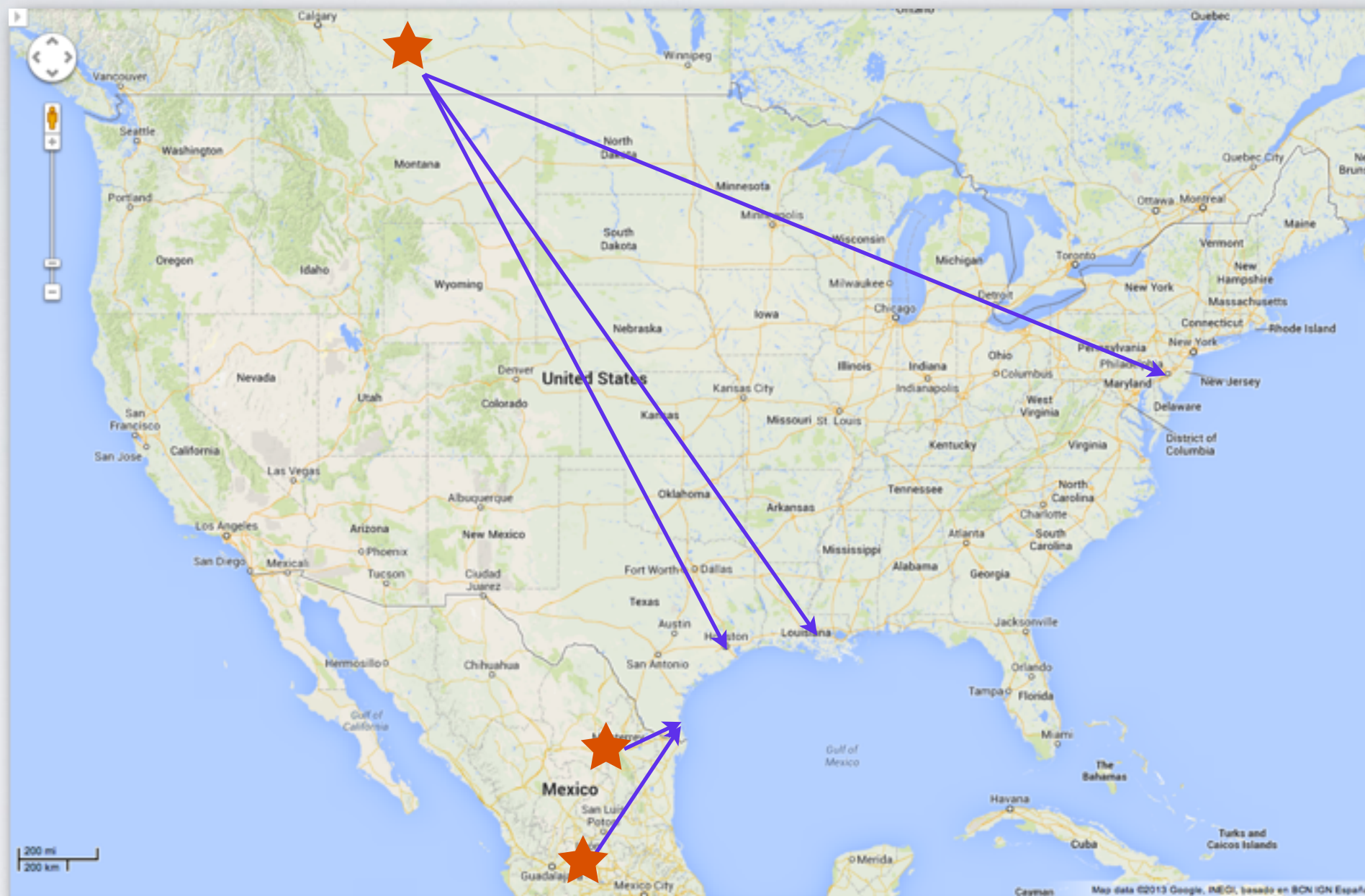


CRU Trading possesses a private fleet of 500 railcars used for Fuel Oil and Crude.

Our experience in high volume transportation has enabled us to gain a deep understanding of the logistics process.



# CRUDE/FUEL OIL LOGISTICS



We have transported over 18 million barrels of Fuel Oil between Mexico and the U.S. and almost 4 million barrels of Crude Oil between Alberta, Canada and the Gulf and East Coast.





# CRU REFINED TERMINALS



With a team of the top technical advisors in the industry in product transloading operations, CRU Refined has transloaded over 100,000 tons of Asphalt in Mexico. Our terminals are operated by Bulkmatic de Mexico using our heating system infrastructure and design.



# DEEP WATER TERMINAL



The state-of-the-art deep water terminal in Tabasco, Mexico, currently has the capacity of transloading asphalt volumes in excess of 15,000 metric tons per month / 2 trucks per hour

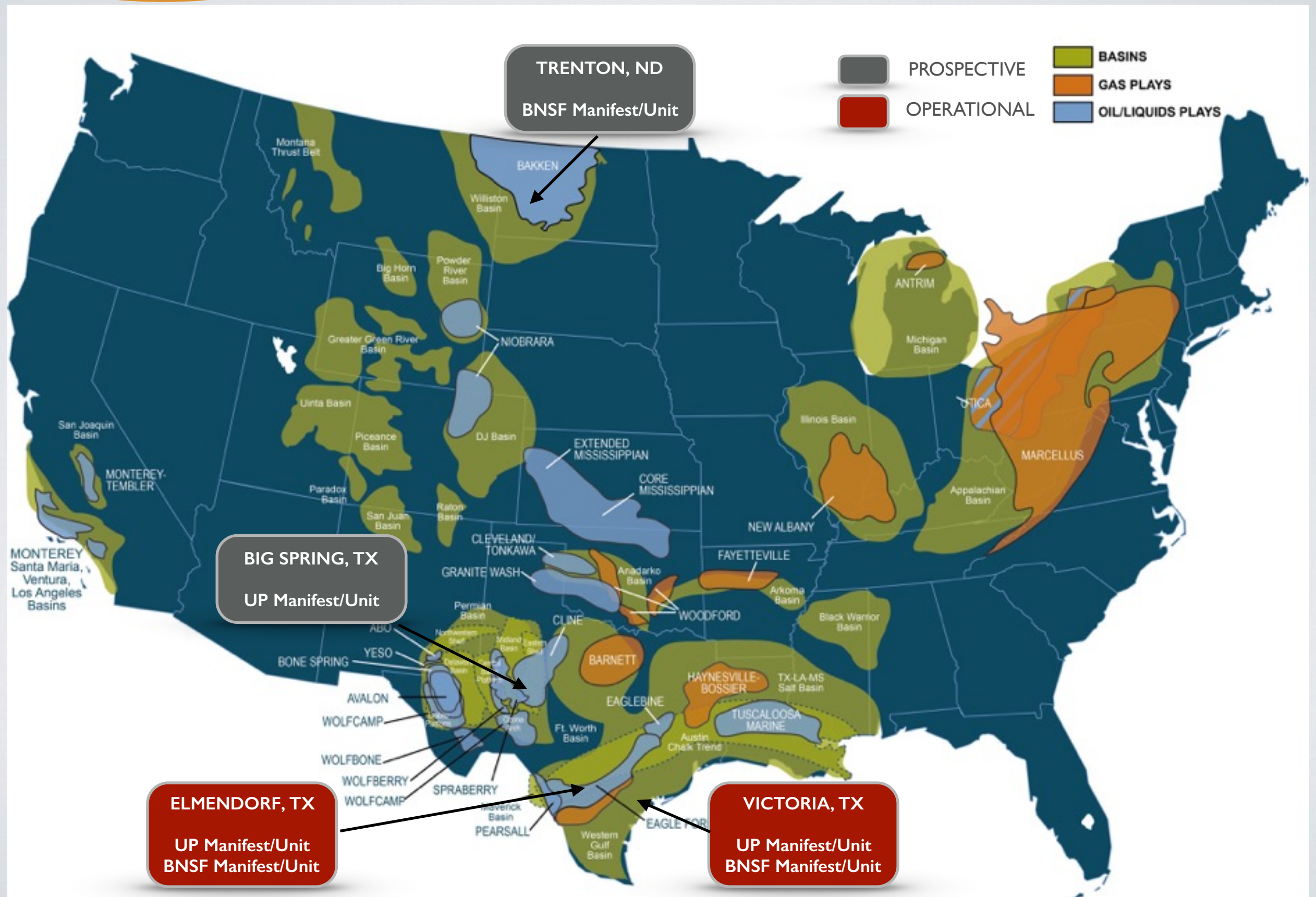




## Frac Sand Storage Facilities Overview



# TERMINAL NETWORK





# KEY INITIATIVES

## **Develop Partnerships with our Customers**

- Eliminate customer capex spending by building and operating frac sand storage facilities on their behalf
- Mitigate operating expenses by decreasing rail/truck demurrage while increasing transloading/logistics efficiency
- Provide our customers with the flexibility of shifting volumes between the major basins based on the market
  - Eagle Ford, Permian, and Bakken
- Implement SandCommand™, a user-friendly logistics and inventory program across numerous terminals

## **Build Efficient High Volume Facilities**

- Vertical silo storage facilities
- Sufficient track to land manifest as well as numerous unit trains without interrupting service

## **Offer “Light Model” Transloading as an Alternative to High Volume Facilities**

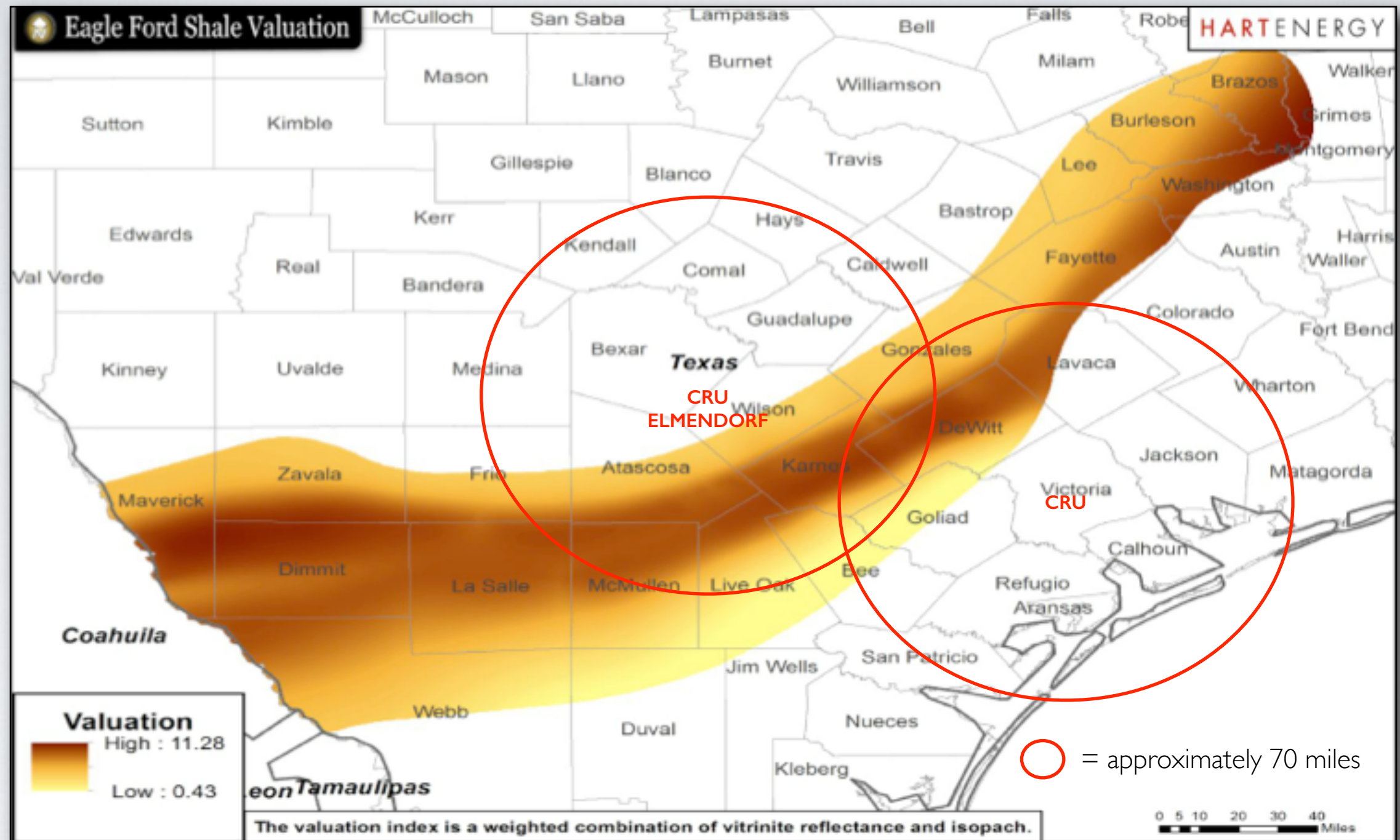
- Rail to truck transloading using (2) pits under parallel rail lines and bucket elevator
  - Available for minimal commitment and an ideal method of testing a geographic market
  - Footprint is designed to grow into vertical silo storage without interrupting operations

## **Provide Added Services to Storage and Transloading**

- Rail logistics for all railcars to/from our network of terminals
  - Includes bad orders, diversions, manifest/unit trains
- Product confirmation via sampling and sieve testing
- Establish a safe work environment for terminal employees and visitors
- Perform daily inspections of the facility and railcars on site



# EAGLE FORD FOOTPRINT



**CRU VICTORIA** includes 14.4MM pounds of vertical storage + 9,000 ft. of track

**CRU ELMENDORF** includes a “Light Model” facility + 2,000 ft. of track



# VICTORIA, TX SILO FACILITY



- 14.4MM lbs. of storage + 9,000 ft. of track
- 3 switches per week by UP & BNSF
- Unit train capable (dual service)
- Truck loading in < 5 min.
- Dust collection system
- Backup generator in place to ensure service continuity
- 24 hour/365 days terminal service







# ELMENDORF, TX FACILITY



- The “light model” will load a truck in 5 minutes using a pit under (2) rail lines and bucket elevator system
- Located at Alamo Junction Rail Park, a dual-served rail yard (UP/BNSF)
- Ability to grow facility into vertical storage
- Within 50 miles of 4 of the 6 most productive counties in the Eagle Ford: Karnes, LaSalle, Dewitt, Dimmit, Gonzales, McMullen



# SUPPLY CHAIN MANAGEMENT



## Fleet Management

- “Track and Trace” all inbound/outbound in order to avoid demurrage at origin and end point
- Provide daily reporting along with bad order/diversion support
- Provide daily “dwell time” reporting for cars on site
- Prioritize system versus private cars
- Inspect railcars on arrival for leaks and/or mechanical issues

## Transloading

- Load a truck in < 5 min.
- Record truck’s entrance and exit time on BOL along with camera footage
- Provide signed BOL’s online in real time
- Provide daily and monthly reporting on truck cycle times

## ICQA

- Weigh product discharged from each railcar and provide a Variance Report
- Document cars that arrive with leaks
- Sieve product in each railcar for product confirmation
- Technology in place to avoid offloading a railcar into a silo whose product is a non-match to the rail BOL

## SandCommand™

- Cloud-based logistics and inventory program
- Real-time inventory en route, on site, and loaded
- Daily reports regarding trucks loaded, open PO’s, rail car dwell times
- Automatically highlights system versus private cars in order to prioritize their offload
- Monthly report generated with rail and trucking analysis

## Safety

- Double-sided safety platforms for truck hatches
- Confined space procedures in place
- Class I certified crew to handle rail car mover
- Dust collection system in place





BARRELCOMMAND™ / SANDCOMMAND™

- Cloud-based logistics and inventory software specifically designed for liquid and bulk commodities
- Designed for the transportation and management industry
  - View rail assets and inventory in transit
  - Manage railcar maintenance and repairs
  - Reduce demurrage and storage charges
  - Optimize rail fleet performance
- Daily Dashboards and Reports
  - Manage location, status, and storage of rail equipment
  - Track railcars in transit and ETA's to improve workflow scheduling
  - Use cycle times records to analyze terminal and carrier performance



# SUPPLY CHAIN SOLUTIONS

- Extensive railcar monitoring
- Consulting services for improved cycle times and less demurrage
- Daily communication and personalized reporting
- Excellent relationship with all Class I railroads
- Willing to foster ties with shortlines and origin points
- Real-time inventory visibility and quality control
- Cost savings through highly efficient operations
- No capital investment necessary





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