

PRESS RELEASE

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Insight Network Logistics Targets Business Expansion with Automotive OEMs

Auburn Hills, MI – Lean, just-in-time supply chains are now the norm in the auto industry for getting parts to assembly plants and specialized logistics providers have played a key role in helping auto makers design, manage and control those supply chains. It was no surprise then to hear a few years ago that auto makers were looking to apply the same disciplines and lean concepts to other parts of their business. That's why DaimlerChrysler Logistics back in 2001 collaborated with Union Pacific Corporation to establish Insight Network Logistics. Since its inception, INL has worked exclusively with DaimlerChrysler, delivering logistics services and enhancing the capabilities and functionality of its web-based solution, VinVision[®], with the goal of enabling more effective shipment exception management, resource planning, operational collaboration, and in-transit inventory and distribution network control. This year, INL deployed VinVision[®] in Mexico, giving DaimlerChrysler total visibility of its North American distribution operations for the Chrysler Group brand. Now, Insight Network Logistics (INL) is ready to offer its visibility technology and logistics solutions to other automakers as well.

INL's technology-based approach has far-reaching implications for many areas of an auto makers business including dealers and fleet customers, marketing and sales, order fulfillment processes, warranty and claims, customer service and quality. All of these areas benefit from in-transit visibility of shipments and greater control of inventory moving through the distribution network. Visibility of shipments in-transit enables synchronization of outbound vehicle logistics services and provides OEM's and their dealers with a "glass pipeline" from the assembly plant to the showroom floor. Using VinVision[®], INL can help OEM's deploy distribution controls that enable them to invoice sooner, protect critical business priorities like large fleet orders, or locate vehicles to an order from inventory already in transit while providing ETA information to the customer

that is eager to receive their new vehicle. Visibility and aggressive management of the outbound supply chain can also yield opportunities for cost reduction, process or network re-design, decreased inventory, improved collaboration between supply chain partners or internal departments, and faster product to market cycles.

To help communicate the capabilities and services INL offers to prospective new customers, INL recently appointed Michael L. Dickmeyer as its General Director of Customer Solutions. “Mike truly understands how shipment and network visibility can help auto makers leverage their distribution network. His know-how comes from hands-on experience at INL, deploying our products and services and from his background in the automotive logistics and transportation industry” said Roland Fortner, General Manager of Insight Network Logistics. “INL has successfully deployed VinVision and related logistics services for DaimlerChrysler. We’re ready now to take the next step and we’re looking to deploy our technology and services on an even greater scale, to drive further efficiencies and economies for our customers.” explains Mike Dickmeyer.

About Michael Dickmeyer - Mike was part of the original team that helped found and establish INL in 2001. Recently, Mike headed INL’s successful efforts to deploy VinVision® in Mexico for DaimlerChrysler de Mexico. Prior to joining INL, Mike worked for Union Pacific Railroad where he advanced through several assignments in marketing, sales and customer service. Mike holds a bachelors degree in Business Management from the University of Nebraska.

About INL Insight Network Logistics is a wholly-owned subsidiary of Union Pacific Corporation, with primary operations based in Auburn Hills, Michigan, USA. INL functions as an Internet Application Service Provider (ASP) and logistics service company specializing in automotive vehicle distribution. For more information, visit INL's website at www.insightnl.com.

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