VECTOR NETWORK ADVISORS

Your business. A better-connected network.

Transportation strategy that unlocks value and creates room to grow.

RAIL / ROAD / TERMINALS / MARINE

Firm introduction and exploratory discussion

Where is transportation holding the business back?

Unreliable service

Missed commitments, lost sales and recovery cost

Hidden cost

Inventory, dwell, equipment and handling expense

Capacity constraints

Growth limited by facilities, assets or interfaces

Changing networks

New routes, carriers and commercial alternatives

The starting point is your business objective.

What must change, why does it matter and what happens if nothing changes?

Vector connects the transportation decision to the business outcome.

A leadership commitment to client value

Hunt Cary

Founder & Principal

“I founded Vector to help clients move beyond the barriers that limit their business, unlock value in their networks and create the capacity to grow with confidence.”

More than 30 years of leadership across rail operations, service design, network strategy, commercial management and organizational change.

Experience across the United States, Canada and Mexico brings an understanding of both the shipper’s needs and the operating realities of the network.

Leadership background: supplied Hunt Cary résumé, including roles through September 2026.

Experience that reaches beyond the railroad

32,500

mile rail network

Led Union Pacific's Harriman Dispatch Center and network operations.

9

Great Lakes vessels

Commercial and operating responsibility included iron ore, docks and vessel productivity.

$500M

revenue portfolio

Led CN's Iron Ore & Great Lakes Fleet commercial portfolio.

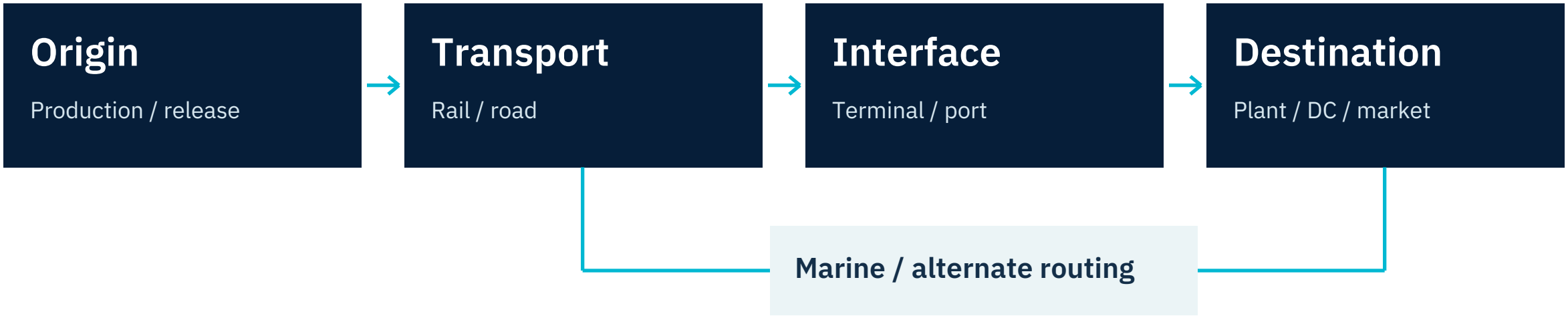
Leadership at NS, CN, CP / CPKC and UP

Automotive, premium intermodal, industrial products, P&C, iron ore and steel. Port, terminal, transload and marine operations, with commercial, marketing and change-management experience.

Background: supplied résumé and founder briefing. Figures reflect Hunt Cary's prior roles, not Vector project results.

The whole journey shapes the result

A strong rail plan can still fail at the plant gate, terminal, truck handoff or receiving dock.



Vector tests the connections: schedules, transfer capacity, equipment cycles, inventory exposure and commercial responsibilities.

Schematic shows possible interfaces and alternatives, not a specific client network.

Solutions built around the decision ahead

Service reliability

Diagnose variability and redesign service, handoffs and contingency plans.

Output: service improvement plan

Network strategy

Compare routes, modes, gateways and carrier options against business needs.

Output: alternatives and business case

Commercial agreements

Translate operating requirements into negotiation priorities and accountability.

Output: agreement requirements

Terminal performance

Assess throughput, dwell, asset cycles and operating constraints.

Output: operating and capacity plan

Growth and investment

Test demand, capacity and infrastructure options before capital commitments.

Output: phased investment roadmap

Implementation and change

Align stakeholders, establish ownership and monitor delivery.

Output: action plan and scorecard

A focused mandate creates a path to larger value

01 → 02 → 03 → 04

Understand

Clarify the pain point, motivation for action and business baseline.

Agreed problem statement

Evaluate

Test causes, constraints and credible alternatives.

Options and trade-offs

Align

Define the preferred solution and establish stakeholder commitment.

Decision and delivery plan

Deliver

Support implementation, measure progress and adapt.

Results review and next steps

Demonstrate value in the first mandate. Expand where the evidence supports it.

The right expertise, organized around your mandate

Vector leads the work and brings in the experience each decision requires.

Client knowledge

Your commercial priorities, operating teams and firsthand experience.

Operating judgment

Rail, terminal, logistics and commercial experience applied to the problem.

Specialist expertise

Engineering, modeling or other disciplines selected for the scope.

Best-fit tools

Data analysis, scenario modeling and AI-assisted synthesis with expert review.

One clear scope. Named responsibilities. Shared measures of success.

Automotive: protect the delivery promise

THE REASON TO ACT

Extended transit times, first- and last-mile delays, and en route disruptions, compounded by limited haul-away options, are causing missed dealer commitments and putting sales and customer confidence at risk.

THE VECTOR MANDATE

Trace plant release, rail schedules, ramp dwell and truck handoffs. Identify the causes of variability and develop a coordinated service and contingency plan.

WHAT THE CLIENT RECEIVES

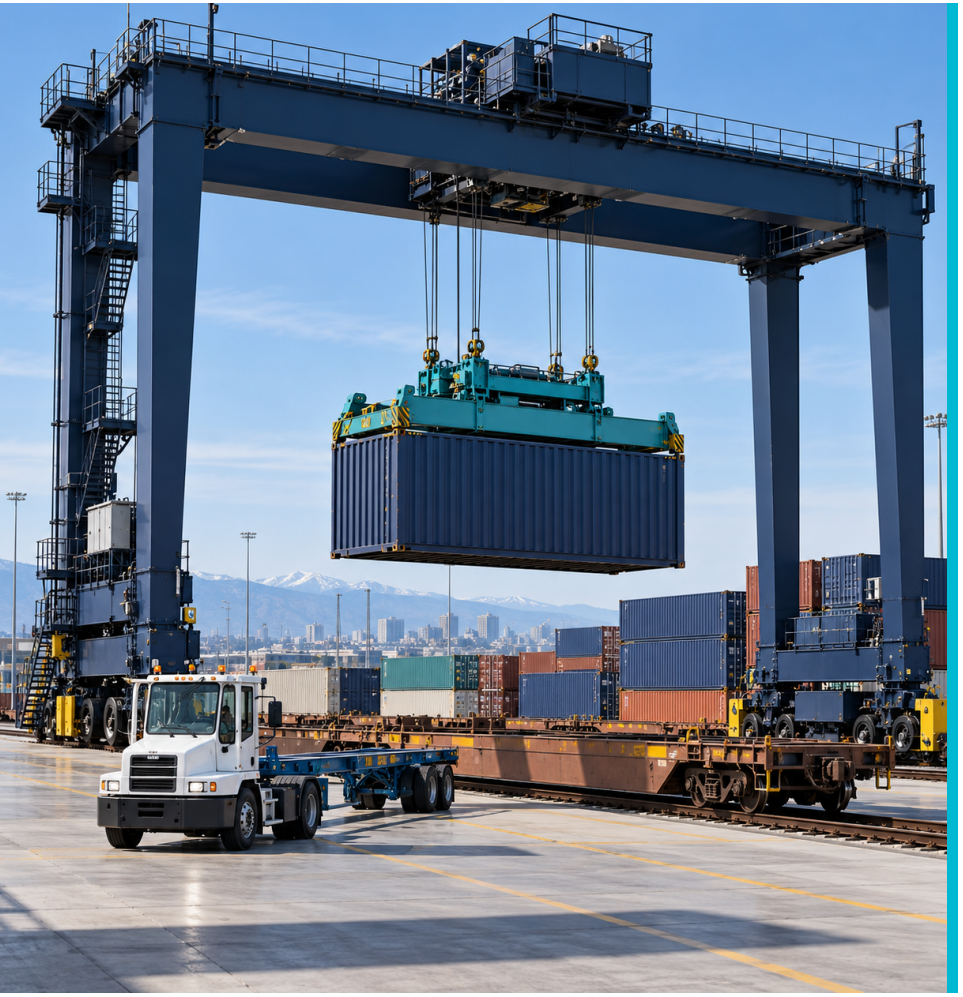
A lane-level action plan, carrier discussion brief and clear ownership at each handoff.

MEASURES

Arrival reliability / dwell / dealer commitments

Hypothetical application. Conceptual imagery. No completed project or achieved result is represented.

Intermodal: improve the full delivery cycle



THE REASON TO ACT

Attractive line-haul rates are offset by inventory delays, inconsistent deliveries, missed retail receiving windows and costly recovery moves.

THE VECTOR MANDATE

Compare gateways, rail services, terminal dwell, equipment availability and drayage against demand and receiving requirements. Evaluate the total delivered cost of credible alternatives.

WHAT THE CLIENT RECEIVES

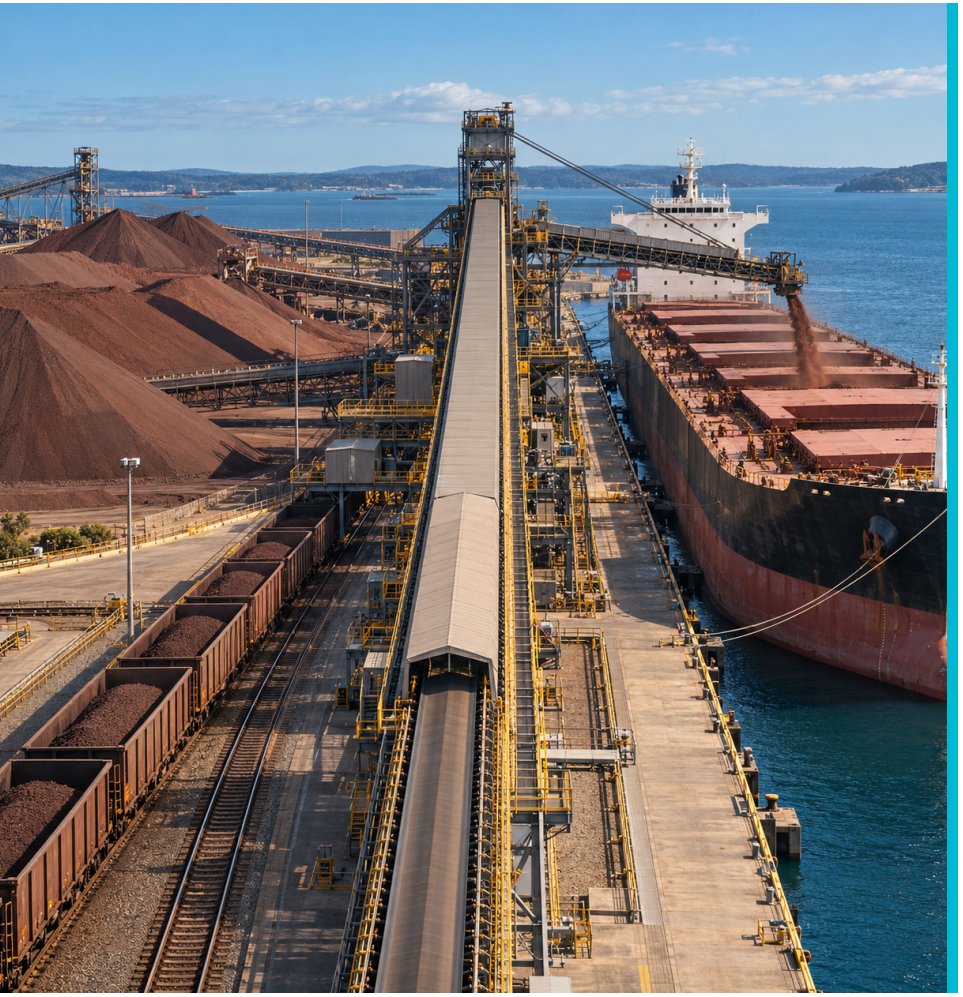
A preferred network option, service requirements and a pilot plan before wider deployment.

MEASURES

Delivery variability / inventory days / total cost

Hypothetical application. Conceptual imagery. No completed project or achieved result is represented.

Industrial products: create room to grow



THE REASON TO ACT

A new market or production expansion may exceed rail, terminal, storage or vessel-handling capacity.

THE VECTOR MANDATE

Test volume and service assumptions. Compare routing and transfer options, then add specialist engineering input where infrastructure constrains the solution.

WHAT THE CLIENT RECEIVES

A phased operating and investment roadmap, with near-term actions and decision points for capital.

MEASURES

Throughput / equipment needs / capital requirements

Hypothetical application. Conceptual imagery. No completed project or achieved result is represented.

Better agreements begin with a workable service plan

Vector helps clients connect commercial terms to the operating performance their business needs.

Requirements

Volumes and seasonality

Service commitments

Equipment and handling

Capacity assumptions

Economics

Rates and accessorials

Inventory exposure

Asset commitments

Cost of alternatives

Accountability

Performance measures

Reporting and reviews

Escalation procedures

Recovery arrangements

Flexibility

Demand changes

Disruption response

Alternative routing

Review mechanisms

The objective: an agreement the parties can execute and the client can measure.

An engagement can grow with demonstrated value

Discovery

Hourly or capped scope

Establish the baseline, identify the priority problem and define the decision to be made.

Solution mandate

Fixed fee for agreed scope

Compare alternatives and deliver a solution map, business case and implementation plan.

Ongoing advice

Retainer for defined support

Review performance, support carrier discussions and adapt the plan as business needs evolve.

Optional success component

Where outcomes can be verified, agree the baseline, attribution, measurement period, fee limits and payment timing in advance. Any payment over multiple years should follow confirmed, sustained value.

A first conversation should reveal a useful next step

01	**Business priority**	What growth, service or margin objective is the network limiting?
02	**Reason to act**	What has changed, and what is the cost of waiting?
03	**Operating reality**	Where does performance break down, and what has already been tried?
04	**Decision and ownership**	Who needs to act, and when must a decision be made?
05	**Evidence of success**	What measurable improvement would justify a first mandate?

The next step: one priority issue, a defined discovery scope and a clear decision.

VECTOR NETWORK ADVISORS

Make the network work for the business.

Bring Vector your next service challenge, network decision or growth opportunity.

Hunt Cary

Founder & Principal

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