

Accelerate your supply chain with safe and reliable rail services

Make the safe switch



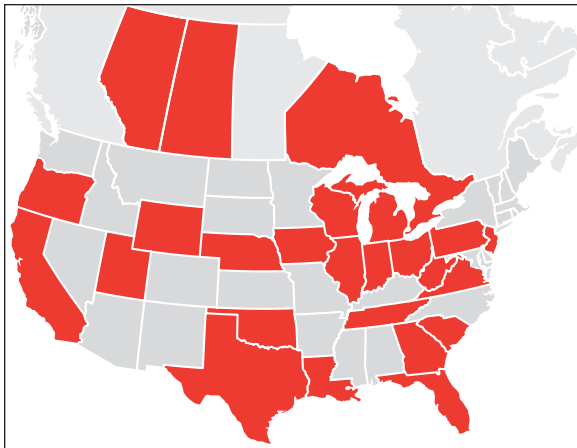
Contract railcar switching

What is it?

- Third party contractor handles the movement of railcars within a customer's plant using their own locomotives and employees
- Third party contractor provides turn-key service package (that includes supervision, personnel, equipment, insurance, and administration) necessary to meet the client's requirements

Why is it needed?

- Busy plant environment with trucks and railcars clogging the production process
- Plants have poor rail service — Rail service is inconsistent and cars accumulate
- Plant wants to increase carload shipments, but can't efficiently move cars through the operation



Railsolve serves customers in the US and Canada.

Why do it?

Shipper Benefits

- **Reduces Cost**
Decreases or eliminates switching, weighing, and demurrage charges
Improves railcar fleet utilization due to decreased cycle time
- **Improves safety**
Permanently-assigned personnel familiar to site and contractor-administered safety training specific to plant operations
Reduces car handling and associated damages
- **Increases plant efficiency and capacity**
Cars are delivered and pulled in blocks
Improves use of track space and greater awareness of plant track conditions from contractor observations and reporting
- **Services are customized to meet the specific requirements of the plant**
Shipper determines start/end times, staffing levels, shift times
Not according to "railroad schedule"

Railroad Benefits

- Improves operating efficiencies and can increase carload volume
- Per car switching allowance to shipper is usually less than railroad's out-of-pocket switching cost
- Reduces railroad crew time, equipment, fuel expenses



Who is Railserve?

Railserve is the leading provider of rail services and in-plant switching. We are a member of The Marmon Group, an association of 100+ autonomous member companies engaged in manufacturing and industrial businesses. **The Marmon Group is a Berkshire Hathaway company.**

What does Railserve do for customers?

- **Analyzes** the plant's rail operation and develops a rail switching plan to increase plant efficiencies
- **Develops** and follow a work plan for each individual site
- **Allocates** assets and resources
- **Assigns** equipment and people to work at the plant site
- **Provides** a safety focused team

What industries use Railserve?

- Agriculture / Food Processing
- Chemical / Plastics
- Energy / Refining
- Intermodal
- Manufacturing – all types
- Pulp & Paper

What other services does Railserve offer?

- Track maintenance
- Trailer handling
- Car loading, unloading and weighing
- Car cleaning and inspections
- Gate operations
- Clerical, administrative and billing

How does Railserve use technology?

- Develops and uses patented products to heighten safety and increase efficiencies for in-plant switching operations
- Railserve LEAF® gen-set locomotive
- ReAct™ system to enable personnel to remotely stop locomotive
- Yard Tracker™ web-based asset tracking software for railcar management onsite
- GPS and cameras installed on locomotives

Why Railserve?

- **Railserve is the largest, most experienced contract rail services company** in the industry with over 70 operations in the US and Canada.
- **Railserve works nearly 2.5 million man hours annually** and has an outstanding safety record with rates well below the OSHA average.
- **Railserve employs over 1,100 trained railroad professionals** and has a proactive, behavioral-based safety and operations training program.
- **Railserve has locomotives in excellent condition** available for new operations. Railserve can begin a new operation quickly.
- **Railserve demands superior performance** from each team member and its compensation package is tied to safe, reliable performance at each location. As a result, Railserve has a stable, tenured workforce.
- Railserve has a Director of FRA Compliance & Safety to **maintain its focus on safety.**
- Railserve is the only contract rail services company with a **random safety audit system**, which enables Railserve to isolate trends and develop corrective action before concerns develop.
- Railserve is a provider of **environmentally safe** service procedures and practices.
- Railserve is a member of **The Marmon Group, a Berkshire Hathaway company (#4 on the Fortune 500 with 2014 sales of \$195B).** Railserve has resources (human and financial) that are unmatched in the rail switching industry.

We have quantifiable experience with proven results and are eager to share our expertise with you. To get moving, call Railserve!



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