

# Accelerate your supply chain with safe and reliable rail services

*Make the safe switch*



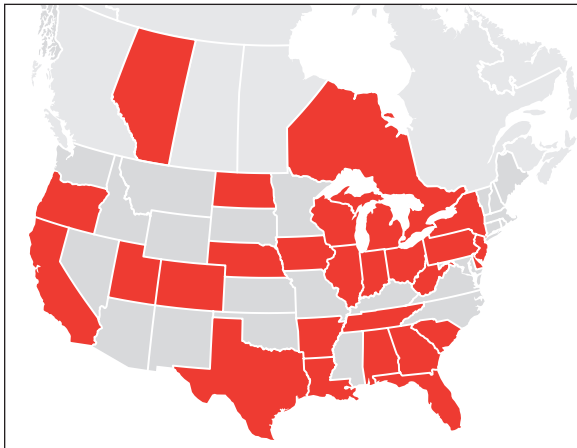
## Contract railcar switching

### 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?

- Conventional and remote control locomotives
- Designs, manufactures, and uses the Railserve LEAF™, a gen-set locomotive made specifically for in-plant rail switching operations
- Computerized yard inventory systems
- Administrative systems

## Why Railserve?

- **Railserve is the largest, most experienced contract rail services company** in the industry with nearly 70 operations in the US and Canada.
- **Railserve works nearly 2 million man hours annually** and has an outstanding safety record with rates well below the OSHA average.
- **Railserve employs over 1,000 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 Vice President of Corporate Safety, several Regional Safety Leaders, and a Director of Locomotive Engineer Certification 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 (# 7 on the Fortune 500 with 2010 annual sales of \$136B).** 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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