

Rail Exchange
inc.



ALL ABOARD WITH ONE SUPPLIER

When you think of Rail Exchange,
you think of grab irons.

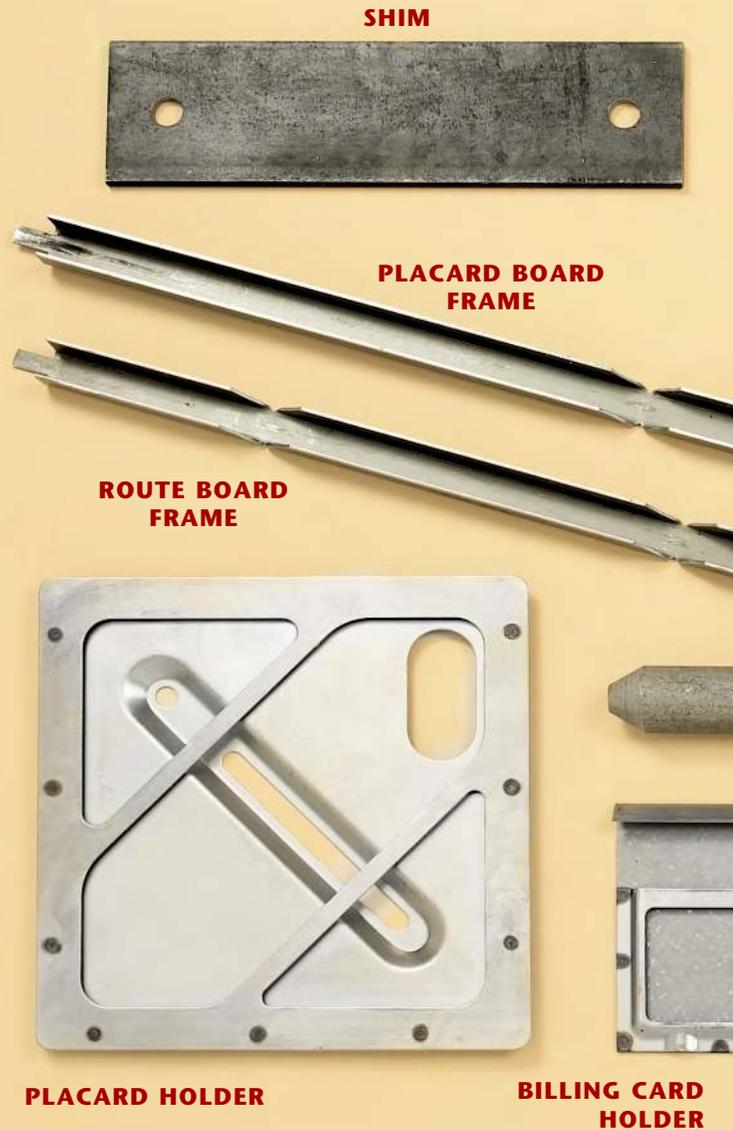
But we're much more than that.

There were high hopes for success in March 1979 when Rail Exchange, Inc. was founded in Chicago Heights, Illinois, to manufacture grab irons for railroad freight cars and locomotives.



More than 25 years later, Rail Exchange is a mainstay in the railroad

industry, manufacturing more than 125,000 grab irons on a monthly basis and much, much more.



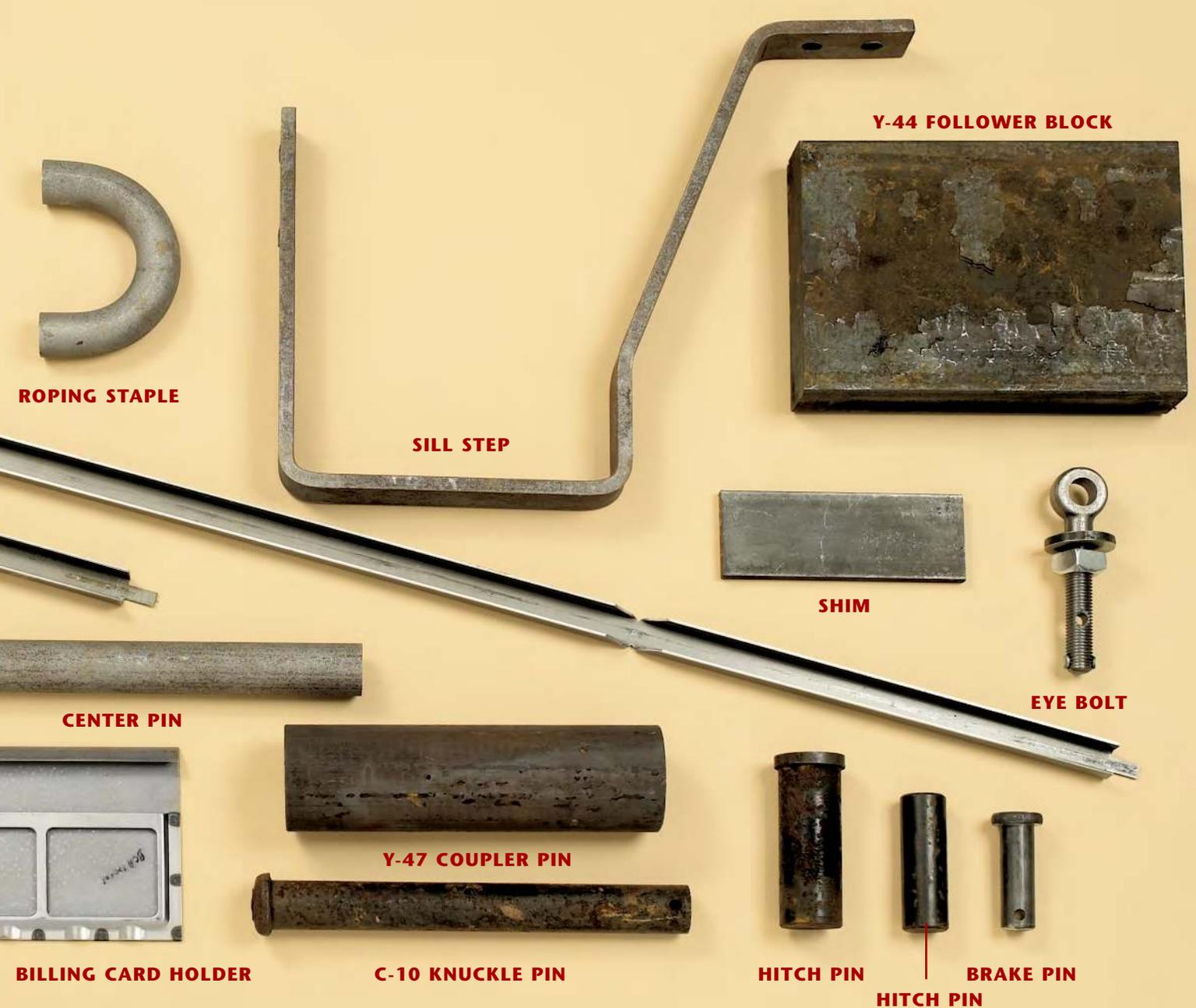
ONE SOURCE, ONE SUPPLIER

Rail Exchange can fulfill your needs for quality parts while providing competitive pricing and timely delivery on any of these parts.

Don't limit your order to grab irons only. Why not consolidate your order for parts with one supplier who can meet your exacting specifications for quality and delivery?

Grab Irons — We produce two sizes of grab irons, 3/4-inch and 1-inch, in any design configuration with your specifications using C-1018—A-576 special bar quality steel.

Ladders — We manufacture tank car as well as two-step and four-step ladders. Simply provide your blueprint and we'll make the ladder to your specifications.



We have the blueprints for the following parts. Just call us with your order.

- **Brake Pins**
- **Follower Blocks Y-44**
- **Route Board Frames**
- **Placard Holders**
- **Placard Board Frames**
- **Center Pins**
- **Roping Staples**
- **Sill Steps**
- **Billing Card Holders**
- **Y-47 Pins**
- **Hitch Pins**
- **C-10 Knuckle Pin**

QUALITY ASSURANCE

At Rail Exchange, delivering quality is a condition of employment and is everyone's responsibility. Rail Exchange's quality department oversees part production, but it is everyone's responsibility to spot non-conformances. Employees are instructed to follow procedures of inspection and measure parts using a tape and a square, which are calibrated on a regular basis to make sure they are accurate.

Rail Exchange has an ongoing training program for all operators. It blends a combination of classroom instruction in quality with one-hour manufacturing sessions that instruct operators in how to spot problems and how to fix what they spot.

Continuous improvement is a goal at Rail Exchange. Employees don't learn with just one class. They undergo continuous training with the goal to improve on a daily basis.

IT'S EASY TO DO BUSINESS

Rail Exchange is dedicated to customer service. For years, the Rail Exchange's motto has been to "make it easy for you to do business with us."

Simply call, fax or email your inquiry. You may also reference a part number. We can cross-reference parts from most major manufacturers. A sales representative will contact you with questions or a prepared quote.

Need to reorder a part? Simply reference Rail Exchange's job number or the part number to ensure accuracy on any repeat order.

STAFF

Early on, Rail Exchange developed a plant/employee Mission Statement to achieve a "100 percent commitment from all employees to supply high quality, competitively priced products to customers." That holds true today.

Our customer service representatives have an average of 15 years of experience in the industry. That kind of knowledge is hard to come by.

SHIPPING

We seek the best shipping rates available via common carrier. F.O.B. Chicago Heights, Illinois.

QUANTITY

We have no minimum order quantities at Rail Exchange. We're set up to produce one part or 100,000. It's your call.

FINISH

All parts can be shotblasted and/or primed in your choice of colors.

PRODUCTION

Rail Exchange's 36,000 square-foot plant in a south suburb of Chicago is well-equipped to handle your manufacturing requirements. The equipment we use to produce these specific parts includes:

- 12 Forging centers
- Amada metal cutting saws
- Four major bending centers that include:
 - Teledyne Pines Bender
 - Peddinghaus Bender
 - Heim 35-ton Press Brake
 - Hydraulic Bentec Bender
- Major drilling centers:
 - Multi-spindle Drill Press
 - Radial Arm Drill
- Landis Threaders
- Iron Workers
- Williams-White Hydraulic bulldozer with 200-ton capacity



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