

**Rail Exchange**  
inc.



**ALL ABOARD WITH ONE SUPPLIER**

For

TANK CAR LADDERS ■

TWO-STEP LADDERS ■

FOUR-STEP LADDERS ■

EIGHT-STEP LADDERS ■



**T**here 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.



**TWO-STEP LADDER**



**EIGHT-STEP LADDER**

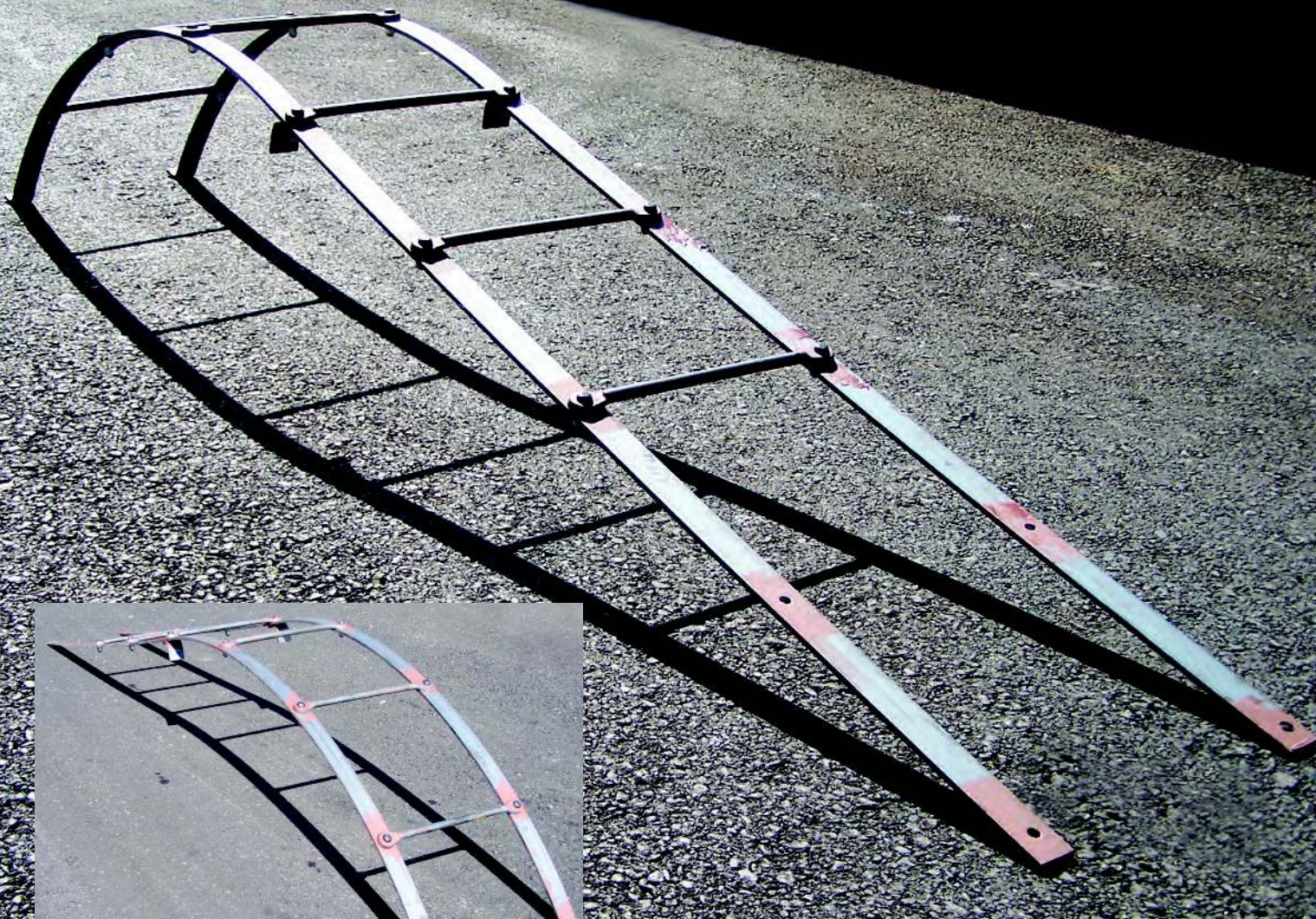
### **ONE SOURCE, ONE SUPPLIER**

You may already be familiar with our grab irons, but did you know that we manufacture and assemble ladders, too? In fact, for more than 25 years, we've been supplying ladders to the industry for tank cars as well as two- and four-step ladders for freight cars.

Buying an assembled ladder from Rail Exchange saves time and money. We do all the work for you.

There's no need to store material and invest in the labor it takes to put a ladder together. Let Rail Exchange do all the work and ship the ladders to you, ready for installation.





TANK CAR LADDER



TANK CAR LADDER

## COMPETITIVE PRICING

Because we manufacture everything that goes into a ladder assembly, we can offer competitive pricing. We've made our name by making grab irons, the primary component in any ladder assembly, so assembling ladders is a natural extension of our business. We're already set up for the work.

Rail Exchange can fulfill your needs for quality ladders while providing competitive pricing and timely delivery.

**Tank Car Ladders**  
**Two-Step Ladders**  
**Four-Step Ladders**  
**Eight-Step Ladders**

## 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 the 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.

## CONFIGURATION

Any configuration is possible with your blueprint.

## ASSEMBLY

All of our ladders feature either huck-bolted or peened bolted assemblies.

## 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 ladders come primed to prevent surface-to-surface rust that occurs where two unprimed metal surfaces meet.

## PRODUCTION

Rail Exchange's 36,000 square-foot plant in a south suburb of Chicago is well-equipped to handle your manufacturing requirements. Our equipment list for ladder production includes:

- Two Huck powerrig hydraulic units
- Two Bertsch #11 roll plate bending machines
- Accurpress press brake with 130-ton capacity
- Multiple forging lines
- Two Amada metal cutting saws



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