



# RSI@WORK – for North America's railway supply industry



*Support, Connection, Advocacy*

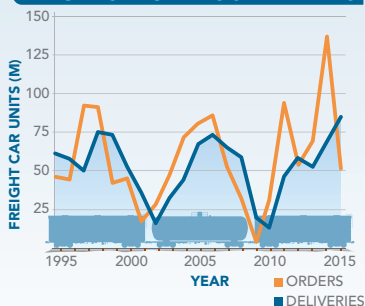
[www.RSIweb.org](http://www.RSIweb.org)

The Railway Supply Institute (RSI) is a Washington, DC-based trade association whose 250 worldwide members supply equipment, services, infrastructure, and material to the continent's freight and passenger railroads. Membership in RSI delivers value to our members in four primary ways:

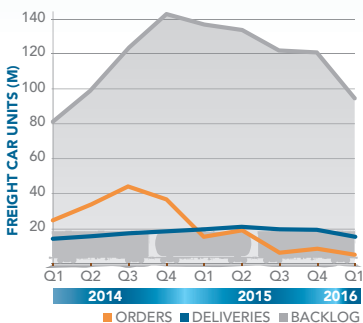
- **Marketing and business-building** through customer networking opportunities, educational conferences, industry trade shows, and one-on-one introductions
- **Networking, committee work, and collaboration** with other rail associations and allies
- **A powerful and unified voice** for railway suppliers in Washington, DC to concurrently protect industry interests and provide insights into Federal policies, regulations, and standards
- **Collection and distribution** of industry information important to our members (e.g. freight car stats below)

Whether you are a small or mid-sized supplier to the rail industry – or a large, multinational corporation serving railroads the world over – RSI membership means we're hard "@WORK" for you.

#### FREIGHT CAR ORDERS & DELIVERIES



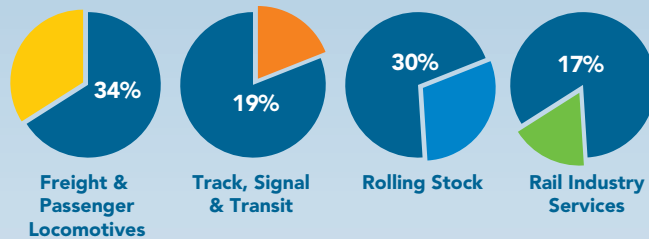
#### TWO YEAR FREIGHT CAR TRENDS



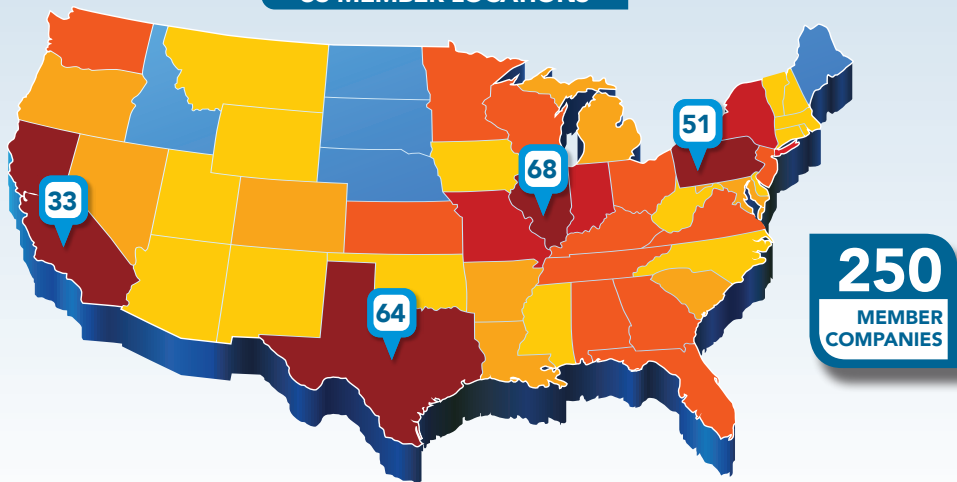
# RSI@WORK: Membership Overview

RSI's membership is comprised of a diverse range of suppliers whose products and services enable, equip, and energize North America's powerful, dynamic, and competitive railway industry. We have members in all RR categories – including Communications & Signaling, Leasing, Locomotive, Maintenance of Way, and Passenger and Freight Cars, among others; we have members with fewer than 5 employees as well as those with more than 5,000; and we have members operating in all 50 states, 5 Canadian provinces, and Mexico. Also of note, our 8 industry committees likewise reflect the range of RR industry segments, while affording industry leaders in our membership the chance to network, communicate with policy makers and regulators, and guide the association.

## RSI MEMBER INDUSTRY SEGMENTS

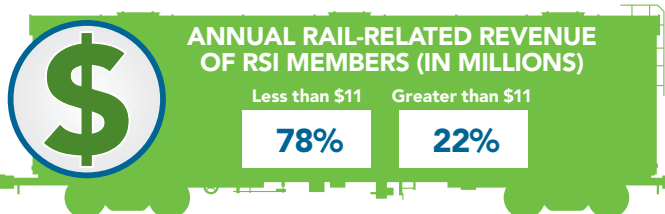
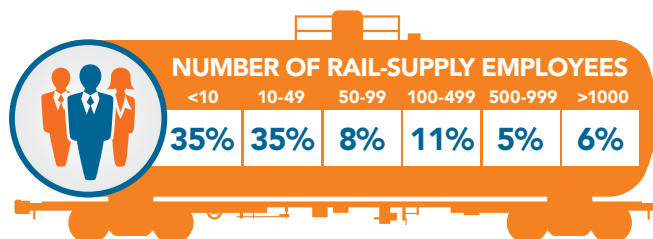


## US MEMBER LOCATIONS



### MEMBER LOCATIONS BY STATE

0 1-5 6-10 11-20 21-30 31+



## MEMBER PERSPECTIVE: RSI membership

“ [We’ve] been in the railroad industry since 1965, so being a member of RSI is just a natural extension for us – to connect with our customers, to learn about new technology, and to network with other people in the industry. ”

— Leslie Czernik,  
Marketing Communications Specialist,  
HOTSTART

## MEMBER PERSPECTIVE: RSI Advocacy

“ A huge portion of RSI’s mission is advocacy in Washington, DC – both in Congress and on the regulatory front. [For example] RSI’s Committee on Tank Cars had a major role in advocating for its members on the [recent DOT-PHMSA tank car] rule making process. ”

— Patrick T. Ameen,  
VP Industry Relations, Amsted Rail Co.

## MEMBER PERSPECTIVE: RSI Events

“ [Railway Interchange] is a fantastic event. It’s a great chance for us to get with our suppliers, business partners, as well as our customers to showcase new equipment and show them what we’re all about. ”

— Tom Jackson,  
VP Corporate Marketing, Greenbrier Companies

## RSI@WORK: Government Advocacy

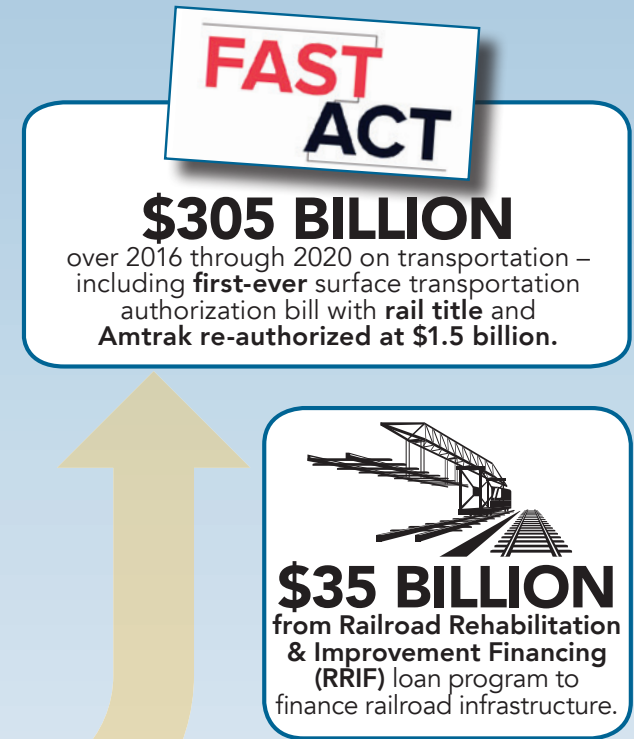
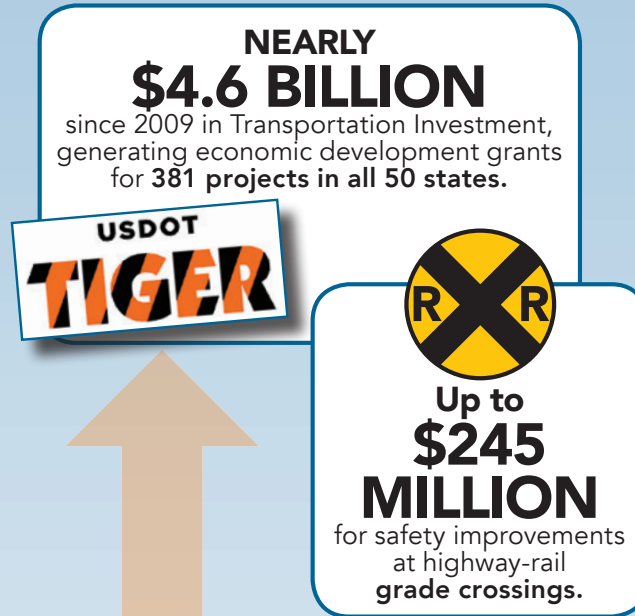
Located only three blocks from Capitol Hill, RSI is the only full-service, DC-based railway supplier association representing the entire railway supply industry. As such, we are uniquely positioned to be our industry's ears and voice at the Federal level – monitoring legislation and policies of import to our members, meeting with Congressional members and the Administration, and reporting back to our members on legislation, policy matters, outcomes, or needed action. Key advocacy initiatives include:

- **Railroad Day on the Hill**
- **Annual Amtrak Roundtable & Passenger Day on the Hill**
- **RSI committee 'fly-ins'** when circumstances warrant
- **"RSI Advocacy Center"** website for monitoring government-level issues and taking action

### FEDERAL INVESTMENTS



Federal railroad investment achieved  
with help from RSI



## RSI@WORK: Events & Trade Shows

RSI events and trade shows connect our members with their rail colleagues, clients, and customers in North America – and clear across the globe. Attended by railway industry executives, shippers, and OEMs alike, RSI trade shows consistently sell out because they provide numerous opportunities to network, meet current or new customers, and grow your business. Member benefits include:

- **Discounted event** registration prices
- Significant **discounts and priority placement** of exhibit booth space
- Access to **member-restricted events**
- And **members-only sponsorship** and promotional opportunities

In addition to partnering with the Coordinated Mechanical Associations (CMA) to sponsor our exclusive RSI/CMA show, RSI also partners with ally railway associations (AREMA, REMSA, RSSI) on other exciting shows including Railway Interchange, InnoTrans, and US pavilions at international conventions.

### RSI sponsors the top railway supply events in North America...



In cooperation with ally organizations in the railway supply sector, RSI is proud to sponsor North America's premier annual and semi-annual trade shows and conferences.

### ...and we have participated in key events worldwide.



RSI also connects its members to the global market by participating in – and providing information about – key international shows.

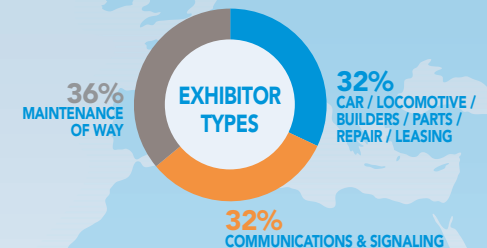
### A Deep Dive into Railway Interchange 2015

88% US  
attendees

VS.

12%  
INTERNATIONAL  
attendees

42  
Countries  
Represented



9,571  
REGISTERED  
ATTENDEES

38.8%  
CEO / EXEC / VP / MANAGER

687  
TOTAL NUMBER  
OF EXHIBITS

11%  
INTERNATIONAL

92% SAY RAILWAY INTERCHANGE  
IS A "GOOD" OR "GREAT"  
EXHIBITION VALUE!

See what else  
we've been up to and  
join the conversation:



# Shouldn't RSI be "@WORK" for you, too?

Join the only full-service, Washington, DC-based railway supplier's association that represents all segments of the railway industry today. To learn more about membership benefits, schedule a group presentation/business case, or determine membership dues for your organization (based on your company's global, annual sales revenues), **contact Brian Kellman**, RSI Membership & Grassroots Coordinator, at [kellman@rsiweb.org](mailto:kellman@rsiweb.org) or call him at 202-347-4664.



**The Railway Supply Institute, Inc.**  
425 Third Street S.W., Suite 920  
Washington, DC 20024  
202-347-4664 | [www.RSIweb.org](http://www.RSIweb.org)