• Increase Safety
• Improve Efficiency
• Grow Capacity
• Stay Compliant
• Reduce Costs
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

What is contract railcar switching?
- 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

Improve Safety & Efficiency with contract railcar switching.
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

Why Railserve?
- Railserve is the largest, most experienced contract rail services company in the industry with over 70 operations in the US, Canada, and Mexico.
- 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 (#3 on the Fortune 500 with 2017 sales of $242B). Railserve has resources (human and financial) that are unmatched in the rail switching industry.
Better Communication and Training Improves Safety while Lowering Costs.

Railserve is continuously improving safety methods and technology for the industrial rail yard. Railserve’s connected rail yard is a safer rail yard.

A partial list of the technology we use includes:

- Yard Tracker web-based software
- GPS technology
- REAct Device
- Locomotive Cameras

To learn how Railserve can improve your rail yard safety and efficiency, contact us today at 1-800-345-7245.