

GE  
Rail Services

# A direct route through complex rail logistics



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# Dedication and experience to help keep your systems running

Innovative and experienced, GE Rail Services is your single source for railcars and fleet administration tools—helping you meet just about any challenge. We'll provide you with a dedicated account manager who is uniquely attuned to your business needs. This enables us to help you keep operations running smoothly day to day, while keeping an eye on effective fleet management over the long term.

GE brings more than a century of industry experience to your team. With us, you will:

**Get the right cars at the right time.** With one of the largest and most diverse fleets in the industry, GE Rail Services can meet your needs wherever and whenever you need us.

**Meet your balance sheet objectives.**

With flexible financing options, we're the best choice for your bottom line.

**Obtain complete visibility into your fleet.**

Our Customer Connect website gives you access to key equipment, maintenance, location, car condition and performance data.

**Improve your fleet productivity.**

Six Sigma and Lean processes provide the metrics to help reduce cycle time and improve maintenance throughput.

**Keep your fleet in top condition.** With GE on your side, you'll have access to our convenient approved network of shops, mobile repair units and repair facilities in the U.S. and Canada.

**Our experience.** GE Rail Services has deep industry knowledge and experience regarding our railcar equipment, maintenance and performance information.



**An extension of your team**

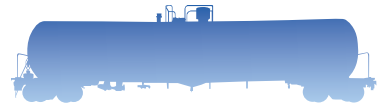
With nearly 100 years of rail experience behind us, the GE Rail Services team can help you handle whatever comes your way.

# We'll make it look easy.

GE Rail Services provides a full suite of products and services for leasing, railcar repair and management of your complex transportation needs.

## Leasing: an option for every situation.

- **Operating leases**—We offer full-service leases for companies that want to reduce the financial inconsistency associated with fleet acquisition, maintenance and upkeep. And for those that would rather negotiate their own maintenance and repair contracts, we offer net leases.
- **Per Diem**—“Per day” leases allow you to pay a rate based on time and mileage for assets used.
- **Finance leases**—This long-term solution allows you to free up working capital. If you have strong financial resources and predictable equipment needs, this option is perfect for you.
- **Sale/leasebacks**—Do you have existing rail assets that you would like to sell so you can reinvest the proceeds in your business? This option would allow you to sell and lease back part or all of your fleet.
- **International leasing products**—These are available for non-U.S. entities or for customers with railcar needs outside of the United States.



*A small sample of the commodities shipped in GE Rail Services equipment*

- Agriculture
- Cement and aggregate
- Chemical
- Coal and energy
- Paper and forest
- Petroleum
- Plastic Pellets



## Maintenance and repair: leave the management to us.

- **Maintenance MAX®**—This suite of customized maintenance and administrative management services is backed by our knowledgeable and experienced team. State-of-the-art systems allow you to access equipment, maintenance and performance information via the web, helping you reduce cycle time and boost maintenance throughput, all in the name of improving overall fleet productivity.
- **Repair solutions**—If you have specific repair and maintenance needs, you can customize your solution by choosing from a suite of railcar repair services. The full-service solution offers comprehensive repair capabilities, from paint to tank car requalification, through the use of GE-owned shops. And our mobile repair service provides repair call-outs or dedicated mini-shop operations right at your site.

### *A representative list of GE Rail Services car types:*

- Boxcars
- Gravity and gravity pneumatic covered hoppers
- Pressure differential covered hoppers
- Plastic pellet covered hoppers
- Specialty covered hoppers
- Intermodal containers, trailers and chassis
- Coal gondolas and coal hoppers
- Mill gondolas and coiled steel gondolas
- General purpose exterior coiled, insulated tank cars
- General purpose interior coiled tank cars
- General purpose non-coiled, non-insulated tank cars
- Pressure tank cars
- Specialty tank cars

## About GE Rail Services

GE Rail Services is a full-service provider for all aspects of railcar and intermodal fleet management. Headquartered in Chicago, Rail Services is a leading service provider to the rail industry with over 100 years of experience and offers one of the most diverse railcar fleets to shippers and railroads in markets across North America.

The business also provides a full suite of services, including Maintenance MAX® and Repair Solutions. Rail Services understands the marketplace and has the resources and knowledge to anticipate the needs of the industry. It is this knowledge that allows GE to solve challenges with tailor-made solutions to meet customer financial and service needs.

For more information about GE Rail Services, please visit [www.ge.com/railservices](http://www.ge.com/railservices)



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