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Overview of the Railway Supply Institute (RSI)

**Mission Statement:** Our mission is to support, connect and advocate for railway suppliers. RSI connects members to their customers and partners, supports the improvement of the industry, assists members in the global marketplace, and represents the industry during the regulatory and legislative process.

- RSI is the international trade association of the railway supply industry. Our members provide goods and services to freight and passenger railroads, rail shippers, and freight car manufacturers and lessors.

- **Over 200 members** across all rail segments: Railcar Builders and Lessors; Locomotive Manufacturers; Railcar and Locomotive Component Suppliers; Communications and Signaling; Maintenance of Way; Passenger Rail.

- Our members **employ 100,000 people** and collectively contribute directly over $16 billion annually to developing rail capital across the U.S.

- RSI member companies have **725 locations in 46 states and 277 congressional districts**.
Key RSI Committees

- Government and Public Affairs Committee (GPAC)

- Committee on Tank Cars (CTC)*
  - Build more than 95% of all new railroad tank cars in N. America
  - Own and provide for lease 65% of railroad tank cars in N. America
  - Significant interface with USDOT (FRA, PHMSA) and AAR TCC

- Quality Assurance Committee
  - Works closely with AAR’s QAC to advance quality and safety

- American Railway Car Institute (ARCI)*
  - Railcar design, standards, regulation and manufacturing data

- Equipment Leasing Committee*
  - Rail supply companies that own or provide for lease 72% of the nation’s railcar fleet. Replacement cost of fleet is estimated at $111 billion.

* Committees with restricted membership
Tracking the Power of Rail Supply: first-ever comprehensive look at railway supply industry economic impact across the country.

RSI took the lead, partnering with REMSA (maintenance of way), RSSI (communications and signaling) and RTA trade associations.

Outside firm (Oxford Economics) prepared the study.

Top Take Away - Each Year Railway Suppliers:
  - Contribute **$74 billion** to U.S. GDP, equivalent to a city the size of Louisville, KY or Jacksonville, FL
  - Support **650,000 jobs** in every state across the country
  - Account for **nearly $17 billion** in federal and state taxes

www.rsiweb.org/eis
The railway supply industry has helped to power the U.S. economy for nearly 200 years.

140,000
Miles of rail in North America

38,000
Locomotive moving passengers and freight throughout the continent.

47th
Largest Metropolitan Statistical Area (MSA) in the U.S.

$10 billion
invested
over the last decade to develop and implement positive train control (PTC) technology.

$74.2 billion

$16.9 billion
This was made up of $16.7 billion in federal taxes and $6.3 billion in state and local taxes.

If this industry was represented as a U.S. city, it would rank

47th

The railway supply industry directly employed
125,100
On average, they earned
$78,800
in annual income.

By comparison, the average worker in the U.S. earned approximately $44,400.

The railway supply industry supported an additional
525,000
workers in the wider economy, either in the supply chains of railway suppliers or through the wage spending of those employed by the firms involved in their supply chains.

$15.1 billion
Texas

$5.0 billion
California

$3.7 billion
Pennsylvania

$2.9 billion
Illinois

$1.6 billion
New York

$1.0 billion
Ohio

$1.0 billion
Florida

$1.0 billion
Louisiana

$1.0 billion
Oklahoma

$1.0 billion
Indiana

9,900
veterans
employed in the railway supply industry.

4,000 corporate members
2018 Rail Supplier Member Map

1442 Facilities in 47 States
Advance Innovative Technology: advocate for regulatory policies that enable suppliers to develop innovative new products for their rail customers.

Invest in Infrastructure:
- Modal equity, truck size and weight limits
- Investment incentives (e.g. 45G tax credit)
- Transit and Intercity Passenger rail programs and funding (including PTC)
- Section 130 Highway Rail Grade Crossing Safety Program
- Digital infrastructure

Promote Fair Trade: importance of approving the USMCA and avoiding a major disruption in trade flows.

Restrict State Owned Enterprises (SOE’s): national security and potential adverse effects on railcar industry and component supplier jobs.

Enforce Buy America
Thank You

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