



## **COMPANY PROFILE**

### **Railinc**

#### *Merging Technology with Tradition for the Rail Industry*

Innovation might not be the first word that comes to mind when you think of the 185-year-old railroad industry. But for Cary-based Railinc, innovation – along with a deep understanding of the freight rail industry – is what drives the technology and connects more than 500 railroads, 1600 rail car owners, and thousands of shippers, suppliers and manufacturers. The railroad is one of the oldest and mightiest symbols of America, playing a critical role in westward expansion, world wars and national economic growth. And while we might not put much thought into how the products we use and consume each day are transported to us, it's likely that railroads were involved somewhere along the line. Today, freight rail transport plays a major role in the American economy, generating approximately \$285 billion in total economic activity each year and transporting everything from our food, clothing and furniture, to building supplies and cars.

In its early years, railroading was difficult and dangerous work. And while it still can be difficult and dangerous, today's railroads are modern high tech workplaces and technology advances have made the freight rail industry the most productive and safest it's ever been. Advances in IT continue to improve the safety and productivity of the railroads in ways unimaginable even a few decades ago. Applications like Railinc's Early Warning system help identify damaged wheels needing replacement before they cause damage to equipment or cause an accident. Other applications also play critical safety roles, ensuring that rail cars carrying hazardous materials don't sit too long in rail yards and create potentially dangerous situations. Applications also ensure that freight cars only run on tracks where they meet clearances on bridges and tunnels.

Railinc also plays a crucial role in helping improve rail productivity. Since 1981, overall rail industry productivity is up 172 percent, outperforming most other industries. Railinc applications contribute to these gains in significant ways such as helping shippers and car owners effectively schedule transport to avoid gridlock and confusion, and tracking the progress of shipments on rail cars to keep supply chains flowing. Railinc applications settle also approximately \$8 billion in transactions each year, automating essential billing and accounting functions. And, because the freight rail industry has made such large gains in productivity, the average rail shipper can move twice as much freight today for the same price it paid nearly 30 years ago.

To learn more about how Railinc is using technology and innovation to improve the rail industry, visit their web site: [www.railinc.com](http://www.railinc.com).