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 or call him at 202-347-4664.

RSI@WORK – for North America’s railway supply industry

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.
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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.

— Leslie Czernik, Marketing Communications Specialist, HOTSTART

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.

[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
FEDERAL INVESTMENTS

NEARLY $4.6 BILLION since 2009 in Transportation Investment, generating economic development grants for 381 projects in all 50 states.

$305 BILLION over 2016 through 2020 on transportation – including first-ever surface transportation authorization bill with rail title and Amtrak re-authorized at $1.5 billion.

Up to $245 MILLION for safety improvements at highway-rail grade crossings.

$35 BILLION from Railroad Rehabilitation & Improvement Financing (RRIF) loan program to finance railroad infrastructure.

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 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

42 Countries Represented

12% INTERNATIONAL attendees

36% MAINTENANCE OF WAY

32% COMMUNICATIONS & SIGNALING

32% CAR / LOCOMOTIVE / BUILDERS / PARTS / REPAIR / LEASING

9,571 REGISTERED ATTENDEES

687 TOTAL NUMBER OF EXHIBITS

38.8% CEO / EXEC / VP / MANAGER

11% INTERNATIONAL

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