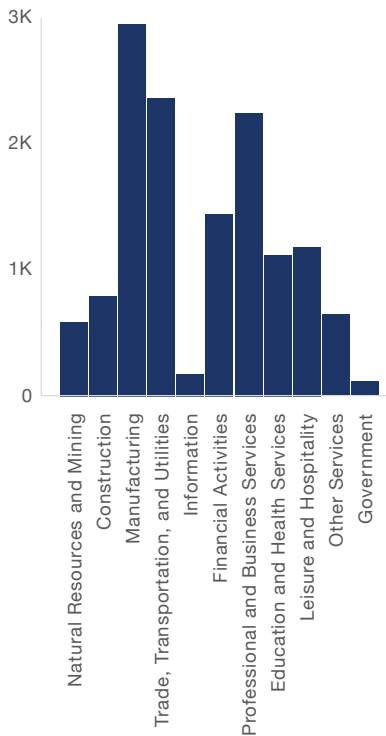


The railway supply industry helps to power Tennessee's economy.

TOTAL IMPACT SUMMARY

GDP	\$1.3 billion
Jobs	13,680
Employee compensation	\$894 million
Tax contribution	\$283 million

TOTAL RAILWAY SUPPLY JOB IMPACT BY INDUSTRY IN TENNESSEE



Source: Oxford Economics, IMPLAN



4.0 jobs

Additional jobs supported elsewhere in Tennessee's economy for every direct job in the state's railway supply industry.

CONTRIBUTION TO TENNESSEE'S GDP IN 2017



\$1.3 billion

In 2017, the railway supply industry directly employed

2,738

workers in Tennessee.

On average, they earned

\$109,476

in annual income.

By comparison, the average worker in the U.S. earned approximately \$55,400

5,092 indirect jobs

supported through railway suppliers' supply-chain purchases.

5,850 induced jobs

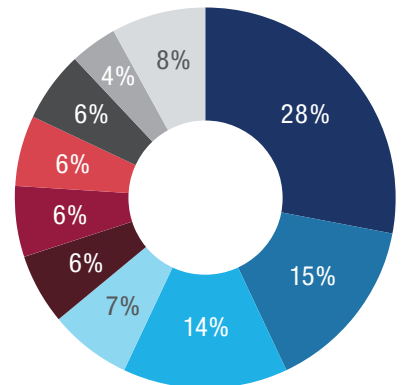
were sustained as employees spent their wages on consumer goods.

\$283 million

Tax contribution from the state of Tennessee in 2017.

This was made up of \$204 million in federal taxes and \$80 million in state and local taxes.

OCCUPATION PROFILE OF RAILWAY SUPPLIERS IN TENNESSEE



- Production
- Construction and Extraction
- Office and Administrative Support
- Business and Financial Operations
- Management
- Transportation and Material Moving
- Sales and Related
- Installation, Maintenance, and Repair
- Architecture and Engineering
- All other

Source: Oxford Economics, IMPLAN

2,598

Miles of rail in Tennessee