



RAILINC

**Reliable Information Technology Solutions.
Trusted Railroad Partners.**

**2009 MARTS Conference
Chicago, September 18, 2009**

**Alan McDonald
Director, Asset Services**



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ASSOCIATION OF
AMERICAN RAILROADS

TOMORROW. ARRIVING BY TRAIN.



RAILINC

Railinc manages the data, information and communication for the North American rail system.

Railinc By the Numbers

One of the world's largest EDI Providers, with over 9 million messages per day
Supports 7 Class I railroads, 500+ other railroads and 1,200+ equipment owners

3 billion + equipment and train movements tracked

32 billion+ interline waybills managed

\$8.096 billion (gross) settled through RCH

5.4 Million embargoes managed

12 million+ repairs settled through CRB – over \$1.121 billion processed

23,700+ locomotives, 1.35+ million freight cars; 2.1 Million Units in Umler



Railinc is proud to unveil the new Umler

A primer: Umler is The railroad industry's equipment repository

Central system of record and legal data source of all interchanged railway equipment in North America

- All types of railcars, automotive superstructures, locomotives, end-of-train telemetry devices, trailers , containers and chassis

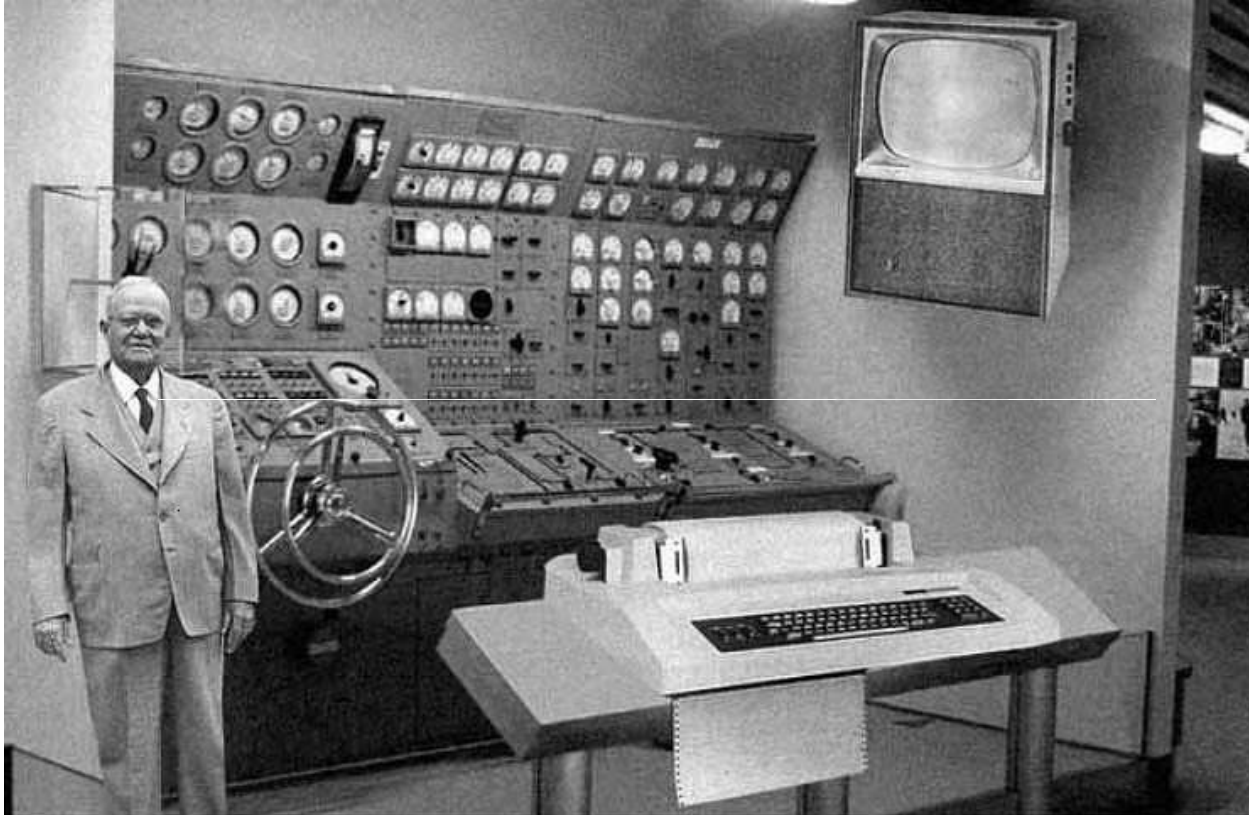
Over 600,000 updates per month

- Physical characteristics and handling instructions
- Ownership, lease information and re-stencil management
- Car management instructions and control of asset pools

Over 2.1 million equipment records for 1300 owners

Mission critical to almost all railway applications

Reminder – Why Umler was rebuilt



Legacy Umler Laptop Version

The Umler project reflects a huge industry effort

- Years of development
- Over 990 equipment owners, 2750 users
- Over 800,000 lines of code
- Over 20,000 business rules in place
- Hundreds of thousands of test cases executed
- Massive data clean-up undertaken before hand
- Real partnerships between AAR, Railinc, carriers, car owners and suppliers

*August 31, 2009:
UMLER is dead. Long Live Umler*

- 350 Million rows of data for over 2.1 Million equipment units successfully converted
- Each record edited and validated
- State of the art Umler website in production
- Legacy message support enabled for large customers
- Message customer cut-over underway

The biggest change: Umler is now simple!

Umler - Equipment Management Information System | Welcome to Umler - Umler Equipment Management - Windows Internet Explorer

https://umler.railinc.com/RAILINC_EMIS/home.do

File Edit View Favorites Tools Help

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Umler - Equipment Management Information System | ...

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Home Query **Maintenance** Upload / Download Railinc Admin Functions Account Administration Contact List Help

Add/Change/Delete > Add Equipment

Car Management > Clone Equipment

Inspections Add-Back Equipment

Company-Specific Equipment Groups > Modify Single Equipment

Notice Management Modify Multiple Equipment

Suspended Work Single Restencil

Manage Future Transactions Multiple Restencil

Change Equipment Group

Update Equipment Maintenance Party

Delete Equipment

Single Equipment Lookup:

Equipment units in conflict: 0

Welcome to Umler

The Umler Equipment Management Information System is a central Rail Industry database and source of information regarding the massive inventory of rail equipment and its characteristics and restrictions of use. The information is maintained in Umler ©.

The communication of rail equipment data provides a smooth interchange of traffic between carriers and their equipment with the right pieces of equipment for their shipment.

News and Updates

Best Practices: Finding Conflicts with Equipment Query

If you choose to search for equipment conflicts with Equipment Query, please use search criteria;

Lookups and dropdowns

The screenshot displays the Umler Equipment Management Information System interface. A secondary window titled 'UMMD_GOND' is open, showing a 'Mechanical Designation for Gondola (General)' help page with a list of permissible values for UMMD. The main window shows a 'Single Equipment Modify' form for 'Equipment Group: GOND'. A dropdown menu is open for the 'Status Code' field, showing options: 'A - ACTIVE', 'I - INACTIVE', and 'P - PRE-REGISTERED'. A speech bubble highlights the 'Status Code' field and the dropdown menu.

UMMD_GOND - Mechanical Designation for Gondola (General)

Mandatory
Equipment description without physical dimensions
Used in ETC Generation. Used for Transportation Codes.

Permissible Values for UMMD

- GB Gondola-Flat Bottom
- GBR Gondola-Flat Bottom with Roof
- GBS Gondola-Flat Bottom, Specially Equipped
- GBSR Gondola with Roof, Specially Equipped
- GS Gondola-Drop Bottom
- GSS Gondola-Drop Bottom, Specially Equipped
- GT Gondola-Depressed Bottom
- GTR Gondola-High Fixed Ends with Roof
- GTS Gondola-High Fixed Ends
- GWS Gondola-Well, Specially Equipped
- GWSR Gondola-Well with Roof, Specially Equipped
- LG Gondola-Special Design for demountable containers
- MWD MoW - Side Dump Cars

Umler - Equipment Management Information System | Single Equipment Modify - Components By Eleme - Windows Internet Explorer

https://umler.railinc.com/RAILINC_EMIS/equipment/prepareEquipmentModify.do#

Management Information System

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ts View

Reset Clear Suspend Cancel SwitchView

D: RAIL 9999 Equipment Group: GOND

management Train_Service Miscellaneous Inspection Components

Element Name	ID	Flag	Current Value	Del	New Value	Notice Value	Error
Status Code	USCD		A-ACTIVE		A - ACTIVE I - INACTIVE P - PRE-REGISTERED		
Mechanical Designation	UMMD		GBSR-Gondola with Roof, Specially Equipped				
Equipment Type Code	UMET		E447				
Built Date	BLDT		08/24/2009				
Rebuilt Date	RBDT						
Rebuilt Flag	RRFI						

Umler gives you full lineage of a railcar

The screenshot shows a web browser window displaying the Umler Equipment Management Information System. The page title is "Umler - Equipment Management Information System - Windows Internet Explorer". The address bar shows the URL: https://umler.railinc.com/RAILINC_EMIS/query/prepareHistoricalLineageQuery.do. The browser's menu bar includes File, Edit, View, Favorites, Tools, and Help. The address bar also contains a search box with "Google" and a search icon. The browser's toolbar shows various icons for home, back, forward, stop, refresh, print, and search. The page content includes the RAILINC logo and the text "Umler Equipment Management Information System". There are links for "sign out", "user services", "help", and "contact us". A red banner indicates that the user "tdaam01" is signed on for company "RAIL - RAILINC CORPORATION". Below this is a navigation menu with items: Home, Query, Maintenance, Upload / Download, Railinc Admin Functions, Account Administration, Contact List, and Help. The main content area is titled "Historical Lineage Query Results" and contains a table with search criteria and search results. The table has columns for EIN, Equipment ID, Prior Equipment ID, Equip Group, ETC, MD, Effective Date, Status, Expiration Date, Most Recent Conflict, and Action. The table lists 14 rows of data, showing the lineage of a railcar from its current state back to its original equipment.

EIN	Equipment ID	Prior Equipment ID	Equip Group	ETC	MD	Effective Date	Status	Expiration Date	Most Recent Conflict	Action
0000840966	MWXC550003	TKEN769504	BOXC	A402		09/04/2009 08:41 PM	Inactive	12/31/9999 12:00 AM	Y	OTHER
0000840966	GNWR550003	MWXC550003	BOXC	A402		09/01/2009 02:03 PM	Deleted	12/31/9999 12:00 AM	Y	Delete
0000840966	MWXC550003	TKEN769504	BOXC	A402		08/31/2009 03:26 AM	Active	09/04/2009 08:41 PM		EIN OTHER
0000840966	GNWR550003	MWXC550003	BOXC	A402		04/11/2008 01:18 PM	Active	09/01/2009 02:03 PM		EIN
0000840966	MWXC550003	TKEN769504	BOXC	A402		06/01/2007 12:00 AM	Active	06/01/2007 12:00 AM		
0000840966	MWXC550003	TKEN769504	BOXC	A402		06/01/2007 12:00 AM	Inactive	08/31/2009 03:26 AM		
0000840966	TKEN769504	NWR 769504		A402	XP	02/03/2006 12:00 AM	Active	02/03/2006 12:00 AM		
0000840966	TKEN769504	NWR 769504		A402	XP	02/03/2006 12:00 AM	Deleted	02/03/2006 12:00 AM	N	Delete
0000840966	NWR 769504	TKEN769504		A402	XP	04/22/2005 12:00 AM	Deleted	04/22/2005 12:00 AM	N	Delete
0000840966	TKEN769504	JTSX800033		A402	XP	01/23/2003 12:00 AM	Active	01/23/2003 12:00 AM		
0000840966	TKEN769504	JTSX800033		A402	XP	01/23/2003 12:00 AM	Deleted	01/23/2003 12:00 AM	N	Delete
0000840966	GVSR769504	SSW 66867		A402	XP	01/08/2003 12:00 AM	Deleted	01/08/2003 12:00 AM	N	Delete



Umler carries forward inspection during restencil

Inspections are tied to the physical asset

Whether an inspection is reported against the old number or the new one, it equally applies

Pre-registered cars will have the inspection already applied when the car goes active

- Ensures coverage for FRA regulations
- Prevents unnecessary inspections

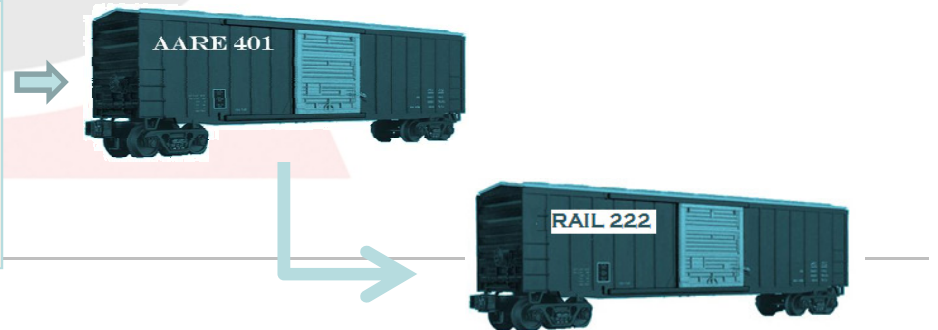
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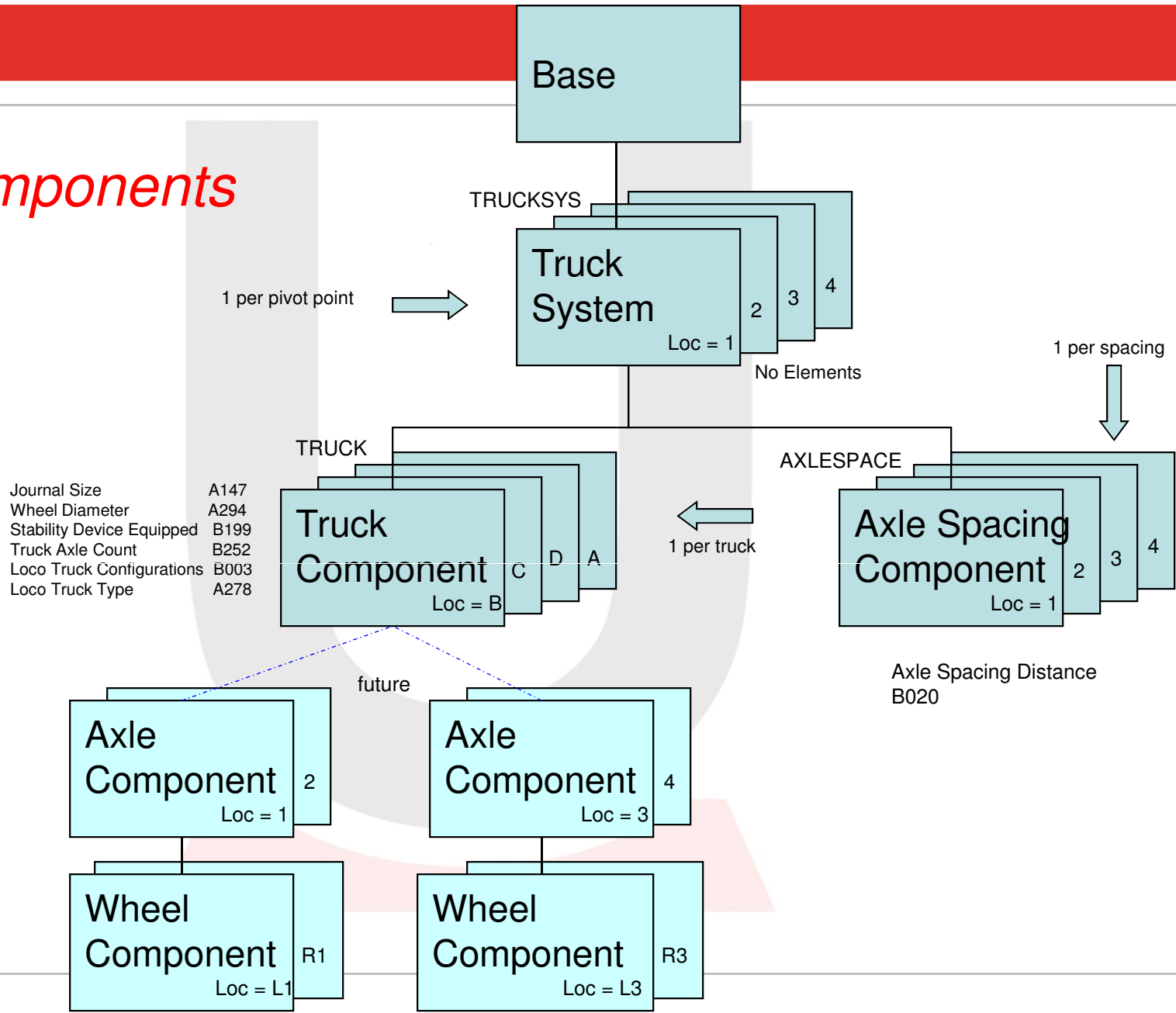
Air Brake Test

Validate Submit Suspend Reset Clear Cancel

*Equipment ID(s): AARE 401 *Reporter: RAIL *Performer: RAIL *Date Done: 03-28-2009 *Location / SPLC: 380000000



Truck Components



Direct access to query and reports

The screenshot shows the Umler Equipment Management Information System web application. The browser window title is "Umler - Equipment Management Information System | Equipment Query - Windows Internet Explorer". The address bar shows the URL: https://umler.railinc.com/RAILINC_EMIS/query/prepareSimpleEquipmentQuery.do?actionFrom=menu. The page header includes the RAILINC logo and the text "Umler Equipment Management Information System". A red banner indicates that user "tdaam01" is signed on for company "RAIL - RAILINC CORPORATION". The navigation menu includes: Home, Query, Maintenance, Upload / Download, Railinc Admin Functions, Account Administration, Contact List, and Help. The main content area is titled "Equipment Query" and features buttons for Search, Count, Reset, Save, and Clear. Below these buttons are tabs for "Basic" and "Customize Query Output". A table titled "Saved Queries (19 queries)" lists the following data:

Query Name	Query Description	Created Date	Created By	Action
1	21	2008-10-13	KAUSHAL	Delete
ABT Query	ABT Data Elements	2007-12-10	smaples3	Delete
ARTDEF	ART and DEF Inspection Data	2008-04-08	smaples3	Delete

Below the table, there is a search section with the text: "Enter one or more fields to search equipment information. Note: Executing the query is a chargeable function. Results will include equipment matching ALL of the following criteria." The search criteria include:

- Equipment IDs:
- Equipment Groups:
- Pool IDs:
- Equipment Type Codes:

Umler - Equipment Management Information System | Equipment Query Results - Windows Internet Explorer

https://umler.railinc.com/RAILINC_EMIS/query/performSimpleEquipmentQuery.do?type=.CSV

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Equipment Query Results

Search Criteria Search Results

Select one or more equipment IDs, and an action, for pool management/equipment management. You may also click an equipment ID to display it.
9 matches found. 9 available for display. 9 matches displayed on this page.

Select All / Unselect All	Equipment Id	Equipment Type Code	Pool Number	Air Brake Test- Inspection Reporter	Air Brake Test- Inspection Performer	Air Brake Test- Inspection Date Done	Air Brake Test- Location/SPLC	ABT 13- Month Due Date	ABT 5/8-Year Due Date	Umler Transportation Code	Umler Transportation Condition Code	First Movement Date
<input type="checkbox"/>	BNSF 800010	F123	7775227	MRL	MRL	05/18/2009	708569000	06/01/2010	05/01/2014	C		12/30/2007
<input type="checkbox"/>	BNSF 800011	F123	7775227	BNSF	BNSF	04/03/2009	581520000	05/01/2010	04/01/2014	C		12/28/2007
<input type="checkbox"/>	BNSF 800012	F123	7775227	MRL	MRL	06/01/2009	708569000	07/01/2010	06/01/2014	C		12/28/2007
<input type="checkbox"/>	BNSF 800013	F123	7775227	BNSF	BNSF	01/06/2009	581520000	02/01/2010	01/01/2014	C		12/25/2007
<input type="checkbox"/>	BNSF 800020	F126	7775227	MRL	MRL	02/09/2009	708569000	03/01/2010	02/01/2014	C		12/28/2007
<input type="checkbox"/>	BNSF 800022	F126	7775227	MRI	MRI	11/22/2008	708569000	12/01/2009	11/01/2013	C		12/21/2007

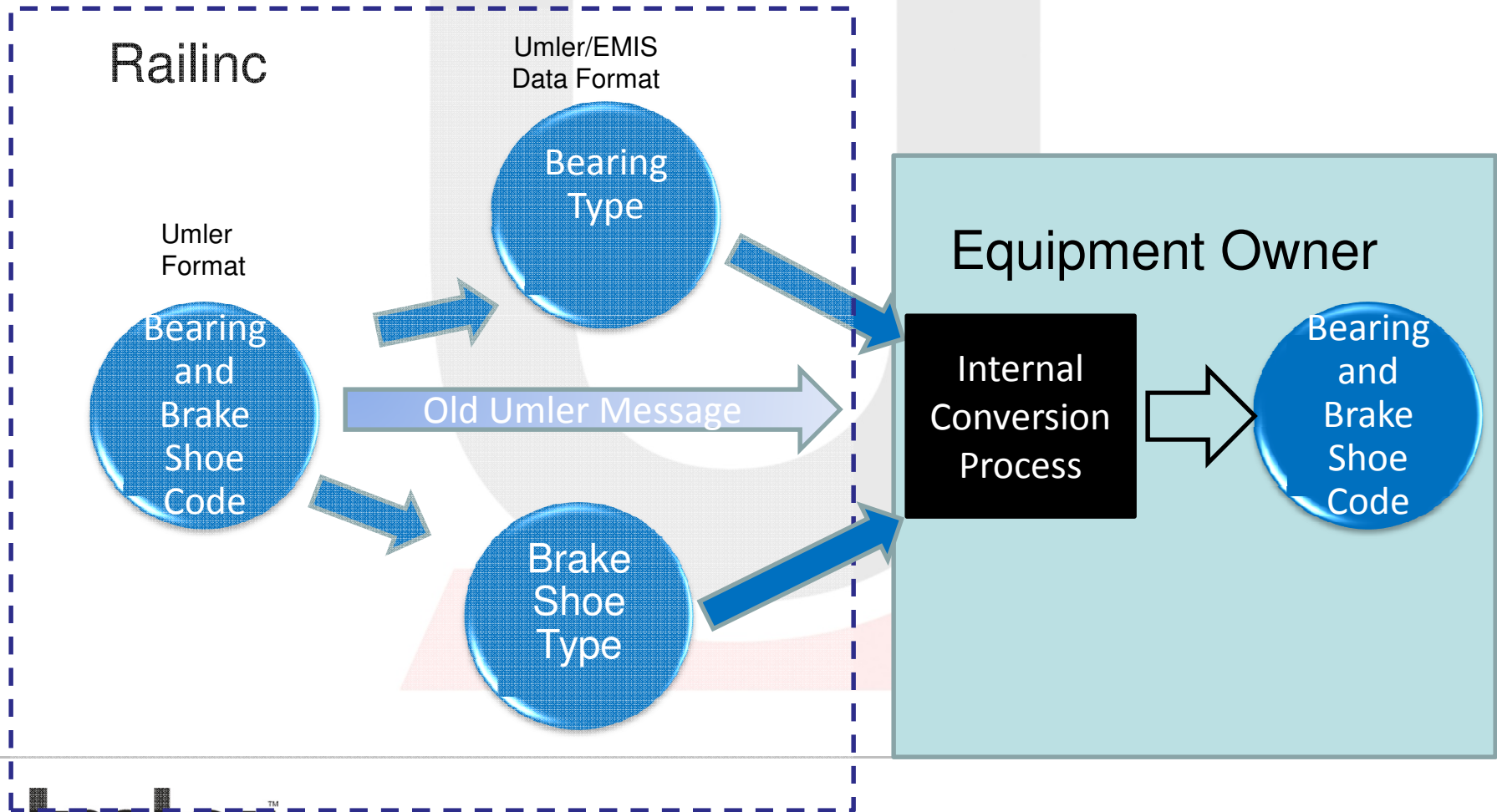
Internet 100%

Extensive documentation available www.railinc.com/Umler

The screenshot shows a web browser window with the address bar displaying <https://www.railinc.com/rportal/web/guest/umleremis>. The page features a navigation menu on the left with categories like 'Mergers and Acquisitions', 'Umler', and 'Transportation Management'. The main content area includes the 'Umler by RAILINC' logo, a 'Project Overview' link, and a section titled 'Umler System Training Now Available'. A callout bubble highlights a list of training resources: 'the Umler "go-guide"', 'on-demand learning modules and task-specific demos', 'user guide and data specification manual', 'the Umler sandbox', and 'Railinc-sponsored webinars through September-October 2009..'. Other sections include 'Data Quality Efforts Underway' and a 'CUSTOMER SUPPORT CENTER' with contact information for 1-877-RAILINC and csc@railinc.com.



Understand what the data changes means to you



Umler paves the way for higher level of equipment data

New and changed business rules can be implemented quickly

New data elements can be added quickly

New inspections reporting requirements can be deployed quickly

Component level data

Manufacturer, Model, Install dates

More complete data

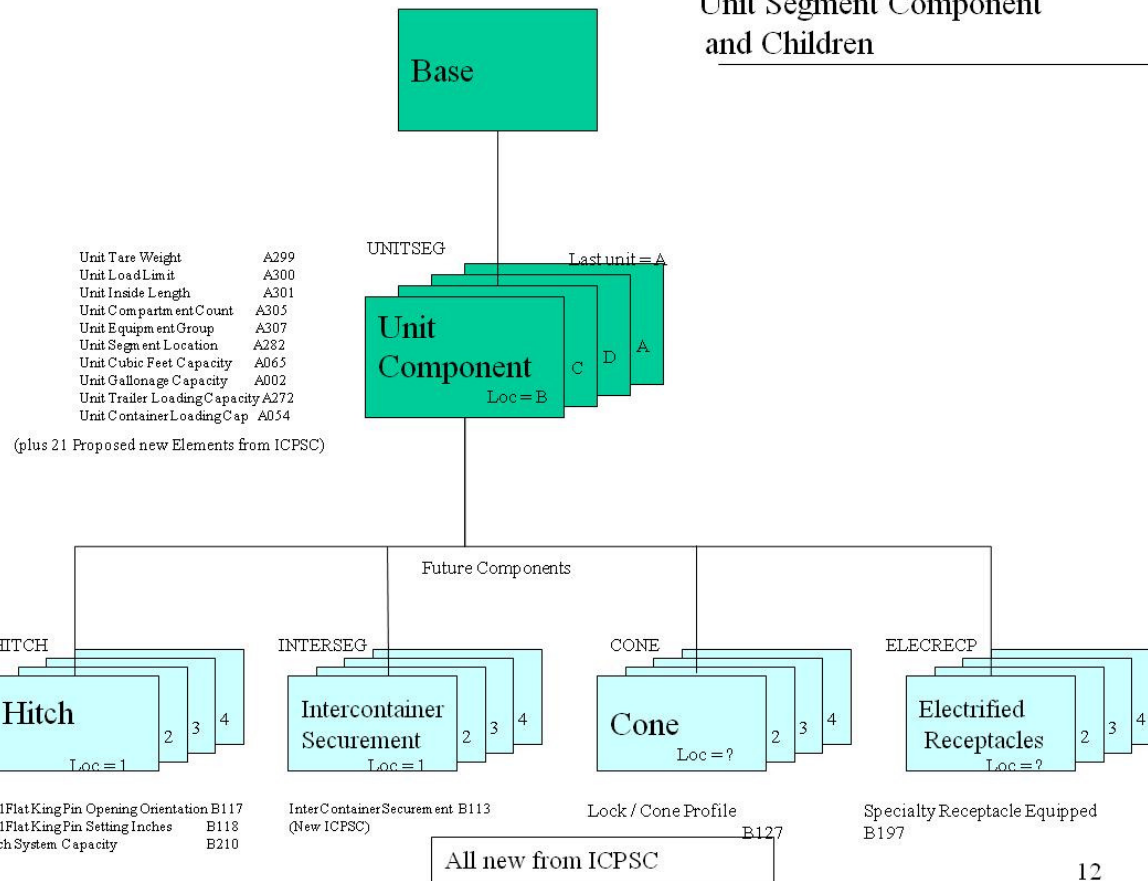
Photos, builder specs

Opportunities for data quality improvements grow

- Data clean-up continues using Umler error and conflict reports
- Conflicted data now has consequences
 - Zero Rating after 30 days
 - Restricted in interchange after 90 days
 - Dropped from Umler after year
- Moratorium in place on conflict aging to January 2010

Ready to go: Automating intermodal loading instructions

Unit Segment Component and Children



12

*Next Steps:
Post-production
cutover schedule*

Company	Date
GE	9/12/2009
UTLX	9/12/2009
RMI	9/19/2009
CP	9/19/2009
KCS/KCSM	9/26/2009
GATX	9/26/2009
Greenbrier	10/10/2009
First Union	10/10/2009
CN	10/31/2009
BNSF	11/7/2009
NS	11/7/2009
TTX	11/14/2009
UP/FXE	11/21/2009
CSX	12/5/2009
Wabtec	12/11/2009
Minor users	12/31/2009

Railinc is ready to assist you

Railinc professional services group provides insight and guidance into the data.

We can provide

- Data extracts – Snapshots, Regular feeds
- Customized reports
- Trend analysis

Services are fee based, and vary depending on the nature of your request

1-877-RAILINC

Railinc keeps the rail system moving –seamlessly, transparently, efficiently and safely