

This is the **SMARTEST PSR MOVE** on the Track



Leverage a **Revolutionary** Rail Delivery Process

HERZOG



Make A Smart Move Forward in Your PSR Pursuits



Herzog brought the future to North American freight railroads in 2005 when it engineered a revolutionary on-track machine called “the RUM” that changed rail delivery forever.

Today, freight railroads are reaping the RUM’s safety, productivity, reliability, and cost-reduction advantages. Their investments are paying off right on time to advance PSR-focused operations.

Herzog’s Rail Unloading Machine (RUM) Is Delivering Game-Changing PSR Results

- 4 times more efficient
- No injuries
- Reduced labor
- Flexible scheduling & equipment sequencing and operations
- Improved reliability
- 15-year track record
- Ongoing R&D improvements

Herzog’s RUM: It’s As Simple As 1-2-3

1.	2.	3.
Road-to-Rail ■ Fast, easy set-up ■ Compatible with most Class I rail trains or Herzog tie-down rail cars	Herzog Operators ■ Hands free ■ No contact with rail ■ Eliminates all human interface	Precision Rail Placement ■ Day or night ■ All track environments & weather conditions

Our RUM Customers Are All-In

“Herzog’s RUM has really changed the way we approach rail delivery. It’s efficiency is undeniable, and it greatly reduces our employees’ exposure to risk.”

Buck Tripp
Director of Track Maintenance
Montana Rail Link

“Safety is improved by allowing Herzog’s RUM to perform the majority of the work thereby removing people from hazard-prone locations and duties found in conventional rail unloading.”

Mike Nuorala
General Director Rail, retired
BNSF Railway

“Herzog’s RUM gives us the obvious advantage of less people on the ground, which equates to less risk and huge safety benefits, especially in winter. No more having men drag cables through threader boxes, climbing over winch cars with snow and ice being prevalent and digging out frozen cribs to secure cables.”

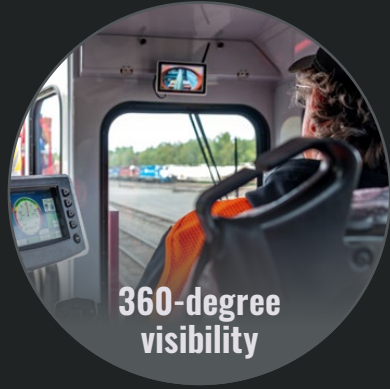
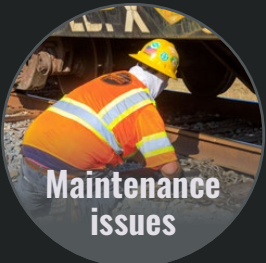
Nick Neilsen
Western Chief Engineer, retired
CN Railway

THIS SIDE UP
See why this best practice makes perfect sense for PSR operations.

MORE

INJURIES, LABOR-INTENSIVE PROCESSES AND INEFFICIENCIES HAVE NO PLACE IN A PSR OPERATION

Rail Unloading Factors	Conventional Winch Car	RUM	RUM Operational Impact
SAFETY			
Exposure - <i>Contact between personnel and rail</i>	Hands-on/Countless contacts	Zero contact	■ Hands free. No exposure to injuries ■ Eliminates all human interface
Visibility	Multiple obstructions for all personnel	360-degree visibility from operator station	Clear view of worksite from elevated, climate-controlled cab
Injuries	High risk	Zero injuries	Perfect safety record since launch in 2005
Communications	Radios only	E-Stop capability Radios	All personnel have e-stop capability
PRODUCTIVITY			
Process	No standards <i>To each his own</i>	Standardized	Industry best practice
Portability	Railbound	Road-to-rail mobility On the track in 5 minutes	■ No mobilization/demurrage charges ■ Avoids costly switching and travel delays ■ Better asset utilization, control of capital – no need for extensive planning and equipment sequencing ■ No conflicting priorities: transportation equipment versus revenue freight ■ No permitting required
Setup	60 minutes	15 minutes	■ Does not require track occupation ■ 40-foot crossing, at a minimum ■ At-grade lowboy set-off track is optimal ■ Unloading begins instantly when rail train is in position
Work Window	Long – twice the time	Short – half the time 13 rails/hour	Immediate productivity. No delay for startup
Unloading Conditions	■ Daylight only ■ Greater injury exposure in inclement weather ■ Curves ■ 30-50 minutes ■ Requires more experienced personnel	■ 24 hours a day ■ Productive in all weather conditions ■ Curves ■ 10 minutes	■ High productivity in all track environments (except lightning) ■ LED lights accommodate night work ■ Superior productivity on curved rail
Rail Train/Car Compatibility	Compatible	Compatible with most Class I rail trains, all Herzog rail trains and automated tie-down cars	May require minor modification to tunnel cars
RELIABILITY			
Rail Placement	■ Precision ■ Labor-intensive	■ Precision ■ Hands-free/hydraulically controlled	■ Unloads 2 CWR sticks simultaneously ■ Unloads on one or both sides, or option to cross pull
Equipment Uptime	Maintenance and labor issues due to equipment variability: ■ Burnt-out rollers ■ Worn cables ■ Not work-ready upon arrival	99+% uptime	■ All Herzog equipment and inventory on hand ■ Mobility provides greater flexibility for scheduled/interval maintenance and repairs ■ No additional maintenance costs
LABOR/MANPOWER			
Personnel requirements	■ Labor-intensive ■ 8+ railroad personnel	■ Minimal manpower ■ 300% reduction ■ 2 Herzog operators	■ Dramatic reduction in transportation operating personnel ■ Flexibility to re-allocate forces to other MOW projects



HERZOG

Maximize RUM Advantages in Your Operation

Once you've made the decision to start using the RUM for rail delivery, the rest is easy. The RUM does not require use of a winch car and is compatible with most CWR trains.



Simple Rail Car Modifications

In those instances when the rail train is not compatible with the RUM, Herzog personnel can modify a tunnel car in a few hours.

Safe and Efficient Automated Tie-Down Cars

Class I railroads have gained additional rail delivery efficiencies when using the RUM in conjunction with Herzog's Automated Tie-Down Cars. These cars are controlled remotely by the cab operator so there's no need for on-ground personnel to manually clamp and unclamp rails. This automated process is safe, efficient and produces many fundamental advantages over traditional tie-down cars:

- Lower risk of injury
- Dramatic reduction in ground labor – no human contact required
- Automated unclamping- 5 to 10 seconds per rail
- Shorter work window – more time for revenue trains
- Hydraulic clamps provide more rail holding power



Team Herzog is ready to revolutionize your rail deliveries.

HERZOG

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