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Wednesday, November 30, 2016

Dear Vice President-Elect Pence:

On behalf of our 250 plus member companies nationwide, the Railway Supply Institute (RSI) congratulates you and President-Elect Trump on your victory. RSI works on behalf of suppliers to North American freight and passenger railroads—our companies represent the full scope of the rail supply industry, from manufacturers, distributors, and service providers to the freight car, locomotive, maintenance-of-way, communications, signaling, equipment leasing, and passenger rail industries. Our members strongly encourage President-Elect Trump to work with Congress during his first 100 days to pursue an infrastructure investment package that includes rail. As you and your team work to bring America's transportation systems into the 21st century, we hope you review previous promulgated and proposed regulations to ensure they do not unduly burden the rail industry. We welcome the opportunity to work with you to develop policies that will continue to enhance and promote investment in rail infrastructure.

Railroads rely on suppliers for equipment, services, and research and development to improve railroad safety and productivity. Collectively, railroad suppliers contribute over \$28.2 billion annually to developing rail capital across the United States. Our business impact on the rail industry is clear, and our economic impact on the communities in which our suppliers manufacture their products is vital—even more so in the communities where railways and manufacturing are the lifeblood of entire towns.

Our members are predominately small, Main Street manufacturers located in communities across America where their employment matters. Over 75% of our members have annual rail-related revenues of under \$11 million and fewer than 50 employees and often supply RSI's larger members.

As an advocate of railroad suppliers in Washington D.C., we work on behalf of over 94,000 rail supply industry employees working in 45 states. RSI members seek dedicated investment in infrastructure, sensible tax reform and balanced economic regulation, as well as increased support and promotion of domestic manufacturing and American innovation. We would look forward to the opportunity to brief you on the surprisingly wide array of regulatory and legislative issues that impact our member companies' day-to-day operations, products, services, and bottom line.

Enclosed, please find our 2016 Annual Report & Membership Directory containing information about our association and the specific legislative and regulatory issues that are of great concern to the rail supply industry and our membership. We welcome the opportunity to work with you to drive the future of the rail industry.

Sincerely,

Thomas D. Simpson
President