

## News Release

For Immediate Release  
August 26, 2008

**Contacts:**  
RMI – Jennie Baker  
404.350.6471

### Terminal Railroad Association of St. Louis Turns Over Car Hire Services to RMI

*RMI's Car Hire Managed Service Helps Recover Missing Reclaims and Reduces Net Car Hire Expense*

**Atlanta, GA** – RMI, the largest independent provider of comprehensive rail information services to the transportation industry, announced that it has begun providing its Car Hire Managed Services for the Terminal Railroad Association of St. Louis (TRRA). Beginning in March, 2008, RMI effectively assumed the day-to-day management of the car hire settlement process at TRRA and began providing advanced reclaim audits and business intelligence reporting.

The new Managed Services offerings are the latest in RMI's efforts to provide critical web-based transportation and logistics solutions for a variety of participants in the transportation industry, including short-line, regional, Class I and terminal switching railroads, railcar leasing companies, rail shippers and barge operators. RMI's mission-critical, integrated services assist customers with many aspects of managing their operations, including rail transportation, equipment utilization, revenue management, and intermodal operations.

TRRA Director of Customer Service Carl Yount said, "We needed to look outside for help in managing our unique railroad accounting requirements, especially as many of our senior personnel were nearing retirement age. TRRA has been working closely with RMI and utilizing their systems for many years, and we were confident that they had the expertise and the high level of commitment to customer service to manage our car accounting process successfully."

In addition to taking over the management of the car hire settlement process at TRRA, RMI is now providing advanced audits of TRRA's reclaims. These audits have helped save TRRA 15% in missing reclaims and have decreased the number of counter reclaims taken against the railroad by 30%. The use of business intelligence reports has been an integral component of RMI's Car Hire Managed Services to help ensure that traffic is reported correctly, and to provide instant visibility to changes in both car hire and terminal velocity.

"We have been providing car hire settlement systems for railroads since the early eighties, so taking over the day-to-day car hire management process for our customers is a natural extension of our business," said Paul Pascutti, Vice President Marketing for RMI. "Utilizing our expert car hire business analysts, we can thoroughly review a railroad's car hire settlements and identify areas of potential discrepancy such as TOL and Rule 15 application, proper reclaim setup and application, LCS differences, haulage payments, mileage overpayments, and claim penalties. We are able to implement corrective procedures to remedy any deficiencies found and ensure that our clients are not paying too much car hire," added Pascutti.

"The transition of our car hire processing operations to RMI could not have gone more smoothly," said Yount. "Not only have we reduced our net car hire payments, but our staff is

now free to focus more time on the tasks that are critical to running our railroad more efficiently and providing a higher level of service to our customers.”

RMI is a portfolio company of Carlyle Venture Partners III (CVP III), a U.S.-based multi-stage growth capital fund that invests in venture capital, growth equity and growth buyout transactions. CVP III, managed by the Carlyle Group, invests primarily in companies that operate in growth sectors of the economy, including technology, technology-enabled services, business services, telecommunications, media and healthcare.

### **About TRRA**

Since 1889, the Terminal Railroad Association of St. Louis has played a vital role in railroad operations, providing an efficient, safe and economical method of interchanging rail traffic in St. Louis, Missouri. Located in the second largest East-West Gateway for railroad interchange, the TRRA is a key connector from BNSF & UP to CSX & NS, interchanging daily with the CN & KCS. The TRRA owns and maintains the MacArthur and Merchants bridges providing a route over the Mississippi River for which it handles over 330,000 carloads annually. The TRRA is the 3<sup>rd</sup> largest switching railroad in the ASLRRRA, and after 110 years of service, the 300 employees of the Terminal Railroad Association of St. Louis are still committed to efficiency, safety and value to its customers, owners, and the public with each new day.

### **About RMI**

RMI is the largest independent provider of accurate, reliable, comprehensive and secure rail information services to the transportation industry. Founded in 1979, RMI is recognized as the most successful Software as a Service (SaaS) provider in the industry with an in-depth knowledge of rail operations and a proven ability to translate complex business processes into valuable management information services. Currently, RMI processes approximately seven million carloads annually for railroads, rail shippers and railcar owners. RMI's services are accessed via the Internet through RailConnect® ([www.railconnect.com](http://www.railconnect.com)), a web-based portal to the company's integrated suite of proprietary information services, which are used to manage rail operations, improve customer service and reduce costs. Services include transportation, revenue, equipment, shipper freight and fleet management services and related executive information systems. RMI is an independent, privately owned company based in Atlanta. For more information about RMI, visit [www.railcarmgt.com](http://www.railcarmgt.com).

### **About The Carlyle Group**

The Carlyle Group is a global private equity firm with \$81.1 billion under management committed to 60 funds. Carlyle invests in buyouts, venture & growth capital, real estate and leveraged finance in Africa, Asia, Australia, Europe, North America and South America focusing on aerospace & defense, automotive & transportation, consumer & retail, energy & power, financial services, healthcare, industrial, infrastructure, technology & business services and telecommunications & media. Since 1987, the firm has invested \$43.0 billion of equity in 774 transactions for a total purchase price of \$229.3 billion. The Carlyle Group employs more than 1,009 people in 21 countries. In the aggregate, Carlyle portfolio companies have more than \$87 billion in revenue and employ more than 286,000 people around the world. [www.carlyle.com](http://www.carlyle.com)

# # #