

Railmark Holdings, Incorporated

For Twenty-Five Years

Providing “A New Train of Thought...®”

1998-2023



Who We Are

Railmark, its brands, and subsidiaries are **leaders in the railroad industry in the United States and around the world**. An accomplished provider of railroad transportation, rail services, and rail systems development, Railmark provides complete and fully integrated services for rail network improvement and rail management and operations services to railroads, industrial rail users, transit agencies, and governments.

Railmark's principal subsidiaries include:

- Railmark Rail Services Inc.
- Railmark Track Works Inc.
- Railmark Industrial Railway Inc.
- Yreka Railroad Company
- Train Travel, Inc.
- INTERNATIONAL: Railmark Africa Limited & Railmark Canada Limited

Railmark **owns U.S. shortline railroads and provides industrial switching in the United States**. Railmark conducts philanthropic initiatives through its Railmark Foundation Limited.

Together the Railmark group of rail service companies works around the United States and in certain locations in the world each day to make rail transportation better by improving economies and the quality of human life. Railmark welcomes the opportunity to provide your rail project with ***A New Train of Thought...®***

What We Do

Railmark offers a **full suite of rail services, ECO-SAFE rail products, and rail network development solutions** to railroads, industrial rail users, transit agencies, and governments that reflect ***A New Train of Thought...®***. Railmark's services include:

- **RAIL TRANSPORTATION:** Whether its from one of Railmark's common carrier shortline railroads or using our transloading services at one of its six "Rail Service Centers", Railmark moves freight by rail.
- **SWITCHING SERVICES:** Railmark's teams have a performance track record which includes reliability, efficiency, and safety. Railmark's style of operation both compliments and adds value to our customers.
- **TRACK CONSTRUCTION & MAINTENANCE:** Railmark provides proactive track maintenance plans designed to build and strengthen rail infrastructure and operations with industrial rail users. Railmark specializes in industrial track construction and maintenance, both inside and outside the plant. Our customers have come to rely on Railmark's keen attention to detail and top-quality service delivery.
- **RAILCAR REPAIR & FLEET SERVICES:** Railmark performs on-site, programmed, mobile & shop railcar repair & fleet services. These include, but are not limited to, mobile & shop repairs, railcar modifications & enhancements, railcar storage, railcar cleaning, load inspections, programed maintenance, and railcar mechanical inspections.
- **EMBEDDED RAIL SERVICES:** Railmark offers a variety of "embedded" rail services for our customers whereby rail switching and servicing are packaged on-site. Railmark's embedded rail service packages are designed to increase rail efficiencies, safety, reliability, and cost savings.

What We Do - Continued

Railmark manufactures and sells **environmentally-safe ECRail® products**. In 2012 Railmark introduced its EPA-approved and USDA-designated **ECORail®** Biobased Rail Lubricants. Lab and field tests show that ECRail® lubricants are not only safer for the environment, but safer for employees and the public than petroleum-based lubricants. Additionally, Railmark's ECRail® lubricants have been proven to outperform both petroleum-based and synthetics. ECRail® products are made from USA-grown crops which supports the American farmer and American entrepreneurs. Railmark's ECRail® products are sold through Railmark Track Works Inc. And can be found on www.ecorail.net. Railmark is currently working to introduce new ECRail® products, including safe treated wood and concrete crossies.

Railmark's **Train Travel, Inc.** (www.RideOurTrains.com) is a **fully accredited and licensed travel agency** with a niche in rail tours and vacations. Other premium travel brands owned are **KEY HOLIDAYS** (www.KeyHolidays.com), **KEY TOURS INTERNATIONAL** (www.TravelKeyTours.com), **RailPERKS** (www.Railperks.com), and the **FUN TRAIN** franchise (www.RenoFunTrain.com).

Railmark performs **turn-key, fully sustainable, Rail Development Plans** for governments. Railmark's principal is a Certified Rail Economist and has international rail experience in forty (40) countries outside of the United States. At any one time, Railmark has one or more active international clients seeking to modernize their rail plans to target economic growth through intercity passenger, and light rail systems, utilizing efficient freight operating systems and revitalizing their rail systems in a structured and financially sustainable business model.

Railmark's 2023 US Operations and International Activities

Railmark's Five Business Segments



Railmark Rail Service Centers

Railmark has six (6) “Rail Service Centers”: **Northern California (CA, OR & NV), Denver (CO & western states), Gulf Region (Mobile to Houston, based in central Louisiana), Indiana-Illinois (IN, IL & WI), Great Lakes Region (MI, OH & western PA) and Western Kentucky (KY, IN & TN).** Railmark’s Rail Service Centers are designed to perform track work, railcar repair, and rail logistics from the same facility using the same local teams and provide better response times for our customers.



Why Choose Railmark?

Railmark, now in its 25th year of operation, provides dedicated, fully integrated industrial rail services including **Locomotive Supply, Switching Services, Track Construction & Maintenance, and Railcar Repair & Fleet Services**. An accomplished provider of railroad transportation, rail services, and rail systems development, Railmark can provide an integrated rail service package including one or more rail services, that is designed to provide efficiency, reliability and safety. Railmark accomplishes this using highly trained crews and a management team dedicated to customer satisfaction. Railmark's operations, where possible, are conducted with products and best practices that are less intrusive to the environment and create a smaller carbon footprint. Railmark also **owns and operates railroads and rail facilities in the U.S.**



Railmark welcomes the opportunity to provide your rail project with ***A New Train of Thought...®***

Other Advantages of Using Railmark

Railmark makes its rail “MARK” by delivering top quality rail services and products which exceed customer expectations. Railmark’s commitment to quality service delivery in its 25-year history has earned the repeat business of some of the largest corporations in the U.S. Other advantages of using Railmark are:

- Wherever possible or practical, Railmark will conduct its operations and deliver its services using practices and products that are less intrusive on the environment and helps with reducing the carbon footprint.
- In addition to Safety, Quality Workmanship, Awareness of the Environment, and Reliability, Railmark will perform its work with the highest standards of ethics and integrity. Each employee is required to sign the Railmark Statement of Ethics and is reviewed on its adherence on an ongoing basis. All employees are expected to qualify to hold “eRailSafe” credentials which Railmark uses to perform its background checks.
- Railmark is “Avetta Certified”. Railmark’s safety record, safety rules, and safety testing procedures are independently audited and verified through the Avetta Network.
- Railmark employees are trained and certified under AREMA standards and the appropriate railroad regulations found in 49 CFR Parts 200-299.
- Railmark is “SAP” Capable and has the ability and access to submit invoices and receive purchase orders through SAP. Railmark is a part of the “Ariba Network”.
- Railmark utilizes Job Briefings and ongoing safety and operations training of its employees. These efforts have paid dividends, as the Company has not had one reportable injury or accident in over fifteen (15) years.
- Railmark delivers its rail services commensurate with the customer’s needs.

Railroad Operations

Whether its from one of Railmark's common carrier shortline railroads or using our transloading services at one of its six "Rail Service Centers", Railmark moves freight by rail.



Locomotive YW 21 just outside of Montague CA, in the foreground of Mt. Shasta.

Industrial Switching Services

Railmark specializes in industrial switching. Railmark's teams have a demonstrated performance track record which includes reliability, efficiency, and safety. Railmark's style of operation both compliments and adds value to our customers' operations.



Railmark's locomotives and equipment exceeds standards for safety and operational performance.

Track Construction & Maintenance

Railmark provides forward, pro-active track maintenance plans designed to build and strengthen rail infrastructure and operations with industrial rail users. Railmark specializes in industrial track construction and maintenance, both inside and outside the plant. Railmark customers have come to rely on its keen attention to details and quality services.



Track Construction & Maintenance

Railmark performs track construction & maintenance in multiple US markets where the company either has an operating railroad or one of its Railmark Rail Service Centers. Railmark's Rail Service Centers are designed to perform track work, railcar repair, and rail logistics from the same facility using the same local teams. Railmark offers its ECOrail® line of biobased, biodegradable rail lubricants made from USA-grown crop oils and have both EPA and USDA designations.



Railmark personnel conducting track inspection and repair on an industrial track in Indiana.



Railmark personnel preparing for maintenance work.

Railcar Repair & Fleet Services

Railmark performs on-site, programmed, mobile or shop railcar repair and fleet services. These include, but not limited to, mobile and shop repairs, railcar modifications & enhancements, railcar storage, railcar cleaning, load inspections, programmed maintenance, and railcar mechanical inspections.



ECORail® Products Division

ECORail® Products Division (www.ecorail.net) – Manufactures and sells high performance, environmentally-safe consumable rail products. These include ECORail® biobased lubricant products: **RAIL SWITCH PLATE LUBRICANT, RAIL CURVE WAYSIDE LUBRICANT, TOP OF RAIL COMPOUNDS, and HYDRAULIC OILS.** The company also offers Full-Service Friction Management Systems, ECOwash™ rail equipment cleaning solution, and ECOdeck™, a special wood preservative for railcar decks and linings, wood rail ties and bridge members.



ECOWash for safely cleaning railroad tank cars and truck tank trailer equipment.



ECODEck is a polymer ceramic nanocomposite technology used for preserving and protecting wood used in railcars as well as wood crossties and bridge members.

ECO-SAFE

ECORail® biobased lubricants include environmentally-safe switch plate lubricants, rail curve wayside lubricants, top-of-rail compounds, and hydraulic oils.

Rail-Centric Accredited Travel Agency

Train Travel, Inc. has provided memorable train experiences to over 3 million guests in its 36-year history through its excursion and tour trains (www.RideOurTrains.com). This subsidiary is a full-service passenger train-oriented tour company, operator, and developer.

The **Key Tours International™** division (www.TravelKeyTours.com) has been recognized as a leading supplier of Amtrak and rail-oriented vacations and is Amtrak's largest tour operator in the western US. Key Tours operates its own branded *Fun Train™* franchise to points in California and Nevada, USA. In addition to rail travel excursions, Key Tours International offers cruises and resort packages for individual travelers and groups.

Key Tours International™ division offers international ecotourism experiences in Africa, international rail tours all over the world, and its unique branded *Origins Tour Africa™* travel experiences.



Key Tours International *Snow Train*



Railmark Around The World

Railmark has railroad operating experience throughout the world and has authored and compiled “Rail Network Development Plans” for dozens of countries in developing nations. As a Rail Economist, Railmark’s principal has performed work for U.S. AID and has presented to a select committee of the World Bank. Railmark’s “Rail-Centric” Economic Modeling and Algorithms are designed to use the most modern of rail network design and operations to add immediate economic and social value to developing economies. Railmark’s experience outside of the U.S. is now approaching 40 countries around the world. This broad experience includes rail network planning, infrastructure rebuilding, operations, railcar refurbishment, track maintenance, rail station design, and economic analysis.

Railmark’s international activities are conducted through **Railmark Africa Limited** and **Railmark Canada Limited**.



Global Reach



Rail Development

Railmark is an accomplished railroad and rail systems developer offering a full range of rail planning, construction, enhancement, and operations services to governments and industrial clients around the world. Railmark employees, associates, and strategic partners work anywhere in the world and currently maintain trade representation in 14 countries.



Mr. B. Allen Brown, Railmark Chairman & CEO, meeting with the Republic of Ghana's former Minister of Transport, the Hon. Mike Hammah.

Railmark has prepared rail economic development plans for over 40 countries and governments and has built a reputation as a noted rail economist and rail authority. Furthermore, Railmark has experience with USAID, the world's premier international development agency, and direct railroad experience in over 40 countries around the world.

Railmark has also developed a strong working experience on the African continent, beginning in 2007 with the government of Ghana in 2007. Railmark has additional rail development strengths in the Caribbean and Latin America.

Rail Development

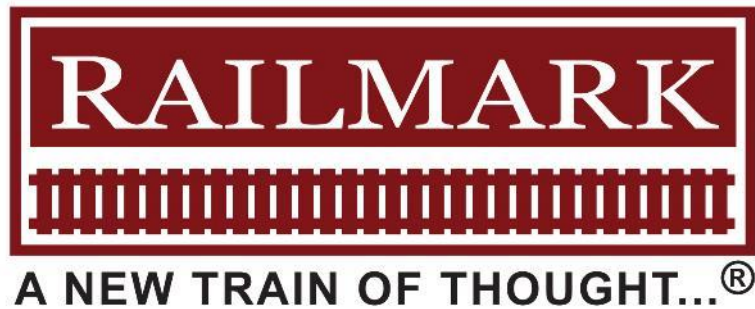
Many organizations around the world can build railways, but Railmark's unique multi-faceted approach supports long term business development while providing societal benefits and financial sustainability. Railmark's proprietary rail development economic model provides the means to quickly achieve a country's rail system goals. Railmark's modern rail systems technology also complements other societal needs such as renewable energy, digital communications, and utility transmission.

Railmark's approach fully utilizes a nation's human and material resources in rail development which results in increased industrial and business development and translates into job creation and a growing economy. Its rail-centric focus provides maximum results in the shortest amount of time. And, in many cases Railmark can locate funding for major projects as financial resources rely on Railmark's expertise and transparency.

Railmark reminds its rail development customers that it is not just the physical aspect of designing and building a railroad network that needs to be focused upon.

“Railmark’s unique rail development approach transforms nations” – B. Allen Brown, Railmark President & CEO

It is this transformation strategy that sets Railmark apart from its international competitors.



www.railmark.com

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