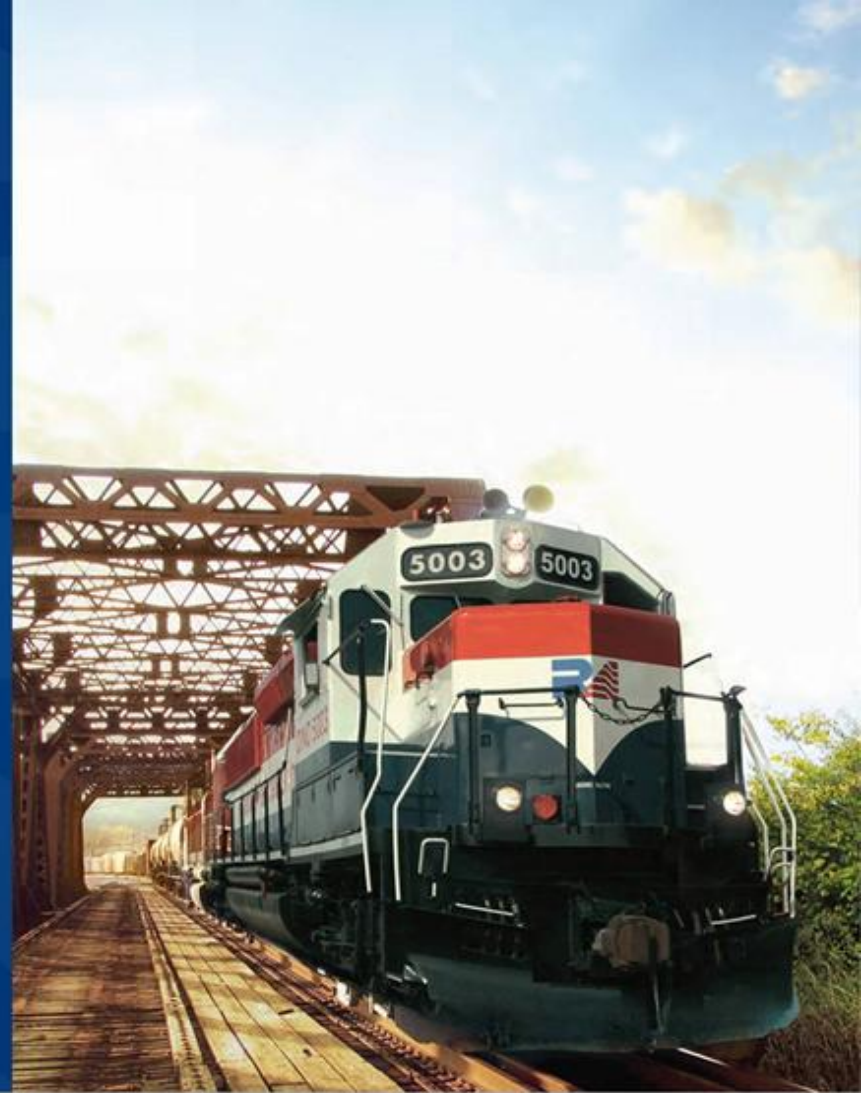


Ventura County Transportation Commission: Port Of Hueneme

November 2, 2012

*Lenny Berz - RailAmerica
Assistant Vice President, Sales & Marketing*



RailAmerica is one of the largest owner and operators of shortline railroads in North America.



- 45 railroads with ~7,500 track miles and 1,807 customers
- Over \$500 million in 2011 revenues
- Geographic / commodity diversification with dynamic market reach
- Atlas Railroad Construction: A leading provider of railroad engineering and construction services
- TransRail North America: (70% Interest)
 - Transloading services company
 - Specializing in bulk material handling
- An experienced management team:
 - Railroad management
 - Bulk terminal management



A photograph of a Union Pacific locomotive, number 5003, pulling a train through a wooded area. The locomotive is white with red and blue accents and has the number 5003 on its front. It is pulling a dark-colored train car. The background shows trees and a clear sky.

45 Railroads in 28 U.S. States and 3 Canadian Provinces

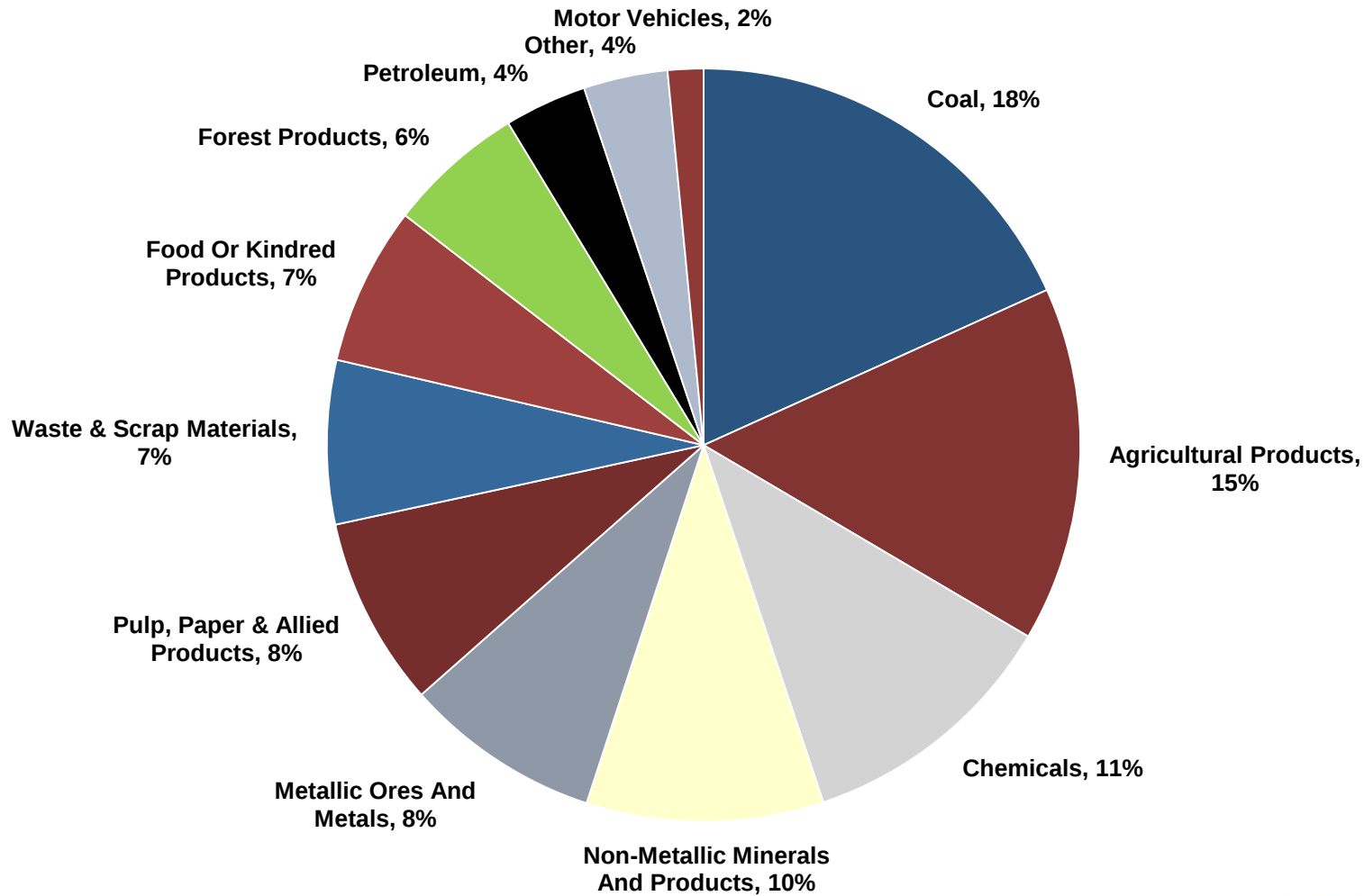


RailAmerica handles a diverse mix of commodities.



Commodity Diversification by Carloads

2011 Freight Carloads by Commodity (Total: 839,960)

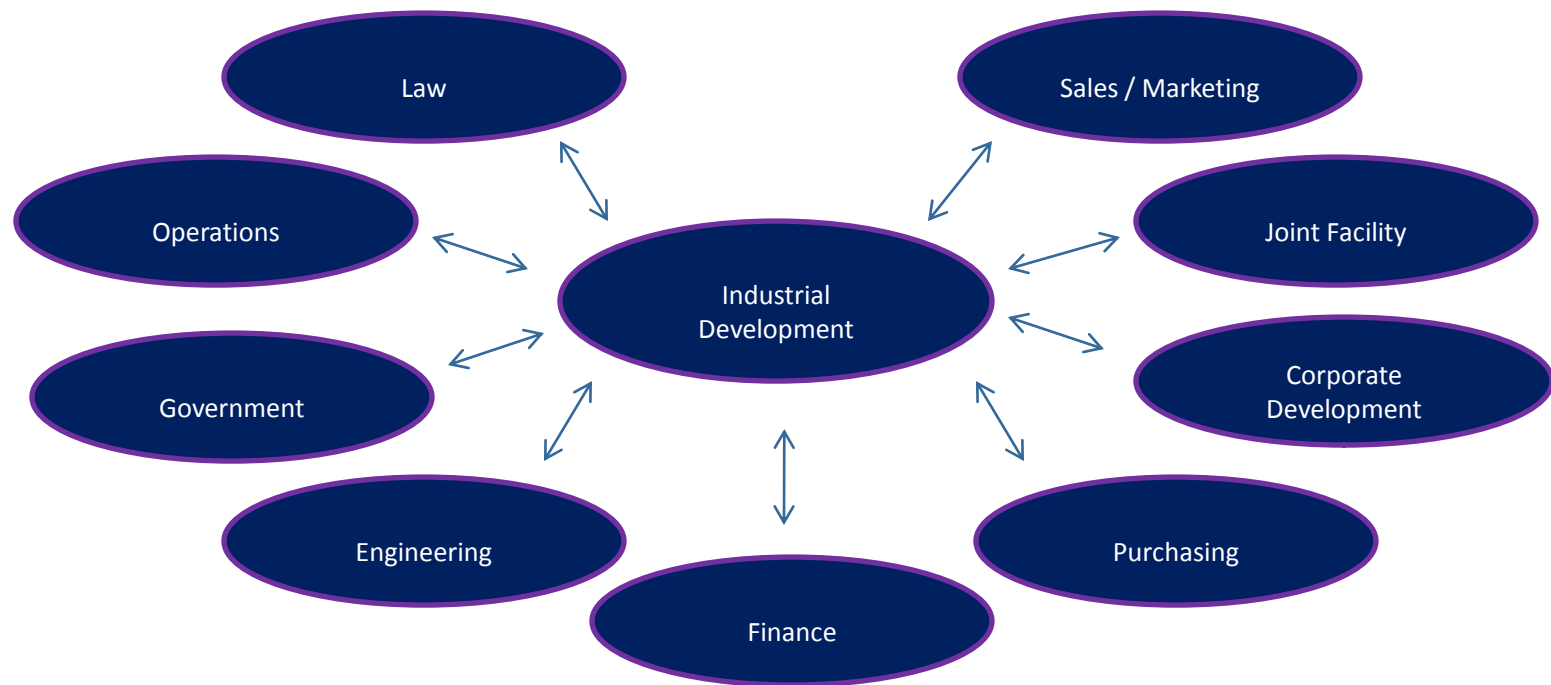


At RailAmerica, Industrial Development is a True Team Sport with UPRR.



ID owns the process, managing projects to closure, but strong communication and teamwork are essential to bringing new industries to RailAmerica.

ID Opportunities and Leads Originate From Internal & External Sources



Our Industrial Development Team is focused on three primary goals.



While projects and opportunities vary greatly, the ID team's primary goals are:

- Locate new industries on RailAmerica's network
- Assist and facilitate existing customer expansion projects
- Identify and develop infrastructure that enables incremental rail business.

Long term growth through new or improved infrastructure!

Continuing to increase the number and quality of projects in our pipeline is critical to future success.



Actions are being taken to increase the pipeline of ID projects:

- Cultivating new and existing relationships with State and Local Economic Development Personnel
- Launching a New Industrial Development Website
- Creating awareness of Industrial Development Programs in the marketplace and internally
- Developing additional industry contacts within targeted market segments.

Team Casting a Wide Net!



A new export grain facility on the Puget Sound & Pacific Railroad (PSAP) promotes efficiencies within the supply chain.



Construction of New Silos



With G&W's recent announcement to acquire RailAmerica, the combined North American footprint will include 108 railroads.



G&W + **RailAmerica** 10 North American Regions



A successful Industrial Development Program is critical to future success.



Industrial Development Initiatives:

- Attract new customers
- Capture new industries / markets
- Develop new products / solutions for the market
- Differentiate ourselves by delivering value to our customers

Thank You for Your Time!