

**Railroad 301
Introduction to Rail Fleet Management****Syllabus**

KEP LLC's Railroad 301 covers the basics of acquiring and managing a fleet of private railcars. The course will provide information on railcar leasing, rail fleet strategy, fleet sizing, maintenance, administration and management.

Railroad 301 is designed for both supply chain professionals and others who are new to rail transportation or have newly acquired the responsibility for a fleet of railcars. The course is also useful for more experienced rail transportation managers who want a refresher on the basics of rail fleet management.

The course takes about two hours including time for questions and discussion.

Course Outline**1. Introduction****2. Railcar market**

- 2.1. Market drivers for new and used railcars
- 2.2. Railcar builders and leasing companies

3. Rail fleet strategy

- 3.1. Railcar supply options
- 3.2. Ownership/lease strategy

4. Railcar lease provisions

- 4.1. Overview
- 4.2. Full service and net leases
- 4.3. Lease termination

5. Rail fleet sizing

- 5.1. Determinants of rail fleet size
- 5.2. Risk management
- 5.3. Sample fleet size calculation methodology

6. Maintenance and maintenance management

- 6.1. Overview
- 6.2. AAR repairs
- 6.3. Preventative maintenance
- 6.4. Key railcar parts
- 6.5. Car repair billing and auditing
- 6.6. Railroad Advanced Technology Safety Initiative

7. Administration and taxes

- 7.1. Railcar administration requirements
- 7.2. Lease administration
- 7.3. Ad valorem taxes

8. Tracking/tracing and fleet management

9. Summary and final questions

Instructor

John Schmitter, President – KEP LLC

John is the President and founder of transportation consulting firm KEP LLC. John works with industrial companies, energy producers and transportation companies on transportation issues including transportation strategy, transportation rate and contract negotiations, rail cost analysis, rail operations, railcar acquisition, leasing, maintenance and management, intermodal transportation, technology acquisition and regulatory issues. He has 30 years of experience in transportation operations, marketing and sales.

Prior to starting KEP, John was Vice President of Business Development at DTE Rail Services, a railcar repair, software and services company. He was Managing Director of Metals & Ores at Southern Pacific Railroad and has held marketing and sales positions in the intermodal and LTL trucking industries. John began his career as a trainmaster for Conrail. John has a MBA from Penn State University and a BS in Business from Northeastern University.