

Improving Fleet Availability and Value

Procor has made industry leading use of on-site repairs, recognizing the substantial impact it can have, improving customer fleet economics and efficiency. With this customer value at stake, we have taken a systematic approach finding and maximizing the potential of on-sites, whether via new locations or expanding capabilities from light to medium repairs. The old adage, "Opportunity is where you find it", has been proven time and time again.

Cost Savings

On-site savings include rail car out-of-service time and empty freight charges, both easily quantifiable, using a few conservative assumptions. Sizing up the savings potential, a single on-site repair may eliminate a 25+ day car shopping cycle. In aggregate, fleet availability and freight savings from on-site repairs quickly add to millions of dollars annually for our customers, and that is before considering the simpler administration, the reduced risk of lost loading opportunities, and the reduced likelihood of bad order delays in transit, plus associated handling fees.

Geographic Coverage

Procor operates the largest repair network in Canada with 17 mini-shops and mobile locations across the country. As a result, we touch over 25,000 cars annually with our on-site capabilities, and over 70% of Procor fleet servicing is completed at on-site locations.

Almost Any Repair, Almost Any Time

Most of our customers have benefited from at least some use of on-site repairs. A key consideration is the scope of services that can be readily performed. There is a wide range of commonly performed repairs, as illustrated below. On-site repair teams have welding equipment, air compressors, valve testing equipment, car jacks, pipe threaders, grinders and many small tools. Additionally, resources and infrastructure at high volume locations may enable on-site tank qualifications.

Early Planning Pays Off For New Locations

If you are contemplating on-site repair capabilities, let us assist you in the early planning states to further your goals. We can work with you to determine the scope of repairs, size-up the appropriate number of car spots, quantify on-site savings and ensure a good fit with your operations. On-site repairs will become an increasingly important solution as major repair shops focus on the rapidly increasing volumes of required tank qualifications that the industry faces in the next five years.

Please speak to your account manager or **contact Jay McGill, Procor's Director, Business Development and Field Operations:** mcgill@procor.com.

