



## AMERICAN RAILCAR INDUSTRIES, INC.

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www.americanrailcar.com

June 2, 2017

We are excited to announce that American Railcar Industries, Inc. (ARI) has begun to manage our railcar leasing business in-house. The sale of our former lease fleet manager, American Railcar Leasing LLC, has been completed. As a result, ARI will directly serve our customers with a complete suite of products and services: railcar manufacturing, in-house sales and lease management, railcar parts, and repair services.

Over the past several years, we have grown our lease fleet to more than 12,000 railcars and further expanded our repair network. Our ability to manufacture high-quality railcars and control our supply chain through our vertically integrated facilities gives us flexibility, knowledge and a competitive advantage to effectively manage and further grow our railcar leasing business.

We are excited to take on this new opportunity to further enhance our service capabilities. As we continue to develop our sales force and lease operations staff, we will strive for a seamless transition and service-excellence.

We also look forward to serving our customers on a more personal level. Based on your feedback, we will align our products and services and deliver the right solution to help you achieve your business goals. ARI's heritage is built on innovation and quality in the railcar industry and we look forward to serving you more efficiently and effectively.

As always, our goal is to listen to our customers' needs, develop the right solutions and deliver high quality service. We look forward to working more closely with you. Please give us a call if you have any questions or if we can help you!

Sincerely,

A handwritten signature in blue ink that reads 'Jeff Hollister'.

Jeffrey S. Hollister  
President and CEO

[jhollister@americanrailcar.com](mailto:jhollister@americanrailcar.com)

636-940-6065

A handwritten signature in blue ink that reads 'John O'Bryan'.

John O'Bryan  
Chief Commercial Officer

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