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Contact: Joanna Klonsky

MK Communications

jkonsky@mkcpr.com, 312.822.0505

New Alliance to Facilitate Green Rail Investment Process

National Railway Equipment Co. and Compass Capital announce new partnership to ease financing of high fuel efficiency, low emissions locomotives

An exclusive new strategic alliance for lease financing between Illinois-based National Railway Equipment Co. (NREC) and Compass Capital Corporation will make investment in high fuel efficiency, low emissions locomotives, known as “GenSet” technology, easier for rail operators and stakeholders, according to a joint announcement from the two companies today.

NREC’s N-ViroMotive locomotive is a world leader in reducing diesel-electric rail emissions, fuel consumption and noise levels for the freight railroad services markets, while surpassing all Environmental Protection Agency emission guidelines by a wide margin. 95% of the N-ViroMotive’s material and labor content is manufactured in the United States. The N-ViroMotive commands over 70% of today’s installed GenSet market, and is poised for dynamic growth with the addition of Compass Capital’s lease financing services.

Compass Capital Corporation, an international asset finance and management company located in San Francisco and Chicago, focuses on arranging and acquiring lease investments in transportation equipment. Compass Capital’s customized leasing services will be designed to provide N-ViroMotive customers with competitive operating lease financing, and will be a major driver in facilitating increased deliveries of N-ViroMotives to industrial, short-line, and regional operators.

“Our price effective lease alternatives will help spur the growth of the N-ViroMotive and allow many more organizations to begin to realize all of its operating and environmental advantages, while providing the investment community with rock solid returns,” said

Mike O’Gara, Senior Vice President of Compass Capital. “We are pleased to align ourselves with NREC.”

“Increasing acceptance of GenSet technology into the passenger commuter and transit industries adds traction to the expansion of the N-ViroMotive line into other railroad services applications, both domestically and internationally,” said Jim Wurtz, NREC vice president. “By providing capital availability, our alliance with Compass Capital ensures the opportunity for more customers to leverage the performance benefits of a world class, environmentally sound locomotive product line.”

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