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LEADING THE INTERMODAL EVOLUTION

DISPATCH NEWS

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SEASONS OF CHANGE

*To everything (turn, turn, turn)
There is a season (turn, turn, turn)
And a time to every purpose, under heaven*

*A time to build up, a time to break down
A time to dance, a time to mourn
A time to cast away stones, a time to gather stones together"
-The Byrds*

With the turning leaves and crisp fall breezes, change is in the air. And with the change in seasons comes a time for us at CIE Manufacturing to take a deep breath and reflect with you on the tremendous journey that we have set upon in 2020, a journey that will only continue as we strive to meet the ever-changing needs of intermodal customers.

First let us officially introduce you to the newest evolution of intermodal from CIE Manufacturing, the Pioneer North American Chassis Line. So, just what is the Pioneer exactly? The Pioneer is a globally sourced, North American made chassis line. It is our answer to these uncertain economic times and was created to keep our promise to the North American chassis customer that we remain fully committed to meeting their container chassis needs at every level, and we will continue our mission to bring the safest, highest quality products to the intermodal market.

The integral planning for the Pioneer began in 2019 with the completion of our Pioneer prototype design by our engineers and a needs assessment of our facilities and production teams. The expansion and upgrade of our East Coast and West Coast facilities was completed to the exact specifications required for full-scale production capability. At our Emporia, Virginia location for example we have expanded to a 43-acre footprint, the CIE Manufacturing Industrial Complex, where we are proud to offer previously rare high-quality production jobs.

CIE MANUFACTURING RECOGNIZES THAT EACH CUSTOMER HAS UNIQUE NEEDS AND OFFERS THREE DIFFERENT WARRANTY SPECIFICATIONS.

FINAL THOUGHTS

In both locations CIE has now begun production of 40' and 40/45' chassis models exclusively but will soon begin expansion into production of other models. What sets the Pioneer apart? CIE Manufacturing recognizes that each customer has unique needs and offers three different warranty specifications - 5 year, 7 year, or 10-year for the customer who understands true low cost of ownership over the life of the chassis. With customizable solutions in a North American made chassis line CIE Manufacturing is well-positioned to meet any customer demand and maintain our vital role in the transportation industry.

The road has certainly not been an easy one, full of unexpected twists and turns with the onset of COVID-19 and the challenges that come with a project of this magnitude. We simply could not have done it without the foundation of CIEM, our employees, who came to work each day as essential employees, underwent specialized training, and will continue to drive the growth of our production lines.

We invite you to follow us as we continue our journey to evolve and adapt to the ever-changing intermodal landscape. To everything there is a season, and as the seasons continue to change, so must we all.

