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## Miller Ingenuity Announces Multi-Million Dollar Deal with Major Class 1 Railroad

### Customer Cites not Just the Product, but the Ability of Miller Ingenuity's Staff in Signing the Multi-Year Partnership

June 19, 2015...Winona, MN...Miller Ingenuity, a railroad industry-related manufacturer located in Winona, Minnesota, announced today a multi-million dollar multi-year parts deal with a major Class 1 railroad. The customer credits not only the superior products as a reason for partnering with Miller Ingenuity, but also the expertise and problem-solving ability of its entire staff. (Due to contract restrictions the name of the customer cannot be specifically named.)

“Today was a great day. I know we have the best and brightest working at Miller Ingenuity, but when we have a loyal customer come to us and say I want to work with you more because of the dedication your team has shown to inventiveness, partnership and best practices – you can’t beat that,” said Steve Blue, President and CEO of Miller Ingenuity. “Our team proves again that American manufacturing invents and produces the best products in the world.”

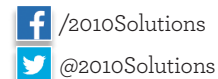
The customer, a leading United States freight transportation company, explained that the collaborative ability of Miller Ingenuity’s team was the major reason in engaging Miller. Miller Ingenuity has worked in unison with their staff “on the ground” and at their headquarters to problem solve leaking gear cases on their locomotives. When motor gear cases leak and run dry, they lock up, resulting in a “set-out” (broken down locomotive on the tracks). A down train is very costly in terms of downtime not only to the freight company, but also for the customer for whom the freight will now be late for delivery.

“At Miller Ingenuity, we are a culture by design with self-directed work teams and LEAN principles through 100 percent of our company. It is mandatory for ALL employees to spend 20% of their day discussing ways to better service our customers and improve on our own internal processes,” said Randy J. Skarlupka, Miller Ingenuity Vice President of Operations. “This new deal is a reflection of our culture and it is so rewarding to see everyone’s hard-work pay off in one of the company’s largest contracts to date.”

The opening of Miller Ingenuity’s Creation Station, a Google-like think-space within a factory, in late 2014 is a physical manifestation of the company’s culture by design. Formerly part of the company’s warehouse, the new flexible workspace is designed for both large and more intimate presentations, trainings and meetings and facilitates problem solving internally and externally via live video feeds with clients. The high-tech space is a first of its kind in Minnesota and for the U.S. manufacturing industry.

#### SNAPSHOT

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#### ABOUT MILLER INGENUITY:

Miller Ingenuity is a transportation component solutions company based in Winona, MN. For more than 60 years, thanks to its founder “Rudy” Miller who invented a product that revolutionized rail transport, the company has demonstrated the ability to conceptualize, design, produce and deliver transportation parts that meet the current and emerging needs of the industry. Miller Ingenuity’s continued innovations are driven by three core motivations: to take on customer challenges, to think more creatively about solutions, and to be everyday heroes to their customers.

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