

Winning Work for Erie

DECISION TREE:

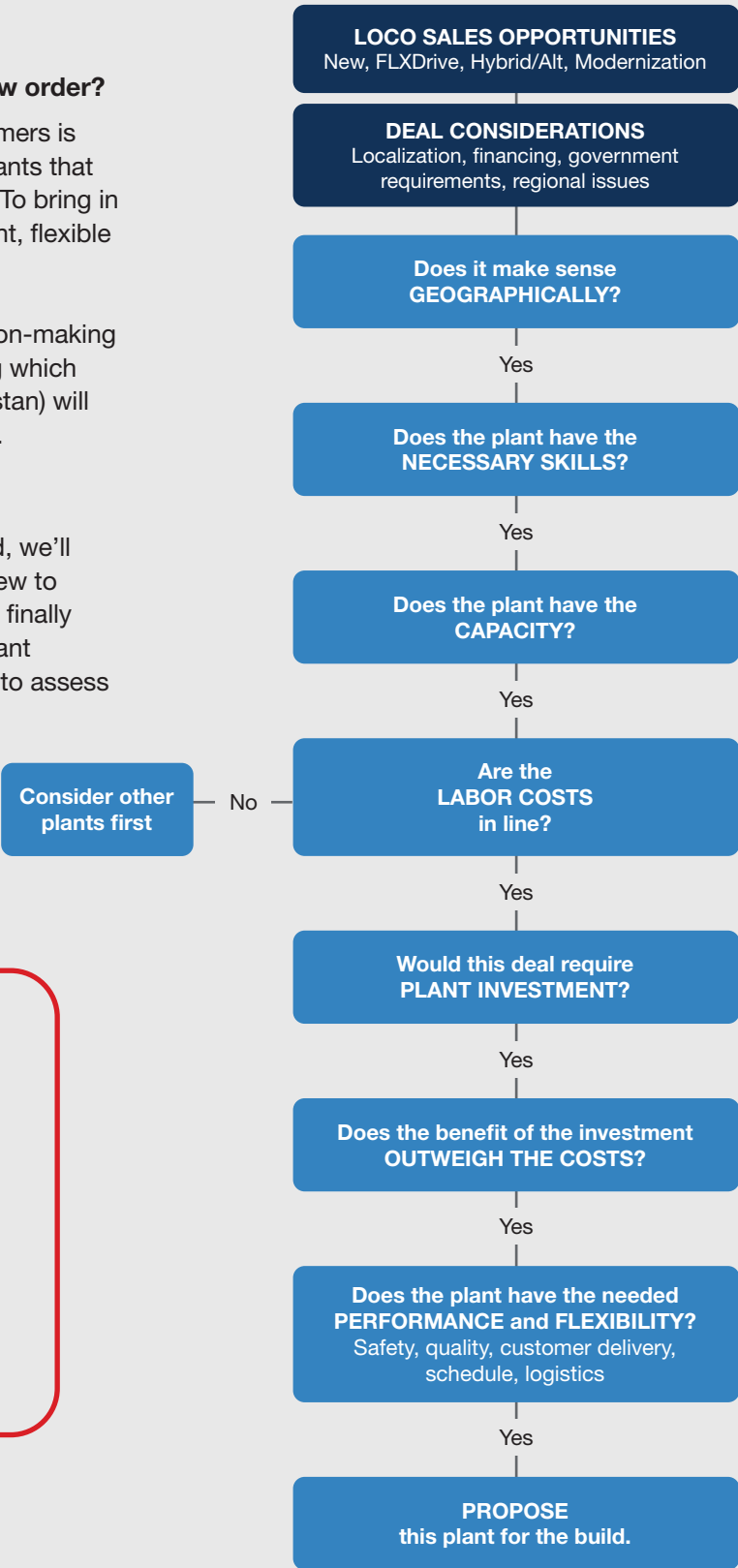
Which plant will manufacture a new order?

While getting new orders from customers is good for the company overall, the plants that complete the work benefit the most. To bring in work for Erie, we need to stay efficient, flexible and competitive.

This decision tree outlines the decision-making process when Wabtec is determining which plant (Erie, FW, Brazil, India, Kazakhstan) will manufacture a new locomotive order.

Does the deal make sense for us?

After a plant is proposed for the build, we'll then go through a business deal review to ensure the deal makes sense, before finally assigning the build. Even after the plant assignment, leadership will continue to assess most appropriate build location.



If Erie is too expensive, or if we don't know that the work can be completed here without interruption, we're less likely to get the build.

