

BLUFF MANUFACTURING ENHANCES CUSTOM RAIL BOARDS

Rail dock board improves efficiency for companies shipping or receiving via railway

FORT WORTH, TX – January 25, 2010 – Many companies throughout the United States rely on rail transportation to receive materials and distribute products. Because most rail sites are built to different specifications, and many products require special considerations, the process of efficient loading and unloading can be challenging.

Bluff Manufacturing, Inc. (www.bluffmanufacturing.com), which produces high quality dock, warehouse and industrial safety equipment, is addressing this challenge with its portable steel rail boards – an ideal solution for bridging the gap between railcars and loading docks.

Although designed for use on *all* types of railways and boxcars, including refrigerated and special cars for the lumber and the paper industries, Bluff Manufacturing *customizes* each rail board to match the specific dock conditions – including elevation, height, width, forklift capacity, and distance to the loading dock.

According to Bluff Manufacturing President Clark Smith, this customization improves safety and can result in greater operational efficiency.

“We do not subscribe to the one-size-fits-all approach, which is why customization is part of our standard service,” explains Smith, noting the company also offers customized yard ramps, dock boards, dock plates, dock levelers and CrashGuard warehouse safety products. “We realize the speed at which companies are able to move materials and products have a direct correlation to profits. A minor adjustment or slight alteration to the rail board during the fabrication stage ensures a perfect fit and makes all the difference in the world.”

Although Bluff Manufacturing has been producing custom rail boards for decades, it recently took the process a step further with an international paper company by conducting an onsite evaluation of the Bluff rail boards currently being used. After seeing the company’s railcars and collecting additional information, Bluff Manufacturing was able to modify the design and build a rail board that according to the customer, “fits like a glove.”

Bluff Manufacturing’s portable steel rail board is easy to use and specially designed to allow the safe transition from the loading dock to the railcar, either with a forklift or manually. Built to withstand heavy use and extremely durable, the rail board features:

- All welded steel construction
- Capacities from 15,000 to 80,000 pounds
- Rectangular or flared design
- Box understructure for strength and safety
- Heavy-duty drop ring for safe, secure positioning
- Heritage lifting options including lift loops or lifting chains
- NEW lifting option: Speedy slots (secure drivers in their seats)

For more information about Bluff Manufacturing products or to place an order, call toll free 1-800-433-2212 or go to www.bluffmanufacturing.com.

About Bluff Manufacturing

For more than 40 years, Bluff Manufacturing has been recognized as an innovative leader in the fabrication and design of high quality dock, warehouse and safety equipment. Bluff Manufacturing is the only company to meet the American National Standards Institute's (ANSI) MH30.2 standard, ensuring the highest quality products and providing customers with the greatest possible value. Based in Fort Worth, Texas, Bluff Manufacturing serves the entire U.S. through a national distributor network, and the company's 12 distribution warehouses ensure quick delivery of the company's entire product line including yard ramps, dock boards, dock levelers, wheel risers, and safety barrier product CrashGuard. For additional information, contact Bluff Manufacturing at toll free (800) 433-2212 or www.bluffmanufacturing.com.

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