SHRP2 R16 Peer Exchange

U.S. Railroads

MIAMI - September 13-14
Background

• Genesee & Wyoming Started in 1899 as a 14-Mile Railroad
  – Serving a Single Customer in Upstate New York
• 1985 G&W Began Expanding and Acquiring Short line Railroads
  – Focused on Diversification in the Industry
• Today
  – G&W Serves More than 2,000 Customers
  – Has Over 15,000 miles of Track
  – Operates in 5 Countries
  – In the United States alone G&W operates in 41 States

Edward Laton Fuller, great grandfather of Chairman Mortimer B. Fuller III, purchased the Genesee & Wyoming Railroad in 1899. His legacy began as a 14-mile, short line railroad built to transport rock salt from a mine in Western New York.
Challenges

• Growing Pains
  – How to Maintain an Excellent Level of Service?
  – How to Adhere to Government Rules and Regulations?
  – How to Maintain Railroad Autonomy and History of Service?
  – How to Conform New Lines to Standards without Breaking the Bank?

• Regulations
  – Positive Train Control
  – FRA Database and Record Keeping
  – Plans Management

• Maintenance
  – How do you Maintain Assets on a Shortline Budget?
  – How do you Manage Public Funded Projects with Minimal Staff?
    • How do you ensure Compliance with FRA and FHWA?
Opportunities

• G&W has made Safety our No. 1 Priority
  – Safety with Our Employees
  – Safety with Our Neighbors and the Communities we Serve

![Industry-Leading Safety Graph](image)

*G&W results include April 2015 acquisition of Freightliner Group

• We Can Always Do Better
  – How do we Partner with Local Agencies?
  – How do we Build Trust with our Partners?
  – How do we Create a Safer Environment for the Outside Public?
Path Forward

- G&W has Invested in Centralized Support
  - Engineering Services
    - Bridge Design and Planning
    - Engineering Testing & Inspection
    - Structures & Mechanical
    - Public Projects
- Public Projects is our Newest Addition to the Team
Public Project Department Initiatives

• Facilitate the Movement and Compliance of Public Funded Projects
  • Section 130 - “Rail-Highway Crossings Program
  • Overhead and Under grade Bridges
  • Milling and Paving
  • Adjacent Roadway Work
  • Crossing Closures

• Provide a Single Point of Contact for Outside Parties

• Establish a Public Project Playbook

• Establish Confidence and Repair Strained Outside Party Relationships

• Lower Project Cost While Increasing Quality

• Standardize Project Management and Reporting
Vision

• Create an Environment Where G&W has a Positive Established Presence of Safely Serving the Outside Public
• Provide Reliable Results and Establish Confidence in G&W Handling of Public Funded Projects
• Retains the Shortline Attitude of Customer Service and Support
• Lower Impact to the Communities we Operate in
• Enhanced Partnership with Outside Parties
• Increased Compliance to Rules and Regulations
Additional Questions/Concerns?