

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



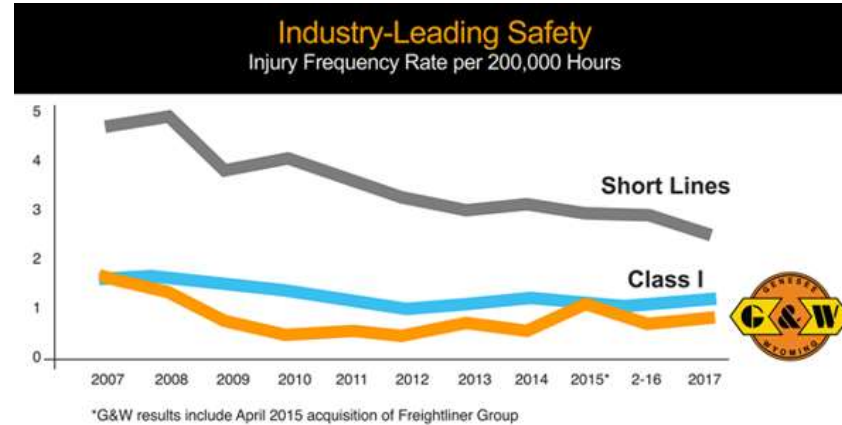
Edward Laton Fuller, great grandfather of Chairman Mortimer B. Fuller III, purchased the Genesee & Wyoming Railroad in 1899. His legacy began as a 14-mile, short line railroad built to transport rock salt from a mine in Western New York.

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



- 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



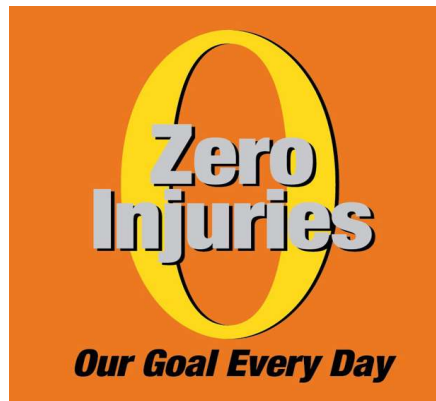
Public Project Department Initiatives

- 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?

