



# Freight Partners Update

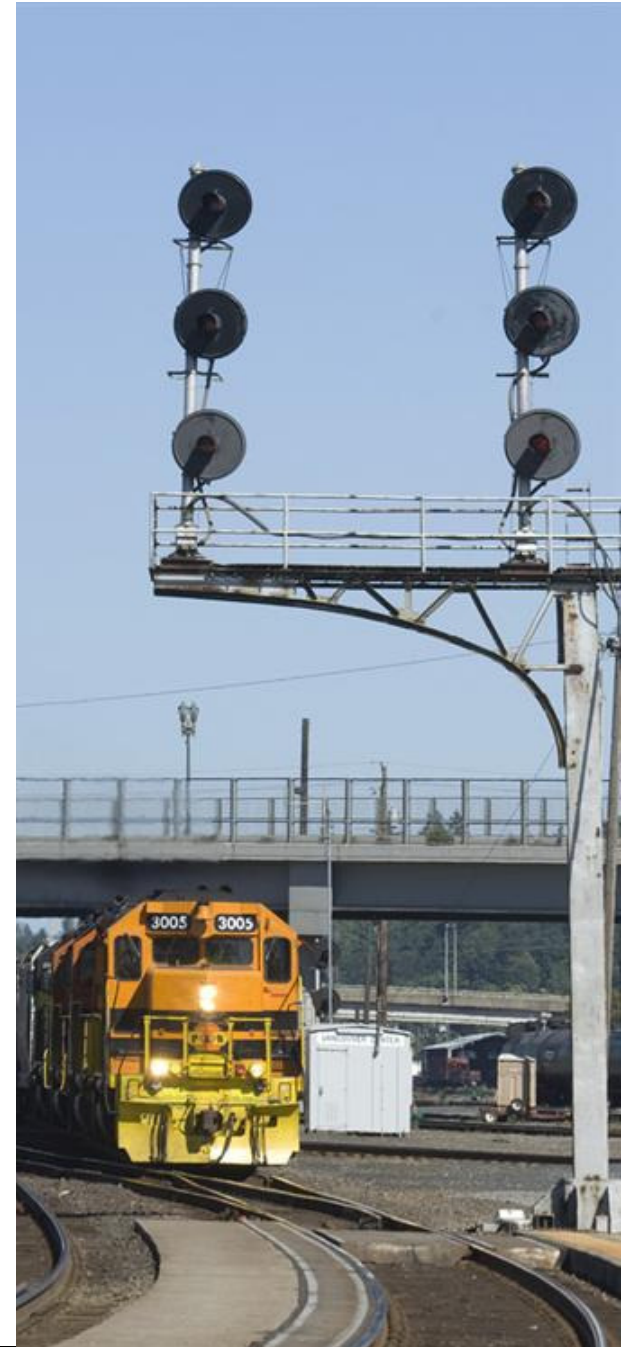
AASHTO - SCORT Washington Meeting  
February 18, 2015

Jerry Vest, Senior Vice President, Government & Industry Affairs  
Genesee & Wyoming Railroad Services Inc.



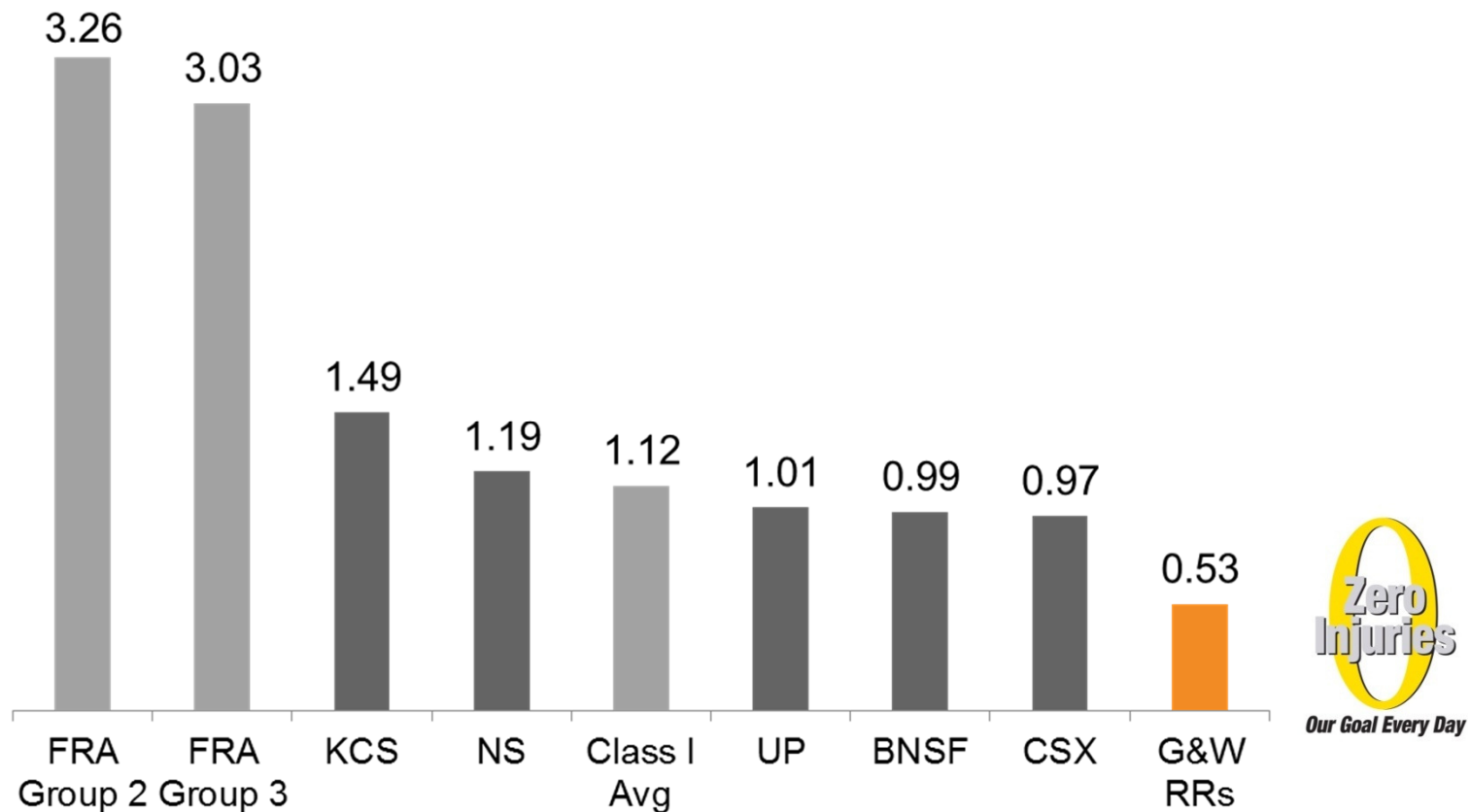
# Our Core Purpose

To be the  
**safest and  
most respected**  
rail service  
provider  
in the world.

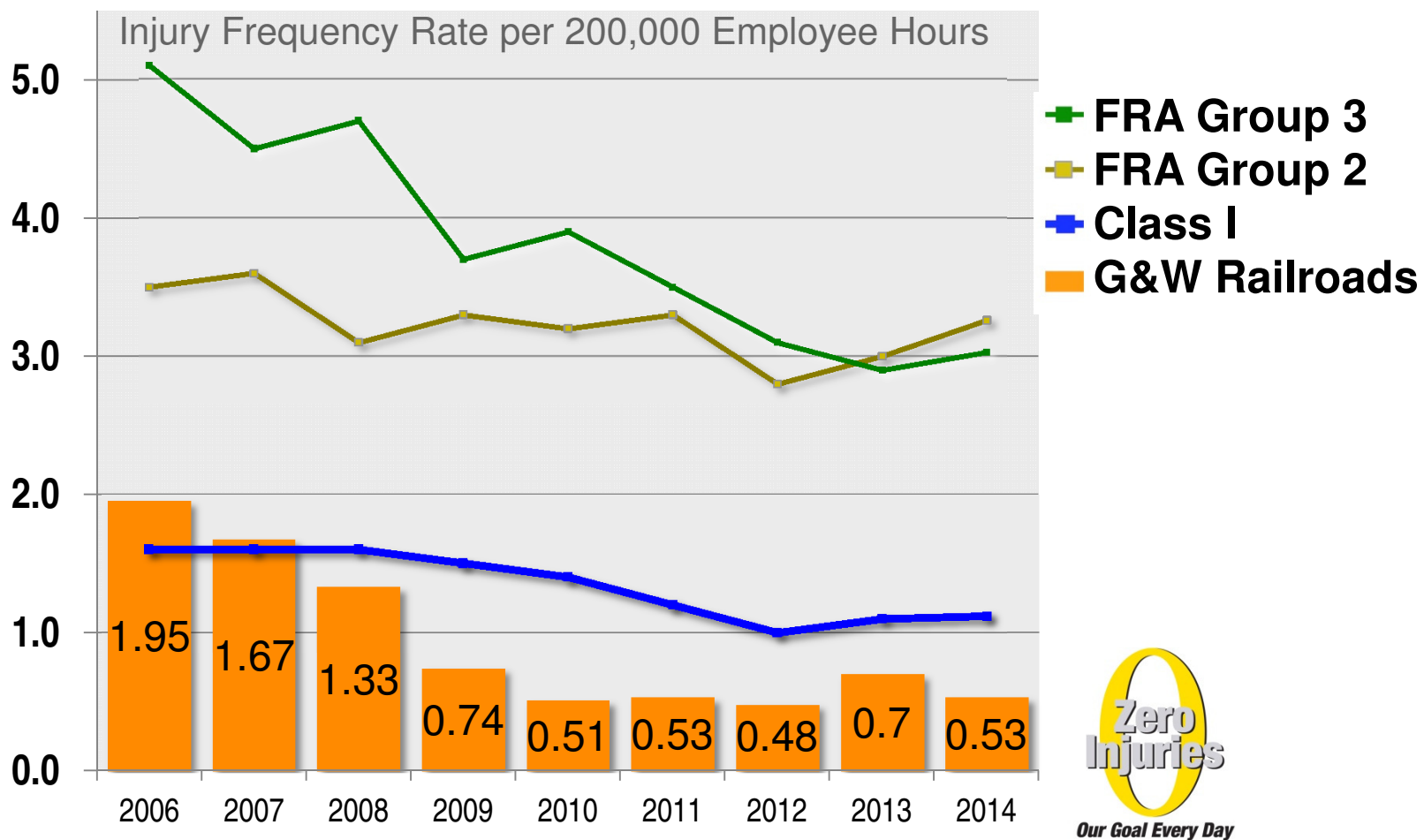


# Industry-Leading Safety Performance

2014 Injury-Frequency Rate per 200,000 man-hours  
G&W through December; others through November



# U.S. Rail Industry Safety Performance



2014 G&W data is through December; others through November

## G&W Operating Strategy: Safety & Customer Service

- **101** of **116** G&W railroads were injury-free in 2014
- Injury frequency rate nearly **6x** better than U.S. short line average; better than any large (Class I) U.S. railroad
- Nearly **200** industry safety awards in last three years
- Customer satisfaction **outscores** trucking and overall rail industry in all four biennial surveys since 2007
- G&W's highest-rated attributes by customers are **safety** and **professionalism**

## 2015: The Year of Reauthorizations?

- MAP 21
- Rail Safety Improvement Act of 2008
- Surface Transportation Board

## Short Line Tax Credit

***“It was a glorious twelve days”***

One year extension of numerous tax credits  
signed into law by President Obama on  
December 19, 2014

Expired on December 31, 2014

## The Importance of the Short Line Tax Credit

The real importance is to the customers and communities that only have a short line railroad to connect to the national rail freight network.

- Overcoming inherited deferred maintenance
- Seamlessness to Class I Carriers “286k”
- A part of supporting capacity improvement (weight, speed, track)



# Short Line Railroads and Network Capacity

## *A Case Study: Chicago, Ft. Wayne & Eastern*



- Chicago, Ft. Wayne & Eastern Railroad (CFE): 281 main line miles of track, 55 employees and 16 locomotives. Headquarters in Ft. Wayne.
- An agreement with NS to improve and utilize this line for six trains a day, to provide relief to its Chicago Line between Toledo and Gary.
- Systematic outreach to state and local officials.

# Short Line Railroads and Network Capacity

## *A Case Study: Rapid City, Pierre & Eastern*



- Rapid City, Pierre & Eastern Railroad (RCPE): 660 main line miles of track, 190 employees and 50 locomotives Headquarters in Pierre.
- With careful coordination with connecting Class I railroads, and investments to upgrade the railroad, significant increase in grain carloads dispatched off-line.
- Weekly communications to federal and state officials.



***Our Goal Every Day***