



# Genesee & Wyoming and the Bay Line Railroad

Introduction 2019



# Introduction

- Genesee & Wyoming - A few things you may not know
- Bay Line Railroad
- Some railroad industry knowledge
- Some of the best commodities for rail
- How G&W and/or the BAYL can help you

1

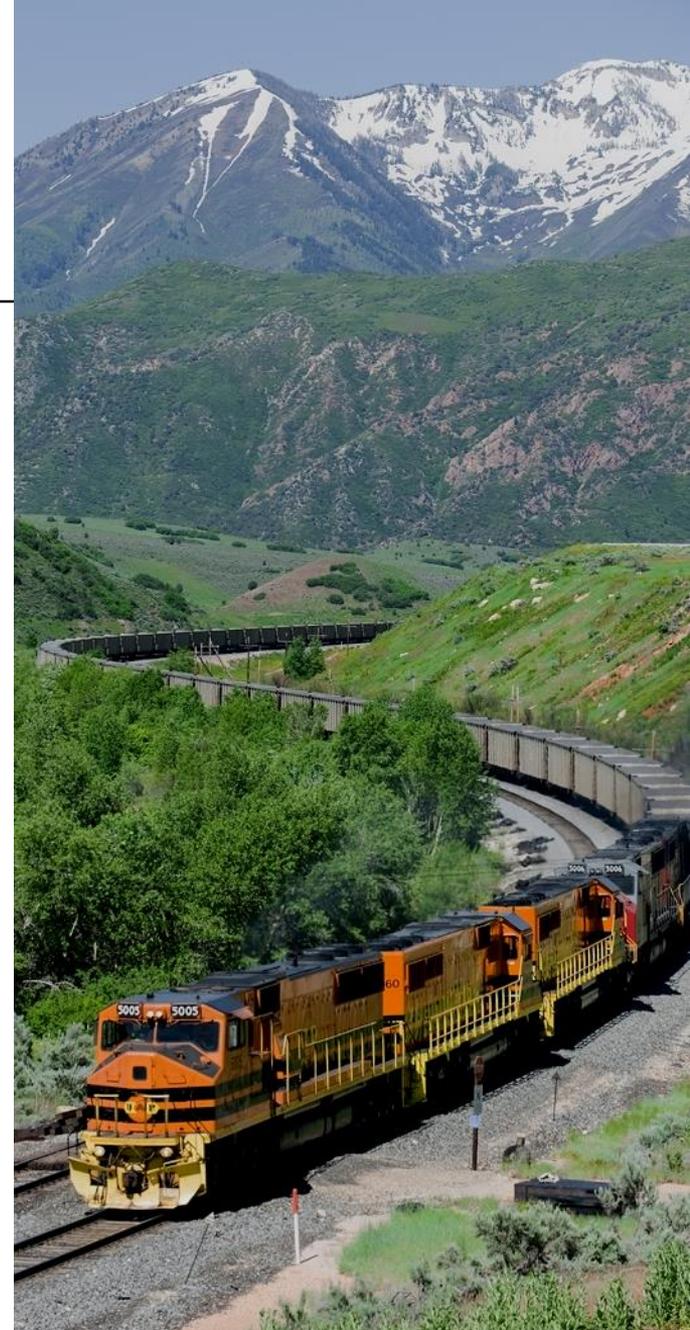
The “Wyoming” in Genesee & Wyoming doesn’t refer to the state of Wyoming but to a county in Upstate New York





# Overview: Genesee & Wyoming

- **Customers:** 3,000
- **Carloads:** ~ 3.3 million annually
- **People:** 8,000 worldwide
- **Railroads:** 120 railroads  
with ~16,000 track miles
- **Equipment:** >1,350 locomotives



# North American Operations



# Significant Port Railroad Franchise

G&W subsidiaries serve more than 40 major ports on three continents. Scope ranges from North American and Australian ports served by our railroads, to providing “last mile” rail services within Europe’s busiest container port; from municipal port authorities that choose to lease their railroads to the company under long-term contracts, to Freightliner’s complete “dock-to-door” service transporting maritime containers from major U.K. ports through to end delivery

Ports served include:

- Adelaide, South Australia
- Amsterdam, Netherlands
- Antwerp, Belgium
- Baton Rouge, Louisiana
- Bremerhaven, Germany
- Bremerton, Washington
- Brunswick, Georgia
- Cannock, United Kingdom
- Cincinnati, Ohio
- Corpus Christi, Texas
- Darwin, Australia
- Davisville, Rhode Island
- Felixstowe, United Kingdom
- Fernandina, Florida
- Galveston, Texas
- Goderich, Ontario
- Grays Harbor, Washington
- Hamburg, Germany
- Hamilton, Ontario
- Hueneme, California
- London Gateway, United Kingdom
- Lubeck, Germany
- Mare Island, California
- Mobile, Alabama
- New Haven, Connecticut
- New London, Connecticut
- Olympia, Washington
- Panama City, Florida
- Port Augusta, South Australia
- Port Hawkesbury, Nova Scotia
- Port Lincoln, South Australia
- Port Pirie, South Australia
- Port Westward, Oregon
- Portsmouth, Virginia
- Port Lavaca-Point Comfort, Texas
- Providence, Rhode Island
- Quebec, Quebec
- Rostock, Germany
- Rotterdam, Netherlands
- Savannah, Georgia (2)
- Southampton, United Kingdom
- St. Joe, Florida
- Sydney, Nova Scotia
- Thevenard, South Australia
- Tilbury, United Kingdom
- Trois-Rivieres, Quebec
- Whyalla, South Australia
- Wilhelmshaven, Germany
- Wilmington, North Carolina



# Bay Line Railroad



# Bay Line Railroad

**Miles (Owned or Leased):** 154

**Interchanges:**

CSX (Cottondale, FL and Dothan, AL)

Hilton & Albany Railroad (Hilton, Ga.)

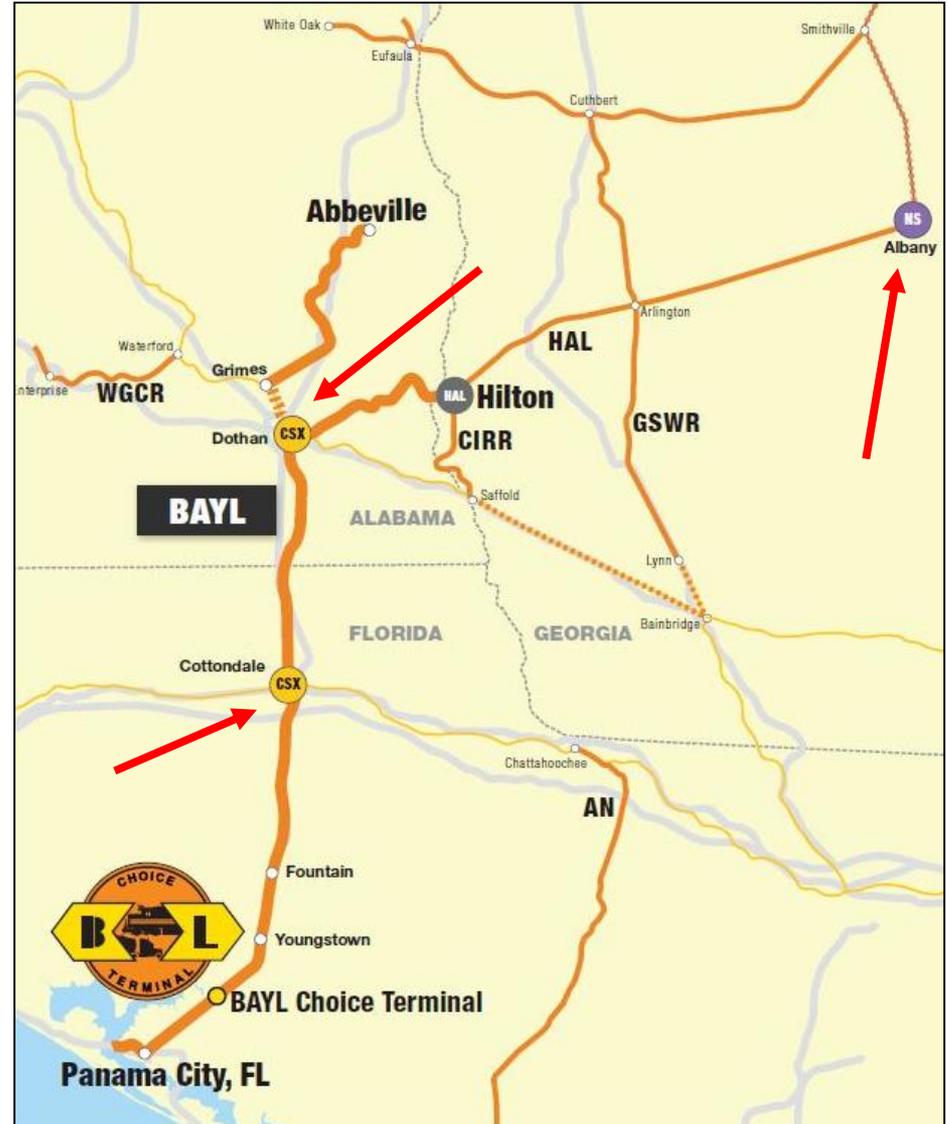
NS (Albany, GA)

**Capacity:** 286k

**Commodities:** Aggregates, Chemicals, Coal, Food and Feed Products, Forest Products, Metallic Ores and Minerals, Steel and Scrap

**Railcar Storage Available:** Yes

Acquired by G&W in 2005





# Bay Line Railroad

## Access to Inland Port Terminal



### BAYL Choice Terminal Information:

- Railcar Spots: 20 with room for expansion
- 5 acre staging area
- Approx. 13 miles to the Port of Panama City
- The Choice Terminal is available for all traffic (not just Port related movements)

# How it works... Transload



## Transloading:

- The process of transferring a shipment from one mode of transportation to another. It is most commonly employed when one mode cannot be used for the entire trip.
- A way to offer shippers rail service when they are not located on a railroad.
- Typically, an all-in, inclusive rate can be provided to cover all services.



# Bay Line Railroad

## Access to Inland Port Terminal

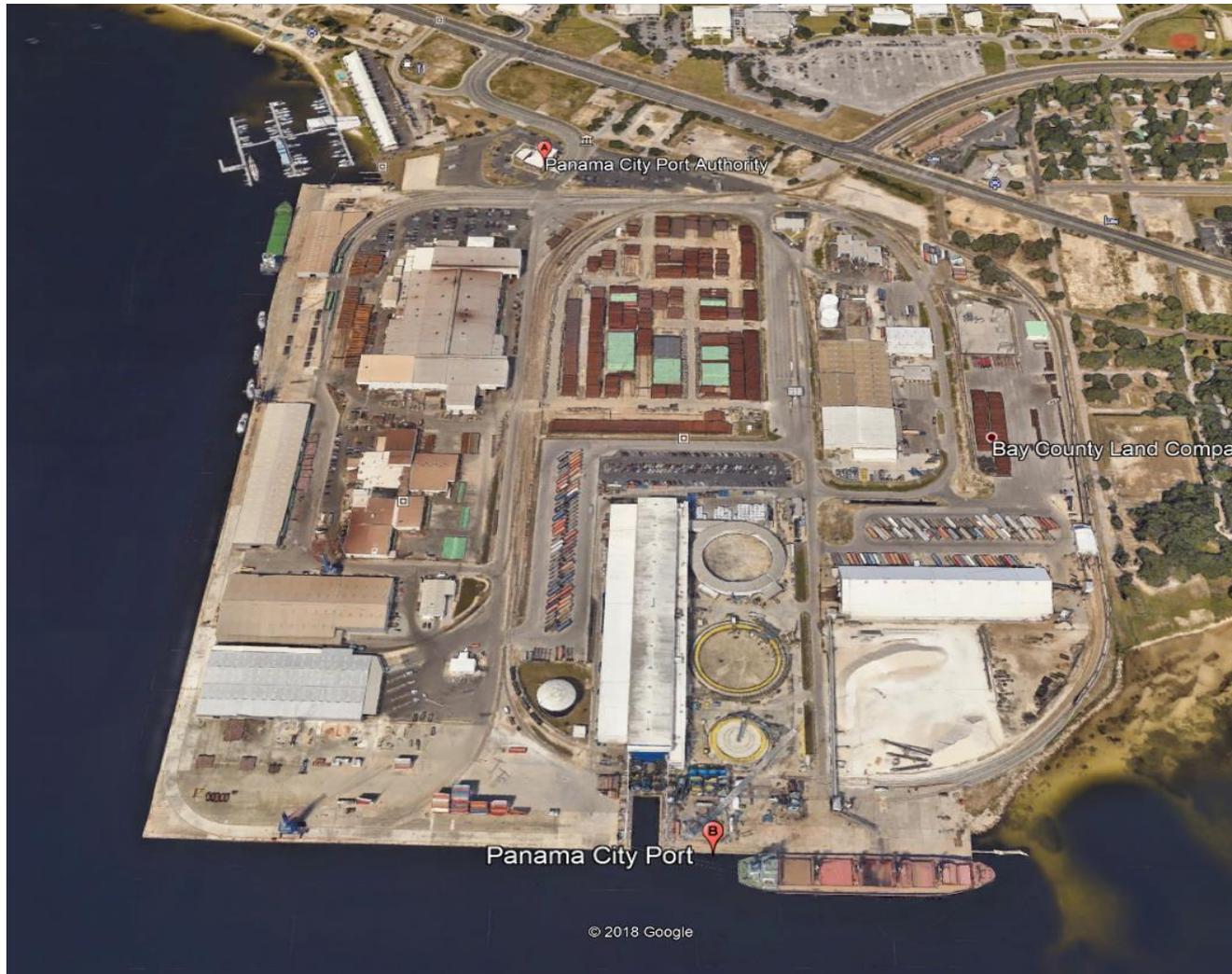


- 125 acres of shovel-ready rail-served industrial sites and 250K sq. ft. of warehouse space
- 100K sq. ft. warehouse space currently available
- 54 acre certified through Gulf Power
- Opportunity to build or receive Unit Trains, 4,500 feet of main spur with capabilities of expansion



# Bay Line Railroad

## Access to Panama City Port Authority



# **Railroad Industry Knowledge**

# The Railroad Industry...



**Class I Railroads**



**Short Line Railroads**

- There are ~233,000 miles of rail in the United States.
- Class I Railroads make up 130,000 miles of that track.
- While 500+ short line railroads make up 103,000 miles



# The Railroad Industry...

**In the United States, the classes of the railroad industry are based on revenue:**

**Class I:** Based on “having annual carrier operating revenues of \$467 million,” the Class I railroads are BNSF, Canadian National, Canadian Pacific, CSX, Kansas City Southern, Norfolk Southern and Union Pacific

**Class II:** Called Regional Railroads “having revenues less than \$467 million” and greater than \$37 million. Montana Rail Link and Florida East Coast are examples.

**Class III:** Termed as a Short Line “having revenues less than \$37 million.”

# A little more about the industry...

## Class I Railroads:



Are known for the long haul transportation of commodities with as few stops in between as possible.

Measure themselves on how fast they move freight from **Point A** ←————→ **Point B**

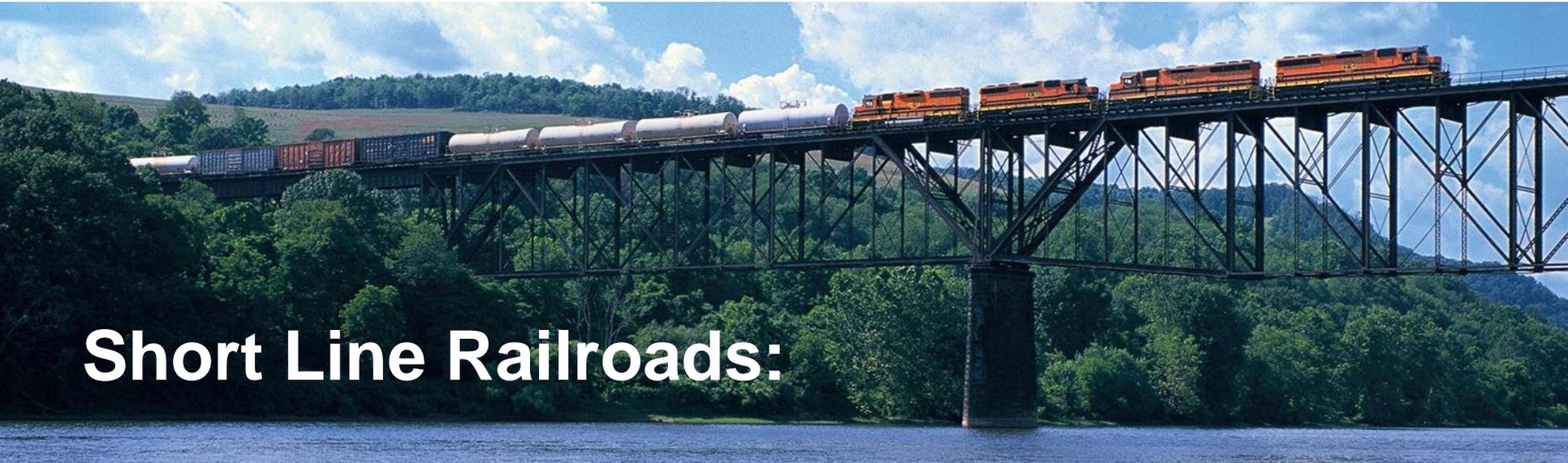
# A little more about the industry...

## Short Line Railroads:



Provide the short-haul connection between the customer and the Class I railroad, the “first and last mile”. Dual connectivity is very desirable as they allow the customer rail choices – which in most instances lowers transportation costs and increases service.

# A little more about the industry...



## Short Line Railroads:

Take many smaller customer shipments and group them together – making them more desirable to a Class I – allowing these shipments into the Class I rail system.

**Some of the  
Best  
Commodities for  
Rail**

# Types of commodities...



Rail transportation is cost effective when the commodity is dense, heavy and traveling extended distances.

**Furthermore, anything that ships by truck could ship by rail.**

# Types of commodities...



Dry, granular products that flow easily such as cement and flyash are shipped in **covered hoppers.**

# Types of commodities...



Cars and trucks are shipped  
in **auto racks**.

# Types of commodities...



**Flatcars** are used for lumber products, steel and pipe, to name a few.

# Types of commodities...



The largest and heaviest loads such as military vehicles, transformers, specialized equipment, logs and coiled steel are moved on **flatcars**.

# Types of commodities...



Coal, coke, scrap metal, iron ore and other aggregates are moved by **gondola cars**.

# Types of commodities...



Chemicals, petroleum fuels, lubricants and other liquefied products are placed in **tank cars**.

# Types of commodities...



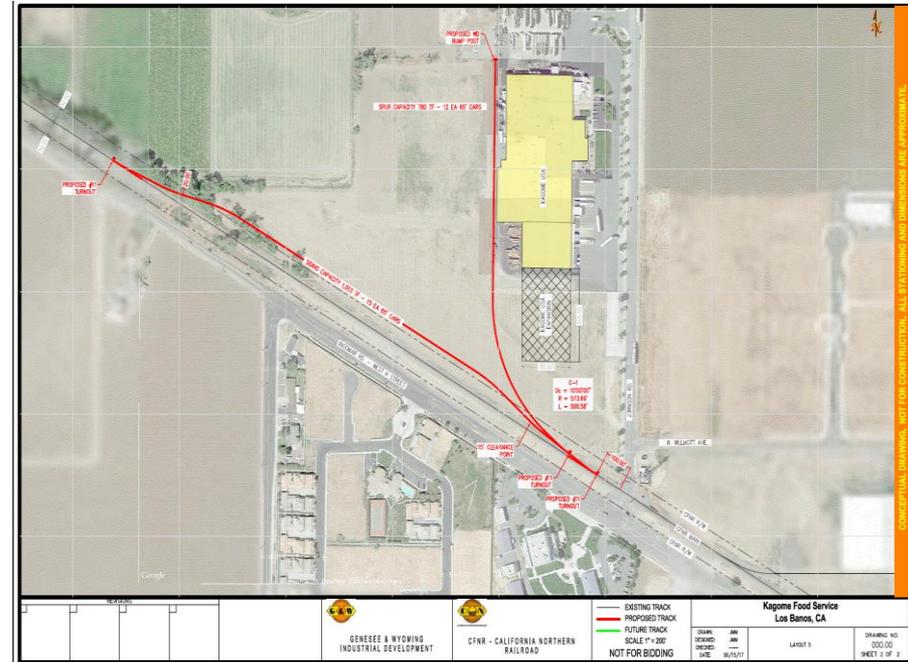
**Boxcars** are used to move brick and concrete block or any product that is stackable or bagged.

**How G&W and/  
or the BAYL can  
help you**

# Some of the services we offer



- Design Services
- Site evaluation
- Database of available properties
- Estimated costs
- Freight rates
- Other resources to help facilitate your rail business



# Contact Info



**Kirk Bedford, General Manager**

**(850) 785-4609**

**[kbedford@gwrr.com](mailto:kbedford@gwrr.com)**

**James Hiefner, Assistant General Manager**

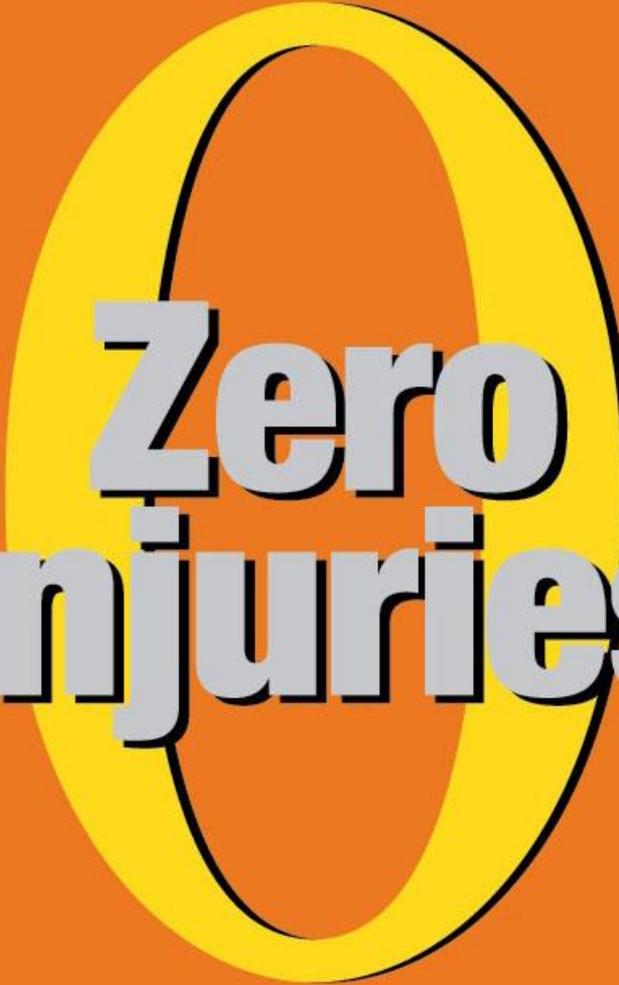
**(334) 792-0970**

**[james.hiefner@gwrr.com](mailto:james.hiefner@gwrr.com)**

**Donnie Mason, Director – Sales and Marketing**

**(904) 900-6287**

**[donnie.mason@gwrr.com](mailto:donnie.mason@gwrr.com)**



**Zero  
Injuries**

***Our Goal Every Day***