

Stepping Up! for Our Communities



Indiana & Ohio Railway Ups Service to Help Procter & Gamble Produce More Hand Sanitizer

An effective killer of viral and bacterial particles, hand sanitizer is critical in the fight against coronavirus. Genesee & Wyoming's Indiana & Ohio Railway (IORY) plays a key role in meeting increased demand for the product across the region by closely supporting its manufacturing.

IORY delivers inbound fatty and cyclic alcohols to the Procter & Gamble (P&G) production facility in Lima, Ohio. The two alcohols, which are main ingredients in most hand sanitizer formulas, are transported by rail from a Shell plant in New Orleans. IORY takes the shipments in Cincinnati for final delivery.

"We've served P&G for many years, but as a result of the pandemic, our team has been providing extra weekend switches to accommodate P&G's increased production of hand sanitizer," says Bill Henderson, assistant vice president of marketing and sales for IORY and other G&W short lines. "Several times over the last month, we've also expedited railcars from Cincinnati so that P&G can generate sanitizer more quickly."

IORY General Manager John Keffer says that he and P&G's transportation manager are in constant communication from the moment additional service is requested until delivery.

"IORY always does whatever they can to help P&G when we require urgent or special shipments," says Tony Fries, inbound transportation leader for P&G's North American transportation operations. "We appreciate the agility."

Keffer also acknowledges the cooperation of IORY conductors and locomotive engineers. "Our team understands the importance of working extra shifts and going beyond the call of the duty," he says. "And in turn, IORY is doing everything it can to keep our team safe and healthy – from including health measures in job briefings, to limiting exposure so that no more than four people are in a crew room at a time, to sanitizing offices, locomotives and other high-touch areas regularly."

IORY safely and efficiently services customers along 548 miles through Indiana, Michigan and Ohio, transporting primarily chemicals, farm products, lumber, paper and steel. The railroad was acquired by G&W in 2012.



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