

Moving the Materials That Make Your Infrastructure Project



Why Work with a G&W Railroad?

- Safe, reliable and cost-effective service from local management teams empowered to make decisions
 - First- and last-mile routes, plus solely-G&W routes
 - Short- and long-term projects
 - Full unit trains or single-railcar shipments
- 100+ freight railroads in 42 U.S. states and service at 30+ ports in North America
- Hauled 500,000+ carloads of aggregates, cement and structural steel since 2019
 - Unloading locations range from permanent facilities with unit train capacity to short, underutilized spur tracks adapted for low-cost use
- Service offerings include industrial site selection and expansion; transloading; and railcar storage and repair
- Large portfolio of suppliers and distributors and relationships with every Class I railroad and other rail partners
- Dedicated business development team and track-design specialist

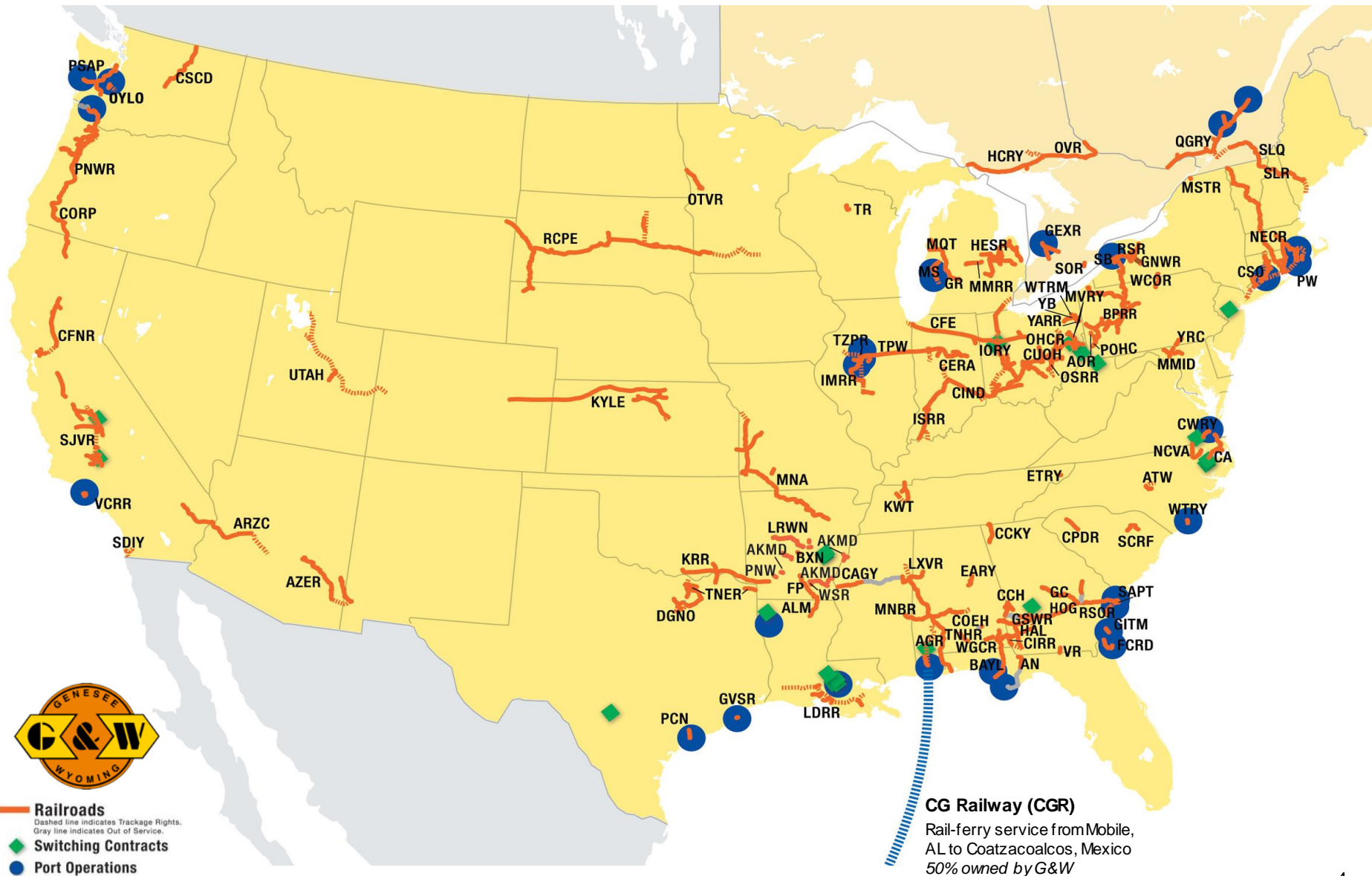


G&W Worldwide



- **115**
Railroads
- **7,300**
Employees
- **3,000**
Customers
- **13,000**
Track Miles
- **2.4**
Million
Carloads

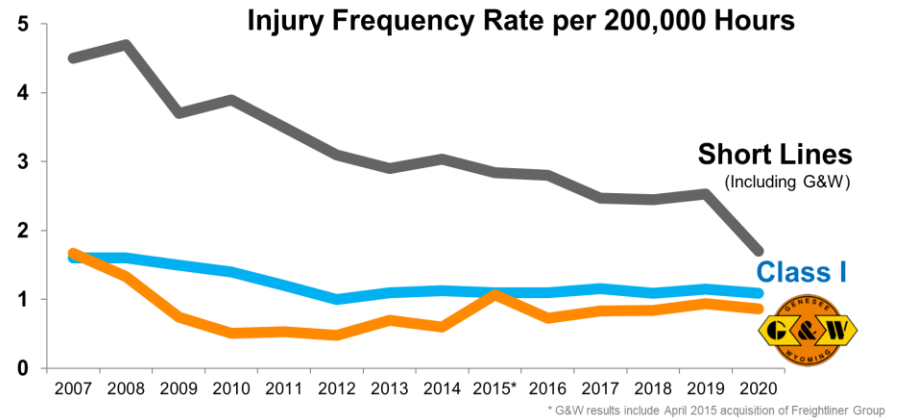
G&W North America



A Focus on Safety & Service

Core Purpose

To be the
safest and
most respected
transportation
service provider
in the world



G&W's Decentralized Operating Philosophy

Five regions with strong local management backed by centralized corporate staff support

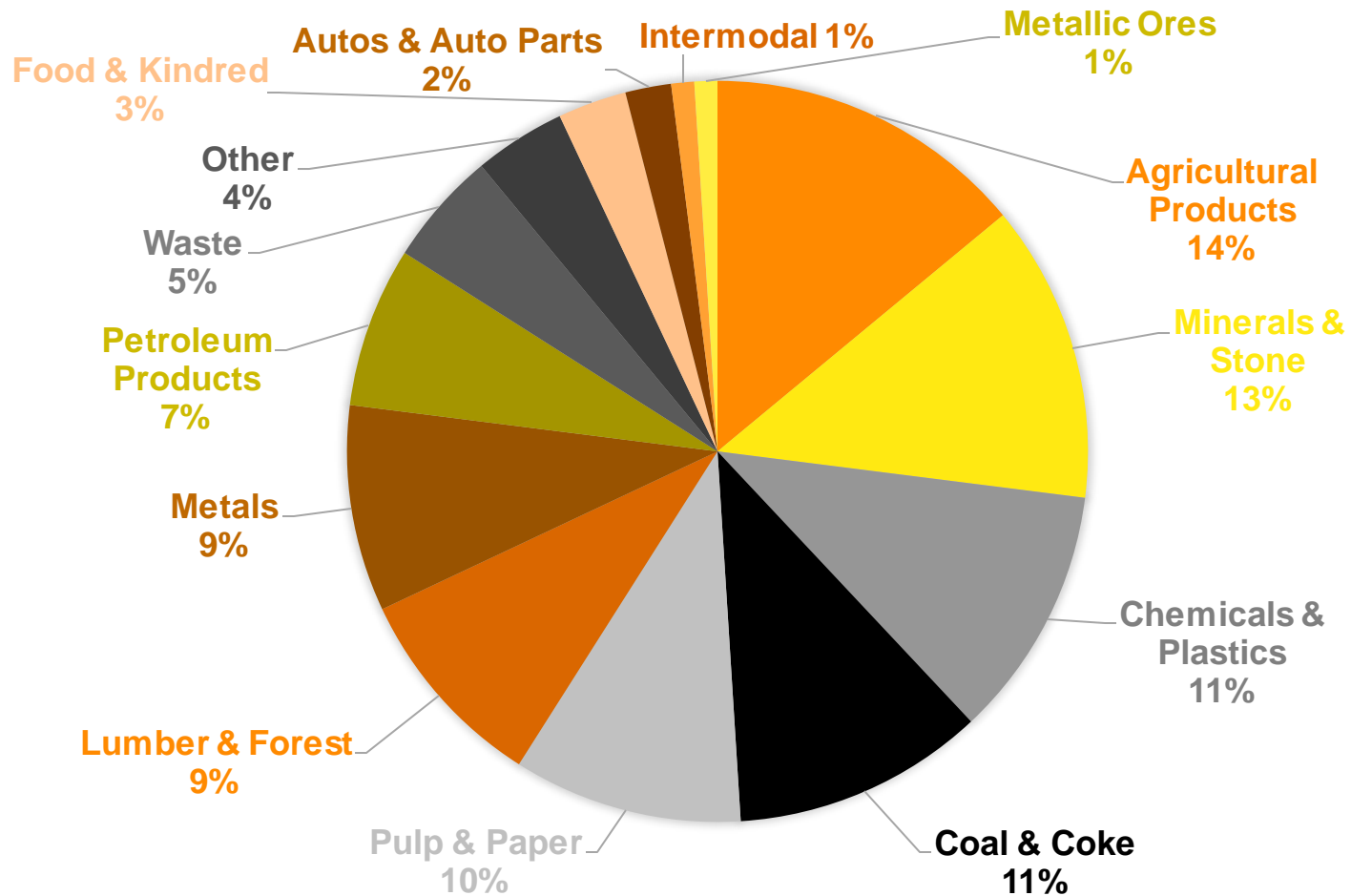
- Continuous Safety Improvement
- Focused Regional Marketing
- Lower Operating Costs
- Efficient Use of Capital

Our local focus is key to G&W's strong safety and customer-satisfaction results



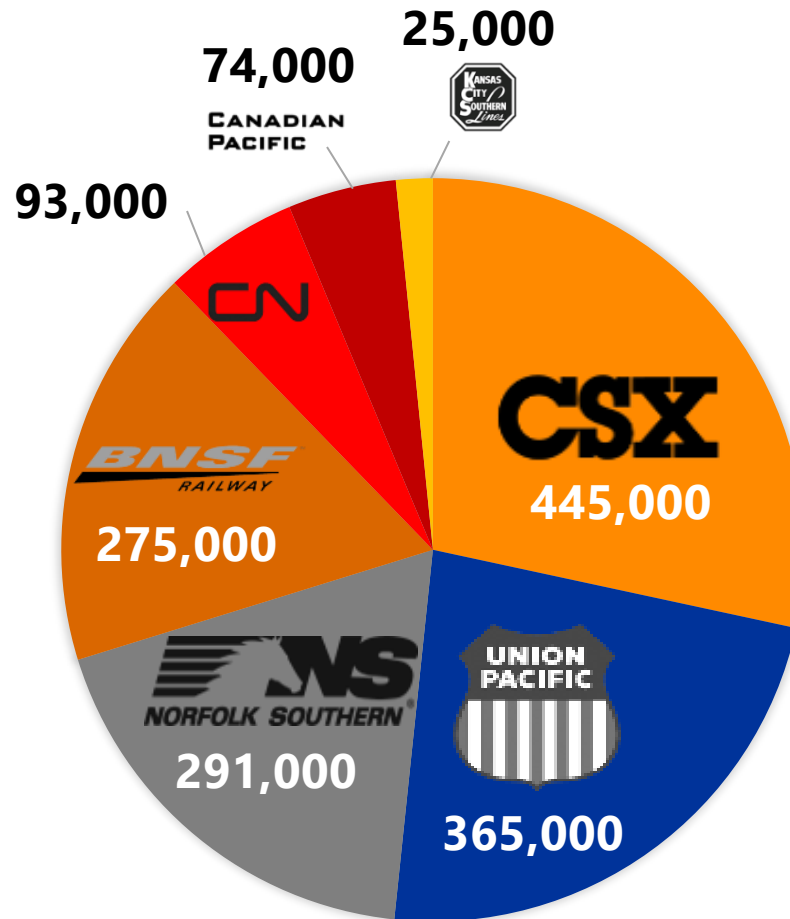
Carload Diversity

2021 G&W North America Carloads by Commodity



Short Line Railroads: "First & Last Mile" to the Customer

1.5 Million Carloads Interchanged with Class I Railroads in 2021



Successful Service to Construction Material Producers & Distributors



16 Aggregate Quarries / **19** Aggregate Terminals

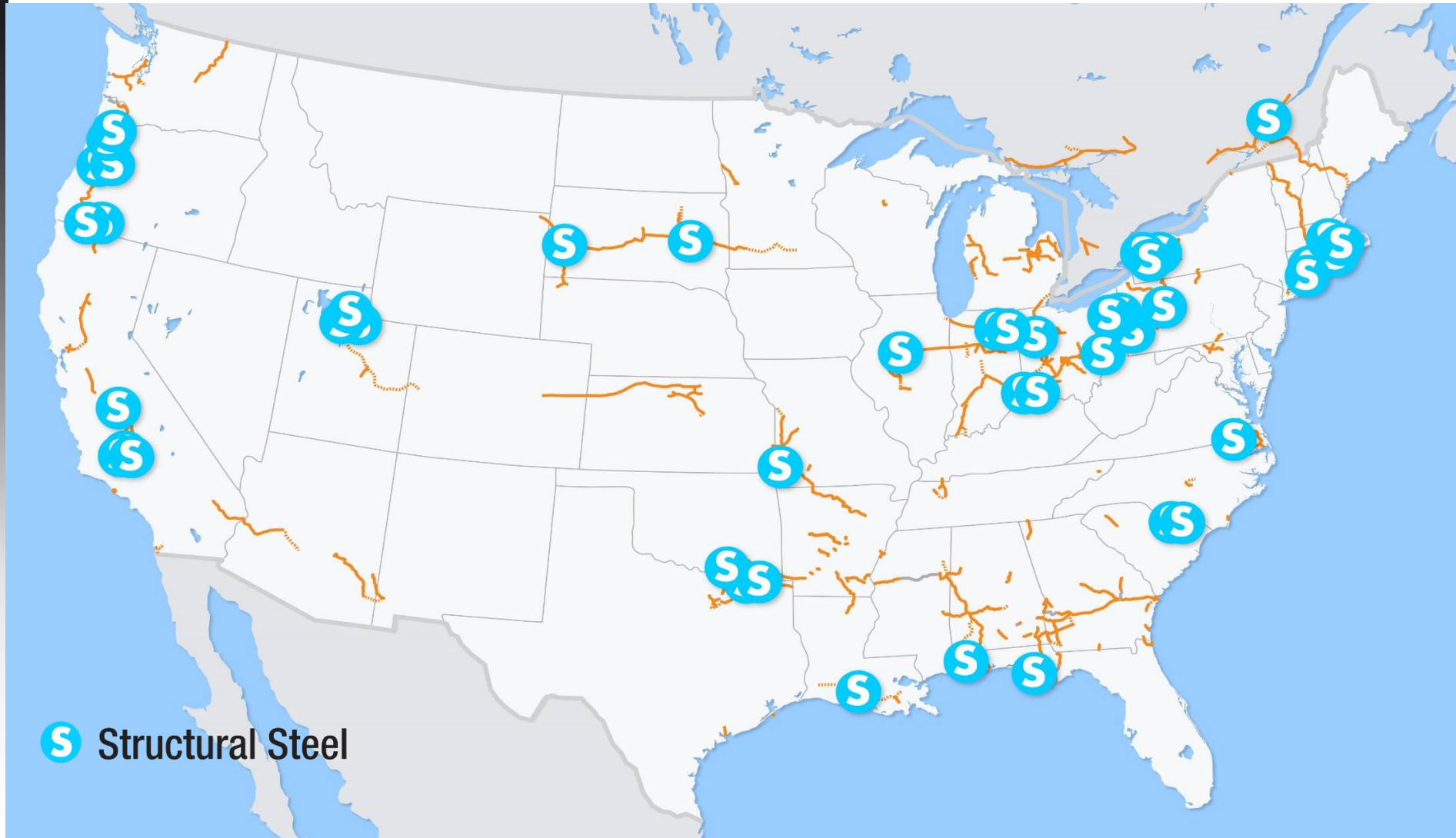
6 Cement Producers / **26** Cement Terminals

8 Structural and Rebar Steel Mills / **43** Service Centers

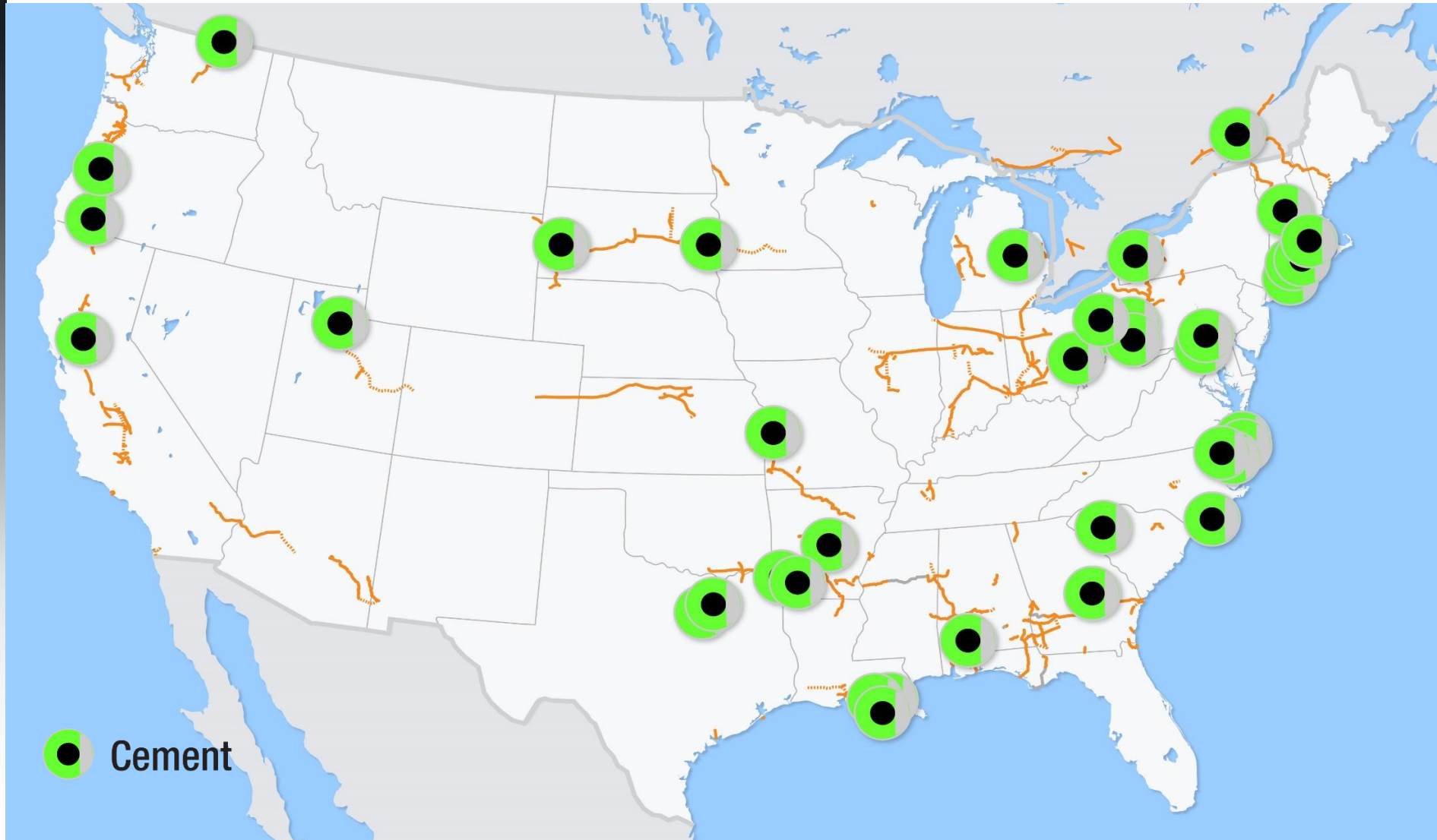
4 Landfill sites (dirt, construction and demolition debris)

Add your company to this list!

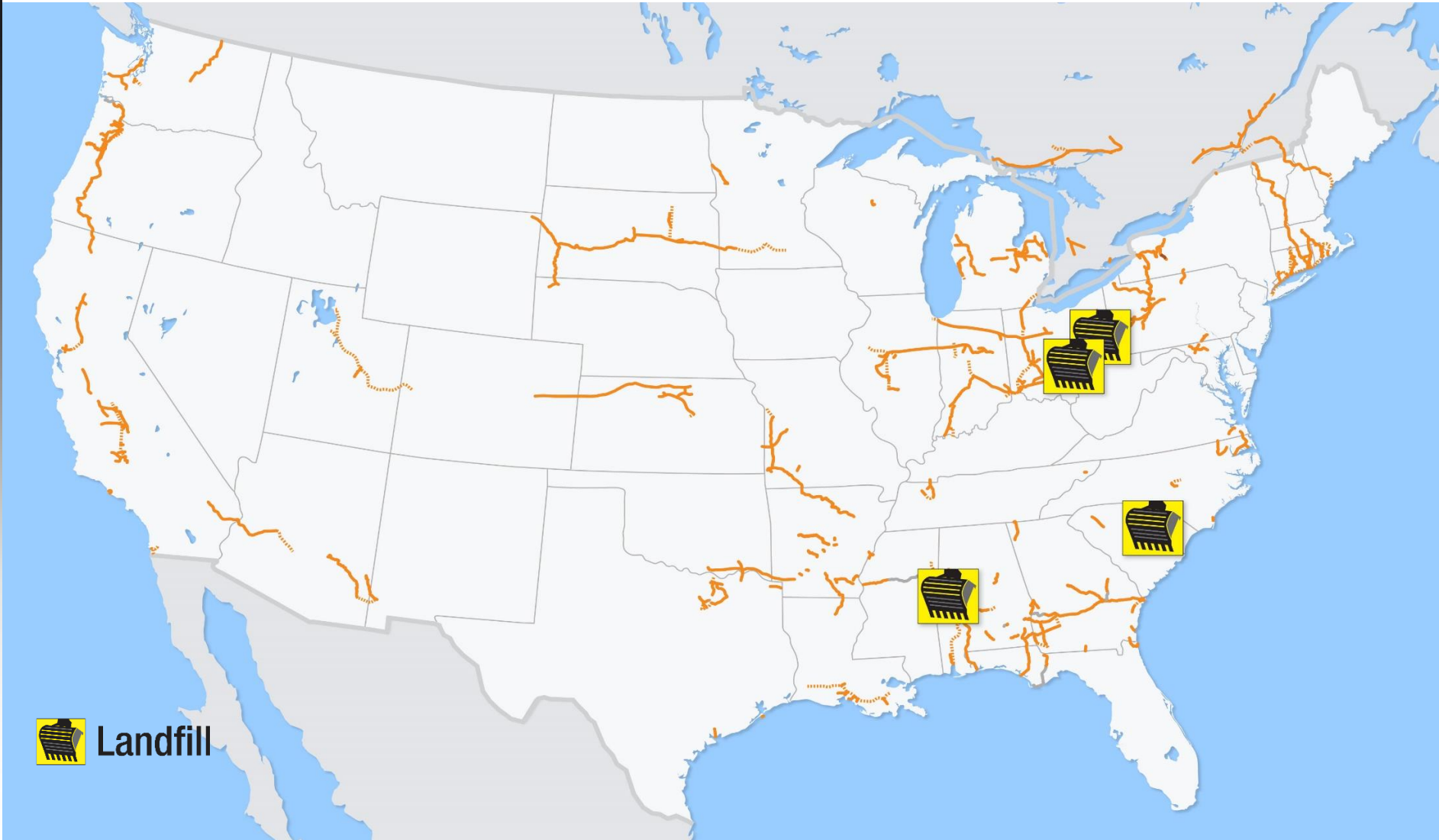
Experience with Construction-Related Commodities



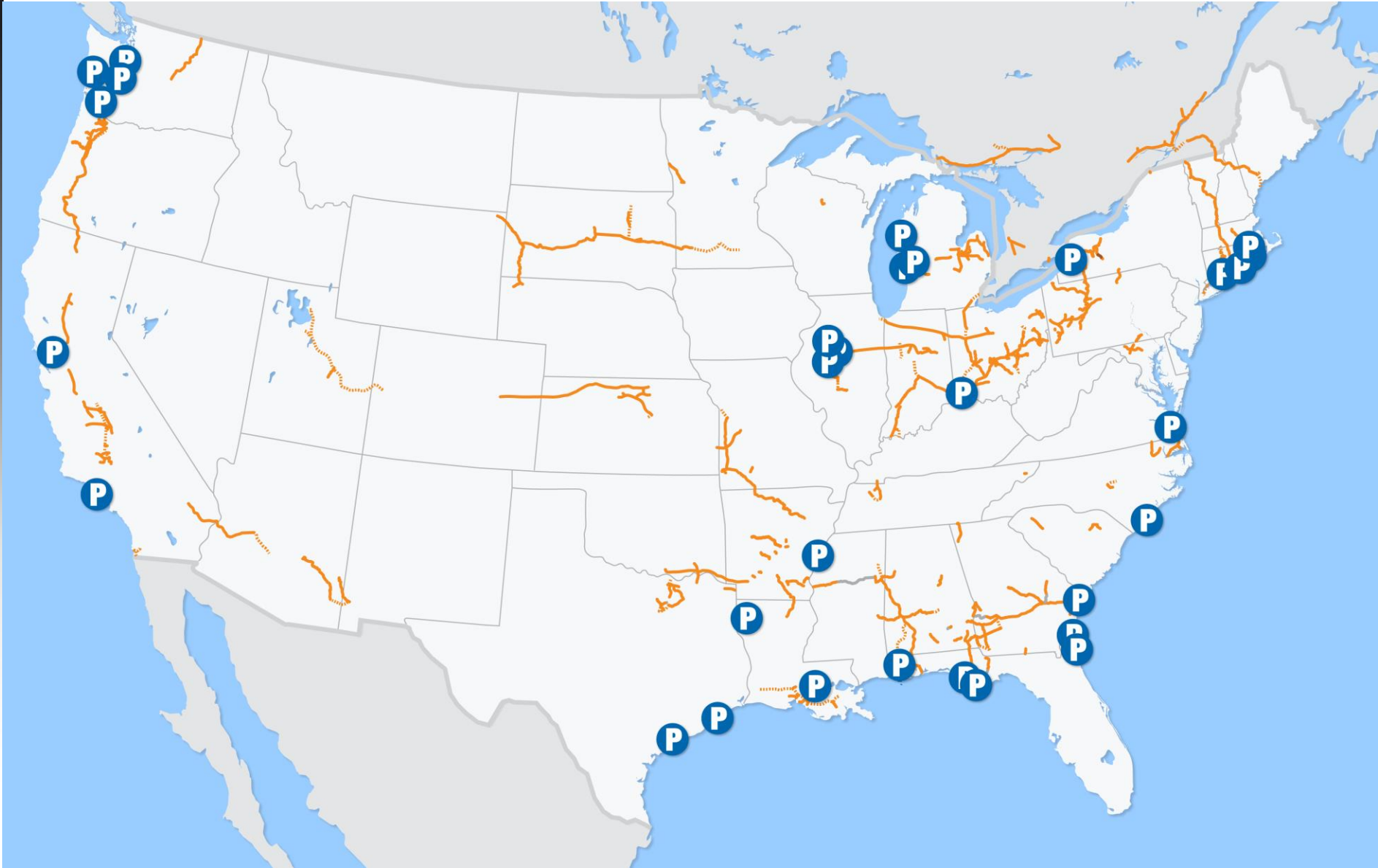
Experience with Construction-Related Commodities



Experience with Construction-Related Commodities



Service at More Than 25 U.S. Ports



Site Selection and Expansion

Railroads Located Where You Want To Be

Industrial Development Site Catalog

- 560+ U.S. locations easily found via our search tool on gwrr.com
- 95 "Ready for Rail" sites

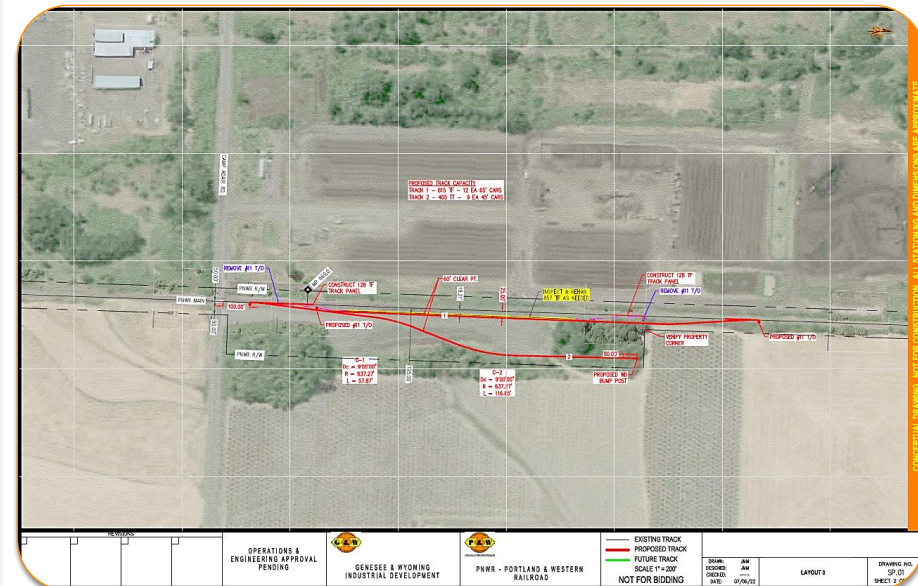
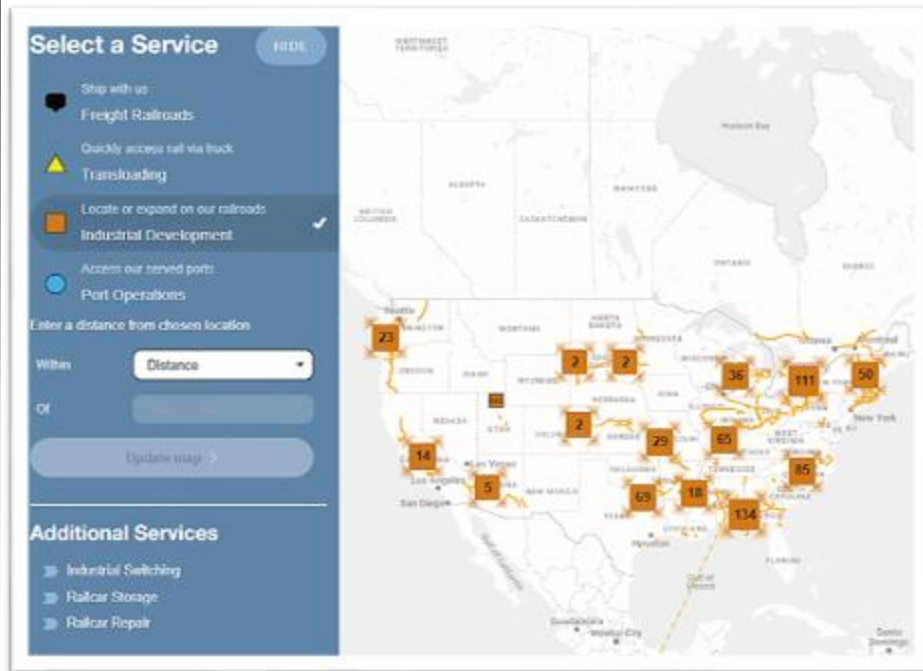
"Ready for Rail" Sites

- Pre-approved for rail access
- Increased speed to market
- Reduced upfront development cost



Internal Design Capability

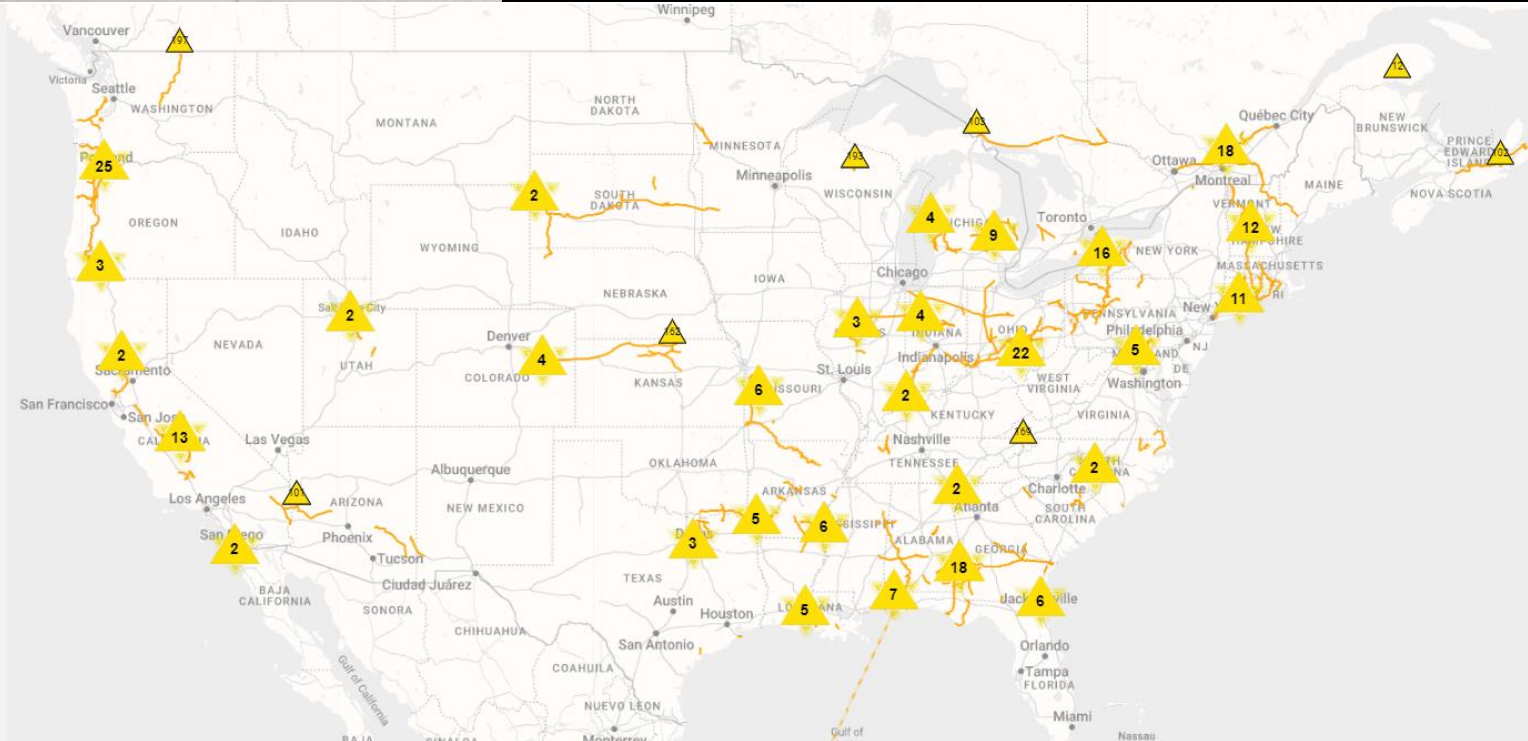
- Pre-approved rail layouts and high-level cost estimates



Transloading Capabilities



If your facility does not have a rail spur or is not located along one of our railroads, we offer service at **more than 200** rail-to-truck transload terminals



Rail Industry's Inherent Environmental Benefits Can Help Customers Achieve ESG Goals

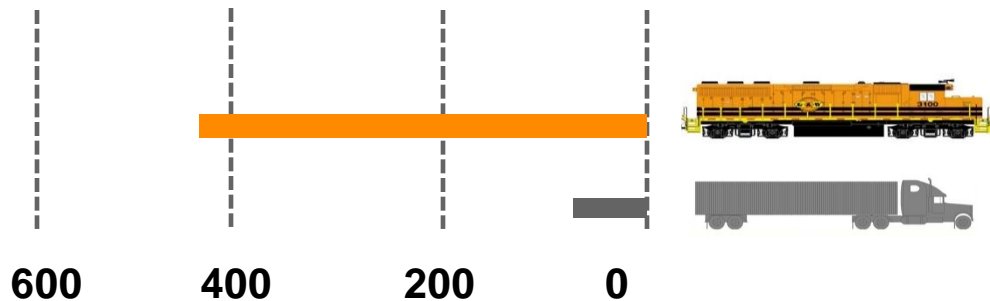
Greenhouse Gas Emissions



On average, moving freight by rail vs. truck reduces greenhouse gas emissions by **up to 75%**

Relative Fuel Efficiencies

Ton Miles Per Gallon



On average, rail is **4x more** fuel efficient

Source: Association of American Railroads

Taking Advantage of Rail Can Make Positive Impacts in Communities

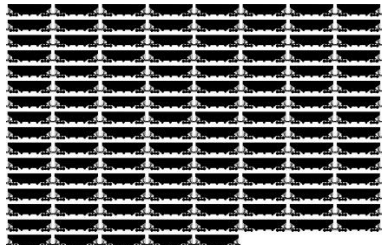
1 railcar = 4 trucks



&

1 unit train

= 125 railcars + locomotives = 500 trucks



Benefits of Fewer Trucks on Roads



- Less congestion
- Safer highways
- Reduced wear & tear and fewer tax dollars spent on repairs



- Less noise pollution



- Cleaner air



- Capacity to expand and grow without taking land

Source: Association of American Railroads

Case Study

WE PACK Logistics

- The 140+ transload locations along G&W railroads are often supported by third-party transloaders such as Kiamichi Railroad customer WE PACK Logistics.
- WE PACK regularly transfers commodities such as paper, grain and aggregates from rail to truck as a multimodal logistics solution for customers not located along rail.
- WE PACK also handles **project-specific work** such as the 60-ft steel I-beams shown here.



Case Study

TexAmericas Center

- Boasting more than 12,000 acres of developable land, TexAmericas Center (TAC) is one of the largest industrial sites along G&W railroads.
- TAC also has its own industrial railcar switching operation and in-house transloading service.
- In 2021, TAC and Texas Northeastern Railroad teamed up to move unit trains of aggregates for the I-30 expansion project.



Case Study

Lehigh White Cement

- With no existing terminals or silos to distribute their product in North Carolina, Lehigh White Cement needed a reliable and economical transportation solution.
- Atlantic & Western Railway had available track space in Sanford, NC, on an existing spur for pneumatic trucks to pull alongside to unload railcars.
- Additional railcar storage nearby gave Lehigh the comfort of readily accessible inventory.
- Enabled customer to quickly start with capability to handle small and large volumes.



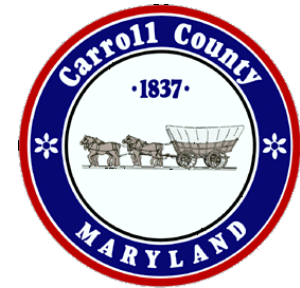
LEHIGH[™]
WHITE CEMENT



Case Study

Carroll County Bureau of Resource Management

- CCBRM needed to redirect a creek and create a drainage pond to improve waterflow and reduce downstream flooding in Westminster, Maryland.
- With the streambed directly adjacent to Maryland Midland Railway's main line, the county sought shuttle service to haul 70,000 cubic yards of dirt/landfill to two locations roughly five miles west.
- MMID rescheduled regular trains to night shifts so that dirt movements could occur during the day over a six-month period. MMID also procured 10 gondolas, signed a contractor (Herzog) to unload the dirt at destination points, and hired an additional railroad employee.



G&W Commitment to Service

- Our job is to provide service that **exceeds customers' expectations**
- To do so, we are **committed to:**
 - Understanding the customer's business
 - Delivering what we promise
 - Empowering our team to resolve issues

We look forward to working together!

Want to Learn More?

Kevin Phillips

kevin.phillips@gwrr.com
(904) 562-0692

Alabama
Canada
Connecticut
Florida
Georgia
Maine
Maryland
Massachusetts
New Hampshire
New York
North Carolina
Pennsylvania
Rhode Island
South Carolina
Tennessee
Vermont
Virginia

Matthew Artz

matthew.artz@gwrr.com
(971) 701-3840

Arizona
California
Colorado
Minnesota
New Mexico
Oregon
Utah
Washington

Ryan Atkins

ryan.atkins@gwrr.com
(501) 442-4906

Alabama
Arkansas
Colorado
Florida
Kansas
Kentucky
Louisiana
Mississippi
Missouri
Nebraska
Oklahoma
South Dakota
Tennessee
Texas
Wyoming

Jennifer Tanner-Bostian

jennifer.tanner-bostian@gwrr.com
(304) 644-7512

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**Zero
Injuries**

Our Goal Every Day