



## Genesee & Wyoming's short lines operate in 43 U.S. states and 5 Canadian provinces

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Our team is your resource for developing new rail-served properties, expanding current rail infrastructure or pinpointing rail access with the best transload location. All the while, we are focused on shortening your time to market and ensuring a faster return on your investment.

Visit [gwrr.com/ID](http://gwrr.com/ID) for more information.



# Industrial Development Services

## Need Rail Access to Grow Your Business?

Whether you are new to rail or expanding your current rail infrastructure, Genesee & Wyoming's Industrial Development team can simplify and shorten a potentially complicated process.

Our team has the right tools and experience to guide you through our easy 4-step process, allowing you to move freight by rail more quickly.

## Steps for a Rail-Served Project

### Step 1 ► Communicate

- Contact a G&W Industrial Development Manager (see reverse side)
- Together, we will discuss your requirements
- Our discussions will define your rail service and business needs

### Step 2 ► Locate

- Our Industrial Development team will review potential properties/sites, including ones with port access and/or transload options
- Our designer will develop conceptual track designs for potential properties
- Site meetings will reveal the best property to meet your needs

### Step 3 ► Create

- Our Industrial Development and Operations teams will help finalize track plans
- We can connect you with a reputable rail construction contractor throughout the U.S. to build track
- Our Operations team will then perform inspections on the new track

### Step 4 ► Ship

- Your Industrial Development Manager will help to finalize any customer agreements
- Our team will also guide you through the customer on-boarding
- You'll then be ready to ship and receive your rail freight

**Start your search today for a site nearest to our railroads.  
See Department Contacts on the reverse.**

**Visit [gwrr.com/ID](http://gwrr.com/ID)**