Contract Railcar Switching

What is it?
Contractual arrangement whereby a third-party rail service provider moves railcars within a Customer’s facility using their own locomotives and team members. A credible Industrial Contract Switching provider typically offers customizable solutions according to specific needs and requirements of the Customer.

Why is it needed?
- Facility may have inconsistent service from serving railroad that can lead to material shortage, production interruptions and additional costs.
- Allows serving railroad to focus and be more efficient in their task of moving freight from point A to point B.
- Efficiency in supply chain which can lead to increased railcar shipments.
- Allows the Customer to focus on their core business.

Customer Benefits
- Improves safety and eliminates risk by having permanently assigned team members who are familiar with the facility and experienced in railcar switching.
- Reduces cost by allowing for increased velocity, reduced fleet cycle times and improved utilization of fleet.
- Decreases or minimizes additional serving railroad fees such as demurrage, interplant switching fees, and weighing charges.

Common Industrial Contract Switching Services
- Onsite managers
- Railcar inspections, railcar cleaning, railcar repair
- Scheduled track inspection and maintenance programs
- Railcar inventory management systems

Industrial Contract Switching services are tailored to Customer’s specific needs.
Watco serves Customers all over the US, providing switching in these locations

**Industries Served**

AGGREGATES  CONSTRUCTION  AGRICULTURE  OIL/GAS  LUMBER  COAL  STEEL  AUTOMOTIVE  CHEMICAL  WIND ENERGY  RAILROAD  WASTE

**Why Watco**

**Safety!**  Our safety record is one of the best in the industry

**Experience!**  We have been providing customized Industrial Contract Rail Services for more than 35 years

**Commitment!**  Long term relationships are our focus and we strengthen our relationships by listening and understanding the needs of our Customers. We have provided continuous Industrial Switching Services to our very first Customer since 1983

**Contact Us**

Ron Spencer, Vice President of Business Development  
Cell: 620.704.9175  
rspencer@watcocompanies.com

[www.watcocompanies.com](http://www.watcocompanies.com)