



## Railroad Usage Worksheet – Initial Inquiry

### Rail Requester Information:

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_ Phone \_\_\_\_\_

Briefly describe nature of the business and rail needs

\_\_\_\_\_

### Project Information for prospective customer:

Type of operation? Manufacturing \_\_\_\_ Distribution \_\_\_\_ Transload \_\_\_\_

How long has company been in business? Are they currently a rail shipper?

When is the anticipated startup of operations?

What is the commodity (STCC number if possible)?

What is weekly/monthly volume (carload or unit train)?

- Is the volume steady or seasonal?
- Is there an end to the move?
- Do they need access to a specific railroad?
- Will the shipper provide railcars? Railcar Ownership? Private \_\_\_\_\_ Railroad \_\_\_\_\_

How will the product be loaded and unloaded?

How many car spots will be needed?

What are the infrastructure track requirements (track lease, new facility, rehab of existing track)?

- Is the site currently rail served, or is new construction needed?
- What is the status of the track design?

Are shipments inbound or outbound? \_\_\_\_\_ Both? \_\_\_\_\_ Freight Payer? \_\_\_\_\_

- What are the origin-destination pairs for the traffic?

Will in-plant switching be required?

What is the potential truck volume?

Are there any other rail issues that will need to be considered?