

OMNITRAX HELPS CUSTOMERS  
**EXPAND MARKET REACH**  
THROUGH UNIT TRAIN  
TRANSLOAD FACILITIES

## CASE STUDY

### CUSTOMER:

One of the largest independent field and engineering services companies.

### CHALLENGE:

The customer sought to enter the Northern Colorado market and needed a partner to quickly develop a 24/7 rail-to-truck transload facility. The operation needed to handle both single-car and unit train deliveries while remaining flexible and responsive to fluctuating demand.

### SOLUTION:

OmniTRAX developed a customized solution by working closely with the customer to understand its business and logistics needs. The team identified a strategically located site served by a short line railroad with access to two Class I railroads and major interstate highways, then collaborated with BNSF, UP, and OmniTRAX affiliate Great Western Railroad of Colorado (GWR) to create an efficient manifest and unit train operating plan. OmniTRAX also utilized its in-house engineering team to design and complete the site and track build-out, sourced key operational equipment, and hired and trained staff to support the transload.

### RESULT:

The customer's transload site was fully staffed and operational in less than five months, demonstrating an efficient and well-coordinated project execution. During that time, one mile of track was constructed, the site was fully graded, and all required equipment was ordered, delivered, and installed on schedule. Since commencement of operations:

- Unit train and manifest carloads have been effectively transloaded to truck without incident.
- Customer extended the operating agreement multiple times.
- Additional capacity including 2 new tracks were brought on line to support market fluctuations and variability in demand for product.

LOCATION: FT. COLLINS, CO

#### CUSTOMER KEY FEATURES:

- 24 X 7 Operations
- (1) 100 car tracks
- (2) 50 car tracks
- Dedicated staff and support