

RAILEVANT (& useful)

**What questions should you ask a rail-using client,
*and why do they matter?***

QUESTION #1 OF 5:

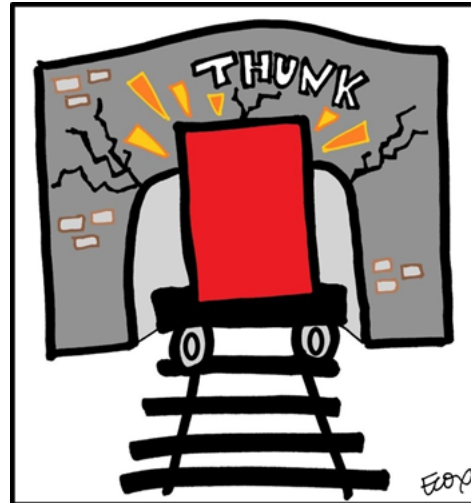
What products will be received and/or distributed via rail?

A: Clients must analyze costs.

A product's dimensions and weight determine its shipping route and special handling requirements (heyyy kid gloves).

Some shipping routes have height and weight restrictions.

All of this can affect rates.

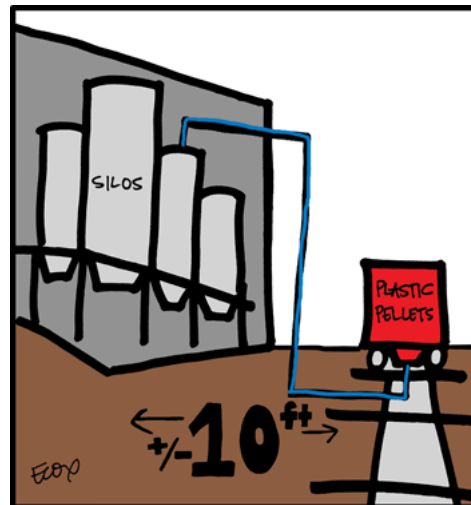


B: Railed products can dictate site design.

Many products require specialized loading and unloading capabilities, which can significantly impact space use.

Want the ability to load/unload from both sides of the rail car? Need room for specialized equipment?

All of this should be considered in your client's site layout.



END OF THE LINE

I mustache you a question...
but I'm shaving it for later.

Joseph Pinkney Clark (aka *Uncle Pink*) and his distinguished 'stache are seen riding a track inspection bike circa 1910. Don't miss the oil lamp attached to the front wheel.



Photo from Ancestry.com courtesy of member Elizabeth C. Gathright of Batesville, VA

Today, railroads use the much fancier Hi-Rail (named for its ability to travel on both the highway and railway) to inspect and work on the railroad.



Photo courtesy of NCRR