

Innovating Ag Logistics: The Louis Dreyfus Rail Project in Wyandot County



Moderated by: **Tim Derickson**
*Managing Director of
Food and Agribusiness
JobsOhio*



Travis Smith
*Assistant Vice President
of Sales and Marketing
Genesee & Wyoming Rail Road
Services Inc.*



Madison Corbi
*Manager of Demand and
Market Development
Ohio Soybean Council*

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ON FREIGHT
2025



OHIO SOYBEAN
COUNCIL ✓

Ohio Agriculture

The intersection of agriculture and transportation infrastructure.

Madison Corbi
Manager, Demand & Market Development
Ohio Soybean Council

Ohio Soybean Council

The Ohio Soybean Council (OSC) invests soybean checkoff funds to maximize the value of soybeans and increase profit opportunities for Ohio's 25,000+ farmers.

- What is a "checkoff"? Formed in 1991, the soybean research & promotion program assesses 0.5 of 1 percent of the net market price of soybeans.
- Non-profit organization but we expect an ROI on our checkoff investments.
- Invest these checkoff funds in programs that expand market opportunities, drive innovation in plant research and product research, and build understanding of agriculture for next generation.



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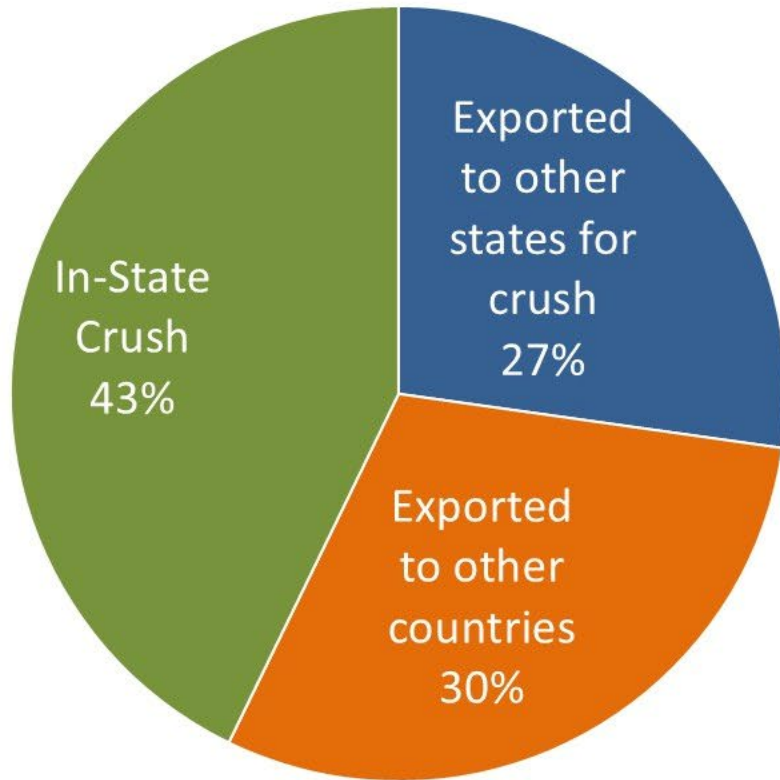


Ohio Agriculture



- There are 76,500 farms in Ohio, covering 13 million acres.
 - 95% are family owned and operated.
- Among the 50 states, Ohio ranks No. 1 in Swiss Cheese production, No. 2 in egg production, and No. 7 in Soybean production.
- Soybeans are our top exported crop.
- Ohio has approximately 1,000 food processing companies.
- Ohio ranks among the top 10 states in the nation for wine production, with more than 425 licensed wine manufacturers.

Ohio Soybean Industry



- Ohio soybean farmers produced 251.1 million bushels of soybeans in 2024. Around 5% of national production.
- Farmers deliver beans from their operations to local elevators to either be crushed into meal and oil or put on rail/barge to move out of state.
 - Meal used to feed local livestock.
 - Oil used for food industry, biofuels, or bioproducts industry.
- When exported, 20% of Ohio's whole beans are shipped via rail.
 - Soybean meal is 15% and oil 59.2%.

Five-year average. Checkoff funded study by S&P Global.

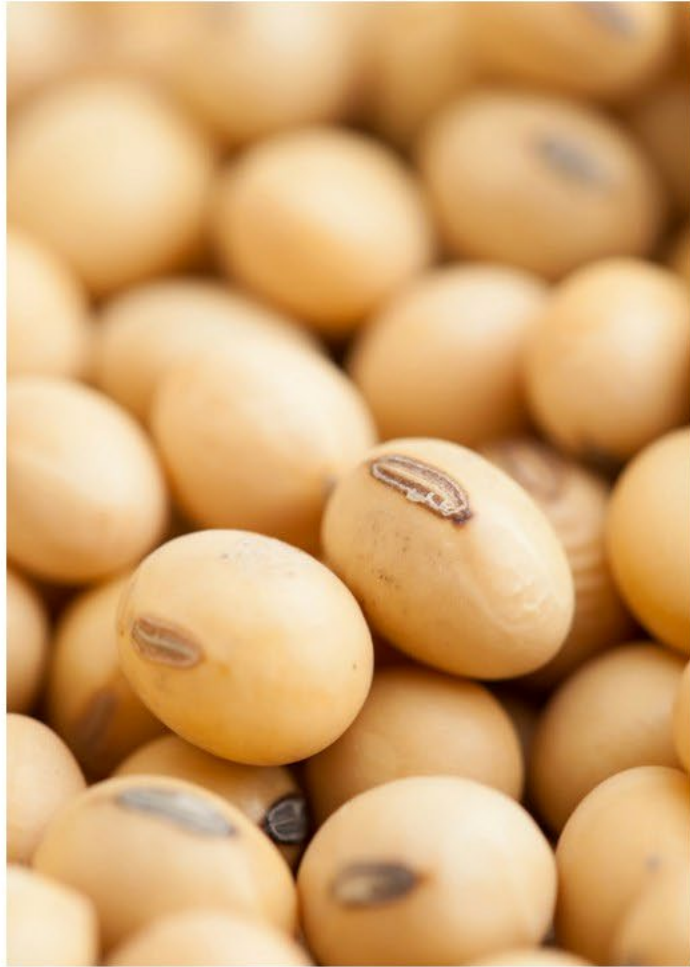


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Agriculture and Rail

- Essential for moving equipment, input materials like fertilizers, and grain products.
- Railroads move **1.6 million** carloads of grain annually (*Association of American Railroads*)
 - Corn accounted for 51% of rail grain carloads in 2023, followed closely by soybeans and wheat.
- Efficient way to move agriculture products:
 - One 100 car unit train = 400,000 bushels of soybeans or 400 semis.
- *Opportunities:* Investments into more high-capacity hopper cars and shuttle trains to accommodate both whole beans and meal, develop efficient systems at container yards, partnerships with agriculture companies.



Thank you

MADISON CORBI

Manager, Demand & Market Development
Ohio Soybean Council

mcorbi@soyohio.org
614-476-3100



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Innovating Agricultural Logistics

Collaborating with LDC

Travis Smith
Asst. Vice President
Chicago Ft Wayne & Eastern Railroad

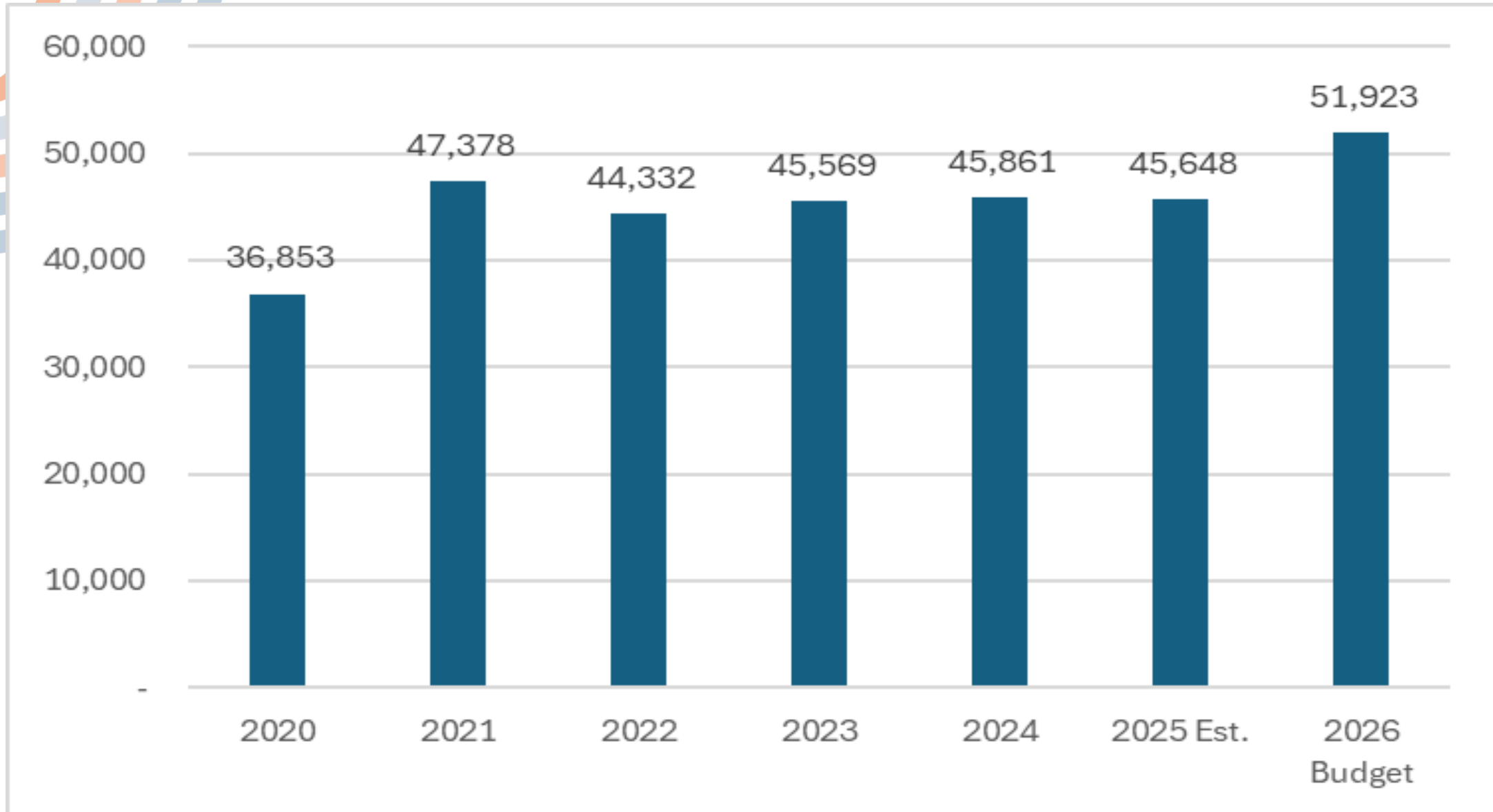
This is CF&E

Chicago, Ft Wayne & Eastern Railroad is a Class-II carrier, connecting northern Indiana and Ohio customers with numerous Class-I carriers

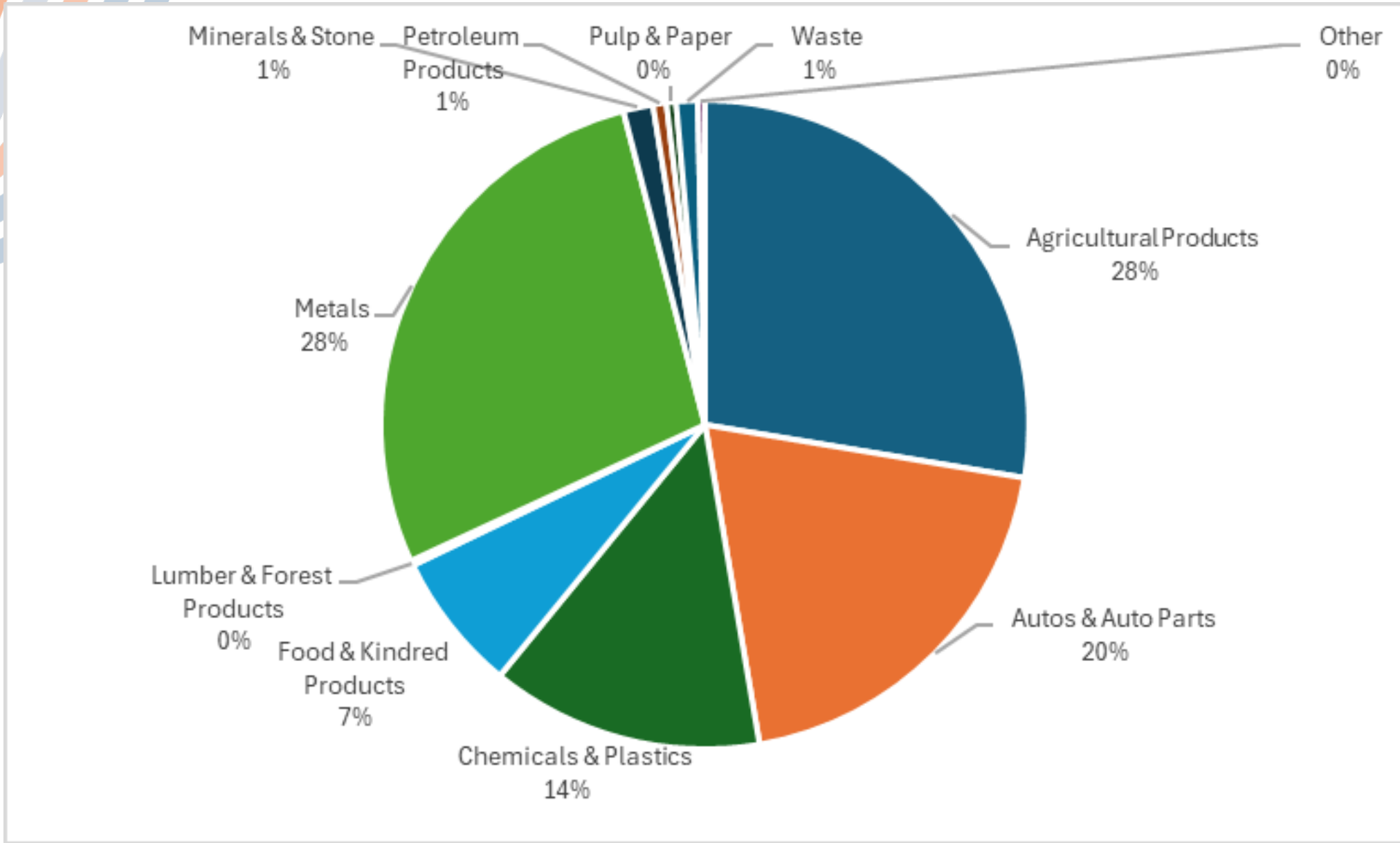
- 80 Employees headquartered in Ft Wayne IN
- 27 locomotives
- 250 leased/owned railcars
- 320 miles of track between Chicago and Crestline OH
- 32 online customers
- Approximately 50,000 annual shipments
- Locomotive shop in Ft Wayne
- Car shop in Lima
- Access to CSX (Lima), NS (Ft Wayne), and numerous other carriers in Chicago
- Parent company is G&W Railroad Services, Inc.



Historical Carloads



Carload Mix



A few of our customers



Van Wert Terminals



And in 2026, we welcome...



LDC.
Louis Dreyfus Company

In Upper Sandusky, Ohio

LDC – Upper Sandusky OH



- Construction commenced Aug-24
- Should be completed in Q2, 2026
- 1.5M metric tons of crush capacity annually
- Will employ 100+ people
- Served by CFE Railroad

LDC – Upper Sandusky OH



- CFE “Super-Site”
- 57,000 Linear feet of track
- Enough space for 940 railcars
- Inbound soybean unloading pit
- Outbound Oils and Meal loading points
- Connections with CSX and NS nearby
- Connecting with 14+ carriers in Chicago