

## CASE STUDY

# Watco Collaborates to Bring Green Energy to the U.S.

“At Watco, we’re more than a provider. We’re a partner. And that’s how this customer sees us. We’re with them every step of the way to provide knowledge and guidance.”

**Lynda Patterson**

Senior Vice President  
of Logistics

When a customer ventured into uncharted territory, they called on Watco to be their logistics and transportation advocate.

### Challenge

A European green ammonia producer wanted to establish U.S. production sites and begin moving their product in the United States. However, they were unfamiliar with both the country’s vast transportation network and regulations on moving this hazardous gas. A third-party logistics partner was needed to create a supply chain solution that moved their product by rail and on water while meeting their specific wind and solar power generation requirements for their U.S.-based facilities.

### Solution

This customer turned to the logistics experts at Watco. After listening to their goals and challenges, our team began identifying potential production sites that met their sustainability requirements and were accessible by rail and barge. Watco also helped the customer navigate U.S. restrictions on shipping hazardous material, addressing requirements relating to positive train control, rail spur clearances, and more.

Our team of experts created a full-service sustainable transportation and logistics plan that:

- Identified short line railroads and barge terminals to flow the product through
- Communicated infrastructure needs at each location that are required before moving the product
- Provided a complete timeline of infrastructure upgrades

Watco served as the customer’s adviser throughout the planning process. Our team partnered with Class I railroads to better educate all key stakeholders on the science behind the commodity and safest routing options. We also facilitated conversations with the largest railcar manufacturers to discuss industry standards and outside-the-box options for potential next generation manufacturing solutions.

### Results

Thanks in part to Watco’s comprehensive transportation and logistics solution, the customer is well-positioned to start operations and move product in accordance with their timeline.

**Contact us:**

[raillogistics@watco.com](mailto:raillogistics@watco.com)