

**Logistics, Logistics, Logistics: Defiance Glycerin Success Story**

At the start of January 2013, Glycerin Traders launched its glycerin processing operation in Defiance, Ohio. Although thrilled with the acquisition, GT was concerned that the facility lacked rail access. This hampered the business because it made it difficult to receive raw materials and required finished product to be shipped out via tanker truck. After some research, GT was able to gain access in early 2015 to a rail spur off the Napoleon, Defiance, and Western Railroad (NDW) railway.

Access to the railroad changed the trajectory of the possibilities for Defiance Glycerin. Wherever the track goes, Defiance Glycerin can go. As a result, Glycerin Traders today works with a wastewater treatment customer on the East Coast where product is delivered by rail. GT receives raw glycerin to process from plants in Illinois by rail. The incoming and outgoing railcars associated with Defiance Glycerin now exceeds 100 cars sent or received since 2015. After a decade of processing glycerin in Defiance, OH; Glycerin Traders is on track to transload 24 cars in 2023 – thanks to the cooperation of the NDW Railway.

