



MEP
National
Network



KY MANUFACTURING
EXTENSION PARTNERSHIP

Success Story: Crossroads Railcar Services, Inc.



COMPANY PROFILE

Crossroads Railcar Service, located in Stearns Kentucky, manufactures, restores, repair, and service railcars. Founded in 2013, Crossroads is fully equipped to manufacture their custom line of open-air Thoroughbred private passenger railcars.

SITUATION

Crossroads Railcar Services, Inc. had a great product, but was trying to break into a tightly controlled market. The company needed help making their operation more efficient while executing strategic moves that would enable them to grow.

KY-MEP's SOLUTION

KY-MEP helped the company streamline its shop making its production cycle more efficient. Growth planning and execution was also provided through the Manufacturing Growth Cohort which netted the company new sales opportunities. Crossroads Railcar Services was introduced to new customers and vendors. They received a major contract opportunity as a direct result of the Cohort, and grew their workforce slightly.

"Crossroads would not have been able to advance into manufacturing without the help of the KY-MEP. They helped us advance with knowledge to track inventory, set the shop up for manufacturing, and help get our shop AAR certified while doing this efficiently."

-Michelle Richards, Administrator, Crossroads Railcar Services, Inc.

RESULTS

\$440,000

Increased sales

4

Retained Jobs

\$200,000

Investment in
New Equipment

Kentucky MEP provides high-value solutions, helping businesses maximize their success by increasing profits, reducing costs, and helping leaders lead people to manage processes.

Industry Leaders, Leading Industry

502.852.9621 | kymep@Louisville.edu | louisville.edu/kymep

KY-MEP can have success with your team, too. Call us today!