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the Switching News

News for the customers of the Raritan Central & Pennsylvania & Southern Railways

Volume 4, Issue 2

Summer 2008

More Businesses Look to Our Locations to Help Lower Costs

Dear Friends,

With record fuel prices it is more important than ever to position yourself in a location that can offer the best transportation, infrastructure, market proximity, and logistics services available. No longer can businesses afford to truck between railheads, packaging operations, and regional distribution centers situated hundreds of miles from each other and from the end user. Both the Raritan Central and Pennsylvania & Southern and the business parks they serve offer tremendous cost-saving advantages to shippers - and companies worldwide are starting to take notice.



In this issue we welcome new shippers to our operations, as well as highlight expansion by Plastic Express, Quality Warehouse, and others. Take a look, and you'll see the reasons why these companies and others have turned to us as the place to do business in the Northeast. Then give us a call and see how we can help improve your bottom line.

I look forward to hearing from you. I thank you all for your continued business.

Sincerely,
Eyal Shapira, *President*



Creating the Most Comprehensive Resin Handling Operation on the East Coast

More Plastic Manufacturers Join Us as Plastic Express Expands

For several years the Raritan Central has worked with partner Plastic Express to develop the Raritan Center Business Park into the premiere location in the Northeast for the transloading, packaging, and distribution of resins. This summer the importance of Raritan Center to the plastics industry will grow even further as more of the world's leading manufacturers are added to the list of shippers utilizing our operations. To help accommodate the increased business, Plastic Express will be expanding to two new facilities within the park: 174 Northfield Avenue and the brand new 100 Blue Heron Way. Together with its existing facility, this will give Plastic Express over 250,000 s/f of transloading, packaging, and warehouse space from which to serve customers. Combined with our extensive car storage capacity and easy access to the Port of New York and New Jersey for import/export shipments, we will be able to handle even the largest shipments with ease.



The addition of one of the world's largest wholesale plastic resins manufacturer and distributor as a client prompted Plastic Express to lease the new 94,000 s/f 100 Blue Heron building adjacent to our classification yard. This facility will handle packaging, warehousing, and distribution services for a wide variety of products. The Raritan Central will also be able to add at least five carspots and a rail scale to help with any future expansion.



At Northfield Avenue Plastic Express will be opening a 41,000 s/f operation dedicated to transloading and packaging PVC. This separate facility with its own bagging line and warehouse will ensure that strict non-contamination requirements needed for handling PVC are met. A new customer has already started using this facility. The Raritan Central upgraded the sidings in the area to handle the increased rail traffic (*see Along the Tracks*).

We plan on continuing our expansion to bring even better services to our customers - and would like to have you join us. If you are looking for a new location for your operations, check out the competition and then compare what we offer: 24/7 rail services, comprehensive 3PL services, and a business park with world-class facilities - all strategically located in the Northeast.



Along the Tracks

What's new on our railways

We are constantly "working on the railroad" to bring our customers a better level of service. To keep you up-to-date on the more important happenings, we've dedicated this section to highlight what's going on.

Pennsylvania & Southern, Chambersburg, PA



Traffic has been on the upswing at the Pennsylvania & Southern (see article at right). Rehabilitation efforts have continued with several sidings rebuilt to help provide more stable infrastructure for transloading opportunities and to provide additional track for car storage.

Our excellent storage capabilities are already used to hold over 400 cars from some of the nation's major lessors.

Companies utilizing our location also benefit from on-site car cleaning and repair services.



Raritan Central Railway - Edison, NJ

A three-month rebuilding of our Northfield Avenue trackage, including new sidings and



pavement, has just been completed and will help to handle the significant increases in traffic this small but important part of our operation will see this summer. New customers include Nucor (steel transload), Certainteed (building products), and an expansion by Plastic Express (PVC packaging).

If you're looking to join us in Raritan Center, the perfect location just became available: 70 Newfield Avenue. 70 Newfield features 57,000 s/f of space with 3 rail doors and 7 truck doors. The modern facility is perfect for food or paper grade warehousing or crossdocking. Call us for more information: 617-243-0137.



Pennsylvania & Southern Growth Wins Award, Brings New 3PL Opportunities

The Pennsylvania & Southern Railway was recently honored by CSX with its Short Line Business Development Award. This award was given in recognition of the cooperative efforts that generated the highest switch carrier percentage growth on the CSX system. The award was a result of our efforts to work with existing customers to help expand operations as well as attracting a number of new customers to the extensive Cumberland Valley Business Park.

Advanced Recycling has set up a recycling operation in one of the warehouses that sorts, processes, and transloads both ferrous and non-ferrous materials. The materials are shipped out in both hoppers and gondolas.

Industrial Recycling



A steady stream of covered hopper and tank cars has been passing through the railcar cleaning and inspection facility operated by Tactical Cleaning. The facility is fully equipped to handle all cleaning needs.

Railcar Cleaning



Our versatile equipment ramps were utilized this spring to load construction machinery for JLG, a local equipment manufacturer. They were also employed by the United States Army to unload equipment returning from Iraq.

Heavy Equipment Ramps



Texas Eastern took advantage of our extensive lay-down areas to transload flatcar loads of pipe destined for a pipeline project. This is the second time our infrastructure has been used to transload materials such as this.

Steel Reloading



Online feed and grain transloads continue to be heavily utilized to help supply the many farms and agri-industry of central Pennsylvania. The transloads can handle everything from single carloads to unit trains.

Feed & Grain Transload



Improving Our Geometry

ENSCO, operator of the FRA's Automated Track Inspection Program, has opened a new maintenance facility on the Pennsylvania & Southern Railway. There it will perform repairs to the test vehicles' car bodies and diagnostic equipment, ensuring that this advanced fleet of railcars will be ready to survey thousands of miles of track throughout the country annually. For more information on this important program, visit www.atipsafety.com and ENSCO.com.



Quality Warehouse Expands to Provide More Cross-Border Crossdocking!

Quality Warehouse & Distribution Co., featured in our last newsletter, has already expanded its operations to include an additional 30,000 s/f at the 100 Sweetwater Avenue crossdock in the Raritan Center Business Park. The new facility will help Quality Warehouse offer additional carspots, storage and distribution solutions to customers looking to import goods from Mexico by rail. Both the new location and the original 58 Northfield Avenue facility have equipment able to unload almost all types of cargo from boxcars: fork lifts, clamp trucks, drum clamps for both fiber or steel drums and squeeze clamps for slip sheet unloading. Once a product is unloaded, Quality Warehouse can provide warehouse storage or transloading onto trucks for distribution in the middle Atlantic or New England areas.

With import/export traffic becoming increasingly important in the new global marketplace, count on Quality Warehouse's over 40 years of expertise in handling international shipments to help you move your product without headaches or hidden expenses. For more information visit its website: qualitywarehouse.com, call them at 732-287-5005, or email cirinelli@qualitywarehouse.com.



Soldier's Injury Makes Supporting the Troops More Personal for Raritan Central Employees

Captain Ian Cairns, whose reports from Afghanistan were featured on the cover of our last newsletter, was injured when the Humvee he was riding in was involved in an incident while on patrol. After receiving medical treatment, Captain Cairns was able to return to duty within a couple of days. As a sponsor of Home Front Hearts, a support group for the families of soldiers established by his wife, we wish him the best and our thoughts and prayers go out to both him and his family. Go to HomeFrontHearts.com to learn how you can make a difference and to read Capt. Cairn's dispatches from Afghanistan.



The Railways At-a-Glance

Raritan Central

Size: 17 miles
Class 1 Connections: CSX, NS
Market Access: I-95, I-287, 440, NJ Pike
Space Served: 21,000,000 sq. ft.
Developable Land: 5 - 38 acres
Car Spots Available: 420

Pennsylvania & Southern

Size: 25 miles
Class 1 Connections: CSX
Market Access: I-81, I-76, I-70
Space Served: 1,500,000 sq. ft.
Developable Land: 5 - 150 acres
Car Spots Available: 500

Contributing to the Community

Our Employees Work to Help Others

In past issues we told you of our efforts to provide \$55,000 worth of musical instruments to the students of Jefferson Parish, New Orleans, after the school's instruments were



destroyed by Hurricane Katrina. Because of our donation students were able to conclude the year with their

traditional band concert. At the event two students, Dalena Nguyen and Jada Zenelle, were awarded checks for winning a Music and Local Culture essay contest sponsored by the Raritan Central. Congratulations to the winners!

This June also saw our sponsorship of the annual cookout at the St. James Episcopal Church



Food Pantry in Edison, New Jersey. Our long involvement with the food pantry has allowed us to help many of the needy families in our hometown with food and clothing. Operations Manager Bob Tomaszewski and his son Joe Tomaszewski volunteered their time at the cookout to help man the grills and tables and serve over 400 meals to the guests.

Getting In Touch

To learn more about our operations, contact our team today! We specialize in tailoring our services to meet your individual needs.

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