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the Switching News

News for the customers of the Raritan Central, New Jersey & Northern, & Pennsylvania & Southern Railways

Volume 4, Issue 1

Winter 2008

Bringing You the Best the Nation has to Offer

Dear Friends,

In these changing economic times we hope to remain a leader in offering the best in rail and logistics solutions in the Northeast. With export



traffic on the rise, our railroads and on-site 3PL services are ideally positioned to get your product transloaded, packaged, and shipped to the docks faster and more

economically. In this issue we highlight two new additions to our 3PL family: Bulkmatic and Quality Warehouse & Distribution. Both companies will make our railroads an even better solution for your transportation challenges.

I look forward to continuing to provide the highest quality service to my customers. I thank you all for your continued business.

Sincerely,
Eyal Shapira, *President*

“Bulking Up” to Offer You More Bulkmatic Begins Serving Customers at Raritan Center

The Raritan Central Railway is pleased to announce the addition of Bulkmatic to our list of logistical providers currently serving the Raritan Center Business Park. Bulkmatic is the nation's leading bulk carrier and is known for its ability to work with customers to make the delivery of their products safer, more secure, and more efficient. Bulkmatic has operations in 48 US states, Canada, and Mexico and rosters a fleet of over 1000 pneumatic trailers. Since 1970 Bulkmatic has developed bulk industry standards for transloading, sanitation, and transportation.



Bulkmatic will be able to utilize our extensive transload infrastructure, especially our food grade reload, to offer a wider range of dry bulk transloading for products such as flour, sugar, starch, whole grains, cement, soda ash, talc, clay slurry, ethanol, and corn syrup. With over 400 carspots, our strategic location, and Bulkmatic's capabilities, we'll be able to handle everything from single loads to unit trains quickly and efficiently. We have already received our first loads from worldwide mineral giant OMYA that were transloaded and delivered to a local industry.



We're excited about the additional opportunities Bulkmatic brings to Raritan Center. Let us show you how we can work for you. Contact us or Bulkmatic to find out more: 800-535-8505 or www.bulkmatic.com.

Supporting Soldiers - and their Families

The Raritan Central Railroad is proud to help support Home Front Hearts, a not-for-profit group focused on helping with the day-to-day living and struggles that the families of deployed soldiers, especially the National Guard and Reserves, often face alone. Home Front Hearts also supports special projects at the request of our soldiers overseas. One such soldier is Capt. Ian Cairns, a married father of four from East Brunswick, New Jersey, who was deployed to Afghanistan in December as a member of the New Jersey National

Guard. His dispatches written for the local paper bring to life the challenges soldiers face, including watching how children try to survive bitter cold winters without adequate clothing. Because of his request for help, over 70 boxes of hats, gloves, and other winter clothing were shipped to Afghanistan by Home Front Hearts. We hope you take the time to read some of his dispatches. The links are posted on the Raritan Central website. You can also help Home Front Hearts by visiting its website at www.homefronthearts.com.





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

Rehabilitation efforts have continued at the Pennsylvania & Southern, where 10,000+ feet of track were rebuilt to help provide more stable infrastructure for new business and to provide additional track for car storage. Our excellent storage capabilities are already used to hold over 400 cars from two of the nation's major lessors. Companies utilizing our location also benefit from on-site car cleaning and repair services. Contact us for more information on how we can help you with your car storage needs.

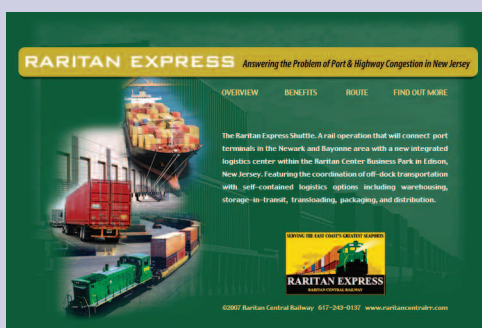


Raritan Central Railway - Edison, NJ

Work has continued through the winter to expand and repair over 9,000 feet of track at Raritan Center, providing over 70 carspots of additional capacity. Our new storage tracks, highlighted in the last issue, were connected to our Sweetwater Ave transload track, while on the north side of the park the Grant Lead was completely rebuilt to help handle the additional traffic headed to Plastic Express (see article at right).



The Raritan Express and Port Raritan projects continue to gain momentum, especially with the growing need to alleviate congestion and pollution around New Jersey's major ports. A new website highlighting these project recently went on-line: raritanexpress.com. It will better allow us to highlight the benefits and specifics of the project. Log on and take a look!



Quality Warehouse & Distribution has moved into its new location at 58 Northfield Ave. This new warehouse has the ability strip or stuff box cars, as well as warehouse storage or transloading to trucks for distribution in the middle Atlantic or New England areas.



One of its specialties is the ability to handle international shipments from Mexico. Its familiarity with import/export requirements helps to speed shipments and opens an increasingly important market to our customers. Already this winter carloads of ice melt and plywood have arrived and been trucked to customers. Future prospective traffic includes shipments of paraffin wax.



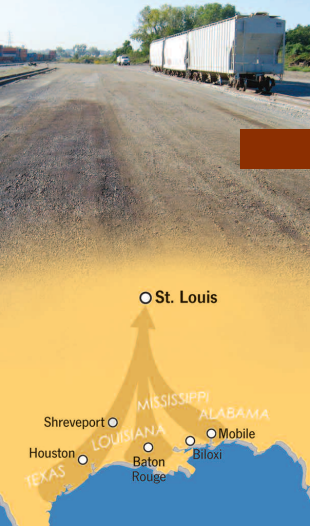
For more information on Quality Warehouse visit their website: www.qualitywarehouse.com or contact them at 732-287-5005 or cinirelli@qualitywarehouse.com

A Record Amount of Resin

A milestone was reached this January when the Raritan Central Railway and Plastic Express teamed up to transload over 90 carloads of resin destined for export at the Port of Newark. This included our first ever "unit train" - 38 cars at one time. We were able to handle the shipment thanks to our storage-in-transit infrastructure and the on-site services available at Plastic Express' 123,000 square foot facility at 151 Fieldcrest Avenue. Its state-of-the-art form/fill/seal bagging line and automated palletizing unit ensured that the transloading and packaging went smoothly. Each day Plastic Express was able to process more than four centerflow hoppers, that's over 55,000 pounds/hour!

We look forward to helping more customers with large shipments such as this. For more information on the resin packaging, storage, or bulk trucking services available at Raritan Center, contact Scott Pillsbury, Plastic Express' New Jersey manager at 732-225-5589, scott.pillsbury@plasticexpress.com.





A New Gateway for Transloading Plastics

Affton's new transload can provide you with the connectivity you need in the St. Louis area

Corporate Logistics is pleased to present Affton Terminal Service's new 45 carspot St. Louis transload facility. The transload provides Gulf States resin manufacturers and distributors with the space, level of service, and flexibility that they're looking for in a midwest location. Affton's ability to access six "Class 1" railroads, own bulk trucking fleet, and close proximity to four major interstates brings the

entire midwest into reach. It has on-site warehousing and storage capabilities, cost-competitive trucking rates, and 24/7 operations. Affton's experience in handling international containers can also help with your import/export shipments as well! For more information contact us or Affton directly: Christopher Wright: 314-388-9700 x282, chris@afftontrucking.com, or www.afftontrucking.com.

Let Your Business Take Flight with the new 100 Blue Heron Way!



The newest multi-use building on the Raritan Central system, 100 Blue Heron Way in Raritan Center, is nearing its April completion date. The building is located alongside the Raritan Central yard and features 94,000 s/f of build-to-suit space, both indoor and outdoor rail car docks, and 13 truck doors. 100 Blue Heron is perfect for a rail-served crossdock or

warehouse operation. The building also has excellent highway access and is only 20 miles from the Port of New York and New Jersey's facilities in Newark and Elizabeth. Contact us for more information on this exciting new property.

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

New Jersey & Northern

Size:	4 miles
Class 1 Connections:	NS
Market Access:	I-95, I-287, I-78
Space Served:	1,000,000 sq. ft.
Developable Land:	5 - 40 acres
Car Spots Available:	200

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



Helping Kids Join in the Celebration!

New Orleans is famous for its Mardi Gras where adults stage street parades and balls. For the past 25 years children of the New Orleans area have also had the opportunity to participate in their own Mardi Gras parade thanks to corporate sponsors like the Raritan Central Railway. The kids in the Krewe of Little Rascals, some of whom are from local hospitals and organizations who work with special needs youth, dress up in costumes and participate in a parade viewed by crowds numbering in the tens of thousands.

Raritan Central Railway is a major sponsor of some of the special children who come from organizations such as Children's Hospital, Methodist Home, and Kids Kicking Cancer, and has made an impact on restoring some sense of normalcy to the lives of those who are still trying to recover from the ravages of Hurricane Katrina. Other projects have included lap-top computers for New Orleans area elementary schools and band instruments for schools who were severely impacted by Hurricane Katrina. For information on the Krewe of Little Rascals, check our the web site: www.kreweoflittlerascals.org or email us at Kreweklr@aol.com.

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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