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# the Switching News

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

Volume 5, Issue 2

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## Connectivity is Key to Running a Successful Operation

Dear Friends,

In this issue I am pleased to introduce you to some of the great logistics providers, new initiatives, and real estate opportunities that can offer you the connectivity and market proximity needed to help streamline your business' transportation budget.

Whether you are looking to expand or just find a new way of shipping, we have the ability to help



fulfill your specific needs locally, regionally, or nationally. Even if we haven't highlighted the services you are looking for, give me a call. Chances are we have a provider or the connections that can make it happen.

I am also happy to report that even through this downturn in the economy, our carloadings have continued to rise, in part because of our strategic locations and the extensive infrastructure we worked hard to improve over the past years. We hope to continue this growth and announce the arrival of several more large shippers by the time we publish our next newsletter.

As always, our railroads will continue to provide you with the very best in services as we head into the fall months. I look forward to hearing from you. I thank you all for your continued business.

Sincerely,  
Eyal Shapira, *President*

## Quality Logistics Services for Offline Customers

Even if you are not located in Raritan Center or Chambersburg, or have access to a rail siding, you can still experience the flexibility, connectivity, and benefits of our excellent rail and 3PL services. With the help of our logistics partners Budway, Plastic Express, Quality Warehouse, and Delaware Express, we have expanded our reach to serve businesses within a 200 to 300 mile radius of our location. By offering a multi-modal solution to your transportation needs, we can reduce shipping times and costs, and open up additional markets for your business. We can also help our environment by removing long-haul trucks from the highway and converting that traffic to rail, ship, and short-haul trucking.

Our nationally-recognized logistics partners can provide a complete suite of specialty services for all types of commodities including plastics and resins, foodstuffs, building products, steel, import/export goods, and more. They offer transload, reload, crossdock, warehouse, and packaging services from our Raritan Center site. All four have fleets of modern, specialized vehicles including dry van, refrigerated, flatbed, and self-loading bulk trailers. They also offer connectivity to their other locations throughout the county. From the mid-Atlantic, to the midwest, to California and the Port of LA/Long Beach, our partners can open up new markets and new opportunities for business.

Of course all of these logistics services are backed by our industry-leading rail switching services. With multiple class 1 connections, daily service, and some of the most extensive rail infrastructure in the Northeast, we are prepared to handle shipments both large and small. Give us a call today to learn how we can bring the best of what we have to offer right to your door!

Using Our Partnerships with 3PL Providers

**BUDWAY**

**Plastic Express**

**QUALITY** Warehouse & Distribution Co.

**DELAWARE EXPRESS CO.**

to Offer Local, Regional, and National Connectivity





# 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.

### Raritan Central Railway - Edison, NJ



The Raritan Central has been experiencing a significant surge in carloadings - even during these hard economic times - thanks to our marketing efforts, extensive infrastructure, and on-site logistical partners. Plastics shipments, including import/export orders, continue to

lead the way, with the multiple transloading and packaging locations of Plastic Express keeping our switching crews busy all day long. To handle the additional traffic we are looking to rehabilitate even more sidings in the near future.

We're continuing to move forward with the development of Port Raritan. The permitting process is well underway, and planning has been continuing so we may begin rehabilitation of the existing structure as soon as approval is given. This important project will help to create jobs and increase the connectivity of the area by allowing smaller short-sea shipping vessels and barges to directly access the park.

### Pennsylvania & Southern - Chambersburg, PA

On the Pennsylvania & Southern, we have been busy adding to our extensive car storage capacity to help meet customer demand. We now have over 610 spots available for short-term and long-term lease. Give us a call to take advantage of our space, service, and reasonable rates.



## California Connections

Edison's West Coast connections have expanded yet again with the addition of the steel reloading services of Budway to the Raritan Center Business Park. Budway is the second West Coast company to join us after Plastic Express. A family-owned company based in Fontana, California, Budway provides modal-to-modal inventory management and delivery services for products moving into Southern California via rail, truck, or ocean vessel. They currently handle over 6000 cars each year of various types of ferrous and non-ferrous alloys.

At their new 156 Northfield Avenue location Budway will be able to provide customers with reloading and trucking services for a full range of commodities including coiled steel, structural steel, pipe, wire, plate, aluminum, zinc and lumber products. They are experienced with all types of railcars: coil cars, boxcars, flat cars, center beams, gondolas, and lumber cars.

In 2009 we expect over 1000 carloads to be reloaded at Budway's new facility and anticipate that this number will double by 2010. With their close proximity to major ports in both Los Angeles and Newark, Budway will be able to provide coast-to-coast and international connectivity.



## Developing the Country's Newest Commerce Hub

The Raritan Central Railway has been working with the City of West Memphis and developer IDI on the new Interstate Commerce Center in West Memphis, Arkansas, a 500-acre site specifically designed for high volume, rapid throughput users. The ICC will feature extensive 3PL services, FTZ designation, and excellent multi-modal connectivity. The park will have 16 buildings totaling 6.3 million square feet of space under roof. As the shortline serving the new facility, we will offer personalized logistics, real estate, and marketing solutions as well as rail and transloading services.

EXPAND YOUR GLOBAL REACH  
With Plastic Express

The Raritan Central Railway and Plastic Express offer customers the best resin packaging services on the East Coast from our Raritan Center location. Utilizing several different buildings to ensure there is no product contamination, Plastic Express provides multiple box lines, dedicated transfer units, and FIBC filling lines. Their newest packaging machines are capable of conveying in excess of 70,000 lbs per hour.

An added feature of Plastic Express' operation is a building and set of equipment dedicated exclusively for PVC packaging. This feature, combined with Plastic Express' extensive import/export experience, enables domestic PVC producers and traders to export PVC, filled into FIBC's, from the New Jersey ports to locations throughout the world.



# Position Yourself in Front of the Competition

The economy may be still be cool, but the industrial real estate market is still offering hot opportunities – and companies are jumping on them. Food giant Sysco is the latest company to join the Raritan Center family, signing a 20 year lease for the 220 Raritan Center Parkway location. With earnings of 37.5 billion last year, Sysco realized the importance of location, infrastructure, and proximity to the New York marketplace when choosing their new location.

Corporate Logistics would be pleased to help you take advantage of the buildings and properties at our strategic locations in Edison, New Jersey, and Chambersburg, Pennsylvania. The 2,350 acre Raritan Center Business Park in Edison is one of the largest and most modern logistics centers on the East Coast. Both it and

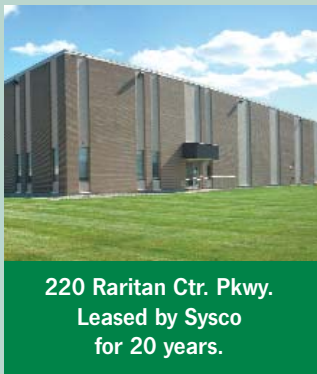
the adjacent Heller Industrial Park have direct access to I-95, I-287, Routes 1, 9, 440 and 514 and are only 15 miles from the Port of NY/NJ. The 1,200 acre Cumberland Valley Business Park in Chambersburg is one of the most desirable and strategically located business parks in the state. It features full rail service, on-site value added services, and easy access to the highway (4 miles to Interstate 81, 15 miles to I-76, minutes from US 30 and US 11).

We have multiple listings that are perfect for warehousing, crossdock/distribution, light manufacturing or transload/packaging operations. The latest is a 300,000 s/f building in Raritan Center formerly occupied by Fuji which will be available on March 1st 2010.



**CORPORATE logistics**  
Focused on the Future<sup>®</sup>

## Edison, NJ



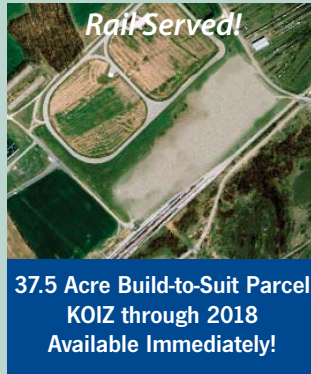
220 Raritan Ctr. Pkwy.  
Leased by Sysco  
for 20 years.

### Additional space available:

17,000 s/f - 2 rail doors  
23,000 s/f - 2 rail doors  
33,000 s/f - 3 rail doors  
50,000 s/f - 3 rail doors  
145,000 s/f - 4 rail doors

Available immediately!  
Call for more info

## Chambersburg, PA



Rail Served!

37.5 Acre Build-to-Suit Parcel  
KOIZ through 2018  
Available Immediately!

To find out more about these properties or to arrange a viewing, contact Eyal Shapira by phone or email: 617-243-0137 or eyalshapira@aol.com.

## Newsflash!

# DELAWARE EXPRESS JOINS OUR GROWING LIST OF LOGISTICS PROVIDERS

The Raritan Central Railway is pleased to welcome the addition of Delaware Express Co., an award-winning dry bulk and liquid carrier, as they announce their move to the Raritan Center Business Park in September 2009.

Delaware Express will provide transportation of both dry and liquid non-hazardous materials and food grade products from our Sweetwater Lane transload tracks. They can handle water-based resin emulsions, latex, lime slurry, water-based adhesives, plastic in both resin (granular) and pellet forms, and granulated sugar. Delaware Express' fleet of trailers includes specialized units dedicated to one particular product to ensure contamination-free transloading and delivery. From our Raritan Center location Delaware Express will be able to provide service to much of the northeast, as well as connectivity with their other satellite locations in Massachusetts and Delaware.

Delaware Express has been consistently recognized by their customers as the "best at what they do," and has received numerous industry awards, including Polyone Bulk Carrier of the year in 2008 and Air Product Carrier of the Year for over 15 years.



**DELAWARE  
EXPRESS CO.**



## 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  
3PL Services: Packaging, Warehousing, Crossdock, Transload, Reload, Distribution

### 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  
3PL Services: Warehousing, Crossdock, Transload, Reload, Distribution

## 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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