



Inside:
 ▶ Property Available in PA
 ▶ Toys for Tots Drive a Success
 ▶ Logistics in W.Memphis, AR

the Switching News

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

Volume 5, Issue 1

Winter 2009

Thinking Positive! In the Current Economic Climate

Dear Friends,

With all of the dire economic news presented to us daily by the media, it is easy to lose sight of the positive stories and logistical opportunities that still exist in our industry today. Because of our hard work the Raritan Central and Pennsylvania & Southern Railways continue to be one of those positive stories. Our carloadings have remained



strong due to the diversity of the businesses we serve, and we expect traffic levels to grow in the second half of 2009. We are moving forward in the promotion and development of projects

which will be of major benefit to shippers such as Port Raritan in Edison.

We are also pursuing additional opportunities to expand into new marketplaces, most notably to a new business park in West Memphis, Arkansas. By moving to new locations such as this one, we will be able to open up new markets for our existing customers and provide connectivity between the different regions we serve.

As always, our railroads will continue to provide you with the very best in services as we negotiate 2009. I look forward to hearing from you. I thank you all for your continued business.

Sincerely,
Eyal Shapira, *President*

Adding VALUE to Our Operations

**Logistics, Value Added Services Make
the Difference When Budgets are Tight**



Reducing costs and improving productivity has become especially important in the recent economic downturn. No longer is it viable to ship between multiple locations to fulfill logistics needs or to maintain a large supply of products in the event an order is placed. Even eliminating one truck trip can save hundreds of dollars per shipment. One of the best ways a company can achieve a cost reduction is by consolidating operations into a facility offering excellent connectivity, logistics, and availability of value added services. A comprehensive, self-contained operation will not only reduce transportation costs and overhead but will also help eliminate delays and day-to-day hassles as well. The Raritan Central and Pennsylvania & Southern

Railways can provide you with all of this and more.



Just Some of the Logistics and Value Added Services Our Partners Offer:

- Resins transloading, packaging, warehousing, distribution
- International crossdocking
- Building products reloading
- Feed & grain transloading
- Food grade transloading, warehousing, and distribution
- Bundling
- Recycling
- Custom trucking
- Finished Goods Distribution
- In-Transit Assembly
- Light Assembly
- Merge in Transit
- Pick and Pack
- Product Rework
- Remote Spare Parts Distribution
- Retail Distribution
- Returns Program
- Vendor Managed Inventory
- Product Postponement/Localization
- Railcar cleaning & repair

Our two strategically placed operations offer everything a company as large as a global, Fortune 500 industry or as small as a local, family-owned business needs in a logistics park. We serve the Raritan Center and Heller Industrial Parks in Edison, New Jersey, and the Cumberland Valley Business Park in Chambersburg, Pennsylvania.

Both locations offer excellent connectivity between manufacturer and marketplace with rail, highway, port, and air access. Our industry-recognized on-site partners provide a complete selection of logistics services, including warehousing, cross-docking, packaging, transloading, and distribution. They also offer import/export, labeling, sorting, permitting, inventory management, kitting, inspection, and other value added services that can be instrumental in helping to lower costs.

All of these features are backed by our industry-leading rail operations - giving you switching, storage, and forward inventory positioning solutions that are customized to meet your individual needs.

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 busy positioning plastics cars for transloading and packaging. Plastic Express' business at its three online sites has been going strong, even resulting in some Sunday operations for the railroad to help clear the backlog.

Design and permitting for the new Port Raritan continues to be a major focus of our attention in our efforts to further develop our infrastructure. Talks have been ongoing with operators of short sea shipping vessels as to how the new port will tie in to the East Coast's growing system.



A little cosmetic work can go a long way. That is especially true for

50+ year old GP-9 #1728 which was looking very tired after years of service. The unit was given some needed mechanical attention and then a new coat of corporate green. The sharp-looking locomotive made a special appearance on the Toys-for-Tots train this past December.

Pennsylvania & Southern - Chambersburg, PA

Pennsylvania & Southern crews have been very busy classifying inbound and outbound cars from our storage yards. With the national downturn in business, storage space throughout the country has been at a premium, and our over 500 carspots have been put to good use by leasing companies and other railroads. Give us a call take advantage of our space, service, and reasonable rates.



General carloadings have also been very consistent, with the many shipments for the Letterkenny Army Depot, feed and grain transloading, and recycleables leading the way.

Working Together to Develop a Successful Logistics Park

The Raritan Central Railway has been working with the City of West Memphis and a local developer on an exciting new logistics center project in West Memphis, Arkansas, that will create additional transload, reload, and crossdock opportunities in the south-central region of the United States. The project is strategically situated across the Mississippi River from Memphis, Tennessee, a major shipping hub, and between the BNSF and Union Pacific mainlines. The location, availability of space, and excellent rail and highway connections make the new logistics center a sure winner.



Being involved in the design phase of the new center means that we have been able to assist the planners in developing a rail layout plan that will best serve the needs of the center's 13 buildings, while providing additional infrastructure for rail to truck reloading, transloading, and forward inventory positioning. Once operational, we hope to provide the tenants of this new center and the area shippers with the same quality rail and value added services found at our other operations.

Santa Visits the Raritan Central

On December 14th, 2008 the Raritan Central held its first-ever Toys for Tots toy drive and holiday food collection at the Raritan Center Business Park.

About 60 people showed up to meet Santa Claus as he arrived on the red caboose of a special train.

Toys were collected for the U.S. Marine's Toys for Tots program and canned goods for the St. James Episcopal Church Food Pantry, Edison NJ. The Edison Fire Department was

also on hand to let the kids have pictures taken on one of their fire trucks.



Special thanks go out to Norfolk Southern which provided the caboose, and Sterling Audio which supplied the sound system for the holiday music. We also want

to recognize Raritan Central General Manager Bob Tomaszewski, Engineer Joe Tomaszewski, and Conductors Paul Gulick and Bill McGowan who volunteered their time to make the event a success.

Join in the Savings With Any of These Exceptional Properties!

Join the growing list of companies that have been able to lower costs by positioning themselves in our strategic locations in Edison, New Jersey, and Chambersburg, Pennsylvania! Corporate Logistics is pleased to present several rail-served buildings and properties that will allow you to take advantage of all the 3PL and Value Added Services available at our sites. We also have a list of non-rail served properties which can still benefit from our on-site transload and crossdock operations. All of these sites are perfect for warehousing, crossdock/distribution, light manufacturing or transload/packaging operations. Complete rail, highway, and port access can help lower your transportation costs. They offer one-day driving times throughout the northeast corridor from Washington to Boston - the nation's largest marketplace - bringing you closer to your customers.

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.



EDISON, NJ

Rail Served!




**Expeditors International
Raritan Center Parkway
212,000 sq. ft.
Available for Crossdock/3PL
10 Rail Doors!**

Rail Served!



**114 Northfield Avenue
116,321 sq. ft.
Available April 2009**

Rail Served!



**30 Clearview Road
92,000 to 473,080 sq. ft.
Available Immediately!**

Also available: Executive Avenue in Heller Park: 89,000 sq.ft., rail served, available immediately

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.

Other Locations	Sq. Ft.	Available
201 Mac Lane	160,000	Immediately
90 Northfield Avenue	124,308	April 2009
408 Clearview Avenue	39,031	Immediately
60 Mayfield Avenue	23,275	April 2009
90 Mayfield Avenue	15,596	Immediately

CHAMBERSBURG, PA

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, easy access to the highway (4 miles to Interstate 81, 15 miles to I-76, minutes from US 30 and US 11), and benefits from the availability of value added services provided through on-site industry and the Letterkenny Army Depot.

Rail Served!



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

Rail Served!



**5171 Innovation Way, Bldg 7
94,350 s/f, dividable
Available Immediately!**



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.

Phone
617-243-0137

email
eyalshapira@aol.com

Website
raritancentralrr.com