

The Switching News

News and happenings from the Raritan Central and Pennsylvania & Southern Railways



New customers and expanded services to start the New Year

Welcome to the New Year! I hope it is a healthy and prosperous one for all. 2013 was a busy year on both the Raritan Central and Pennsylvania & Southern Railways, and we are looking forward to an even busier 2014. After a short hiatus our newsletter is back, and we have some exciting news about new clients and expanded services on both railroads.



The big announcement that we want to share with you is the addition of the Home Depot distribution center to the list of rail-served businesses in the Raritan Center Business Park. The fact that it chose to situate its operation in Raritan Center truly solidifies our position as serving the premier business park in the region. We have also expanded our cross-dock and transload services in Raritan Center and have seen an increase in coast-to-coast shipments of food grade and building products.

Over in Chambersburg we have continued to invest in our track - building a new siding and rehabilitating existing yard tracks in order to handle increased business, some of it related to the ongoing energy boom in the Marcellus Shale region. Service to our equipment ramps is also starting to "ramp up" due to a joint marketing effort with our partner CSX.

As always, please feel free to call me at any time if you have questions about our services and how they may benefit your operations. I thank you all for your continued business.

Sincerely,
Eyal Shapira, *President*

RARITAN CENTER: THE NEW HOME OF THE HOME DEPOT

The Raritan Central Railway is pleased to announce that the Home Depot, the world's largest home improvement specialty retailer, has opened a new rail-served regional lumber distribution center in the Raritan Center Business Park. The new location provides the Home Depot with a high-volume facility closer to its retail stores in the region. The features of the Raritan Center Business Park fit all of the site selection criteria for a modern distribution center: proximity to the end-user, excellent rail and highway access, modern facilities, responsive management, ample space, and room to grow.



The new facility is located in the 470,000 square foot warehouse and crossdock at 100 Riverside Drive in Woodbridge. The building and trackage received over one million dollars in investment in order to turn it into a high-volume distribution center capable of handling over 2000 railcar loads each year. The facility has completely updated rail and truck docks, a refurbished interior space that can accommodate wallboard, plywood, and other weather-sensitive products, and seven acres of outdoor storage for pressure treated lumber and other exterior grade products.

The Park's central regional location and direct highway access (I-95, I-287, Routes 1, 514, 440, and 9) give Home Depot a strategic front-staging location in the Northeast. From Raritan Center, Home Depot can quickly and easily supply its stores in New York, New Jersey, and eastern Pennsylvania. Of course, the Raritan Central Railway will be there to provide Home Depot with customized rail services that will ensure a fluid supply chain. We are a leader in handling high-volume building products shipments. We connect to both CSX and NS and can dependably deliver carloads sourced from throughout the United States, Canada, or Mexico. Our switching services are available 24/7 if needed. Raritan Center is also home to several 3PL providers specializing in transloading and final delivery as well as rail to barge access for larger shipments.

The Raritan Central Railway looks forward to fostering an on-going, successful relationship with our newest customer by providing them with the same personalized, responsive rail services that we offer all of our clients. The Home Depot is the fastest growing retailer in U.S. history and is known for their customer service. With Raritan Center and our railroad behind them, we hope to help Home Depot be even more responsive to its customers' needs.



In this issue...

Transloading unit pipe trains in Chambersburg



Coast-to-coast food grade cross docking



Ramping up efforts to attract new business





PENNSYLVANIA & SOUTHERN RAILWAY

We'll keep your materials pipeline flowing smoothly

The Pennsylvania & Southern Railway continues to be the destination for companies who need a large, easily accessible transload terminal and storage area for pipe and other structural components destined for energy projects in the Northeast, including the Marcellus Shale region. The latest unit train of large diameter pipe for a regional pipeline project arrived in Chambersburg early this January. Each railcar in the unit train contained 22 sections of pipe. Two transloading areas operated simultaneously, and Pennsylvania & Southern crews were on hand to switch out the rail cars as they were unloaded so the process could continue smoothly and quickly. Trucks shuttled the pipe to our 20-acre storage site in the Cumberland Valley Business Park where it could be held until needed.



The Pennsylvania & Southern is the perfect location for large volume shipments like this unit pipe train. Our extensive yard and siding capacity allows us to handle single loads up to the largest unit trains with ease. We also have expansive areas designated for transloading where cranes, excavators, or forklifts can efficiently pick the materials off railcars and place them onto waiting trucks or directly into the laydown area. Pennsylvania & Southern crews are available 24/7 if needed to help expedite the transloading process. Contact us today to see how we can make your project go smoother!

Chambersburg's service offerings continue to grow with the addition of a new bulk salt transload

The Pennsylvania & Southern Railroad recently completed construction of a new facility next to our "Yard 2" that will serve the area's bulk salt needs. A one million dollar investment, the new transload helps to expand the range of services that we can offer from the Cumberland Valley Business Park.



Features of the transload include a 1400' siding, under-car unloading system, and a 30,000 square foot salt storage shed. Cargill, a long-time tenant at the Park, will operate the facility. Its location on I-81 in south-central Pennsylvania will enable salt to be distributed to communities from Hagerstown, Maryland, to Harrisburg, Pennsylvania, quicker and at less cost. During the spring and summer months the transload also provides the opportunity to unload shipments of sand and other aggregates. The Pennsylvania & Southern's adjacent Yard 2 has over 250 carspots, providing ample storage-in-transit space for the largest shipments.

Ship and store paper and plywood safely away from the elements



Logistics Team, our logistics partner handling bulk paper and plywood in Raritan Center, has continued to grow its business through timely material handling and responsive customer service. Its 95,000 s/f state-of-the-art, high-bay facility at 100 Blue Heron Way has 32' clear ceilings and can safely receive, store, and distribute valuable paper and plywood shipments without subjecting the product to the elements. Logistics Team has an extensive, nationwide network of cross docks and warehouses allowing products to be shipped point-to-point using the same logistics partner. They can also assist you with international shipments passing through the Port of New York and New Jersey.



Making the grade with quality food-grade logistics services

The Raritan Central's food grade logistics partner, Crossdock Logistics, has steadily been expanding its operations, offering comprehensive food-grade cross dock services linking the West Coast with Raritan Center. Rail car loads of onions, carrots, and other produce now make the trip from California and Washington to the 40 Mayfield Avenue facility, where Crossdock Logistics transloads the shipments for local distributors. By employing the services of Crossdock Logistics, distributors have a distinct advantage: Raritan Center's excellent connectivity means it is only a short drive to restaurants in Newark, Staten Island, New York City, and the Jersey shore.

Ramping up our efforts to get the word out about our equipment ramps



Featuring six concrete docks with end-ramps all set at flatcar height, our infrastructure is perfect for all sizes and weights of construction equipment, vehicles both wheeled and tracked, semi-tractors, and a wide range of other machinery on skids or secured to the car planking. Each of the docks allows access from both the side and end of a string of up to five 89' flatcars— for ro-ro, forklift or crane, and “circus style” loading and unloading. Adjacent to each dock, and throughout the Park, are acres of storage space for vehicles and their components.

The heavy equipment ramps and docks located in the Cumberland Valley Business Park are about to get more use thanks to a joint marketing effort by the Pennsylvania & Southern and our Class 1 partner CSX. We are getting the word out that our operation has one of the best heavy-load dock and ramp facilities on the East Coast. It is strategically located within reach of key East Coast ports, energy drilling operations, and major construction projects. Through CSX's service it is also connected to the entire United States and Canada by rail.

Already, a major construction equipment manufacturer has signed on to use the ramps, with more on the way. Contact us today if you would like to learn more about the advantages our equipment ramps can provide.



Let the Raritan Central be the conduit for your building products shipments

Raritan Central's steel and building products reload on Northfield Ave. continues to see a steady stream of materials destined for Northeast construction projects arriving by rail from California manufacturers. The latest load was a large shipment of conduit from Western Tube in Los Angeles. The shipment was unloaded and distributed by our 3PL partners in the Raritan Center Business Park. Using the Raritan Central's coast-to-coast service can offer shippers and distributors a significant savings when compared to trucking.

The Raritan Central's steel and building products reload can handle a wide range of materials, including structural steel, coil steel, rebar, pipe, conduit, and plate steel arriving by flatcar or gondola. Our 3PL partners are experts at transloading and trucking all types of materials using flatbed trailers. They also offer value-added services such as inventory management and international shipping services. The nearby Port of New York and New Jersey provides complete international shipping options and Raritan Center also offers railcar/truck to barge services. If you would like to learn more about our facilities, 3PL partners, and the services they offer, please call or email us: 617-243-0137, eyalshapira@aol.com.



The railways at-a-glance

RARITAN CENTRAL

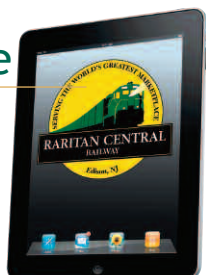
Size:	17 miles
Class 1 Connections:	CSX, NS
Market Access:	I-95, I-287, 440, NJ Pike
Space Served:	21,000,000 sq. ft.
Developable Land:	5 - 38 acres
Car Spots Available:	420
3PL Services:	Packaging, Warehousing, Crossdock, Transload, Reload, Distribution

PENNSYLVANIA & SOUTHERN

Size:	30 miles
Class 1 Connections:	CSX
Market Access:	I-81, I-76, I-70
Space Served:	1,500,000 sq. ft.
Developable Land:	5 - 200 acres
Car Spots Available:	700
3PL Services:	Warehousing, Crossdock, Transload, Reload, Distribution

Find out more

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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