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# the Switching News

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

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## New Services and Partners Lead the Way in Providing the Best Logistics Solutions

Dear Friends,

The summer is almost over, and we have been busy making progress on some of the projects featured in earlier *Switching News* issues as well as working on new ventures aimed at providing even greater services for our customers.



I am happy to report that Port Raritan has finally handled its first shipment. While much work lies ahead, including demolition and reconstruction of the wooden dock, we are now able to offer complete multi-modal transportation services in the Raritan Logistics Center. Also on the waterfront is our new aggregate transload, offering rail to truck (and now barge) transloading.

I am pleased to welcome GAF and Opta Minerals to Raritan Center. Their operations at the 100 Sweetwater Lane crossdock and on the waterfront recognize the benefits of our strategic location and exceptional infrastructure that has served to attract so many world-class companies over the years.

Operations in Chambersburg continue to grow as we further develop infrastructure and services at the Cumberland Valley Business Park. Key among our offerings are a growing feed and grain transload and acres of build-to-suit land.

As always, our railroads will continue to provide you with the very best throughout 2010. I thank you all for your continued business.

Sincerely,  
Eyal Shapira, *President*



## We have a firm grasp on the services you need to keep your paper shipments rolling!

To efficiently handle paper shipments you need a logistics partner who has the experience, infrastructure, and equipment required to quickly handle large and sometimes time-sensitive volumes of newsprint and rolled paper. Did you know the Raritan Central handles hundreds of carloads of paper products (including rolls) each year? Our Edison, New Jersey, location, two Class 1 connections, and the modern infrastructure of the Raritan Center Business Park make us the perfect choice as a distribution center for your export and domestic paper handling needs.



Whether it comes by ship, rail, or truck, we can handle your paper products in a clean and efficient environment that is strategically located

in the Northeast. Utilizing our 58 Northfield Ave. Raritan Reload and on-site 3PL distribution partners, we can unload, store, and distribute your shipment closer to the end user - consistently providing them with on-time and damage-free deliveries.

Our two Class 1 rail connections, Norfolk Southern and CSX, allow us to access the paper mills in New England, the upper Mid-West, and Canada quickly and reliably. Edison is only 15 miles from the Port of New York and New Jersey in Newark, giving you complete access to the worldwide import and export market. For local and regional deliveries we have immediate access to I-95 as well as five other highways, providing one-day travel times to major markets from New England to the Mid-Atlantic.

If you are thinking about expanding your current operation, or are in need of a new location, give us a call today. We would be pleased to show you how our facilities can be put to work for you.

## Raritan Central Wins NS Business Initiative Award

The Raritan Central Railway was pleased to accept a Business Initiative Award at Norfolk Southern Corporation's 9th Annual Short Line Meeting. The Raritan Central enjoys a close working relationship with NS and over the past four years has been able to increase business between the two companies by almost 250%. Pictured with Eyal Shapira are (from left to right): Mike Wheeler (V.P. Transportation, NS), Fred Ehlers (V.P. Customer Service, NS), and David Lawson (V.P. Marketing, NS).



# Port Raritan Open For Business!

July was an important month in Raritan Center. For the first time a shipment was transloaded from truck to barge at the Port Raritan facility along the Raritan River. To facilitate the transfer, a crane was positioned on the concrete portion of the pier, providing the reach needed to safely span the distance to a barge tied up just off the dock.



The first shipment consisted of a large group of 89' pilings which were brought in on special trailers, transloaded, and sailed up to the construction site of the City of New York's marine transfer station.

The success of this first shipment has allowed us to start accepting other commodities using the same method. Aggregates, building products, and even containers can be handled and transloaded to rail or truck. The Port's strategic location makes it ideal for a company to position themselves in the "center of the action" while avoiding the congestion of the larger ports. Call us for more information on Port Raritan's capabilities.

## Building Materials Crossdock

One of the largest producers of roofing materials is the newest shipper to join us at our Raritan Center location. They are utilizing the crossdock services of Quality Warehouse at their 100 Sweetwater Lane crossdock to transload shingles from boxcar to trailers for distribution throughout the New York and New Jersey area. The central location of Raritan Center makes it ideal for distributing a wide selection of building materials.



## Get All the Dirt on Our New Aggregate Transload

A new aggregate transload is now operational on the Raritan Center waterfront. The facility is currently being used by Opta Minerals of Canada to transload blast cleaning abrasives from railcar to truck. Opta Minerals is North America's leading integrated processor/distributor/seller of industrial minerals and has companies worldwide.

Five carspots are at the transload, and the track is switched daily. There is also lay-down space next to the transload for

temporary outdoor storage. Because the facility is next to Port Raritan, the potential also exists for transloading aggregates to and from barges using a conveyor or crane. Contact us to see how the new transload can be put to work for you.



## We're Serving Up Food Grade Transloading Regional, National, & International Services

Domestic and international shippers have begun to take notice of the food grade transloading services we provide at the 95,000 s/f, 100 Blue Heron building in Raritan Center. The facility specializes in transloading bulk food grade products from supersacs, bags, bins, seabulk containers and railcars. Shipments arriving from overseas can be transloaded and forwarded to any location in the country using either of our two Class 1 partners, CSX and NS. International customers benefit from the short distance (15 mi.) to the Port of New York and New Jersey in Newark. Multiple transloading carspots, ample storage spaces, and on-demand switching allows us to handle even the largest shipments.

## Helping the Community

As part of the Raritan Central's continuing efforts to give back to the community, Eyal Shapira has recently become involved with two new organizations: Soldier On, a private Massachusetts agency helping homeless veterans get their life back on track, and Women in Need, a Chambersburg-based non-profit agency working with victims of violence. He also continues to support the Hands of Hope Food Pantry in Edison. All three organization do excellent work in providing services for the less fortunate. We encourage you to call or visit their websites to learn more about their mission:

Hands of Hope	<a href="http://www.handsofhopenj.net">www.handsofhopenj.net</a>	732-236-3330
Soldier On	<a href="http://www.wesoldieron.org">www.wesoldieron.org</a>	413-236-5644
Women In Need	<a href="http://www.winservices.org">www.winservices.org</a>	717-264-3056

## Place Yourself in the Perfect Distribution Location - Chambersburg, PA

Take advantage of several build-to-suit opportunities with land parcels from 5 acres to 52 acres in size with full rail access, including existing rail sidings for bulk terminals. Low utility costs and economic assistance available!



# In Chambersburg, everything from our feed & grain business to our carspots is

Our operations in the Cumberland Valley have continued to be strong throughout the spring and early summer. The feed and grain transload, once only a small operation using a tractor and conveyor, now has a new under-car transload pit, 100 carspots, larger conveyors, and three grain silos for the storage of different products without contamination. Over 500 carloads a year are now unloaded at the facility. These new features, along with the facility's proximity to surrounding farmland, makes Chambersburg the ideal choice for your transloading needs for shipments ranging in size from a few loads to 50 car unit trains.

## ON THE RISE



We have continued to invest in our trackage and this summer opened up several more sidings to help add to our storage capabilities. There are now over 700 carspots in Chambersburg capable of filling you long or short-term storage needs.

# Soldier On at the Sox!



On August 20th, 80 veterans from Soldier On!, a non-profit that helps homeless veterans get back on their feet, experienced a day out at a

Red Sox game they will never forget thanks to Eyal Shapira. Many of the veterans had never been to Fenway Park or a professional baseball game. A luxury motorcoach ride and state police escort brought the veterans from Pittsfield, MA, to Fenway Park in Boston. Once at the park, each veteran was also given \$20 to buy food and a drink at the game. An entire section was reserved for the group, right behind home plate. A local television station covered the event with a story on the evening news. "These are a special group of people and if you're not going to help the homeless who are going to help?" Eyal Shapira said. To see the news article and a video click on the links on our homepage: raritancentralrr.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:	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:	700
3PL Services:	Warehousing, Crossdock, Transload, Reload, Distribution

# STRATEGICALLY LOCATED RAIL-SERVED PROPERTIES

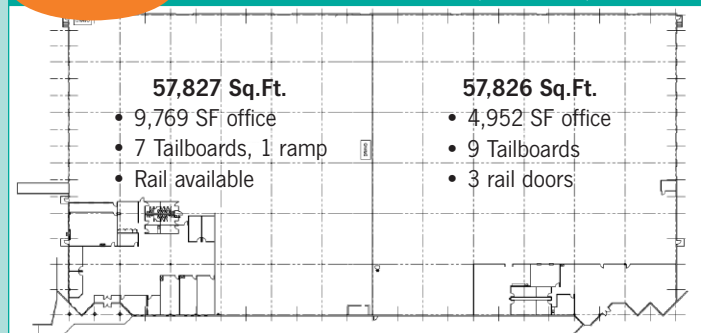


**CORPORATE logistics**  
Focused on the Future<sup>®</sup>

Take advantage of the buyer's market to position yourself in strategically-located buildings and properties at our Edison, New Jersey, and Chambersburg, Pennsylvania, locations. Our Corporate Logistics affiliate has multiple listings that are perfect for warehousing, crossdock/distribution, light manufacturing, transload/packaging, or build-to-suit applications. All locations feature both rail and highway access. 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.

**NEW!**

**70 Newfield Ave., Edison, NJ**



**57,827 Sq.Ft.**

- 9,769 SF office
- 7 Tailboards, 1 ramp
- Rail available

**57,826 Sq.Ft.**

- 4,952 SF office
- 9 Tailboards
- 3 rail doors

- 57,000 - 114,000 s/f warehouse/distribution facility
- 24' Ceiling height
- 40'x40' Column spacing

- Fully sprinklered
- 5" Concrete slab
- 480v, 200a, 3p

**Edison, NJ**



**58 Northfield Avenue**  
16,000 s/f to 75,000 s/f

**Edison, NJ**



**96 Northfield Avenue**  
25,000 s/f to 100,000 s/f

**Chambersburg, PA**

5 to 52 acres available. Rail access. Develop immediately

## 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**