

# The Switching News

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



## Offering more of what you need, where you need it

Dear Friends,

As the railroads and businesses on the East Coast continue to recover from the effects of Hurricane Irene, I would like to let you know that we are open

and still providing the quality rail services you have come to expect from our operations.



This issue provides an overview of the many different and specialized 3PL services that

sets us apart from other railroads in the Northeast.

A particular focus is on our expanding food-grade services. Through our providers we now offer cross dock, warehouse, or packaging for sugar, flour, wine, and a variety of other products. The feature story highlights the new facility Cargill has constructed on the Pennsylvania & Southern. We now have two CSX-served, high-capacity feed and grain transloads in the strategic Chambersburg location.

Finally, I would like to introduce you to my new General Manager in Edison, Trevor Hengehold. Trevor brings a wealth of business and logistics experience to our operation through his service to our country in the United States Marine Corps.

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*



## New Infrastructure Expands Feed and Grain Capabilities

One of our long-time customers in Chambersburg, Pennsylvania, has been the Cargill Letterkenny Feed Depot. Last year it suffered a major fire which destroyed much of the plant. Because of the number of area farmers who rely on the mill to feed their herds, Cargill committed to rebuilding, and this past June celebrated the opening of its new facility.



The new mill can process over 120,000 tons of feed annually and features state-of-the-art feed batching to customize feed to match customer needs. It has expanded mixing capacity and flexibility which allows for improved efficiencies, larger batches, and faster delivery. Other

upgraded features include a fully-automated grinding and receiving system and grain-banking bins available to store customers' grains as needed.



Our other feed and grain transload and distributor,

Larry Meyers Grain, has also recently expanded operations and now has both loading and unloading capabilities at its high-capacity railcar to truck transload facility.

Both Cargill's and Larry Meyers' expansions give the Pennsylvania & Southern some of the best feed and grain transloading capabilities. It the only facility with a CSX connection in the region. Give us a call for more information on how we can help you take advantage of these services to better reach area farmers.

## The Raritan Central welcomes our new General Manager Trevor Hengehold

The Raritan Central is pleased to introduce our new General Manager, Trevor Hengehold. Trevor, a graduate of Western Michigan University's Haworth College of Business, is a United States Marine who brings to our operation extensive experience in logistics and management. From 2007 to 2010 he served in a variety of logistics positions for the Marine Corps, including Battalion Logistics Officer, managing over 40 buildings, providing HAZMAT oversight and inspections, coordinating transportation and equipment maintenance and much more. His reputation for accountability and meeting customers' needs in a dynamic, fast-paced, and stressful environment was recognized by his superiors with achievement and commendation medals. Trevor is also a record-holding long-range marksman, representing our country in national and international competitions. We look forward to the energy, skills, and experience that Trevor will bring to our operations in Raritan Center.



In this issue...

3PL Services Overview



Pennsylvania Transloading



3PL Services Roundup





## Your One Stop Shop for Plastics and Resins

The Raritan Central offers industry-leading plastics transloading, packaging, warehousing, and import/export services through our two 3PL partners, Plastic Express and Delaware Express. Packaging services feature multiple box lines, dedicated transfer units, and FIBC filling lines. Specialized buildings and trailers are dedicated to one particular product to ensure contamination-free transloading and delivery. The Raritan Central backs these services with over 100 transloading and 325 storage-in-transit carspots.




## Build a new supply chain!



Roofing shingles, plywood, lumber, and other building materials can all be handled easily and efficiently using the cross dock services of our partner Quality Warehouse. The central location of Raritan Center makes it ideal to transload materials from boxcar to trailers for distribution throughout the New York and New Jersey area. Import/export shippers can also count on Quality Warehouse's over 40 years of expertise in handling international shipments to help move products without headaches or hidden expenses.



## US Foodservice Acquires Vesuvio Foods

Vesuvio Foods, our long-time customer at 141 Fieldcrest Avenue in Raritan Center, has been acquired by US Foodservice, a company with over 60 locations and 250,000 customers nationwide. Vesuvio was a leading source of Italian foods for the metropolitan New York market. The deal allows US Foodservice's customers to enjoy a larger selection of Italian specialty foods, while allowing Vesuvio's former customers access to the over 350,000 national brand products carried by US Foodservice. We look forward to continuing to provide US Foodservice with quality rail logistics services from our strategic Raritan Center location.




## We're helping AFCO clean up the food and beverage processing industry

The Pennsylvania & Southern Railway would like to welcome AFCO to our operations at the Cumberland Valley Business Park in Chambersburg, PA. With over 150 years in the business, AFCO is a specialty chemical company serving the food-grade industry. Their suite of services are aimed at keeping customers clean, compliant, efficient and productive, and include plant sanitation, water treatment and recovery, flavors and colorings, and more. The Pennsylvania & Southern will be delivering carloads of materials that will be transloaded for use in AFCO's cleaning and sanitation products for food and beverage processing facilities. For more information on AFCO visit their website: <http://www.afcocare.us/>




## Canned Goods Transload



Canned goods shippers looking for a modern, reliable, and convenient location from which to access the Northeast can now take advantage of our new canned goods transload in the Raritan Center Business Park in Edison. The facility can handle boxed and palletized shipments of any size. We offer daily switching and access to a complete list of logistics services including packaging, warehousing, import/export, and distribution through our 3PL partners. Call us for more information on how we can improve your supply chain and bring you closer to your end users.

## Rail-served Properties

Our Corporate Logistics affiliate has several strategically-located buildings and properties at our Edison, New Jersey, and Chambersburg, Pennsylvania, locations. Whatever your need, we can match you with the building or land that meets your requirements. To find out more contact Eyal Shapira by phone or email: 617-243-0137 or [eyalshapira@aol.com](mailto:eyalshapira@aol.com).



Raritan Center Business Park Edison, NJ

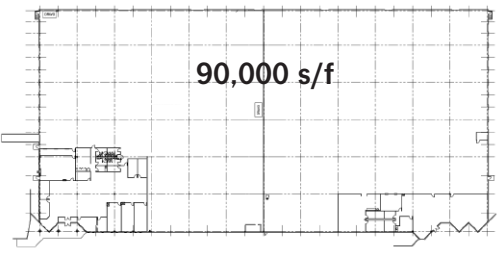
86 Northfield Ave.



- 25,000 s/f to 100,000 s/f cross dock or warehouse
- 24' Ceiling height
- 40'x40' Column spacing
- 5" Concrete slab

Cumberland Valley Business Park Chambersburg, PA

Cross Dock / Warehouse



90,000 s/f

- 90,000 s/f
- Truck doors
- Perfect for cross docking
- Adjacent to 200 spot rail yard
- Rail doors/siding
- Easy access to I-81

Build-to-suit Parcels



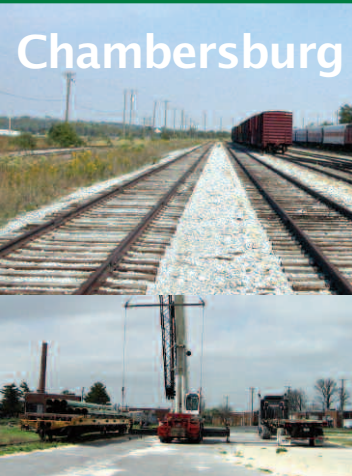
Take advantage of several build-to-suit opportunities with parcels from 5 acres to 52 acres in size with rail access. Low utility costs and economic assistance available!



The Raritan Central is fast becoming a leader in the warehousing and cross docking of rolled paper. With a strategic I-95 location and the international reach of our 3PL provider, Belsun Corp. and others, we can offer import/export and cross docking of all grades and sizes of rolled paper. The Raritan Central supports our paper handling specialists with daily switching and extensive carspots that can help them accept both time-sensitive and large shipments. Give us a call to find out the advantages our paper handling capabilities can give you.

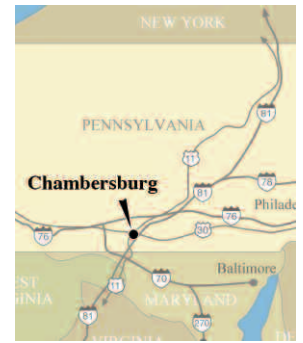
## A pairing that is rated Very Good +

If you need a complete alcoholic beverage or food grade supply chain solution, look no further than the services provided by the Raritan Central Railway and Gordon Logistics. Gordon Logistics' extensive experience in alcoholic beverage compliance, freight consolidation, warehousing, and dedicated store delivery gives it the flexibility and experience to tailor its operations to meet your specific supply chain requirements. Find out more at [www.gordon-logistics.com](http://www.gordon-logistics.com).



## Your ideal transloading and front staging location


Pennsylvania has become a new focal point in the search for energy solutions for the country with the large-scale development of natural gas and biofuels industries. The Pennsylvania and Southern can help you better connect to this important market by providing strategically-located transload, front staging, and short-term storage solutions for liquid, bulk, and construction materials. Our operations in the Cumberland Valley Business Park offer over 700 carspots, hundreds of acres of transload and lay-down space, and convenient highway access to Interstates 81, 70, and 76. Whether it is frak sand, pipes, biodiesel, or other petroleum products, we can handle all sizes of shipments from single carloads to unit trains quickly and efficiently. Our connection to CSX gives you the ability to reach the entire North American marketplace.





## Harvesting Hope

Pugzee's Farm is an exciting new effort to help homeless and unemployed veterans by offering jobs in farming, beekeeping, and baking on a 227-acre farm in Washington, Massachusetts. In its first year of operation, the farm has already grown enough to employ five veterans. Proceeds from the sales of the products help to sustain the farm, hire additional workers, and are also distributed to shelters, food pantries, and non-profit community groups. Log on to [www.pugzeesfarm.com](http://www.pugzeesfarm.com) to learn more.



## Helping Our Neighbors

In hard economic times it is important to remember the charitable groups in the community and the good work that they perform for the less fortunate. We have been proud to provide ongoing support to several organizations. Women In Need in Chambersburg ([www.winservices.org](http://www.winservices.org)) helps 1500 victims of assault and domestic abuse each year. Hands of Hope Food Pantry in Edison ([handsofhopenj.net](http://handsofhopenj.net)) works to feed and clothe hundreds of adults, children, and families. The Ron Burton Training Camp in Massachusetts ([www.ronburtontrainingvillage.com](http://www.ronburtontrainingvillage.com)) has served more than 3000 troubled and at risk young men and women in their spiritual, physical and educational growth. Please go on-line to learn more about the important services all these groups provide.



## The railways at-a-glance

<b>RARITAN CENTRAL</b>		<b>PENNSYLVANIA &amp; SOUTHERN</b>	
Size:	17 miles	Size:	25 miles
Class 1 Connections:	CSX, NS	Class 1 Connections:	CSX
Market Access:	I-95, I-287, 440, NJ Pike	Market Access:	I-81, I-76, I-70
Space Served:	21,000,000 sq. ft.	Space Served:	1,500,000 sq. ft.
Developable Land:	5 - 38 acres	Developable Land:	5 - 150 acres
Car Spots Available:	420	Car Spots Available:	700
3PL Services:	Packaging, Warehousing, Crossdock, Transload, Reload, Distribution	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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