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American Short Line and Regional Railroad Association

# VIEWS & NEWS

VOLUME 72

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**Mark Your  
Calendars for  
ASLRRA's 2005  
Meetings!**

**Railroad Day on  
Capitol Hill  
March 2, 2005  
Washington Court  
Hotel  
Washington, DC**

**2005 Annual  
Convention  
April 3-4-5  
Anaheim Marriott  
Anaheim, CA**

**Questions?  
Comments? E-Mail  
Us.**

**Currently, Railroad  
Security Alert Level  
2 is in Effect**

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## **SIGN UP FOR RAILROAD DAY ON THE HILL TODAY**

Wednesday, March 2, 2005 is Railroad Day on Capitol Hill. Railroad Day brings together all of the nation's railroads, shippers, and rail supply companies for a day-long series of meetings with Congressional leaders. These sessions provide an opportunity to talk with our elected representatives about infrastructure spending, tax policy and regulatory issues, all of which affect the economic well-being of our businesses. Together, our industry represents hundreds of thousands of working Americans and we need a big turnout on March 2 to drive that point home to Congress.

"Last year, participation of the rail industry in Railroad Day was critical to our efforts to secure passage of the short line railroad tax credit," said Rep. Jerry Moran (R-KS), the lead sponsor of short line tax credit legislation. "My colleagues and I look forward to Railroad Day each year and hearing about the issues that are important to the industry."

Railroad Day on the Hill begins with a breakfast orientation at the Washington Court Hotel, followed by a full day of Congressional visits and will conclude with ASLRRA's Annual Legislative Dinner. This has become one of our most effective lobbying events of the year and every ASLRRA member is strongly encouraged to attend. Our staff, in consultation with you, will coordinate all of your Congressional visits.

Our room block at the Washington Court Hotel is sold out. For a list of alternate area hotels, [click here](#).

[Click here](#) for additional details and registration forms.

Contact Kathy Cassidy at [kcassidy@aslrta.org](mailto:kcassidy@aslrta.org) for meeting info. Contact Sally Johnson at [sally.johnson@cch-llc.com](mailto:sally.johnson@cch-llc.com) for information on Hill appointments.

## **NEW SAFETY ADMINISTRATOR ANNOUNCED AT FEDERAL RAILROAD ADMINISTRATION**

On Tuesday, February 1, 2005, U.S. Transportation Secretary Norman Y. Mineta announced the selection of Daniel C. Smith for the position of Associate Administrator for Safety at the Federal Railroad Administration (FRA).

Mr. Smith will head the Federal Railroad Administration's safety program as one of the agency's senior executives. Mr. Smith has served for the past twelve years as FRA's Assistant Chief Counsel for Safety, heading up the agency's safety enforcement and civil penalty program. He will report to Robert D. Jamison, FRA's recently appointed Acting Administrator.

"Both individuals have a strong record on safety issues and will help the agency and its employees accomplish our safety objectives," Secretary Mineta said. "As the nation's railroads face the challenges of growth and greater demand for freight rail services, we must continue to emphasize safety to ensure public confidence in this important industry."

Smith was first appointed to the federal government's Senior Executive Service in 1999 and has served at the Federal Railroad Administration since 1978. His selection was made by a unanimous vote of the Department of Transportation's Executive Resources Review Committee.

## **RRIF LOAN FOR GREAT SMOKY MOUNTAINS RAILROAD APPROVED**

A short line railroad located in the Great Smoky Mountains National Park in far western North Carolina is receiving a \$7.5 million direct loan from the Federal Railroad Administration (FRA) to rehabilitate its infrastructure and maintain its economic importance to the region.

The \$7.5 million loan, made under the FRA Railroad Rehabilitation and Improvement Financing (RRIF) program, will be used to refinance existing debt and upgrade four miles of track to heavier rail and replace over 38,000 railroad ties. The railroad also will purchase and install three turntables, which are used to turn locomotives around, to increase the safety and efficiency of its operations. By refinancing existing debt, the Great Smoky Mountains Railroad (GSMR) will have more cash available for maintenance and capital improvement expenditures.

“Short line railroads connect communities of all sizes to the national and global economies, making it possible for businesses across America to manufacture and sell their products anywhere in the world,” said U.S. Department of Transportation Secretary Norman Y. Mineta.

The GSMR operates primarily as a tourist railroad and carried approximately 167,000 passengers in 2004. It also handles some freight shipments along its 53 miles of track. Located in one of the most economically disadvantaged counties in North Carolina, the GSMR is one of the largest employers in the area. It employs about 46 people full-time and nearly 140 seasonal employees. The GSMR provides an estimated \$50 million in economic benefits to the region annually.

The RRIF loan program was created by Congress primarily to assist short line and regional railroads in acquiring, improving, or rehabilitating rail equipment and infrastructure. Funds also may be used to refinance existing debt incurred for those purposes and to develop new intermodal or rail facilities. Direct loans can fund up to 100 percent of the cost of an approved railroad project with repayment periods of up to 25 years and interest rates equal to the cost of borrowing to the federal government.

Since the program’s implementation in July 2000, eight RRIF loans have been awarded. [Click here](#) to view a list of the other seven railroads that have received RRIF loans.

### **REMINDER: SEND IN NOMINATIONS FOR ASLRRRA AWARDS**

ASLRRRA is now accepting nominations for both the Safety Person of the Year Award and the 10<sup>th</sup> Annual Marketing Awards.

The Safety Person of the Year award is in its fifth year. Response to this program has been overwhelming and this award has become one of the most prestigious honors in the short line and regional railroad industry. The Safety Person of the Year is an exciting award that recognizes not only a railroad’s overall commitment to safety, but also the safety efforts of one of its employees.

This program is specifically designed to recognize railroad employees that not only talk about safety, but also are prime examples of what safety truly means on our railroads. Any railroad employee is eligible for this award – as long as they are extremely safety minded in word, thought and action and are able to demonstrate their commitment to safety. The winner will be flown to Anaheim, CA to receive the award at ASLRRRA’s Annual Convention on April 3-5, 2005.

Send all entries to Matt Reilly, ASLRRRA, 50 F Street, N.W., Suite 7020, Washington, DC 20001 or [mreilly@aslrra.org](mailto:mreilly@aslrra.org). For more information on how to nominate an employee as the Safety Person of the Year, [click here](#).

ASLRRRA is also accepting nominations for the 10<sup>th</sup> Annual Marketing Awards Competition, which is open to all member railroads. Awards will be presented to the top three marketing initiatives. To enter the competition, send ASLRRRA a written description of the marketing initiative in sufficient detail to permit outside judges to review its essential elements. Additional materials, including photos or video tapes, are welcome, but not necessary. If submitted in hard copy, additional materials must include three complete sets, which will not be returned to the submitting railroad.

The competition is open to all member railroads and neither the railroad’s size nor project size will have any bearing on eligibility or outcome. You should consider entering if your railroad has developed:

- A proven marketing program or concept
- An innovative relationship in providing customer service
- New concepts, methods or models for understanding your market and/or customers
- An Internet presence that promotes your railroad operation
- An inventive promotion of e-commerce and its relationship to your organization

Short line and regional railroads have some of the most innovative and successful marketing campaigns in today's railroad industry. We need to demonstrate to our peers and to present and potential customers how we get the job done. Send all entries to Jenny McKinney, ASLRRA, 50 F Street, N.W., Suite 7020, Washington, DC 20001 or [jmckinney@aslrta.org](mailto:jmckinney@aslrta.org).

Both awards will be presented at the ASLRRA Annual Convention, which will be held April 3-5, 2005 in Anaheim, CA. Because the meeting will be held in April, time is of the essence, so all entries for the Safety Person of the Year Award and the Marketing Awards Competition must be submitted **no later than March 11, 2005**.

### **SCHOLARSHIP DEADLINE APPROACHING**

The Susan C. Murray Memorial Women's Scholarship Program is accepting applications for its second annual scholarship award. The scholarship is open to daughters and granddaughters of any employee of an ASLRRA railroad or associate member in good standing. The scholarship provides \$1,000 per semester for up to four consecutive years. **All applications must be received by February 16, 2005.** For additional information and application forms, [click here](#).

The Susan C. Murray Memorial Women's Scholarship Program was created in 2003 in honor of Susan Murray. Susan was VP of the Directories Division for Commonwealth Business Media, at the time of her sudden death January 7, 2003. Murray had been a leader in directory publishing and trade show exhibition management for nearly three decades. Susan helped to grow the ASLRRA's Annual Exhibition from its humble beginnings in 1987 with 40 tabletop booths to become the premier exhibition dedicated to the short line and regional railroad industry. Susan also wore the mantle of mentor and valued friend to many in the industry, particularly women railroaders. In line with Susan's desire to help others achieve their goals and encourage higher education, Commonwealth Business Media announced the formation of the Susan C. Murray Memorial Women's Scholarship Program in May of 2003 at the ASLRRA Annual Meeting in Philadelphia.

### **LAMPE NAMED PRESIDENT OF CHICAGO SOUTHSHORE & SOUTH BEND RAILROAD**

The Chicago SouthShore & South Bend Railroad (CSS) announced that it has hired Henry Lampe as president of the railroad. His predecessor, H. Terry Hearst--a widely respected railroad executive with 49 years in railroading--retired from the industry at year-end. Mr. Hearst had served as president of CSS since its start up in 1990.

Mr. Lampe has more than 33 years of experience in the rail industry with Burlington Northern and Santa Fe and its predecessor Santa Fe Railway. He held senior management positions in operations, marketing, equipment management and strategic planning. Since leaving BNSF in 2001, Mr. Lampe has provided consulting services to the rail industry.

Peter Gilbertson, CEO of Anacostia & Pacific and chairman of the Chicago SouthShore & South Bend said, "We are very pleased to have Henry as president of the SouthShore. His experience and professionalism will provide the leadership needed for the SouthShore's continued success."

## **JOHN COSCIA RECEIVES HIGH HONOR FROM PHILADELPHIA TRAFFIC CLUB**

John J. Coscia, Executive Director of the Delaware Valley Regional Planning Commission (DVRPC), has been named "Transportation Person of the Year" by the Traffic Club of Philadelphia. This marks one of the first times a leader in the public sector has been selected to receive the award.

Coscia accepted the award at the Traffic Club's 97<sup>th</sup> Annual Dinner on Tuesday, January 25, 2005, at the Philadelphia Airport Marriott Hotel.

"John is a recognized national leader in bringing the private and public sectors together," said William W. Shoaf, Jr., President of the Traffic Club of Philadelphia. "Over the years, he has been a true friend of the Delaware Valley's freight community."

Coscia has been the Executive Director of DVRPC since 1980. He supervises a professional staff of 110 employees and oversees an annual operating budget of more than \$20 million used for highway, public transit, airport, wastewater management, transportation-air quality, land use, environmental and housing planning for the nine-county bi-state Delaware Valley region. Under Coscia's leadership, DVRPC has become one of the most highly regarded Metropolitan Planning Organizations in the United States.

The Traffic Club of Philadelphia is one of the oldest transportation clubs in the country, dating to 1907. The purpose of the Club is to promote the interests of the transportation industry, to conduct educational programs in the field of transportation, and to promote the transportation industry for the benefit of the national welfare. Its membership is comprised of representatives from industry, railroad, motor carriers, freight forwarders, airlines, steamship lines, and warehouses.

## **RAILINC IMPLEMENTS RAMP-ED, AN INTERNET-BASED RAILCAR DISPOSITION SOLUTION**

Railinc announced today that it has implemented RAMP-ED, an Internet-based service for the North American rail industry. RAMP-ED enables leasing companies, lessees and railcar owners to use a uniform industry process to submit movement and billing instructions when moving railroad and private freight cars to shop, new lease, next lease or new points of assignment.

Prior to RAMP-ED, railroads, lessees and leasing companies relied on a manual process of phones and faxes to execute rail car disposition. These individual methods often caused considerable delay in completing the disposition process. With the introduction of RAMP-ED, equipment owners, leasing companies and lessees can now be assured that their disposition shipping instructions will be executed the first time.

"Leasing companies and shippers will benefit from accurate empty freight car routing and billing, while railroads will eliminate freight car re-handling expense," said Rick Hobb, Director Business Systems at Railinc. "Railinc is pleased to deliver another comprehensive Internet-based solution for the North American Rail Industry."

By providing equipment owners with a single, industry-approved electronic solution, re-work and re-billing of rail cars will be largely eliminated through process standardization and automation. This service enhances the rail industry partnership among car owners, leasing companies, shippers and railroads by promoting ease of doing business.

## **NEW MEMBERS**

**Employment Resources & Solutions**, 550 Water Street, Suite 1319, Jacksonville, FL 32202, Phone: 904-353-1313, Fax: 904-353-1330, website: [www.eresource.cc](http://www.eresource.cc), e-mail: [rose@eresource.cc](mailto:rose@eresource.cc), providing recruitment and selection, workforce transition, image consulting, training and development, employment administration, labor relations, and relocation services. Rose Conry is Vice President Operations.

**Empire Insurance Services, LLC**, 52 South Main Street, Suite A, Lexington, TN 38351, Phone: 731-967-3773, Fax: 731-967-8893, website: [www.empire-insurance-services.com](http://www.empire-insurance-services.com), e-mail: [clittle@empire-insurance-services.com](mailto:clittle@empire-insurance-services.com), providing wholesale insurance for the rail industry. Chris Little is Executive Vice President.

**IDCS Inc.**, 1700 Galloping Hill Road, Kenilworth, NJ 07033, Phone: 888-676-7200, Fax: 908-445-2120, website: [www.idcsi.com](http://www.idcsi.com), e-mail: [jkronberg@idcsi.com](mailto:jkronberg@idcsi.com), providing customized and scalable software products that automate billing processes. Jay Kronberg is Vice President.

**Revelation Outdoor Management, LLC**, 3520 Financial Center Way, Buford, GA 30519, Phone: 770-831-5945, e-mail: [davidg@revelationom.com](mailto:davidg@revelationom.com), providing development, management and consultants for the signboard industry, specializing in the management of railroad properties. David Gilley is Property Development Manager.

**Trac-Work, Inc.**, P.O. Box 550, Ennis, TX 75120, Phone: 972-875-6565, Fax: 972-875-9552, e-mail: [track-work90@trac-work.com](mailto:track-work90@trac-work.com), a full service railroad contractor providing new track construction, rehabilitation, yearly maintenance contracts, crossing installation, surfacing, bridge work, as well as track inspections, 24-hour emergency service, repairs, production tie and rail gangs, material sales and equipment rental. Mark Kennedy is Area Manager – Broken Arrow, OK.

## **RAILROAD TRAFFIC**

According to the AAR, U.S. carloads were down 4.3 percent in the week ending January 22, 2005, with 316,569 cars originated, compared to 330,665 cars originated in 2004. Carloads for U.S. Non-Class I's that submit data to the AAR were up 10.6 percent for the year. U.S. intermodal traffic was up 5.1 percent for the week, with 206,838 trailers and containers, compared with 196,764 trailers and containers in the comparable week in 2004. U.S. and Canadian intermodal traffic was up 5.6 percent for the year. Total volume is down 1.1 percent for the year.

For just the week ending January 15, 2005, U.S. carloads were up down 2.2 percent and carloads for U.S. Non-Class I railroads that submit data to the AAR were up 2.1 percent. Carloads were up 3.5 percent in the East and down 6.5 percent in the West. U.S. intermodal traffic was up 7.0 percent for the week and U.S. and Canadian intermodal traffic was up 6.9 percent from the prior year.

According to RMI's RailConnect Index, which includes traffic summaries for 167 short line and regional railroads, short line carloads were up 8.79 percent for the week ending January 8, 2005. Short lines reporting to RMI moved 89,497 cars for the week, compared with 82,264 cars for the same week in 2004. For the year-to-date, short line traffic was up 5.16 percent, with 165,826 cars handled in 2005, compared to 157,686 cars handled at the same point in 2004. For the week ending January 1, 2005, short line traffic was up 1.20 percent, with 76,329 cars handled.

## **EMBARGO NOTICES & REROUTE ORDERS**

A complete listing of embargo notices is available at [embargo.railinc.com](http://embargo.railinc.com).

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