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American Short Line and Regional Railroad Association

VIEWS & NEWS

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Don't miss out on ASLRRA's Annual Convention, April 20-24, at the Renaissance Grand Hotel in St. Louis, MO

The Annual Convention will include:

(Click on the program name for more information – registrations are still being accepted for all sessions)

Power Brake Training Seminar
April 20-21

Operating & Maintenance Session
April 21-22

Annual Meeting & Exhibition
April 22-23-24

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Currently, Railroad Security Alert Level 2 is in Effect

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MARKETING AWARD WINNERS

The American Short Line and Regional Railroad Association is proud to announce the 2004 Marketing Award winners – the North Shore Railroad Company, Providence and Worcester Railroad Company and the San Joaquin Valley Railroad Company.

North Shore Railroad – Growing the Business through the Short Haul Market

The North Shore Railroad Company was selected as a Marketing Award winner because of their focus on growing their business through short haul movements. Seeing multiple benefits in the short haul market – the ease of controlling a move with no connecting partners, keeping 100% of the revenue, and increasing the use of both short line and customer assets – North Shore has focused much of its marketing attention on adding short haul movements along one or more of their eight lines.

The North Shore entry in the Marketing Awards competition, submitted by Todd Hunter, Director of Marketing, described several of their short haul moves, including:

- Moving Eagle Family Foods products from a plant to a nearby warehouse – Eagle Family Foods, located on North Shore’s Wellsboro & Corning line, needed a warehouse for additional storage and found a facility 6 miles away that had no rail siding. North Shore worked with the customer to create a rail siding and instituted the use of shuttle cars between the plant and the warehouse.
- Lumber moves – A local lumber company ships pulpwood logs to a wood yard, which then consolidates the logs for truck delivery to Luke, MD. The company had been shipping by truck, but was looking for another option because it could only ship two trucks a day due to the 50+ mile distance to the yard. North Shore set up shuttle shipments via the Nittany & Bald Eagle line (NBER) to the wood yard, freeing up log trucks for more cost efficient moves. This eventually led to additional business for the customer to move logs cut locally over four North Shore lines.
- Stone shipments – North Shore converted shipments of lime from trucks for a 6-mile haul from NBER customer Graymont’s deep mine to a nearby plant and converted Glenn O. Hawbaker Construction’s former truck movements to rail.

North Shore currently has over 10 short haul moves, which range from 5 to 100 miles and produced over 6,000 revenue loads in 2003.

Providence & Worcester Railroad Company– Seeing Opportunity in a Changing Market

The Providence & Worcester Railroad (PW), located in Massachusetts, Connecticut, Rhode Island and New York, has been selected as a Marketing Award winner for their successful efforts to bring together multiple factors to assist in the movement of imported coal from the Port of Providence, RI to a Northeast Utilities (NU) plant in Mt. Tom, MA. PW’s Marketing Award entry was submitted by Frank Rogers, Director – Marketing and Sales, and described the steps that have been taken by PW and their partners to secure this new traffic.

The NU plant at Mt. Tom has traditionally received coal from domestic mines. However, they began searching for ways to bring in low sulfur import coal in anticipation of new environmental regulations limiting the emissions of NO-2 and SO-2. The plant, which is served by Guilford Rail Systems (GRS), looked at ports along the East Coast and decided on the Port of Providence, which did not have sufficient infrastructure in place to ship coal via rail.

In 2002, the Port of Providence began significant upgrades to more efficiently handle coal shipments and PW began upgrades of their own to build additional on dock rail capacity. PW worked with GRS to develop efficient rail service to the NU plant at Mt. Tom and they now move coal to the plant within 24 hours. They also are currently handling test loads of coal to NU’s Merrimack, NH generating station.

The PW was also able to capitalize on other business generated as a result of the new coal movement. Concurrent with the NU search for a way to move imported coal, PW customer, Gateway Terminal developed a 10 acre yard. PW worked with Gateway in developing the yard and pursuing joint business opportunities. Prior to the development of coal traffic, they secured aggregates and primary steel traffic, which generated 3,700 cars in 2001 and 2002. Around the same time, GATX approached PW about their ability to store a surplus unit coal train set. PW worked with GATX on developing an arrangement for storing cars on their line, which eventually provided the equipment for the first test shipment for NU in late 2000. This has continued to be an important partnership as PW has developed the new coal traffic.

PW, GRS and the Port of Providence continue to refine the movement of import coal and have continued to seek out ways to make the movement more efficient and cost-effective, including upgrading track and purchasing several new locomotives. While many rail carriers in the past have been concerned about import coal replacing domestic coal, PW and its partners have found a way to turn the changing market into a positive and a source of new business.

Persistence Pays Off for San Joaquin Valley Railroad Company

Another 2004 Marketing Award goes to the San Joaquin Valley Railroad Company, headquartered in Exeter, CA, for the revitalization of its Sunset Subdivision. When the SJVR took over the line in 1993, it was in very bad shape, desperately needed major repairs and was rumored to be heading for abandonment. Through persistence and tireless marketing efforts, the line is now on the road to becoming one of the most profitable Subdivisions on the railroad.

Bill Tongate, Marketing and Sales Manager, who submitted the entry for the SJVR, believed that there was potential in the line and, as a former Perishable Agent on the Subdivision under the Southern Pacific Railroad, Tongate knew that the line had been successful in the past. He recognized the strategic benefits to the line's location on the I-5 corridor and began an effort to revitalize the Subdivision through meetings with existing customers, Kern County Economic Development, the City of Bakersfield, Industrial Realtors and a strong partnership with BNSF Property Management representatives, who assisted in Land and Track Agreements with new customers locating on the line. The efforts paid off, as the SJVR saw an 18% increase in rail traffic related to existing customers within the first few years of operating the Subdivision, and has now more than doubled traffic and the customer base.

As the Subdivision became more successful, the SJVR focused on industrial development and sited four dairies near the line. They recently completed the construction of an 1800 foot Spur Track to serve the Troost & Wind Dairy and established two Bulk Grain Transloaders, who have contracted with the three remaining dairies to transload Feed Grain products from rail to truck. They have also placed a new customer in a refinery that had been earmarked for demolition in 2005 due to non-use of the facility.

The increased business on the Subdivision has allowed the SJVR to perform significant upgrades along the line, including installing new ties and upgrading the roadbed to allow for the handling of 286k cars. It is also estimated that 25,000 to 30,000 truckloads annually of various products will be redirected from truck to rail. The success of the line is expected to continue well into the future, and traffic volumes over the Subdivision are expected to more than triple by 2005.

"All three of this year's Marketing Award winners demonstrate the creativity, flexibility and persistence of short line railroads in creating new business," said ASLRRRA President Richard Timmons. "The willingness of short lines to seek out solutions to meet their customers' needs is one of our industry's greatest strengths. Each of these railroads has demonstrated the ability to use innovation and a focus on customer service to grow their business."

The 2003 Marketing Awards will be presented on April 23 at the ASLRRRA's Annual Meeting in St. Louis, MO.

2003 SAFETY PERSON OF THE YEAR

The American Short Line and Regional Railroad Association is pleased to announce that David K. ("DK") Roth, a locomotive engineer with Montana Rail Link has been named the 2003 Safety Person of the Year. Roth finds himself in a familiar position this year, as he was also the very first Safety Person of the Year in 2001. The fact that Roth is a two-time winner of this prestigious award is a testament to his intense dedication to safety.

"It's highly unusual to select one individual for this honor twice in three years, but the Selection Committee felt that DK was such an exceptional leader that he deserved to repeat the honor," commented ASLRRRA President Richard Timmons.

The Selection Committee, consisting of representatives from the Association of American Railroads, Federal Railroad Administration, National Industrial Transportation League, Railway Progress Institute and the United Transportation Union, chose DK from a strong field of entries submitted by ASLRRRA members.

Roth, who has been in the railroad industry for more than 25 years, has demonstrated a lifelong commitment to safety. In recent years, he has focused on the underlying human factors that can lead to

accidents and injuries. In 1999, he started an MRL system-wide evaluation of these factors, with a program entitled, "Attitudes—the Effects of Safety and Job Performance." He continued on this theme in 2000, with a program entitled HALT—standing for Hunger, Anger Loneliness and Tiredness, four major human factors that can result in accidents and injuries. He followed this in 2002 with a message of "Don't Sweat the Small Stuff" and combined all three programs last year into a presentation entitled "Attitude is Everything."

In addition to these presentations, DK serves an instructor and safety mentor for newly hired switchmen and as a safety mentor for newly implemented remote control locomotive systems. He also evaluates and qualifies student engineers as a designate supervisor of locomotive engineers for the BLE.

"Safety is more than just a word," says Roth. "It's a way of life." Roth's actions clearly demonstrate a dedication to this way of life.

DK will be presented the Safety Person of the Year Award on April 22 at ASLRRA's Annual Meeting in St. Louis, MO.

2003 ASLRRA SAFETY AWARD WINNERS

In 1999, The American Short Line and Regional Railroad Association, in its continuing effort to recognize short line and regional railroads with outstanding safety records, developed a Safety Awards program. The program, co-sponsored by CANAC, Inc. and MARSH USA, is designed to use ASLRRA's new Severity Index, which is based on the railroad's employee injuries and man-hours. Each ASLRRA member railroad is then placed into one of five categories based on the railroad's man-hours worked: 1-10,000; 10,001 – 50,000; 50,001 – 250,000; and 250,001 and above. An additional category is for Switching and Terminal Railroads. In each category there are four award levels: Gold, Silver, Bronze and Copper. Five years after its creation, this Safety Awards program has become the standard by which all short line and regional railroads are measured.

Richard F. Timmons, President, ASLRRA, proudly announces the 2003 ASLRRA Safety Award winners:

ASLRRA 2003 Safety Award Winners

0 - 10,000 Hours

| | |
|--------|---|
| Gold | Chattooga & Chickamauga Railroad |
| Silver | Valdosta Railway, L.P. |
| Bronze | Texas South-Eastern Railroad |
| Copper | R.J. Corman Railroad Co./Cleveland Line |

10,001 - 50,000 Hours

| | |
|--------|--|
| Gold | Grainbelt Corporation |
| Silver | York Railway Company |
| Bronze | Arkansas Louisiana & Mississippi Railroad |
| Copper | Livonia, Avon & Lakeville Railroad Corporation |

50,001 - 250,000 Hours

| | |
|--------|---|
| Gold | Kiamichi Railroad Company LLC |
| Silver | Columbus & Ohio River Rail Road Company |
| Bronze | Illinois & Midland Railroad Inc. |
| Copper | San Joaquin Valley Railroad Company |

250,001 and Above

| | |
|--------|--|
| Gold | Iowa Interstate Railroad |
| Silver | Willamette & Pacific Railroad |
| Bronze | Lake Superior & Ishpeming Railroad Company |
| Copper | Buffalo & Pittsburgh Railroad, Inc. |

Switching and Terminal Railroads

| | |
|--------|--|
| Gold | Terminal Railroad Association of St. Louis |
| Silver | Birmingham Southern Railroad Company |
| Bronze | The Belt Railway Company of Chicago |
| Copper | Patapsco & Back Rivers Railroad Company |

The awards will be presented during the business session on Friday April 23, 2004, at ASLRRRA's Annual Meeting which will be held at the Renaissance Grand Hotel in St. Louis, MO. The awards will be presented by Richard Timmons, President, ASLRRRA, Allan Rutter, FRA Administrator, Frank Trotter, President CANAC, and Ken Coy, VP – Transportation, MARSH USA, Inc.

2003 ASLRRRA JAKE AWARD WINNERS

The American Short Line and Regional Railroad Association is pleased to announce the railroads that will receive the 2003 Jake With Distinction and Jake Awards. All railroads with no reportable injuries will be awarded the Jake With Distinction Award. Those railroads with no reportable injuries, but that have had train accidents will be presented a Jake Award. This year we will award 168 Jake With Distinction Awards and 31 railroads will receive the Jake Award. All safety awards have been determined based on the railroads' injury reports to the FRA and then rated based on the ASLRRRA severity index ratio. ASLRRRA firmly believes that every railroad that works safely and does not have a personnel injury, lost workday or fatality is a railroad that works to keep Safety Number One.

2003 Jake With Distinction Winners

| | |
|--|--|
| Aberdeen, Carolina & Western Railway Company | Acadiana Railway Company |
| Adrian & Blissfield Rail Road Company | Alamo Gulf Coast Railroad Company |
| Alexander Railroad Company | Algers, Winslow & Western Railway Company |
| Angelina & Neches River Railroad Company | Apache Railway Company |
| Appanoose County Community Railroad Co. | Ashtabula, Carson & Jefferson Railroad |
| Atlantic & Western Railway, L.P. | AT&L Railroad Company |
| B&H Rail Corporation | Ballard Terminal Railroad Company |
| Bauxite & Northern Railway Co. | Bay Colony Railroad Corporation |
| The Bay Line Railroad, L.L.C. | Bighorn Divide & Wyoming Railroad, Inc. |
| The Blacklands Railroad | Boot Hill and Western Railway Co. |
| Border Pacific Railroad | Buffalo Southern Railroad, Inc. |
| Burlington Junction Railway | Caldwell County Railroad Company |
| Canton Railroad Company | Carrizo Gorge Railway Inc. |
| Cascade & Columbia River Railroad | Central Columbiana & Pennsylvania Railway Inc. |
| Central Indiana & Western Railroad Company | Central Midland Railway Company |
| Central Montana Rail, Inc. | Central Railroad Company of Indianapolis |
| Chattahoochee Industrial Railroad | Chattooga & Chickamauga Railroad |
| Chesapeake & Albemarle Railroad Company | Chestnut Ridge Railway Company |
| Claremont Concord Railroad Corporation | Cleveland Works Railway Company |
| Columbia Terminal Railroad Company | Columbus & Ohio River Rail Road |
| Commonwealth Railway, Inc. | Conemaugh & Black Lick Railroad Company |
| Copper Basin Railway, Inc. | R.J. Corman Railroad Company/Bardstown Line |
| R.J. Corman Railroad Company/Cleveland Line | R.J. Corman Railroad Company/Memphis Line |
| Crab Orchard & Egyptian Railroad | Dardanelle & Russellville Railroad |
| Decatur Junction Railway Company | Delta Valley & Southern Railway Company |
| Dubois County Railroad | East Camden & Highland Railroad Company |
| East Cooper & Berkley Railroad | East Erie Commercial Railroad |
| East Tennessee Railway, L.P. | Eastern Alabama Railway Company |
| Effingham Railroad Company | Everett Railroad Company |
| Farmrail Corporation | Flats Industrial Railroad |
| Florida Central Railroad Company | Florida Midland Railroad Company, Inc. |
| Fordyce & Princeton Railroad Company | Fore River Transportation Corporation |
| Georgetown Railroad Company | Georgia Woodlands Railroad |

Golden Triangle Railroad Company
Great River Railroad
Great Western Railway Company of Colorado
Hartwell Railroad Company
Hoosier Southern Railroad
Hutchinson & Northern Railway Company
Indiana & Ohio Central Railroad, Inc.
Jefferson Warrior Railroad
Kankakee, Beaverville & Southern Railroad Co.
Knoxville & Holston River Railroad Co., Inc.
Lake Shore Railway
Laurinburg & Southern Railroad Company
Little Rock Port Railroad Company
Livonia, Avon & Lakeville Railroad Corp.
M & B Railroad LLC
Massena Terminal Railroad Company
Michigan Shore Railroad
Middletown and New Jersey Railway Co., Inc.
Mississippi & Skuna Valley Railroad Company
Mississippian Railway Cooperative, Inc.
Nebkota Railway, Inc.
New Hampshire Northcoast Railroad
Nittany & Bald Eagle Railroad Company
Ogeechee Railway Company
Oil Creek & Titusville Lines
Ontario Midland Railroad Corporation.
Ouachita Railroad
Pickens Railway Company
Pittsburgh, Allegheny & McKees Rocks Railroad
Port Jersey Railroad
Port Utilities Commission of Charleston, S.C.
Progressive Rail Inc
Rarus Railway Company
Rochester & Southern Railroad, Inc.
Safe Handling Rail, Inc.
Salt Lake, Garfield & Western Railway Company
San Luis Central Railroad Company
San Pedro & Southwestern Railway Company
Santa Fe Southern Railway, Inc.
Shenandoah Valley Railroad
South Plains Lamesa Railroad, Ltd.
Steelton & Highspire Railroad
Talleyrand Terminal Railroad Co.
Texas - New Mexico Railroad Company
Thermal Belt Railway
Turtle Creek Industrial Railroad, Inc.
Upper Merion & Plymouth Railroad Company
Ventura County Railroad Company
Virginia Southern Railroad
Warren & Saline River Railroad Company
Wellsboro & Corning Railroad Company
Western Kentucky Railway, LLC
Wilmington Terminal Railroad, L.P.
Youngstown & Austintown Railroad

Grand Rapids Eastern Railroad Inc.
Great Walton Railroad Company
Gulf, Colorado & San Saba Railway Corporation
Hollis & Eastern Railroad Company
Huntsville & Madison County Railroad Authority
Indian Creek Railroad Company
Indiana Southern Railroad, Inc.
Joppa & Eastern Railroad Company
Kiski Junction Railroad
KWT Railway, Inc.
Landisville Terminal & Transfer Company
Little Kanawha River Rail
Little Rock & Western Railway, L.P.
Louisville, New Albany & Corydon Railroad
Madison Railroad
Meridian Southern Railway LLC
Middletown & Hummelstown Railroad Company
Mid-Michigan Railroad Company
Mississippi Tennessee Railroad LLC
Mount Hood Railway Company
New Castle Industrial Railroad
Newburgh & South Shore Railroad
Northwestern Oklahoma Railroad Company
Ohio Central Railroad Company
Omaha Lincoln & Beatrice Railway Company
Otter Tail Valley Railroad Company, Inc.
Pecos Valley Southern Railway Company
Pioneer Valley Railroad Company, Inc.
Port Bienville Railroad
Port Terminal Railroad of South Carolina
Prescott & Northwestern Railroad Company
Railroad Switching Service of Missouri, Inc.
Riverport Railroad, LLC
Rockdale, Sandow & Southern Railroad Company
Salt Lake City Southern Railroad Company, Inc.
San Diego & Imperial Valley Railroad
San Manuel Arizona Railroad Company
Santa Cruz, Big Tree & Pacific Railroad
SEMO Port Railroad, Inc.
South Chicago & Indiana Harbor Railway Co.
Southern Switching Company
Stourbridge Railroad Company
Texas, Gonzales & Northern Railway Company
Texas North Western Railway Co.
Tishomingo Railroad Company, Inc.
Union County Industrial Railroad Company
Valdosta Railway, L.P.
Vermilion Valley Railroad Company, Inc.
Wabash Central Railroad Corp.
WCTU Railway Company
West Virginia Central Railroad
Willamette Valley Railway Company
Wiregrass Central Railroad Company

2003 Jake Award Winners

Allegheny & Eastern Railroad, Inc.
Bloomer Line Shippers
Carolina Piedmont Division
Columbia & Cowlitz Railway Company
DeQueen & Eastern Railroad Company
Galveston Railroad, L.P.
Grainbelt Corporation
Illinois & Midland Railroad Inc.
Iowa Interstate Railroad
Knox and Kane Railroad Company
Nebraska, Kansas, Colorado RailNet
New Orleans & Gulf Coast Railway Co., Inc.
Old Augusta Railroad Company
Texas South-Eastern Railroad Company
West Texas and Lubbock Railway Co., Inc.
Willamette & Pacific Railroad, Inc.

Arkansas Louisiana & Mississippi Railway
California Northern Railroad Company
Central Railroad of Indiana
Connecticut Southern Railroad, Inc.
Fort Worth & Western Railroad
Georgia & Florida RailNet
Great Miami & Scioto Railway Company
Illinois RailNet, Inc.
Kiamichi Railroad Company LLC
Minnesota Northern Railroad, Inc.
Nebraska Northeastern Railway Company
North Shore Railroad
San Joaquin Valley Railroad Company
Tulsa-Sapulpa Union Railway Company
Wichita, Tillman & Jackson Railway Co., Inc.
Yadkin Valley Railroad Company

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