The **NEW** New York, Susquehanna and Western Railway

NEARS - Providence, RI - April 30, 2014
The NYS&W has been serving the Northeast since 1889 but is today, in many ways, a “new” railroad.

- We have taken delivery of like new SD-60 locomotives.
- Over 18 miles of new continuously welded rail have been installed.
- Several new customers have located on the NYS&W in past year and existing customers have grown.
- There is a new sense of optimism and pride in our success.
NYS&W operates over 400 miles of railroad between Syracuse, New York and North Bergen, New Jersey.

- NYS&W is a regional railroad which has the capabilities of a Class I railroad.
- 100% 286,000 lbs. gross weight, “Plate F” approved.
- FRA Class III track standards, Centralized Traffic Control, and signaled main line.
- Three Class 1 connections – CSXT at Syracuse, NY, Utica, NY, and North Bergen, NJ - Norfolk Southern at Binghamton, NY and Croxton/Marion Junction, NJ, and Canadian Pacific at Binghamton, NY.
- All “big railroad” functions/departments.
NYS&W has unmatched access to the largest market in the world – the NY/NJ metropolitan area - and unique access to upstate markets.

- Most NY/NJ railroads - including Conrail/Shared Assets – run over passenger or commuter lines. This limits weight to 263,000 lbs. gross and can quadruple the cost of turnout installation.
- Local service is cited, next to price, as the most important factor in a customer’s decision to use rail. NYS&W has the ability to tailor local service to meet customer requirements.
- All rail business encounters problems. Addressing and resolving those problems quickly and personally is an attribute of NYS&W.
NYS&W connects with CSXT at Syracuse, NY, Utica, NY, and North Bergen, NJ, Norfolk Southern at Binghamton, NY and Marion Junction (Croxton), NJ, and Canadian Pacific at Binghamton.
NYS&W has recently taken delivery of six completely rebuilt 3,800 hp. SD-60s from GATX. These locomotives will improve service between Syracuse, Binghamton, and New Jersey.
NYS&W installed almost 19 miles of new 136# continuously welded rail last year in New Jersey and New York and had another program this year.
The Marcellus Shale gas find is the largest in North America and one of the largest in the world. NYS&W and CNYK operate right over the deposit.
In the Fall of 2009 we located D&I Silica – now Hi-Crush - in an unused portion of our Binghamton yard. While horizontal drilling has not started in New York State, they have targeted the northeast Pennsylvania market.
Today Hi-Crush/D&I Silica – Binghamton is the largest frack sand transfer terminal in New York State, handling over 1,200 carloads per year. D&I continues to make capital improvements to the terminal.
Suit-Kote in Cortland is now the largest asphalt distribution center in the East – that is not water served. Suit-Kote is NYS&W’s largest customer and received its first car just over 12 years ago.
In a joint initiative with Eastern Propane, NYS&W co-located Superior Bulk Logistics at Sparta, NJ. Superior is one of the leading rail-truck chemical logistics providers with over twenty terminals across the country.
Today we are planning our third expansion for Superior. A major new chemical customer is currently adding equipment to begin transfer this year.

SUCCESS IN SPARTA
From good to great in a year for SBL's New Jersey transloading operation
By Gail Jones Hansen

Thirty-five railcar spots with room for expansion, three Class 1 railroad interchanges with a service-oriented regional rail carrier, an amenity-rich strategic location, and an experienced transloading team at Superior Carriers’ year-old Sparta, NJ terminal are attracting the attention of cost-minded bulk shippers.

“We took our ten-year presence in northern New Jersey in bulk chemical transloading and transportation to the next level by opening our own facility with multiple railroad interchanges,” stated Senior VP & Chief Marketing Officer Gary Watt.

Customers are responding enthusiastically, according to RVP Eastern Region Johnny Williams. “We opened this facility one year ago, moving the talented Frankie Greene over from Elizabeth, NJ to manage the site. We then added a loader for day-to-day operations, and brought in Shamean Lake, our terminal clerk from Elizabeth, to add her expertise in computer systems and logistics. Combine these factors with a new office trailer, a new boiler, and a broad product handling capability, and in a year we’ve gone from one major customer to a half dozen internationally recognized shippers of hazardous and nonhazardous materials… all of whom value our logistics solutions.”

Williams adds that Frankie — referred to by some customers as “the godfather of bulk transloading” — has played a critical role in Sparta’s success. “Customers have great respect for Frankie’s extensive knowledge of bulk commodities, their handling characteristics, various transloading methods and transfer components. Thanks to Frankie, his staff and the SBL sales team, we have gone from only a few loads per week a year ago to well over one hundred loads a month today.”

Watt agrees. “A growing customer base enjoys our strategic location in northern New Jersey and the outstanding services of Terminal Manager Frankie Greene and his team, coupled with increased options to reduce delivered cost and the choice of three different Class 1 railroads. We are able to manage a wider range of hazardous and nonhazardous products than our previous Elizabeth location, while sustaining core services.”

Joint marketing, responsive customer service, and dependable switching are provided by The New York, Susquehanna and Western Railway (NYS&W). This regional rail carrier operates over 400 miles of track in New York, New Jersey, and Pennsylvania on a 286,000-lb.-max railcar gross weight fully compliant system, including direct interchanges with Canadian Pacific, CSXT and Norfolk Southern Railroads. At Sparta, railcars are placed on bonded and grounded transloading track and may be either steam heated or warmed using tempered water, which ensures a more even application of heat for products subject to scorching or
Owens Corning is now receiving roofing granules from the 3M Company per year via NYS&W’s Saddle Brook, NJ transload. This product is used in the manufacture of roofing shingles and formerly moved via truck.
NYS&W and Resources Warehouse now operate the largest car to container grain transload in the Northeast. Each covered hopper load becomes four containers – which are drayed to the Port of NY/NJ in 30 minutes.
NYS&W is one of the few regional railroads that has an AAR rated auto terminal handling both in and outbound movements. The North Bergen auto terminal has two premium auto accounts NY/NJ distribution - plus outbound movements.
Uniquely among all NY/NJ metro auto ramps, NYS&W is able to handle TTX Uni-Level loads. This opens up a new rail market for service trucks, busses, and municipal vehicles.
The NYS&W/MHF contaminated soils loading facility is the largest in the Northeast – with a new capacity of 16 carloads per day, following a siding expansion completed this year.
Soundview Paper – formerly Marcal Paper Products – is one of the few traditional industries on the NYS&W. Inbound wood pulp and scrap paper are handled. Soundview reactivated their woodpulp siding and will be receiving 500 – 800 additional carloads.
NYS&W and National Distribution Systems operate the largest lumber/panel distribution yard in the NY/NJ metro area. Unique among area facilities, we have the ability to handle Plate F and 286 K loads.
The future business for NYS&W will increasingly be transfers between rail and trucks.

- In the Northeast rail business moves on rubber tires.
- Proximity to interstate highways is the #1 attribute that prospective customers look for.
- Distance from residences, frequent local switching service, 286,000 lbs. gross weight approval and multiple rail connections are other factors that make our sites desirable.
NYS&W’s Binghamton property is at the confluence of three interstate highways, I-81, I-88, and I-86. In addition to the D&I Silica (Blue) we are working with Hanson/Suit-Kote (Green), and several bulk shippers (Orange) to convert idle property to revenue producing facilities.
Cortland, NY is located halfway between Syracuse and Binghamton, on I-81. NYS&W has been awarded a $917,500 grant by NYDOT to construct a rail/truck transfer facility. Plans call for covered storage, a truck scale, cross-dock, and full paving, fencing, and lighting on a 13 acre site.
What does NYS&W want to be?

- A point of contact for business opportunities in the NY/NJ Metro and central New York State markets.
- A trusted partner with initiatives, projects, and customer’ business plans.
- An extension of the national rail network.
- A safe, clean, and efficient partner for economic growth in the region.
Some thoughts to consider:

• What steps can we take to make using rail easier for customers?
• How do customers want us to change?
• What are the biggest misconceptions about rail – and how do we address them?
CONTACT US:

Website:  
www.nysw.com

• John Fenton VP - Marketing and Sales 607.592.2816
• Ed Gwilt Marketing Rep. 607.547.2555 ext. 242
• Phil DeFazio Account Rep. 607.547.2555 ext. 221
• Jim Howarth VP – Business Development 607.547.2555 ext. 232
• Colleen Coleman Director Customer Service 607.547.2555 ext. 235