



# The Maryland and Delaware Railroad Company



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**June 2017**



# Company Profile

- Incorporated in 1977 as a Private Class III Railroad
- Headquartered in Federalsburg, MD with 14 employees
- Six (6) locomotives, all EMD four-axles
- Operate Monday-Friday, 7am-7pm, weekends as required





# Company Profile

- 120 track miles with rail ranging from 85 lb. jointed to 132 lb. welded.

- 30% of track is cleared for 286K rail cars, the new standard.



- Eight (8) bridges, (115) public grade crossings (44% signalization).

- MOW budget of \$1.5 Million.





# Company Profile



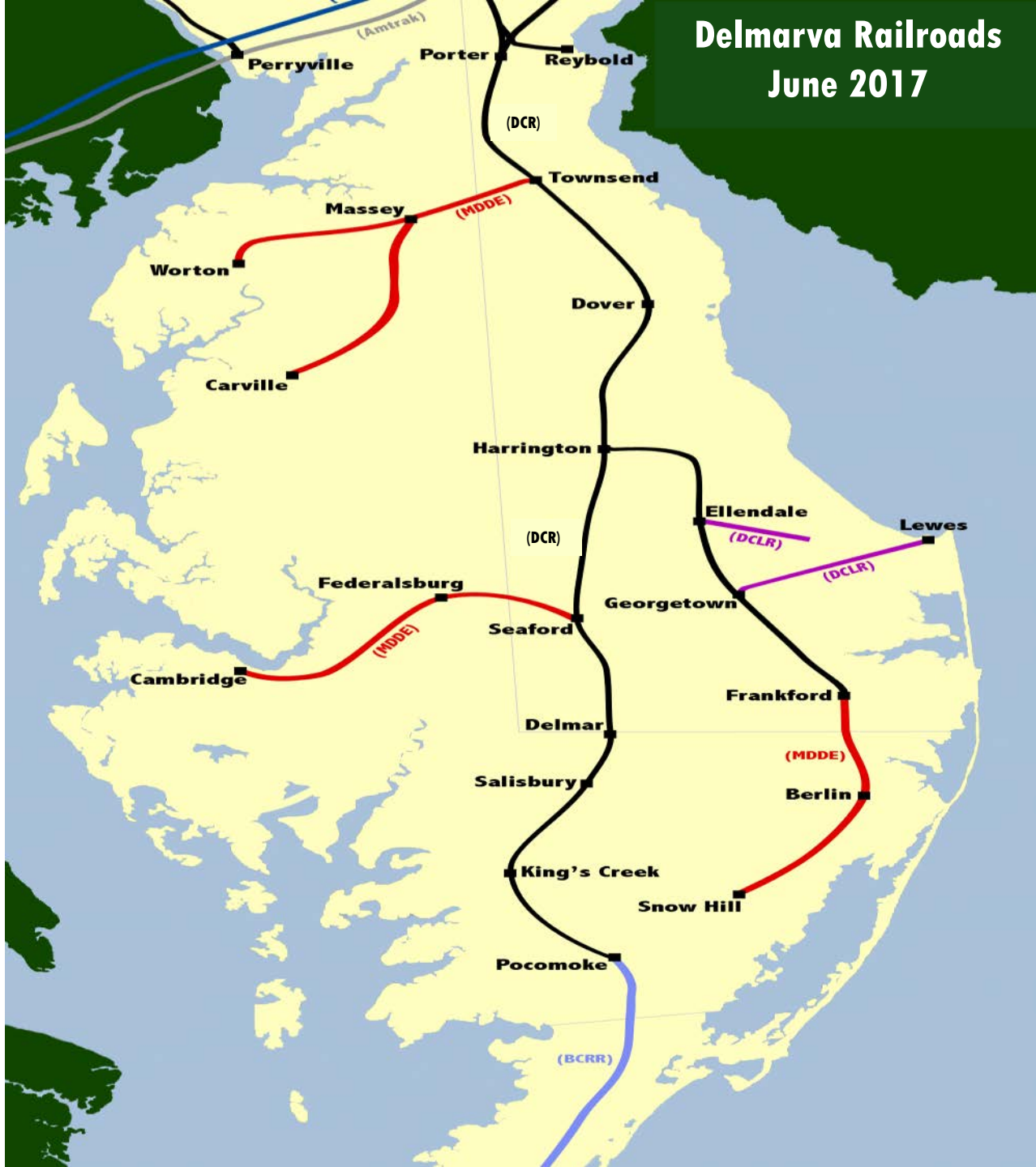
- Traffic is 30% Agriculturally-related – change from 64%.
- 90% Inbound.
- Large customers include Dart Container, Eastman Specialties, Tri-Gas & Oil, and Pep-Up.
- Transload facility at Federalsburg, MD.

- Interchange with Delmarva Central Railroad at three (3) locations: Townsend, MD; Seaford, DE; Frankford, DE.



# Delmarva Railroads

## June 2017



# Mid-Atlantic Corn

- Hybrid corn seeds are producing better yields
- More irrigated land
- Transfer losses are decreasing
- Harvesting methods are improving, adding to yields
- Chickens are eating less corn
- Trucks have gained efficiencies, allowing further reach
- Corn storage innovation
- Competition across all transportation modes
- International markets



# No Longer Among Us

DuPont

Nabisco

Carvel Hall

Dresser Wayne

Labinal Power Systems

Moore's Business Forms

Campbell Soup

Chrysler

General Motors

BASF

ES Steel

Citi Steel

Continental Can

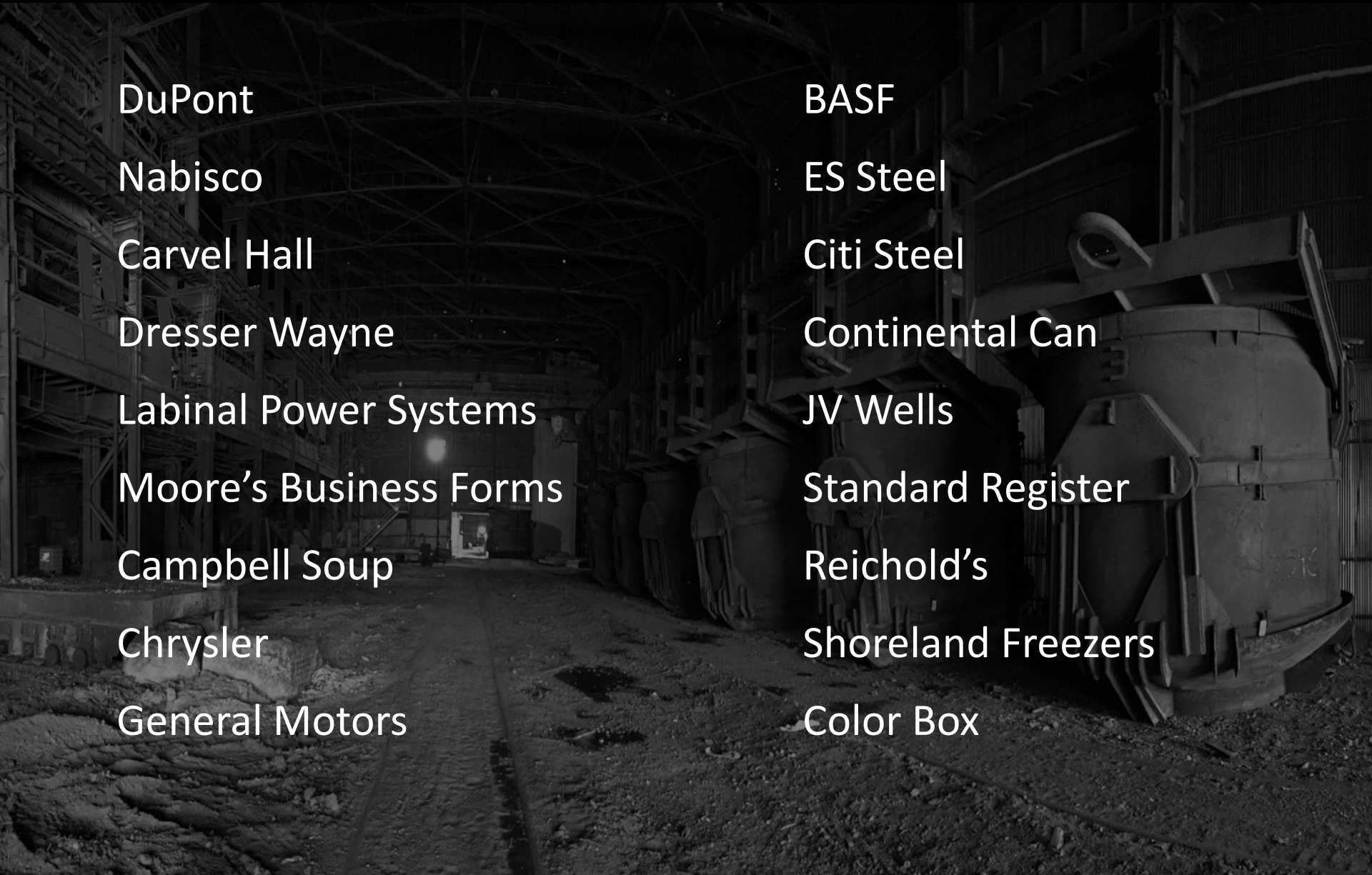
JV Wells

Standard Register

Reichold's

Shoreland Freezers

Color Box





What happens when a customer  
says they want rail service?





# Questions for the Customer

- What type of commodity?
- Inbound or outbound traffic?
- How many carloads?
- Type of rail service?
  - Transload
  - Direct Service



# Transload



Crop Production Services and Southern States at Federalsburg, MD



# Transload



Koski Enterprises at Federalsburg, MD care of B&G Foods



# Transload



Koski Enterprises at Federalsburg, MD



# Questions for the Customer

- Type of rail service?
  - Transload
  - Direct Service
    - ✓ Property acquisition



# Questions for the Customer

- Type of rail service?
  - Transload
  - Direct Service
    - ✓ Property acquisition
    - ✓ Planning / design





# Questions for the Customer

- Type of rail service?
  - Transload
  - Direct Service
    - ✓ Property acquisition
    - ✓ Planning / design
    - ✓ Financing



# Tri-Gas & Oil at Williamsburg, MD





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