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.
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

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
Direct Service
Questions for the Customer

- Type of rail service?
  - Transload
  - Direct Service
    - Property acquisition
    - Planning / design
    - Financing
Tri-Gas & Oil at Williamsburg, MD