



Delmarva Central Railroad

2017 Delmarva Freight Summit

June 21st

Cliff Grunstra

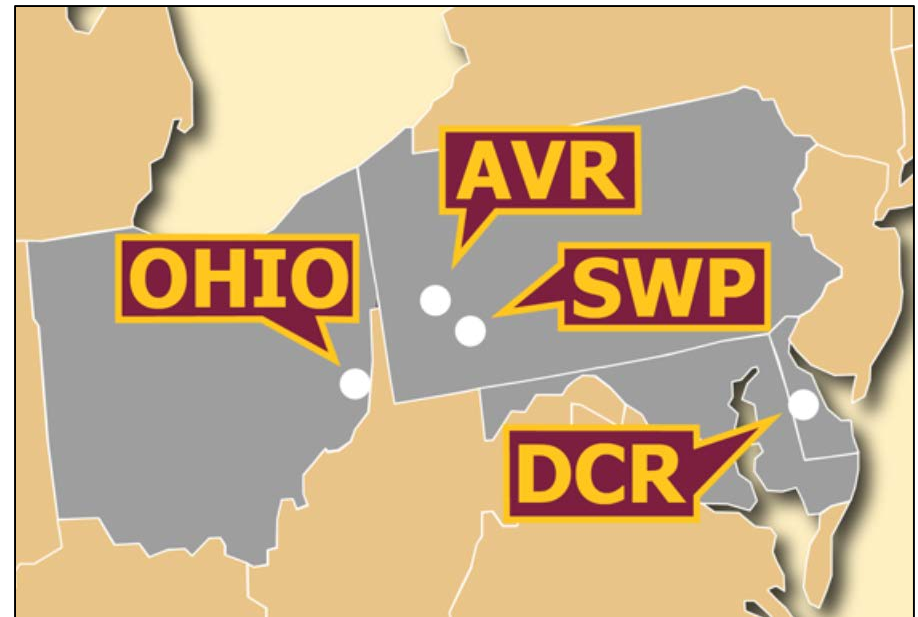
Chief Marketing Officer

Baron Emery

Director of Operations

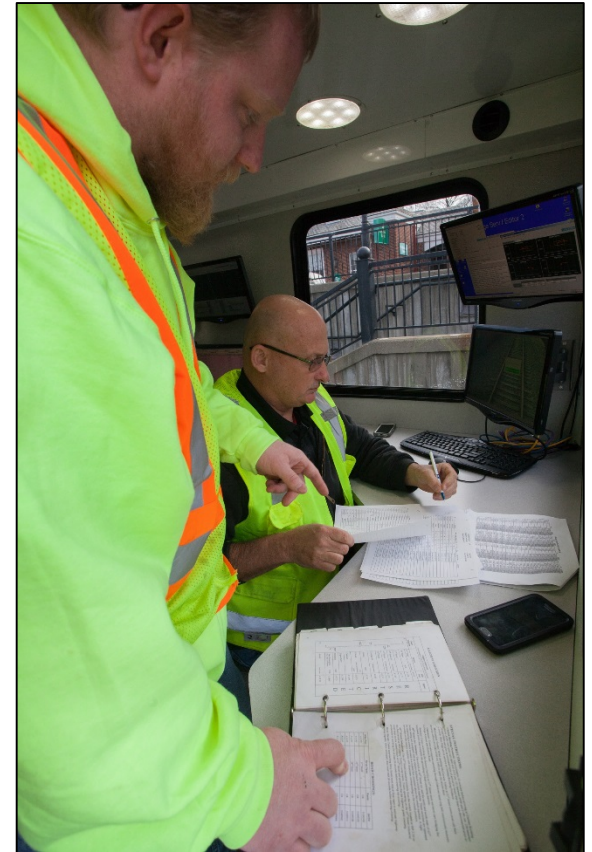
What is Carload Express?

- ❑ Short line holding company formed in 1992
- ❑ Based in Oakmont, PA
- ❑ 4 Railroads - AVR, DCR SWP and OHIO
- ❑ 100 Employees
- ❑ 44 Locomotives
- ❑ 318 Total Route Miles
- ❑ 80,000+ Annual Carloads



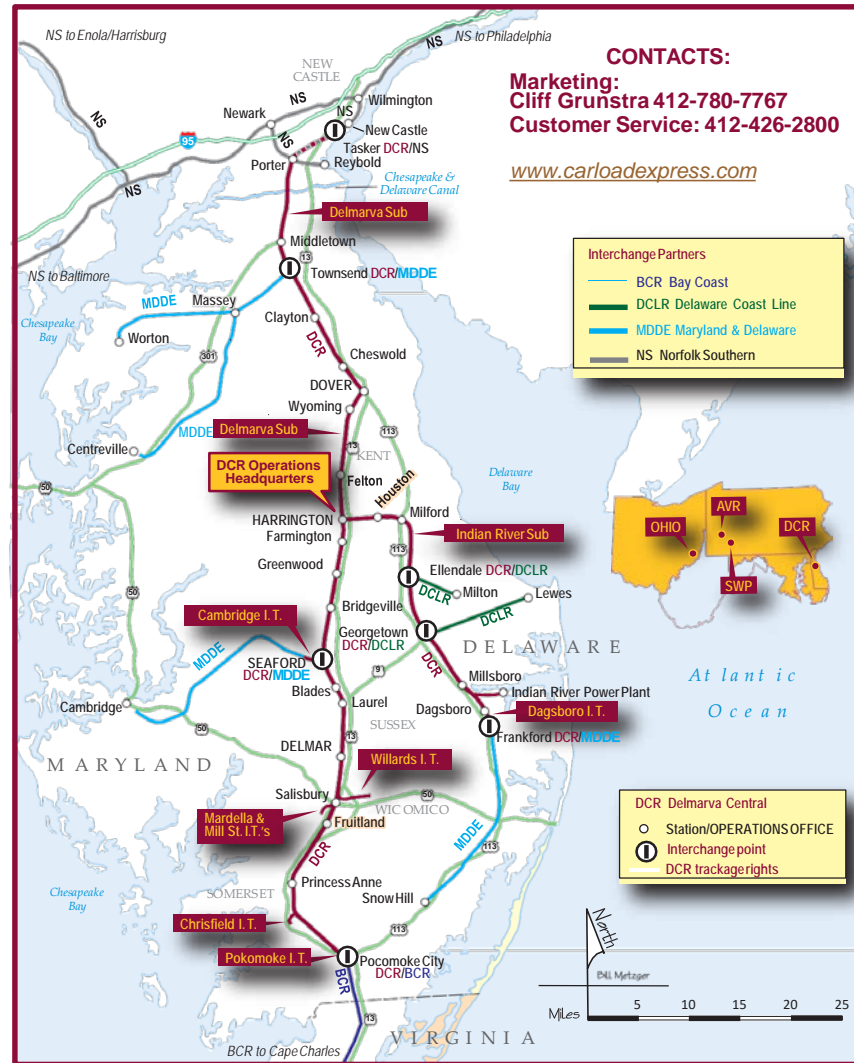
Safety is our First Priority

- Safety Philosophy:
 - No injury is acceptable
 - All injuries can be prevented
 - All hazards can be safe-guarded
 - Rules compliance is an integral part of safety
 - Training is essential for good safety performance

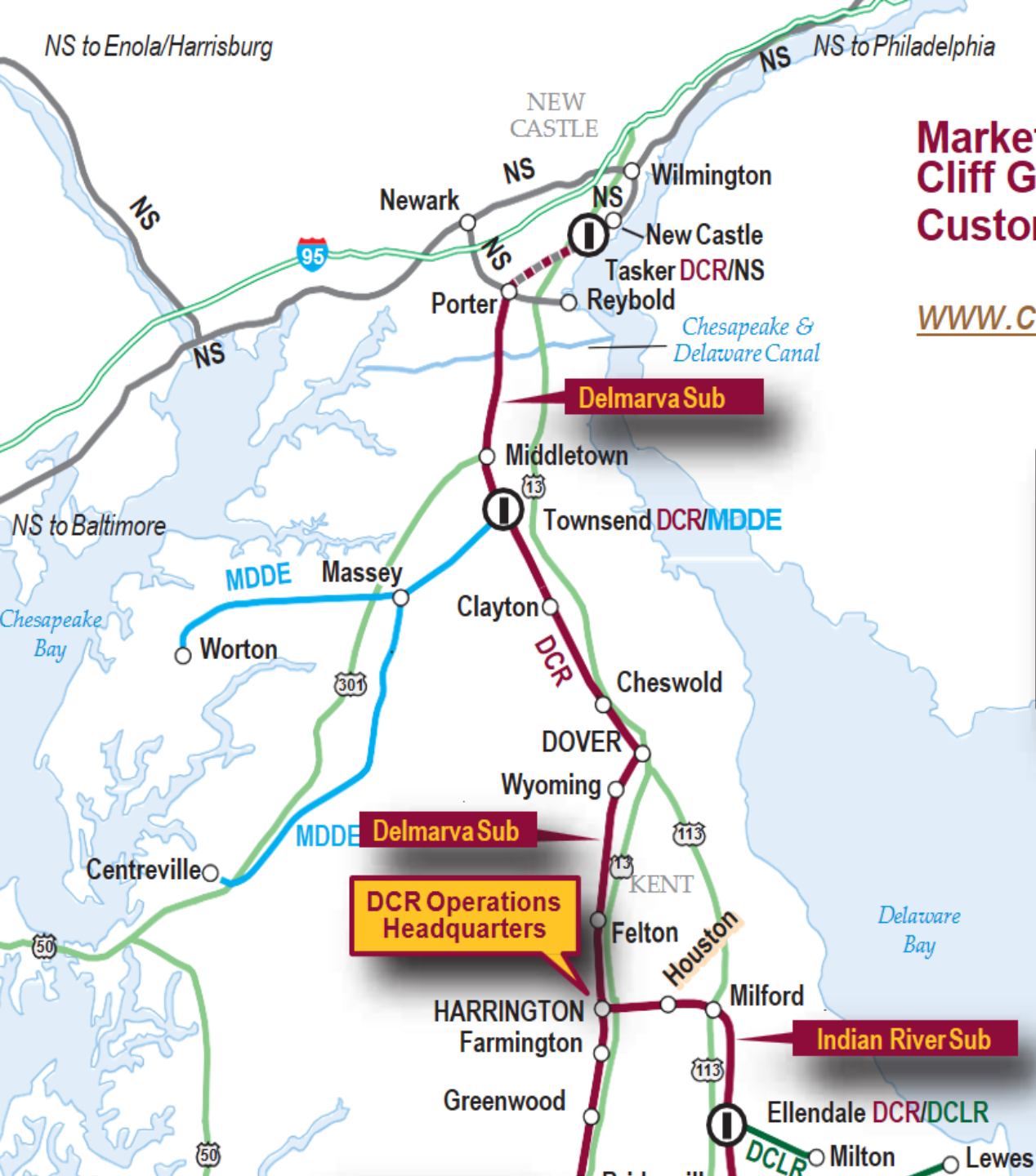


CARLOAD EXPRESS

Delmarva Central Railroad



Allegheny Valley Railroad (AVR) ■ Delmarva Central Railroad (DCR)
 Ohio Terminal Railway (OHIO) ■ Southwest Pennsylvania Railroad (SWP)



CONTACTS:

Marketing:

Cliff Grunstra 412-780-7767

Customer Service: 412-426-2800

www.carloadexpress.com

Interchange Partners

BCR Bay Coast

DCLR Delaware Coast Line

MDDE Maryland & Delaware

NS Norfolk Southern







Delmarva Central Railroad Stats

- ❑ Route Miles: 162
- ❑ Employees: 30
- ❑ Locomotives Assigned: 12
- ❑ Active Customers: 47
- ❑ Connections With Other Railroads: 8
- ❑ Movable Bridges Over Navigable Waterways: 3
- ❑ Track 286K Compliant: Over 97%



Delmarva Central Railroad Stats

□ Start-Up

- Time Allowed to Start Up New Operation: 48 Hours
- Locomotives Moved Into Place: 12
- Contractors Mobilized for Support: Over 20
- Offices Established – Communications, Computers, Equipment, etc: 5
- Locks Changed Out: Over 1,000
- Train Dispatcher Radio Bases Transitioned: 9



Delmarva Central Railroad Stats

□ First 90 Days

- Railcars Moved: Almost 6,500
- Injuries: 0
- Derailments: 0
- Rail Service to Most Customers Increased: 150%
- Railcar Equipment Identification Sites: 3
- Wayside Safety Detection Sites: 4
- Bridge Lifts Made at the Chesapeake & Delaware Canal: Over 300

Rail Service Guide

The Delmarva Central Railroad, based in Harrington, provides rail freight service to over 50 customers along its 162-mile network. DCR connects with Norfolk Southern as well as the Maryland & Delaware Railroad, Bay Coast Railroad, and Delaware Coast Line shortlines.

We've prepared this guide as a handy "reference card" for your rail service. DCR 8100 TARIFF item numbers are listed with each section, consult tariff for details. If you have any questions, please contact: DCR Customer Service (412) 426-2800 or customer@carloadexpress.com



Rail Service Overview

- Rail delivery to a customer-designated facility or leased track is included with your overall rail service.
- Please provide delivery instructions prior to your scheduled switching service.
- We provide GE's RailCarrier Interface™ for online access to your railcar inventory, which allows you to make switching requests, release empty cars, trace your railcars, and more.
- For customers loading outbound shipments, shippers must provide a bill of lading before we can accept them into our network.

Industrial Switching: DCR 8100 Sections 2,5

When you request additional switching, such as a "re-spot" at your facility, or a switch between a lease track and your facility, accessorial switching fees typically apply. These requests must be submitted before your scheduled switching service takes place.

Industrial Switching Fees		
Intra-Plant	Within same industry	\$170
Intra-Terminal	Within same rail station	\$475
Inter-Terminal	Between stations	\$475

Railcar Use (Demurrage & Storage)

To encourage the efficient utilization of railcars and the rail network, we apply daily charges to cars that are held in customer control beyond the allocated (free) time. Planning your rail usage based on your facility's throughput and capacity will minimize these expenses by avoiding processing of more cars than your facility can routinely handle.

Demurrage: DCR 8100 Section 8

- The clock starts when a *railroad-owned* car is placed at a customer track, or when *constructively placed*.
- You have 48 hours to *unload* a loaded car, before demurrage charges begin.
- You have 24 hours to *load* an empty car, before demurrage charges begin.
- A *placed* car has arrived at your facility and is ready for you to begin unloading or loading.
- A *constructively placed* car is available to you, but cannot be placed at the scheduled time, due to your lack of space or specific request.
- Demurrage days and credits apply 7 days a week, except for 8 holidays, and are invoiced monthly.
- Loaded and empty car days or credits are not combined and not transferable.
- Credits do not apply to reloaded cars.

Storage: DCR 8100 Section 9

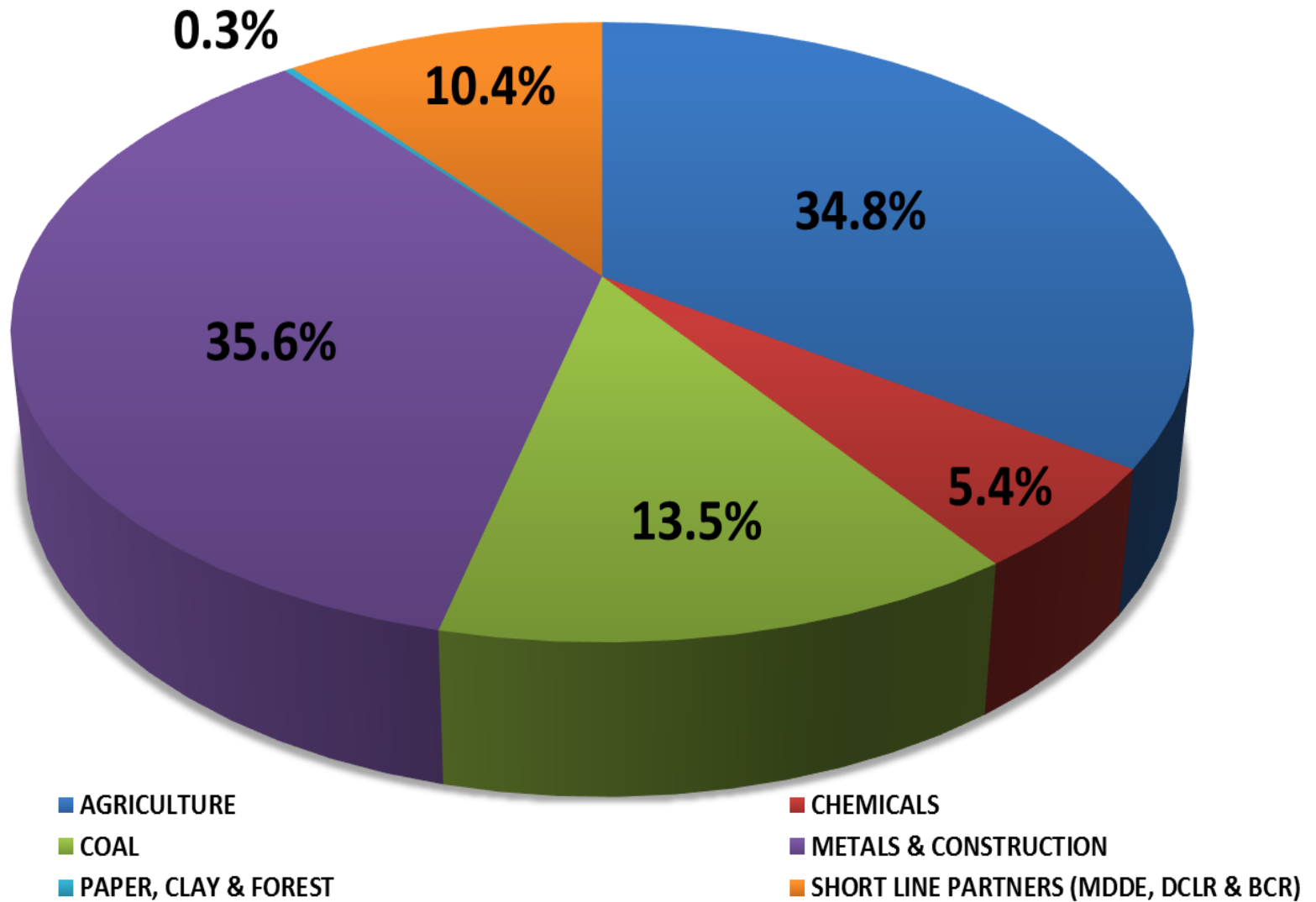
- Storage clock starts when a *loaded privately-owned* car is made available to you, but due to your lack of space or at your request, the car cannot be placed at the scheduled time.
- Free time (5 days for loading, 2 days for unloading) is applied before storage charges begin.
- Storage days accrue 7 days a week, except for 8 holidays, and are invoiced monthly.
- Free time does not apply to cars that are diverted or not otherwise unloaded.

	Demurrage	Storage
Daily Rate	\$95	\$55
Hazmat Rate	\$95	\$95
Free Time for Loading	1 Day	5 Days
Free Time for Unloading	2 Days	2 Days

RAILROAD EMERGENCIES CALL TOLL-FREE 1 (844) 426-8400

Information contained in this guide is for your convenience, but may be superseded by Public Tariffs, private rate agreements, customer sidetrack agreements, or other documents.

Delmarva Central YTD Carloads



Strategies for Growth

- ❑ Expand Market Reach via Transloads
- ❑ Industrial Development
- ❑ Focus on Online Customers Not Using Rail Service
- ❑ Identify and Develop New or Niche Markets
- ❑ Know the Area
- ❑ Cultivate Relationships:
 - Customer, Connecting Carriers, Government



Thank You!

Contact Info:

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