



The Maryland and Delaware Railroad Company



Eric Callaway
President



Company Profile

- Incorporated in 1977 as a Private Class III Railroad
- Headquartered in Federalsburg, MD with 16 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 64% Agriculturally-related, 83% Inbound loads
- Large customers include Perdue (4 locations), Dart Container, Eastman Specialties and Tri-Gas & Oil
- Transload facility at Federalsburg, MD
- Interchange with Norfolk Southern at three (3) locations



Delmarva Railroads

March 2015





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





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 care of B&G Foods



Transload



Koski Enterprises at Federalsburg, MD



Tri-Gas & Oil at Williamsburg, MD



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



Unforeseen Consequences





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graph TD; A[Fracking Technology] --> B[Increased NGL Production / Increased Environmental Regulations]; A --> C[Bakken Transportation Challenges]; B --> D[COAL USAGE DECLINES]; C --> E[Crude by Rail];
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Fracking
Technology

Increased NGL Production /
Increased Environmental
Regulations

**COAL
USAGE
DECLINES**

Bakken
Transportation
Challenges

Crude by Rail

Crude by Rail

U.S. Oil
Production
Increases

Increased Dollar
Strength

Cheaper Fuel

**COAL / AG
EXPORTS
DECLINE**

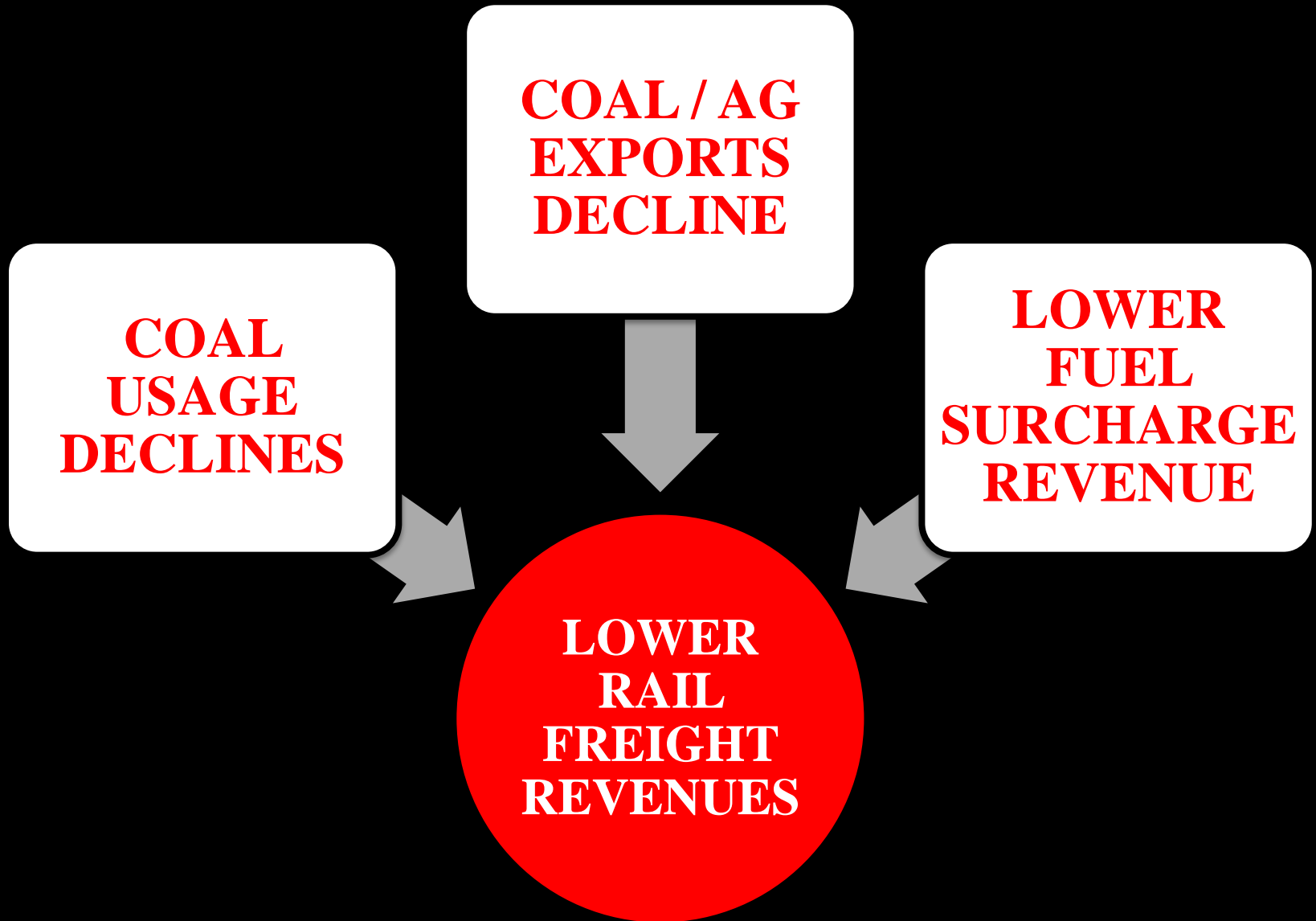
**LOWER FUEL
SURCHARGE
REVENUE**

**COAL / AG
EXPORTS
DECLINE**

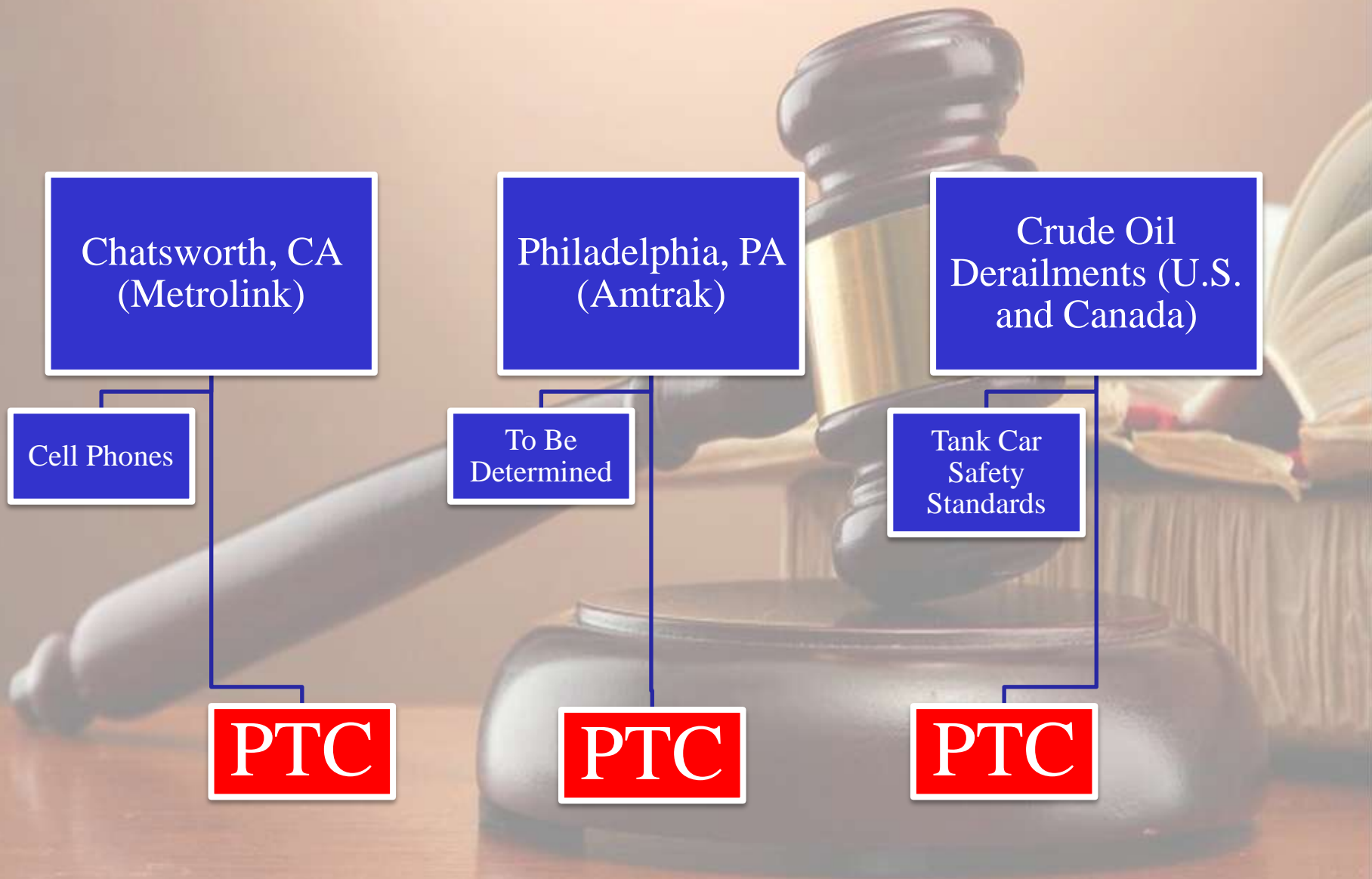
**COAL
USAGE
DECLINES**

**LOWER
FUEL
SURCHARGE
REVENUE**

**LOWER
RAIL
FREIGHT
REVENUES**



Regulation



Automation of Transportation

The background of the slide is a photograph of a car body on an automated assembly line. Numerous yellow robotic arms are visible, working on the car. The scene is industrial and brightly lit.

PTC

Google Car

Google Truck

Drone Delivery
Services

In Testing!

In Testing!

Already in
Use Abroad!



