

# New Jersey Short Line Railroad Association

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## Meeting Minutes January 10, 2003

# Celebrating Twelve Years



## Of Working Together 1991-2003

The New Jersey Short Line Railroad Association is an organization made up of railroads serving the Great State of New Jersey. The purpose of the Association is to address concerns and problems which face Short Line Railroads and to find means of mitigating problems and finding solutions through collective effort and cooperation.

**Visit our website: [www.njshortline.com](http://www.njshortline.com)**

This month's meeting, Friday January 10, 2003, was held at the Conrail offices in Mount Laurel. The Association would like to thank **Ron Battory** for providing the room, and **Commonwealth Business Media** for providing lunch.

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***TABLE OF CONTENTS***

List of Attendees	Page 4
Meeting Minutes	Page 5
Calendar of Events Through June	Page 7

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**Next Meeting:** **Friday March 7, 2003**

**10:00am Meeting**

**Location:** **Conrail Offices, 1000 Howard Blvd, Mount Laurel**

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Members NJSLRRA:

This time of year is always the "political season" for our industry, with the various Traffic Clubs hosting their dinners and the annual "Railroad Day on the Hill." We must remember to follow up after these meetings so that we are in front of the politicians all year round.

S.R.F.

<u>Name</u>	<u>Company/Organization</u>	<u>Telephone Number</u>
Henry Schweber	NJDOT	609-530-5263
Steven Friedland	M&E	973-267-4300
Kathy Keeney	Commonwealth Business Media	410-788-0376
Paul Catania	RelTek	609-387-4357
Bob Bailey	PJRR	201-434-8373
Natalie Krall	Official Railway Guide	609-371-7822
Kel MacKavanagh	Consultant	609-704-1270
Fran Hennessy	Norfolk Southern	215-591-3653
Charlie Barker	Norfolk Southern	215-591-3636
John McCreavy	SMS/Penn Jersey Lines	610-260-2273
Pete Coleman	Official Railway Equipment Register	609-371-7824
Joe Iadanza	East Jersey Railroad	201-339-4239
Leon Shilton	WR Allen	732-936-9794
Mike Allen	WR Allen	609-683-0356
John Fenton	NYS&W	607-592-2816
Fred Winkler	Winchester & Western	856-451-6400
Tom Egan	CSXT	617-783-6214
Howie Samelson	New York Cross Harbor	201-433-0360
Jeff Sutch	SMS/Penn Jersey Lines	856-467-4800
Thomas Noon	FRA	732-438-6843
Arthur Feygelson	Canadian Pacific	917-453-7337
Tom Collard	SRNJ	609-871-8699
Howard Rosen	CANAC	609-921-6139

The meeting started at 10:08am

## **CSX Marketing Awards**

(Courtesy ASLRRA *Views & News*)

### **CSX ANNOUNCES SHORT LINE COMPETITION**

From December 8-10th, CSX held its Annual Shortline Workshop in Jacksonville, FL. The workshop went very well and had approximately 200 attendees from short line and regional railroads that interchange with CSX. One of the most exciting elements of the workshop was the announcement of a competition for the Short Line and Regional Railroad Incentive Awards. The incentive awards will be made to as many as four CSX short line or regional railroad partners, and are intended for those railroads that have the greatest carload growth with CSX in 2003.

The awards are divided between larger and smaller partners. In the "larger partners" category, one award will go to the carrier that grows carloads with CSX the greatest in percentage terms, and another will go to the carrier with the greatest absolute carload growth with CSX. Both awards will be \$10,000 and are intended to go to the individual, or group of people, most instrumental in achieving the business growth with CSX. CSX also reserves the right to make two awards to short lines that do 700 cars per year or less with CSX and whose growth exceeds 30 percent. These awards would be approximately \$2,500 and would also be for the individual or group most responsible for the achievement. The program began on January 1, 2003 and will compare results for 10 CSX Accounting periods for 2002 and 2003. The awards will be made at the next CSX Shortline and Regional Railroad Workshop. For more information about the incentive awards, contact Len Kellermann at (904) 366-4191 or [Len\\_Kellermann@csx.com](mailto:Len_Kellermann@csx.com).

The workshop also led to the development of a CSXT/ Short Line agenda for 2003. The agenda is a plan established for the mutual benefit of short line and regional railroads and CSXT. In addition to the implementation of incentive awards for Marketing and Industrial Development, the agreed upon agenda includes:

- Expansion of Interline Business Plans to include more short lines
- Identifying and capturing more short haul, truck competitive business
- Promotion of E-Commerce
- Process improvements  
i.e.: Interchange performance, ISA completion, Communications improvements.

## **New STB Chairman**

**Roger Nober** has been appointed to the position of Chairman of the Surface Transportation Board, replacing **Linda Morgan**, who will remain on the board. Chairman Nober has agreed to attend a future meeting of the Association, and we look forward to working with him.

## **Condolences**

The Association would like to extend their condolences to **Frank Reilly** on the death of his father earlier this month. We had all dealt with Frank P. during the annual TransAction Conference, and he will be dearly missed.

The Association would also like to extend their condolences to the Commonwealth Business Media family on the sudden passing of Susan C. Murray.

## **Nominations for BJJ Award**

The third annual Benjamin J. Friedland Award will be presented on Tuesday April 8th, at the TransAction conference in Atlantic City. The Association is looking for nominees for the award, which recognizes an individual's service to the Short Lines in New Jersey. Nominations should be submitted to Steven before the March 7th meeting, so a honoree can be decided on then.

## **ASLRRRA Railroad Day on the Hill and Annual Meeting**

### **REMINDER – RAILROAD DAY ON THE HILL**

The rail industry's Annual "Railroad Day on the Hill" will be held on February 26, 2003. The day will begin with a breakfast orientation to be followed by a full day of Congressional visits and conclude with ASLRRRA's traditional Legislative banquet and entertainment. This has become one of our most effective lobbying events of the year and every ASLRRRA member is strongly encouraged to attend. Our staff, in consultation with you, will coordinate all of your Congressional visits. You will be scheduled to meet your own Congressman and, as appropriate, join groups of other railroad industry participants in group meetings with Congressmen that play a large role in our legislative agenda. As in past years we will be joined by the Class I's and the rail supply and contracting industry.

The meeting will be held at the J.W. Marriott Hotel, 1331 Pennsylvania Avenue, NW, Washington, DC 20004. Registration forms can be downloaded by clicking [here](#). Call the J. W. Marriott to make your room reservation by calling 202-393-2000, and mention ASLRRRA to get the group rate of \$189 single/double. The hotel room cut-off date is February 4.

This is the year that TEA-21 must be reauthorized. The new law will govern all surface transportation funding for the next five years and if we are to succeed in securing federal infrastructure funding we must be active and aggressive participants in that reauthorization process. Our success will depend largely on your willingness to help us sell our story. Railroad Day on the Hill represents one of the best opportunities of the year to do that and we strongly encourage you and other members of your staff to attend.

The 2003 ASLRRRA Annual Meeting and Exhibition will be held on May 18-20, 2003 in Philadelphia. The host hotel will be the Philadelphia Marriott, and further information can be found on the ASLRRRA's website, [www.aslrra.org](http://www.aslrra.org).

The Association will be sharing a booth with the Keystone Railroad Association at the meeting, and details of the Association's display will be decided on during the next few meetings.

### **Presentation by Commonwealth Business Media**

The Association was given a presentation by Commonwealth Business Media, publishers of *The Pocket List of Railroad Officials*, *The Official Railway Guide*, *The Official Railway Equipment Register*, *Railway Line Clearances*, and most of the other professional publications used by our industry. Kathy Keeney, publisher, led the presentation, and was joined by Pete Coleman, Natalie Krall, and Eric Kaiser.

The *Pocket List* lists 10,000 railroad officials, suppliers, and organizations, and is updated quarterly. Each edition also includes a Buyers' Guide. Commonwealth relies on the information provided by the railroads and the suppliers to produce all of their publications, so when the update requests arrive in the mail, please check and return them.

The *Official Railway Guide* is divided by regions, with a map showing all freight railroads in the region leading the section. Kel MacKavanagh has been working with Commonwealth for the last 2 1/2 years improving the maps, with great results. Railroads can have a base listing in the guide, or they can have a custom listing created, with expanded information and art work.

The *Official Railway Equipment Register* uses information from UMLER and the railroads, and lists all railroad and privately owned equipment with their physical characteristics.

As mentioned above, Commonwealth relies on our input for their publications, so if you have any suggestions, please let them know. Some ideas brought up in the meeting were further improvements to the maps, increased station information in the *Official Railway Guide*, and emails to the railroads for the update requests.

The Association thanks Kathy, Pete, Natalie, and Eric for their informative presentation.

## **RelPro**

RelTEK and the ASLRRA have joined together to form RelPRO, a purchasing systems designed to allow small railroads to enjoy the price and service advantages usually enjoyed by companies that purchase in large volumes. Suppliers have been lined up for Computer Services, Office Supplies, Safety Equipment, and Promotional Items, and users will be able to go to the RelPRO website to make their purchases. The site will be up and running soon, and the address is [www.relproservices.com](http://www.relproservices.com). RelTek is looking for suggestions on additional suppliers to be added, and anyone with suggestions should contact Jeff Sturm at [jsturm@relproservices.com](mailto:jsturm@relproservices.com).

## **Various Notes**

The ASLRRA is working on a new health insurance plan. Details will be forthcoming.

A number of the local police departments and pipeline companies have been calling to update their contact information. Please make sure that the information is correct.

The national security level has been raised to orange from yellow. As always, railroads should be vigilant in their security and safety practices. If any members are having problems with tracing hazmat shipments, they should contact Steven and he can get you in contact with the proper people to gain clearance.

## **Calendar of Events**

**February 14 - State Rail Plan submissions are due.**

**February 25-26 - ASLRRA Railroad Day on the Hill and Legislative Dinner, Washington DC**

**February 27 - NY Traffic Club Dinner, Grand Hyatt, New York**

**March 4 - ASLRRA Locomotive Engineer Recertification Seminar, Baltimore, MD**

**March 7 - NJSLRRA Meeting, Mount Laurel 10:00am**

**April 7-9 - TransAction 2003, Tropicana Hotel, Atlantic City**

**April 9 - NJSLRRA Meeting, Tropicana Hotel, Atlantic City Time - TBA**

**May 7-9 - Pennsylvania Joint Rail Freight Seminar, Scranton, PA**

**May 18-20 - ASLRRA National Meeting and Exhibition, Philadelphia, PA**