

New Jersey Short Line Railroad Association

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Meeting Minutes, November 25, 2002

Celebrating Ten Years



Of Working Together 1991-2001

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

The November meeting, Monday, November 25, 2002 was held at the NJDOT Training and Conference Center in Ewing. The Association would like to thank the **NJ Department of Transportation** for providing the room for the meeting.

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Next Meeting: **Friday, January 10, 2002**

10:00am Meeting

Location: **Conrail Offices, 1000 Howard Blvd, Mount Laurel**
Scheduled to appear are representatives from Commonwealth Business Media, publishers of The Official Railway Guide, Pocket List of Railroad Officials, and other industry publications

Members NJSLRRA:

There was a lot of talk at the CSX meeting in Jacksonville of how the smaller (and bigger) Short Lines can improve the public perception of shipping by rail. Allow me to throw out a catch phrase to start the discussion:

“Using a Class Three railroad does not mean third class service.”

S.R.F.

Meeting Attendance

<u>Name</u>	<u>Company/Organization</u>	<u>Telephone Number</u>
Charlie Barker	Norfolk Southern	215-591-3636
Steven Friedland	M&E	973-267-4300
Todd Hirt	NJDOT	609-530-4944
Gordon Fuller	M&E	973-267-4300
Bob Bailey	PJRR	201-434-8373
Don Borowski	NJDOT	609-530-6505
Kel MacKavanagh	Consultant	609-704-1270
Chad Ciotti	Norfolk Southern	215-591-3640
Howard Rosen	CANAC	609-921-6139
John McCreavy	SMS/Penn Jersey Lines	610-260-2273
John B. Fenton	NYS&W	607-592-2816
Bill Phillips	M&E	973-267-4300
Greg Walter	NJDOT	609-530-8029
Paul Schneider	NJDOT	609-530-5601
John O'Connor	Consultant	852-719-9062
Dick Ryan	Bombardier Capital	215-657-4439
Tom Collard	SRNJ	609-871-8699
Tom Noon	FRA	732-329-3015
Len Kellermann	CSXT	904-366-4191
Jeff Sutch	SMS/Penn Jersey Lines	856-467-4800
Arthur Feygelson	Canadian Pacific	917-453-7337
Henry Schwebber	NJDOT	609-530-5263
Jim Donlen	NJTransit	973-491-7924

Meeting Minutes

The meeting started at 10:15am

State Rail Plan

The State Rail Plan has been sent out to the railroads in NJ, and the Public Hearing was held on December 18. Most of the requests made met the funding ratio and qualifications, and the requests are currently \$1 million over the funding level. A lot of the funding will come from Congestion Mitigation Air Quality (CMAQ) federal grants. For more information about CMAQ funding, see the DVRPC website www.dvrpc.org.

Don Borowski of NJDOT has made a request to do a presentation on CMAQ at a future meeting, and we will probably have that presentation in the January or February meeting.

CSX Update and Short Line Conference

Len Kellerman of CSX brought us up to date on the current goings-on. The goals for the coming year include improving the level of performance by bringing the Short Lines into their planning processes. This is to be done through Interline Marketing Plans, of which they have 45 in place, and aim to have 50 done by year's end.

Interline Service Agreements (ISAs) and retail simplified pricing are also important tools for achieving improving performance. CSX has ISAs with 92% of its Short Lines, and is working to get them with the rest of their connecting railroads. Pricing simplification covers 93% of CSX's markets, and while most Short Lines are participating in the new pricing system, there are still some that are not participating by choice.

One of the areas that CSX has greatly improved in has been Junction Settlement. They have changed their method of releasing payment to a Short Line, and those railroads that are Junction Settlement carriers are reporting that there are fewer disputes with this new system..

CSX held their annual Short Line conference on December 8-10 in Jacksonville. Following golf and the Jaguars game, the assembled Short Lines met for the SL Caucus session. The annual performance survey was reviewed, and a number of issues of concern for the SLs were discussed. On Monday, the general sessions took place, with a SL panel, and presentations by the heads of the various market divisions at CSX. Following lunch, the trade show took place, which is one of the highlights of the CSX meeting. This gave the SLs to meet directly with the people who perform the services that they need. In addition to the CSX personnel, there were a number of suppliers at the show, such as Railinc and Railcar Management. The day was capped with dinner with CSX President Michael Ward, who, for the third year provided the assembled with his view of the course CSX has taken, and where he sees it going in the coming year (*Editor's note: the announcement that day by President Bush nominating CSX CEO John Snow for Treasury Secretary made for some interesting dinner conversation as well*). The Tuesday presentations included safety, economics, car management, and e-commerce.. After lunch, there was an opportunity for the SLs to meet privately with market managers, and another successful conference came to an end. Our thanks go out to Clarence Gooden, Jim Howarth, and especially Len Kellerman for making this year's conference such a success

Operation Lifesaver Presentation

Gordon Fuller presented Operation Lifesaver - NJ with the \$1000 check that was part of this year's ASLRRRA safety award won by the M&E. Tom Noon accepted the check on behalf of Operation Lifesaver.

Miscellaneous Notes

NS NJ Marketing Initiative - Tom Collard reports that he has a new move of stone as a result of the NS initiative, which should lead to an additional 150 cars a year.

The NS CYO is now handling all clearance issues.

The New Jersey railroad map project is moving again. Kel MacKavanagh is the Association's point man for this project.

Bob Bailey encourages the Association members to contact new ASLRRRA President Rich Timmons if they have any issues that they feel that should be brought to his attention. Rich is working with FRA Administrator Alan Rutter to reform the RRIF loan program.

The 2004 ASLRRRA national meeting in St. Louis will conflict with the TransAction conference that year. Frank Reilly reports that the railroad-related presentations will be moved to the first day of the conference so that people can attend both events.

The next NJSLRRRA meeting will take place on January 10, 2003 at 10:00am. The meeting will take place at the Conrail offices, 1000 Howard Blvd, Mount Laurel.