



SUMMER 2012

Shortline Message • with Dick Ebel

Capturing opportunities important for everybody

We have all moved very quickly into the middle of 2012, and the pace of activity with the Shortline Development group's directors has not slowed. In fact, it has accelerated, and we are paddling hard to keep up.

There are many new business opportunities surfacing daily, and we realize how important those are to everybody. BNSF Railway has an intensive process to capture opportunities and allow tracking so that each gets its fair due diligence. See this edition's story on BNSF's New Business Review process to learn more.



BNSF has shown significant accomplishments on several fronts so far this year.

Our safety performance continues to trend positively by setting all-time best metrics on the injury frequency and injury severity indexes. Our mission is always to send our employees home in

the same condition they came to work. We hear similar trends from many of you as well.

We are also seeing record-setting velocity in each of our business lines. That trend of substantial velocity improvement began late in 2011 as we recovered from the flood disruptions. Strong performance has continued throughout the winter and into the summer maintenance season. Velocity for coal traffic is exceeding 350 miles per day, agriculture commodities are exceeding 210 miles per day and our merchandise business is moving greater than 150 miles per day. Just a few years ago, we thought that it was not possible to achieve 100 miles per day on our general merchandise business. But our successes have resulted in an ability to handle more volume with fewer railcars while not compromising customer service. Customers continue to tell us that they are feeling the positive impacts of this improved performance.

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BNSF Shortline Conference

October 4-5, 2012

Shortlines will once again have an opportunity to mingle with BNSF representatives and hear about key initiatives, performance and economic forecasts – all under one roof.

The BNSF Shortline Conference returns Oct. 4-5 to Las Colinas, Texas, and the Omni Hotel. In 2011, the conference drew mixed responses from attendees because meetings were split between the hotel and Irving Convention Center. We listened to your feedback and reorganized this year's conference so that all meetings will be hosted at the Omni.

This year's conference will include updates from BNSF's top executives.

Dean Wise, vice president, Network Strategy, and Dick Ebel, assistant vice president, Shortline Development, kick off the general session on Oct. 4, followed by updates in key marketing areas. Kevin Kaufman will host the Agriculture Products session and Dave Garin will give an overview of Industrial Products. Steve Bobb will give an update on a cross-functional business process initia-

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Message from Page 1

Our coal volumes are down year to date because of the mild winter weather and lower natural gas prices. Ag Commodity volumes are down year to date due to the widespread drought conditions this year and last year in the southern growing regions.

Consumer Products is experiencing a strong growth year in domestic intermodal and finished automobiles. Industrial Products is experiencing a significant growth year, as our energy sector is hitting on all cylinders – generating double-digit growth.

You may recall that over 40 percent of our Industrial Products loads touch one of our shortline railroads at origin, destination or both. With strong growth, we are seeing significant interaction across BNSF to establish rates and parameters for Industrial Products business that has not moved before. Thank you for your patience and for sharing in this renaissance with us.

Unfortunately, so far, we are not seeing similar improvement in dwell coming from our shortline relationships. Please re-engage your teams to utilize our Web-based velocity tools to manage dwell on your lines. BNSF is

committed to reducing dwell with our shippers at origin points, and we have implemented a number of Best-Way applications across our terminals and operations to improve and sustain velocity.

We will be conducting an interactive velocity workshop at our annual Shortline Conference Oct. 4-5 in Las Colinas, Texas, and we're looking for volunteer shortlines to pilot ways to troubleshoot nagging velocity inhibitors.

Congratulations to Mike Peters and his Omnitrax team for their recent visit to the SCRS railroad database. Omnitrax recently examined all of their railroads that interface with BNSF. They found they had entries for 117 customer locations but lacked records for 34. Those have now been populated.

Last October, we stressed this industry initiative and its importance to our mutual customers who are trying to determine shipping locations. Thank you for taking the time to work on this project.

Also, we held a series of regional shortline conferences in early June in Seattle and Pasco, Wash., designed to give updates on BNSF results, BNSF local operations, interchanges with

shortlines in the area and updates on various Industrial Products commodity lines.

The meetings created useful dialogue on current and prospective business; educated all attendees on understanding current and forecast trends; and created an atmosphere to troubleshoot areas of concern, ranging from car supply to timelines for evaluating new business with shippers.

We hope that you are looking forward to your invitation to the Shortline Conference in October. We anticipate two action-packed days when we discuss velocity improvement opportunities that will lead to growth. We discuss the upcoming conference inside this edition.

I hope to see you there as we continue to keep pace with 2012.



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Upcoming Events

BNSF

**2012 BNSF
Shortline Convention
October 4-5, 2012
Location to be announced**

ASLLRA

**2012 ASLLRA
Central Pacific Region Meeting
September 8-11, 2012
Minneapolis, Minn.**

Shortline Mission Statement

Our vision is to realize the potential of BNSF's shortline connections by leveraging the capabilities of both BNSF and its shortline partners to drive profitable growth.

Spotlight

A&M sports new look, more business

The Arkansas & Missouri (A&M) Railroad's iconic Alco locomotives may be working harder to keep up with increased business, but they're doing so in style. In April, A&M opened its new 20,000-sq. ft, \$2.5 million maintenance facility with improved technology and accessibility.

The new facility will help the railroad's locomotive power maintain pace with increased carloads along a 139-mile network from Fort Smith, Ark., to Monett, Mo.

A bustling economy in northwest Arkansas has enabled A&M to generate more transload business, as well as more carloads of lumber, cement and scrap metal. That, along with a new agreement to provide switching service for a large packaging manufacturer in Louisiana, is pushing forecasted carloads to 34,000 this year.

The timing for the new maintenance facility at A&M's Springdale, Ark., headquarters couldn't be better.

"There has been a steady increase across the board," General Manager Jim Seratt said. "We're a little more diversified than before when the economy tanked. It has picked up some in the northwest Arkansas River Valley and Fort Smith area."

With the new facility, all aspects of maintenance and repair for A&M's 28 locomotives are handled indoors away from mainline operations, a change from the previous facility constructed in 1986. Because space and track were limited, some maintenance had to be done on the main line.

The new three-bay shop with two pits was built across from the old facility, which is being transitioned to the maintenance-of-way department. To make room, the paint and train barns



were removed (the new shop has enough room to do painting and perform other exterior repairs).

"We pretty much outgrew the old facility from the day we opened up," A&M Chief Maintenance Officer Casey Shepherd said. "Being a shortline and having an engine house is a luxury. A lot of shortlines can't justify having one. We were fortunate to have what we've had. And now we've got this."

Even though the facility hasn't been open long, A&M is already realizing time and cost savings with a new lift system that will eventually include three cranes. The first – a 30-tonner – is in service, enabling maintenance crews to hoist locomotives and cars and change trucks, traction motors and generators without calling a contractor. To accommodate lifting locomotives, concrete was poured at a depth of 21 inches on the platform.

The crane has been used about a dozen times for repairs and maintenance



The Arkansas & Missouri Railroad's new \$2.5 million locomotive facility.

that otherwise would have required an outside source. Shepherd expects the lift system to save \$30,000-\$40,000 annually in contractor expenses.

"A big benefit [of the new shop] is that we have our own cranes," Shepherd said. "One of the problems we had with the old shop is that we couldn't jack up a locomotive."

On order are a pair of 5-ton cranes – one will be used as an auxiliary to the 30-ton crane and the other on the maintenance platform for smaller jobs.

Another plus is the maintenance platform in the pit area, which enables easier, safer access to the locomotive during repairs and maintenance.

Two 80-foot pits feature permanent scaffolding and an elevated platform on either side of the locomotive the same height as the running boards, allowing technicians working on the 100-foot maintenance track to step directly onto the side of an engine. Pits are lighted and have air-hose connections.

The platform, complete with guard-rail, enhances safety and saves time because employees do not have to ascend and descend locomotives, Shepherd said. A moving toolbox enables quicker access to tools during repairs.

Shepherd designed the platform after touring the Canadian National Railway shops in Montreal, where a similar setup is in place. He also consulted with other Class I railroads to get ideas for the new facility.

Each bay is twice as long as those in the old shop, with enough room to bring six C-420 locomotives inside, as well as two additional switchers. Two tracks on the east side are used for heavy repairs, the third for maintenance. Shipments are received at a fourth door.

Also, fueling operations have been moved off the main line and onto a service track that will eventually be double-ended so that locomotives may enter and exit in one direction. For

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NBR process evaluates new business opportunities

BNSF's New Business Review (NBR) process is used to evaluate new business opportunities across our system, including any opportunities involving our connecting shortline partners.

The NBR process is managed by BNSF's Opportunity Management team, which is part of our Marketing department. The Opportunity Management team works closely with Shortline Development and other key groups at BNSF on new business opportunities that require the construction of new facilities.

During the NBR process, BNSF's Engineering, Operations and Service Design teams are called upon to validate the opportunity and to ensure that the additional business may be fulfilled within current operating guidelines while meeting customer expectations.

Engineering reviews the design or track plan for handling cars at the facility, while the origin and destination operating divisions are consulted regarding logistics surrounding the service. Service Design reviews the plan against existing lane traffic to ensure that enough capacity exists to move cars and meet customer expectations.

Depending on how much information is supplied at the time of the request, approvals are usually made within a few days, said Jim Gordon, BNSF director, Opportunity Management.

"Once each group has given its approval, the NBR is granted," he said. "At that point, next steps are taken to progress the opportunity, including consultation with the Economic Development team and other areas to construct the facility so traffic will start moving. If the opportunity involves a BNSF shortline partner, we will also consult with the Shortline Development team to ensure that the necessary arrangements are in place with the shortline prior to the traffic moving.

The NBR process is about facilitating new business in a way so BNSF ensures that operations are efficient. We want to be able to execute the service and meet customer needs in such a way that existing operations on the railroad are sustained."

NBRs are necessary for new busi-



The NBR process is about facilitating new business in a way so BNSF ensures that operations are efficient.

ness of more than 1,000 cars per year, whether it involves a shortline partner or local or interline agreement. Unit trains less than 1,000 cars per year are subject to the same evaluation.

BNSF needs to know interchange points and how the shortline handles interchanges, down to the positioning of the cars and locomotives and whether the track will handle six-axle consists. Loading and unloading times also need to be communicated to BNSF so that we understand how the train will look at the time of interchange.

"Usually a call with our operating department and the shortline's operating department will help determine the traffic flow at the facility," Gordon said. "We need to understand how the shortline will handle the traffic when they get it, and when cars will come back to us.

"The majority of new business opportunities are given the green light through the NBR process, but there are exceptions when some hurdles just can't be overcome. Typically, BNSF and shortline partners work together to identify trouble spots and reach solutions so that the business is acquired," Gordon said.

Sometimes it may take a little longer, but in the end the goal is to add more business for the shortline and BNSF.

"We usually find a way to get it done," he said. "It's much better to find [problems] before the business has started and before we commit to the customer than to start moving business and

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now, one end of the track is open; the other will be completed when switches arrive.

Seratt said that A&M plans to break ground this fall on a \$1.8 million expansion in Fort Smith that includes a warehouse to accommodate increased truck-to-train transload business.

Construction in northwest Arkansas has been on the rise, which has enabled A&M to pick up more carloads of sand and lumber, he said. And gondola shipments have increased thanks to a recent contract with Tenenbaum Recycling Group in Rogers, Ark., to haul ferrous and nonferrous scrap metal. Material is sent through a shredder before being loaded into 52-foot gondola cars.

A&M also signed a deal with Graphic Packaging in West Monroe, La., to provide around-the-clock switching beginning in July. Graphic Packaging Holding Co. is an international supplier of packaging and paperboard, with locations in the U.S. and 10 other countries. The facility in West Monroe manufactures beverage and consumer packaging.

A&M spun off a new subsidiary, Superior Switching, after inking the deal with the company.

Seratt anticipates that A&M will average 5,000 carloads per year from the new contract. A&M sold Graphic Packaging cars and is providing staffing and two Alcos for motive power.

"We've been working on this for about a year," he said. "It's going to be a nice piece of business."



Business is up on the Arkansas & Missouri Railroad.

See NBRs Page 7

Agriculture Marketing Outlook

With an improved wheat harvest in 2012, along with corn and soybean production, capacity utilization is essential for BNSF and its shortline partners.

A mild winter resulted in early plantings that in turn pushed harvests for wheat about two weeks ahead of schedule. Agriculturalists were bracing for a record corn crop and better than average soybean production before severe drought and record high temperatures hit the middle U.S in June and July.

The corn harvest could reach record lows in some parts of the country, but a bright spot is that production along BNSF's network in the Western Corn Belt is in better shape and rail opportunities will exist.

Still, there is not a better time for BNSF and its shortline partners to utilize a new fleet of compact grain cars that are able to deliver more products using existing infrastructure.

In recent months, BNSF has rolled out some new covered hopper grain cars that are shorter than those in the standard fleet but hold the same amount of grain. The cars, which have a lower center of gravity, increase unit train capacity without requiring customers to have additional infrastructure, said Mark Summers, director of agriculture, Wheat Marketing.

"It gets to the unitization of the business," he said. "Our question is how to find efficiencies and increase productivity, and these cars meet those objectives. It is one of the ways we do more with less and be a low-cost provider with lower prices."

Because new varieties of corn with shorter growing seasons are coming online, some farmers chose to plant corn rather than wheat, especially in colder climates like North Dakota and South Dakota.

On average, an acre of corn will yield 150 bushels versus 40 bushels for wheat.

Before the drought, corn production was expected to be up 20-30 percent in North Dakota this year, Summers said. Even though railroads won't see increased volumes in 2012, the shift from wheat to corn could bode well for the future.



New grain cars have more capacity to handle this year's improved wheat harvest. A mild winter has enabled wheat production to outperform corn and soybeans in 2012.

BNSF will be ready when higher volumes return.

"The impact to the railroads comes from the acres that are switched from wheat to corn," Summers said. "You see a dramatic improvement in yield. That should translate into more demand for rail freight."

A new grain terminal and expansion at another terminal in the Pacific Northwest are bolstering export capacity for this year's harvests. The industry is well-positioned to meet seasonally strong demand in the Pacific Rim.

Export Grain Terminal (EGT) in Longview, Wash. is the first export

grain terminal built in the United States in more than 25 years. EGT is able to handle rail and barge shipments of corn, wheat, soybeans, soybean meal and distillers grains (DDGs) and has up to 8 million metric tons of capacity per year. Up to five 110-car shuttle trains may be accommodated per day without decoupling the locomotives. At a rate of 120,000 bushels of grain per hour, it's possible to unload a shuttle train in less than five hours.

In February, the first export vessel was loaded for delivery to South Korea. The first shuttle train shipment arrived in September.

"We expect to see heavy shipments to the Pacific Northwest to meet demand," Summers said.

Drought has affected the soybean harvest, and the extent is not known at this time: The critical time for soybean production is the first week of August. Nonetheless, soybeans, along with corn, will add to an improved wheat harvest that is inching its way up the Midwest.

The winter wheat harvest, which is through Texas and Oklahoma and about halfway complete, is yielding better than 2011 because of improved growing conditions. Crops are also expected to be more plentiful in North Dakota and Montana, which are coming off mild winters.

With supply forecasted to exceed demand – unlike in 2011 when exports were greater – most of the wheat is headed for storage.

Most of the wheat will move in the summer before the corn harvest, and storage capacities are adequate.

Conference from Page 1

tive, "Streamlining Our Customer's BNSF Experience."

Executive Vice President and Chief Marketing Officer John Lanigan and Vice President, Transportation David Freeman will host a live panel discussion. Carl Ice will wrap up the day with the president and chief operating officer remarks and presentation of the shortline awards.

The conference will also include several workshops including an interactive

velocity session, Positive Train Control update, BNSF's focus for 2013, pipeline management and updates on industry initiatives.

Also back by popular demand is Sam Kyei, BNSF's chief economist, who will give his "State of the Economy" presentation. Shortlines will also have the opportunity to schedule individual meetings with various marketing personnel at BNSF.

BNSF urges its shortline partners to sign up early. Last year's conference drew 175 attendees from 80 shortlines across the country.

New SCRS tool makes an impact

Tom Jacobowski, BNSF's general director of Price Management, witnessed a couple of aha! moments since BNSF's revamped Serving Carrier/Reciprocal Switch (SCRS) tool went live in January on bnsf.com.

When two shortline partners recently realized that their railroad's rail-served customers weren't in the SCRS tool and could not be seen by railroads and shippers all across North America, the light bulb went on.

"They probably heard us talking about the SCRS initiative but didn't realize the impact of the tool," Jacobowski said. "Now they can see the benefit."

The revised SCRS tool, which is accessible on BNSF's website, gives rail partners and their rail-served customers more exposure than the previous version, which limited searches to just BNSF data and common points data. The Web search also provides a resource for shippers to find carriers in locations where rail service is available.

That means BNSF's shortline partners, if their rail-served customers are listed in the database, may be the beneficiary of potential new business.

BNSF's version of SCRS is powered by Railinc's SCRS file. It's an industry reference file that identifies carrier(s) serving particular customer facilities and the terms for that service. The extended reach throughout North America is exposure that shortline partners will not easily find elsewhere.

"We see it as ease of doing business and exposure for their railroad and their customers to the North American network," Jacobowski said. "A lot of shortlines are in small towns or remote locations. If you put a sign in front that says open for business, that's certainly good. But if you want North American

"We've simplified the whole process of getting information to our shortline partners and our shared customers."

- Tom Jacobowski

Find the SCRS tool on BNSF's website (www.bnsf.com). On the middle right-hand side of the home page, select Customer Tools > Transit & Routing > Serving Carrier Reciprocal Switch Inquiry.

The screenshot shows the BNSF Railway website navigation menu with 'CUSTOMERS' selected. Below the menu is a banner image of a train. The breadcrumb trail reads: Home > Customers > Prices And Tools > Serving Carrier Reciprocal Switch. The main heading is 'Serving Carrier Reciprocal Switch (SCRS) Inquiry'. The form includes the following fields: Customer Name (text input), City (text input with a note 'Requires State, if entered'), State/Province (dropdown menu with '-Select State-'), Street Address (text input with a note 'Requires State, if entered'), Serving Carrier (text input), Switching Status (dropdown menu with '-Select-'), and CIF# (two text input fields with a note 'If entered only CIF search performed' and a link 'What is CIF?'). At the bottom of the form are 'Submit' and 'Reset' buttons.

exposure in a single source, the SCRS tool is the way to achieve this objective."

The rail industry's goal is to have all North American rail-served customers in the SCRS file. BNSF is doing its part by spearheading efforts to encourage rail partners to enroll in the new database, giving presentations last fall at BNSF's Shortline Conference as well as BNSF shortline caucus meetings.

To be listed in the SCRS tool, BNSF's rail partners need the following information for their rail-served customers: name, address, customer identification file number, serving carriers, rail stations and industry reciprocal switch-

ing status.

BNSF's shortline representatives and Price Management team are able to assist shortlines with populating the tool.

"We always tell people that, of course, the customers located on your line know you serve them, but for every transaction that originates or terminates on another railroad, that customer or railroad may have no visibility to you," Jacobowski said. "There are more than 500 railroads in the U.S., and customers and railroads don't have the time to go through 500 separate listings of this information. So you want to use an industry tool, and

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SCRS from Page 6

this tool is for all of North America. It's a one-stop shopping experience."

The new SCRS is getting measurable attention.

After approximately six months in action, the tool has handled an average of 5,000 requests per month, up 20 percent from the previous average.

"Those [requests] represent customers trying to figure out how to do business with the railroads," Jacobowski said. "This has been very positive."

BNSF is also spreading the word to its customers. In January, Agricultural Products and Industrial Products customers were notified about the new SCRS tool as well as a companion tool, the Carload Shipping Advisor, that integrates SCRS information.

The new SCRS tool has an updated look and feel and is more convenient. A type-ahead feature helps users quickly search by customer name, location, serving carrier, switching status or customer identification file number.

Searched data may also be exported into spreadsheets or PDF files and links to BNSF's Switching Book and BNSF assistance are available.

"We've simplified the whole process of getting information to our shortline partners and our shared customers," Jacobowski said.

You can find the SCRS tool on BNSF's website (www.bnsf.com). On the middle right-hand side of the home page, select Customer Tools > Transit & Routing > Serving Carrier Reciprocal Switch Inquiry.

ISA update encourages participation through email

Changes to the administration of interline service agreements (ISAs) are under way, and BNSF is actively encouraging its shortline partners to get on board.

In April, Railinc debuted a replacement for the previous ISA application to improve the creation, signoff and storage of ISAs, which are written protocols established between Class I railroads and their respective shortline and regional railroad partners that define service to and through interchange gateways.

A key benefit of the new release is that it encourages participation through email for the acceptance/rejection of a proposed ISA.

The first ISAs were written more than a decade ago. Railinc set up and maintained a database management system – the ISA Repository – to manage Class II and III partner signoffs. However, approval rates for ISAs have traditionally been low; many ISAs were not approved a year or more after being drafted, according to the American Short Line and Regional Railroad Association (ASLRRA).

A review of some unapproved ISAs by ASLRRA in recent years showed that signoffs through the repository could be difficult, especially for employees of shortline and regional railroads who were involved with ISAs but did not regularly use Railinc systems.

Since July 2010, the Association of American Railroads (AAR) and Railinc have worked to develop an improved signoff process through emails. An email reminder is sent if a request for signoff is not acknowledged or acted

Railinc debuts new version to improve and speed up acceptance/rejection process

on, with attendant follow-up to see if something in the ISA needs changing or updating to satisfy both parties.

The new ISA signoff process is now being tested by Railinc and members of the AAR Gateway Performance Improvement committee.

Other new features include migrating existing ISAs in active and pending status to the new tool, creation via Web input, a capability list that is sort-friendly, and individual detail that may be downloaded to a PDF.

Rick Adams, BNSF manager, Performance Standards, Service Design & Performance, said a big benefit to the new release is that it allows BNSF and its shortline partners to collaborate without using the Railinc portal, which requires identification and a password.

BNSF generates a report and emails a PDF of the ISA to the shortline for approval, bypassing the Railinc portal and saving time.

"Shortlines may not remember their passwords and Railinc identification," he said, "and that slows the process."

Adams said some shortline partners have been slow to respond to ISAs, keep up reports, and approve/reject with the previous Railinc version. Because of email, more shortline partners are willing to participate in ISAs with BNSF.

Using this new process, BNSF now has 180 ISAs in active status compared to 125 under the old procedure.

NBRs from Page 4

later realize that it's not going to work as expected."

NBRs are only necessary when a new facility is planned. If business is added to an existing facility, the shorter Lane Review process is required instead. While lane reviews don't require engineering signoffs, they do need the blessing from the

origin and destination operating divisions and Service Design.

While sometimes the process may seem long, BNSF believes there is value in the due diligence to ensure that new business runs seamlessly from the first train to the last train.

"The shortlines probably wonder what we're doing between the time they make the NBR request and when they hear back from us," Gordon said. "This is part

of the process that we go through, and we will involve the shortlines at the appropriate time and minimize the amount of time they have to spend on it."

To begin the NBR or lane review process at BNSF, please contact the appropriate BNSF marketing manager and your BNSF shortline director. BNSF marketing managers may be located at: <http://domino.bnsf.com/website/stcc.nsf>

Shortline Shorts

SteelRiver acquires Patriot Rail Corp., Marino to retire

SteelRiver Infrastructure Partners, an independent investment management firm focused on investment and asset-management services within the infrastructure asset class in North America, acquired 100 percent of Patriot Rail Corporation's stock in May.

Patriot is a leading operator of shortline and regional freight railroads in the United States. The company serves a high-quality customer base with a diverse commodity mix across 13 railroads, with approximately 500 total rail miles traversing 13 U.S. states.

As part of the transaction, Patriot's Founder, Chairman, President and CEO Gary O. Marino will retire upon closing and provide consultancy services. Marino, who formed Patriot in 2006, was the cofounder and former chairman, president and CEO of RailAmerica, Inc.

John Fenton will become Patriot's new CEO upon the sale's approval. The acquisition is subject to customary closing conditions, including the effectiveness of the control notice of exemption filed with the Surface Transportation Board.

Fenton is a career railroader who most recently was CEO of MetroLink, Southern California's commuter rail public agency.

Lewis promoted to SVP in RailAmerica move

RailAmerica, Inc. announced in April the immediate appointment of Gary Lewis as senior vice president and chief commercial officer.

Lewis, previously RailAmerica's vice president of industrial development, joined the company in 2009. Before coming to RailAmerica, he was director, Sales and Marketing at Kinder



Shortline carloads up

Carloads were up for U.S. shortlines through the first 26 weeks of 2012 compared to 2011 while volumes for major U.S. railroads during the same period were down. The number of carloads moved on shortline and regional railroads increased 5.7 percent from 1,983,404 to 2,096,289 through June 30, 2012. Class 1 loads were down 2.9% to 7,324,818 from 7,540,373. Source: Railinc and Association of American Railroads

Source: Railinc and Association of American Railroads

Morgan Terminals. Prior to that, Lewis served in various commercial leadership roles during 18 years at CSX Transportation.

He has a Bachelor of Science degree from the University of Maryland, a Juris Doctor degree from the University of Miami School of Law and a master's degree in business administration from Loyola College.

Genesee & Wyoming names successor

Genesee & Wyoming Inc. named David A. Brown as the successor to GWI's current chief operating officer, James W. Benz, in June. The appointment comes in anticipation of Benz's retirement in the first quarter of 2013.

For the remainder of 2012, Brown will become familiar with GWI's diverse operations, including those in Australia. Following the transition, he will oversee GWI's 10 operating regions in North America, Australia and Europe.

From 2010 to early 2012, Brown was executive vice president and COO of CSX Transportation. He was chief transportation officer for CSX from 2006 to 2010 after serving 25 years with Norfolk Southern in roles ranging from strategic planning to the integra-

tion of the Conrail acquisition. He earned a Bachelor of Science from the University of Tennessee and completed the Advanced Management Program at Harvard University.

In 1987, Benz founded Rail Link Inc., which was acquired by GWI in 1996.

ASLRRRA launches improved website

To kick off a year-long celebration of the association's centennial, the American Short Line and Regional Railroad Association (ASLRRRA) unveiled a new website at its Annual Convention General Membership Meeting in April in Indianapolis, Ind.

The site, www.aslrra.org, is part of the centennial anniversary celebration, which ASLRRRA will formally observe at next year's annual convention in Atlanta, Ga.

A record crowd of more than 1,730 attended the meeting.

Shortline Shorts is compiled from website reports, press releases and other external communications and does not represent the views of BNSF Railway.