

# RAILSERVE CHRONICLES



*Make the safe switch*

## Dow welcomes Railservice back to Prentiss

Railservice has added *another* Dow Chemical site to its family of operations. The Prentiss location is one of two sites in this western Canadian province that comprise Dow Canada's Alberta Operations. It is home to one of the company's largest ethylene glycol production facilities with two ethylene glycol plants and a polyethylene plant. Railservice handled this site several years ago and welcomes Site Leader Karen Gardiner back to where she began after serving as Railservice's Site Leader at the Dow Fort Saskatchewan plant. Karen's primary objective is to develop the Railservice culture in Prentiss and

provide the safe and efficient performance that Dow expects. Railservice Regional Leader Jason Smith oversees this operation and Mike Morin maintains our Dow locomotive fleet onsite.

Dow demonstrated its commitment to environmentally friendly technology by including two Railservice LEAF™ locomotives at Prentiss. When combined with two LEAF™ units at Dow Fort Saskatchewan and 8 at the Freeport, TX sites, Dow has ordered a total of 12 LEAF™ locomotives to be used by Railservice switching personnel at their

North America sites. The LEAF™ successfully endured the cold winter months of Alberta as well as the hot, humid summers of the Texas gulf coast and enabled Dow to reduce fuel consumption and significantly minimize emissions.

With the addition of Prentiss, Dow continues to expand its partnership with Railservice to 6 plants (2 in Freeport, TX; Ft Saskatchewan, Alberta; Midland, MI; and Pittsburg, CA). Dow's shares Railservice's true commitment to safety at its operations, which provides the basis for our mutual success.



## ADM Chooses Railservice

The mission of ADM, one of the world's largest agribusiness companies, is to "unlock the potential of nature to improve the quality of life." When ADM's Decatur, IL plant unlocked that potential and needed to ensure that they could literally "get their products to market," they selected Railservice as their switching and track maintenance partner.

The three plants located within ADM's massive (1000+ acre) Decatur complex transform the big American staples like wheat, corn, and soy into ingredients that are sold in bulk to other food manufacturing, processing, and packaging companies. By keeping the flow of inbound raw

materials and outbound finished products fluid, Railservice plays a key role in helping the Decatur site fulfill ADM's mission.

Railservice Site Leader Nathan Bailey and our Decatur team take pride in helping this complicated ADM site heighten safety,

increase efficiencies, and reduce costs by maintaining the track and managing the switching requirements of multiple plant areas. Due to the strong carload volume, ADM recently chose to have Railservice allocate two

LEAF™ locomotives to the Decatur site. Chad Gibson is Railservice's Regional Leader of Operations for this area and Edward Foley maintains Railservice's Decatur locomotive fleet



*Railservice's team at ADM Decatur*



## A Railserve LEAF™ for all seasons

Spring 2010 marks the 1½ year anniversary for the Railserve LEAF™ single engine gen set locomotive and its performance (and the Railserve team who that builds them) has been extraordinary.

The prototype delivered excellent reliability, fuel savings of over 50%, and NOx reductions of 76%. It also withstood the challenge of operating in temperatures that ranged from -50°F to 100°F with no performance failures.

On the heels of these results, Railserve's maintenance team in Longview, TX retrofitted 15 former hybrid locomotives into LEAF™ units, which are now in operation at Dow in Freeport, TX; Texas Eastman in Longview, TX; and US Development in Bayport, TX. The Longview team also converted 5 conventional locomotives into LEAF™ units for the Dow and Provident Energy sites in Alberta, Canada. Railserve's Canadian team and our Longview maintenance group demonstrated their ability to adapt to the brutally cold environment by modifying key components to improve

performance (and ensure resiliency) in the cold conditions.

Railserve has deployed a total of 21 LEAF™ units in the past year, which have delivered reliable performance in all weather conditions and surpassed customer expectations for fuel savings, emission reduction, and consistency. To learn how a LEAF™ can improve your operation, please contact [marketing@railserve.biz](mailto:marketing@railserve.biz).



## Railserve Values Its Roots

While it is exciting to read about Railserve's many new operations in the US and Canada, it is important to recognize the commitment demonstrated by customers who have recently chosen to *renew* their agreements with Railserve. We appreciate their support and encouragement of our efforts and look forward to continued safe performance at their sites.

**Chevron**, Pt Arthur, TX  
**DuPont**, Belle WV; Memphis, TN  
**DuPont**, Washington Works, WV  
**PPG**, Natrium, WV  
**Undisclosed**, Sturtevant, WI  
**Unilever**, Hammond, IN

## New US Development Terminal

In early 2010, US Development Group, an industry leader in rail logistics and terminal operations, opened its West Colton Rail Terminal. The ethanol terminal (about 70 miles east of Los Angeles) is a key link in the supply chain for distributing fuel-grade ethanol throughout California's Inland Empire, as well as the San Diego and Bakersfield areas.

This busy site is capable of receiving volumes from single rail cars up to full unit trains and has the capacity to offload 15,000 barrels of ethanol per day. Railserve Site Leader Dan Gililland and our team provided a safe startup and continue to deliver reliable operations for USDG. Railserve Regional Leader Chris Rogers provides oversight. In addition to the West Colton terminal, Railserve is proud to handle USDG operations in Pasadena, TX and San Antonio, TX.



# Welcome Aboard

## New Site in the Cornhusker State

When the site of North America's largest aboveground sand reserve needed to increase efficiencies onsite and orchestrate outbound shipments, it turned to Railserve

Preferred Rocks operates a state-of-the-art industrial sand processing plant in Genoa, NE (about 115 miles west of Omaha) with the capacity to process 1.2 million tons of silica sand per year. They provide the oil and gas industry

with high quality frac sand, which is used to improve production (product flow) during oil and gas well drilling. Railserve Site Leader Aaron Furner and our Genoa team provide safe and consistent in-plant rail switching, which enables Preferred Rocks to supply their customers with on-time delivery of high quality sand. Railserve Regional Leader Chad Gibson provides support and direction and Railserve Mechanic Willard Kieffer keeps Genoa's motive power properly maintained.



*Ron Loseke, David Kunes, Site Leader Aaron Furner, Steve Niles and Randy Bridger.*

## Kinder Morgan Grows with Railserve

Railserve is proud to strengthen its partnership with Kinder Morgan by providing rail switching services for the Kinder Morgan Liquids Terminals complex in Galena Park, TX. This 415 acre terminal (adjacent to the Houston Ship Channel) provides a wide variety of services (loading/

unloading, storage, transfers, lab testing) and handles petroleum, lube oil, vegoil, biodiesel, ethanol, and other chemicals. This growing complex can store up to 7.3MM barrels of product, has a 150 car rail storage yard, and excellent ship, barge, rail, and highway access. Railserve Site Leader Tavy Villareal, Jr and our Galena Park team provide safe and reliable switching 7 days per

week to this new Railserve operation and are supported by Railserve Regional Leader of Operations Rick Delloma; Regional Leader of Safety; Steve Haveard; and Mike Blakly, Mechanic. Railserve also handles Kinder Morgan sites in Baltimore, MD; Deer Park, TX; Euless, TX; and Linden, NJ.



## Safe performance delivered since 2008

Railserve is proud to recognize the following locations that have had no incidents, human errors, or first aids from January 1, 2008 through March 31, 2010:

**Buckeye**, Foley, FL  
**Cargill**, Hammond, IN  
**Chevron**, Salt Lake City, UT  
**Dow**, Midland, MI  
**DuPont**, Belle, WV  
**DuPont**, Washington, WV  
**Georgia-Pacific**, Palatka, FL  
**Graphic Packaging**, W. Monroe, LA  
**Haywood**, Brownsville, TN

**Lubrizol**, Painesville, OH  
**P&G**, Jackson, TN  
**SI Group**, Freeport, TX  
**Sunoco**, La Porte, TX  
**Sunoco**, Philadelphia, PA  
**Sunoco**, Toledo, OH  
**Tate & Lyle LCL**, Decatur, IL  
**Unilever**, Hammond, IN



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A member of  
The Marmon Group,  
a Berkshire Hathaway  
company

## Railsolve 2009 Safety Awards

Railsolve's primary commitment to its customers and employees is to create, maintain, and heighten a safe operating environment. A formal process of training, testing, and audits forms the foundation of our safety program, but it is each team member's *personal commitment* that reinforces safe behaviors with every switch, every time.

In early 2010, Railsolve recognized those locations that achieved safe performance in calendar year 2009 with gold, silver, and bronze spike awards. *It is significant to note that Railsolve operations worked over 1.6 million man-hours in 2009 and had a 6% increase in locations that earned an award.* Congratulations to these locations and we look forward to continued safe performance in 2010

### Gold Spike

10% increase over 2008

**BASF**, Wyandotte, MI  
**Buckeye**, Foley, FL  
**Brunswick Cellulose**, Brunswick, GA  
**Cargill**, Hammond, IN  
**Chevron**, Pt Arthur, TX  
**Chevron**, Salt Lake City, UT <sup>1</sup>  
**Cognis**, Kankakee, IL <sup>1</sup>  
**Dow**, Pittsburg, CA  
**Dow**, Midland, MI  
**DuPont**, Belle, WV  
**DuPont**, Memphis, TN  
**DuPont**, Washington, WV <sup>1</sup>  
**Flint Hills Resources**, Odessa, TX  
**Georgia-Pacific**, Palatka, FL <sup>1</sup>  
**Graphic Packaging**, W. Monroe, LA <sup>1</sup>  
**Haywood**, Brownsville, TN <sup>1</sup>  
**Huntsman**, Pt Neches, TX  
**Husky Energy**, Lima, OH  
**International Paper**, Springfield, OR  
**Kinder Morgan**, Deer Park, TX <sup>1</sup>  
**Kinder Morgan**, Galena Park, TX  
**Lubrizol**, Painesville, OH  
**P&G**, Jackson, TN <sup>1</sup>  
**SI Group**, Freeport, TX <sup>1</sup>  
**Suncor**, Mississauga, ON  
**Sunoco**, La Porte, TX  
**Sunoco**, Philadelphia, PA <sup>1</sup>  
**Sunoco**, Toledo, OH  
**Tate & Lyle LCL**, Decatur, IL

**Tate & Lyle**, Loudon, TN  
**Undisclosed**, Sturtevant, WI  
**Unilever**, Hammond, IN

### Silver Spike

77% increase over 2008

**ADM**, Decatur, IL  
**BASF**, Freeport, TX  
**Cargill**, Dayton, OH  
**Cargill**, Eddyville, IA  
**Cognis**, St Bernard, OH  
**Dow Freeport B**, Freeport, TX  
**Dow, Prentiss**, AB  
**Eastman**, Longview, TX  
**International Paper**, Eastover, SC  
**P&G**, Cincinnati, OH  
**PPG**, Natrium, WV  
**Preferred Rocks**, Genoa, NE  
**Tate & Lyle**, Decatur, IL  
**US Development**, Bayport, TX  
**Valero, Benicia**, CA

### Bronze Spike

58% decrease over 2008 –  
more sites earned silver

**Dow Freeport A**, Freeport, TX  
**Evergreen Packaging**, Pine Bluff, AR  
**Georgia-Pacific**, Crossett, AR  
**International Paper**, Franklin, VA  
**P&G**, Lima, OH  
**Tate & Lyle**, Lafayette, IN

<sup>1</sup> = Also earned "Special Merit" award