

R & N Magazine

Official Magazine of the Employees and Customers of the Reading & Northern Railroad

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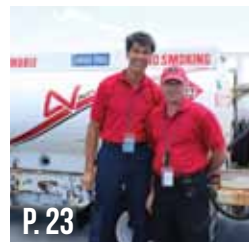
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COVER PHOTO

FIRST GROUP OF RAIL CARS BEING LOADED AT HAZLETON SHAFT ON JUNE 13, 2017.

EDITORS

JOLENE BUSER • CRYSTAL ARNDT

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Twenty-five years ago I was fortunate enough to get a promotion at Conrail to run its Industrial and Market Development group. For a former regulatory lawyer who had been basically doing line sales and abandonments for Conrail, this was a great opportunity. I was now involved in real business development, not cost-cutting and asset management.

Within a few weeks I would learn how important industrial development was to the highest levels of the company. Jim Hagen, our CEO, sat me down and explained that every year Conrail would lose hundreds of thousands of dollars of business. Factories would shut down, customers would make modal shifts to truck or intermodal, customers would alter their supply chains; whatever the reason the result was the same – Conrail would lose some business. Mr. Hagen explained that to him industrial development was critical because it was bringing new business and customers to the railroad thus filling the top of the funnel while some business would always leak out at the bottom.

I loved the job. Industrial development is one of the most gratifying jobs at a railroad. The thrill of seeing a vacant greenfield, or brownfield, site becoming home to a new manufacturing facility complete with a new rail siding filled with rail cars beats anything I had known in business or the law. Touring these new facilities all clean and shiny with men and women working hard at new jobs bringing new life to communities gave me a sense of great purpose. The years I spent working with Conrail’s men and women in the field who worked hard to locate these facilities were among the best years I enjoyed at Conrail and the experience left an indelible mark with me.

When I joined Andy Muller in the summer of 1999 we had a lot on our plate. We had to work hard with Norfolk Southern to get through the post-Conrail transition. We had to deal with the loss of Canadian Pacific trackage rights business (shifted to the new CP-NS Sunbury route) as well as issues in the anthracite business as NS took Conrail’s place. Those first few years were spent putting out fires and focusing on a few big opportunities such as getting the Proctor & Gamble relationship on track and getting NS to join CP as a trackage rights tenant.

Over time, however, Reading & Northern was able to pay more attention to industrial development. It soon became clear that RBMN was site-constrained. Not only did RBMN receive very little real estate when it acquired its lines from Conrail, it turns out much of the property adjacent to the railroad was owned by our anthracite customers and they were reluctant to see it used for industrial development.

Nonetheless Dan Gilchrist and I worked hard to develop new business and we had some notable successes. (See Dan’s article on p.4). All the while we were supported by Andy Muller’s entrepreneurial spirit. Andy would buy equipment to get new business. And Andy would work with customers to get sidings built at reasonable cost. Andy had a simple command; get the business. We could sweat out the details later.

The freedoms Andy provided us were a blessing. No longer did we have to worry about hurdle rates or returns on investment. No longer did we need to try to avoid adding switches to a main line because they were an operations and maintenance headache. Dan and I were told to get the business, and we did more often than not.

During these years businesses closed so we had the leakage through the funnel problem that Jim Hagen warned me about. And there were times when it seemed like we were running hard to just stay in place. But over time the cumulative impact of our development efforts, as well as the equally important efforts to retain and expand business from existing customers, showed a positive growth story.

And as we grew we were also able to expand our marketing resources. As noted in my article about our development team (see p.6), we have added three railroad marketing superstars to our ranks in the last four years. Now our development efforts are on overdrive.

We can readily absorb the closing this year of the Air Products heat exchanger facility (on another railroad but with routing over us as explained in Tyler’s article on p.12) and the Office Max facility in Humboldt because of our pipeline of development projects. When one business closes the door we are confident that a new one will be opening.

This is not to say we take for granted our success in industrial development. Nothing could be further from the truth. During my time at Conrail I learned that industrial development is very difficult. It takes dozens of leads to generate a couple of real prospects. And only one out of ten prospects will turn into an actual customer. And it takes years before we will see the fruits of our development labors.

For example, in this issue we highlight the opening of the anthracite facility at Atlantic Coal, formerly known as Hazleton Shaft. The first cars moved out over the new rail line in June 2017. But Dan and I began working on the project in the Spring of 2010! That is over 7 years of hard work before we saw a single car move. And that is not a unique situation. Even failures can take years of effort. Dan and I spent over five years working on siting an ethanol facility along the railroad. We went through site design, rail design, public hearings etc only to find the project was no longer viable because time passed the market by.

Nevertheless, even if projects fail to come to fruition RBMN will continue to boldly go after them. Aided by the best development team in the industry and armed by Andy Muller’s willingness to put his money where our mouths are, we will fight for every piece of business we can get. And once we get the business we will not take it for granted. We will ensure that every customer, new or old, gets excellent service, including exceptional handling of hot cars and requests for double shifts. Our customer service group, see Susan’s article on p.7, consists of a hardworking team that is laser focused on the needs of their customers.

At RBMN we understand that our best advertisement for new customers is how we treat our existing customers.

And at RBMN we understand that it is by fighting for new business and new facilities that we ensure that RBMN keeps on track. ♦





Koppy's Propane Terminal opened in 2016 and included a large track project by RBMN.



This is an overhead shot of our Cressona Transloading facility which came on line in 2012.

A Review of RBMN Industrial Development

BY: DAN GILCHRIST, EXECUTIVE VP MARKETING & SALES

This magazine issue's focus is on industrial development.

As I started thinking of examples of past development projects, I realized that while we win some and lose some, we have had a remarkable string of successful projects over the years.

This review also reminded me how important it is to constantly develop new customers and new business because we never know when something changes and a good customer goes away for reasons that have nothing to do with us.

We generally do not talk about "the ones that got away" but enough time has passed on some of these that we can reminisce a bit.

Some of you may remember ISG Ash, Techneglas, Certainteed, and the Sand/Stone backhaul to NJ...these four customers represented almost 5000 car loads a year in steady business for years! When they shut down it was painful of course but we have added new business to offset those losses and continue to grow.

Both ISG and the Sand/Stone backhaul were very successful development projects themselves in 2001 and 2002 (we won our first Regional Railroad of the Year Award for the sand/stone train). But when the market changes or the business model does not work anymore you better have something else to replace the lost customer or business.

So here is a quick review of the highlights, as well as some time-consuming misses, over the last fifteen years of RBMN industrial development.

2002. Yuengling Brewery in St Clair and Sky Top Coal in Mahanoy City came on line.

2003-2004. Much focus was on chasing the large volume potential for dredge material from Philadelphia and NYC and a proposed ethanol terminal in Good Spring in 2004. Both projects ultimately failed.

2005. Compression Polymers in Scranton and Mountain Top Anthracite at Mountain Top (now changed ownership) came on line.

2007. Sealy in Crestwood Industrial Park, and Master Halco in Scranton came on line.

2010. D&I Silica, later Hi Crush, frac sand terminal at Pittston was built and developed.

2011. The PCA facility in Reading came on line and through our efforts the off-line anthracite export terminal at Fairless Hills came into being.

2012. The new transload terminal in Cressona for metals opened as well as the siding and switch into Premium Fine Coal.

2013. Another off-line investment in facilities for the coal business happened as we assisted in expanding the unloading capacity at Leetsdale. Following on the success of the Cressona transload terminal we also opened one at Penobscot.

2014. Cambridge Lee Industries established a new siding at Leesport.

2015. After our success owning and operating transload facilities we entered into the warehouse business and began operating and serving a new warehouse for pulp at Old Forge. We also added another new coal customer, Coal Contractors.

2016. The Koppy's Propane terminal came on line assisted by a large track project built by RBMN. Seven D Lumber wholesalers also sited on us, as well as Zwicky Processing got set up to handle scrap railroad ties.

2017. Hazleton Shaft (now Atlantic Coal) finally began shipping rail cars. See Bill Clark's related article.

This list does not even begin to show all the projects that were pursued but ultimately not developed. That is one of the secrets of industrial development. Very few projects actually come to fruition and most projects take months if not years to develop.

Over time this has led us to develop a few basic rules to doing industrial development successfully.

- Focus on the customer
- Work with good partners
- Move fast and be aggressive
- Invest in what you believe in
- Be flexible and creative

Of course running a scheduled railroad with 99% on time performance helps. As does the additional capacity on our trains, additional daily switches possible, lowest demurrage in the industry, and additional storage track available.

Do we have other industrial development projects in the works too early to talk about? Of course. If we keep providing excellent rail service and maintain focus on our Industrial Market Development efforts, past experience shows that we will win some of these and lose some... but probably win more than we lose. ♦



The new Kinder Morgan unloading facility for export anthracite opened in 2011.



An old photo from 2002 of our inbound sand train with loaded stone ready for outbound.



The Old Forge Warehouse started up in 2013 to handle wood pulp.

The “D” Team

BY: WAYNE MICHEL, PRESIDENT

I'm not sure I like the nickname I used for this article. “D” has a connotation of a bad grade, after all. But in this case I mean “D” as in Development and I am exceptionally proud of the team we have put together over the years to focus on business development.

As the picture above shows, we are a gang of old men, or at least late middle-aged. But with age comes experience and some wisdom. And that we have in abundance.

Excluding myself, Dan, Dennis, Rian and Bill (listed in order of RBMN seniority) have OVER 150 YEARS OF EXPERIENCE with railroads or railroad customers. All of us have Class 1 railroad experience and all but Dan and myself also worked for a shortline or regional railroad before joining RBMN. All but Dan and myself also worked for a rail customer at one time in their career.

The development of this team is a combination of hard work and good luck. When I joined the RBMN in 1999 I quickly moved to have Dan Gilchrist join us to help in marketing & sales and he came on in early 2000. Dan had worked with me for many years at Conrail and I knew him to be terrific with customers as well as new business development. For the next decade Dan and I (along with CEO/Owner Andy Muller) handled most of the high-level marketing, sales and industrial development activities at the railroad. During that time we were aided by a great customer service team that made sure the day to day customer needs were addressed.

As our workload became overwhelming we looked to add to our team. In 2013 we were fortunate to hook up with Dennis Shaffer. I had known Dennis for years from his stint as VP Marketing & Sales for the North Shore railroad system during my time at Conrail running the shortline network. I also got to know Dennis better as he became involved in the efforts to privatize the railroads owned by the SEDA-COG Joint Rail Authority. In the summer of 2013 Dennis was ready for a new challenge and we decided he would be a good fit. We were wrong. He was, and is, an amazing fit. Dennis is responsible for taking us into the realm of transloading and warehousing. And he has taken the lead on many of our successful industrial development projects over the last few years, such as Koppys Propane terminal.

It's amazing how much busier we got even after adding Dennis. I believe our success was largely assisted by the phenomenal service we became known for highlighted by our guaranteed two hour service window as well as the entrepreneurial reputation we had been developing. Our reputation was highlighted



The “D Team” left to right: Bill Clark, Senior VP – Coal; Dan Gilchrist, Executive VP Marketing & Sales; Wayne Michel, President; Rian Nemeroff, VP Forest Products; Dennis Shaffer, VP Business Development.

when we were named Regional Railroad of the Year for an unprecedented third time in 2015 as well as won our third Shortline Marketing Award.

By the Fall of 2015 I realized we needed more help in large part because we were soon taking over operation of the Humboldt Industrial Park and its new customers and 4000 carloads of business. At that time I reached out to my friend and former Conrail colleague Rian Nemeroff who was serving as VP Marketing & Sales at the Housatonic Railroad. I knew Rian to be an aggressive sales and marketing guy with a strong foundation in the forest products area having worked for both International Paper and Scott Paper prior to joining Conrail. And Dan, Dennis and I knew that RBMN's forest products portfolio was large and getting larger with our imminent takeover of the Humboldt Industrial Park. Thankfully Rian was willing to come back to PA, where he had kept his home, and he was able to join us almost 18 months ago. The timing could not have been better as Rian knows so much about the forest products business that he is able to talk knowledgeably with the customers AND assist NS and RBMN in developing more rail business.

During this busy period our anthracite coal business had been steady. But Dan and I knew as 2017 started that the RBMN coal business was about to change. It was clear that the domestic steel industry was becoming more interested in PA anthracite as a carbon source. The evidence was in the expanded coal dryer at Reading Anthracite, the new coal dryer at Atlantic Coal (see Bill Clark's article on p.14) and the interest

in shipping coal to new dryers being built in the South and Midwest near steel mills. In addition there was interest in increased export anthracite as China cut off shipments from North Korea and the Ukrainian anthracite was impacted by the troubles in that part of the world.

For years we had been friendly with Bill Clark. When he was at Norfolk Southern Bill often helped us with getting power for unit trains. Then when he went to work for PPL in Allentown we became friends as PPL and RBMN were able to do a number of market-price deals for the sale of coal cars to RBMN. As PPL's ownership changed and the new owners were downsizing, I saw the opportunity to have Bill join us to take over our anthracite franchise and manage our extensive coal fleet. In March of this year Bill joined RBMN and it could not have come at a better time as our coal business will show huge growth over the next couple of years.

What is best about our group is that we are a true team. Our strengths are complimentary. Our experiences go far beyond narrow product lines. Our networks are vast and cover many railroads and customers. And there is no politics or back-biting. We all like each other and work well with each other.

The result is a terrific team of experienced, hard-working guys turned loose to build business thanks to the entrepreneurial zeal of our owner/CEO Andy Muller, Jr.

Past may be prologue but as for RBMN business development efforts, all I can say is you ain't seen nothing yet. ♦

RBMN Team Supports Industrial Development

BY: WAYNE MICHEL, PRESIDENT

When it comes to industrial development at Reading & Northern our secret sauce is our teamwork.

Although this issue focuses attention on our marketing and customer services teams, we would have no success without the work of the other RBMN departments.

Obviously our Operations Department is critical for operating the trains, but they do so much more as shown in the articles by Tyler Glass and Tom Cook. And obviously trains don't move without working engines and Dusty Berndt and his team in the Mechanical Department do an amazing job keeping our growing roster in safe operating condition. Our right of way is secured by our Maintenance of Way and Signal people

who labor in all weather conditions to keep our 340+ miles railroad safe and efficient.

But when you look at our recent successes you see so much more work done by many members of our team.

Maintenance of Way built beautiful track facilities at both Koppys and Hazleton Shaft, our two most recent successes. Our Facilities group took care of getting our Old Forge warehouse in shape as well as our transload facilities at Cressona and Penobscot Yards. Our Car Shop is always on call to help us acquire new cars, whether it be boxcars for our warehouse and transload business or our various types of coal cars for our booming anthracite traffic. And our Purchasing Department negotiates deals

for equipment purchase including our recent buy of a \$140,000 conveyor to be placed at the Norfolk Southern transload facility in Ft. Wayne.

Not only do all these departments come through for business development every time, they do so quickly and with a minimum of red tape or delay. They do so because they all know Andy Muller is totally behind our industrial development efforts.

On behalf of all of us in the development business we offer a hearty thanks to our colleagues throughout the Reading Northern family. ♦

Customer Service



Aaron Snyder, Susan Ludwig, Lori Chinchar, Daren Geschwindt, Steve Werley, Mike Sharadin.

BY: SUSAN LUDWIG, DIRECTOR OF CUSTOMER SERVICE & MICHAEL SHARADIN, AVP TRAFFIC-COAL

Our Customer Service Department is broken down into two groups, General Merchandise and Coal. General Merchandise consists of various commodities ranging from plastics and paper products, to wine and storage cars. While Coal consists of...well anthracite coal. We have two Customer Service Managers on the General Merchandise side, Aaron Snyder and Lori Chinchar. On the Coal side is Steve Werley. Susan Ludwig, AVP of Customer Service, oversees the General Merchandise managers and Mike Sharadin, AVP of Coal Traffic, oversees coal. Even though our Customer Service Department is separated into two groups, our purpose is the same; to be the vital link between the customers and our train crews. We gather information regarding what service is needed for each customer and provide the information to our Operations Department to make sure all work is completed and in a timely manner to satisfy the customer's needs.

Customer service representatives wear many hats throughout the course of a day. We process customer shifts, create work orders for the crews, trace cars, answer phones, and do financial reporting. We also work closely with the marketing group to help gather statistics. RBMN owns over 1,200 railcars, so we're also tasked with ensuring our customers that originate shipments receive the proper railcars. We handle matters

for our internal customers, such as the Maintenance of Way and Mechanical departments. Whether it's railcars moving to the repair shop for maintenance, or gondolas loaded with ties for a track project, these moves are crucial to the success of the company as well.

Our priority is making every effort possible to help our customers. We have a great team who is dedicated to their work. We strive to keep the lines of communication open with our customers and do everything possible to help them. If they succeed then we succeed which is a win-win for everyone.

Assisting our Customer Service Department is Daren Geschwindt, AVP of Merchandise Traffic. Daren handles all special shift requests from customers. He uses his vast knowledge of the railroad to help determine how Operations can assist with getting hot cars to customers outside of their normal service windows. Daren is in charge of our car management system, Ship Xpress, and our Transload facilities. He is also the point person to ensure our smooth transition to becoming an Interline Railroad (see Daren's article on p.13).

From all of us in Customer Service to all of our customers thank you for your business and the opportunity to meet your transportation needs. ♦

Operations Role in Industrial Development

BY: TYLER GLASS, EXECUTIVE VP OPERATIONS

As you can imagine Operations plays a critical role in our industrial development at the railroad. The projects and planning range from simply figuring out how to best serve a new customer on a preexisting rail served site to planning and implementing service to a completely new facility that is built from scratch.

It is always really exciting to see brand new facilities come on line. When new rail infrastructure is proposed our standard rail specifications are used as guidelines to determine best practices for site development. However, due to geography and other constraints it may be necessary to figure out a more creative solution if the standard specs cannot be followed. Can the curve be sharper? Can the grade be steeper? And so on. This is where RBMN sets itself apart from many other railroads and in just about every

case we find a solution that is suitable, AND SAFE, for all parties involved!

Concurrent with review of site plans here are some of the other basic questions and items that must be worked through and answered when planning operations for new industrial development:

How many days per week and what time does the customer need service?

Which standard RBMN two hour service window fits the customer best?

Is there existing train service to the general area?

Is there any railcar storage needed for the customer?

Once those questions are answered then we need to take a look at where the service fits into our current operating plan. In most cases the new customers fits nicely into our

existing service, however if a new crew start is needed to serve the customer then we plan new service accordingly. When we have established a plan to serve the new customer, the final step in the process is issuing good customer procedure instructions to our train crews. This ensures that our train crews can seamlessly and perfectly execute the service to our new customer.

In order to make all of this happen, a lot of time and effort goes into planning and execution, which requires the involvement of many other departments in the process, particularly those in our Customer Service Department. Just like with anything we do at RBMN, it's a team effort and the effort put forth shows in the exceptional industrial development and service we provide to our existing, new and future customers. ♦

Safety & Industrial Development

BY: TOM COOK, VP SAFETY & TRANSPORTATION

The Reading and Northern understands that safety is a very important consideration in any new plant location or industrial development decision. A new customer has a lot to worry about when locating a new facility or starting up new operations at existing facilities. We know that employee safety is a major consideration when starting a new operation.

The Reading and Northern Commercial team, Maintenance of Way and Operations departments will go to great lengths to understand your proposed operation and will go to great lengths to design a track layout, service schedule or method of operation in switching your facility to minimize disruptions to production, and avoid conflicts with employees, your trucks and other vehicles.

What sets us apart from other railroads is that we start with the goal of finding a way to fit into your operation, and find ways to meet your needs. Not the other way around.

Once we understand your operation, we will work hard to develop a service schedule and switching plan that fits your operation. What sets us apart and enables us to deliver safe startups time and time again is the level of detail in our planning process. When we start up a new service, such as for a facility or even an entire industrial park like Humboldt, all departments meet and go over every detail. These details are often reviewed and refined two or three times before we agree on the final product. You can expect us to be very thorough in our explanations of how our operation will work, what time you can expect our arrival, how we will serve your facility, and how long you can expect us to be switching your facility.

You might be new to rail completely and not familiar with railroad safety protocols like blue flag protection, opening and closing doors, indexing railcars, securing cars, unloading or loading cars, grade crossing protection, close clearances, security, derail protection, hazmat

regulations, etc. We can help you with all of these concerns.

Before your facility receives its first car, our operations team will put together a very thorough set of written instructions that will be given to all of our train crews and will include facility maps, instructions on any safety concerns, and step by step instructions on how to serve the facility. You can expect at least one of our operations managers to be on hand for the first few switches to make sure that the service start up is smooth and ensure that all crews serving the facility understand the switching procedures we put in place, any important safety protocols the customer wants us to put in place, and ensure that the startup goes as planned. The end result is a well-executed start up and integration. There is nothing that gets our train and engine employees more motivated and excited than a new customer to serve. ♦

Reading and Northern Joins Penn's Northeast

BY: DAN GILCHRIST EXECUTIVE VP MARKETING & SALES



John Augustine, President and CEO of Penn's Northeast and Dan Gilchrist, EVP Marketing and Sales RBMN at the recent Customer Appreciation Train Trip at Mountain Top, PA.

As part of the Reading and Northern's Industrial Development efforts, we have recently joined Penn's Northeast (PNE) – an economic development organization based in Pittston, Pennsylvania.

Serving Lackawanna, Luzerne, Monroe, Schuylkill, and Wayne Counties, PNE works with local partners to recruit new business and industry to Northeastern PA. PNE serves as the single point of contact for businesses looking to expand or relocate to the region.

John Augustine is the President/CEO of Penn's Northeast and he recently joined RBMN on our Customer Appreciation Train trip which departed out of Mountain Top, Pennsylvania. "We are very pleased about our new partnership with Reading and Northern. They operate one of the best railroads in the country and we are excited to begin marketing their resources to potential new companies," John said of the new partnership.

Reading and Northern is looking forward to working with Penn's Northeast to help locate new industrial manufacturing organizations in our region that need good rail service as a competitive option. ♦

Reading and Northern Customer Appreciation Train Trip

BY: DAN GILCHRIST, EXECUTIVE VP MARKETING & SALES

On Thursday June 8, 2017 the Reading and Northern ran a special train trip for our customers, friends and other guests.

All attendees gathered at RBMN's scenic Penobscot Yard in Mountain Top, Pennsylvania on a beautiful June day with perfect weather. After guests checked in and met up with old friends and acquaintances, the train left on time at 10:00 AM.

This was a new route for our customer appreciation trip and we ran south along the beautiful Lehigh River and through the Lehigh Gorge State Park all the way down to the scenic town of Jim Thorpe. The train consist included our historical cars #1 and #5 as well as the more recently renovated car #3, a former Gulf and Mobile & Northern car now completely refurbished as a beautiful parlor car that seats dozens of folks in comfortable easy chairs. We also included one of our open air cars that allows guests to sit or stand with an unobstructed view of the scenery rolling by. There was plenty of room for guests to walk through the train and mingle or just sit and enjoy the ride.

A buffet lunch was served on board and everyone had plenty of time to go through the lunch servings as often as they wished.

The engines ran around the cars in Jim Thorpe for the return trip and the train arrived back at Penobscot Yard on time at 1:00 pm. Some customers were interested to see the route further north so we extended the trip for those so inclined and ran all the way to Pittston Yard in Scranton and returned about 3:00 pm.

We appreciate our friends and customers taking the time to spend with us, and we are happy they enjoyed taking a ride on the Reading and Northern railroad with us. ♦



On June 20, 2017 Reading & Northern hosted guests from Fibria and SSA Marine for a special train ride. Fibria and SSA Marine work to bring wood pulp from Brazil to the Port of Philadelphia. R&N delivers the wood pulp to an on-line receiver. Pictured from left to right are Dan Gilchrist (R&N), Wayne Michel (R&N), Matteo Carmo (General Manager Americas, Fibria), Brian Frennea (Special Projects and Logistics Manager, SSA), Adam Battle (Supply Chain Analyst, SSA), and Daren Geschwindt (R&N). Rian Nemeroff who handles the business for R&N was out of the country.



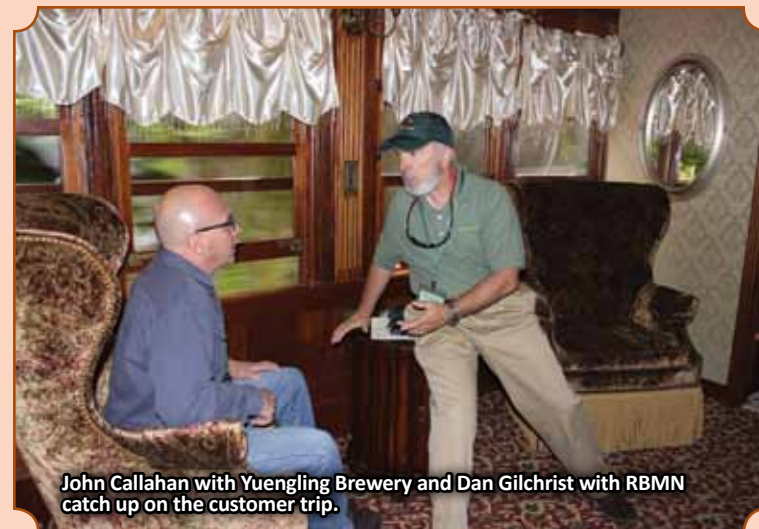
The passenger crew that made the trip such a success. Left to right are Bill Solomon, Briar Stern, Rich Bernhardt, Brittney Colomb, Jim Danner, Russ Scianna, Annette Bescrypt, Bill Bubeck, Steve Bescrypt, and Matt Fisher.



Jeff Gliem and Melissa Jones of Reading Anthracite enjoy lunch in the newly refurbished parlor car.



Gary Casale (L) and Joe Paris (R) of Quad Graphics with Rian Nemeroff (C). "RBMN is predictable and delivers on its commitments. They are indeed a pleasure to work with and an improvement to our supply chain planning process," Gary said of RBMN.



John Callahan with Yuengling Brewery and Dan Gilchrist with RBMN catch up on the customer trip.



Bill Swartz, Dorothy Digilio, Danny Dempsey, and Lenny Porambo from Ametek enjoy the view from the open air car.



Bill Clark (RBMN), Rusty Taylor (Lehigh Anthracite), and Greg Driscoll (Blaschak) get ready to board the train in Penobscot Yard.

Air Products Closes the Wilkes Barre Manufacturing Plant

BY: TYLER GLASS, EXECUTIVE VP OPERATIONS

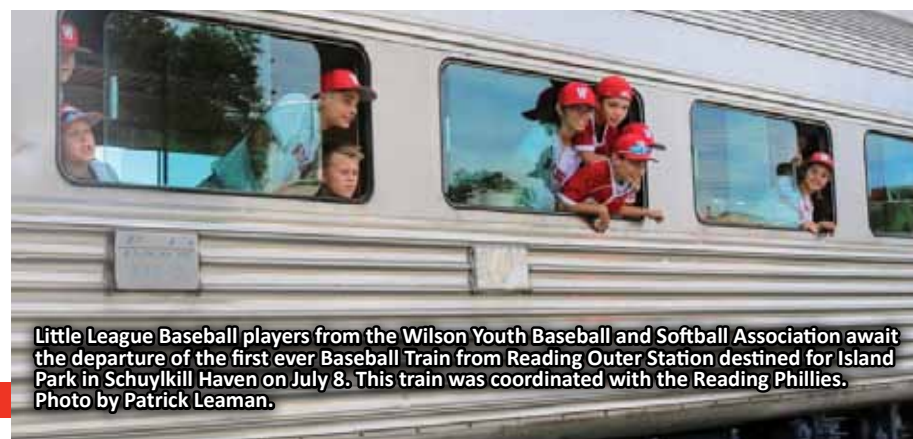
As exciting as our industrial development projects are, there is a not so happy part of the railroad business, the closing of facilities. As Wayne Michel noted in his article, Air Products recently shut down their heat exchanger plant in Wilkes Barre. Ever since 1996 we have handled their units from Dupont to Lehighon which is fifty five rail miles. This was a highly coordinated effort with several railroads to move these enormous units from Wilkes Barre to the port of Fairless Hills. Often times the clearance at certain locations were just a matter of inches. To handle these units safely over the years took a great deal of cooperation between the railroads and many fine folk at Air Products and we wish all of them the very best in their future endeavors. ♦



The last Air Products movement occurred on Thursday, May 11. This particular day we had both northbound and southbound high and wide shipments on our Lehigh Main. Air Products heat exchanger (right) is passing the other high and wide movement at our Penobscot Yard on that day. Photo courtesy of John R. Smolczynski Jr.

Developing New Ridership Opportunities

BY: MATT FISHER, PASSENGER GENERAL MANAGER



Little League Baseball players from the Wilson Youth Baseball and Softball Association await the departure of the first ever Baseball Train from Reading Outer Station destined for Island Park in Schuylkill Haven on July 8. This train was coordinated with the Reading Phillies. Photo by Patrick Leaman.

When riding the RDC trips from the new Reading Outer Station to Jim Thorpe, I took notice that on two separate dates, the RDC train passed a unit coal train. I thought to myself, where else in the United States can you see this occur? The short answer is "nowhere". It is amazing how much business has developed in freight over the last few years; just as amazing is the continuous increases in passenger ridership and new opportunities.

To this point, every RDC trip from Reading Outer Station with a stop at Port Clinton before heading off to Jim Thorpe has sold out. It is similar to the days of the Reading Company when their famous Rambles were announced. They were so popular that additional dates were added. Also, we worked with Scott Hunsicker, General Manager of the Reading Phillies, to create a little league baseball RDC special from Reading Outer Station to Island Park in Schuylkill Haven (just

north of the Schuylkill Haven train station). The baseball teams played each other at the fields with family and friends looking on, all of which took the train to get there. This exciting new train trip opportunity is similar to the bygone era of baseball train travel in the Babe Ruth days. We are looking forward to doing trips like this in the future.

Fast forward to this coming October. The Reading and Northern Railroad will offer a record nine Fall Foliage trips from Reading Outer Station to Jim Thorpe, with a stop in Port Clinton to board more passengers. This includes October 14, the first ever Fall Foliage Railfan Special. This special train will have a gondola passengers can ride, along with a smaller train consist to allow steam locomotive number 425 to run from Reading Outer Station directly to Jim Thorpe completely unassisted by diesel power.

On the Lehigh Gorge Scenic Railway, trains will

operate an October schedule of Wednesdays through Sundays to accommodate the ever-growing ridership needs at Jim Thorpe. Hometown High Bridge trains will also be available the first three full weekends of October to coincide with the Fall Festival in downtown Jim Thorpe. The White Haven Bike Trains continue to be a success, operating one full weekend each month through September, along with the first weekend in November. Yet again, there are very few examples of railroads that have this type of service available to the general public. It is great to see people of all ages from far and wide book a bike train ride.

We look forward to continuous developments in ridership on both the Reading and Northern Railroad and the Lehigh Gorge Scenic Railway. Please look to www.rbnmr-passenger.com and www.lgsry.com for future trip details. ♦

Reading & Northern Becomes an Interline Railroad

BY: DAREN GESCHWINDT, AVP MERCHANDISE TRAFFIC

Over the past few months there have been some significant changes occurring at the Reading & Northern. These changes have gone on behind the scenes, and the casual observer might not have even noticed anything different, however this change is significant for our Marketing and Customer Service Departments.

Effective August 1, 2017 Reading & Northern ceased being known as a "Handling Line" for Norfolk Southern or Canadian Pacific. That means RBMN stations no longer show up as NS or CP stations. While the Handling Line arrangement worked well for many years, it became clear to us and our Class I partners that the RBMN had simply outgrown the Handling Line structure. By becoming an interline railroad, Reading & Northern is more involved in the rate negotiation process, instead of relying on the Class I railroads to handle all rate negotiations. This allows our Marketing VP's, with their 150 plus years of marketing experience and knowledge, to participate in the process, and be more responsive to individual market conditions.

In order to make this transition we worked with Railinc, Ship Xpress, and our Class I partners to make all of the necessary changes. Our Customer Service Department trained on the Railinc program that is used for rate publication, and the Ship Xpress program that is used to process the interline waybills.

For customers, this transition requires two procedural changes related to their rail shipments. The first change is that shippers will no longer use the old Class I "handling line" station numbers (known as FSAC numbers) to identify Reading & Northern station locations on Bill of Ladings and waybills. Prior to August 1st each customer received an email identifying the new Reading & Northern FSAC number that will be used to identify their station. We have included to the right a list of every station with its FSAC number as an easy reference tool. The second change is that shippers need to list the Reading & Northern (RBMN) in the Route field of the Bill of Lading and waybill. Any customer with questions regarding this change should contact their Customer Service manager, and we would be happy to help you.

Although change is sometimes difficult we believe that by going interline we will be able to better serve all of our customers for years to come. ♦

FSAC Numbers Effective 8-1-17			
RBMN Station name	RBMN FSAC #	RBMN Station name	RBMN FSAC #
Arlington Yard, PA	01301	Mountain Top, PA	61504
Auburn, PA	00200	Nesquehoning, PA	09907
Cressona, PA	00600	Old Forge, PA	61082
Delano, PA	00650	Pittston, PA	74274
Donaldson, PA	00700	Port Clinton, PA	02600
Duryea, PA	61772	Pottsville, PA	02700
Gilberton, PA	00900	Ransom, PA	61906
Good Spring, PA	01100	Reading, PA	03405
Gordon, PA	01200	Saint Clair, PA	81147
Greenwood, PA	01300	Scranton, PA	61887
Hazleton Shaft Brea, PA	04840	Shenandoah, PA	03000
Hometown, PA	09900	Stockton Mine, PA	04800
Jeddo, PA	04900	Tamaqua, PA	03200
Leesport, PA	03750	Temple, PA	03450
Mahanoy City, PA	01800	Towanda, PA	85049
Marlin, PA	01950	West Cressona, PA	03500
Mehoopany, PA	62141	West Hamburg, PA	03600
Minersville, PA	02100	West Hazleton, PA	04810
Morea, PA	50095	Zehners, PA	04100
Mount Carmel, PA	02200		

Congratulations to three of our employees who were promoted to Locomotive Engineer!



Curtis Cibello



Brent Jacob



Eric Slekovac

Getting Hazleton Shaft On Track: An Industrial Development Case Study



A cut of newly acquired covered hoppers lined up for loading at Hazleton Hiller. Many RBMN departments played a role in purchasing these cars. The mechanical department did a thorough inspection prior to the acquisition, the purchasing department pulled the trigger on the sale, and the facility department repainted the cars once online. Great job by all!

**BY: BILL CLARK, SENIOR VP COAL
& WAYNE MICHEL, PRESIDENT**

On a sweltering summer day in June, two Reading & Northern locomotives spotted the first cut of fifty open top rail cars to a new rail coal loading facility at Hazleton Shaft, now Atlantic Carbon.

Thus was culminated another simple Reading & Northern industrial development project.

Except, as is often the case, this was anything but simple. During the seven year path to the opening of the rail facility, Hazleton Shaft would merge with a former competitor and its business plans would change in order to pursue new markets. Despite these significant changes there were three constants that were critical to the success of the project. George Roskos as the owner of Hazleton Shaft remains in charge, Norfolk Southern's Coal Business group remained in support of Reading & Northern's

efforts, and Reading & Northern, from its owner Andy Muller, Jr. down through the ranks, remained committed to bringing Hazleton Shaft on as a rail-served anthracite supplier.

This is the story of that journey.

Like most journeys this one starts with geography. Throughout our history Reading & Northern has been known as "the Road of Anthracite". This history started when Conrail sold us the anthracite cluster in 1990. And it continued when Norfolk Southern (NS) acquired the Conrail lines. From our earliest days we served the anthracite producers in Hazleton by running over Conrail tracks (now NS tracks) to get from our ownership on the west side of Hazleton to a large coal operation owned by Jeddo Coal on the east side of Hazleton.

Fast forward to 2010 when Hazleton Shaft decided it wanted direct rail service in order to better develop its business. Although Reading & Northern trains went past Hazleton Shaft on

their way to Jeddo Coal, Reading & Northern had no rights to stop and connect to Hazleton Shaft. On the other hand NS owned the track and Hazleton Yard that sat directly south of the Hazleton Shaft site.

However, NS, like Conrail before it, had over the years decided to have Reading & Northern serve the Pennsylvania anthracite business. Since 1999 when NS acquired the Eastern Pennsylvania territory from Conrail, it did not handle anthracite directly. Instead NS supported R&N as we developed the anthracite business. Reading & Northern installed the weigh-in-motion scale at North Reading Yard, Reading & Northern purchased over a thousand coal cars for exclusive use in the anthracite industry, Reading & Northern purchased the conveyors that allowed Fairless Hills to start-up as an export anthracite facility and Reading & Northern paid for the expansion of coal unloading facilities at Mol-Dok in Leetsdale, making it the premier barge loading facility for anthracite coal in Western Pennsylvania.

From the beginning of our anthracite business we have been strongly supported by our Class 1 connection. First Conrail, and then NS, chose to let us gather all the anthracite, weigh the cars and deliver the cars to interchange at Reading Yard either in unit trains or loose cars. Over the last eighteen years NS has made the decision to have Reading & Northern manage and develop the anthracite franchise while NS would handle all deliveries.

This partnership has stood the test of time and works very well to this day.

So in 2010 when NS and R&N were faced with the opportunity presented by Hazleton Shaft it was not surprising that the NS Coal group supported the notion of R&N serving the Hazleton Shaft site. Both railroads recognized that Hazleton Shaft was producing a lot of anthracite. Both railroads knew that Hazleton Shaft was trucking some anthracite to a load-out elsewhere on Reading & Northern. But both railroads also knew the extra handling and

extra truck cost was sub-optimal and would only lead to more business moving by truck to destination. It became obvious that the solution was for Hazleton Shaft to have its own siding.

The challenge was working out an agreement whereby Reading & Northern would have the right to reach Hazleton Shaft over NS tracks.

With the strong support of the NS Coal Department Reading & Northern, NS, and Hazleton Shaft were ultimately able to reach a series of agreements to allow Reading & Northern the right to serve Hazleton Shaft over the NS tracks. NS would have to build the switch off of its line into the Hazleton Shaft property and then R&N and Hazleton Shaft would make arrangements to complete the sidetrack.

At that point lawyers got involved and agreements had to be drafted and approved. As with anything involving lawyers, speed was not their primary objective. Eventually all the parties agreed it made sense to do a relatively simple amendment to Reading & Northern's

existing trackage rights agreement over this line; the agreement that dated back to Conrail.

While all this was happening, the export market for anthracite crashed. We went from fifty trains a year to twenty and the demand for the Hazleton Shaft product also began to lessen. By 2013 Roskos began discussions with Hiller Carbon, one of the leading providers of carbon to the steel industry, about providing capital and marketing necessary to support and build a state-of-the-art coal dryer. Hiller Carbon engineered integrated production model and developed the plan to market dried anthracite to its existing steel customers. Hazleton Shaft and Hiller Carbon went public with the Hazleton Hiller dryer plans in July of 2013 and began the zoning permission process.

Around that time Hiller Carbon also approached us and informed us that they were partners with Hazleton Shaft in the dryer project. At the time we did not realize how significant this partnership would be for the future of R&N,



The new RBMN conveyor is in place and ready for the first car to be unloaded at the transload facility.



Rail cars are being loaded while a haul truck delivers more material to the load out.



Front of the Hazleton Hiller dryer.



Loader topping off a car that was part of Hazleton Shaft's first export shipment.

Hazleton Shaft, and Hiller Carbon. By late 2013, construction on the dryer was underway. With the dryer completed in early 2014, and still no sign of a rail siding, coal was trucked to destination or to a rail loading spot for a challenging and costly transload. To expand their growing sales volume, Hiller and Roskos believed that a rail solution was the long-term best modal choice.

After getting estimates from NS for the cost of building the switch and from us for contractor's cost for building a very long siding, Hiller and Roskos were anticipating a \$600,000 construction project. Additionally, there was a need to install an expensive culvert. The decision was made to seek state assistance through Pennsylvania's Rail Freight Assistance Program (RFAP). However, we all soon realized that Pennsylvania rules limited new construction projects to a \$250,000 grant. Those funds would be sufficient for the switch and culvert work, so it was decided to proceed. However,

the RFAP process takes time, and it was not until late February of 2014 that Hazleton Shaft received a \$250,000 grant for starting the rail spur project.

The Army Corps of Engineer needed to approve plans for the proposed culvert and NS needed to approval final engineering plans for the track. All of this took time... a lot of time. It was May of 2015 before NS and the Corps had both signed off on the plans.

With "i" dotted and "t" crossed switch construction was scheduled for September 2015. While we awaited the NS work, R&N and Hazleton Shaft began discussions about how we could jointly get the necessary siding constructed easily and in the least expensive manner. Now, with the Hazleton Hiller dryer operational, the goal was to get the tracks all the way from the NS switch to the dryer, a distance of 2800 feet. The NS switch was installed by the end of September and R&N and Hazleton Shaft reached an agreement whereby R&N would

supply the track material and Hazleton Shaft would have it installed per industry specs on an appropriate railbed.

During this time and throughout the Fall and into Winter of 2016, Roskos also had to deal with a fire at his mining site at Jeanesville. Not surprisingly this was a distraction in preparing for the rail construction. Then came along another distraction as Hazleton Shaft began discussions with his neighboring coal company, Atlantic Carbon/Coal Contractors, about a relationship. R&N had previously installed a siding on Coal Contractor property off of our Jeddo line, so we knew both parties and their interest in the heavy use of rail. The announcement of Atlantic Carbon/Hazleton merger took place June 3, 2016. The Hiller Carbon marketing agreement and joint venture, Hazleton Hiller, were outside of the merger. However, Atlantic Carbon soon became a partner with Hiller Carbon in the dryer and Hazleton Hiller operation.

By the Fall of 2016, progress on the siding

was going slow. At that point, we agreed to not only supply the materials but to build the siding once the preparation of the right-of-way was completed. Finally, in January 2017, with 2,800 feet of track installed, the track was open and R&N placed empty cars at the dryer so that Hazleton Hiller could take appropriate measurements to ensure the smooth loading of dried material into our covered hoppers.

With track open, the next challenge was converting the business from truck to rail. For a variety of reasons, it was not possible to rail anthracite directly to Hiller's customers. Reading & Northern and NS identified transfer centers close to the final destinations served by Hiller Carbon and we worked together to develop a cost-effective logistics process that met the customer's needs.

That was not, however, the end of Reading & Northern's efforts to secure the business. It turned out the first transload facility did not have the necessary unloading equipment

to handle the sized coal. We stepped up and purchased a \$140,000 conveyor system. We also spent an additional million dollars to acquire more covered hopper cars to handle this new business.

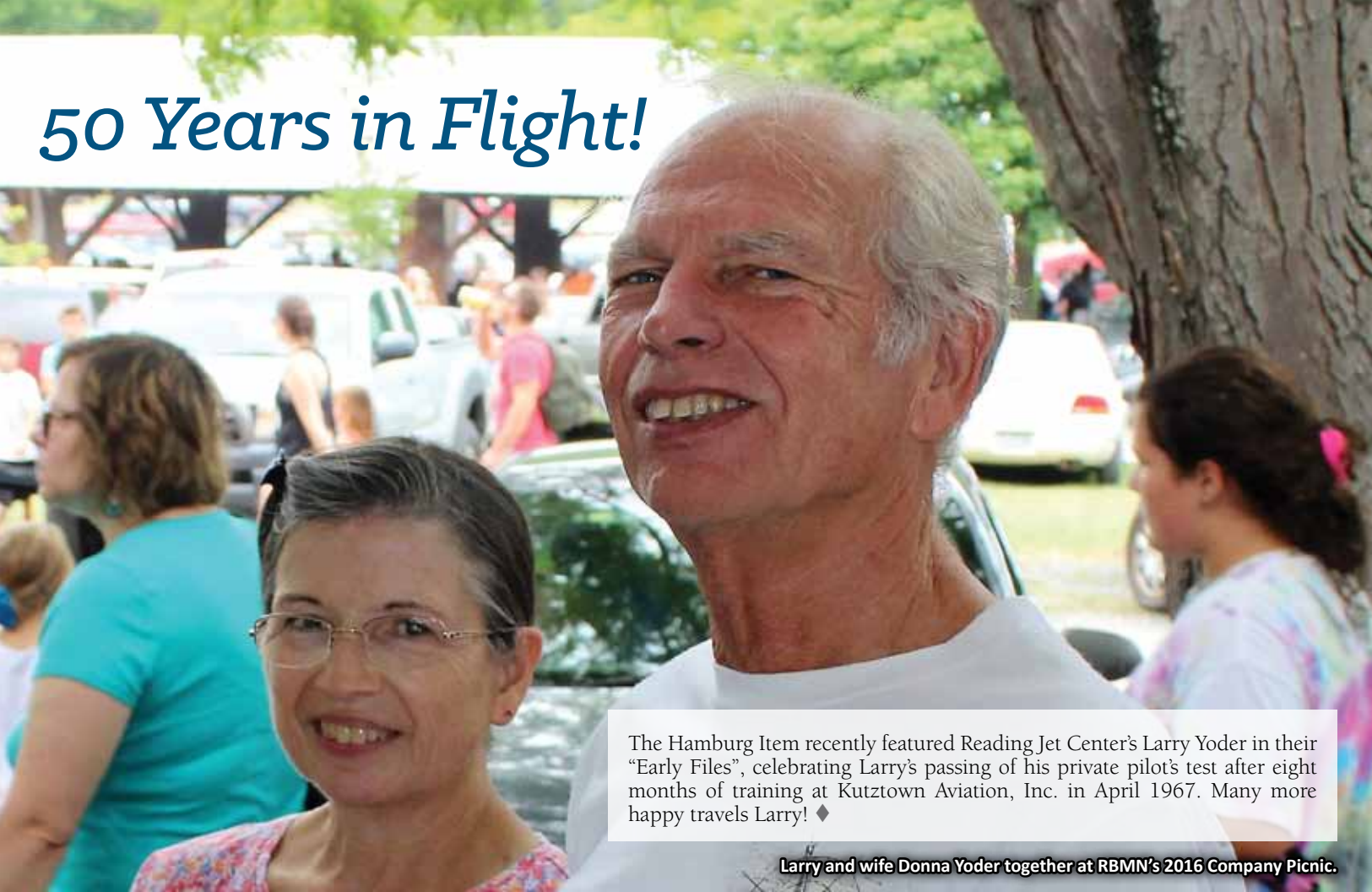
Having a rail siding is already paying dividends to Hiller Carbon and Hazleton Shaft. In June, Hazleton Shaft was able to participate in its first export shipment when it loaded fifty open-top hoppers. The first car loaded on June 13th. And by lunch time on June 15th, the train was finished. Shortly thereafter the first cars of dried material were loaded and shipped to the new transload facility for Hazleton Hiller.

The partnership between Reading and Northern, Hazleton Shaft and Hiller Carbon will pay significant dividends for years to come. Hazleton Shaft and Hiller Carbon now have access to low-cost transportation allowing them to serve their existing customers better and to serve new markets as well. With the addition of this major new coal loading facility, Reading and

Northern expects to increase its' coal business by 25% to 35%. And all of this additional volume will ultimately ship over Norfolk Southern rail lines.

In boxing, there is a saying, "fighting above his weight". That defines the Reading and Northern approach to business development. Doing more than what the customer expects isn't just an adage it is in our DNA. We are unique when it comes to making significant investments in plant and equipment both on and off our railroad. It is our willingness to invest in partnerships with our customers that enables the Reading and Northern to differentiate our products and services from our peers. It is why our business has continued to grow regardless of what happens in the economy. At Reading & Northern, industrial development is at the core of who we are. ♦

50 Years in Flight!



The Hamburg Item recently featured Reading Jet Center's Larry Yoder in their "Early Files", celebrating Larry's passing of his private pilot's test after eight months of training at Kutztown Aviation, Inc. in April 1967. Many more happy travels Larry! ♦

Larry and wife Donna Yoder together at RBMN's 2016 Company Picnic.

Ernie Henritzy, Jr., RBMN's Snake Charmer!

Many of us at the Reading & Northern wear many hats to get the job done at the end of the day, but none so interesting as facilities' Ernie Henritzy, Jr.'s recent role as snake charmer!

While working with Therman Madeira repurposing a retired rail car for parts, Therman found himself face to face with a four and half foot long black snake who had taken up residence in the old car, and Ernie sprung into action! While the black snake was distracted in a stare down with Therman, Ernie carefully took hold of the snake, having experience handling snakes. The snake remained calm with Ernie's experienced charm, and Ernie resettled the snake in the woods, a better suited habitat.

The Reading & Northern doesn't encourage the handling and moving of reptiles as a general practice, but in this case, the rail car's demolition posed the snake with eviction. Thankfully Ernie's charm was on hand that day to find a better home for the scaly squatter! ♦



Ernie Henritzy, Jr., the charmer himself, with the four and a half foot black snake rescued from the repurposed rail car.

Congratulations!

Aaron Schlosser, RBMN Dispatcher, and wife Karly Renee welcomed their first baby girl May 30! Morgan Shay was born at 3:45 PM, weighing 7 pounds and 6 ounces. Welcome to the Reading & Northern Family Morgan, and congratulations Mom and Dad!



Morgan Shay Schlosser on her birthday, May 30, with Mom Karly Renee Schlosser.

WELCOME ABOARD

NEW EMPLOYEES



Brittney Colomb

Brittney Colomb was recently hired as a Private Car Assistant within our Passenger Department. She attended Iliion Jr/Sr High School. Prior to working at RBMN, Brittney was an Assistant at Muller Rare Coins for one year.



David Cromyak

David Cromyak was recently hired as a Patrolman within our Police Department. He attended Schuylkill Haven Area High School, Lackawanna Community College and Schuylkill Training and Technology Center - South. Prior to working at RBMN, David was an Equipment Operator for Schuylkill Haven Borough for 20 years.



Mike Gigliotti

Mike Gigliotti was recently hired as a Conductor within our Operations Department. He attended Carbon Career Technical Institute, and Lehigh Carbon Community College. Prior to working at RBMN, Mike was a Dump Truck Driver for Dave Miller and Sons, Inc. for two years.



William Keim

William Keim was recently hired as an HVAC Technician within our Reading and Northern Real Estate Company. He attended Muhlenberg High School and Reading Area Community College. Prior to working at RNRE, William was an HVAC Technician for Berkshire Mechanical, Inc. for nine years.



Marie Knadler

Marie Knadler was recently hired as an Assistant Office Manager within our Passenger Department. Prior to working at RBMN, Marie was a Park Ranger at Mauch Chunk Lake Park for seven years.



Stephen Perrette

Stephen Perrette was recently hired as a Conductor within our Operations Department.

RBMN AT WORK



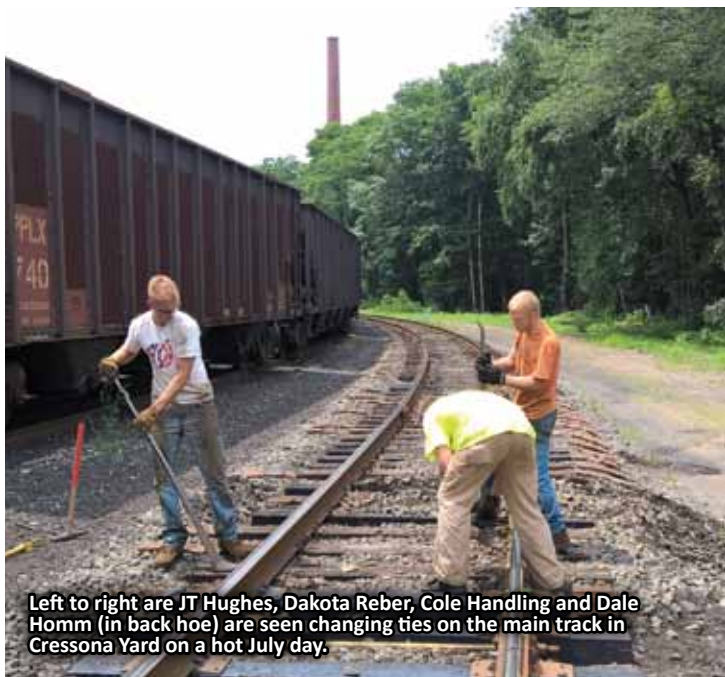
David Evely working on an EMD SD40-2 at the Port Clinton Locomotive Shop.



Ben Cole is seen hand tamping a newly built track at the Reading Outer Station.



Conductor Caleb Fetterolf and Engineer Ron Papiercavich pause for a quick pose at the Scranton runaround on a glorious May afternoon.



Left to right are JT Hughes, Dakota Reber, Cole Handling and Dale Homm (in back hoe) are seen changing ties on the main track in Cressona Yard on a hot July day.



Rich Bernhardt, John Smolczynski Jr., and Jim Cerulli were the train crew for the Customer appreciation trip that operated on Thursday, June 8.



One of the first people visitors to our Corporate Headquarters see is Sabine Fidler, Administrative Assistant/Receptionist. She assists many folks with important projects and is an enthusiastic greeter as well.



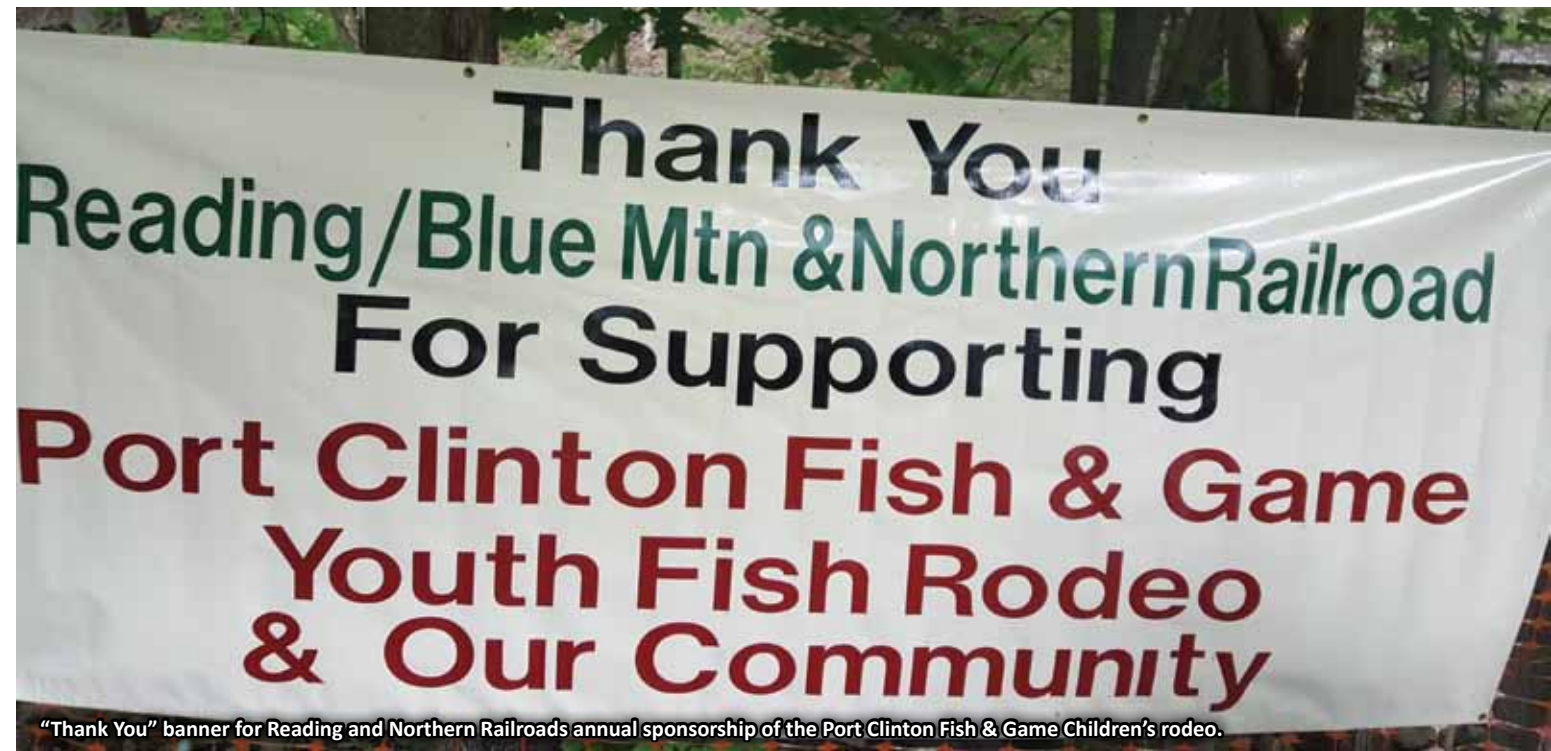
Shawn "Mud" Himmelberger (in back hoe) works with Dave Hutton to install cable at the southern end of our North Reading Yard.



Ray Schwenk and Benjamin Balthaser install drainage pipe at the Reading Outer Station.



John Byassee flips up the welding shield for a photo opportunity as he is working on one of our open top coal cars.



"Thank You" banner for Reading and Northern Railroads annual sponsorship of the Port Clinton Fish & Game Children's rodeo.



Gordon Clark and Kevin Fry working at the 2017 WWII Air Show, with fuel truck in tow, keeping the aircrafts gassed up and ready to go.



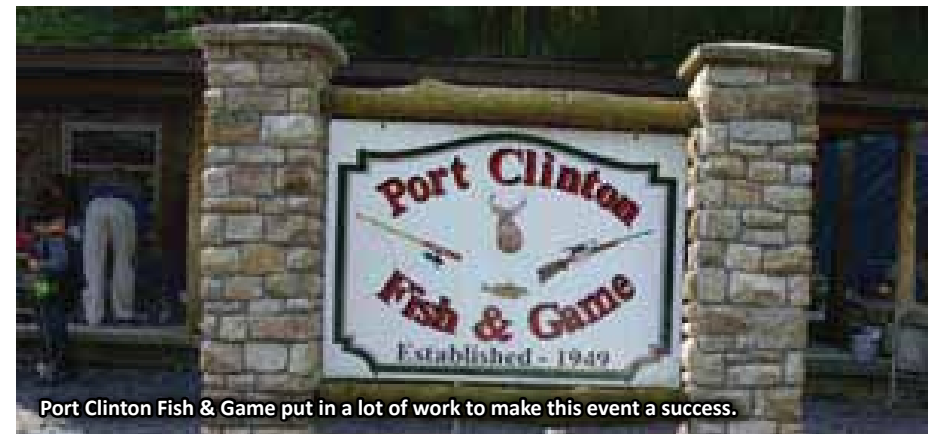
Fishing Rodeo turnout - Everyone seems to be enjoying their time and the weather while the rain holds out.



Fishing Rodeo Turnout - There was a steady crowd most of the day, fishing hours were between 9AM and 5PM.



Hungry fish ready to bite.



Port Clinton Fish & Game put in a lot of work to make this event a success.



Khadyn Lyons showing off the very first fish he caught!

Happy Birthday!

JULY 1	JEREMY ATWELL	JULY 31	SHAWN SLUSSER	SEPT. 11	THOMAS STEMKO
JULY 1	JOHN BYASSEE	AUG. 1	MICHAEL BISCHAK JR.	SEPT. 12	WAYNE MICHEL
JULY 3	WILLIAM BUBECK	AUG. 1	MATTHEW MINNICH	SEPT. 16	RUSSELLE MONROE
JULY 4	BENJAMIN MEISER	AUG. 3	ALICIA BORGER	SEPT. 19	ERIC SLEKOVAC
JULY 5	CHRISTOPHER NEFOS	AUG. 5	STEPHEN PERRETTE	SEPT. 22	RYAN FREDERICKSON
JULY 6	JOHN DUBICK	AUG. 8	MATTHEW FISHER	SEPT. 29	BROCK KRUMANOCKER
JULY 7	GRAHAM HANTZ	AUG. 8	MICHAEL KOLBE	OCT. 3	DARREN SPARE
JULY 8	ERNEST HENRITZY	AUG. 9	BRENT JACOB	OCT. 4	SCOTT BESHORE
JULY 9	MICHAEL KALAGE	AUG. 10	LARRY FISHER	OCT. 6	JAMES DONLEY
JULY 10	JOSH YOUPA	AUG. 11	WILLIAM CLARK	OCT. 7	CHRISTINA MULLER-LEVAN
JULY 11	JOSEPH MATUELLA	AUG. 11	BEVERLY HESS	OCT. 8	DENNIS SHAFFER
JULY 14	MICHAEL BAILEY	AUG. 13	SHANE FREDERICKSON	OCT. 9	DAWN MARIE BUBECK
JULY 14	DALE HOMM	AUG. 13	ANDREW MULLER JR.	OCT. 10	PHILIP GESCHWINDT
JULY 15	MICHAEL GIGLIOTTI	AUG. 13	RAYMOND ZWEIZIG	OCT. 10	NICK RICCIO
JULY 15	DANIEL RAWLEIGH	AUG. 14	DUANE ENGLE	OCT. 10	JOSHUA RODNEY
JULY 15	DAKOTA REBER	AUG. 15	MATTHEW SLOSKEY	OCT. 10	JOSHUA SHEPPS
JULY 15	MICHAEL SHARADIN	AUG. 19	CHRIS GOETZ	OCT. 13	JOHN BROWN, JR.
JULY 17	MATTHEW COLLINS	AUG. 21	JUSTIN MENGEL	OCT. 13	MATTHEW JOHNSON
JULY 18	BENJAMIN BALTHASER	AUG. 23	DAVID JOHNSON	OCT. 14	CHAD FREDERICKSON
JULY 18	THOMAS COOK	AUG. 24	CALEB FETTEROLF	OCT. 17	DAVID FIECHTL
JULY 20	DARRELL MATZ	AUG. 25	RYAN PARKS	OCT. 19	THERMAN MADIERA
JULY 20	NATHAN MENGEL	AUG. 26	TIMOTHY HAEFNER	OCT. 19	JOSHUA SHEPPS
JULY 21	TAMMY DEBKOWSKI	AUG. 29	JASON SHUPP	OCT. 19	JOSHUA SHEPPS
JULY 23	CHRISTOPHER BOST	AUG. 30	JESSICA MELOCHICK	OCT. 22	ALBERT SEILER
JULY 24	DAVID HUTTON	AUG. 30	JAMIE SOLOMON	OCT. 25	ALVIN RINEER
JULY 25	STEVEN KOLBE	SEPT. 2	MATTHEW NESTOR	OCT. 28	TRAVIS PREVOST
JULY 25	KYLE SANDERS	SEPT. 8	DIANE LEIBY	OCT. 30	RAYMOND CHIPPA
JULY 28	MICHAEL VOORHEES	SEPT. 9	BRADLEY HANDLING	OCT. 30	JOHN HARTMAN
JULY 30	DARRIN KEIP	SEPT. 9	SPENCER HOCKMAN	OCT. 30	RICHARD MARKLEY
JULY 30	ZACHARY SIMPSON	SEPT. 10	NATHANIEL BILLET-DIAZ	OCT. 30	WILLIAM RIEGLE

Wellness Corner

BY: SABINE FIDLER, ADMINISTRATIVE ASSISTANT

Skin Cancer

The facts and statistics relating to skin cancer, as reported by The Cancer Foundation, are staggering.

- “One in five Americans will develop skin cancer in the course of a lifetime.”
- “Over the past three decades, more people have had skin cancer than all other cancers combined.”
- “About 90 percent of all nonmelanoma skin cancers are associated with exposure to ultraviolet (UV) radiation from the sun.”
- “One person dies of melanoma every hour (every 54 minutes).”
- “More people develop skin cancer because of tanning than develop lung cancer because of smoking.”
- “On average, a person’s risk for melanoma doubles if he or she has had more than five sunburns.”

Although there are common and uncommon forms of skin cancer and with summer upon us, this edition of RBMN’s “Wellness Corner” will focus on the more common types of skin cancer: squamous cell carcinoma, basal cell carcinoma, and melanoma.

Definition

The Mayo Clinic describes skin cancer as the “abnormal growth of skin cells” which frequently cultivates on the skin due to sun exposure. This common type of cancer may also appear in areas not typically exposed to sunlight such as your palms, beneath nails, and under hair. The Cancer Treatment Centers of America report that the three most common types of skin cancer are squamous cell carcinoma, basal cell carcinoma, and melanoma which usually begin in the uppermost layer of skin called the epidermis.

Signs & Treatment

Primary indicators of non-melanoma skin cancers such as squamous cell carcinoma and basal cell carcinoma include bumps, sores, or atypical skin growths that do not dissipate.

Squamous Cell Carcinoma

This form of skin cancer most frequently emerges on areas exposed to the sun such as ears, neck, face, arms, and hands. Squamous cell carcinoma indicators may include firm, red nodule/lumps; flat flesh-colored or brown scar-like lesions; skin rashes disappear whereas rough, lesion-like patches continue to develop over time.

Basal Cell Carcinoma

Unlike the rough appearance of squamous cells, this type of skin cancer may initially present itself as a waxy or pearly lump with either an indentation or a centralized collection of blood vessels. During its development, these bumps may seep and appear crusty or bleed when injured.

Melanoma

The Skin Cancer Foundation describes melanoma as “the most dangerous form of skin cancer.” Melanoma cancer growths progress when mutations are activated by unrepaired DNA damage to epidermis cells causing them to rapidly multiply leading to malignancy. More often than not, melanoma is curable when identified and treated early otherwise, it can quickly spread throughout the body where it is difficult to treat and can be fatal. Although melanoma is not the most common form of skin cancer, it causes the most deaths. The Skin Cancer Foundation recommends being attentive to any changes in moles on the body and to be vigilant of the “ABCDE’s of Melanoma”.

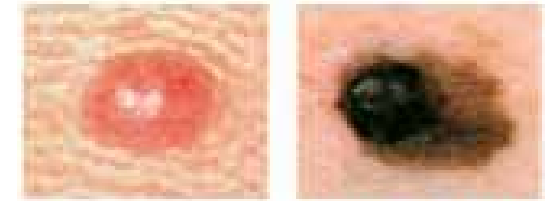
- **A – Asymmetry:** Asymmetry, a warning sign for malignant melanoma, exists when drawing an imaginary line through the middle of a mole creates two dissimilar halves.
- **B – Border:** In their early stages, malignant melanomas manifest scalloped, uneven edges or borders.
- **C – Color:** Benign moles typically subsist as a monochromatic shade of brown unlike malignant moles which display varying shades of brown, black, tan, red, blue, or white.
- **D – Diameter:** Malignant moles are usually larger in diameter than a pencil tip eraser in contrast to benign moles which are generally smaller.
- **E – Evolving:** Any deviation in mole color, shape, size, rise, or other attribute such as itching, bleeding, or crusting designates urgency to see a physician.

Risk Factors

The Mayo Clinic describes eleven factors which may augment your risk of acquiring skin cancer.

- Fair skin: Even though anyone is susceptible to skin cancer, fair-skinned individuals possess less pigment (melanin) leaving them at greater risk.
- A history of sunburns: Each blistering sunburn contracted during childhood through adulthood increases the risk of developing skin cancer.
- Excessive sun exposure: Tanning, the skin’s injurious reaction to excessive UV radiation from the sun or tanning beds, raises the risk of developing skin cancer.
- Sunny or high-altitude climates: People living in sunnier climates who have longer exposure to sunlight are more susceptible to developing skin cancer. Living in higher elevations where the sun is stronger increases one’s exposure to UV radiation.
- Moles: Individuals with atypical moles or who have several moles have a greater risk of developing skin cancer. Examine abnormal moles regularly for changes.
- Precancerous skin lesions: Usually appearing as scaly, rough patches of skin ranging in color from pink to dark brown, the presence of these skin growths increases the risk of developing skin cancer. The precancerous lesions are most frequently found on the hands, scalp, and face of fair-skinned people.
- A Family history of skin cancer
- A Personal history of developing skin cancer
- A weakened immune system: Individuals living with compromised immune systems including those who are receiving antirejection medication after receiving an organ transplant or people with HIV/AIDS are at increased risk of developing skin cancer.
- Exposure to radiation: People who have received radiation for various skin conditions are more susceptible to skin cancer, especially basal cell carcinoma.
- Exposure to certain substances: Substances such as arsenic can increase someone’s risk of contracting skin cancer.

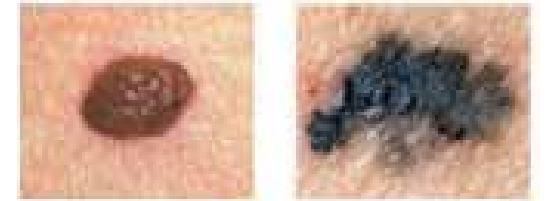
ASYMMETRY



BENIGN

MALIGNANT

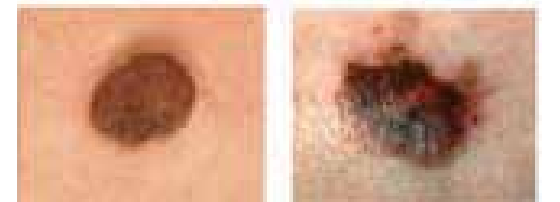
BORDER



BENIGN

MALIGNANT

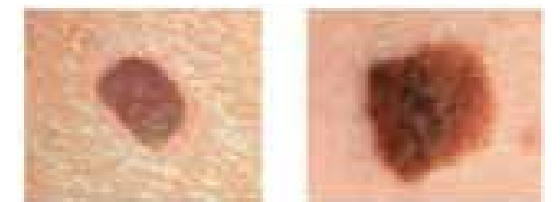
COLOR



BENIGN

MALIGNANT

DIAMETER



BENIGN

MALIGNANT

EVOLVING



Continued on page 26.

Tests & Diagnosis

According to The Cancer Treatment Centers of America, for those rare cases where it is believed that skin cancer has spread; x-rays, MRIs, or CT scans may be ordered.

Although self-examination allows an individual to notice changes in their skin, biopsies provide physicians a more reliable diagnosis. During excisional, shave, and punch biopsies doctors remove tissue samples which a pathologist examines for the presence of cancer cells. Excisional biopsies remove the entire growth which is typically sufficient enough to treat skin cancer.

Prevention

The Skin Cancer Foundation suggests using sunscreen with at least an SPF of 15; and since sunscreen alone would not suffice, recommends the following prevention tips.

- Search for shade, particularly between 10:00 and 4:00.
- Avoid burning.
- Resist the use of tanning beds or tanning booths.
- Wear clothing including wide-brimmed hats and sunglasses which provide protection against UV rays.
- During extended periods outdoor; use a water-resistant, broad spectrum UVA/UVB blocking sunscreen with an SPF of 30 or higher.
- Thirty minutes before sun exposure, liberally apply approximately one ounce of sunscreen and reapply consistently every two hours if swimming or after sweating.
- Avoid exposing newborns to the sun. Sunscreen should only be used on infants older than six months.
- Conduct monthly head-to-toe skin examines.
- Schedule yearly skin examinations with a physician.

For more information, visit:

- <http://www.skincancer.org>
- <http://www.mayoclinic.org>
- <http://www.cancercenter.com>



Have a Safe & Happy Summer!

Reading & Northern's Family Recipes

Crystal Arndt, Human Resource Administrator, shares a recipe that she says, "is a popular recipe in my family, for a nice summer salad type dish." We would like to encourage everyone to send us their favorite family recipes to sfidler@readingnorthern.com.



Oriental Ramen Salad

Ingredients

- 2 bags (3 ounces) Ramen Noodle Soup — Oriental Flavor (Other flavors will work, too.)
- ¾ stick butter
- ¼ cup slivered almonds
- 2 12-ounce bags broccoli coleslaw (in the bagged salad section of the grocery store)
- ¼ cup sunflower seeds
- chopped green onions for garnish

Dressing Mix

- ¾ cup canola oil
- ¼ cup brown or white sugar
- ¼ cup apple cider vinegar
- 1 ramen noodle seasoning packet

Directions

Put the ramen noodles in a bag, and crush them with a rolling pin while melting butter in a large skillet over low/medium heat. Add the crushed noodles and slivered almonds to the skillet, and sauté stirring occasionally (keep temperature at low/medium heat). Meanwhile, whisk together all the dressing ingredients in a small bowl. Place the shredded broccoli into the bowl, and toss with the noodles, almonds, and sunflower seeds. Pour dressing over salad, and toss to coat. Garnish with chopped green onions.



Travis Geschwindt, son of Daren Geschwindt, found the Reading & Northern at Knoebel's!



Mario Carrannante with wife Tammy and daughters MauriAnna and Gianna.



Ryan Frederickson and Bill Riegle in front of the Skloosh!



Travis Geschwindt on board the Whip with grandparents Phil and Sharon Geschwindt.



Conner and Travis Geschwindt, sons of Daren Geschwindt.



Nicholas Glass, son of Tyler Glass, hoping to snag the brass ring at the Carousel.



Vance Krall, son of Denom Krall, ready for the picnic!



Daren Geschwindt and son Travis with John Wailitis and Jeff Jones behind them on the Twister!

Red Creek Wildlife Fostering For Freedom

BY: PEGGY HENTZ, PRESIDENT/EXECUTIVE DIRECTOR OF REDCREEK WILDLIFE

One of the biggest challenges when rehabilitating baby wildlife is keeping them wild.

When baby animals are very young, they look at who is caring for them, who is feeding and nurturing them, and they get a picture in their mind of who they are. It's called "imprinting," and it's a biological condition that helps animals survive, socialize, and reproduce. Once this imprint is formed, it cannot be changed.

Human imprinting happens when a baby animal forms this bond with its human caretaker. Animals that are imprinted on humans cannot be released, and often have severe psychological issues their entire lives. At Red Creek, we work very hard to not only avoid human imprinting but also to create an environment that enables a baby animal to imprint on its own species.

Many people are aware that Red Creek has several non-releasable raptors that are ambassadors for wildlife. These program birds visit schools and community events and help educate people about what we do, and about wildlife in general. What many people don't know is that we also keep a large selection of non-releasable animals as foster parents.

I am of the opinion that the very best individual to raise a baby animal is an adult of its own species. From very early on, we incorporated the use of surrogates as foster parents for as many species as we could. That practice has cost us dearly in time, usable space, and money, but the rewards of seeing the fostered animals prosper, growing into wild, unapproachable adults have been priceless.

One such foster bird is a male eastern screech owl named Grumpy. His name fits him well because he is an ill-tempered bird toward his human caregivers yet toward nestling owls he is protective and gentle. As a screech owl father, there is none better.

Grumpy arrived at Red Creek on Thanksgiving Day in 2004. Having flown in front of a moving vehicle the night before, he became entangled in the grill of the car. The driver stopped, and when she didn't find an injured bird on the street, she assumed the incident was a near miss and that the bird had flown away. It wasn't until the following day that a wing was noticed sticking out from the front of the car. Our mechanic disassembled the car grill in Red Creek's driveway, and the screech owl began his journey of healing. He received

the name Grumpy immediately because he was growling at our mechanic the entire time as he worked.

Although surgery repaired the wing fractures, extensive tendon and nerve damage rendered the wing unusable. Grumpy would never fly again.

The first baby screech owl to arrive the following spring was a hatchling whose nest was destroyed when his tree fell. The owl was orphaned and was the only survivor of the accident. It chattered continuously while I examined it and suddenly the building was filled with the eerie sounds of an adult owl. Grumpy was answering the baby's chatter. We introduced them, and Grumpy immediately took the little one under his wing, protecting it from the "dangerous" humans.

Each year we receive nestling screech owls, and Grumpy has raised everyone. We need only supply him with a nesting box and food; he does the rest. Each year the baby owls grow into wild birds that want nothing to do with people. In his time with us, Grumpy has raised over seventy baby owls.

This past winter we received an adult female screech owl who also cannot be released. She had suffered injuries to her eyes after being struck by a vehicle, damaging her sight. She and Grumpy bonded and spent their first winter together perched side by side, sharing an occasional beak kiss. After thirteen years at Red Creek, Grumpy not only found his mission of being a foster dad, he also found love. We named her Winter, and she has become another permanent resident at our clinic.

Grumpy and Winter are now raising eight baby screech owls together. Each was a foundling, orphaned or injured, arriving at Red Creek with the hope of returning to the wild. They are growing up and learning under the watchful care of two adult screech owls who have adopted them as their own, ensuring that they grow up to be the wild creatures they were born to be.

Eastern screech owls are one of eight species of Pennsylvania owls. Only sitting about six inches tall, screech owls are the second smallest owl in the state.

Screech owls come in two color phases; gray and red. Grumpy is a gray phase, while Winter is a rare combination of the two colors, appearing as a medium brown color. ♦



Hatchling screech owls.



Pre-fledgling owlets.



Grumpy and Winter.



Grumpy sits with three babies.

RBMN ANNIVERSARIES ACKNOWLEDGED

EMPLOYEE SPOTLIGHT

25 YEARS



April 6th, 1992
Tom Stemko
Manager
Car Shop

20 YEARS



April 28th, 1997
Michael Bischak, Jr.
Engineer
Operations

5 YEARS



April 23rd, 2012
Joshua Rodney
Trackman – MOW



May 14th, 2012
David Hutton
Signal Maintainer
Signals



May 21st, 2012
Larry Weller
Welder – MOW



May 26th, 2012
Brian Barnes
Car Host – LGSR

CONGRATULATIONS

10 YEARS



April 9th, 2007
John Dubick
Carman – Car Shop



May 1st, 2007
Jolene Busher
Records Archivist
Office Manager
Real Estate



May 1st, 2007
Amy Miller
Car Host – LGSR



May 14th, 2007
Andrea Collier
VP of Finance



July 23rd, 2007
Jeffrey Bavitz
Engineer – Op.

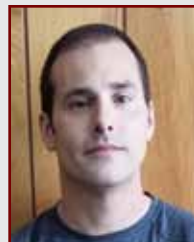


July 23rd, 2007
Jeffrey Knadler
Engineer – Op.

3 YEARS



June 20th, 2014
Steven Kolbe
Mechanic – Pass.



June 25th, 2014
Matthew Nestor
Trackman
Machine Op. – MOW



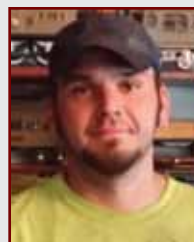
July 14th, 2014
Benjamin Balthaser
Facilities Technician
– Facilities



July 14th, 2014
Nathan Billet-Diaz
Mechanic
Mechanical



July 21st, 2014
Nicholas Alberswerth
Trackman – MOW



July 21st, 2014
Michael Bailey
Carman – Car Shop



July 21st, 2014
Matthew Sloskey
Trackman – MOW

Congratulations Darrin!



BY: CRYSTAL ARNDT, HR ADMINISTRATOR

I am pleased to introduce this quarter's "Spotlight Employee" Darrin Keip.

Darrin is currently a Conductor within our Operations Department. Prior to working at RBMN, Darrin worked as a Machine Operator at SAPA.

Darrin was born and raised in Port Carbon, PA and currently resides in Pottsville, PA. He graduated from Pottsville Area High School in 2009.

Darrin has two brothers, a sister, two nephews, and a family dog. In his spare time, he likes to go hunting, do adventurous things, and spend time with his family. Congratulations Darrin!

(As the "Spotlight Employee," Darrin is eligible to receive a \$50.00 gift certificate to dine at a local restaurant of his choice, however he asked that we donate the money to a local animal shelter instead.) ♦

1 YEAR



April 12th, 2016
Larry Curvey
Car Host – LGSR



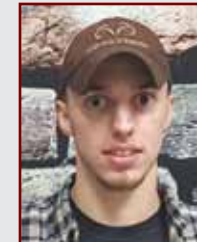
April 12th, 2016
Joseph Gramlich
Car Host – LGSR



April 12th, 2016
Timothy Haefner
Car Host – LGSR



April 12th, 2016
Margaret Smith
Car Host – LGSR



April 18th, 2016
Aaron Aigeldinger
Conductor – Op.



June 2nd, 2016
Colton Muller-Levan
Asst. Car Host – LGSR



June 2nd, 2016
Sierra Muller-Levan
Asst. Car Host – LGSR



June 2nd, 2016
Reese Muller-Levan
Asst. Car Host – LGSR



June 20th, 2016
Denom Krall
Assistant – IT



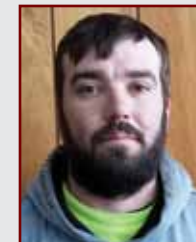
June 25th, 2016
Ryan Frederickson
Mascot – LGSR



June 30th, 2016
Sabine Fidler
Admin. Asst.
Clerical



July 5th, 2016
Lori Chinchar
Cust. Serv. Mgr.
Traffic



July 6th, 2016
Jason Shupp
Trackman – MOW



July 18th, 2016
Christopher Orlick
Trackman – MOW

**Reading Blue Mountain &
Northern Railroad Company**
PO Box 218
Port Clinton PA 19549



Rail cars are being loaded while a haul truck delivers more material to the load out.