

R&N Magazine

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**RBMN CELEBRATES
5 YEARS SERVICING THE HUMBOLDT INDUSTRIAL PARK**

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October 2015 Dennis Shaffer, Dan Gilchrist, Andy Muller and Wayne Michel get their bearing as they look at a site plan in the Humboldt Industrial Park.

I have been thinking about time a lot lately.

It has been a year since I have been to the office. Due to certain pre-existing health conditions, I have basically been quarantined since early March of 2020. Other than three appointments for infusions, I have not been out in public for a year. My wife and I have been happily ensconced at home. Thanks to the wonders of technology, I have been able to work productively and thanks to the wonder of home deliveries Ronda has been able to get her needed art supplies to continue painting. All in all, it has been a good year although I do look forward to returning to the office.

While I have been home the world has continued to move on. And in a move that impacts all of us at the Reading & Northern, one of our leaders has decided to retire. In February, Dan Gilchrist told me he was retiring in early April. His decision did not come as a total shock as Dan has always had an active life away from the railroad and it was always a matter of time when he would decide to retire. After decades in railroading and over twenty years at the Reading & Northern, Dan decided the time was right.

Dan will be missed. For a decade Dan and I worked together on all marketing and industrial development projects. We were RBMN's Marketing & Sales department. Although we have been fortunate to have Dennis Shaffer, Rian Nemeroff and Bill Clark join us over the last few years, it is fair to say that Dan was always my confidant. The fact that we live in the same township made it easy for us to drive together to many meetings all over the region. The history we shared going back to our time together at Conrail gave us a strong bond. And the shared values and beliefs of how to conduct business made it easy for us to work together for all these years.

Although Dan will be sorely missed, we had begun transition planning a couple of years ago. As noted in the press release on page 9, we have a strong team in place to make sure our customers are well represented and our business development efforts continue. Dan will return to the railroad for a celebration when life returns to normal, and I will have a chance to publicly thank him for his efforts at that time. Until then, I will just wish him a fond

farewell as he moves into the next chapter of his life with Janice.

One project Dan and I worked on for years was the acquisition of the Humboldt Industrial Park. That acquisition is the most important single action taken by RBMN in the last decade. It is fitting that in the same issue announcing Dan's departure we celebrate 5 years of RBMN service to Humboldt.

In the pages that follow we will share the history of our Humboldt acquisition and tales of how we grew the business significantly. Much of that story unfolds in my interview with Kevin O'Donnell, see pages 4-5, former CEO of CAN DO, the regional economic development organization that developed and owned the Park.

Kevin also retired recently, turning over the reins to our friend, Joe Letierre. Even in retirement, however, Kevin was gracious enough to reminisce about his time at CAN DO and the development of Humboldt and its rail infrastructure. The story of RBMN's acquisition of Humboldt is one of perseverance and entrepreneurial zest. The story of RBMN's growth of the business at Humboldt is one of commitment to service and promises made and promises delivered. I am proud of many RBMN achievements over the last twenty plus years, but the work of all departments to provide exceptional service to Humboldt customers and to deliver for new tenants at the Park is certainly one of our greatest accomplishments.

In short, this issue reflects who we are as a railroad. Always changing, always moving forward, always aggressively seizing opportunities and responding to challenges. In ways large and small, we mirror our founder/owner/CEO, Andy Muller, Jr. Andy has always insisted we stay focused on serving the customer. And he has always pushed to be creative and aggressive in going after new business. That has been our credo since Andy entered the railroad business in 1983 and that is our credo today. Some things change and some things stay the same.

Time passes, people move on and the Reading and Northern just grows and grows. And keeps on track! ♦

COVER PHOTO

RBMN crew on an early April morning in 2021 servicing one of several customers in the Humboldt Industrial Park in the Greater Hazleton Area. 2021 marks the fifth year anniversary of RBMN servicing the Humboldt Industrial Park.

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An Interview with Kevin O'Donnell

BY: WAYNE A. MICHEL, PRESIDENT

As we celebrate five years of RBMN ownership and operation of the Humboldt Industrial Park, it seems fitting that we go back and talk with Kevin O'Donnell without whom none of this would have been possible.

As the longtime head of CAN DO Economic Development, Kevin was the man responsible for having the foresight to make rail part of the industrial park and the man who led CAN DO to sell its rail infrastructure to RBMN. O'Donnell started at CAN DO in 1973 as assistant director to Joe Yenchko, CAN DO's first employee. In 1995, the title was changed to president, a position he held until his retirement at the end of 2020.

I spoke with Kevin in March from his home in Hazleton as he was planning a trip to Colorado to visit his daughter Courtney.

Wayne: Kevin, it's been awhile since we have gotten together due to the pandemic. How are you doing?

Kevin: I am doing great. I have had my vaccines and I am looking forward to getting out more to see family and friends.

W: As you know we wanted to check in with you as we chose to celebrate our first 5 years at Humboldt.

K: I know and I can't believe it's been five years. The time has flown. And yet it feels like Reading & Northern has been there for years.

W: We agree. Humboldt has been such an important acquisition for us and it's hard to remember back to a time before we served the park. Give us a little of the history.

K: It's really interesting. When we started development of the park, we built a small stretch of railroad on former right-of-way of the old Sheppton - Oneida Branch of the Lehigh Valley Railroad. And what happened is we found over time that as we built railroad, industries would come. And so that's how Humboldt got built out. As demand for rail-served locations continued, we expanded the railroad to Humboldt Southwest, West, North and eventually Northwest to match the demand. At first expanding the railroad track as rail customers chose sites beyond the ends of the current line but eventually constructing track on speculation of attracting new industries as well.

W: That's very interesting. So, the Park was not completely planned and built with the current railroad, but rather there was an organic growth that led to more and more rail.

K: Exactly, With the help of grant money we were able to keep expanding the rail lines to follow where customers chose to locate.

W: And during this time who owned, built and maintained the railroad?

K: That's where things got difficult over time. CAN DO was able to build the rail with the assistance of grants and low interest loans but maintaining the track is where we began to have trouble. For years everything was good, but over time the rail became older and needed maintenance and there was no maintenance budget. CAN DO, as the owner of the track ended up taking the proceeds from land sales and putting it into track maintenance and that was not our design.

W: You know that is not an unusual story for rail-served industrial parks. In fact, over the last forty years we have seen many such industrial parks fall victim to budgetary shortfalls and then they have to find a way to pay for the maintenance.

K: That's what happened with us. So we started by going to the rail-served customers and telling them they would all have to chip in to assist with track maintenance. So we charged them a nominal per car fee.

W: What about the serving railroad? Did they help out?

K: Well by the time we realized the problem Norfolk Southern was serving the Park. That would have been around 2001 period. Norfolk Southern knew we were having issues because our tracks were not designed for the heavy engines they were using. You know NS brought the traffic to Hazleton from Allentown and in order for NS to get the freight up to Hazleton's elevation they had to run up a steep grade. So, they needed powerful engines. But those engines were tearing up parts of the railroad. Especially the 12% curve at Pro Con. We kept having to repair the tracks so NS could operate.

W: I recall that shortly after NS took over for Conrail you began discussions with them because they also were causing you to re-engineer your expansion project across Route 924 to get to the new Humboldt North.

K: Yes, that was an expensive situation. Conrail had preliminarily approved our engineering plans at 2% grade, but NS had much stricter requirements. They would only accept a 1% grade. That meant we either had to build a trestle across the highway or raise the highway by approximately four feet. As you can imagine it was a major undertaking and expense to raise the highway four feet but that's what we did. We had to start the work near North Park Drive and gradually raise the highway to the rail crossing elevation and then gradually taper the grade to meet Scotch Pine Drive. But we did it when we learned about the NS requirements.

W: Did that experience working with NS make it easier to get them to agree to assist with your track maintenance?

K: The truth is we were able to sit down with NS and explain that CAN DO could not afford to maintain the track. NS was not interested in buying the track, but they were willing to give us a contribution to the annual maintenance costs. Basically, NS ended up entering into a 7-year agreement whereby they had the exclusive right to operate over the tracks and in exchange they would pay us a per car fee similar to what the customers were paying.

W: Was that adequate to cover your maintenance costs?

K: For a while the arrangement worked. But about halfway into our renewal of the 7-year deal, probably around 2012 or so, it became clear that even with the customers and NS contributing modest per car fees, CAN DO was still in over its head. Part of the problem is we were not set up to do track maintenance and had to hire costly outside contractors. So the amount of management resources that were forced to deal with track issues instead of dealing with maintaining the Park and the roads and expanding the Park to bring more jobs to the community became overwhelming.

W: What did you do?

K: I went to our NS contact and told him that something needed to change. I basically said NS either needed to buy the rail infrastructure or they needed to allow us to bring in a shortline operator.

W: What did NS say?

K: NS was not interested in buying the track so they said we could look for a shortline operator.

W: And you contacted Reading & Northern?

K: Well, it wasn't that simple. Obviously we knew Reading & Northern. I had known Andy for many years and I had talked with you and Dan Gilchrist back in 2001 when we wondered whether RBMN could connect to our rail system. After you explained that you couldn't connect, you suggested we make a deal with NS for operation and maintenance assistance, which we did. But our organization would not allow us to do a sole source deal so we put the rail operation out for bid.

W: Did you have much interest?

K: We did have a lot of people talk to us. But the truth is RBMN offered us what we were looking for. A local presence with a commitment to customer service, industrial development and community.

W: Sounds like a deal?

K: Not so fast, Wayne. First, we needed to make sure we knew what the line was worth. We hired professionals to appraise the property and give us a sense of value. Then we reviewed the qualifications of the different interested parties. Once that was done the Board authorized me to go to RBMN with our terms.

W: I remember it was a quick call.

K: That's right. I named our price and terms and Andy said yes on the spot.

W: What were the reasons you and the Board decided to choose RBMN as your carrier?

K: There were many. We knew that Reading & Northern was extremely aggressive in pursuing industrial development. The fact that you were already in the area and that you would be able to reach our property without going up the Ashmore grade, which we knew concerned NS in terms of trailing tonnage, meant that you would go after every carload possible. We also knew that you were flexible on specs and would build sidings as long as they could be operated safely.

W: All true. That is part of our standard sales approach with prospects. Along with the fact that we have the staff to build track quickly and at far less cost.

K: Obviously, since our goal is to get new customers to buy and build on our properties, those characteristics were critical. RBMN also committed to at least 5 day a week service. NS was only providing service three days a week and some of our customers were grumbling about that. And because NS served Hazleton from Allentown Yard, our customers had a hard time getting special services like an extra switch. RBMN committed to taking care of our customers.

W: And so we purchased the line and we ended up taking over operations a year early after reaching a deal with NS that also allowed us to interchange all the cars

at Reading. So how did we do?

K: Wayne, you know how you did! You knocked it out of the ballpark. I remember one particular customer who was so unhappy with the service before you that he forced a meeting with Congressman Barletta. I remember you guaranteeing that customer, in front of the Congressman, that he would be so happy with your service that he would never be asking to meet again.

W: I remember that. He wanted a "trust but verify" arrangement so we agreed to quarterly phone calls and semi-annual meetings. And after the first quarter he called me and said the service and attention he got was so good, we didn't have to meet again.

K: And he was not alone. RBMN's service was even better than advertised. And your industrial development efforts were unbelievable. In fact, without your personal efforts I don't think we would have located IRIS in the Park.

W: Thanks, but it's always a team effort. You and Joe Lettiere, who is now the new head of CAN DO, helped Dan and I and our whole team do some amazing things. We also got the Trammel Crow project completed with a great tenant in CSC. And, of course, we also built our West Hazleton transload facility on property you sold us.

K: Wayne, it's been a beautiful friendship. But one final thing the railroad has done. And this is all about Andy Muller. Andy went out of his way to be a friend to Hazleton. His sizeable contribution to the Downtown Hazleton Alliance will always be remembered. Hazleton is building and growing and the Reading & Northern is a big part of that.

W: Well, hopefully we can expand our presence and begin excursion passenger operations from downtown Hazleton in the not too distant future.

K: You know everyone wants to see that. We already had the Chamber of Commerce, the Mayor and every elected official write to the Norfolk Southern Chairman asking him to consider selling you the NS lines in Hazleton so you could begin passenger service.

W: And we appreciate that support. I believe it was Senator John Yudichak who suggested the "Anthracite Loop" train originating in downtown Hazleton. We strongly support that initiative and Andy has pledged to build a train station in downtown Hazleton if NS agrees to sell us the lines.

K: Well, I hope they do, and I want a ticket on the first train.

W: I can promise you that you, and your CAN DO colleagues, will be the first on board. Kevin, thanks for all you have done to help us in the past, enjoy your retirement and we look forward to seeing you soon. ♦



Andy Muller (right) signing the purchase agreement for the rail line in the Humboldt Industrial Park with Kevin O'Donnell (left), and CAN DO attorney, Tony Dixon (center). Original photo by Therman Madeira, RBMN EVP Special Projects.

Humboldt Industrial Park 5 Years Later

BY: DANIEL R. GILCHRIST, EVP MARKETING & SALES

Looking back over five years of serving the Humboldt Industrial Park I recall the initial meetings we had with all our future customers starting in 2012. There was a bit of skepticism from some about our claims of dramatically improving the service with scheduled delivery times, reduced demurrage, additional switches if necessary, and a dedicated customer service group. One of my favorite recollections was to hear one of our Humboldt customers tell me at a meeting after we had been serving them for a while that as skeptical as he was about our claims, he had to admit we were even better than we said we were!

The results have been impressive by any measure. We started off with eleven customers in 2016 but three of those have since closed and are no longer there. However, by the end of 2020 we had added three new customers and another potential receiver has just opened up. **Carload volumes in that time have grown from 3987 cars in 2016 to 4750 cars in 2020... an overall increase of nearly 20%.** Even more impressive, the original nine customers we still serve in Humboldt have increased their rail volumes by 25%....almost 1100 cars. Some of the new customers are still ramping up to full production.

One of the highlights for me was the long process of locating Iris on site after three years of work starting in early 2017. The original deal to locate on site 106 in Humboldt fell through. Just when it looked like we had lost Iris we were able to help organize an effort to review alternative sites and found the ideal location for them just down the tracks and still in Humboldt. They have just started to receive rail cars in 2020 and are still ramping up to be a significant receiver of plastics.

The Trammel Crowe folks who owned the site 106 were soon able to interest another potential rail customer to locate there. We emphasized our commitment to excellent service as well as our expertise in rail construction and CSC decided to open their new facility in Humboldt. We started the rail

construction in 2019 and CSC started taking railcars in November 2019. They have now expanded and are growing into a great new customer.

We are especially proud of our new transloading operation we opened in Humboldt to handle the steel coils destined for Insteel. They have no rail facilities at their plant so we worked with the shipper in Canada to get a package of rates, transloading service and truck deliveries put together to handle the business by rail. This was a great example of RBMN doing everything we could to get this business. We added new transloading equipment, new trucks, added the new rail transloading facility and staffed the operation with RBMN personnel. See Daren Geschwindt's write up on page 8 for more detail.

When Quad Graphics shut down the opportunity arose for Pro-Con to expand to take over that space and grow their business. See Rian Nemeroff's write up below to see how this has allowed us to grow that business substantially.

The future looks bright as well with lots of potential growth still in the park. Our good customer PFN is expanding their facility with a new production line. Patterson Warehouse has just located into the old Office Max facility and has expressed interest in rail service for its potential customers. The former Graham Packaging site is now available and being marketed by the Endurance Real Estate group.

Of course, our friends at Can DO are actively working to develop the remaining properties in Humboldt North and Northwest. It has been a great partnership between Can DO and Reading and Northern Railroad. The results for the first five years speak for themselves. With a continued focus on customer service, scheduled rail deliveries and aggressive business development, the next five years look to be even more successful than the first. ♦

Forest Products Growth at Humboldt

BY: RIAN J. NEMEROFF, SENIOR VP MERCHANDISE MARKETING & SALES

The RBMN acquisition of the rail assets into the Humboldt Industrial Park in Hazleton in 2016 was a significant investment for the RBMN. It was also the catalyst to my career with the RBMN as I was hired 90 days later. Although Wayne Michel and I had talked off and on about me joining the company it was only after the acquisition of Humboldt and its Forest Products customers that the company decided it was time for a VP Forest Products. I believe it has been a good decision for the railroad and for the many Forest Products customers. I know it was good for me!

As soon as I joined RBMN I was off to visit the new Humboldt Forest customers. There were a number of them including Freedom Corrugated, Quad Graphics, International Paper, Karchner Logistics, Progressive Converting, and Office Max. All told they provided RBMN with over 2500 carloads in 2016.

Since 2016 we have been able to increase the Forest Products volume by 18%. That may not seem like much, but the fact is we lost three sizeable customers who went out of business or closed their facility. The biggest blow was the closure of Quad Graphics who used to get hundreds of cars of paper with a record setting 975 cars in 2010 when it was known as Quebecor. The closure was due to the way the world changed as the plant produced Yellow Pages and the demand for hard copy Yellow Pages has evaporated. And so, we lost that plant. We also lost an OfficeMax distribution center in 2017. Office Max was trying to stay in business by merging with Staples, a merger that was denied by the Justice Department as anti-competitive. Our third big closure was the loss of business that Georgia Pacific was sending to a distribution center for local distribution. When the old southern paper mill in Louisiana exited the communications papers business in 2019, that volume was lost.

All told, the three accounts that closed provided RBMN with almost 1000 carloads in 2016. All of that was gone by 2020. But, on the bright side, we managed to significantly increase carloadings at the remaining Forest Products customers. By the end of 2020 same store sales were up over 700 cars or 36%.

We also brought in new business. A brand-new paperboard sheeting operation is producing and ramping up production. We are enjoying monthly improvements in our carloads and the comps are just a delight to tally each month and quarter. A customer expansion within Humboldt by Progressive Converting now includes the former Quad Graphics facility providing this customer six rail car spots versus just two at the original facility. We have seen a 300+% increase in carloads from this customer within the five-year time frame. We even now have an intra-park rail move that helps both the on-line receiver and supplier as well as RBMN.

International Paper Company, the largest paper company in the world has become even more important to RBMN. In addition to operating a boxplant in Humboldt IP it is now the Managing Partner supplying Freedom Corrugated. Lastly, IP is also a supplier to a new sheeting operation in Humboldt.

In conclusion, our outstanding service that includes scheduled delivery windows, extra switching service during the week, and the offer of Saturday switching service is being utilized by our customers to be more efficient, stay in stock, increase production, keep demurrage low, and not have to worry about tracking cars to ascertain when they will arrive. Our overnight service from both the Reading and Taylor interchange locations and having connections with two Class I railroads just can't be matched or even equaled in the industry! ♦

Great Customer Service for Humboldt Customers

BY: SUSAN LUDWIG, VP MARKETING & CUSTOMER SERVICE

It is hard to believe that it has already been five years since the Reading and Northern took over service to the Humboldt Industrial Park. This was the first large scale project to happen during my first few years at the railroad and it was very exciting to be able to participate in this venture. We met with all of the customers to begin developing relationships. We have a diverse grouping of customers that manufacture everything from medical supplies, plastic storage containers, cardboard boxes, paper products, food products, and pet food. Customer Service has been fortunate to have great people to work with in the park to keep everything moving.

Like a parent watching a child grow over the years, it has given me a sense of pride to watch our customers grow their businesses and for us to grow our relationships with them. We strive to provide the best possible service and arrive at each customer within the two- hour service window. We hit our goal of arriving within the service window 99% of the time. When

we took over the Park we had many customers who never heard of such a service. They were surprised and thankful when they saw us follow through on our promises. The Reading and Northern regularly offers customers double shifts (at no additional cost whenever possible). We have several Humboldt customers that take advantage of the double shifts and in doing this they can get more of their product unloaded and lower their demurrage costs which is always a benefit.

We have had a few customers that closed their businesses in the past five years, but we were also grateful to have been part of several great new projects that have opened in the Industrial Park. It has been exciting to have business in the park grow. The twenty percent growth in carloads that we have had in the last five years is something everyone should be very proud of. We are sure the next five years will show even more growth and we are looking forward to the next chapter. ♦

Anthracite Coal Growth in Hazleton

BY: BILL CLARK, SENIOR VP COAL MARKETING

In the spring of 2017, I joined Reading and Northern Railroad (RBMN) in coal marketing. After a stint at Pennsylvania Power and Light I was looking forward to getting back to railroading; the industry I loved and spent most of my career. As I familiarized myself with our customers, I began discussions with a mine that had never shipped coal by rail, Hazleton Shaft.

For those of us who are fans of the Rocky and Bullwinkle show; let us use Peabody and Sherman's Wayback Machine to 2011. That was the year Dan Gilchrist and Wayne Michel began discussions with Hazleton Shaft Coal Company, the predecessor company of Atlantic Carbon.

As with most major projects what seems simple and straight forward is often not. In order to connect with Hazleton Shaft, RBMN would need to use Norfolk Southern trackage rights. Even though RBMN trains ran right past the Hazleton Shaft, when the trackage rights were originally established with Conrail, Hazleton Shaft was not a rail customer and therefore there were no provisions made for them to receive rail service from RBMN. RBMN needed to work with NS to get consent to serve this potential new customer.

Thankfully, RBMN had an excellent relationship with the NS Coal Business group. That relationship was based on the fact that RBMN did almost all the work to develop and handle the anthracite business. RBMN purchased the coal cars, weighed the coal cars, and put together unit trains from multiple origins so that NS would have a complete train. Moreover, even back in Conrail days RBMN handled the marketing, sales and business development for Pennsylvania anthracite, a unique source of carbon in North America. Our friends in the NS Coal group recognized what RBMN did to grow the business and thus they were very supportive of our effort to serve Hazleton Shaft's proposed rail loadout.

Once NS and RBMN agreed to modifying the trackage rights agreement the work on planning the siding commenced. This process was arduous involving the Army Corps of Engineers and other governmental agencies. Finally, after NS built the switch from its line, RBMN finished construction of a rail spur and we were set up to start shipping. When I joined RBMN in early 2017; 100% of outbound anthracite was being trucked from Hazleton.

While that model may have worked in the past, changes were occurring

in the anthracite market that made rail access a valuable tool. To meet the growing demand from Electric Arc Furnace (EAF) steel mills; Hazleton Shaft had partnered with Hiller Carbon to build a state-of-the-art dryer. Trucking to the EAF market was costly; rail offered an opportunity to become more competitive with other carbon-based alternatives.

There was a problem with rail; EAF mills were unwilling, or unable to unload rail. A lack of unloading equipment, difficulty handling rail vs truck and environmental concerns made rail direct impractical. We had to find a cost-effective solution. Fortunately, our partner, NS, was expanding its Thoroughbred Bulk Distribution Center (TBT) network. This allows RBMN anthracite producers to rail to a facility close to the ultimate consumer, trucking the final few miles and providing EAF mills the advantages of rail without the need to invest in on-site rail.

Working with NS, we identified locations where a rail-truck transfer might work. We were initially successful in convincing a large steel mill located in Indiana to try using an NS TBT. RBMN invested in unloading equipment at the destination to help support the new business. We purchased over 100 covered hoppers as well. In addition, our customer service team stepped up to the challenge and developed a tracking and reporting system, which allowed Atlantic and their customer to see where their inventory was daily. As a result, the receiver quickly converted all their anthracite business to rail-truck and convinced one of their sister companies to shift to anthracite by rail as well. Continued investments in railcars and destination reload centers allowed RBMN and NS to expand destinations from 1 to 9 in Indiana, Illinois, Florida, South Carolina, Texas, and Virginia.

With RBMN investment, and our partnership with NS, Atlantic's rail shipments have increased 139% from 50,000 tons in 2017, to 121,000 tons last year. We expect to see continued growth as Atlantic is expanding their coal production and is working on installing a second coal dryer with Hiller. RBMN will continue to invest in helping Atlantic and our other coal shippers expand the reach of anthracite and develop new markets. We see our future and our anthracite producers as one and the same and will continue to support our partners. Thanks to our partnership with NS, and our investment in the coal business, RBMN is and will continue to be "The Road of Anthracite". ♦

West Hazleton Transload adds to Humboldt Carload Growth



Steel coils are loaded onto a Reading Railroad Transfer LLC truck for delivery to the customer.

BY: DAREN GESCHWINDT, VP DISTRIBUTION SERVICES

In the five years since we acquired the Humboldt Industrial Park, the Transload department has changed significantly. An employee working in Transload five years ago may not recognize the department today.

Five years ago we operated transloads at Old Forge, Cressona, and Penobscot, handling a total of 600 carloads between the three locations. Cressona and Penobscot were focused on handling aluminum, while Old Forge handled our woodpulp business. We did not have a transload in West Hazleton, nor did we have any immediate plans to build one. We didn't have a fleet of trucks and trailers, and the Transload Department didn't employ any CDL drivers. By 2020 all of that would change.

Fast forward five years and the department looks very different. Old Forge has been replaced by our 83,000 sq. ft warehouse in Ransom, PA, and Cressona is now focused on lumber instead of aluminum.

But one of the most notable changes has been the development of the West Hazleton Transload in the Humboldt Industrial Park. This all began a few years ago as an effort to extend a rail siding to one of the existing non-rail served customers in the park. After it became clear that it didn't work for the customer to bring rail onto their property, we stepped back and began looking at other options. In 2019 we began working with the shipper to develop the West Hazleton Transload.

We first worked with the shipper to figure out what equipment we would need in order to unload steels coils out of a gondola. After an extensive search we found the right equipment, and fabricated a special attachment to use for this application. Once we knew what we needed to make the project work, we went to work grading the land and built a 600 x 40 transload pad, as well as building a switch and 850 feet of track.

As part of this project, we also chose to bring the trucking component in-house. We hired a truck driver and purchased three tractor trailer cab units, three flatbed trailers, and three dry van trailers. With the ability to handle the trucking component, this enabled us to offer a complete logistics solution to the customer. The addition of the trucking component enables us to provide this service at all four of our transload locations.



Steel coils are unloaded from gondola cars at the Reading & Northern's West Hazleton transload. The coils are transferred to trucks for delivery to the customer.

With all of the pieces of the puzzle in place, the customer began shipping cars. The project has been a resounding success and we ended 2020 with both the shipper and the receiver giving us very high praise for the quality of the operation that we had put together.

The icing on this Industrial development cake was the American Shortline and Regional Railroad Association naming us as the winner of their 2020 ASLRRR Shortline Marketing award.

In 2020 a 400 ft track and pad extension was built to further increase capacity of the transload. We ended 2020 by handling nearly 200 carloads during six months of operation at the West Hazleton Transload. In addition to unloading the railcars, our trucks also delivered over 660 truckloads of steel to the end user. As we look toward the future, the West Hazleton transload is expected to account for over 400 carloads of new rail business annually. ♦

"The Road of Anthracite"

FOR IMMEDIATE RELEASE:

Reading & Northern Announces Changes in Marketing & Sales Leadership

Port Clinton, PA – March 31, 2021

After over twenty years of service to the Reading & Northern Railroad, Dan Gilchrist, Executive Vice President Marketing & Sales, has announced his retirement effective April 2, 2021. In response to the retirement, Rian Nemeroff, Susan Ludwig and Jim Cerulli are taking new responsibilities at RBMN also effective April 2, 2021.

Gilchrist joined the railroad industry in 1979 working for Conrail in its Sales Department. After Conrail was sold in 1999, Gilchrist ended up joining Reading & Northern following a recommendation from current RBMN President Wayne Michel. Since January 2000, Gilchrist has worked with Michel to grow RBMN's business to the point that the company moves over 34,000 carloads a year and is among the most recognized marketing organizations in the industry.

"Dan will be missed" said Wayne Michel, RBMN President. "I worked with Dan at Conrail and he was the first person I thought of when asked to help develop the RBMN marketing department. For the last twenty years, Dan has been an integral part of our team and much of our amazing growth is due to his efforts."

To replace Gilchrist, RBMN made a series of moves.

Rian Nemeroff, Vice President Forest Products, has been assigned additional duties and promoted to Senior Vice President Merchandise Marketing and Sales. Nemeroff joined RBMN five years ago after a successful career in railroading and forest products business. Nemeroff has worked at Conrail, in the Forest Products and Short Line Marketing groups, and for International Paper Company and Scott Paper Company.

Susan Ludwig was promoted to Vice President

Marketing and Customer Service. Ludwig has worked for the Reading & Northern since 2011, most recently in the capacity as Vice President Customer Service for three years. While managing the day-to-day operations of the customer service team, Ludwig has spent the last several years working with Dan Gilchrist on developing relationships with his customer base.

Taking the lead for RBMN on industrial development projects is Jim Cerulli. Cerulli was hired into the Operations Department at RBMN in 2015. After excelling in Operations, he was promoted to Vice President Coal Marketing in January 2020. In July Cerulli became Vice President Business Development where he supported Michel and focused on long term business development projects.

Of the promotions Michel said, "As Dan departs, we are fortunate to have a strong group to lead our merchandise marketing and industrial development efforts. At RBMN customer service is paramount and going the extra mile to take care of our customers is job one. In Rian and Susan, we have two leaders who understand the importance of customer service and customer relations. I am confident that RBMN will continue to grow our business and satisfy our customers. Jim has worked closely with me for the last year and with his knowledge of our operations and of our territory we are confident that he will do a great job handling industrial development."

Leading the day-to-day Customer Service Department following Ludwig's promotion will be Lori Chinchar as Director of Customer Service. She joined RBMN in 2016 as a Customer Service Manager. Steve Werley has been promoted to Director of Fleet Management. Steve was hired in 2011 within the Customer Service Department. In his time

as a Customer Service Manager, Steve has helped manage the coal business and acquired a strong understanding of RBMN's car fleet. In his new role, Werley will work with RBMN's Car Shop to handle car inspections as well as handling distribution of cars for RBMN's growing anthracite coal business.

Reading & Northern's status as "the Road of Anthracite" remains in good hands under the leadership of Bill Clark as Senior Vice President Coal Marketing and Sales. Clark is now ably supported by Karl Laubenstine as Vice President Coal Marketing and Sales. Laubenstine joined the railroad a few months ago after a career working at a number of the region's anthracite coal producers.

Daren Geschwindt, Vice President Distribution Facilities, remains in place managing the companies growing warehouse, transload and trucking businesses.

The marketing and sales professionals all report to Michel.

Reading & Northern Railroad, with its corporate headquarters in Port Clinton, is a privately held railroad company serving over 70 customers in nine eastern Pennsylvania counties (Berks, Bradford, Carbon, Columbia, Lackawanna, Luzerne, Northumberland, Schuylkill and Wyoming). It has expanded its operations over the last 30+ years and now handles over 34,000 carloads of freight and 140,000 excursion train riders over 400 miles of track. Reading and Northern operates both freight services and steam and diesel-powered excursion passenger services, owns almost 1,400 freight cars, and employs nearly 300 dedicated employees. Reading & Northern has repeatedly been honored as one of the premier railroads in the nation including being named Regional Railroad of the Year in 2020 by Railway Age Magazine. ♦

An Interview with Dan Gilchrist

BY: WAYNE A. MICHEL, PRESIDENT



Dan Gilchrist (front center), together with (backrow left to right) Bill Clark, Sr. VP Coal Marketing, Wayne Michel, President, and Rian Nemeroff, Sr. VP Merchandise Marketing & Sales on a Customer Appreciation Train Trip in 2017.

On April 2, 2021 Dan Gilchrist retired from his position as Senior Vice President Marketing & Sales at the Reading & Northern Railroad.

Dan and I had worked together at Conrail in the 1990's and I had known him since I joined Conrail in late 1985. He was the first person I recommended to Andy Muller to hire as I started taking a more active role in the company in late 1999.

For the last 20+ years, Dan has been my colleague and confidant. For much of that time, Dan and I comprised the RBMN marketing and sales effort. For all of that time, Dan would be the person I talked to if I had a problem. Living in the same township, Dan and I would often drive together to meetings outside of Port Clinton. (Dan always insisted on driving. I have no idea why.) And we would spend those hours talking about work and our families.

Over the last few years, we have grown our marketing department by hiring experienced people. We hired Dennis Shaffer, who I had known for years from his work originally at the North Shore Railroad. We hired Rian Nemeroff, who had worked for me at Conrail. We hired Bill Clark, who we had worked with at NS and PPL. And we have trained many good people at the railroad. Nonetheless, it was always Dan that I turned to when I had a problem.

To say that he will be missed is an understatement. I think as you read this interview, you will get a sense of the man, his experience and knowledge, and his humility.

We all wish Dan and Janice a wonderful retirement.

Wayne: Dan, you are retiring after a long career in the railroad industry. Over forty years if I am not mistaken. Did you grow up with a love of trains like so many of our colleagues?

Dan: No, it wasn't anything like that. I think our stories are somewhat similar as I found my way to railroading as a job. I was at Virginia Tech and interviewing for a job in industrial sales. Transportation wasn't on my radar. One of the interviews was with a Conrail Director of National Accounts. The interview went well and the rest is history.

W: So, when did you start with Conrail and what was the job?

D: I hired on as a sales trainee. At that time Conrail had an extensive training

program and I was sent to Philadelphia for four months. After that my first posting was in territorial sales in the Buffalo area. I was sent to Buffalo in November if you can believe that. All I could think about is how a year earlier in Blacksburg Virginia I had been cringing thinking about the poor folks who lived in Buffalo and were going through an awful blizzard. And now I was heading there.

W: But you survived Buffalo and I guess there must have been other moves since you called it your first posting?

D: Lots of moves. Very disruptive. You get settled in one city and in one job with a certain group of customers and all of a sudden you have to start all over... as does your wife have to start over with a new job and everything! Over the next few years I was moved a lot. I next went to Pittsburgh where I was an account executive for the chemical business related to many of our big steel company accounts. Then to Philadelphia where I handled GM's eastern assembly plants as part of Conrail's automotive group. And then I was promoted to Sales Manager for Atlanta. That would have been around 1986.

W: That's about when I joined Conrail.

D: Yes, I had my first "Wayne" experience around that time. You were handling abandonments and one of our customers, I think it was GAF, had a plant at the end of one of the proposed abandonment lines. So I called you to ask why we were abandoning the line. Needless to say you weren't thrilled to have sales guys calling you on every abandonment candidate.

W: Well, I won't ask what happened next to that customer. But I know you somehow ended up back at Conrail headquarters in Philadelphia.

D: Right. Around 1988 Conrail did a major reorganization in sales and switched to a commodity focus and less geographic. I became a Sales Manager in the Petrochemicals and Minerals business group. Interestingly, I had a smart young sales trainee at the time named Mike McClellan. Of course, Mike is now the VP Strategic Planning at Norfolk Southern.

W: You and I must have connected again a couple of years later.

D: Right. You had moved onto the commercial side and were running the new solid waste business group. You had also been asked to take on the development of non-traditional business opportunities. At the time Conrail was thinking about liquid waste products. You were looking for someone to run that group and I applied and you hired me.

W: One of the best decisions I ever made! How did it go?

D: It was a crazy ride. Like nothing I have ever done before or since. It was a very intense learning experience and it was a very high profile job as I ultimately was briefing senior management on one of our opportunities.

W: I remember that well. You led Conrail's first, and I think only, effort to bid a massive public works project as the General Contractor. The "Big Dig" project in Boston.

D: That was an amazing journey. What started as a project to handle the transportation of the disposal of millions of tons of dredge material as Boston was seeking to build a new tunnel artery under Boston Harbor morphed into Conrail taking on the lead to manage the entire dredging and disposal contract which included the recycling of the clay and disposing of the hazmat material.

W: If I recall that project took on a life of its own.

D: Our team worked tirelessly to bring all the pieces together and file a bid over a three year period. The last three weeks were unreal as it was constant all nighters and most of us were living in Boston. I remember the morning bids were due I was sitting in the car being driven to the site where bids would be opened and I was figuring out the last calculations and writing them into the bid document.

W: And...

D: And everyone was surprised when we were the low bidder... by a lot. I think our bid came in just under \$210 million. Unfortunately, it turns out the Authority wanted to pay a lot less than that so they threw out all the bids and started with a different plan. Interestingly, Conrail still ended up handling a lot of material by rail and probably were better off with just the transportation end of the project.

W: After that experience I think we closed down that shop and we moved you over to take on day to day responsibilities for the solid waste business group.

D: Yes. At that time you had also gotten responsibilities for all industrial development on Conrail, which was a major undertaking. And you asked me to take over running the solid waste group. And we had a lot of fun with that for couple of years... until the next reorganization.

W: Yes, that next reorganization had a huge impact on my career. As part of the CEO transition there was a huge marketing reorganization and by the time the dust settled I was asked to develop a new massive line sale program, a brand new for the industry short line franchise program, and manage the shortline group.

D: And I was moved back over to Petrochemicals and Minerals to manage waste products.

W: And then Split Date. What were your plans when Conrail was split between CSX and NS?

D: Well my first plan was not to relocate my family. So I made it clear to both CSX and NS that I was not interested in moving. Since I was going to be unemployed I thought I would try to find a job outside of transportation. I was thinking I could do something in sales or management, but I didn't have anything specific in my mind.

W: How did you end up at the Reading & Northern?

D: Well, our paths kept crossing after Split Date. Conrail had set up a very nice facility for its former employees to use to find jobs. And you and I would meet there pretty regularly. And you mentioned that you were working as a consultant for a couple of shortlines, including the Reading & Northern. I was also working as a consultant for a local construction firm. So you suggested I give Andy Muller a call. So I did.

W: And...

D: And I went up to Port Clinton. And then Andy and I went out for lunch. And a few weeks later you called and said Andy would like to try me as a consultant on a couple of marketing initiatives. So right after January 1, 2000 I reported to work as a part-time consultant. I was working with Aaron Muller under a 90-day contract. Our goal was to sign non-rail users up for rail service. And our first success was Cambridge Lee in Leesport. And after the first 90 days, Aaron said I was extended for another 90 days. And here I am twenty plus years later!

W: Well I know what came next, Procter & Gamble.

D: That's right. Around June of 2000 we heard that P&G was having issues with its rail service. Apparently Norfolk Southern was not treating Mehoopany the same way Conrail had. The bottom line is P&G knew our rail line came pretty close to their

plant and they asked us to see if we could build a new rail line from the end of our ownership into their plant.

W: That was the beginning of a very hectic period for you, me and the railroad.

D: Yes, there were a lot of moving parts. First and foremost, we had to find a way to satisfy P&G's needs cause they had made it clear if we couldn't work something out they would switch the plant to trucking all inbound material. At that time RBMN was handling some of the material from the Port of Baltimore by rail on behalf of NS. And we certainly did not want to lose that business. We also had to deal with two Class 1 railroads that had very different agendas. Canadian Pacific, which originated most of the inbound woodpulp, wanted us to build into Mehoopany and sever the NS connection. NS frankly did not believe P&G was serious and therefore it took a long time for NS to engage with us. For our part, we knew the best option was to offer P&G the best of all worlds. RBMN as the exclusive serving carrier with connections to both CP and NS. Ultimately, we were able to make that deal.

W: And that deal is still working well for RBMN. In fact, we had our highest volume year to Mehoopany ever in 2020. And both P&G and NS have extended our service agreements. Today, Mehoopany remains our single biggest customer. And of course, over the years you worked hard to help them with their safety stock situation.

D: That's right. Over the years it became clear that every winter P&G ended up having to do emergency trucks as blizzards impacted rail service in Canada and northeast U.S. We came up with the idea of P&G suppliers shipping material to a RBMN-served warehouse to serve as safety stock. The idea worked pretty well for us, the supplier and P&G, but it did not work as well for the warehouse operator. So after two warehouses walked away from the business, the last one with almost no notice, we had to scramble to find alternatives. Thankfully, Dennis Shaffer, who was with us at the time, found the Old Forge facility and he persuaded us that RBMN could run the warehouse and unload boxcars and reload them for delivery. A few years later that led to our purchase of the Ransom Warehouse and now our project to increase its square footage.

W: You have had many other successes over the years. Tell us about some of them.

D: There really have been so many great group efforts over the years. The first big one after P&G was the really unique Berks Products sand/stone initiative. As you know we won our first Shortline Marketing Award for this project. Working with NS, we were able to load stone at a new facility on our rail line at Berks Products, rail it to south Jersey, empty the stone and fill it with sand, and return the sand to the new Berks Products facility. That was a really gratifying project because true backhaul projects in the rail industry are very hard to develop.

W: That was an amazing project. But you also handled a number of coal projects because for many years you and I handled almost all marketing and sales projects.

D: We did and we had some tough challenges. I think the biggest challenge we had was when Consolidated Coal in Baltimore decided it would no longer let our largest anthracite coal export customer, Quebec Iron and Titanium (now Rio Tinto Iron & Titanium), use the port. We had to scramble to find a new export facility. And we looked south to Norfolk and north to Providence. With the help of Doug Evans, formerly of NS and an old colleague from Conrail, we settled on Fairless Hills. But Fairless did not have the infrastructure to unload coal trains. So, we had to make a significant financial investment in both unloading equipment and then specialized aluminum rapid discharge cars. Ultimately, Kinder Morgan also purchased an expensive Ashross system, which expedited the coal unloading. We still use Fairless for the Rio Tinto business and other export business.

W: I believe you also helped us improve our operation at Moldock Terminal in Leetsdale, PA and I know you were with me every step of the way as we worked to hook Hazleton Shaft up to our railroad.

D: Correct. Leetsdale was another example of RBMN making off-line investments. Our customers were sending more tonnage to the river for barge movements to the southeast. In order to make sure our cars would get unloaded quickly and turned around, we helped Moldok expand their unloading facility. As for the Hazleton Shaft project, that was another example of great support from the NS Coal Group.

W: Tell us more about the relationship with the NS Coal Group.

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D: Over the years the Coal Group recognized what RBMN offered. RBMN purchased and maintained all of the coal cars. RBMN weighed all of the coal cars. RBMN would collect cars from multiple origins and build coal unit trains for NS, which we would interchange at Reading Yard. RBMN handled all of the business development and customer service issues. In short, RBMN was giving NS a very nice book of growing coal business at the same time as the NS core coal business was in decline. As a result, the coal group was very supportive of our efforts at Fairless Hills for example. Doug Evans had a piece of business he wanted to send to Fairless so he strongly supported our efforts to set Fairless up as a coal receiver. When Hazleton Shaft wanted to be rail served, it was natural for them to come to RBMN because we served all of the other anthracite shippers. And NS, thanks to the Coal group, agreed to let us connect to Hazleton Shaft over the NS tracks. NS built the switch on its property and we did all the rest. And the results have been great for NS, RBMN and Hazleton Shaft/Atlantic Coal and now Hiller Carbon which partners with Atlantic for the large coal dryer on Atlantic's property.

W: These days RBMN had made a big play in transloading and distribution services. But many years ago we had the opportunity to help another party set up a large frac sand facility on our property.

D: That's right. We worked very closely with a company called D&I Silica to set up a terminal in our Pittston Yard for the, at that time, booming Marcellus Shale frac sand business. That was another example of RBMN forces moving quickly to take an advantage of an opportunity and sparing no expense get a facility ready for rail service.

W: I can't help but notice that some of our successes are no longer in business.

D: LAUGHING. Yeah, that's the nature of the railroad business. You have to seize opportunities, but you also have to realize the world changes fast. We can never forget we are just a service provider. We don't make anything. So when market conditions change, businesses will close. Some of the projects we worked the hardest on never even get built. We worked for years to locate a ethanol facility. Never happened. Plans are still on the books, but the world changed.

W: With that in mind, what do you think is the secret to RBMN's success?

D: I think there are many reasons we have succeeded. Of course, it all starts with Andy Muller. Not only is Andy a hands-on owner committed to the success of the railroad, he also is an entrepreneur. We never do cost/benefit analysis or worry about hurdle rates before making investments. We never have to make a presentation to a Board of Directors. We go to Andy and say we have an opportunity and to get the business we need to buy X. And he asks us a few questions, tells us to submit a PO (purchase order), and we are off and running in minutes, not weeks. In addition, to having an owner who is willing to spend money to develop business, you also have to have a great team. It is so refreshing working at RBMN. Everybody works together. No one has to take ideas up a chain of command and then wait for senior leaders to confer. We have no chimneys or silos. We all work together whether it be marketing, operations, MOW, equipment, finance, etc. And, of course, we have you Wayne and all your industrial development experience. Ever since I joined the railroad you and Andy have made it clear we have two critical tasks. First, take care of all of our customers with exceptional customer service. Second, be aggressive in going after new business. I think that is the reason for our success.

W: So what's next for Dan Gilchrist?

D: First of all let me tell you how much I appreciate the opportunity you and Andy have given me here at the RBMN. It has been a wonderful experience and a pretty fun ride. We have a tremendous team of colleagues here and I know everything is in good hands going forward. My wife and I are vaccinated so we will head down to Austin Texas to visit my family. Then Janice and I hope to travel. And, of course, we have lots of house projects that we have deferred. And we will take our sailboat out a lot this season.

W: Sounds good. Remember you promised me a sailing trip.

D: I guess now it will be in print so I will have to follow-up.

W: Until then, and until we can all get together for an appropriate retirement luncheon, I want to thank you sincerely on behalf of all of the Reading & Northern family for you over 20 years of exceptional service. You will be missed. ♦

Operations

BY: TYLER GLASS, EVP OPERATIONS



January 1st of this year marked five years since RBMN took over service to CAN-DO's Humboldt Industrial Park. Our service to the Hazleton region has certainly evolved in the five years since.

First, some background prior to January 1, 2016. When the RBMN made the deal to purchase the tracks at Humboldt from CAN DO in 2012 we knew the day would come when we would be serving the customers. However, Norfolk Southern had several years left on their agreement with CAN DO to provide service. Then in December 2014 we reached an agreement with NS that allowed us to take over service on January 1, 2016.

This gave us ample time to prepare for takeover day. The collaboration with Marketing and our customers was excellent and we were getting a feel for the expectations of our customer's service needs. Over the course of the year there were multiple customer and internal meetings with Wayne Michel, Dan Gilchrist and Dennis Shaffer to discuss service.

Tom Cook, then VP Transportation and Safety, was instrumental in helping plan all aspects of the operations. Tom coordinated with NS and was able to arrange some cab rides for RBMN personnel to see first hand how NS was operating in and around the park. Tom also spearheaded designing customer procedures. Jim Cerulli, then Operations Administrator, was instrumental on helping with the train operations.

In terms of the track infrastructure Humboldt was a dream. The right of way was impeccable, the tracks were in great shape, and there were multiple runarounds strategically located to allow optimal flexibility to move about the park.

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January 1, 2016 the crew was serving Quad Graphics.



Tom Cook and Andy Muller discussing the future location of the West Hazleton office in November 2015.



October 2015 Dennis Shaffer, Dan Gilchrist, Andy Muller and Wayne Michel get their bearing as they look at a site plan in the Humboldt Industrial Park.



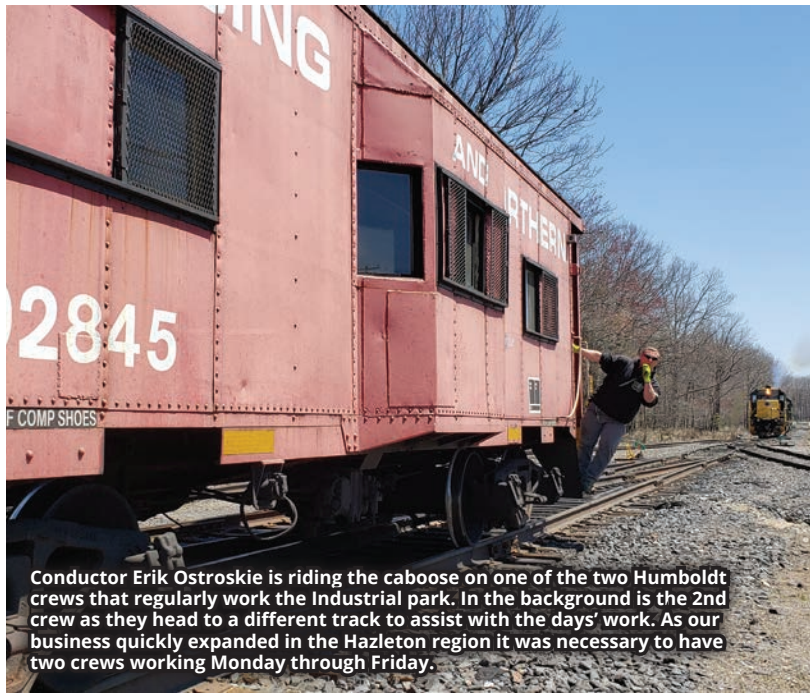
Engineer Jeff Bavitz, in cab of locomotive, talks to Conductor Darren Spare about their next move.



The RBMN business train is shown in Humboldt Industrial Park on July 26, 2016. RBMN operated a customer appreciation trip on that day for customers and friends.



January 1, 2016, Daren Geschwindt was on hand at Port Clinton to catch the first train leaving for Humboldt Industrial Park. Left to right are Tyler Glass, Conductor Jeff Knadler, Engineer Bill Riegle and Tom Cook.



Conductor Erik Ostroskie is riding the caboose on one of the two Humboldt crews that regularly work the Industrial park. In the background is the 2nd crew as they head to a different track to assist with the days' work. As our business quickly expanded in the Hazleton region it was necessary to have two crews working Monday through Friday.



Modern day view of the RBMN office at West Hazleton.



March 15, 2017, Conductor Darren Spare tries to make his way through the deep snow in the Hazleton region. It can be really challenging weather in the that area, this is a prime example.

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We needed to change our freight train schedules in order to accommodate 4000 new cars of freight. This traffic would all move through our Reading Interchange and we again worked with NS on some of the changes in this regard. We developed our Fast Freight network in anticipation of the new service. This coordinated schedule included multiple trains on a regimented schedule to ensure we moved the customers cars in the most efficient manner possible.

One of the most critical planning functions was the hiring of several people in advance so they could be trained and up to speed in time for the transition. We picked up some fine folks in that process.

Our MOW personnel worked feverishly to fix our branch line to Hazleton. In fact along with the improved ties and surface condition, this piece of railroad was renamed to the Hazleton Line to better reflect the upgrades. It was transformed from a branch line to a secondary main line. Our MOW crew also made additions to the infrastructure at North Reading to handle the increased volume of traffic moving through that yard.

And so we were ready. January 1, 2016, the first train departed Port Clinton for Humboldt.

We started out with two crews working the park. One crew worked Monday through Friday and the other worked Tuesday, Thursday and Saturday. The West Hazleton Fast Freight (WHFF) was scheduled for six days per week.

Over the next couple of weeks our crews and customer service really got into a good pattern and were able to maintain excellent communications. We were able to show the Humboldt customers a level of service that exceeded their expectations.

One break we had was that the first winter in Hazleton was good weather. We were fortunate Old Man Winter was kind to us.

Within a year we completed a new office for the crews.

Over time we started servicing Hazleton Shaft (Atlantic Carbon) more frequently. Hazleton Shaft was not located at Humboldt but we used one of our Humboldt crews to serve the facility. Our presence at Humboldt gave us greater flexibility to serve the Hazleton region.

With the additional consistent demand at Hazleton we eventually had two local crews working Monday through Friday and one on Saturday. Having two crews working in the park gives us the ultimate flexibility to meet the customer windows and demands with great efficiency. If a customer needs a second daily switch or an emergency shift we have multiple options available to us.

As the years went on we had some customers close while we have added additional customers, including our West Hazleton Transload.

For years, due to slow speeds and infrequent service, Hazleton always seemed like an out of the way location for our railroad. Now we have roots in the community and the feel has completely changed. The railroad has made many friends in and around the Hazleton region.

There have been many people involved in the Humboldt story at RBMN and I'd like to acknowledge a few. Dan Gilchrist will have retired by the time this magazine is printed. Tom Cook and Dennis Shaffer have both since retired. All three individuals were instrumental in planning the service. Their railroad experience was key for helping our entire team take on the challenge of adding Humboldt service to our portfolio.

Now our operations at Hazleton are just a part of our daily routine. ♦



Jim Cook is seen shifting a customer in the industrial park.



November 2015, MOW management is watching Tamper 1 work on the Hazleton Line near Tamanend.

MOW Facilitates Growth & Expansion in Humboldt Industrial Park

BY: CHRIS GOETZ, VP MAINTENANCE OF WAY



When Reading & Northern Railroad acquired the Humboldt Industrial Park, there were many opportunities for growth and expansion. In the five years that have passed, the Maintenance of Way Department has been heavily involved with upgrades, track maintenance and rehabs throughout the entire park. Whenever we receive information from our Marketing Team, we immediately put a plan of action into place. Ideas spark ingenuity and plans are engineered as various members of MOW Management and Marketing collaborate to accomplish desired work. Some projects (like IRIS) start from scratch and require a lot of foresight and coordination between customer contractors and MOW management, while others are rehabilitation for existing and/or new and potential customers. No matter the amount of involvement, RBMN MOW always strives to complete projects on time for all our customers.

Continued on page 18.

Bird's eye view of IRIS USA.



West Hazleton Transload during construction late December 2020.



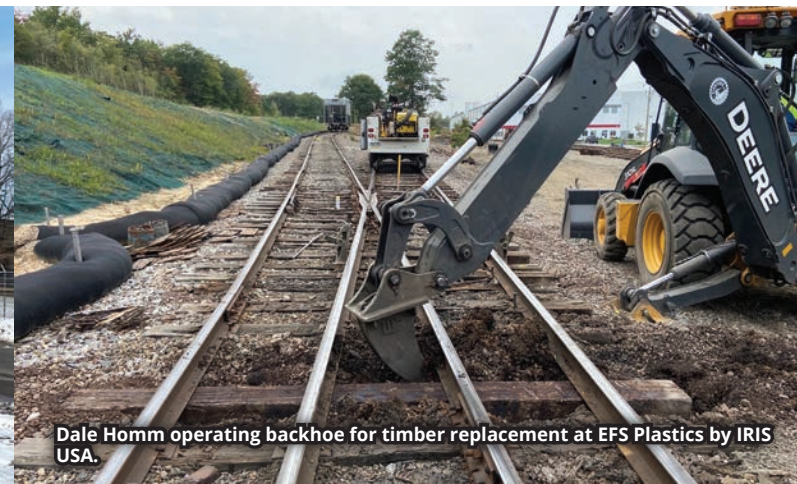
Brandon Kalbach and Ron Collins spiking plates at rail change between Bonner's Private Crossing and EFS Plastics.



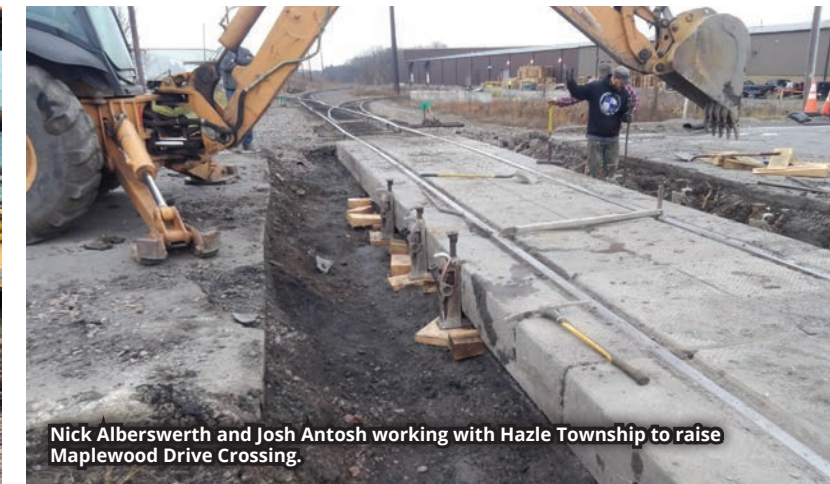
Duane Zimmerman in PT1 unloading rail for IRIS USA.



Track built at West Hazleton Transload facing North/South.



Dale Homm operating backhoe for timber replacement at EFS Plastics by IRIS USA.



Nick Alberswerth and Josh Antosh working with Hazle Township to raise Maplewood Drive Crossing.

Continued from page 17.

There are many departments involved in the growth and expansion within Humboldt Industrial Park and Maintenance of Way is on the forefront with ground-breaking projects. We work closely with our Marketing Team to understand specifically what is needed to best service our customers. During the last couple of years, our Team constructed over 3,750 feet of track, constructed multiple tracks and turnouts (switches) for new customers at CSC, IRIS Plastics Inc., and the Transload facility. Our new customers and RBMN's Marketing Team seamlessly coordinated communication between their site contractors (who handled buildings and grading preparations for rail service) and Maintenance of Way Management to ensure that the final product met and exceeded customer expectations. Existing customers also worked with multiple departments such as Operations and Marketing who then work with Maintenance of Way to facilitate their growing needs. Our team recently completed building over 4,000 feet of additional storage tracks to be utilized by PFN. Each of these customers has been able to benefit from increased utilization of track structures. The Transload was, in turn, able to help our department with transloading thousands of newly purchased spikes and load up relay and scrap materials from cleanup efforts after each of the aforementioned projects.

While new construction was heavily underway, our existing track structures were receiving a lot of TLC and upgrades. One of Maintenance of Way's most impressive pieces of equipment, the Mark IV Tamper, has traveled to Humboldt Industrial Park many times in conjunction with one of our ballast regulators to surface newly constructed sidings and maintain heavy traffic areas. Maintenance of Way installed hundreds of ties, gauged many areas, repaired crucial parts of switch turnouts to customer sidings, and upgraded several crossings, all the while consistently inspecting the tracks for defects attributed to wear and tear. Wear and tear may sound like a bad thing; however, it is a testament to the increased traffic that is, in turn, a ripple effect of great customer service. We know that taking care of our customers is imperative and we even take the time to share our knowledge and expertise to help customers maintain their property and sidings.

Continued on page 25.



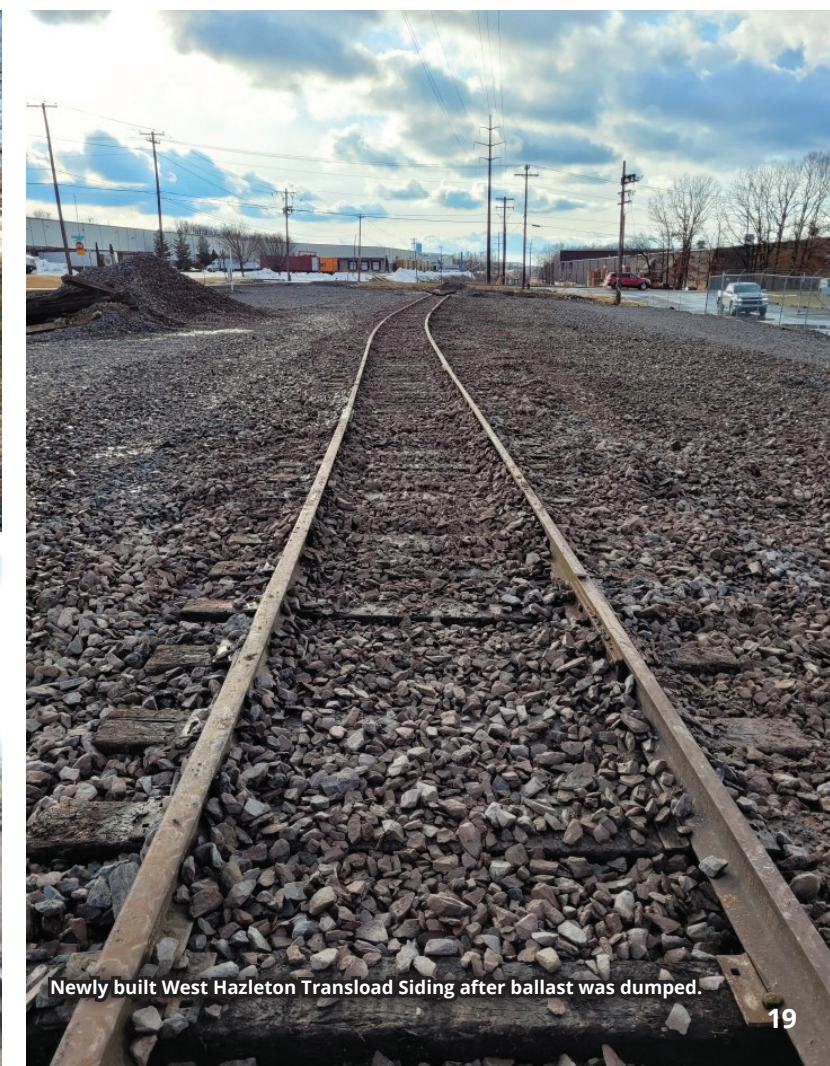
Duane Engle, Rebecca Engle, Brandon Kalbach, Matt Nestor & Alex Zimmerman performing repairs at Green Mountain Road crossing.



Operator Dale Homm filling in a temporary crossing at EFS Plastics.



Larry Weller and Dennis Rosohac drilling stock rail for switch installation at new IRIS USA Siding.



Newly built West Hazleton Transload Siding after ballast was dumped.



Track built at West Hazleton Transload facing North/South.



Brandon Kalbach performing switch repairs and maintenance at PFN.



W.E. Yoder gang extending County Line Siding in Humboldt IP.



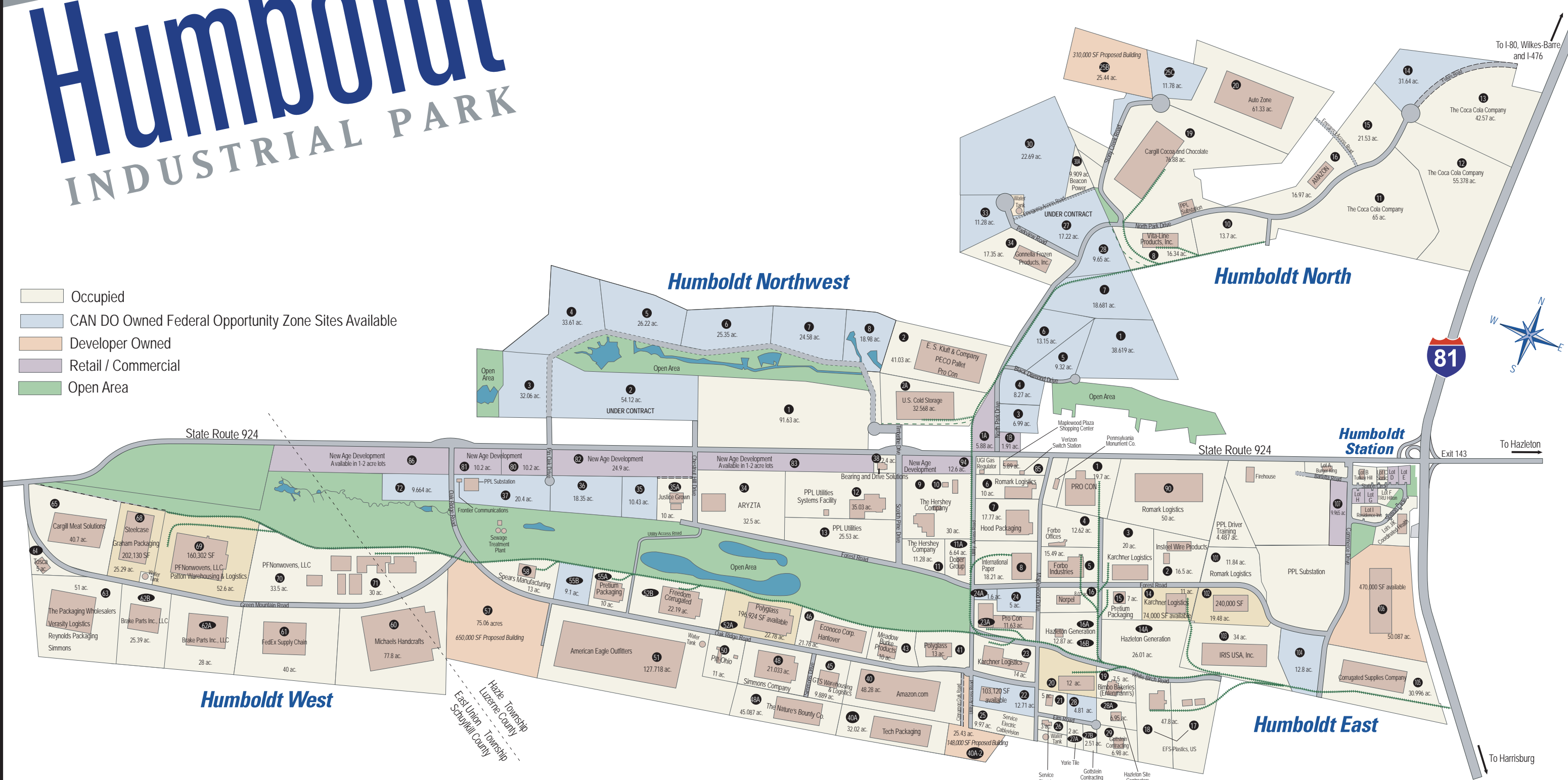
Chris Garcia, Josh Antosh, Matt McGinnis & Ben Cole in backhoe replacing rail Freedom Corrugated.



Rail change at Freedom Corrugated with Matt Nestor sawing while Ben Cole holds rail in place.

Humboldt INDUSTRIAL PARK

- Occupied
- CAN DO Owned Federal Opportunity Zone Sites Available
- Developer Owned
- Retail / Commercial
- Open Area



CAN DO
 1 South Church Street, Suite 200
 Hazleton, Pennsylvania 18201
 (570) 455-1508 | (570) 454-7787 fax
 www.hazletoncando.com

Total Acres: 3,000
 Revision Date: 03/19/2021



PT1 cleaning up at Hazleton Transload operated by Mario DeMarco.



MT1 and PT1 working together to cleanup Hazleton Transload at the completion of additional skeleton track construction.



Justin Fetterolf observing as rail is unloaded to repair Freedom Corrugated Siding.



Siding inspection for potential future customers.



Dennis Rosohac shoveling snow from the South Run-A-Round Switch in Humboldt IP.



Aaron Cassel welding IRIS USA frog in Port Clinton Yard before being transported to Humboldt.



Rail head repair at Graham Packaging performed by Welder Aaron Cassel (After).



Dennis Rosohac and Brian Van Blargen digging out EFS Plastics split point derail.



RBMN gondola loaded with new spikes from Birmingham Rail in Alabama at West Hazleton Transload.



IRIS USA Siding after ballast was dumped.

Continued from page 18.

Some examples include this past February when Maintenance of Way Foreman Matt Minnich gave an in-person tutorial for switch cleaning (snow and debris) at the Cargill Plant. Due to the altitude and location, the Humboldt Industrial Park experiences some of the harshest weather conditions in the area. Our department has trackmen ride engines with the train crews to ensure that switches have as much manpower as possible to fight heavy wind gusts and snow drifts. Our track inspectors travel to inspect customer property for potential rail service. This winter, Chris Nefos gave a detailed report providing important information for customer insight and preparation for the addition of rail freight service to their logistics.

The Maintenance of Way Department also works closely with CAN DO and our Real Estate Department, as well as the Signal Department, to repair and upgrade crossings within the Industrial Park. As the park expands, it creates an exponential effect with which Reading & Northern RR is proud to maintain and upkeep. Maplewood Drive, Green Mountain Road and Forest Road all received extensive maintenance and Reading & Northern is currently working in conjunction with the Commonwealth of Pennsylvania on an upgraded crossing in the Bonner's Crossing area (future site of SR 424 Crossing). Each crossing is an example of how multiple departments and outside organizations can effectively collaborate on common goals such as safely keeping up with increased traffic demands.

Industrial Parks provide a lot of potential for growth and Reading & Northern has been attentive to the needs of the customers in Humboldt Industrial Park since 2016. Our Maintenance of Way Department is a frequent visitor of the park to provide track and switch inspections, maintenance, and upgrades. Some customers change as they move to other properties; however, our changes only consist of improving our levels of care and service. We aim to make Humboldt a desirable place for business, whether through new construction or rehabilitation projects. Even though Maintenance of Way has built well over a mile of track in Humboldt Industrial Park, we continue to "go that extra mile" for our customers. ♦

Operations in Humboldt Continue to Evolve with RBMN Efforts

BY: JOLENE BUSER, AVP REAL ESTATE

The Real Estate Department has had the pleasure of witnessing the growth of both industrial development in the Humboldt Industrial Park as well as our own operations within the park in only five years. Not only was our introduction in 2016 to Humboldt an open opportunity for our own development, but it was an invitation to contribute to the legacy of CAN DO's early vision of business and employment opportunities in the Greater Hazleton Area.

Local business and community leaders volunteered to organize the Community Area New Development Organization (CAN DO) in the mid 1950s to raise funds to purchase developable land to encourage industrial growth in the Greater Hazleton Area and with it, much needed job opportunities left vacant by the mid century decline in anthracite coal mining. By the mid to late 1950s CAN DO's efforts came to fruition with the purchase of lands in the Greater Hazleton Area. What would become the Humboldt Industrial Park came to be in 1972 when new industrial tenants began leasing sites for industrial development in Hazle Township land purchased by CAN DO. Humboldt Industrial Park continued to grow through the 1990s with the expansion of Humboldt West and Humboldt North so when the Reading & Northern Railroad began servicing the Humboldt Industrial Park on January 1, 2016, we entered a booming industrial complex with about a dozen customers established and eager for our rail service.

As our marketing team's articles on pages 6, 7, and 8 detail the diverse group of customer facilities we service in Humboldt has evolved tremendously in just the past five years. In addition to long existing industries, new customers have found their way to Humboldt for rail service. With both existing and new customer facilities, the real estate team has set to establishing a new industry standard for customers' sidetrack facilities through the installation of "End of Maintenance" signage which we use to mark property lines for accurate and quick in-the-field designations of track maintenance responsibilities.

Growth in Humboldt for both industrial development and our operations ultimately requires increased public safety awareness and protection of our right of way through the park. In the past year, through State awarded funding, we have installed yield signs at every public crossing in the park. Yield signs help to alert drivers to slow down when approaching railroad crossings. With the increased tractor trailer and vehicular traffic through the park, as well as our own increased operations, the yield signs will help to reduce the occurrences of near misses and accidents at public crossings.

Along with enhancing the safety of the public crossings in the park, our Police Department has been busy since 2016 with increased patrols in the park. When we began operations in 2016 our Police Department observed very high ATV trespassing activity in the park and knew this would have to be addressed immediately. With much policing efforts our Police Department has been able to continually reduce ATV traffic in

our right of way and the park. This is attributed to the increased patrols and installations of "No Trespassing" and "No Motor Vehicles Allowed" signage on our property in Humboldt. The personnel addition to the Police Department with the hiring of Detective Connor Hedrick in 2018 to assist Sergeant Parks', Corporal Matthew Fredmonski's, and Officer Mike Painter's patrols in the park has contributed to the successful reduction of trespassing in Humboldt. Our Police Department's success in reducing occurrences of trespass can also be attributed to the important relationships our department has developed with Pennsylvania State Police - Hazleton, as well as other users, tenants, and neighbors in the park.

Another such valuable relationship is the relationship the real estate team has with Hazle Township, where the Humboldt Industrial Park is situated. Since 2016 we have met and worked with Hazle Township frequently in efforts to maintain and repair the public crossings in the park. More recently in the latter half of 2020 we were able to work together with Hazle Township to perform repairs to the Maplewood Road crossing which was in much need of repairs. The result is a smoother crossing safe for public vehicular traffic. Similarly, the crossing approaches at White Birch Road crossing were repaved in 2020 as well in coordination with Hazle Township.

Humboldt really is booming – as evident through the continued industrial site development in the park and with it the increase of activity coming and going through the park. So much so, that the State, along with CAN DO, have already begun construction projects in the park to efficiently move traffic in and through the park. State Route 424, located to the southwest of Humboldt, will be extended by the State westward about a mile to enter right into Humboldt from a new exit off of Interstate 81. This extension of SR 424 with its direct exit off of I 81 will significantly improve access into the park. To meet the SR 424 extension, CAN DO has been extending the White Birch Road on the southern end of the park. Because both the SR 424 and White Birch Road extensions will run parallel to our right of way and will involve the construction of two public crossings, we have been assisting the State and CAN DO with their road extension projects.

It has been truly impressive to observe the growth of the Humboldt Industrial Park and our operations within the park since just January 2016. With both the State and CAN DO construction projects continuing into the next few years as well as plans to continue to work with Hazle Township on more crossing upgrades, the anticipated evolution of the park will be even more impressive to see. Because we take such pride in our infrastructure and operations, our real estate and police teams will continue their diligent protection of our assets in the park and look forward to continued relationships with other users of the park. As Humboldt grows, we grow. And as we grow, we become even better than we were before. ♦

Safety Always:

Education, Planning, Collaboration, & Hard Work Produces Success

BY: ERIC PETERS, VP TRANSPORTATION & SAFETY



WCGS delivering propane to Koppy's after one of many snow storms.



The Snow Warrior, WHHB2 Conductor Tom Skrutski, cleaning out switches to spot cars at PFN



The handy work of the R&N Maintenance forces to keep the trains moving.

The winter weather of 2021 delivered many challenges, but it did not stop the Reading and Northern from safely delivering our customers freight on-time. After several mild winters, mother nature unleashed this year. I am proud to say R&N was reportable injury free for all field employees that fought through winter in constant hand-to-hand combat!

The entire company came together to ensure we met our customers needs safely. Each storm began with collaborating to make a plan. Transportation developed a roadmap for each storm. The roadmap illustrated where each train would be and when for the day of the storm and the days to follow. This assisted in efficient utilization of MOW forces to support in cleaning out switches and prioritizing key locations to ensure no disruptions of service to our customers. Customer Service was proactive by sending all the customers instructions and diagrams on how to clean out switches and crossings to prevent any lapse of service. Real Estate employees came out with Transportation, MOW and Facilities to assist with clearing snow to keep the railroad open. The Mechanical and Locomotive Departments kept the engines and equipment going through the storms.

From fighting their way to work, to drudging through the snow, to riding equipment and shoveling out switches; the R&N Transportation Team did not let winter conditions get in the way of safely serving our customers. The dedication and hard work by the train crews day and night was nothing short of impressive. The support from MOW and the other departments certainly assisted in the success that was achieved. Safety Always no matter what Mother Nature has up her sleeve.

Throughout the winter season the newly appointed Manager of Safety and Development, John Smolczynski, facilitated rules classes with all departments and sent out Safety Alerts to make us all safer employees. Education is the cornerstone of safety.

Everyone should be proud of what he or she accomplished this winter and reflect on how to continually improve. ♦

SIGNAL

BY: JON BARKET
VP COMMUNICATIONS & SIGNAL

Spring has finally sprung and the same as every year the Signal Department projects begin ramping up to full speed. Throughout winter, we continued prepping for upcoming projects. With many exciting developments, we will be having a very busy construction season.

Starting the year off right, we were able to extend our signal system another 2.6 miles in double track territory from Muller Interlocking to a new interlocking named Pulpit allowing for over five additional miles of broken rail protection. Additionally, we were able to add another remotely controlled powered switch at Port Clinton allowing routing down either main line track south to the existing Muller Interlocking. The Pulpit location is temporary as we begin building the necessary infrastructure through the Port Clinton complex. Programming changes to the dispatching system occurred in the later part of January allowing the system to link up to the intricate logic program for the new, but temporary interlocking. A nearly seamless cutover took place on February 4th bringing the newly installed signals on the landmark signal bridge to life. The Signal Department crew along with support from several other departments did a phenomenal job bringing this project together. Although we have a very long road ahead of us completing the signal system through Port Clinton, I am confident the next phase will come together smoothly.

Working in conjunction with our site development team, it became clear that some of our equipment should be relocated for better access in the town of Locust Gap, PA along our M&S Running Track. With this information and understanding that this crossing was installed by the Reading Company over 60 years ago, we took this opportunity to renew the crossing with new flashers and cables. The control case was relocated along with bringing the flashers into current specs. These updates will allow the crossing to protect motorists and the general public for years to come.

The project that was started last year with adding to the number of dragging equipment detectors has continued into 2021. These dragging equipment detectors add safety along the railroad for both train crews and the general public as they inspect the passing trains for any defects of dragging equipment that could lead to damage or a derailment. Our latest dragging equipment detector was installed just outside of the town of Nesquehoning along our Main Line. This is the eleventh such device that is installed on the system and the second now installed on our Reading Division with many more to come.

With the weather breaking and being more conducive to the construction season, our project list will continue to grow. We are set to begin a large scale project just outside the town of Jim Thorpe with the installation of 3 additional interlockings and several miles of signaled territory. In addition, several crossings could also be on the books for this year keeping the department busier than ever. ♦

Locomotive Shop

BY: DUSTY BERNDT, VP MOTIVE POWER

In past years when Spring arrives, I always feel its time to ramp things up to get prepared for busier times and this year is like no other. Spring will bring on more exciting news for the Locomotive Mechanical Department, such as the addition of the locomotive wheel truing machine, the completion of more locomotives to active service, and repairing and upgrading a few coaches for passenger use.

Over the past few months, we have been busy working towards returning Locomotive 2534 to service and doing major overhaul work to the 2020 acquisition of the RBMN 2017. These two turned into lengthy projects of repair, and I will be excited to return them back to active service and added to our fleet. Those previous projects became lengthy due to devoting time to a lot of short-term overhaul work being done over the winter to SD40-2 locomotives 3052, 3055 and 3056. The 3052 received prime mover maintenance and truck overhauls as we were installing much needed new wheels to the unit. The 3055 and the 3056 finally got their needed prime mover crankcase maintenance done and many other mechanical and electrical repairs to make them as reliable as possible. I was looking to get these and a few others in great shape to make them reliable throughout the remainder of the year with only needing just 92-day inspections.

The Locomotive Shop has also been joining forces with the passenger mechanics to get a few of our coaches back to active duty. We have been assisting with wheel upgrades such as roller bearing changeouts being completed to Cars 213, Car 10 and even Car 1 early this year. A current project the team has been working on is Car 215. This car has been getting many structural upgrades and repairs along with the locomotive electricians completely rewiring the car to make it 3 phase compatible with the rest of the train. As these repairs are done, we are also focusing on upgrading and streamlining the air brake systems to have increased reliability of the coaches. We look for 2021 to be a productive year to get many large repairs done to these coaches as we prepare for the busy Fall season.



RBMN 2017 is getting the finishing touches after extensive work done over the winter.

The Steam Shop has also been making great progress with the overhaul and assembly of Locomotive 2102. As mentioned in previous articles, the 2102's large lengthy project is steaming ahead, and we are looking to make 2021 a promising year. Early in the year, the staff completed the assembly and testing of the boiler and it was a successful test run bringing it up to pressure and even being able to blow the whistle! It was a moment many have been waiting for and revived the excitement of seeing the locomotive completion and operation. Please stay tuned for continuous updates on the progress as the 2102 continues to take shape back to the memories of the early 1990's.

I am also excited to mention the progress of the wheel truing building and facility that will house our newly purchased state of the art Stanray machine to true all types of railroad wheels. Just this past week, myself and two future operators visited the company in New York that is performing the overhaul and completion process to the machine. We completed the FAT (factory acceptance testing) and saw the machine in action for the first time! The building has been rolling along to completion in the next month, as there has been many hands involved in the project to make it a success. This idea of performing our own wheel maintenance has been years in the making and as we near delivery, it will all be worth it when its turning wheels with locomotives and other equipment parked inside getting freshly cut wheels. My hope is when distribution of this article comes out, we will already be using our new acquisition to begin our wheel maintenance program! More to come in the next magazine.

As we look to put Winter in the rear-view mirror and welcome the warmer seasons, there will be much excitement revolving around Port Clinton. With our continued locomotive maintenance and passenger projects really taking shape we have lots to look forward to in 2021! I am looking forward to updating these projects and rolling out new ones in future articles, as Springtime will see many upgrades and changes in the Reading and Northern Mechanical Department. ♦



The new wheel shop nearing completion to accept machine installation April 19th!

Passenger Department

Offering Many Trips in 2021

BY: MATT FISHER, PASSENGER GENERAL MANAGER



Car 1 seen at Minersville in February on a test run. Wheel, truck, bearing, and brake work was done to the car.

The Reading and Northern started operating passenger trains in the first quarter of 2021. The railroad ran a pair of Ride and Dine trips from Reading Outer Station to Tamaqua's newly completed platform. Lehigh Gorge trains started on President's Day weekend. A special thanks to all our employees who kept the parking lots, boarding areas, and sidewalks adjacent to our operations open from snow and ice.

Running winter into spring was certainly worth it. Since February 13, Lehigh Gorge trains have run weekends through Easter. During that period, approximately 7,500 people rode the train making this the highest ridership seen in our history for spring. It also helps position the railroad to see record ridership in 2021.

Mr. Muller continues to put money into the Jim Thorpe operations. In early March, the MOW Department started working both to the east and west of our current paved area at Jim Thorpe station. Ties will be replaced, stone tamped, and the area will be paved making for a platform that will reach several hundred feet in front of the beautiful Central Railroad of New Jersey station built in 1888.

Jon Barket's Signal Department is working to get switches at three junctions, located by the newly built Lehigh River Bridge, powered and controlled by the Port Clinton dispatcher. This work continues in spring starting at River Junction, a switch vital to timely and safe movement of both passenger and freight operations. Reading and Northern boasts tourist train operations on signaled railroad, something few, if any, tourist routes enjoy.

Money is being spent on several coaches and private cars. Coaches 210, 213, and 215 will all get various amounts of attention. Between the three mentioned coaches, a total of 200 people per train can be seated, making refurbishing the cars greatly needed to increase revenues. Coach 213 was finished by Dusty Berndt's crew first, getting roller bearing and wheel work. Both 210 and 215 will see wheel work this spring, and 215 will get power, light, and heat upgrades.

Car 1 also received a nice overhaul. It now too has roller bearings, replacing the old friction bearing equipment. Work has been completed on its air brake system and water tank which operates from air pressure. The passenger mechanics attended a test ride from Outer Station to Minersville in February and were treated to lunch by the CEO, Andy Muller, Jr. A day unique only to the Reading and Northern Railroad!

Work on Car 1 went well, next up is fixing Parlor Car 3. This premium coach that seats 13 people has been out of service for a few years, needing wheel and truck work. The passenger mechanics are working hard to get this car into service as soon as possible. Car 3 is especially a big hit on all-day fall foliage excursions.

Speaking of all-day excursions, the Rail Diesel Car excursions will return on weekends starting May 8. The trips depart Reading Outer Station at 9:00am, stop at Port Clinton Station at 9:30am, and Tamaqua Station at 10:15am to board additional passengers for the scenic trip to Jim Thorpe. Passengers will have over 3 and a half hours to explore the popular destination of downtown Jim Thorpe, before returning back home. Tickets currently are on sale for these trips that start in May and operate weekends through fall.

The year 2021 will see a focus on our Jim Thorpe passenger train offerings. Daily Lehigh Gorge Train schedules began in April and will continue through the first week of November. Riders will have the seating choice of standard coach, open air, caboose, or even in the cab of the locomotive.

Bike Trains from Jim Thorpe traveling 25 miles to White Haven will begin one weekend per month. Bike Trains depart Jim Thorpe Station at 9:30am and 12:30pm. Guests can bring their own bike, rent a bike through Pocono Biking (all included in the train ticket), or can ride the entire Lehigh Gorge round trip. Many people call asking if the bike ride is difficult. Over the years we have seen people of all ages and biking abilities ride with ease. The Delaware and Lehigh Trail is former railroad right of way that is slightly downhill all 25 miles and well maintained.

The railroad believes that many people are looking to spend time and money on day trips making Jim Thorpe a great idea for those who live in the Mid Atlantic. Trends are pointing to tourist from all over the country visiting the Poconos again. Being one of the largest tourist attractions in the entire region, our employees look forward to hosting visitors throughout the year.

For the most updated information, please visit the passenger websites at www.rbmnrr-passenger.com and www.lgsry.com. Also, please like our Facebook pages by searching "Lehigh Gorge Scenic Railway" and "Reading and Northern - Passenger". We update Facebook several times a week sometimes reaching over 80,000 people on a single post. Finally, tickets and information can be found by calling the railroad at 610-562-2102. ♦



The concrete floors on nine coaches were repaired and repainted. Pictured here is a finished floor before seats were placed back into the car.



2021 Easter Bunny trains were more successful than any past year in both ridership and revenue. Here is the hare, star of the train, greeting families on the Lehigh Gorge train.

Passenger Department Photo Contest Winners!

On March 24th, 2021 a photo contest was posted on the Reading & Northern's Passenger Facebook page to find a new cover photo. We offered two complimentary RDC tickets in exchange for the winning photo as a participation incentive. The amount of responses we received in just one day blew us away, so on March 25th, 2021 we created another post expanding our contest. The new contest consisted of five categories: People, Diesel, Steam, RDC, and Grand Prize. Each category winner will receive RDC excursion tickets and the Grand Prize winner will also receive a tour of the railroad headquarters in Port Clinton. While the participation was surprising, we were very happy to see it and will definitely hold similar contests in the future! ♦



Mark Turkovich
Steam



Kyle Whitley
Grand Prize



Dan Drennan
People



Dan Davis
RDC



Quinn Gingrich
Diesel

Remembering Jim Danner

BY: MATT FISHER, PASSENGER GENERAL MANAGER



In February, our extended family in the Passenger Department was informed of the death of long-time Car Host Jim Danner. Jim had nearly 20 years' experience with the Reading and Northern Railroad. He was also a Narrator, Ticket Agent, and Real Estate Inspector in the Real Estate Department.

Jim will be greatly missed by all his friends at the railroad. He enjoyed working for the railroad endlessly promoting it to people everywhere he would go. Jim was key in our presence at trade shows, train shows, and welcome center information displays.

I always looked forward to sending Jim along with other senior members of our department to locations all over eastern Pennsylvania during "national tourism month" in early May. Although in life, Jim was very introverted, I was always impressed with how he had the knack for engaging with people about the railroad. He handed out hundreds of thousands of brochures over the last five years and greatly influenced the future of several of our current employees.

Jim Garraway, currently a Car Host, remembers Jim well from train shows saying, "I got to know Jim by talking with him at the local train meets and riding his car on the Santa trains out of Minersville. I told him that I was interested in applying for a job in the Passenger Department and he encouraged me to apply. I enjoyed working with him. He was a good friend and will be missed."

Rich Bernhardt always placed Jim at the front of an excursion train, a place where a strong Car Host was needed. Current passenger employee Ed Moul would always look to ride with Jim on steam trains before he became an employee himself. Jim also hosted Carson Shappel, current freight conductor, over the years; "Jim was a good friend I've gotten to know over the years. I would always make sure to ride his car when the trains would come to town. He was a generous person and will be remembered as such."

Years ago Jim highly recommended Larry Fisher as a new Car Host hire. Larry was the first person to email me after news spread of Jim's death saying, "absolutely shocking, Jim and I were good friends as we worked together also on the Wanamaker Kempton and Southern, the Allentown and Auburn, and were both members of the Lehigh Valley Chapter NRHS. He urged me to apply for the Reading and Northern Car Host job six years ago." Ever since then, Larry has been a great addition to our team.

Jim was the treasurer for the Lehigh Valley Chapter of NRHS and organized a few RDC trips with me over the years. The railroad has always been generous with local railroad and railfan groups, and worked with Jim and the LV NRHS as a major fundraiser. Through Jim's hard work and dedication, these trips helped raise several thousands of dollars for the non-profit group.

Most of us that knew Jim will probably remember him for two things, his favorite food (meatloaf) and his favorite animal (cats). Jim owned several cats over the years but loved dogs as well. During hot summer months Jim always brought a dog water dish with him to the Jim Thorpe station. He kept it full of water for the dogs who rode the train.

Larry and I both remembered Jim taking many photos over the years stating, "someday the pictures of our coworkers will be more important than the pictures of the rolling stock." We decided to place a few in this news magazine to remember Jim. ♦

Nathan DeLay Train Enthusiast



BY: SABINE FIDLER, HR ASSISTANT

Nathan DeLay, train enthusiast and BIG fan of Reading and Northern's CEO, recently presented Andy Muller with a uniquely special gift. Meg Pursel, Coatings Administrative Assistant/Receptionist, had the opportunity to meet Nathan during one of his many visits to RBMN. She was able to accept this gift on behalf of Andy Muller and conduct a brief interview with Nathan about his interest in trains and RBMN. Prior to the interview, Nathan said, "This makes me so happy! Thank you!"

Meg: How old are you?

Nathan: I'm 21.

Meg: What started your interest in trains?

Nathan: I have trains as long as I can remember. First, it started with toy trains and then I started having an interest in Reading and Northern, because I live in Cressona near the train yard.

Meg: Did you make this model out of soda cans?

Nathan: Yes, I did. There are probably forty soda cans that make up this 2530 model. I also wired up lights and tried to base it on the real thing. I

even added Andy as the driver.

Meg: Approximately, how long did it take you to build it?

Nathan: It took about three to four weeks to create.

Meg: Do you have a favorite place to watch trains from?

Nathan: I enjoy visiting Port Clinton and watching what happens there.

Meg: Is there anything else you would like us to know about you?

Nathan: I would love to work for the Reading and Northern Railroad one day helping out however I can. I love riding Amtrak and the Reading and Northern excursion rides, model railroading, and building my own working HO trains. I have posted over 470 videos on my YouTube channel about trains, train history, Reading and Northern, and things I build. I would love for people to visit, watch, and subscribe (Nathan DeLay YouTube). I have two part time jobs. One is for the Schuylkill Haven Borough and the other is at Chestnut Street Market.

On your next trip to Port Clinton, PA, ask to see Nathan's special gift to Andy. The model 2530 is on display at the train station. ♦

Red Creek Wildlife

The Year of the Barred Owl

BY: PEGGY HENTZ, PRESIDENT/EXECUTIVE DIRECTOR OF RED CREEK WILDLIFE



Mr. Barred Owl. Photo was taken a few days prior to release.



Cookie, the Barred Owl, has been a Red Creek ambassador since 1999.

The Barred owl is one of eight species of owls in Pennsylvania. It is a large owl with a rounded head that does not have horns or ear tufts. It is one of only two owl species in the Commonwealth with brown eyes, the second being the barn owl. All other Pennsylvania owls have yellow eyes.

Barred owls prefer deep woods and can be quite elusive. Often the only indication that a Barred owl lives in an area is its unique call, a spooky series of hoots in a pattern often described as “who cooks for you, who cooks for you alllllll.” Although common in the state, Barred owls are rarely observed in the wild and rarely arrive at Red Creek as patients. That is, until this past year.

I often hear people refer to the “Balance of Nature.” That balance in common wild animals is not so much a constant population of any given species. Instead, the species cycle through increasing numbers that later decline and rise again years later. The cycle can only be observed over many years.

This year marks three decades since I received my first wildlife rehabilitation permit from the Pennsylvania Game Commission. During those thirty years, I have witnessed the recovery of once critically endangers species, such as the Bald Eagle and the osprey. I’ve also witnessed the natural cycle of common wildlife populations. Occasionally, a surge in the numbers of a specific

species will increase our admission numbers, which happened this year with the Barred Owl.

I received my first Barred owl in 1999, eight years after opening. That owl had eye injuries severe enough to prevent her from being released. We named her Cookie, and she became an ambassador animal for Red Creek. Today, Cookie is still a valuable member of Red Creek’s education animals. Since she arrived as an adult, we don’t know her actual age, but she is at least twenty-five years old.

Although we receive dozens of Great Horned Owls and Eastern Screech owls every year, Barred owls remain rare for us. From the time Cookie arrived until one year ago, Red Creek admitted only five Barred Owls, averaging one every four years. This past year we received eight Barred owls, and other rehabilitators reported a similar increase in numbers throughout the state. One of those owls was an adult male whose rehabilitation saga took him clear across the state and back.

This particular owl was discovered, in late October, stuck in the grill of a cement truck in Elk County in northwestern PA. The driver removed the owl and placed it in a box before calling the Game Commission. The Game

Commission transported the owl to Centre Wildlife Care near State College.

A local veterinarian evaluated the bird and x-rays revealed five fracture points in the ulna and radius of the right-wing. The damage was so extensive that just saving the wing would require intricate surgery. Centre Wildlife Care reached out to us to see if we knew a veterinarian willing to take on this case.

Dr. Len Donato, the owner of Radnor Veterinary Hospital, has worked with Red Creek for over a decade. He works with all species of domestic and wild animals and has a specialty in avian orthopedics. He didn’t hesitate when shown the x-rays and was even hopeful of not only saving the wing but returning this bird’s ability to fly. A volunteer transported the owl over two-hundred miles to Delaware County for the surgery.

The owl remained in Dr. Donato’s care for several weeks following surgery. He was then discharged to Red Creek for further care and rehabilitation.

The owl thrived during his time with us. He had an attitude of resilience, which was evident not only from his behavior but also from his history. During one of his exams, we discovered an old leg fracture that had healed a long time ago. We don’t know if he had recovered on his own in the wild or if he had been rehabilitated in the past, but this bird had obviously been

through a lot in his lifetime.

The first month of his care included daily medications, feeding, and physical therapy. After several more visits with Dr. Donato, he graduated to an outdoor enclosure where he could begin using his wings. His progress was steady, and after a few weeks in the outdoor flight, he was flying laps around the enclosure.

He was ready to go in early February, but his release would take a coordinated effort across the state. We wanted to release this owl as close to his home territory as possible, so we reached out to Centre Wildlife Care. They, in turn, contacted the game warden who initially transported the bird and knew the recovery location. We then called Wildlife in Need (WIN) Animal Rescue, a volunteer wildlife capture and transport organization in Pennsylvania, who arranged for a relay of transporters to get this bird back to his territory.

On February twelfth, Mr. Barred Owl left Red Creek for home. His healing journey took over three months, during which he traveled over six-hundred miles with six transporters and spent time with two wildlife rehabilitation centers and two veterinarians. It was indeed a team effort that saved this owl and gave him back his freedom. ♦

RBMN

Anniversaries

35 YEARS



March 10, 1986
Beverly Hess
Dir. Employee Relations -
Customer Service

25 YEARS



March 18, 1996
Albert Seiler Transload
Attendant - Transload



April 22, 1996
Chad Frederickson
Engineer - Operations

10 YEARS



April 18, 2011
Darnell Young
Signal Maintainer - Signals

5 YEARS



March 14, 2016
Rian Nemeroff - SVP
Merch. Marketing & Sales -
Marketing



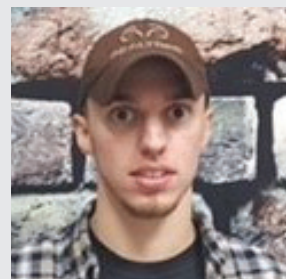
March 15, 2016
John Byassee
Carman - Car Shop



April 12, 2016
Larry Curvey
Car Host - Passenger



April 12, 2016
Joseph Gramlich
Car Host - Passenger

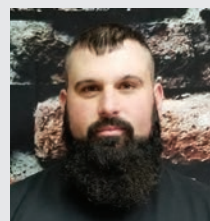


April 18, 2016
Aaron Aigeldinger
Engineer - Operations

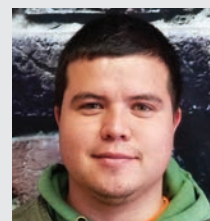
3 YEARS



February 5, 2018
Franklin Daub
Locomotive Mechanic -
Mechanical



February 21, 2018
Justin Chickilly
Engineer - Operations



March 12, 2018
Timothy Billet
Facilities Technician -
Facilities



April 4, 2018
Kyle Barrrell
AVP Human Resources
- Human Resources



April 20, 2018
Evan Getzey
Res. Specialist & Online
Store Coordinator -
Passenger

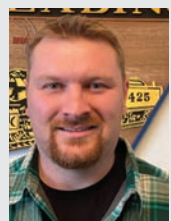


April 28, 2018
Edward Moul
Car Host - Passenger

1 YEAR



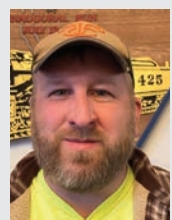
February 10, 2020
Donald Matter
Signal Maintainer -
Signals



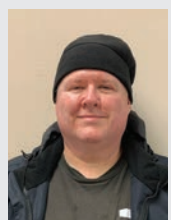
February 10, 2020
Joshua Rehrig
Conductor -
Operations



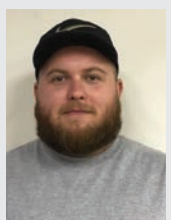
February 10, 2020
Samuel Tripp
Conductor -
Operations



February 17, 2020
Casey Rex
Real Est. Inspector
- Real Estate



February 17, 2020
Jeffrey Brunner
Line Service
Technician - RJC



February 24, 2020
Robert Shaulis, Jr.
Aircraft Mechanic
- RJC Maintenance

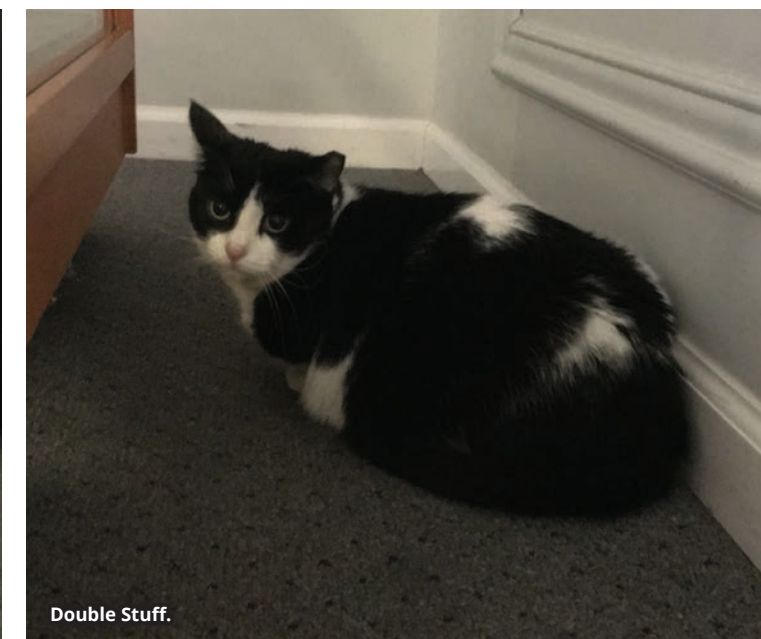


April 13, 2020
Jack Hurlley
Dispatcher/
Conductor - Ops.

Welcome Home!



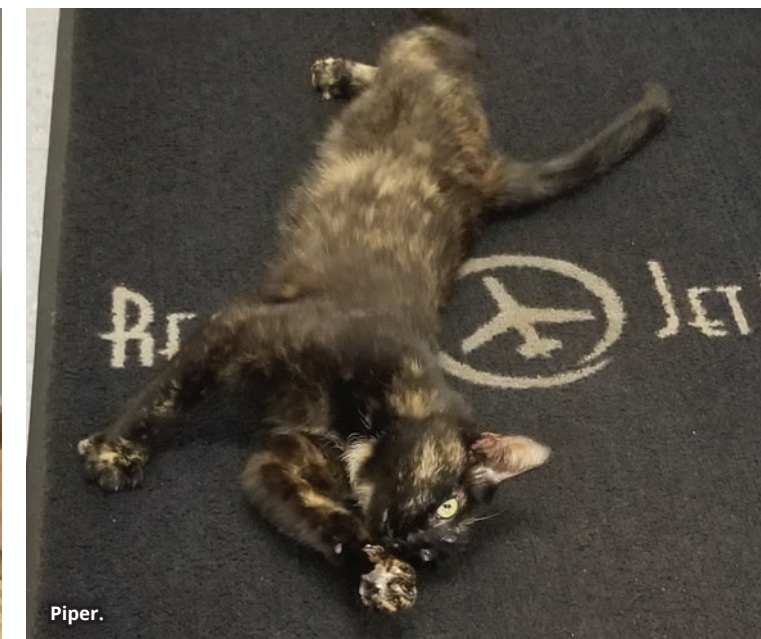
Cookie.



Double Stuff.



Jet.



Piper.

Please welcome our furry friends to Reading Jet Center North & West Ramps! Tina rescued four cats from the Animal Rescue League at the end of February 2021. They are adapting very well! To bring our employees and customers together with our new additions, we held a naming contest to determine the best names and the winning names are - Piper, Jet, Cookie, and Double Stuff

Piper loves everyone! She will snuggle up on your lap and take a nap with you in the Pilot's lounge. She's a talker and also loves sunbathing.

Jet is a little more reserved and likes to hide on top of the kitchen cabinets to keep watch over the front of the FBO. In time he will warm up to us.

Cookie is becoming more adventurous by the day! She loves to play and is quick to suck you in to play with her toys too!

Double Stuff keeps a watch over all-things food! He loves laying atop the microwave cabinet and is the first in line for feeding time!

We are so lucky to have such wonderful additions to the Jet Center family! We are grateful to have these friendly furry companions for our employees and customers benefit long-term! ♦

WELCOME ABOARD *New Employees!*



Brian Van Blargan

Brian Van Blargan was recently hired as a Foreman within our Maintenance of Way Department. He attended Bishop Hafey High School. Prior to working at RBMNR, Brian was a Foreman at Norfolk Southern for eleven years. He is an avid fisherman.



Luke Weight

Luke Weight was recently hired as a Utilities Technician within our Mechanical Department. He attended Dauphin County Technical School. Prior to working at RBMNR, Luke was a Fireman/Oiler with Norfolk Southern for six years.



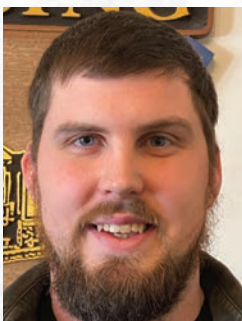
Chase Capron

Chase Capron was recently hired as a Line Service Technician with the Reading Jet Center. He attended Webb City High School and Embry-Riddle Aeronautical University. Prior to working at the Reading Jet Center, Chase was a First Officer at PSA Airlines for eleven months. He is currently pursuing his Florida Real Estate license.



Thomas Wilkinson

Thomas Wilkinson was recently hired as a Prentice Truck Driver within our Maintenance of Way Department. He attended Central Bucks High School and Bucks County Community College. In his spare time, Thomas likes to ride motorcycles and target shoot.



Daniel Boyle

Daniel Boyle was recently hired as a Conductor within our Operations Department. He attended Northern Lehigh High School. Prior to working at RBMNR, Daniel was a Conductor with Norfolk Southern Railroad for seven years. In his spare time, he enjoys being outdoors and spending time with his dogs, Henry and Emma. Daniel also likes listening to music and working on the farm.



Christina Adam

Christina Adam was recently hired as a Customer Service Manager within our Customer Service Department. She attended Bishop Neuman High School and Empire Beauty School. Prior to working at RBMNR, Christina worked in sales at Radius Toothbrush in Kutztown for ten years. Christina likes cutting hair on the side and doing arts and crafts with her daughter.



John Fauzio

John Fauzio was recently hired as a part-time Steam Mechanic within our Mechanical Department. He attended Panther Valley High School and Penn State University. Prior to working at RBMNR, John worked as a maintenance mechanic at Versum Materials for five years.

♥ Rescued, Adopted, Loved ♥



Meet Mustang Sally. Mary Ann Culp, Reservation Specialist within our Passenger Department, recently adopted Mustang Sally who was a stray found in Bethlehem. Mary's kitty, Spooky Cat, passed away the week before which left her devastated. Mary said, "I think God sent her to me when I was grieving."

EMPLOYEE SPOTLIGHT

BY: SABINE FIDLER, HR ASSISTANT

Congratulations Peter!



I am pleased to introduce the Spring 2021 "Spotlight Employee", Peter Collins. Pete has been employed with Reading Jet Maintenance since November of 2008 and is currently a Chief Inspector/Technician. Prior to working at RJM, he worked at Wolfe's Rental Co., Harrisburg International Airport for Stambaugh's Air Service, and Lancaster Regional Airport for Tower Aviation.

Pete was born in Lebanon, PA, and raised in Palmyra, PA. He graduated from Palmyra High School and from Penn College of Technology, Williamsport, PA, with a degree in Applied Science and FAA Mechanic's license.

Pete and his wife, Amy, have an eleven-year-old son named Tyler. The family also includes a tabby cat named Stella and a golden retriever named Leia. Pete enjoys spending time with family and friends, working on home projects/renovations, and participating in sports such as mountain biking, snowboarding, kite boarding, and playing soccer with Tyler.

Pete was recognized by Nick Riccio, Vice President of Reading Jet Center, who says "Pete is an outstanding employee with a wealth of mechanical, fluids, and electrical knowledge. His eye for detail and safety are paramount in the aviation field. Pete consistently maintains a high level of professionalism, pride, and is methodical, systematic, and extremely thorough with everything he does. He is always willing to lend a hand and teach others and share his knowledge with fellow employees and clients. Clients are always asking, "Can Pete check this out for me?"

Thank you, Peter, for your high level of professionalism, teamwork, and dedication to Reading Jet Maintenance.

As the "Spotlight Employee", Peter received a \$100 gift certificate to dine at one of his favorite restaurants, Red Lobster. ♦

Congratulations!

ON YOUR NEW ARRIVAL



Congratulations go out to Aaron Schlosser, Dispatcher, and his wife, Karly, on the birth of their 3rd child. Brysen Paul was born on February 19, 2021 at 10:31 a.m. He weighed 7 lbs., 1 oz. and was 20 ½" long. Welcome to the Reading and Northern family, Brysen!



Congratulations go out to Ryan Trexler, Engineer/ Conductor, and his wife, Ashley, on the birth of their daughter, Kelsi Mae Trexler. Kelsi was born on March 8, 2021 at 6:56 p.m. She weighed 7 lbs., 10.4 ozs. and was 20.5" long. Kelsi just became a member of the Reading and Northern family!



Congratulations go out to Sam Hollock, Conductor, and his wife, Melissa, on the birth of their daughter, Leah Nancy Hollock. Leah was born on December 28, 2020. She weighed 6 lbs., 11.4 ozs. and was 18 ¾" long. Reading and Northern would like to give a big welcome to Leah!

Congratulations go out to Briar Stern, Passenger Facilities Technician, and his wife, Sarah, on the birth of their daughter, Brighton Eden Stern. Brighton was born on January 20, 2021 at 8:04 a.m. She weighed 6 lbs., 14 ozs. and was 19" long. Welcome to the Reading and Northern family, Brighton!



HAPPY BIRTHDAY

MAY 1.....SHAWN FREDERICKSON	JUNE 3.....CURTIS CIBELLO	JULY 10.....JOSHUA YOUPA
MAY 2.....TONY WEACHOCK	JUNE 4.....TRISHA VANDYKE	JULY 11.....JOSEPH MATUELLA
MAY 6.....JOANNE EVANS	JUNE 5.....ERIC QUIMBY	JULY 12.....DALLAS HUMPHREYS
MAY 7.....BRETZ FETTEROLF	JUNE 7.....TIMOTHY BARNES	JULY 12.....ERIC PETERS
MAY 9.....EUGENE S. BOYLE, JR.	JUNE 10.....PETER COLLINS	JULY 14.....MICHAEL BAILEY
MAY 9.....GORDON CLARK	JUNE 14.....JESS MORAN	JULY 14.....DALE HOMM
MAY 9.....DENNIS ROSOHAC	JUNE 15.....NATHAN WHITE	JULY 15.....ERICA KNIGHT
MAY 11.....DEANNA JOHNSON	JUNE 16.....COLIN GIPE	JULY 15.....DANIEL RAWLEIGH
MAY 11.....AARON SCHLOSSER	JUNE 18.....DENISE KACSUR	JULY 15.....DAKOTA REBER
MAY 12.....AMANDA COLLINS-WEST	JUNE 18.....HUNTER RICHARDSON	JULY 17.....MATTHEW COLLINS
MAY 16.....ALLY MCGINLEY	JUNE 19.....JERRY BINDER, JR.	JULY 18.....BENJAMIN BALTHASER
MAY 17.....RHONDA BUECHLE	JUNE 19.....MICHAEL PATTON	JULY 18.....CHASE CAPRON
MAY 19.....CHARLES TRUSDELL, III	JUNE 22.....ROBERT SHAULIS, JR.	JULY 20.....DARRELL MATZ
MAY 21.....CHARLES TRUSDELL	JUNE 23.....MICHELE DAUB	JULY 20.....NATHAN MENGEL
MAY 24.....LISA MATZ	JUNE 27.....CHRISTOPHER PETERS	JULY 20.....SAMUEL WILLS
MAY 26.....MARIO DEMARCO	JUNE 28.....IAN MCKEOWN	JULY 21.....TAMMY DEBKOWSKI
MAY 26.....RYAN RHODY	JUNE 28.....JOSHUA REHRIG	JULY 23.....CHRISTOPHER BOST
MAY 27.....CHARLES BURNETT	JULY 1.....JEREMY ATWELL	JULY 24.....DAVID HUTTON
MAY 28.....STAN NESTOR	JULY 1.....JOHN BYASSEE	JULY 25.....STEVEN KOLBE
MAY 28.....SIERRA WANAMAKER	JULY 3.....WILLIAM BUBECK	JULY 25.....KYLE SANDERS
MAY 29.....JEFFREY SONDAY	JULY 4.....BENJAMIN MEISER	JULY 28.....JAMES ALBA
MAY 29.....MICHAEL GRUBER	JULY 5.....TYLER GESCHWINDT	JULY 28.....FRANKLIN DAUB
MAY 31.....KATIE BONNER	JULY 5.....CHRISTOPHER NEFOS	JULY 28.....MICHAEL VOORHEES
JUNE 1.....THOMAS MORASKI	JULY 6.....JOHN DUBICK	JULY 30.....DARRIN KEIP
JUNE 2.....BRANDON KALBACH	JULY 6.....CONNOR HEDRICK	JULY 30.....ZACHARY SIMPSON
JUNE 2.....WILLIAM SOLOMON	JULY 8.....ERNEST HENRITZY, JR.	JULY 31.....SHAWN SLUSSER

Reading & Northern's Family Recipes

Refrigerator Jam

In keeping with the "healthy eating on a budget" theme as depicted in the Wellness Corner article, Sabine Fidler - HR Assistant, shares a recipe her family enjoys that is nutritious, inexpensive, preservative free, and easy to make. This recipe, found on thankfulexpressions.blogspot.com, calls for strawberries and rhubarb, but you can use any fresh fruit. This jam has no added sugar and is pectin free.

Ingredients

- 1 ½ cups strawberries
- ¾ cup rhubarb
- 2 tablespoons raw honey (or to taste)
- 2 tablespoons chia seeds

Directions

- 1.) Process all ingredients in a blender and refrigerate overnight. The chia seeds will gel, thickening the fruit puree.
- 2.) Add additional diced fruit in you like it chunky.
- 3.) Makes two cups.

We would like to encourage everyone to send us their favorite family recipes to sfidler@readingnorthern.com.

Wellness Corner

BY: SABINE FIDLER, HR ASSISTANT

Eating Healthy on a Budget

The novel Coronavirus crisis has not made the shift from 2020 to 2021 an easy one and continues to impact many facets of our daily lives. This pandemic has caused a wide range of challenges including the struggle for many families to provide nutritious food and keep their loved ones healthy. Planning a food budget and tips for shopping at the grocery store are two strategies to easily guide you from the supermarket to the kitchen while still getting the best nutritious “bang for your buck!”

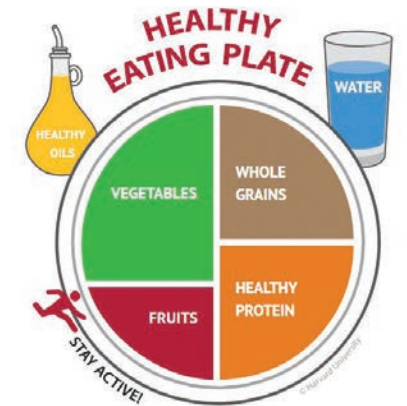
Knowing which foods to eat as part of a healthy diet can be difficult, especially for those on a fixed income. It is important to begin by establishing a budget and knowing how much of that budget will be spent on food. Planning meals around featured items on sale at grocery stores will stretch your food budget. The U. S. Department of Health and Human Services suggests the following budget-friendly tips:

- 1.) Inquire about loyalty incentives or discount cards at your local grocery store.
- 2.) Use coupons only for items you would typically buy anyway.
- 3.) Convenience comes with a price. Consider using store brands which are usually comparable to name brands but cost must less. Buying in bulk, grating your own cheese, and cutting up a whole chicken are just a few money-saving examples.
- 4.) If you are willing to do a bit more work, you can save money.
- 5.) Compare unit prices of items by checking the tiny stickers on the shelves to identify which brand is the best value.
- 6.) Concentrate on economical produce such as dark leafy greens, sweet potatoes, apples, oranges, etc.
- 7.) Only buy and cook what you need to reduce and eliminate waste and money.
- 8.) Tempting candy and snack foods placed at checkouts promote impulse buying. Most of those items are expensive and provide little to no nutritional value.
- 9.) Frozen vegetables are harvested and frozen at their peak, making their nutritive value similar to fresh but lasting longer, saving you money in the long run.
- 10.) Drink more water! Juices, sodas, and sports drinks typically have a high sugar and calorie content and are expensive. Drinking water provides your body what it craves with zero calories.
- 11.) Avoid eating out. Most eating establishments provide over-sized portions with expensive price tags. Fast food selections are typically loaded with excess salt, sugar, and fat.

We've all heard the saying, “It's too expensive to eat a healthy diet.” Creating healthy, nutritious meals is more affordable than most people think. Harvard's School of Public Health reports that one meta-analysis which examined price differences comparing healthy dietary habits and unhealthy dietary habits found that diets incorporating healthier food only cost about \$1.48 more a day. Before heading to the grocery store, consider the following:

- 1.) Create a meal plan for the week, make a grocery list, and only shop for items on that list.
- 2.) Plan some meatless meals. Plant-based meals are much more nutritious and more affordable than most meals which contain meat and fish.
- 3.) Buy food items that are satiating and keep you full longer. A bag of Cheetos is cheaper and less nutritious than a bag of apples but won't keep you satisfied very long, making you crave more food and ultimately causing you to spend more money.
- 4.) Whatever you do, DON'T shop on an empty stomach. You'll end up buying less than nutritious food and spend more money on your grocery bill.
- 5.) Be flexible with your grocery list. If you find food you enjoy that happens to be on sale, buy additional quantities and freeze some of it to use later. Some food, like meats, and some fruits and vegetables freeze well.
- 6.) Consider buying nonperishable family-sized food in bulk. Initially, the cost will be more but in the long run this will be more cost effective. Look at the per unit price on the shelf sticker and compare.
- 7.) Look for discounted food carts usually placed in the corner or end of an aisle. These carts usually display food or produce which is a day or two old but still edible. If you plan to eat the items within a day or two freeze them, you'll have saved some money.
- 8.) Include meals like soups, stews, and casseroles using beans and various types of vegetables. These meals usually contain more expensive food items and provide more portions, making them more economical per serving.

Creating an environment in your home where healthy choices are easy and accessible will benefit you and your family for many years to come. Taking care of your health while being mindful of your food budget will prevent astronomical health costs in the future. Personally, I'd rather spend more money now on quality food and produce than save money buying inexpensive food that lacks nutrition and is loaded with artificial ingredients and preservatives. The latter will ultimately result in costly healthcare costs in the future.



For more information, visit:

<https://file.anthem.com/105415ANEENABS.pdf>

<https://www.heart.org/en/health-topics/diabetes/prevention--treatment-of-diabetes/how-to-eat-healthy-on-a-budget>

<https://www.nia.nih.gov/health/10-tips-eating-healthy-budget>

<https://www.myplate.gov/tip-sheet/eat-healthy-budget>

<https://www.hsph.harvard.edu/nutritionsource/strategies-nutrition-budget/>

**Reading Blue Mountain &
Northern Railroad Company**

PO Box 218

Port Clinton PA 19549



January 1, 2016, Daren Geschwindt was on hand at Port Clinton to catch the first train leaving for Humboldt Industrial Park. Left to right are Tyler Glass, Conductor Jeff Knadler, Engineer Bill Riegle and Tom Cook.