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Reading and Northern Posts Record Volumes for 2014

Port Clinton, PA, Jan 8, 2014 ---- Reading and Northern Railroad announced today that it achieved record-breaking carload volumes and revenue for 2014.

In 2014 the railroad handled 24,365 carloads which surpassed the previous record achieved in 2011, and represents a 3.2% increase in total carloads compared to 2013. This achievement is especially impressive considering the 21% decline in the anthracite coal unit train business, which fell due to severe price competition from foreign coal producers. However, the substantial drop off in unit train coal business was more than offset by 7% increases in domestic coal carloads and merchandise carloads. Reading & Northern's merchandise business, which consists of a diverse mixture of commodities including wood pulp, paper, metals, food products, plastics, forest products, chemicals and minerals, comprises close to 80% of Reading & Northern's total traffic.

"Our record breaking volumes for 2014 are the result of our philosophy of putting our customers first" said Andy Muller, Jr., CEO and owner of the Reading and Northern. As proof of the railroad's commitment to its customers, Muller noted that in 2014 Reading & Northern met its goal of serving all customers within a two-hour service window 99 percent of the time!

"Obviously we could not have achieved this growth and exceptional customer service without the hard work of the 180 plus men and women in the Reading & Northern family" said Wayne Michel, President of Reading & Northern. Michel also attributed the railroad's success to being privately-owned with an entrepreneurial perspective that enabled the railroad to react quickly to changing market conditions. "As a result of our local ownership we are able to invest quickly in new facilities for ourselves and new customers to the railroad. These new facilities and new customers enable our company to grow our business. And our commitment to excellent service keeps our existing customers happy." said Michel.

As an example of Reading & Northern's investment in new facilities Michel pointed to the development of new transloading facilities at Cressona and Penobscot. These terminals have been very successful and resulted in substantial business growth on the railroad. In recognition of the development of these terminals Reading & Northern was awarded the American Shortline and Regional Railroad Association marketing award in 2014; winning this prestigious award for the second time in the last five years

Reading & Northern's sister company, Lehigh Gorge Scenic Railway, also had a record year reporting that over 72,000 visitors rode on one of its many steam or diesel-powered excursion trains.

Reading & Northern Railroad, with its corporate headquarters in Port Clinton, is a privately held railroad company serving over 50 customers in nine eastern Pennsylvania counties (Berks, Bradford, Carbon, Columbia, Lackawanna, Luzerne, Northumberland, Schuylkill and Wyoming). It has expanded its operations over the last 20+ years and has grown into one of the premier railroads in Pennsylvania, – having been named Regional Railroad of the Year twice. Reading and Northern operates both freight services and steam and diesel powered excursion passenger services through its' Lehigh Gorge Scenic Railway, owns over 1000 freight cars, and employs over 180 dedicated employees.

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