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#### **COVER PHOTO**

Santa Claus himself on board the 425 bringing record numbers in 2019 for the Reading & Northern Railroad!

#### **EDITORS**

**JOLENE BUSHER • SABINE FIDLER • TAYLOR HAUPT** 

ALL PHOTOS ARE THE PROPERTY OF THE RAILROAD UNLESS OTHERWISE MENTIONED. THIS MAGAZINE IS PROUDLY PRINTED ON RECYCLED PAPER.

#### **KEEPING ON TRACK**

#### BY: WAYNE A. MICHEL, PRESIDENT

Wow!

What more can I say. Another year of record breaking achievements.

Six percent carload growth while the entire national railroad industry reported a five percent decline.

Double digit revenue growth.

31 new hires.

236 new freight cars.

24,000 new ties plus a rail train.

2 new F-unit engines.

New warehouse and new transload facility.

Record number of excursion passengers.

You can read all about it in the trailing articles and see photos of our amazing crews at work.

None of this is possible without a lot of help. First, kudos to our amazing people in the field and the great support staff at Port Clinton and around the railroad. Also a big shout out to the great group of managers at RBMN. Most of our managers are home-grown and thus fully inculcated into the RBMN culture. For that culture we need look no further than our visionary leader Andy Muller, Jr. It's Andy who constantly reminds all of us that the customer comes first and the customer has many options. He tells us we have to earn our customers business every day. He constantly invests in the railroad so as to improve our customer service. By both word and deed Andy reminds us that we exist to service our customers, both on and off-line.

We also have to thank our friends at our connecting railroads, especially Norfolk Southern. NS has repeatedly stepped up to help us with our Coal business growth and also with improving efficiencies for our customers. As NS goes through its PSR transition we appreciate how it has kept us in the loop and worked with us to ensure no adverse impact for our customers. We look forward to continued growth of business with NS.

We have suppliers and contractors too numerous to mention that are critical parts of our team. Whether it be lawyers and accountants or the many companies that assist our track gangs, all of their work and effort is appreciated.

We have our families who oftentimes put up with long hours and late night phone calls. On behalf of all of our employees



let me thank all of the spouses, parents and children for your support and encouragement. It is appreciated and needed.

Finally, we come back to our customers. Thanks to all of you for giving us the opportunity to meet your needs. Thank you for helping us to understand your business and your transportation needs. Whether you be one of our small receivers or shippers or one of the many huge companies we serve, we thank you. Whether you be a family-owned enterprise or a Fortune 100 multi-national corporation, we thank you.

In the final analysis railroading isn't that difficult. Take care of your employees and your customers. Do that and you will keep on track.◆



#### FOR IMMEDIATE RELEASE:

#### Reading & Northern Reports Record Growth

Port Clinton, PA - January 8, 2020

Reading & Northern Railroad (R&N) had another In addition, R&N has significantly grown its anthracite banner year breaking previous records for carloadings, freight revenue, and excursion ticket sales.

Despite the fact that the national rail freight industry suffered a 5% decline in traffic. R&N had a 6% increase in carloadings. R&N ended the year hauling over 34,000 carloads, a 2,000 carload increase from 2018. Revenues were up by double digits as a result of Another area of big growth was R&N's transloading transit time for our customers.

Traffic numbers would have been even more robust if not for the loss of 1000 carloads of export anthracite coal business. That reduction was more than offset by the fact that 20 existing on-line customers increased their rail business by over 10%. The fact that half of R&N customers significantly increased their use of rail is due in large part to the phenomenal service provided by R&N. Since R&N implemented its guaranteed service program offering every customer a guaranteed two hour service window and 5 day a week minimum service, R&N has met that schedule 99% of the time. R&N also offers extra services for little or no fees and R&N is confident that its extensive passenger program reasonable demurrage and storage costs.

Traffic numbers will only increase in 2020 as a number of industrial development projects begin a full year of service. R&N had two significant new customers come on-line in the 4th quarter at the Humboldt Industrial

coal business by working with offline steel mills and our interline partner Norfolk Southern Railroad. With more on-line coal facilities and production starting Pennsylvania anthracite, R&N anticipates significant growth in the coal business for years to come.

changes in traffic mix and implementation of strategies and warehouse business. 2019 marked the first year to increase R&N length of hauls in order to reduce in operation of R&N's owned and operated warehouse in Ransom. Business exceeded expectations as many customers chose R&N to store and ultimately forward by rail OR truck their goods. At year's end R&N also opened its new West Hazleton transload site, which is already handling substantial carloads of coiled steel.

> R&N and its sister company, Lehigh Gorge Scenic Railway, increased its ridership in 2019 as over 143,000 people used one of R&N's many passenger train offerings. This accomplishment is more noteworthy given that R&N shut down its LGSR operations in Jim Thorpe in November due to a tax dispute with the Borough's council. While that issue remains unresolved will thrive in 2020 with new offerings and new

The continuation of growth year after year at R&N reflects the hard work and dedication of nearly 300 men and women. As R&N continues to grow it continues to powered excursion passenger services, owns almost Park in Hazleton that will grow the carloadings add and promote its employees. In 2019 R&N hired 31 substantially in 2020. There are a number of other people to help manage the freight business. R&N also employees. Reading & Northern has repeatedly been industrial projects in the pipeline that should begin gave all of its hourly employees six bonuses during the honored as one of the premier railroads in the nation.

course of the year; each one equal to one percent of the employee's annual pay.

In addition to investing in its employees, R&N also heavily invested in capital assets in 2019. Under the direction of entrepreneurial owner/CEO, Andy Muller, in 2020 and more steel mills signing up to receive Jr., R&N purchased 236 rail cars (mostly for anthracite coal service), 2 F-Unit locomotives from NS, a welded rail train and 24,000 ties. R&N also continued its investment in its Nesquehoning Bridge project, which is expected to open for business in the first quarter of 2020. By the time the bridge is completed R&N will have spent over \$4 million of its own capital to build this critical link in the northeastern rail system.

> "We are committed to growing our business. Growth is good for our employees, the communities we serve and the customers we service. In order to grow we must invest in our railroad and our employees and I will continue to plow our profits back into taking care of our employees and the railroad." said Andy Muller, Jr.

> 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-1,300 freight cars, and employs nearly 300 dedicated

#### Year End 2019

BY: DANIEL R. GILCHRIST, EVP MARKETING & SALES

As I look back on this year I realize I have a unique perspective at this time.

I started working for RBMN almost exactly twenty years ago as I write this. Prior to that I worked for Conrail for twenty years. That is forty years of working for the railroad and all of that has been in sales and marketing. Forty years of developing new business with new customers and also working with current customers to grow and maintain their business on the railroad. This work has also required me to work with a lot of other railroads over the years too.

Have I seen it all after forty years? No way - but I have seen a lot. I have seen railroads push business away because they did not want to invest in cars or track or service. I have seen trains annulled because they did not have enough cars on a particular day. I have seen service cancelled to a customer for one reason or another and the only way the customer found out was when they called asking the railroad what happened to their service. I have seen railroads supply poor quality railroad cars to customers and then blame the customers for loading

Many years ago I recall a discussion with Andy Muller about one of our customers requesting a second switch later on the same day to help them out of a jam. My railroad experience had always been the answer was no and even if the railroad could do it the extra fees to do so would be substantial. Andy surprised me by pointing out that if our customer's business was so good they needed an extra switch why was that bad news? That does not mean you can always accommodate that kind of request, but if we can we certainly will do it.

2000, but maybe it should not be that surprising especially for an old sales guy like me. If a customer asks you to do something - just try to do it. Sounds easy but nobody else I know of has scheduled delivery times for rail and meets them 99% on time. Nobody else I know will take a call from a customer who needs an unscheduled switch and tell them no problem and then tell them when we will be there. Nobody else I know of calls the customer to tell them if there is an issue that will require their service to be delayed and then update their arrival time.

Meanwhile we just had another record year of volume growth on the RBMN Many current customers grew their rail business substantially and we located a new batch of customers as well. Business has started at the new CSC plant in Humboldt and construction is well under way for the new IRIS plant for start up next summer. We are off to a great start on our new business that began last November with IVACO to handle their steel coils in transload service. We invested in new equipment to transload coils from rail to truck and set up the Hazleton transload site to handle this very promising new business. Track work is also now under way for Crossroad Beverage, our newest customer to get hooked up to the railroad with new rail business expected to start later in 2020. Meanwhile we continue to work with our partners at CanDO and Penns Northeast and have several other development projects active for the new year.

There are other examples of successes in this issue from Rian, Bill and Daren as well and most of them probably started with a request by a customer (or potential customer) to do something for them ....and we just tried to find a way to do it. We can't always do what they want of course.... But our success shows that we Part of me is still amazed at the success we have had since I started in January often can! If we can keep doing that we will keep being successful.

#### **Forest Products Year** in Review 2019

BY: RIAN I. NEMEROFF. VP FOREST PRODUCTS

Customers make the cash register ring! I was just at Famous Fourth Street Delicatessen in Philadelphia where they have two old relic cash registers on display. Millennials and Gen Z's busy counting their bitcoins or other cryptocurrency may be wondering what the heck is a cash register? Nonetheless, most of us keep track of many things. In business, key measurements are sales or production and at the RBMN we measure carloads and revenue closely. The

Successful sales and marketing professionals tend to be extremely competitive and yours truly is no exception. At the RBMN like most railroads one of the key performance indicators we monitor and measure closely is carloads. I am pleased to report with no embarrassment that Forest Products carloads continues to lead all other business groups at the RBMN. For the full year we came in at 10,705 carloads, a growth of 7.5% from 2018! And this was achieved while losing three customers that curtailed or closed operations on RBMN in 2018 that had negative 2019 comps of 309 cars that had to be surpassed. In the aggregate, Forest Products accounted for 39% of RBMN carloads excepting

At the RBMN in Forest Products we operate in the sweet spot of the market pulp industry because we serve the quality tissue sector. We also operate in the sweet spot of the paper industry because we serve the containerboard sector. RBMN is now providing rail service to five receivers (six corrugators) of pulpboard rolls. We are blessed to not have a reliance on declining Forest Products businesses such as newsprint, directory paper, printing paper, or recycled paper. We had the good fortune of a replacement corrugator that kicked-in in the second half of the year with growth of over 500 railcars, the equivalent of a New good-sized customer. Lastly, we also had a brand-new customer commence operations in

When I think about the business I see four distinct customer size segments global economy and trade war concerns! within Forest Products:

Size Segment	Customers	
Greater than 1,000 cars per year	2	
Greater than 500 cars per year (less than 1,000)	4	
Greater than 100 cars per year (less than 500 cars)	4	
Less than 100 cars per year	4	

There is an expectation that one customer will vault into the greater than 1,000 cars with full year activity possibly in 2020 but definitely in 2021. I want to underscore that All customers regardless of size are important to me and RBMN!

Forest Products started the year with a spot move from a non-customer that accelerated our Ransom warehouse start-up. We extended the lease of the former Old Forge warehouse facility and had product in both locations to meet the needs of the customer to receive product from multiple origins and shipped to multiple destinations many that were not even in the original plan. The beauty of this arrangement was both inbound and outbound rail shipments. We even employed the RBMN fleet to ship to a destination that could not receive long or high cube boxcars.

Another useful segmentation of Forest Products at RBMN is how many customers are in each segment:

Forest Segment	Customers
Pulp	2
Paper	8
Wood	4

This shows the preponderance of our business concentrated in the paper, or containerboard sector and specifically, paper packaging commonly referred to as including the Amazon effect. We serve six customers working to fill the demand for corrugated packaging.

Forest Products ended the year with the gift of a new customer in the Humboldt Industrial Park. This customer came complements of an effective Industrial Development process led by Dan Gilchrist, RBMN's Executive Vice President. The switch and track were installed before the snows started in the Fall season at the top of the mountain in Hazleton where winter starts early and snow is

Brad Handling, RBMN Transload Manager unloading an inbound boxcar of wood pulp for storage at the Reading Railroad Transfer's Ransom facility. prevalent. This customer installed a high speed, high technology corrugator and received their first car of pulpboard in November. In December we delivered an additional 23 cars and have big plans for 2020 carloads.

This is not to say that all of these segments are firing on all sixteen locomotive cylinders. The wood products business on RBMN is in a decline from last year and the prognosis for 2020 is not particularly promising at this time. Carl Ice the specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result, the score, Specific register-type or calculator is not as important as the result. edition, "the housing market is flat with muted growth." Jim Squires the CEO of Norfolk Southern said in the same publication that, "more and more of our business is subject to competitive pressures from non-traditional competitors or from product and geographic substitutions." One of RBMN's wood customers is now sourcing wood from a non-traditional source, specifically Europe, that is being landed at the ports of Philadelphia and Baltimore, and then trucked to destination, all adverse to rail.

> The term customer I refer to up to this point is only the on-line customers to whom we provide rail service. In addition, we pay keen attention to major shippers including travelling to North American headquarter locations of companies such as Domtar, International Paper, New Indy, Resolute, and WestRock. I plan to expand this list in 2020 to include other Fortune 500 locations that ship to RBMN customers.

> An interesting exercise to share is to measure RBMN Forest Products results to the Class I railroads and in particular NS, CSX and CP. Using data ending November 30, 2019 North American RR Forest Products carloads were down 5.4%. Individual railroad NS was down 6.5% but CP was up 5.1% (both RBMN direct connections) and CSX was up 1.9%. This compares to RBMN Forest that was up 7.5% for the same time period. A final comparison is to the RailConnect short line composite that has Forest Products declining by 4.5% in 2019 versus 2018. Clearly, we are doing many things right at RBMN in spite of a slowing

> We invite you to check us out and experience what we are doing right. We provide scheduled service windows that are designed with customer input. We provide demurrage rates that are among the lowest in the industry. We provide extra switching service during the day and weekends for no added customer cost. We provide helpful industrial development support. We provide low cost switch and siding installations. These features, that some might say basics, are what we are doing right for our customers and are available for you! Please give me a call and put me to the test!



delivering the first loaded railcar of paper from International Paper Company

to CSC PA West Hazleton, PA.



The year 2019 has been an exciting year for the Transload Department. store 160 carloads, and we were happy to be able to help them out. By The lead-up to the excitement actually began at the end of 2018 with mid-summer we had completely filled the new Ransom warehouse for the purchase of our 83,000 sq. ft warehouse in Ransom, which is more a second time. This material would be stored for two to three months, than double the size of our previous warehouse at Old Forge, PA. As and then be shipped back out. we headed into 2019, we owned the building, but the previous owner Another new development was the purchase of three new dry van was leasing a portion of the space through the end of January, while trailers, to complement our fleet of flatbed trailers. In June it was they transitioned to their new home. The building also came with all of the previous owner's contents, which would need to be cleaned out, in and auctioning off all of their equipment. Brad Handling and I attended order to create usable space.

received a call from a new woodpulp customer, looking for a place to of dry van trailers, allows us to pursue new transload opportunities, warehouse over 125 carloads of woodpulp. The race was on to get the and be able to offer a complete logistics solution to the customer. space ready in time for the arrival of the cars in January. The transload staff would be very busy throughout the first quarter of 2019 clearing an opportunity to handle steel coils. This project originally started as an the new space, and unloading inbound cars and to fill both the Old effort to extend a rail siding to a company in the Humboldt Industrial Forge and Ransom warehouses.

By April the warehouses were full, and our new customer started to sought to find another option, and setting up a transload was the logical ship their woodpulp out of the warehouse to fill their orders. We knew from the beginning, that this customer only needed to store the material for a few months, and throughout the second quarter we were busy For several months, we worked with both the shipper and the receiver filling orders to load outbound railcars and trucks, which would ship to work out the details. to various locations.

conversation, it quickly became clear that they actually needed space to owned near the West Hazleton crew office.

announced that New England Motor Freight was going out of business, the public auction at their Lehighton truck terminal, and were pleased The excitement started almost immediately, when Rian Nemeroff to be able to purchase some great trailers, at a good price. The addition

> The second half of the year would bring more excitement in the form of Park. After determining that this would not work for the customer, we solution. While this sounds simple, there would be a lot of details to work out, and investments to be made, in order to bring this to fruition.

The 6000 lb. coils would ship in gondola cars, get unloaded at our By early summer, one of our long-time woodpulp customers called facility, and then get trucked the short distance to the plant. In order asking if we had space to store 60 carloads of woodpulp. After a brief to make this work, we built a new transload pad on property that we



We would also need to purchase a piece of equipment in order to unload the cars. Several options were considered, and it was ultimately decided that a CAT Material handler would be the best machine for the job. A material handler is essentially, a large excavator, but with one key additional feature, the ability for the cab to hydraulically elevate.

This machine was perfect for the job, because it could handle the weight, and the elevated cab would allow the operator to see into the top of the gondola while unloading the car. In order to pick up the coils, we also needed a C-hook attachment. Our shop was able to fabricate the attachment for picking up the three ton coils. With the equipment in place we set to work building an unloading pad. Stone was trucked in, and a 27,000 square foot pad was built, on property adjacent to our West Hazleton office. The final piece of the puzzle is to use one of our flatbed trucks to move the coils from the transload to the plant.

With all of the pieces in place, we were ready to do a test. In November the shipper sent two cars as a test move. On Monday November 25 the cars were successfully unloaded at our new pad, and the coils trucked the three blocks to the plant. Following the successful test, cars started regularly moving to the new facility, and all indications are that this will be steady business for years to come.

The year 2019 certainly has been one of the most exciting years in my twenty five year career at the RBMN, and I can't wait to see what the New Year has in store.◆





#### 2019 Year Results Anthracite Marketing

BY: BILL CLARK, SENIOR VP COAL MARKETING

2019 was a challenging year for the Anthracite business. Our volume was down 15% compared to 2018. The entire volume reduction was due to the loss of one customer's export move. Even so, the total number of carloads RBMN handled in 2019 is still 32% higher than 2017.

While the number of cars moved is important, our revenue is far more impactful. Even though carload levels were down from 2018 to 2019, revenue was up! A more favorable mix (fewer low revenue export loads), increases in our existing revenue and new business combined for a 20% increase in revenue. By reaching out to the steel industry, and developing rail-truck transfer centers, we have been able to double coal revenue from 2016.

2019 was a building year for the coal business group; we added 6 new destinations and expect to see significant increases in volume and revenue in 2020. Almost all this business is being handled thru rail-truck transfer center.

Together these new customers represent in excess of 100 carloads per month of new business! There is more to come. We have identified several new opportunities with steel mills and zinc processors that could significantly further opportunities to grow our business.

In order to better capitalize on this growing market, Jim Cerulli joined the Our working relationship with the Coal Business Group at Norfolk Southern RBMN, and his deep understanding of how RBMN serves its' customers will be invaluable as he coordinates with our mines. Jim will assist in on and off-line marketing and will manage coal operations.

For 2020 we are focusing on 3 major growth areas;

- 1. Construction of a new on-line loading facility which will allow non-RBMN served Anthracite mines to utilize rail to more economically serve their customers. The new loading site will open up 100,000 -150.000 tons of additional Anthracite for RBMN.
- 2. Expand our domestic market thru rail-truck transfer centers. We have identified new customers in the Southeast. Midwest and Southwest who could reduce their carbon cost by utilizing rail-to-truck transfer centers. We will focus on growing this business segment in 2020.
- 3. We are also focused on bringing rail service direct to mini-mills whenever practical. Eliminating the cost (and logistical headaches) of relying on transloads is the most effective way of growing a sustainable, long term business. There are 2 opportunities we are focused on in 2020. If we can develop a cost-effective model that works, there are other destinations where we can expand.

In addition to these specific marketing efforts, we will continue to evaluate our equipment needs with Dan Puksar, AVP Mechanical. We have grown our fleet increase rail shipments. Additionally, the export market, while volatile, offers to 1,400 coal cars and expect to acquire more railcars as our market continues

coal marketing group January 1st. Jim's experience in managing operations at is excellent and we look forward to deepening our business partnership in the new year. We are in discussions with CSX, UP, BNSF and KCS on how we can expand rail shipments of Anthracite into markets served by these railroads.

> We expect 2020 to show double digit growth in carloads and revenue and look forward to many more years of growth as "The Road of Anthracite".

## 2019 Car Fleet Year in Review

#### BY: MICHAEL SHARADIN, AVP EQUIPMENT

some exciting additions to our railcar fleet. Over the course of the summer and early fall, RBMN purchased a total of 236 railcars. The acquisitions consisted of 100 aluminum bottom-dump hopper cars, 125 aluminum rapid-discharge hopper cars, and 11 steel low-side gondolas. The 225 hopper cars will be used in our anthracite coal business, and the gondolas will be placed in Maintenance of Way service.

The acquisition of the 225 hopper cars was made in part to handle unit train business going to Fairless Hills, PA and Leetsdale, PA. As demand grew last year, it was evident that more equipment was needed in order to fulfill our customers' needs by the end of

We also realized we needed to begin replacing some of the aging cars in our fleet. Throughout 2019, our mechanical department began doing evaluations of our fleet. The evaluation was basically a report card for each railcar. Grades were assigned to different components of a car, such as the condition of the car's body, pockets, doors, etc. By evaluating the fleet in this manner, we were able to get a better sense of which cars were worth repairing and which cars were candidates for replacement.

As you can see, the need for purchasing additional equipment was there, but the price had to be right as well. We were able to find these cars as they were coming off lease. The car owners were eager to either sell these cars, because their other options were either to put them in storage or to scrap them. As a result, we were able to purchase them at a good price.

In 2019, the Reading & Northern Railroad made Everything lined up perfectly and we began receiving the cars in August. The aluminum bottom-dump cars were needed immediately, so they were put in service first. We were able to put some of the rapiddischarge cars in service before the weather turned. We'll resume work on them come springtime. The gondolas are currently being used by our MOW department and they'll be painted in the spring as

> This year we'll continue to evaluate our fleet and look to upgrade when the need is there, and the price is right. As the larger, Class I railroads continue to right-size their fleets, they're putting hundreds of thousands of railcars in storage. At some point they're going to want to get rid of some of these cars. Some financial institutions, such as Wells Fargo and Citigroup, also own large groups of railcars. With lease prices dropping in 2019, they're not making as much revenue as they had in years past. As a result, they could also be ready to sell off more of their railcars as well. So we could see a surplus of available railcars in the market this year, likely at good prices.

> The bottom line is in 2019, we took some big steps to upgrade our railcar fleet. If demand continues to grow, there should be some nice equipment in the market available to purchase. As the railcar supply and demand becomes clear, I'm excited to see what 2020 will bring us. ♦





#### FOR IMMEDIATE RELEASE:

#### Reading & Northern **Expands Coal Marketing Department**

#### Port Clinton, PA – December 18t, 2019

Reading & Northern Railroad, known as the "Road of Anthracite", today announced the expansion of its Coal Marketing department.

Effective January 1, 2020 Jim Cerulli is joining the team as VP - Coal Marketing. He joins Bill Clark, Senior VP Coal Marketing, Mike Sharadin, AVP - Equipment, and the customer service staff who handle all RBMN's business under VP Customer Service Susan Ludwig.

In his new job Cerulli will take the lead on dealing with the coal shippers along the RBMN rail system. He will manage the coal service network, car supply for the shippers, relations with the shippers, and development of additional on-line coal facilities. Clark will focus on growing the business with an emphasis on domestic steel mills. Clark will also take the lead on relations with other railroads, primarily Norfolk Southern. Sharadin will be responsible for all rail car related issues on the railroad with a strong emphasis on making sure that the railroad's extensive fleet of coal cars is kept in good operating condition and available for use by RBMN

"Coal has been the backbone of Reading & Northern from the day I purchased the coal lines from Conrail nineteen years ago. Thanks to the efforts of Bill and our team we are now positioned to enjoy significant growth in the coal business. Once again we are showing RBMN | Jim Cerulli joined RBMN in 2015 in the Transportation in the nation. ♦

is the Road of Anthracite." Said Andy Muller, Jr., CEO/ Department as Operations Administrator. He was Owner of RBMN.

Commenting on the changes, Wayne Michel, RBMN's President said. "Since Bill Clark joined our team we have been able to make great inroads into the domestic steel industry. Today we are positioned for substantial growth. In order to accomplish that growth we needed more resources. While Bill focuses his efforts on working with the steel mills and other users of Pennsylvania anthracite, Jim will focus on making sure we do everything needed to help the anthracite producers get their coal to market." Michel noted that Clark, Cerulli and Sharadin will all report to him.

Before joining RBMN as Senior VP Coal Marketing, Bill Clark had a long career in the transportation industry. Clark had significant business development experience working for regional railroads as well as 14+ years at Norfolk Southern working in its coal marketing and operations groups. He left NS to join PPL (Pennsylvania Power and Light) as Director Coal Logistics; managing a large coal fleet to PPI's power plants in Pennsylvania, Maryland and Montana. Since he joined RBMN three years ago RBMN's coal revenue has doubled and its business to steel mills has grown significantly. Bill and his wife, Judy, reside in Bethlehem and are the parents of two grown daughters.

quickly promoted to Director of Operations and most recently AVP Operations Planning. Prior to joining RBMN Cerulli was a high school history teacher. He graduated from Misericordia University. Jim resides in the Northern Coal Region near Scranton, PA with his

Mike Sharadin joined RBMN in 1996. He has had a wide variety of positions during his tenure having served in the Operations, Maintenance of Way and Marketing departments. He graduated from Muhlenberg College with a degree in Business Administration. He and his wife Jennifer live in Pennsburg with their children.

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 well over 30,000 carloads of freight and 120,000 excursion train riders over 340 miles of track. Reading and Northern operates both freight services and steam and diesel-powered excursion passenger services, owns almost 1,300 freight cars, and employs over 200 dedicated employees. Reading & Northern has repeatedly been honored as one of the premier railroads

#### Car Shop

#### The year 2019 was a busy year in the Car Shop, with the addition of 236 cars, a second shift crew being hired, and three inspection pits being constructed in the shop.

With the increase in business throughout the industry the need to purchase addition railcars became a priority for the RBMN this year. Mike Sharadan our AVP of Equipment did an excellent job locating quality cars that met our needs. from Rapid Discharge cars to Aluminum Bottom Dumps, and even Mill Gondola's. With Andy's blessing the mechanical department flew out to inspect a variety of cars, picking out only the best. Once the cars arrived at our facility it was all hands on deck to get the cars ready for RBMN service. A new paint scheme was designed for each series of maintenance performed to the new fleet.

When you look at the addition of the car fleet you think about how exciting it is to do this much of how you are going to maintain an ever growing Devin Oswald. They are being led by Ben Leonti, year and expect next year to be no different. •

we bring in sub-contractors? Or do we hire and strives to achieve nothing but the best. add on to our own man power? With hiring on With all this growth it was time to take a look a place to work and a paycheck to bring home.

Carmen on first shift, a second shift would be put in place. A crew of three Carmen would be needed. a foreman, and two laborers/welders. The requests Barrel, our HR director, filtered through dozens of car, decals needed to be installed, and preventative applications to find the best fit for our department. With a little help from a class 1 railroad that just so happened to furlough quite a few Carmen, it shop. made the search a little easier. Ultimately we hired In closing I expect 2020 to be just as big, if not

fleets starts to sink in. Do we sub out repairs? Do a fabricator/welder and an excellent leader that

new personnel you make a commitment to those at the shop itself. The question became will our individuals and their families that they will have current facility handle the needs for our internal customers? The realization that we needed After a meeting with Andy, it was clear that was a to upgrade the shop set in fast. The need for commitment he was willing to make. So the search inspection/repair pits, new track, and a cleanout spot became obvious. Working with our secret We decided that with limited space for additional weapon, our in house contractor Randy Reber, and a mechanical department that is shelf sufficient to a fault, the fun began. Concrete was removed, old track taken out, and pits dug. A hard deadline of to hire were submitted and approved and HR got to January 20th was put on the guys, this left us with work. Dan Puksar, our AVP Mechanical, and Kyle a little over a month to complete a rather major project, this wasn't a concern for all involved. Work is on schedule and the Carmen couldn't be more excited to have some upgrades done to the

business that you need to add on. Then the reality two former class 1 Carmen, Mark Harris, and bigger than 2019. We had a very busy and fulfilling

# Closing Out Another Decade Maintainer Zachary Baker and Graham Hantz work to install the newly installed batteries and solar panel at

BY: IONATHAN BARKET, VP COMMUNICATION & SIGNALS

railroad was doing the same.

While following along very closely in RBMN's footsteps and Signal department finished off an extremely busy 2019. Not only did we support nearly each department throughout the year, but we charged on with safety upgrades and technological advances throughout the system.

Kicking the year off, we entered into an agreement to begin the replacement process of our current twentyfive year old dispatching system. The plan is not only to replace the aged system, but also relocate the dispatcher to help cut down on distraction, have better focus, and ability to have multiple dispatching desks for future expansions. The new dispatching room was remodeled with a new floor and custom built desks thanks to our Facilities Department. When the room was completed, C&S Department crews came in and began running all the necessary cabling, backup power supplies, and servers to run the new system. While all the work was being done physically to the room, many meetings were taking place with our programming vendor to insure the custom built system met our expectations, is much more environmentally friendly with less paperwork, as well as streamlining many different tasks that our dispatchers have to do today. We are in the final stages the coming months.

Winter is a critical time of year for the C&S Department. With our shop in Cressona, we are able to work inside were busy building many different bungalows, cases, and signal equipment for the very busy construction upgrade at Lehighton Road in Tannery Pennsylvania. We removed all the old equipment which was just flashers and probably the most antiquated electronics on the railroad, and replaced everything with flashing lights and gate arms, state of the art electronics, and at unauthorized movement onto the Main Line by not track crossing. To allow for the new signal upgrades,

As most individuals were winding down 2019 and Following very close to the Tannery Project was a excited to welcome 2020, the Reading and Northern project that was several years in the making. Working with the Delaware and Lehigh National Heritage Corridor Inc. and MOW, we not only upgraded with record breaking news, the Communication another crossing, but added a new, entirely separate pathway crossing. At Middleburg road we once again replaced aged equipment and electronics with new flashing lights and gate and state of the art equipment for both the roadway and pathway crossings. This crossing addition allows the new D&L hiking trail to be linked from one side of the railroad to the other offering a smooth path over the railroad along with protection to hikers and bikers.

Looking back to the end of 2018, we were wrapping up installation of more signals between Reading and Port Clinton. Throughout the winter we continued the project by terminating all our wires and cables, completed programming for each location, and started turning on power to each location. As the summer went on, we worked with the MOW department to finish all the necessary insulated joints required for the signal system. By the end of September, we were able to place in service a portion of the Main Line between Mohrsville and Rick adding another roughly ten miles of signaled territory. This not only allows for ease of movement and additional volume of traffic between the locations, but it adds an incredible amount of safety. We are continuing to install, program, and test the next phase of the project between Mohrsville and of this major project and look forward to a cutover in Port Clinton with a hopeful cutover sometime this

C&S Department finished out 2019 strong by getting ready for yet another large scale project. After the prepping for the summer projects. Last winter we completion of the new Nesquehoning Bridge Phase Two, we began preparing for installations of at least three additional interlockings in the area by installing season. We started off with a full replacement and two runs of conduit for cabling and power across the new bridge. Even though the project for C&S is not technically started yet, we are more than prepared when the time comes. This will be an exciting area as it takes shape.

As most everyone knows, the railroad works 24/7 the same time adding to the safety of the signal system and for the first time in the railroad's history, we have by installing an electric lock at the newly refurbished a signal department that has regularly scheduled Tannery switch. This electric lock will prevent any employees seven days a week. This was a very large and necessary accomplishment for the department. allowing the switch to be thrown. Maintenance of Way With the additional territory, monitored locations, and C&S personnel worked closely to get this project and more crossings, we are able to provide coverage, completed with the refurbished switch, realignment of not only for the railroad, but also the customers seven the siding track, and a brand new surface for the two days a week. With this type of scheduled staffing, we are now able to support any other department any day ten locations between White Haven and Independence of the week along with repairing any problems that had to be reprogrammed, installed, tested, and placed may arise and complete the additional testing that is back in service. Not only did this help upgrade the required. We are well prepared for what the next year, signal system, but it allows for much better reporting and decade has in store. So here is to roaring into the of trouble and train locations back to our dispatching 20's with many exciting upcoming projects and clear signals. Stay tuned.♦

















#### Operations Year in Review

BY: TYLER GLASS, EVP OPERATIONS

daily basis to make it all happen.

record year in 2019.

We ended the year with a 99% on time obligations. Our dedicated and well trained personnel go out of their way The train crews also work closely on a met on a daily basis. It isn't always department and the car shop teams. an easy task as weather and other Our employee development was our day to day operations.

warehouse to our Pittston area conductors to dispatchers and trained operations. Towards the tail end of three passenger conductors. Jim the year we integrated two additional Cerulli moved from the Operations customers to our Hazleton/Humboldt Department management team into operations, one of those being the to the Marketing Department to West Hazleton Transload facility.

special shift requests that required business needs changed quickly. It and day to day train operations. often feels like playing a never ending I would like to thank every conductor, not an option.

Maintenance of Way has been an in the success of the department excellent support throughout the As the year 2019 began to close it was a very well maintained railroad, Infrastructure at North Reading Yard locations.

more signaled railroad. We added as a company.

Well 2019 has come and gone so another piece of signaled territory on that means it is time to look back a ten mile section of the Main Line on all that has happened in the past between Shoemakersville and North year. It was another successful and Reading. They are also well on their excitement filled year and the fine way to adding six additional miles on folks in our department met every the main line, which is scheduled for challenge that came their way. Our completion in 2020. A new dispatcher operations continued to evolve and center is also close to completion and our continually growing customer will be featured in the next magazine. base meant for plenty of work to go The Engine house continues to work around. It is also important to note at a high level to keep our ever growing there are many other departments locomotive fleet working as intended. that work hand in hand with us on a The engine house personnel also maintain excellent communications Both freight and passenger had a with the operations team to ensure that any issues that may arise with a locomotive are properly diagnosed, arrival rate for our freight customer minimizing the amount of time it takes to complete repairs.

to ensure our customer's needs are daily basis with our Customer Service

unforeseen factors can complicate certainly off the charts this year. We promoted five conductors We began the year adding the Ransom to locomotive engineers, two become the VP of Coal Marketing. Throughout the year we had many Joseph Matuella was promoted to AVP Operations to fill the void left special service in terms of extra crews by Jim's departure. Kyle Sanders or extra demands on our existing was also promoted from Dispatcher/ crews. This was all in the spirit Engineer to Chief Dispatcher, filling of saying "yes" when a customer a long needed role in oversight and desperately needs something or their management of the dispatchers office

game of chess in which check mate is dispatcher and engineer as well. Every member of the team has played a role

year. In addition to keeping up with evident that 2020 would continue our successes and prove to be another our MOW department added busy year. With the completion of the Nesquehoning Bridge Phase and the Humboldt Industrial Park, II project, our railroad will most resulting in added capacity and certainly take on a new look. It will greatly enhancing efficiency at these create many new challenges for our railroad but with our team, we will The Communications and Signals quickly adapt to the ever changing Department also continued to install landscape and continue our success







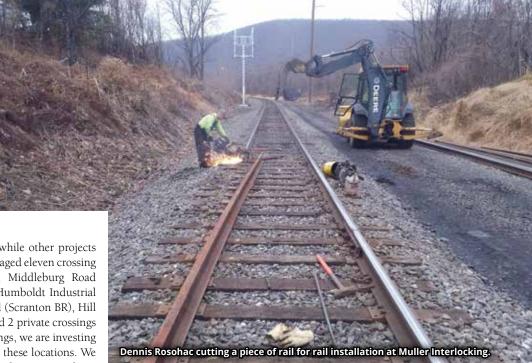




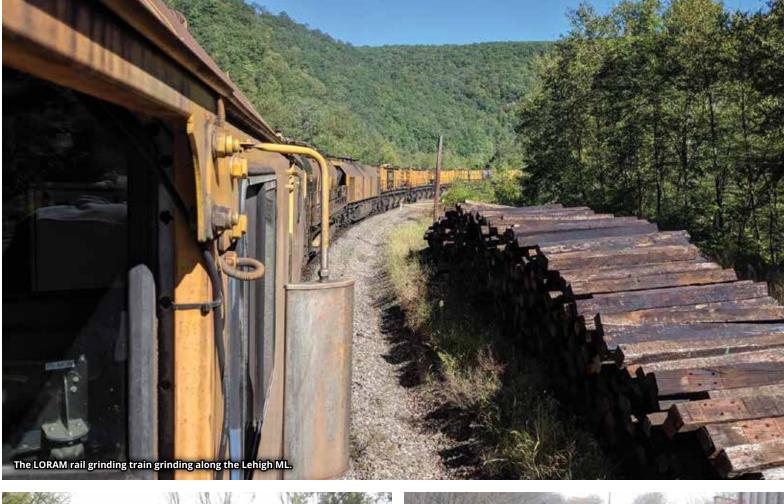








# Jason Shupp, Brandon Wagner, Matt Sloskey installing "the frog" during the switch installation at Muller Interlocking.











#### The largest-scale projects listed above all occurred while other projects

were well underway. During each project, MOW managed eleven crossing projects to include: Tannery Road (Lehigh ML), Middleburg Road (Lehigh ML), Indian Run (Minersville BR), two in Humboldt Industrial Park, Cascades (Susquehanna BR), County A/B Road (Scranton BR), Hill Street (Scranton BR), Moosic Road (Scranton BR), and 2 private crossings on Reading ML. When we invest in upgrading crossings, we are investing in protecting our railroad, trains and public safety at these locations. We appreciate the support of PennDot and the PUC in helping RBMN keep the roadways safe where they cross over the railroad.

Continued from page 13

In addition to the crossing projects, MOW was switching things up with multiple new switch installations. We installed our first-ever spring switches (#3 Track JTY, East JTY Lead Switch, Scranton RAR), started the switches for Muller Interlocking and built new switches at River, Hazleton Transload and CSC (which marked milestone 100th built switch).

As each year closes another chapter in RBMN RR history, we reflect on our great accomplishments and learn how to continue to set the stage for success. We can look back with pride at both the quantity and quality of accomplishments this year as we applaud the personnel and our teams that all worked towards common goals. Many people see the new year as a time to set goals and we constantly strive towards improvements that will continue to lay the track for RBMN RR's future.◆

# Matt Sloskey and Enos Bleiler destressing the rail with two rail heaters during the state rail installation along the Reading Main Line.



# Thomas Kolb, Ron Collins, Dakota Reber, and Cody Henn driving on anchors to the rail to hold it in place at a rail installation along the Reading Main Line.











#### IT Year in Review

BY: MARIO CARANNANTE, AVP INFORMATION TECHNOLOGY

The year 2019 was a very busy year for information technology at the track & switch inspections. We developed some simple applications for the Reading and Northern. This year we were able to implement the first phase MOW inspectors to submit their inspections. This has been working very of our longer-term goal of moving our data and services to the cloud to well and negates the need to go through paper work and file them. create a more flexible and nimble work environment.

SharePoint. SharePoint acts as a repository for data and information that can be accessed from anywhere and on any device. This ideally allows for one place that all departments can get their information to the proper people. Our first use case was to implement a vacation request process that would eliminate paper work and reduce the possibility for errors. After some growing pains, this process seems to be working well. Employees have insight into their remaining balances for the year without having to reach out to managers or Human Resources. We decided to use the vacation to SharePoint, which helps drive engagement and usage.

data into the proper lists within SharePoint. Maintenance of Way was a to do. So, stay tuned as we continue to implement these changes and more good candidate for this test as they produce a lot of data and reports via for our continued success and growth.◆

After the initial applications were put together, the next logical step was to The first step in this transformation was the setup and implementation of layer in automation so that when an item was added to a list in SharePoint, an email could be generated alerting the appropriate parties without any intervention from the end user.

Another initiative we are working on is streamlining communication. Teams is a service we are slowly implementing with some departments as a proof of concept. The goal is to group users into respective digital teams so that all members can have access to the same conversation and data. Teams allows for piping information in from a multitude of sources (SharePoint, request process since it would involve most users and give them exposure SQL Server, Oracle DB, Facebook, Twitter, Excel Spreadsheets, Word doc's etc). This would be of great value to field workers with access to a tablet.

The second step was to develop some customized forms that could post In conclusion, we have accomplished quite a bit in 2019, but still have a lot

#### **Human Resources Year in Review**

BY: KYLE BARRELL, HR DIRECTOR

time to reflect on the previous year. A good exercise to implement is a even the most technically-gifted individuals. We have taken a two-pronged "start, stop, continue" assessment. It's pretty simple- what are we going approach with helping new managers- human resources being involved to start doing, what should we stop doing, and what will we continue to with new sensitive, or difficult situations involving employees and utilizing do. Looking at each component of your department, and the associated the Northeastern PA Manufacturers Association professional development responsibilities, tasks and duties and going through the above-mentioned exercise is one of many approaches to determine departmental priorities.

As many of the HR Team has been with RBMN for under two years, there were many things we wanted to start doing in 2019 to help the company as a whole. We decided to zero in on three primary areas- implementing consistent employee reviews, providing support to our mid-level managers through training and education, and also establishing a wellness committee.

These areas were decided upon based on the consistencies of what we saw and heard from employees. We took the time to talk with employees in all areas to find out what they craved, and these areas were undoubtedly the overwhelming winners.

First, was implementing consistent employee reviews. Everyone wants to know if they're doing a good job, if there are issues with what they are doing, and they want to be able to contribute new ideas and thoughts to better their respective department. Dedicating time to each employee, in an uninterrupted, focused discussion is valuable and deserved by each employee regardless of title or amount of time with the railroad. This approach opens the lines of communication between all employees, their supervisors, and human resources which allows everyone to openly and transparently discuss that individual's performance, opportunities, and aspirations. This is also a time to get honest feedback from the individual on how the supervisor and human resources might be able to better assist that employee to reach their goals of making more money, a promotion or learning additional skill sets. The reviews we've conducted thus far have been tremendously appreciated and successful. There were some individuals who were leery of sitting down with HR and their supervisor but learned very quickly that this experience was for their benefit and and Stockings for Soldiers. ultimately turned out to be positive for everyone involved.

new, and/or mid-level managers. Reading and Northern Railroad has some develop, the HR Team will continue to provide support and guidance to extraordinarily talented individuals with invaluable knowledge and skills protect the railroad and its most important resource- its employees.

With 2020 off to a busy but exciting start, it's always good to take some but sometimes, moving into a leadership role can be a daunting task for classes. The expertise and skill sets of those on the Reading and Northern HR Team have been developed and sharpened over a combined 25 years of experience in larger, corporate settings where support, guidance and training were the pillar of employee development. The NEPA Manufacturers Association supports regional organizations by providing things such as roundtable discussions on various topics, one and two-day classes on topics like conflict management, management essentials, organizational behavior, basics of supervision, and ways for managers to improve relationships with their employees, just to name a few. The feedback that we've gotten from Reading and Northern employees has been incredibly positive. The newly promoted/hired managers have appreciated our involvement to help them navigate through some unfamiliar territory with employees and to know they aren't in a "sink or swim" environment. Our goal is to assist employees in their professional development and to show them that HR is not this scary place to go when you're in trouble but instead, a resource for all employees where recommendations are made which are in the best interest of both the company and the employees.

> Lastly, because of the sheer distance between many of our employees and the fact that there should be an element of fun in the workplace, we decided to create a wellness committee. This committee is focused on bringing employees together for something other than our daily tasks and duties. The focus is to give back to the community and its residents and to create a sense of unity within Reading and Northern. Over 2019, the Reading and Northern Wellness Committee has organized events like Hamburg Community Cleanup, Pottsville Branch Paddle, Spring Time Grow Time, Miller-Keystone Blood Drive, 10,000 Steps for Charity in NYC,

As we have heard, 2019 was another year of records and achievements The next focal point of HR was to provide guidance and support to our across the company. As Reading and Northern continues to evolve and



I forgot how recent these accomplishments were as the year was a blur.

Early in the year we took delivery of four SD50 locomotives that we had purchased from CSX in late 2018. One by one we brought the locomotives into the shop in order to place them in service while maintaining the fleet. By year's end we had placed three of these One of the big surprises (and fun) of the year was the purchase of two locomotives in service.

Another large project that was completed this year was the cab modifications of two of our GP38s that were purchased from NS in 2017. The front nose of the two locomotives was lowered in order to give them the standard look of the rest of the fleet which improves visibility. Inside the cabs there was extensive work performed as we needed to move the engineer's control stand to the opposite side of the cab to standardize the interior of the locomotives. These modifications With the purchase of 270 and 275 that brought our locomotive count required the skills of all of the folks working in the locomotive shop.

Some other accomplishments worthy of mention are the work completed on locomotives 1541 and 2004. Locomotive 1541 needed extensive electrical work due to loading and ground relay issues it was stay bolts and 600 stay bolt sleeves were installed and installed all tubes/ experiencing. We overhauled both generators and repaired all the flues in boiler, ten new washout plugs and all new boiler studs were

The year 2019 was quite a year in the locomotive shop and the steam power assemblies in the entire engine. We also overhauled many other shop. In fact when I reflected back on the year to write this article I miscellaneous items in the car body and installed transition while it was was stunned at how much my team had accomplished, in other words in the shop. Locomotive 2004 also received a refurbished generator, a new compressor and a rebuilt auxiliary generator. While 2004 was in the shop we also replaced needed pumps, power assemblies and miscellaneous items in the engine and did some upgrades in the cab

> EMD F units, 270 F9a and 275 F7b. We were quite shocked when we learned that we were the high bidders on two of the NS executive train locomotives that were auctioned off as part of process of downsizing their equipment fleet. Both locomotives had extensive work performed by NS over the past decade. The locomotives were very modern on the inside but maintained a classy look on the outside. Painting has begun

to fifty. This number includes all freight and passenger locomotives.

Steam locomotive 2102 had extensive work to the boiler performed this past year; the firebox with many new steel sheets welded in, 700 new

also installed. In addition 90% of the lubrication lines were replaced, rebuilt both lubricators and the Worthington cold water pump was rebuilt. Still a lot of work to be done but we are expecting to have the locomotive in service by the third quarter of 2020.

Steam locomotive 425 also required lots of service and support for the excursions it was on in 2019. A bulk of the trips being Santa trains in November and December. As usual the locomotive did not disappoint and provided enjoyment to many people riding the steam trips.

One last item that was purchased was a wheel true machine at the tail end of the year. This huge capital investment will allow us to do locomotive and car wheel work at our own facilities instead of sending locomotives to NS for the work or sending individual wheel sets out by truck for repairs. We will be taking delivery sometime in the second half of 2020 and will update our readers in one of the upcoming

I would like to thank all of the mechanics that maintain our locomotives. We have a very talented and dedicated group that accomplishes an amazing amount of work. I'm proud to head into 2020 with this group!♦





### SAFETY

#### 2019 Year in Review

BY: TOM COOK, VP SAFETY & TRANSPORTATION

There were some very strong performances turned in by several departments in 2019. We are counting on them to continue these strong performances in 2020, and that will set the tone for continued improvement 2020.

Our Communication and Signals and Transload departments had no reportable injuries in 2019 versus one each in 2018. An injury free year is the objective every year. It is not easy to accomplish. We are counting on them to put together their second injury free year in 2020.

Operations had one less reportable injury in 2019 than in 2018. Operations has the highest man hours on the Reading and Northern by a wide margin, so this trend is critical to the overall performance of the company in safety.

Our MOW and Locomotive departments had no change in their number of reportable Injuries, but their man hours are higher than last year. This positively influenced 2019's frequency index performance.

I would like to thank the leaders and employees at all levels of these departments because leadership at all levels of each department is what drives safety. It takes consistent responsiveness to employee concerns, all employees making decisions that allow us to mitigate or eliminate hazards as much as we can, even when it slows us down or causes an inconvenience, and walking the talk when it comes to a decision involving safety.

Training is critical to improving safety, especially with our heavy influx of new employees. John Smolczynski has done a nice job of improving the rules presentation for operations and is a very skilled presenter. The training he provided was a big factor in Operations department's improvement in 2019. John also helped to redesign C&S's rules class and did the instruction for them as well. MOW and other departments plan to work with John in 2020 to improve their rules classes.

Our working conditions are very important to safety. Due to the size of our property and limited resources, we cannot make all conditions pristine in our yards, but there was noticeable improvement in 2020, especially in Pittston. The brush and weed control in our yards and along some of our right of way was better overall in 2019 than any time in my four years with the Reading and Northern. That pays huge dividends in the morale and safety of our operations employees.

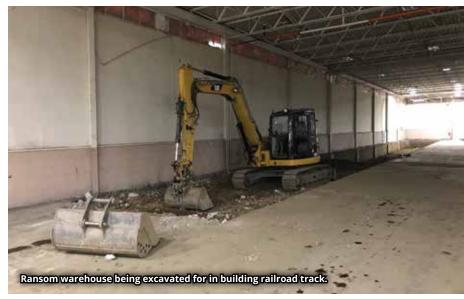
A new pit is being installed in our car shop to give our mechanical employees a better ergonomic position when working under rail cars. This will improve their safety and efficiency.

The C&S Department installed Signals on another ten miles of railroad. Most of our Main Line now operates under signal rules which provides for a more efficient operation, with less opportunity for human error and provides broken rail protection for our crews. There are not many railroads our size that our investing in signal systems.

These upgrades to our railroad should pay dividends for many years going forward.♦









This year brought four large diverse projects to the facilities department along with normal maintenance. Repurposing a warehouse, building a wing wall, a new dispatcher room, and finished the year installing three inspection pits in car shop.

The railroad purchased the Penn Foster warehouse in late 2018 and had a customer needing to use the warehouse ASAP. Facilities was tasked with transforming a completely rack/picking based warehouse to a floor storage facility. Starting in mid December the work had be accomplished ahead of the product coming to be stored. All the racking had to been dismantled, utilities disconnected and raised, and finally everything had to be vacated from the building. This was done on time without any hindrance to RBMN's new customers.

The next project was rehabbing a former office space, which is to be the new dispatcher room. The room was completely redone –new tile flooring, fresh paint, and building custom cabinetry. At the same time all lower annex offices were separated from the crew area for a quieter work setting.

As summer came, the project was to build a wing wall that failed. First a road to the base of the bridge was made by Sean Himmelberger to access the job. Then the footer was dug and poured; prepping the site for the concrete block installation. Concrete block were set in place with geo matting layering by Randy Reber and the prentice truck driven by Mario DeMarco. The job went flawlessly and was completed in less than three weeks.

The year ended with the department installing three service pits in the Car Shop which were needed to work on the expanding rapid discharge fleet. The entire track through the building was removed to allow the excavation to be done for the new track base and pits. The pits along with the rail base were formed and poured one at a time from the south to the north; the total amount of concrete used was over 150 yards. This project is in its final stage, where the new rail and final utility work is being done with a finish date of January 14.

Reflecting on 2019 brings to mind the diverse and professional talent that has been assembled at the Reading and Northern Railroad. Whatever the project, we have the team ready to complete it professionally and in a timely matter. Looking forward to what is in store in 2020.◆











#### 2019 Year in Review

#### Reading & Northern Railroad's Police & Real Estate Department

BY: MATTHEW JOHNSON, VP ASSET MANAGEMENT

Both the Reading & Northern Railroad's police force and real estate department saw positive growth in the year 2019. The police force now has five full time officers, more than double the size of the police force was fifteen years ago when I was hired. The real estate team has also grown, now with four full time and six contracted real estate inspectors along with three field and office staff members. Personnel advancement within both police and real estate departments has also allowed the departments to manage various projects and departmental functions more diligently. The police force and real estate team is in a great position for 2020 to successfully continue to keep the railroad safe and protect all of our property and right of way.

In the police department, our newest addition to the force, Officer Connor Hedrick, completed his first full year at the Reading & Northern, having started in September 2018. He has been a tremendous asset since day one. He does a fantastic job with his policing and is still eagerly learning the entire railroad system throughout all nine counties our line extends through. Officer Matthew Fredmonski received a promotion this year in November 2019 for his years of service, commitment, and knowledge which he has garnered with us in the police department since joining us in 2012. He has moved into the Corporal position and oversees Officer Connor Hedrick and Officer Mike Painter. His additional duties will be learning more administrative roles working directly with me and Sergeant Ryan Parks as well as being the field training officer for any additional hires moving forward. Please congratulate him when you see him on his promotion to Corporal.

This year the police department performed numerous traffic and non-traffic stops. We issued approximately 160 traffic and non-traffic citations along with many written and verbal warnings for infractions such as trespassing by foot, ATV, vehicle, parking illegally, dumping, encroachment onto railroad property, and various other vehicle and criminal code violations. We also assisted the MOW, Passenger, Signal, and Real Estate departments with various jobs on the railroad including traffic control, crossing protection, parking patrons for train trips, and all trespassing related reports just to name a few. Approximately ninety of the citations filed were for ATV/Dirt





bike trespassing incidents as this is a continued problem for us and tops our list for biggest problem along our rail lines. We have a no tolerance policy for any motor vehicles caught trespassing and will continue to issue citations at a bare minimum in such instances. We also focused more patrols at crossings as drivers continue to fail to yield to approaching trains and drive through the crossing warning signals sometimes nearly avoiding a collision. Many traffic stops took place, and many citations were warranted. We also had over ten more serious offenses that took place on our property or against us that resulted in misdemeanor or felony charges being filed. Some of these charges included thefts, vandalism, and delays to railroad operations to name a few. As always, we are thankful for everyone, employee and community neighbor alike, for reporting safety concerns to

The real estate department experienced a change in management this past August when Erik Yoder, formerly Assistant Vice President Real Estate, accepted an opportunity to pursue his passion for secondary education in a full time teaching role out of state. We wished him well, and were thankful for his time in our department for most of 2019. Following Erik's departure, Jolene Busher was promoted to Assistant Vice President Real Estate. Jolene has been with the Reading & Northern since 2007, and has been a part of the real estate team since 2013. Zachary Simpson was also promoted to Senior Real Estate Inspector and is responsible for the management of our ten real estate team. Taylor Haupt, who joined the Reading & Northern as an intern in January 2019, has also significantly supported the real estate office and is now working full time as the department's real estate assistant.

The newly organized real estate team will continue to manage the many public utility and state projects that require coordination with our railroad, as well as provide right of way and property management support throughout our nine counties. With additional field and office support, the real estate team can also more effectively assist with industrial development prospects for the Reading & Northern's marketing team, who have been very active in expanding customer service opportunities.

The police and real estate department's growth and personnel advancements are reflections of the growth of the Reading & Northern Railroad. With more customers to serve, lines to run, and right of way to manage, there is increased opportunity for the police to protect and for real estate to sustain. We are looking forward to a monumental start to a new decade at the Reading & Northern.

2019 Ridership Up from 2018 Records

The Lehigh Gorge Scenic Railway, formerly located in Jim Thorpe, saw its last tourist train in late November 2019 due to a tax dispute related to an amusement tax. Even with the premature departure of trains from Jim Thorpe, when added to Reading and Northern Passenger train statistics, we saw an overall increase in ridership from the 2018 season to just over 143,000 riders. This means that 2019 is the best ridership

level seen in the railroad's history.

BY: MATT FISHER, PASSENGER GENERAL MANAGER

A great deal of ridership is because of the Reading Outer Station to Jim Thorpe Rail Diesel Car (RDC) train excursions from Memorial Day through November, along with Fall Foliage excursions record ridership in October and early November. However, December was fantastic at Reading Outer Station seeing thousands of riders - young families and tourists alike, riding the rails on one of our ten dates offered with Santa Claus Special trains. Our staff did a fantastic job hosting these Santa trains, not only at Outer Station, but also in Minersville, Schuylkill Haven, Tunkhannock, and Pottsville. The Minersville and Tunkhannock trains especially sent our ridership numbers over the top with very successful weekends. We thank all these communities for providing a venue for our train excursions.

The grounds of Outer Station transformed into a winter wonderland decorated with many Christmas displays and lights. People were drawn to Outer Station to take pictures with family in front of the decorations. Many decided to purchase tickets while checking out this Christmas attraction, a new tradition in Berks County picking up much acclaim.

With Jim Thorpe trains still being discussed for the 2020 season, one thing is certain, this year will be the year of special excursion trains. Easter Bunny trains will be seen on the Reading and Northern Railroad along with a first-ever marathon train excursion. This train will take runners through the Lehigh Gorge to White Haven, where they will be left off the train in the early morning to run a full marathon on the Delaware and Lehigh Trail. Also, several RDC excursions are in the works. However, the big focus this spring will be on the newly acquired F units. The first public excursion with the F's will be traversing the new bridge over the Lehigh River as it runs from Outer Station to Pittston on April 18. Several seating options will be available on this train including standard coach, open air, premium seating, and seating in our freshly reintroduced observation dome car named "Lehigh Gorge". It will be an all day trip designed for railfans, drawing them from all over the nation and hopefully countries around the world.

The Passenger Department website can be found at www.rbmnrr.com. Also, find us on social media, we are increasingly posting on Facebook and Instagram. Looking forward to a great variety of trips in 2020!◆





Car Hosts Adam Boak, Bill Bubeck, Ed Moul, and Josh Laughlin (left to

right) at Minersville Station on the December 1 community Santa Train





#### Record Breaking Adoption Weekend

BY: KYLE BARRELL, HR DIRECTOR



The weekend of October 11th-14th was one to remember for the Animal Rescue League of Berks County and for Reading and Northern. As the railroad has done in the past, they've afforded many deserving families, and even more deserving animals, an opportunity to unite through a sponsored adoption weekend themed, "FALLing in Love". The Muller Family's passion for helping animals was front and center as this weekend brought a total of 91 animals and their new families together. This was a new record for Reading and Northern sponsored adoptions over a weekend

It was rewarding to see families and individuals, many of which specifically came to adopt an animal because of the generosity of the railroad, methodically select the animal that best fit their lifestyle. Each newly-adopted pet, got their name recorded on a pumpkin (pictured below) that was then given to the ARL to display in their lobby as commemoration of this hugely successful event. Adopting a pet is a substantial undertaking from a financial and dedication perspective and having the adoption fee taken care of by the railroad was a welcomed and appreciated act. We lost count of the number of people who couldn't say "thank you" enough for the generosity of the railroad.

The ARL is always appreciative and grateful for the railroad's involvement with these types of events and they do a phenomenal job of promoting the event through various radio spots and social media posts. Reading and Northern's generosity and big heart, bridge the gap, to allow an otherwise displaced animal, to find a happy and loving home..





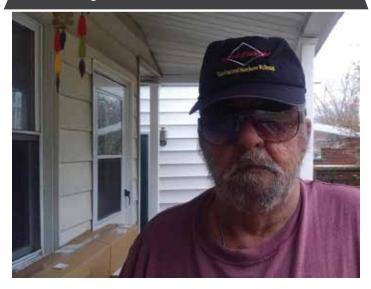




### EMPLOYEE SPOTLIGHT

BY CHANNON ANDERSON HR SPECIALIST

#### Congratulations Dave!



I am pleased to introduce this quarter's "Spotlight Employee", Dave Kroznuski. Dave has been employed with RBMN since November of 1990 and is currently a Real Estate Inspector within the Real Estate Department. In fact, Dave became Reading & Northern's very first Real Estate Inspector. Prior to working at RBMN, Dave worked for Conrail on a rail gang.

Dave was born and raised in Minersville, Pennsylvania, and graduated from Minersville High School.

Dave and his wife, Teri, have two sons - David and Matthew.

In his spare time, Dave enjoys fishing. He also enjoys watching the Philadelphia Eagles and Flyers.

Dave says, "I took a chance coming to the Blue Mountain & Reading from Conrail, and it's a decision I don't regret."

Dave was recognized by Matt Johnson, VP of Asset Management. Matt said, "Dave has been with the Reading & Northern from the beginning and is a wealth of railroad knowledge. We can always trust that he is protecting the right of way and the interests of the railroad when he is inspecting a job site."

Thank you, Dave, for your commitment and dedication to RBMN.

As the "Spotlight Employee", Dave will receive a \$100 gift certificate to dine at a local restaurant.♦

# Happy Birthday!

FEB. 3	ANDREA COLLER
FEB. 5	MICHAEL PAINTER
FEB, 6	LIAM MARSH
FEB. 7	JOHN SMOLCZYNSKI, SR.
FEB. 8	MARC AIGELDINGER
FEB. 8	JAMES CERULLI
FEB. 9	JAMES COOK
FEB. 9	AMY MILLER
FEB. 11	MICHAEL KOHL
FEB. 12	BENJAMIN COLE
FEB. 12	DUANE ZIMMERMAN
FEB. 13	PHILLIP SCHAEFFER
FEB. 17	DAVID EVELY
FEB. 17	MARGARET SMITH
	BILL FREDERICKSON
FEB. 19	TIMOTHY BILLET
FEB. 19	RICHARD SCHAEFFER, II
FEB. 21	KENNETH MILLER
FEB. 22	CHARLES ALLEN
FEB. 22	TYLER GLASS
	JONATHAN BARKET
	BRENDLE STUFFLET, JR.
FEB 26	TAYLOR HAUPT

FEB. 28	STEPHEN GILBER
FEB. 29	JOHN SMOLCZYNSI
MARCH 1	MATTHEW FREDMONSI
MARCH 2	STEVE BALTHASE
MARCH 3	DAN PUKSA
MARCH 3	DARNELL YOUN
MARCH 3	JOSEPH ZIMMERMA
MARCH 8	JAMES DANNE
MARCH 14	JAMES GARRAWA
MARCH 14	EDWARD MOU
MARCH 15	ROBERT KEMPE
MARCH 18	MARK HARRIS, J
MARCH 19	MARY CUL
	NATHAN BISSE
MARCH 20	MATTHEW MIZIKOS
MARCH 22	RICHARD BERNHARD
MARCH 23	WALTER GREUSE
MARCH 24	ENOS BLEILE
MARCH 24	RYAN RUPPRECH
MARCH 27	WILLIAM KEI
MARCH 29	KAITLYN HELBER
MARCH 29	ELIZABETH NEIFER
MARCH 29	BRANDON WAGNE

	JOLENE BUSHER
APRIL 2	SAMUEL HOLLOCK
APRIL 3	DAREN GESCHWINDT
APRIL 3	DEVIN OSWALD
APRIL 3	QUENTIN SNYDER
APRIL 5	ADAM STUMP
APRIL 7	JARED COLLER
APRIL 8	JOHN WALAITIS
APRIL 11	LEO DAVIS
APRIL 12	AARON CASSEL
APRIL 12	ANTHONY DEBELLIS
APRIL 15	JOSEPH BROWN
APRIL 15	AARON SNYDER
APRIL 15	JENNIFER WOODESHICK
APRIL 16	JEFFREY BAVITZ
APRIL 16	CARSON SHAPPELL
APRIL 18	EDWARD PHILBIN
APRIL 19	AARON MULLER
APRIL 20	BOYD LENICH
APRIL 25	ADAM BOAK
APRIL 30	EDWARD J. KOPECK, III

# WELCONE ABOARD NEW EMPLOYEES



#### Rodney Barrell

Rodney Barrell was recently hired as a Steam Engine Mechanic with the Reading Blue Mountain and Northern Railroad. He attended Kutztown Area High School and Penn State Berks Campus. Prior to working at RBMNRR, Rodney was a Machinist/ Millwright for Carpenter Technology and Cambridge - Lee for thirty-nine years. Rodney loves the outdoors, nature, hiking, fishing, and all animals.



#### Steven Bachmann

Steven Bachmann was recently hired as a Line Service Technician with the Reading let Center. Steven attended Bovertown Area Senior High School and St. Mary's College in Kansas. Prior to working at RIC, Steven was a Line Service Technician for the Pottstown Municipal Airport. Steven has an interest in Thomistic Philosophy and Church history.



#### Mark Harris, Ir.

Mark Harris, Jr. was recently hired as a Carman with the Reading Blue Mountain and Northern Railroad. Mark attended Tri-Valley High School and Somerset County Technology Center. Prior to working at RBMNRR, Mark was a Carman for Norfolk Southern Railway for eleven months.



#### **Shawn Billings**

Shawn Billings was recently hired as a Conductor with the Reading Blue Mountain and Northern Railroad. He attended Crestwood High School.



#### Benjamin Leonti

Benjamin Leonti was recently hired as a Car Shop Supervisor with the Reading Blue Mountain and Northern Railroad. Ben attended Kutztown High School. Prior to working at RBMNRR, Ben was a Supervisor/Welder for Schick Enterprises for four years.



#### Jeff Jones

Jeff Jones was recently hired as a Mascot with the Lehigh Gorge Scenic Railway



#### **Hunter Richardson**

Hunter Richardson was recently hired as a Conductor with the Reading Blue Mountain and Northern Railroad. Prior to working at RBMNRR, Hunter was an Engineer and Conductor for Blue Ridge Southern Railroad



#### **Devin Oswald**

Devin Oswald was recently hired as a Carman with the Reading Blue Mountain and Northern Railroad, Devin attended Carbon Career and Technical Institute. Prior to working at RBMNRR, Devin was a Carman for Norfolk Southern Railway for one year.



#### Nathan White

Nathan White was recently hired as a Handyman/Painter with the Reading Blue Mountain and Northern Railroad. He attended Haines City High School. Prior to working at RBMNRR, Nathan was an Ink let Operator for IWCI Direct for six years. Nathan loves sports, singing, and has three amazing children.



#### Ryan Rhody

Ryan Rhody was recently hired as a Signal Maintainer with the Reading Blue Mountain and Northern Railroad. He attended Blue Mountain High School. Prior to working at RBMNRR, Ryan was an Electrician for Amtrak for three years.



#### **Evan Kerr**

Evan Kerr was recently hired as a Conductor with the Reading Blue Mountain and Northern Railroad. He attended Commonwealth Charter Academy. Prior to working at RBMNRR, Evan was a Warehouse Associate for Chewy.com and Swanson Health Products or a year. Evan is an avid fan of WWII related things such as aviation, anks, and more.



#### **David May**

David May was recently hired as a Truck Driver and Transload Operator with the Reading Blue Mountain and Northern Railroad. He attended Tunkhannock Area High School. Prior to working at RBMNRR, David was a Lowboy Operator for Evercor Facility Management for two years, and he is a tractor pull

#### RBMN ANNIVERSARIES ACKNOWLEDGED

#### 15 YEARS



January 10, 2005 Jason Witner Sr. Track Inspector - MOW



January 10, 2005 Lt. Matthew Johnson VP Asset Mgmt & Community Affairs



November 14, 2004 Ryan Bausher Manager - Steam Shop

#### 10 YEARS



November 30, 2009 Daniel Puksar AVP Mechanical/Non-Locomotive Mechanical



November 30, 2009 Kevin Fry Asst. Supervisor - Line Service, RJC

#### **5 YEARS**



December 1, 2014 Scott Beshore Sr. Mechanic - Engine House

#### 1 YEAR



November 26, 2018 Shawn Frederickson Steam Engine Mechanic



December 17, 2018 Bailey McElroy Line Service Tech.



December 17, 2018 Jennifer Woodeshick Cust. Service Mgr.



January 14, 2019 Zachary Baker Signal Maintainer

#### 3 YEARS



January 25, 2017 Jessica Melochick Director of MOW



December 27, 2016 Dakota Reber Asst. Division Supervisor MOW



January 14, 2019 Joseph Burke Signal Maintainer



January 21, 2019 Taylor Haupt Real Estate Assitant



January 22, 2019 Nicholas Suruskie Conductor



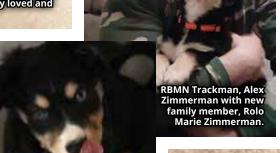
January 28, 2019 Bretz Fetterolf Locomotive Mech. & Inventory Mgr.

## Rescued, Adopted, Loved

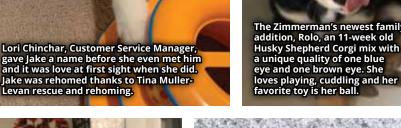
BY: SHANNON ANDERSON, HR SPECIALIST

At the Reading and Northern, pets are part of the family. We support employees who find a pet and give it a loving home or adopt a pet from a shelter by reimbursing them for pet care necessities and/or adoption fees up to \$200.00. While these new pet owners assume the responsibility to care for their new addition, they also promise to love, spoil, and provide for their new valued family member. Congratulations to these beloved companions and we thank you for opening your hearts and your homes. •









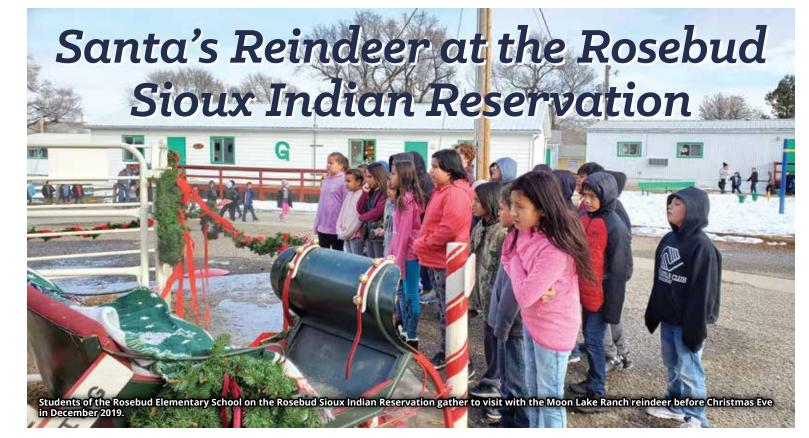


Albert Einswine was at the Animal Rescue League of Berks County during the Railroad sponsored adoption weekend. Albert had a small plastic swimming pool he would flip on his back and walk around giving him the nickname of pig turtle. Given his sweet and humorous demeanor, he was rescued to his forever home at the Tina Muller-Levan









BY: RHONDA BUECHLE. MOON LAKE RANCH MANAGER ASSISTANT

In December 2019 the Moon Lake Ranch's herd of reindeer were invited by the Rosebud Elementary School on the Rosebud Sioux Indian Reservation to visit with the school children, grades kindergarten through fifth grade.

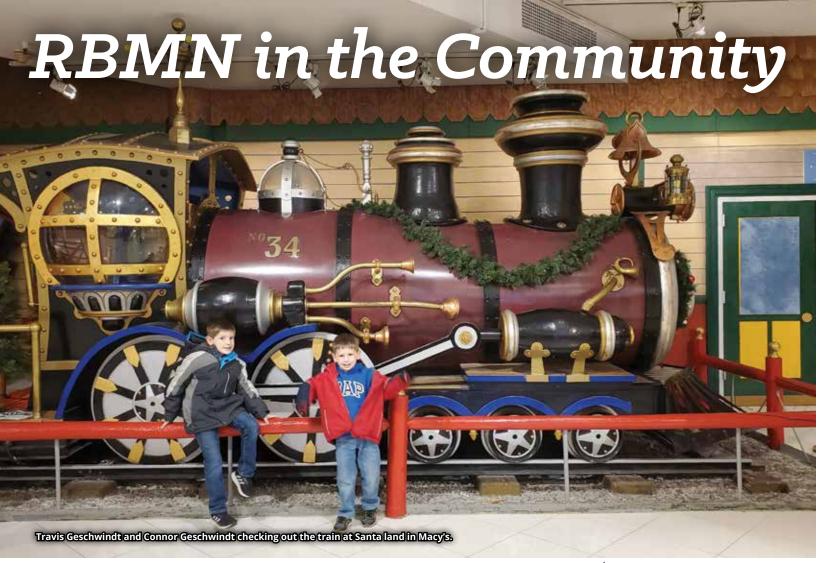
What a holiday treat! The children were very excited for the visit and asked many questions including, "do they really fly", "what are their names," and "where is Rudolph?"

The Moon Lake Ranch Reindeer are busy during the holiday season, traveling as far as 180 miles away to visit with children before Christmas Eve!

RBMN Conductor, Nicholas Suruskie also adopted black/white/tan 11 ½ year old female, Rajah, on January 5, 2020 from the Animal Rescue League of Berks County. Rajah is

very sweet and loves laying around

ne's going to lay on your lap.



BY: SHANNON ANDERSON, HR SPECIALIST, & SABINE FIDLER, HR ASSISTANT/RECEPTIONIST

Wellness Committee members brought their ideas together to create an NYC when the Committee made this announcement. event for the fall which they didn't think would have as large a response as it did. However, when you involve family, fellow co-workers, and a fun day in another city to benefit a good cause, it's easy to see what we're all capable of when we work together as a team. The Committee began promoting, "10,000 Steps for Charity", a first-time trip to New York City, to turn walking miles into money for charity while enjoying a day in New York City. The goal was for each participant to walk 10,000 steps or 5 miles, which the Committee believed to be easily attainable when walking in The Big Apple for a day.

The Committee wanted to ensure this would be a cost-effective, memorable day for participants. Transportation to and from the city was worryfree thanks to deluxe motor coach accommodations provided by R & J Transportation, Inc. Once everyone arrived in NYC, they could see and do what they wanted. The Committee asked that participants utilize the free Charity Miles app. The participant earns money for charity by using the app. With a variety of charities from which to choose, the app allows the user to move for the causes and people about which they feel most passionate. The money donated to the charity of the user's choice comes from corporate sponsors like Johnson & Johnson, Del Monte Fresh, Brooks Running, Blueprint for Athletes, Verizon, etc.. Each participant's steps were tracked by a team called Team RBMN created in the app by the Wellness Committee.

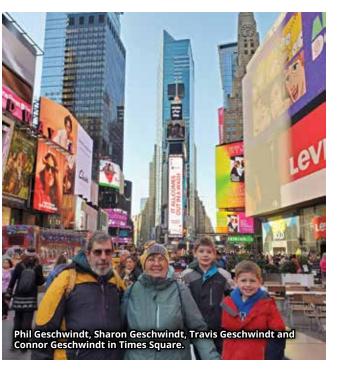
The Wellness Committee approached the Reading and Northern Railroad and proposed that the company match each participant's miles walked by making a donation to the Red Creek Wildlife Center. The Railroad was happy to donate to a cause it is passionate about, but the monetary amount was yet to be determined. In addition to a monetary match for miles, the of two Charity Miles shirts sponsored by RBMN. Every participant received Committee asked if RBMN would be willing to sponsor two Charity Miles a contest entry ticket form on the bus ride to NYC. Participants guessed t-shirts for contest winners on the day of the event. Without hesitation, the how many total miles total and how many steps total the group would walk Railroad was happy to contribute. More people booked their bus trip to for the day. In addition to the t-shirt contest, an announcement was made

The Wellness Committee wanted participants to have a great experience. To prepare those who had never been to New York City, the Committee shared tips for the day including instructions about the Charity Miles app. Other tips included online resources, the Tickets at Work link with a promo code, helpful apps to download, and contact information. In addition to utilizing these resources, the Committee provided some tips for first time NYC visitors. For example, those who planned to go to the Statue of Liberty would benefit knowing that Statue Cruises is the only authorized, official provider of tickets and tours to the Statue of Liberty National Monument and Ellis Island. Street vendors do not sell genuine Statue of Liberty tickets to Ellis Island and the monument, but rather tickets that tour around the monument and island. There are also plenty of free options, such as the High Line, Central Park, and walking tours.

As the day of the trip quickly approached, participants were already discussing their plans for the day. Some had plans to stroll through Central Park and visit Central Park Zoo, One World Observatory, walk the High Line, go to a Broadway show, a self-guided food walking tour, and some had no plans at all but to just enjoy the day in the city. The weather forecast was sunny with a high of 56 and a low of 45, and it turned out to be perfect walking weather.

On the day of the event, all participants received a guide provided by the Wellness Committee including the schedule, Charity Miles App info., along with the 10,000 Steps for Charity Contest details for a chance to win one









Wildlife Center. Red Creek Wildlife Center did not have knowledge of this. as the Committee decided to keep it a surprise. Given the generous match from the Railroad, participants were even more motivated to take steps for their charity of choice and Red Creek Wildlife.

Mary Culp said, "I had a great time in NYC!!! Jake can't wait to go back. He really enjoyed it, too. Riding the bus was so relaxing. What a great idea." Jessica Melochick, Tristen Cole, Ben Cole, Tammy Carannante, Mauri Anna Carannante, Eva Melochick, and Gianna Carannante enjoyed a stroll through Central Park and went to the Central Park Zoo. They spotted some animals most of us probably aren't familiar with, like the red panda pictured. Darnell Young and Crissy Engle enjoyed a boat ride to the Statue of Liberty with clear views of downtown Manhattan.

Shannon Anderson, Jordan Anderson, Sabine Fidler, Laura Lesagonicz, and Chris Lesagonicz walked the High Line; a 1.45-mile unique perspective of NYC. As described on The High Line's website, it was built on an historic, elevated freight line. The High Line has become a world-renowned inspiration showing how cities can transform industrial infrastructure into hybrid public spaces. Their High Line walk had incredible views of art, architecture, city views, gardens, and ended at the Chelsea Market where the Oreo Cookie was invented and produced. After walking to the Chelsea Market and enjoying a boxed lobster lunch, they stumbled upon a Starbucks Reserve Roastery, one of six in the world, and enjoyed a memorable coffee

After watching the Elf movie more than once, the Geschwindt family enjoyed a visit to the Empire State Building. They continued their day after a great lunch by visiting Macy's where Travis and Connor saw the train in Santa's land. Phil Geschwindt was impressed by the old-fashioned wooden

that the Railroad decided to donate \$10 per mile per person to Red Creek escalators on the fifth floor in Macy's and enjoyed his time at Grand Central Station. They experienced and saw a lot in New York City.

> Employees and their guests were able to enjoy the day in NYC and earn money for charity. On the bus ride back, the number of steps walked were totaled. 630,600.96 steps were taken which was a total of 298.58 miles. Jessica Melochick was the winner of a Charity Miles t-shirt for guessing the closest total number of miles walked, and Mario Carannante was the winner of a Charity Miles t-shirt for guessing the closest number of steps walked.

> Altogether, the group of thirty-three participants earned \$2,985.80 for Red Creek Wildlife Center thanks to the Reading and Northern Railroad and the walkers who took the steps. Lynn Engle, Shannon Anderson, and Sabine Fidler scheduled a tour of the Red Creek Wildlife Center and were fortunate to see the animals of Red Creek Wildlife Center. Peggy was eager to greet them and hoped that more RBMN employees would stop by to take a tour in the future. She gave the three ladies an extensive background into the Red Creek Wildlife animals including where they come from, how the center is funded. Most importantly, Peggy expressed the center's need for a new building for the intake of animals and a new home to some severely injured. The new building plan is for spring 2020, pending adequate funding. Shortly after Peggy completed the tour and shared the information about the new building, Lynn, Sabine, and Shannon shared with Peggy the 10,000 Steps for Charity and how funds were raised by using the app. At the conclusion of the tour, the ladies handed Peggy the \$2,985.80 check for Red Creek Wildlife Center. Peggy was so grateful and said that without the Railroad's generosity and support, they wouldn't be where they are today.

> > Continued on page 32.

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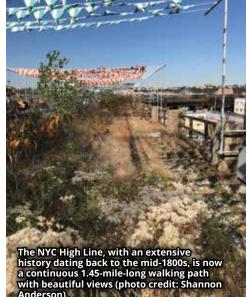


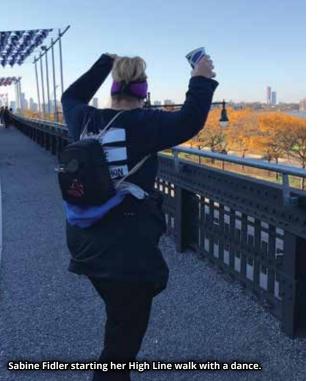


anytime and still be a part of team RBMN. Since After taking a holiday break, Not only were basic everyday items needed, but a request for cards was the Committee will begin the new year meeting as a group beginning in on the list as well. Having a need for holiday cards for soldiers can be January. The goal for 2020 is to walk for charity in Washington D.C. when difficult for most of us, but not for Tamagua Elementary students. Lori Chinchar thought of our fellow employee, Sabine Fidler, a retired teacher from Tamaqua Elementary. Sabine reached out to her colleagues from the Tamaqua Area School District. Without hesitation, the students gladly made incredible cards (pictured) for our soldiers overseas. Jessica Melochick reached out to a friend at Tilden Elementary. As part of their Veteran's Day Program, the elementary students and staff collected various items and a monetary gift for the Keystone Military Families. Since it was a short walk, the 5th grade students delivered the gift and cards.

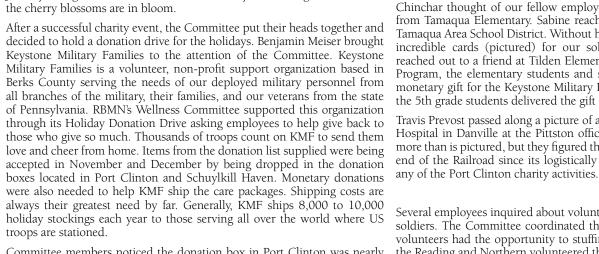
> Travis Prevost passed along a picture of a toy drive for Janet Weis Children's Hospital in Danville at the Pittston office. They ended up with quite a bit more than is pictured, but they figured they would do something up on their end of the Railroad since its logistically difficult for them to participate in

Several employees inquired about volunteering to stuff the stockings for the soldiers. The Committee coordinated the donation delivery to KMF, while volunteers had the opportunity to stuffing stockings. Several employees of the Reading and Northern volunteered their morning stuffing stockings and empty in early November. Within a few short weeks left for donations to had a festive time. Keystone Military Families was grateful for the donations,









Continued from page 30.

A special thanks to all participants for making a difference by joining the

Wellness Committee and for taking steps for charity while having fun in

NYC. The Committee far exceeded the goal of 10,000 steps per participant

and plans to continue to walk for these causes by using the Charity Miles

app. Now that participants are familiar with the app, they can utilize it

Committee members noticed the donation box in Port Clinton was nearly be accepted, they began promoting the donation drive with "Take a Tag, contributions, and volunteers. ◆



























#### Reading & Northern's Family Recipes

#### **Energy Bites**

Shannon Anderson, HR Specialist, shares the recipe for one of our favorite snacks. She says, "the energy balls are a simple treat to make without guilt." We definitely agree and look forward to the days she brings them to share with her HR colleagues.

Serves: 20 (1 bite each) | Prep Time: 10 minutes + 30 minutes to chill | Cooking Time: None

#### **Ingredients**

- 1-1 14 cups dry old-fashioned rolled oats
- ½ cup nut butter
- ¹/₃ cup pure maple syrup
- 3 tablespoons chopped, dried apricots
- 3 tablespoons dark chocolate chips, coarsely chopped
- 3 tablespoons chopped raw almonds
- 1 tablespoon flaxseeds
- ½ teaspoon pure vanilla extract

#### ¼ teaspoon sea salt (or Himalayan salt)

#### Directions

- 1.) Combine oats, nut butter, maple syrup, apricots, chocolate chips, almonds, flax seeds, chia seeds, vanilla extract, and salt in a medium mixing bowl; mix well.
- 2.) Refrigerate for 30 minutes to make the mixture easier to roll.
- 3.) Using clean hands, roll into 20 balls, approximately 1 tablespoon each.

Use any nut butter of your choice (like peanut butter, almond butter, cashew butter). Store in an airtight container in the refrigerator for up to two weeks.

## Wellness Corner

#### BY: SABINE FIDLER, HR ASSISTANT

#### **Professional/Social Etiquette**

#### "Respect is how you treat everyone, not just those you want to impress." ~ Richard Branson

Marquette University's Career Services Center in Milwaukee, Wisconsin, describes workplace etiquette as "the code of ethical behavior regarding professional practice or action among the members of a profession in their dealings with each other." Wikipedia describes work etiquette as "a code that governs the expectations of social behavior in a workplace. This code is put in place to respect and protect time, people, and processes." A symbiotic relationship exists between social and professional etiquette. This dynamic relationship is condensed for ease of comprehension and application. Professional etiquette cannot be applied without addressing its social component.

First impressions are created within seconds of the first meeting. Your initial presentation to others may leave a lasting perception of you. Some tips to making positive impressions are:

- Make eye contact and smile genuinely at people.
- Stand tall and turn facing people when they are speaking.
- Shake the hand firmly of someone you are meeting for the first time.
- Avoid affectation... be kind and courteous. Most people can sense a fake, artificial personality.
- Be punctual to work or to a social event. Being on time means you're already late.

A person's actions speak louder than their words. Your treatment of people says a lot about your character.

- Learn names as quickly as possible. You will more than likely remember a person's name if you repeat it three times during your initial conversation with them.
- Do not make a judgement about a person's value in the workplace or when out in public. Be as respectful to clerical staff, maintenance staff, or wait staff as you would be to upper management. Everyone deserves respect. Remember, respect is not given, it is *earned*.
- Internalize self-assessment and make it ongoing. Treating supervisors, subordinates, or peers differently will project you in an unfavorable image. Be aware of this behavioral imbalance and work toward creating a more positive dynamic.
- Respect each other's personal space as it may be completely different than your own. This includes sharing personal information which can be devil you in the future.

Mae West once said, "It's not what you say, but how you say it." Smart lady!

- Return emails or phone calls within twenty-four hours even if you are providing a status update.
- Receive permission before putting someone on speakerphone.
- People are more likely to leave a voicemail message if your message is personal and not commonplace. Most callers want to be reassured that they are leaving a message for the proper person.
- Work emails should not be treated like personal emails. Professional emails should be free of grammatical and spelling errors.
- Include brief details in the subject of an email that relates to the content of your message. This enables quick and efficient retrieval in the future.
- NEVER write anything in an email that you wouldn't say to a person's face.

Maintaining composure, whether in a business meeting or meeting with family or friends, requires some dignified exploration.

- Do not arrive to a meeting or gathering more than five minutes early. Making someone uncomfortable when they may have other tasks to accomplish before the meeting is not the best way to start a meeting.
- If you anticipate being late, inform someone so that others are not waiting for you. Being punctual means arriving five minutes early and being punctual for interviews means arriving ten minutes early.
- Should a meeting run overtime and you need to leave, be prepared to explain your intended destination since the value of your departure will most likely be under scrutiny.

Let's face it, many of us spend more time at work than we do at home. Be respectful of others in the workplace by being mindful of the following:

- Respect the space of others. Make your presence known by lightly knocking. Acknowledging your existence is not an invitation to enter and take a seat. Wait until you are invited to enter before you sit down.
- To avoid ruining an important phone conversation, avoid interrupting people who are on the phone. This includes attempting verbal communication and communication via sign language.
- Restrict personal phone calls, especially in a space without a door.
- Develop and maintain a reputation of honesty and integrity.
- Take responsibility for errors and suggest a compromise or solution if there is a problem.
- When someone compliments you for something that was originally completed as a group, always give the group proper commendation.
- If wearing perfume, cologne, other scents, etc., be sure they are subdued.
- Impel positive attitude interactions with others.
- Remove yourself from confrontational people and situations. Allow personal time to focus on solutions to issues and problems that may arise before addressing them.
- Greet people in the morning and say "good-bye" before leaving.

#### Additional Suggestions:

- Avoid the compulsion to be "helpful" in areas which are preferably left to the individual to handle on their own.
- Be conscious of scents and aromas surrounding you.
- Utilize communal areas respectfully and with courtesy.
- Restrooms and kitchens are considered annoyance locations. Clean up after yourself!
- Properly maintain all communal property in "like new" condition, return any borrowed items, and repair those that have broken. Enlist the assistance of someone to help if necessary.

Andrew Carnegie once said, "Teamwork is the fuel that allows uncommon people to attain uncommon results."

#### For more information, visit:

https://www.marquette.edu/career-services/students/workplace-etiquette.php

https://en.wikipedia.org/wiki/Work\_etiquette

https://www.careereducation.columbia.edu/resources/5-workplace-etiquette-tips-every-professional-should-know

# Jon Bond and Barry, Shollenberger adding finishing logos to F7 unit 270.

# Tyson Roth far left, Barry Shollenberger center, and Nathan White on right prepping to paint the F7 unit locomotive.



## Red Creek Wildlife A Looney Winter

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

Winters at Red Creek are typically quiet. This past December, however, can only be described as being "looney." Freezing rain coincided with a migration event of red-throated loons that put these birds in grave danger.

Loons live and breed in the arctic and winter along the coastal waters of North America. They fly through Pennsylvania during migration, often stopping in large lakes and rivers to rest and eat.

Loons are aquatic birds built for life in the water. On the water's surface, they resemble ducks or geese, but that is where the similarity ends. Their beaks are long and dagger-shaped, designed for catching fish. The feet are webbed and set far back on the body enabling them to propel underwater as they pursue and catch fish. Although extremely efficient for swimming, this body design prevents loons from walking on land, and more importantly, prevents them from being able to take flight again once grounded.

During wet or icy weather, a migrating loon can mistake a wet road for a river or a parking lot for a large lake. The unexpectedly hard landing often causes cuts and bruises to the feet and chest and occasionally bone fractures. Even if uninjured, a loon on the ground is stranded and needs help.

Rescuing a loon may seem easy at first because the bird cannot flee from your approach. The biggest mistake people make is assuming that immobility means that the birds are defenseless. Even though they can't run or fly away, they will lunge and stab at a rescuer with their sharp beak, often aiming for the face. The long neck allows the loon to reach further than anticipated, and a person can be injured very quickly.

If a loon is grounded, it is important for everyone involved in the rescue to wear eye protection. Wrap the bird in a blanket, or have someone control the head and neck while the loon is lifted and placed gently into a box. If possible, provide a thick, soft cushion in the box for the bird to rest on, because laying on a hard surface can cause further bruising to the chest. At Red Creek, we use two bed pillows stuffed into the box forming a soft "V" shape to nestle the bird.

Rescued loons should not be immediately released. They need to be examined for injuries and checked for illness and other conditions such as lead poisoning. Red Creek can ensure that the bird is well enough to care for itself and continue its migration.

Four species of Loon typically migrate through Pennsylvania: the common loon, red-throated loon, pacific loon, and the yellow-billed loon. The common loon is the largest and, as its name would suggest, the most commonly seen at Red Creek.

Releasing loons is a beautiful experience. They usually swim out a few yards, then dive below the water resurfacing many yards away. The common loon is very vocal and will often perform a tremolo call, also known as the "crazy laugh," after being set free.

The red-throated loons that arrived in December are a smaller species and less vocal, but much more agile and aggressive than common loons.

Bonnie Bohnenblust, a capture and transport permittee with Red Creek, had the dubious pleasure of both capturing and releasing one of the more aggressive red-throated loons. On both occasions, the bird attacked her, even turning around and lunging from the water during its release to strike at her before swimming away.

This year's loon invasion had a very happy ending. None of the loons we received had anything more than mild scrapes on the feet. Each was released into the Schuylkill River near Landingville in Schuylkill County.









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