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READING & NORTHERN RAILROAD HIRES JIM RAFFA FOR MARKETING ROLE
FOR IMMEDIATE RELEASE

May 3, 2021 - Port Clinton, PA – Jim Raffa joins Reading & Northern from RJ Corman/LRWY/LS/OHRY where he served as VP Sales and Marketing for almost 14 years.

The move marks a homecoming for Raffa who began his railroad career in 1989 with the Reading & Northern predecessor, Blue Mountain & Reading Railroad, as a trackman. After the Reading & Northern Railroad was formed in 1990, he transitioned to Coal Traffic Manager and Real Estate Manager of the Reading & Northern.

Returning to his first railroad home, Raffa will be in charge of market development and report to President Wayne Michel. In his new position, Raffa will focus on Marcellus Shale-related opportunities and the energy sector. Reading & Northern is poised to reenter the frac sand market with a new facility close to the shale drilling area. Raffa will also work on propane opportunities and the potential movement of LNG.

"We are delighted that Jim has chosen to return to Reading & Northern. He brings a wealth of knowledge and experience from his time serving at the Lehigh Railway and Luzerne & Susquehanna. His knowledge of the region and his experience handling frac sand opportunities will be critical to us as we continue to grow our business." said Michel.

Raffa has over 30 years of railroad experience, specializing in business development, project management, marketing, and operations. He was born and raised in Schuylkill County and has a passion for railroads, especially around his hometown of Schuylkill Haven. Jim graduated from Penn State University in 1988 and has a B.S. in Mathematics with a minor in Secondary Education. He has also completed some graduate courses working towards a Master's in Education.

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 91,000 excursion train riders over 400 miles of track. Reading and Northern operates both freight services and steam and



diesel-powered excursion passenger services, owns almost 1,300 freight cars, and employs nearly 300 dedicated employees. Reading & Northern has repeatedly been honored as one of the premier railroads in the nation including being named Regional Railroad of the Year in 2020 by Railway Age Magazine.