



**WAREHOUSE CO. INC.  
LOGISTICS SERVICES, INC.**

To Whom it May Concern:

RE: UPGRADE STONY CREEK RAIL LINE (KING OF PRUSSIA TO LANSDALE)

I am writing to express my appreciation for the work of Michael Sussman and OnTrackNorthAmerica in resolving a rail service breakdown that was hindering the viability of my business in Lansdale, PA. Southeastern Pennsylvania has a rich railroad history and as a consequence has many miles of track that for decades were underutilized and under maintained. Just as all modes of transportation saw ever increasing sizes of trucks, ships and airplanes; the railroads also began increasing the sizes of their railcars including the boxcar, most notably the High Cube Plate F car.

Rail freight customers in the “Lansdale Cluster” began to realize in the 1990’s that they were losing supply chain opportunities because no viable route for Plate F cars existed except for the 9-mile Stony Creek Line. A partnership of CONRAIL, SEPTA, PENNDOT and a Lansdale Rail Shippers Group brought the Stony Creek line back to life and limited rail freight traffic began moving once again.

That reliable service was short lived after Conrail was sold to Norfolk Southern and CSX. Trackage and right-of-way maintenance was divided between the 2 Class 1’s. Derailments and out-of-service notices were commonplace. Plate F cars languished in the Philadelphia Serving Yards until the track was fixed and put back into service.

Once again the Stony Creek Line issues were highlighted at various stakeholder meetings but it wasn’t until Michael Sussman of Strategic Rail Finance and OnTrackNorthAmerica was engaged to coordinate a unified message on behalf of the stakeholders. He and his team convinced NS and CSX to reach a permanent solution which resulted in CSX taking responsibility for the entire 9 miles and the replacement of several thousand ties, re-ballasting of the railbed and upgrading of 12 grade crossings.

Today the Lansdale Cluster Rail Shippers once again have reliable daily service thanks to OnTrackNorthAmerica’s work along with CSX’s foresight. Along with repairing the track CSX also engaged a short line railroad to provide to provide the “last mile” service to its rail customers.

Sincerely,

W Paul Delp  
President