

Iowa Rail Tool Kit



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April 2008

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About Using Rail

Why use rail transportation?

According to the American Association of railroads, since 1980 rail rates have fallen 57% and have provided U.S. shippers over \$10 billion in freight transportation savings. As fuel costs increase and the U.S. trucking industry struggles with key issues such as driver shortages, insurance premium increases and new equipment standards, exploring alternative transportation modes makes sense.

This tool kit is meant to help you identify resources and information which will help you determine if rail transportation can be an economical option.

Iowa is served by 18 railroads which operate across 3,996 track miles within the state. The map below shows the current train density which operates across Iowa.

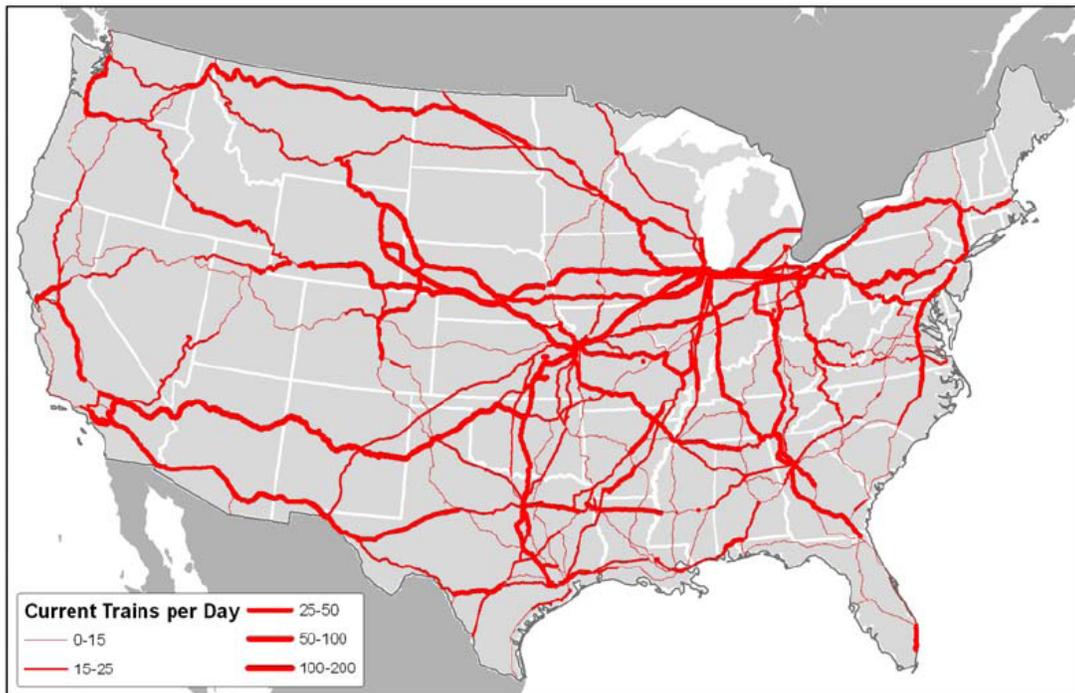


Figure 1 - North American Rail Traffic Density

Railroad economics are often a puzzle and depend mostly on length of haul, commodity and car type. The chart below shows transportation modes and suggests that in general railroad economics favor long haul transportation. As fuel price increases the breakeven point between rail and truck transportation change. A general rule of thumb is that railroad shipment makes sense if the length of haul is greater than 500 miles. This decision rule is often influenced by type of railroad (short line or Class 1 carrier) and commodity type.

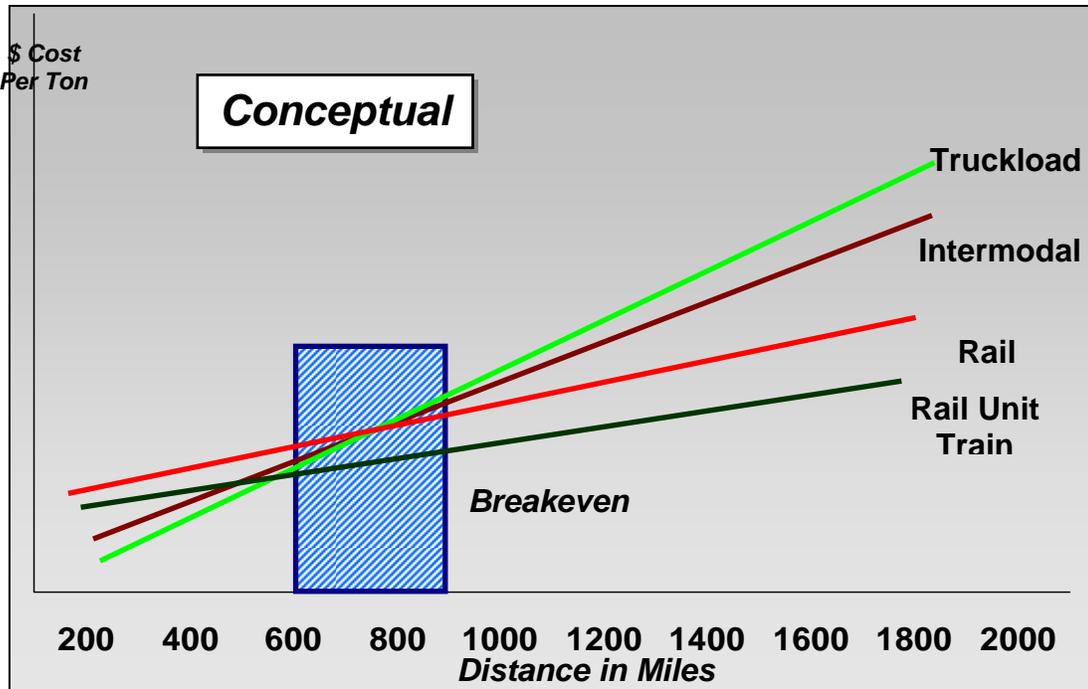


Figure 2 - Conceptual Transportation Economics

Getting Started

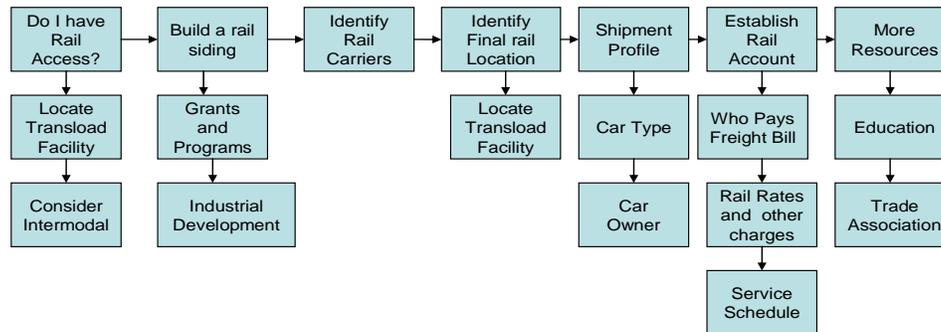
Is rail an option for your freight? What product do you need to move? The table below shows the tons of products shipped by rail to and from Iowa. Railroads move virtually every commodity and are the primary mode of choice for raw materials and heavy products. Intermodal service is the rail mode of choice for many consumer goods and higher value shipments. Railroads are a safe and secure form of transportation for hazardous materials, but special rules apply.

Tons Originated 2006		Tons Terminated 2006			
	Tons	%		Tons	%
Farm Products	20,367,803	39%	Coal	23,499,513	57%
Food Products	19,124,928	37%	Farm Products	4,087,244	10%
Chemicals	4,223,535	8%	Chemical and Allied Products	3,955,166	10%
Primary Metal Products	1,341,688	3%	Food and Kindred Products	2,036,391	5%
Glass & Stone Products	1,337,798	3%	Scrap Materials	1,490,159	4%
All Other	5,247,957	10%	All Other	5,929,238	14%
Total	51,643,709	100%	Total	40,997,711	100%

Table 1- 2006 Iowa Railroad Tonnage

This Tool Kit will help Iowa shippers determine if railroad transportation is feasible. The tool kit will target several key areas to review as you explore using railroads. The screening process has a number of steps which generally begin with an overview of the actual product being shipped and the point pairs for the shipment. This tool kit is meant to provide a basic information overview to help users gain some familiarity with the process. Actual users are advised to contact the railroads and or Third Party Logistics Providers directly.

Rail Screening Process



Order quantity, rail access, service frequency, loading considerations, loss and damage, freight payment terms and equipment are all considerations when exploring rail as an option.

Shipment Characteristics

What is your commodity?

Hazardous - special considerations maybe necessary.

Fragile - special packaging might be required.

Bulk product – loading and weight considerations.

Truckload – intermodal container option

What is the size and weight of your shipment?

Intermodal containers can handle up to 46,000 lbs.

Railroad cars can typically handle up to four truckloads. Check equipment specifications for details.

Service Characteristics

What is the expected transit time?

Intermodal is typically slower than truck but faster than rail carload.

Railroad freight service may be variable based on freight volume.

Most railroads have intermodal schedules posted on their website.

Access Characteristics

Origin and Destination Characteristics:

Is your facility rail served?

Which carrier serves your shipping location? This can be determined by checking the railroad map or calling the carrier directly.

If you do not have a rail siding and wish to build one there are several programs available to help fund this investment. Check with your rail carrier to identify specific requirements. Many rail carriers offer industrial development contacts for prospective shippers.

What is a transload facility?

Transload facilities offer users, not served by rail, an access option. These can be public transload operations or they can be a third party provider. They load rail cars at site locations.

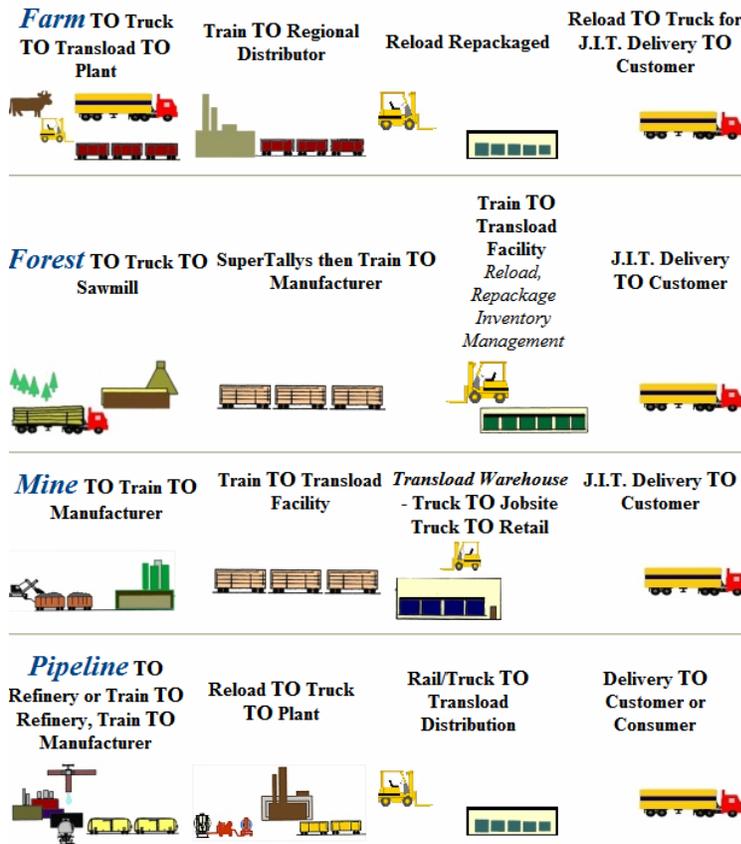


Figure 4- Distribution - Member

Transload Association Locations

Figure 3 - Types of Transloading Operations to Access Railroads

Iowa Transload Distribution Facilities

Company	Address	City	Stat	Zip	Contact	Website
ADS Logistics LLC	951 Trails Road	Eldridge	IA	52748	Hank Kissinger	www.adslogistics.com http://domino.bnsf.com/website/premtransloader.nsf/mapPRlocations?open
Burlington Junction Iowa International Reload	1510 Bluff Road	Burlington	IA	52601	Robert Wingate Tom	www.burlingtonia.com
Cam II Warehouse Inc	6110 49th Street	Muscatine	IA	52761	Schnedler	www.cam2warehouse.com
Canadian National CNPlus	1630 Grandview 1445 Rockford	Waterloo	IA	50704	Paul Eggert	www.cnplus.cn.ca
Canadian National CNPlus	Road 2435 E.	Cedar Rapids	IA	52404	Paul Eggert John	www.cnplus.cn.ca
Cedar American Rail Holdings	Kimberly Road 1656 Sycamore	Bettendorf	IA	52722	Brooks	jbrooks@cedaramerican.com
Consumer Goods Whse	St 1226 S. 8th	Waterloo	IA	50704	Paul Eggert George	www.cnplus.cn.ca
CWS Inc.	Street 1425 N.	Council Bluffs	IA	51501	Drain Tom	glrain@ilgi.com
Determan Industries Inc	Washington	Camanche	IA	52730	Determann	determann.whse@mchsi.com http://domino.bnsf.com/website/premtransloader.nsf/mapPRlocations?open
Dohrn Transfer Rock Island	625 3rd Avenue	Rock Island	IL	61201	Russ Sheffler Wayne	www.dohrn.com
LB Transport	651 1st Ave NE 1350 West	Buffalo Center	IA	50424	Venteicher Randy	http://www.manlyterminal.com/
Merchants Distribution Service	Market Street 1850 E. Euclid	DesMoines	IA	50309	Worth Randy	www.merchantsdsm.com
Merchants Distribution Service	Ave. 1011 Floral	DesMoines	IA	50313	Worth Lisa	www.merchantsdsm.com
Murray's Warehouse Inc.	Lane 1970 McCloud	Davenport	IA	52802	Arevalio Chip Schwickerat	www.chicagosweetners.com
New Hampton Transfer and Storage	Ave	New Hampton	IA	50659	h	www.nhwarehouse.com
OCI Chemical		DesMoines	IA	50309	Jeff Borchers	http://www.ocichemical.com/webapp/ociapp/service/salecon.jsp http://domino.bnsf.com/website/premtransloader.nsf/mapPRlocations?open
Omaha Transloading Omaha	308 Pierce Street 1165 Prairie Hill	Omaha	NE	68108	Steven Braithwaite	www.omahatransloading.com
Reload Inc	Rd	Rockton	IL	61072	Mike Salek	www.reloadinc.com
Transload Distribution Association	1980 Williamette Falls Dr.	West Linn	OR	97068	Gary Brown Matt	www.transload.org
UPDS	206 S. 19th Street	Omaha	NE	68102	Lindberg	www.upds.com

Figure 4 - Iowa Transload Facilities

Establishing an Account with a Railroad

Depending upon whether you use intermodal or rail carload service will determine who your primary point of contact is. If you are using intermodal service your account relationship is with the Intermodal service provider. If you are shipping product in rail carload service from your facility, you will need to establish an account relationship with each rail carrier in the route identified. These relationships start by identifying the rail carrier.

Credit applications vary by railroad and generally include contact information, credit references, company officers, bank and credit contacts along with specifics about where freight transportation invoices should be sent. Most applications also specify terms of payment and require current financial statements along with estimated traffic volume per month.

Figure 5 - Sample Webpage Customer Application Form

Selecting Rail Mode and Routes

The railroads are organized by commodity types and mode. The next chart shows a partial listing of products and the typical business unit or mode within the rail company which would provide rail pricing and schedule information. This chart is a guideline and is typical for Class 1 Rail Carriers. Short line railroads usually have a single point of contact.

Most carriers separate intermodal service from rail carload business. Transloading operations are often considered separately and usually are organized along product shipment characteristics.

Auto	Bulk	Intermodal	Merchandise
<ul style="list-style-type: none"> • Motorized vehicles 	<ul style="list-style-type: none"> • Animal feed • Cereal grains • Coal • Coal-n.e.c. • Metallic ores • Gravel • Nonmetallic minerals 	<ul style="list-style-type: none"> • Alcoholic beverages • Electronics • Furniture • Machinery • Meat/seafood • Miscellaneous manufactured products • Mixed freight • Pharmaceuticals • Plastics/rubber • Precision instruments • Printed products • Textiles/leather • Tobacco products • Transport equipment 	<ul style="list-style-type: none"> • Articles-base metal • Base metals • Basic chemicals • Building stone • Chemical products • Crude petroleum • Fertilizers • Fuel oils • Gasoline • Live animals/fish • Logs • Milled grain products • Natural sands • Nonmetal mineral products • Other agriculture products • Other foodstuffs • Unknown • Waste/scrap • Wood products • Newsprint/paper • Paper articles

Table 2- Typical Railroad Business Unit/Commodity Organization

Intermodal Shipments

Intermodal is a truck-like rail product that allows shippers to load containers or trailers with cargo. These trailers and containers move to rail terminals often within 100 miles of the loading/unloading point and move in dedicated rail service between designated terminals. Intermodal service is not sold directly to shippers but instead is coordinated by truckload carriers, Intermodal Marketing Companies or Third Party Logistics providers. The Intermodal Association of North America has a nearly complete listing of these intermodal providers. www.intermodal.org



Figure 6 - Intermodal Rail Terminals

More information about terminal location, hours of operation and rail service can be found by going to each railroad website. A directory of all rail intermodal terminals can be found at the Intermodal Association of North America’s website: www.intermodal.org. There are three terminals in Iowa; W. Liberty, Newton and Council Bluffs, all located on the Iowa Interstate Railroad.

Carload Shipments

Many railroad carriers offer New Customer sites if you visit their webpage. In the next section there will be details on each carrier and a snapshot of the national rail network. These sites often require that you register as a new customer. Some offer product consultation if you provide basic product and contact information. These sites can be a useful starting point and can help identify routes, rates, schedules and equipment considerations. Some offer site location assistance, track lease and team track information. Most offer guidance about how to access the railroad if you are not rail served through their industrial development group and or transloading partners.

Product characteristics typically determine what type of rail car you will be using. Equipment may be provided by the railroad. Specialty equipment is often owned by the users. Chemical producers often own their own equipment to assure product integrity. Many refrigerated food producers own their own equipment.

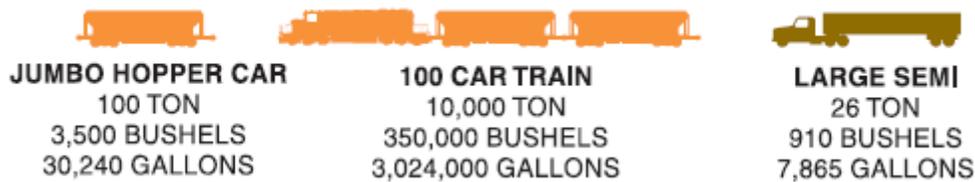
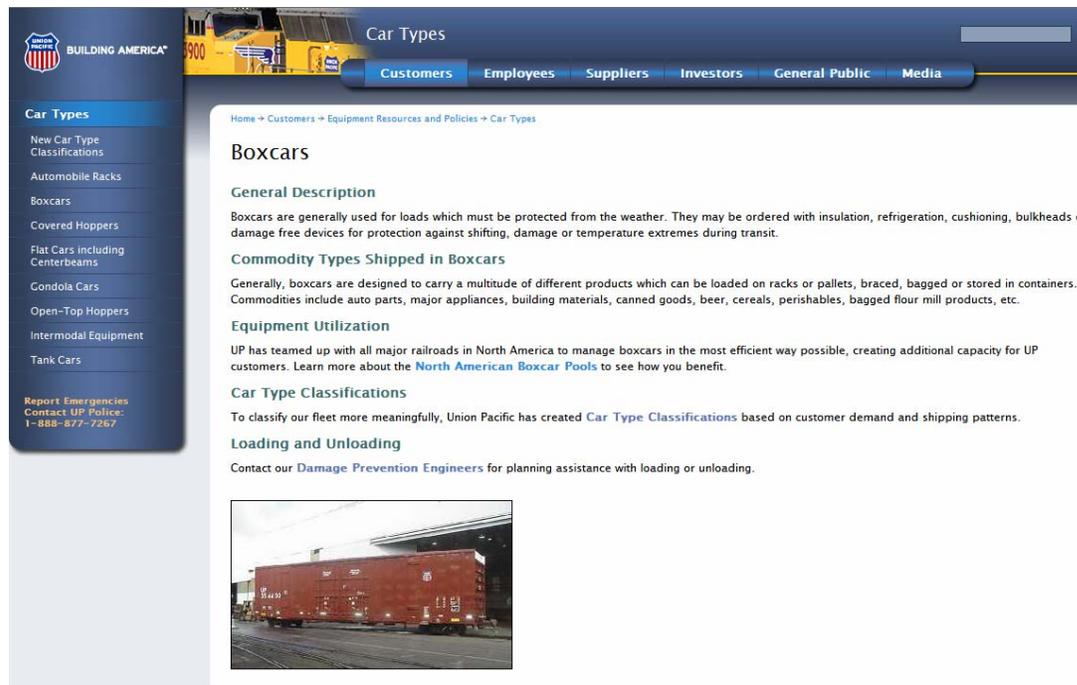


Figure 7 - Carload Loading Capacity

Many carriers offer specific information about car types, equipment availability and specifications on their web site. The figure below is an example of Union Pacific's resource page for new customers. An interactive menu will help guide you to the exact car type which will best suit your needs.



The screenshot shows the Union Pacific website's 'Car Types' page. The header includes the Union Pacific logo and the slogan 'BUILDING AMERICA'. A navigation bar contains links for Customers, Employees, Suppliers, Investors, General Public, and Media. The left sidebar lists various car types: New Car Type Classifications, Automobile Racks, Boxcars, Covered Hoppers, Flat Cars including Centerbeams, Gondola Cars, Open-Top Hoppers, Intermodal Equipment, and Tank Cars. The main content area is titled 'Boxcars' and provides detailed information about these rail cars, including their general description, the types of commodities they can carry, how they are utilized, and how they are classified and loaded/unloaded. A photograph of a red boxcar is displayed at the bottom of the page.

Figure 8 - Web page example of rail car information

Determining Rail Route

It is best to start with a national rail map, along with specific information about which carrier serves the origin and destination points for your specific shipment. The originating carrier will have a preference about which gateway they connect to the delivering carrier. When more than one option exists, it maybe wise to consider transit time differences and network reliability. The American Association of Railroads (www.aar.org) publishes some carrier performance measures. More specific information should be obtained form your carrier representative. The AAR also has a publication about railroad interchanges.

Customer Service

Many railroad questions can be answered by contacting the carrier directly. The webpage below is an example of a customer service portal offered by Norfolk Southern. Most railroads organize around commodities with similar characteristics to form business units. General information and other investor information is also available. The Investor tab often contains presentations to industry analysts which describe the current operating environment and opportunities for each carrier.

Once you have established a customer relationship with the railroad you will have access to specific rates and schedules for your particular business type.

Information about fuel surcharges, switching charges and general railroad term definitions can often be found under headings such as “Customer Reference Guide”.

NS Police Emergency Contact: 800-453-2530
 Who to Call
 Register for accessNS
 USER ID: PASSWORD: LOGIN

CUSTOMERS INVESTORS MEDIA COMMUNITY EMPLOYEES JOB SEEKERS

Home >> Customers

Fuel Surcharge News
 Effective April 1, 2007, Norfolk Southern will discontinue assessing fuel surcharges on its local (non-intermodal) public rates. Future adjustments to public prices will reflect ongoing market conditions.

Doing Business with NS
 Whatever your transportation needs, Norfolk Southern is committed to customer-focused service.
[Coal](#), [Automotive](#), [Industrial Products](#), [System Map](#), [Subsidiaries](#), [Publications](#)

New Publications
[Supply Chain Management Tools](#)

Customer Reference Guide
 Your introduction to establishing and continuing a successful business relationship with Norfolk Southern.
[More...](#)

Related Links
[eFreightBill](#)
[Customer Reference Guide](#)
[Getting a Rate](#)
[Sign-up for Email Notifications](#)
[Learn About accessNS](#)

Search NScorp.com

Figure 9 - NS Customer Page (example)

Doing Business

Most carriers require users to interface with them electronically. The Canadian National webpage below shows the variety of tasks and information available online.

Customers are encouraged to order cars, send billing information, track and trace shipments and pay invoices online. Many carriers offer videos and demos to help new users get started.

Most carriers provide actual track mileage. Equipment use, switching and storage charges are also available on each carrier's website. Some charges vary by carrier.

The screenshot displays the Canadian National Customer Centre website. At the top, there is a navigation bar with the CN logo and links for 'CN NETWORK MAP', 'CONTACTS', 'SITE GUIDE', 'FAQS', 'FRANÇAIS', and 'SEARCH'. A red emergency number 'CN Police Emergency 1-800-465-9239' is also present. Below this is a secondary menu with 'ABOUT CN', 'INVESTORS', 'SHIPPING BY PRODUCT', 'CUSTOMER CENTRE', 'SPECIALIZED SERVICES', and 'VELOCITY LOGIN'. A third menu includes 'New Customers', 'Doing Business With CN', 'Shipping Tools', 'Other Information', and 'Contact CN'. The main content area features a 'Customer Centre' banner and a sidebar with categories: 'Get Prices & Services', 'Order Equipment', 'Send Shipping Instructions', 'Monitor Shipments', 'Request Pickup & Delivery', 'Pay Invoices', and 'Electronic Options'. The 'Send Shipping Instructions' section is highlighted, featuring a 'Send a Bill of Lading' tool. This tool includes a form with fields for 'Pattern Name', 'Shipping Date', 'Release Time', 'Equipment Ex.', 'Number', 'Unique Shipment', 'Requested Customer', 'Origin', 'Destination', 'Name', 'Phone', 'Fax', and 'Load/Empty'. Below the form are 'View Demo' and 'Login' buttons. A 'Related Tools' section lists 'Equipment Specifications', 'Shipping Instructions Details', and 'Intermodal Direct'. A 'Get help instantly!' section promotes a chat service with a 'Find out more' link. A 'Getting started is easy!' section encourages users to 'Register or Login' to use the Velocity of eBusiness. At the bottom, contact information is provided: 'Contact us: 1-888-MOVIN CN (668-4626)'. A small image of a worker on a train is also visible.

Figure 10 - Canadian National Shipping Information Page

Railroads in Iowa

This section will provide carrier specific information. North American Railroads moved over 40% of the nation's freight as measured in ton miles. In 2006 there were 561 freight railroads operating in the United State which collectively represented \$54 billion in revenue.

The railroad industry has established three types of freight railroads, generally defined by revenue and geographic reach. Together these carriers create the network illustrated below.

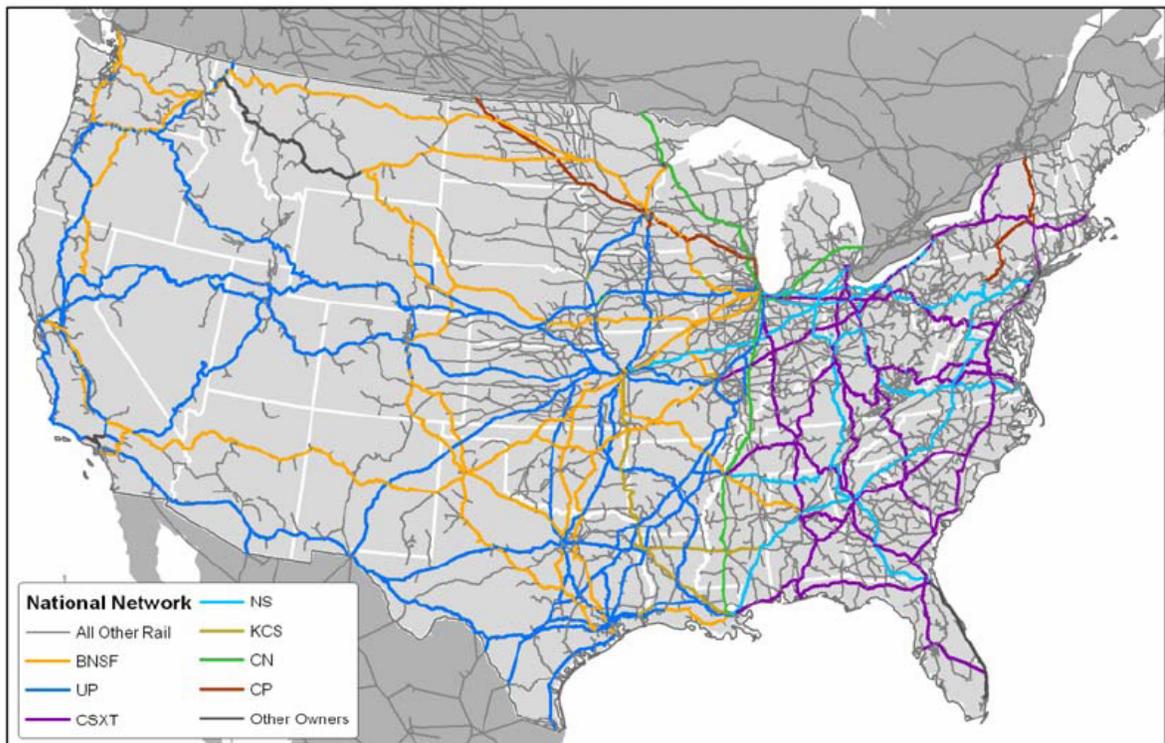


Figure 11 - U.S. National Rail Network

There seven Class 1 railroads are highlighted with colored routes, the regional and short line railroads are identified in grey. The Class 1 and regional railroads are owned by the privately held companies, and are publicly traded. Investor information is posted on each carrier's website. This is a great source of information about the focus and the resources each company has committed to transportation. The "other carriers" shown in grey often link low density rural producers to national trading partners. The railroad industry has recently enjoyed a "renaissance" as congestion and fuel costs increase.

Class 1 Railroads

This set of carriers is defined as those with revenue of at least \$346.8 million in 2006. There are currently seven Class 1 Railroads.

- Burlington Northern Santa Fe (orange) BNSF
- Canadian National (green) CN
- Canadian Pacific (brown) CP
- CSX Transportation (purple) CSX
- Kansas City Southern (olive) KCS
- Norfolk Southern (light blue) NS
- Union Pacific (royal blue) UP

Class 1 Railroads comprise just 1 percent of the number of freight railroads but account for 67 percent of the industry's mileage and 93 percent of the freight revenue. They range in size from 3,200 to more than 32,000 miles of track. They operate across many states and tend to concentrate on long-haul, high-density intercity traffic lanes.

Four Class 1 railroads operate in Iowa, BNSF, CN, NS and UP.

Regional Railroads

These carriers are defined as freight carriers which operate at least 350 miles of track and/or generate more than \$40 million but less than the \$346.8 million. In 2006 there were 33 regional railroads. Regional Railroad typically operate 400 to 650 miles and span two to four states. The DME and ICE are being purchased by the Canadian Pacific Railroad.

- Dakota Minnesota and Eastern Railroad Company (DME)
- Iowa Chicago and Eastern Railroad Corporation (ICE)
- Iowa Interstate Railroad Ltd.

Local Linehaul Railroads

Railroads in this category operate less than 350 miles and earn less than \$40 million per year. Most carriers in this category earn less than \$5 million per year. In 2006 there were 323 local line haul railroads. In this category of railroads, most operate less than 75 miles in a single state.

Railroad Service in

Iowa

2005

Railroad Service and Employment

Facilities	Number of Freight Railroads	17
	Miles Operated (Excluding Trackage Rights)	3,931
Traffic	Total Carloads of Freight Carried	6,372,589
	Total Tons of Freight Carried	331,539,961

Iowa's Railroad Service Map

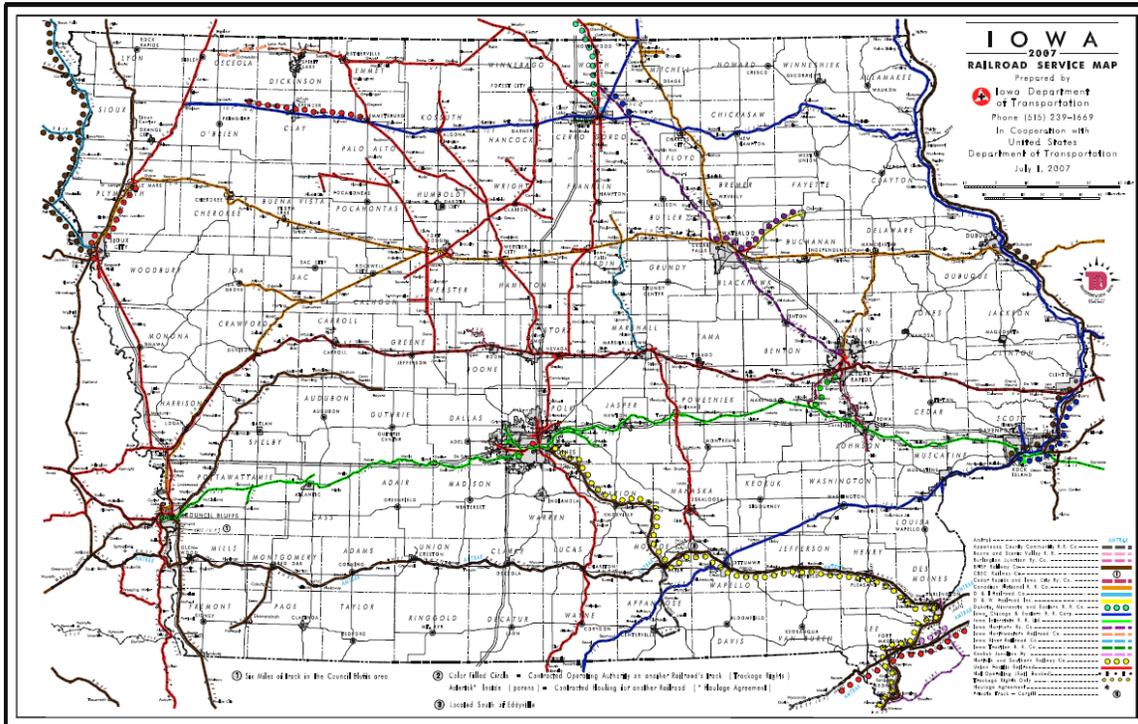


Figure 5 - This interactive map is available on the Iowa DOT website

Iowa Rail Service Providers

The following list of carriers have operations in Iowa. Contact information is

provided on the Iowa DOT office of rail transportation website. www.iowarail.com

Each carrier can also be accessed directly via their own website or locally listed contact information.

Most carriers prefer that you register with them as a customer to gain access to a robust source of information about each individual operator.

Figure 6 - Iowa Office of Rail Transportation www.iowarail.com

Class 1 Railroads in Iowa



Burlington Northern Santa Fe

Eric Pitcher, Manager, Industrial Development

BNSF Railroad

547 W. Jackson Blvd., Suite 1509

Chicago, IL 60661

eric.pitcher@bnsf.com

Phone 312-850-5699

Fax 312-850-5690

Web site:

www.bnsf.com/prospective/



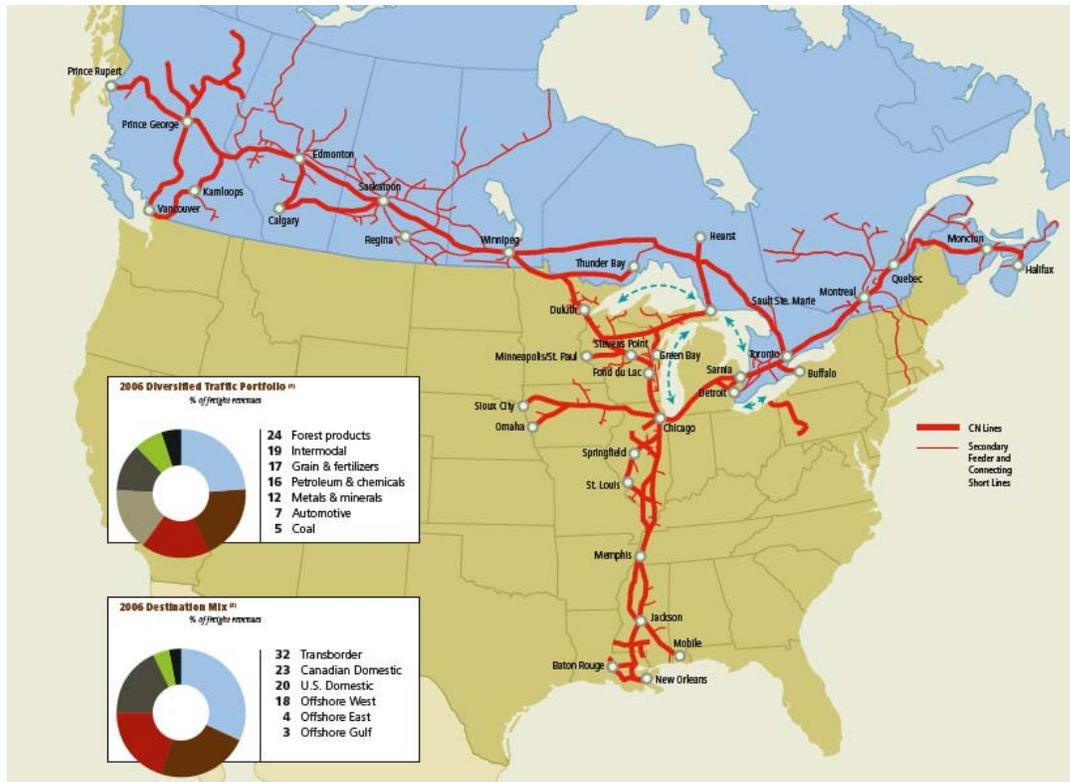


CN (owner of Chicago, Central & Pacific Railroad
& Cedar River Railroad)

Dan Drier, Manager
Business Development
CN
17641 S. Ashland Ave.
Homewood, IL 60430-1345
Dan.drier@cn.ca

Phone 708-332-3061
Fax 708-332-3673

Web site:
www.cn.ca/customer_centre/services_support/dev_siding_agreements/en_KFBusinessDevelopment.shtml





Norfolk Southern Corporation

Chris Ingraham, Manager
Industrial Development
Norfolk Southern Corporation

720 Olive Street, Suite 2850
St. Louis, MO 63101
chris.ingraham@nscorp.com

Phone 314-679-1880

Web site:
www.nscorp.com/nscorp/index.jsp





BUILDING AMERICA®

Union Pacific Railroad

Wayne A. Borg
Senior Business Manager, Industrial Development
Union Pacific Railroad
130 Quail Ridge Drive 559
Westmont, IL 60559
waborg@up.com

Phone 630-794-5155
Fax 630-794-5171

Web site:
www.uprr.com/customers/ind-dev/index.shtml



Other Iowa Railroad Contacts

Cedar Rapids & Iowa City Railway Company

Kevin Burke, General Manager
Cedar Rapids & Iowa City Railway Company
2330 - 12th Street Southwest
Cedar Rapids, IA 52404
kevinburke@alliantenergy.com
Phone 319-786-3686

IC & E Railroad

Lynn Anderson, VP
Marketing, Strategic Planning & Public Affairs
IC&E
140 N. Phillips Ave.
Sioux Falls, SD 57101
landerson@cedaramerican.com
Phone 605-782-1234
www.icerail.com/industrial%20economic%20intro.html

Iowa Interstate Railroad

Dennis Miller, President
Iowa Interstate Railroad
5900 6th Street SW
Cedar Rapids, Iowa 52404-4804
dhmiller@iaisrr.com
Phone 319-850-5699
www.iaisrr.com/

Iowa Northern Railway Company

Dan Sabin, President
Iowa Northern Railway Company
113 North Second, P.O. Box 640
Greene, Iowa 50636
<http://www.iowanorthern.com/>
Phone 319-354-1127
Fax 319-354-3817

Other Iowa Freight Railroads						
Appanoose County Community Railroad Company	P. O. Box 3321	Centerville	IA	52544	641-437-7029	
Burlington Junction Railway Company	P. O. Box 37	Burlington	IA	52601	319-753-6157	www.bjryrail.com
CBEC Railway (MidAmerican Energy Company)	P. O. Box 657	Des Moines	IA	50306	800-329-6261	www.iaisrr.com
D&I Railroad Company	300 S. Phillips Ave.	Sioux Falls	SD	57117	605-334-5000	www.lgeverist.com
D&W Railroad Inc	55 E. Jackson Blvd.	Chicago	IL	60604	312-427-2818	www.iowanorthern.com/
DME Railroad Company	140 N. Phillips Ave.	Sioux Falls	SD	57104	605-782-5701	www.dmerail.com
Iowa Northwestern Railroad	not currently in operation					
Iowa River Railroad Company	33371 170th Street	Steamboat Rock	IA	50672	641-868-2676	www.uprr.com/customers/shortline/lines/iarr.shtml
Iowa Traction Railroad Company	P. O. Box 309	Mason City	IA	50401	641-424-4600	
Keokuk Junction Railway	117 Water Street	Keokuk	IA	56232	800-914-7851	

Figure 7 - Smaller Railroads Operating in Iowa

Financing Freight Improvements

There are several state and Federal programs to help finance rail improvements.

Iowa Railway Finance Authority

The Railroad Revolving Loan and Grant Program were established in 2005 for the purpose of providing funding assistance for the improvement of rail facilities that support economic development and job growth. The program is funded by existing loan repayments and appropriation. The program is administered by the Iowa Railway Finance Authority, an independent board staffed by the Iowa

Department of Transportation. An application is available on the Iowa DOT web page www.iowarail.com.

Iowa Clean Air Attainment Program (ICAAP)

The ICAAP funding is awarded on a statewide competitive application basis. The federal funds are awarded to those projects with the highest potential for reducing transportation-related congestion and air pollution. Project applications may be submitted by cities, counties, public transit agencies, and state and federal agencies. Rail related projects that meet the other criteria for this program are eligible. Private nonprofit organizations and individuals who want to apply for funding must have a public agency as a co-sponsor.

Railroad Rehabilitation & Improvement Financing (RRIF)

The RRIF program was established by the Transportation Equity Act for the 21st Century (TEA-21) and amended by the Safe Accountable, Flexible and Efficient Transportation Equity Act: a Legacy for Users (SAFETEA-LU). Under this program the FRA Administrator is authorized to provide direct loans and loan guarantees up to \$35.0 billion. Up to \$7.0 billion is reserved for projects benefiting freight railroads other than Class I carriers.

The funding may be used to:

- Acquire, improve, or rehabilitate intermodal or rail equipment or facilities, including track, components of track, bridges, yards, buildings and shops;
- Refinance outstanding debt incurred for the purposes listed above; and
- Develop or establish new intermodal or railroad facilities

Direct loans can fund up to 100% of a railroad project with repayment periods of up to 25 years and interest rates equal to the cost of borrowing to the government.

Eligible borrowers include railroads, state and local governments, government-sponsored authorities and corporations, joint ventures that include at least one railroad, and limited option freight shippers who intend to construct a new rail connection.

Third Party or Outsourcing Considerations

If you have rail access and can establish credit you can work with the railroad directly. Some shippers prefer to outsource some or all of their rail transportation functions to Third Party Logistics providers. Intermodal shipments must flow

through a network of Intermodal Marketing Company's or Truckers to gain access to the railroad network.

Trade associations offer a wealth of subject matter resources and often a vibrant network of industry practitioners. Several logistics publications offer an annual planning guide which lists third party providers and service organizations. Some publications, like Logistics Management Magazine publishes a reader poll which ranks top service providers annually. The list below is not exhaustive but meant to represent a starting point for interested users.

Trade Associations

APICS – The Educational Society for Resource Management
5301 Shawnee Road
Alexandria, VA 22312
800.444.2742
www.apics.org

APQC - American Productivity & Quality Center
123 N. Post Oak Lane
Houston, TX 77024
800.776.9676
www.apqc.org

AST&L - The American Society of Transportation & Logistics
1400 Eye Street NW Ste 1050
Washington, DC 20005
202.580.7270
www.astl.org

ATA - American Trucking Association
950 North Glebe Road Ste 210
Alexandria, VA 22203
703.838.1700
www.truckline.com

Association of American Railroads
50 F Street NW
Washington, DC 20001
202.639.2100
www.aar.org

Council of Supply Chain Management Professionals
333 E Butterfield Road Ste 140
Lombard, IL 60148
630.574.0985
www.cscmp.org

ISM - Institute for Supply Management
P.O. Box 22160
Tempe, AZ 85285
480.752.6276
www.ism.ws

IWLA - International Warehouse Logistics Association
2800 S. River Road, Suite 260
Des Plaines, IL 60018
847.813.4699
www.iwla.com

IANA – Intermodal Association of North America
11785 Bettsville Drive Suite 1100
Calverton, MD 20705
301.982.3400
www.Intermodal.org

MHIA - Material Handling Industry of America
8720 Red Oak Blvd., Suite 201
Charlotte, NC 28217-3992
704.676.1190
www.mhia.org

NITL - National Industrial Transportation League
1700 North Moore Street, Suite 1900
Arlington, VA 22209
703.524.5011
www.nitl.org

North American Rail Shippers
2115 Portsmouth Drive
Richardson, TX 75082
972.690.4740
www.railshippers.com

SmartWay Transport Partnership
2000 Traverwood
Ann Arbor, MI 48105
734.214.4767
www.epa.gov.smartway

SOLE – The International Society of Logistics
810 Professional Place, Suite 111
Hyattsville, Maryland 20785
301.459.8446 www.sole.org

SCC - Supply-Chain Council
1400 Eye St., NW Ste. 1050
Washington, D.C. USA 20005
202.962.0440
www.supply-chain.org

TIA – Transportation Intermediaries Association
1625 Prince Street Ste 200
Alexandria, VA 22314
703-299-5700
www.tianet.org

VICS - Voluntary Interindustry Commerce Solutions Association
1009 Lenox Drive, Suite 202
Lawrenceville, NJ 08648
609.620.4590
www.vics.org

WERC - Warehouse Education & Research Council
1100 Jorie Boulevard, Suite 170
Oak Brook, IL 60523
630.990.0001
www.werc.org

Publications

About Logistics Supply Chain
American Journal of Transportation
American Shipper Magazine
Canadian Transportation Logistics
Magazine
Commercial Carrier Journal
Containerization International
Cargo Business News
CSCMP Explores
Distribution Business Management Journal
Distribution Center Management
E-Logistics Magazine
Exporter Magazine
Food Logistics
Global Logistics and Supply Chain
Strategies
Global Perspectives

Marine Digest
Marine Log
Material Handling Management
Materials Management and
Distribution Magazine
Modern Bulk Transporter
Modern Materials Handling Magazine
Operations and Fulfillment Magazine
Pacific Shipper Magazine
Progressive Railroad Magazine
Railway Age
Refrigerated and Frozen Foods
Research @ Education Supply Chain Info.
SC Comment
SC Quarterly
Sloan Management Review

Grocery Headquarters
Inbound Logistics
Industrial Distribution
Industry Week
Journal of Business Logistics
Journal of Commerce Group
Logistics Europe
Logistics Management
Logistics Quarterly
Logistics Today
Managing Exports and Imports

Supply and Demand Chain Executive
Supply Chain Digest
Supply Chain Management Review
Supply Chain Network
Traffic World Magazine
Transport Topics
Trains Magazine
World Cargo News
World Trade Magazine

Education and Training

As the importance of supply chain logistics and carrier management increase many programs have become available to train tomorrow's work force. Many state universities such as Iowa State University offer a degree program in supply chain management. Over a hundred national and international programs are listed on the Council of Supply Chain Management Professionals web page (www.cscmp.org).

Logistics Certification Programs

The trade and professional associations listed below offer certification programs specifically in the logistics area. Click on an association to link to information about its certification programs.

- AST&L - American Society of Transportation & Logistics
- APICS - The Association for Operations Management
- ISM - Institute for Supply Management
- IMA - Institute of Certified Management Accountants
- IMC USA - Institute of Management Consultants
- IoPP - Institute of Packaging Professionals
- ILM - Institute of Logistical Management
- IWLA - International Warehouse Logistics Association
- MHMS - Materials Handling & Management Society
- NPTC - National Private Truck Council
- SOLE - The International Society of Logistics
- VICS - Voluntary Interindustry Commerce Solutions Association

Other Resources:

Iowa Department of Economic Development
200 East Grand Avenue
Des Moines, IA 50309 ~ USA
Phone: 515.242.4700
Fax: 515.242.4809
e-mail: info@iowalifechanging.com

Iowa Department of Transportation
Office of Rail Transportation
800 Lincoln Way
Ames, IA 50010
515-239-1140
www.iowarail.com

Further comments and questions:

Libby Ogard
Prime Focus LLC
918 Fox River Drive
DePere, WI 54115
920- 217- 7222
logard@new.rr.com



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