



# Canton Railroad Company



# Overview



- *Our History*
- *Our Mission*
- *About Canton*
- *5 Bold Steps*
- *Freestate Logistic Services*
- *What's Next?*

# History of Canton

- Captain John O'Donnell
- Canton Company of Baltimore  
Built Union RR & Northern Central
- Canton Built in 1906
- MdTA Purchase in 1987





# Our Mission

- *The Canton Railroad Company will be recognized as the preeminent short line in Maryland through our dedication of providing safe, reliable, and competitively priced logistic services that deliver value to our customers, employees, shareholders, and the communities we serve. We will provide value through our commitment to growth and expansion of our service capabilities and franchise.*

# Canton Today



*Seagirt Terminal ICTF*

- Connects with CSXT and NS
- 28 Full Time Employees
- 5 Locomotives & Small Boxcar Fleet
- Serve 25 Active Shippers
- Seagirt Marine Terminal Access

# *Canton Railroad Customers*

## *1995 vs 2015*

- Agrico
- Cambridge Iron & Metal
- Container Corporation
- Continental Plastics
- Ford Automobiles
- Eastern Stainless Steel
- Free State Steel
- GAF
- Guthrie Services
- Key Warehouse
- S.G. Keywell
- Lebanon Chemical
- Unilever
- Martin Gillet
- Miles
- Owens Illinois
- Shipperside Marine
- Steinweg
- Titan Steel
- U.S. Warehouse
- Vista Chemical
- Evered Bardon
- Southwest Div (MTA)

- AG Source
- Apex
- Barker Steel (nee Free State Steel)
- Boise Cascade
- Cambridge Iron & Metal
- Case New Holland
- Consolidated Container
- GAF
- Graham Packaging (Owens Illinois)
- Henry Bath
- Lehigh Cement
- Maryland Overpak
- Overflo Public Warehouse
- Pacorini
- John Deere
- Rukert Terminals
- Sun Products (Unilever)
- Terminal Corporation
- Terrapin Recycling
- Titan Steel
- Warner Graham
- Weyerhaeuser
- Transload Terminal
  - A. E. Staley
  - Environmental Operating Solutions
  - Fleischman's Vinegar
  - GAF
  - Nachurs Alpine
  - Nobil Oil
  - GTI
  - Sunrise Foods



# System Map





# Transloading Operation



- Grain
- Ethanol
- Glycerin
- Corn Starch
- Methanol
- Recycled Oil
- Airport De-Icer
- Roofing Shingles



# Challenges

- Capacity
- Safety
- Development & Gentrification
- Diversification

# Five Bold Steps

- Develop 3<sup>rd</sup> Party Switching Services
- Acquire Key Railcars
- Distribution Facility
- Enhance Class I Relationships
- Develop Contract Maintenance Program

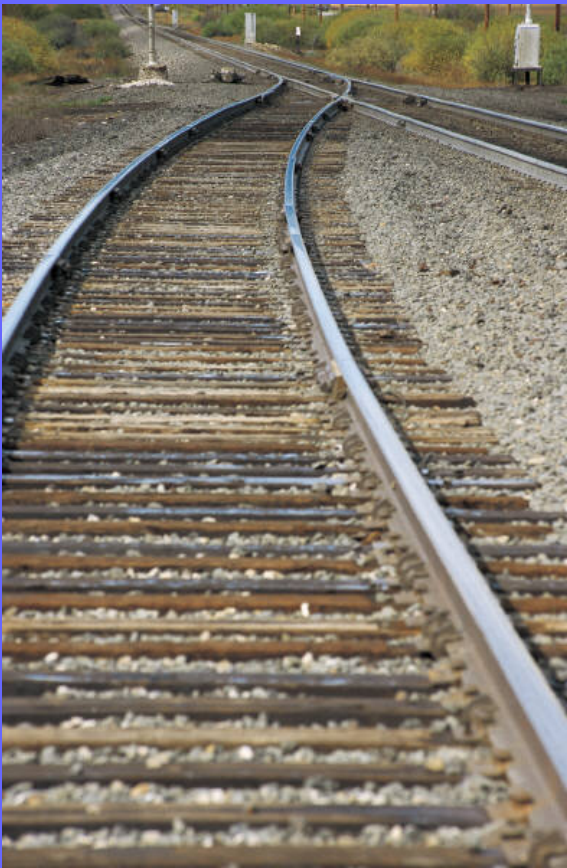


# Freestate Logistic Services, Inc

- Started Operations on June 18, 2007
- Serves General Electric ADC
- Serves Perryville Cold Storage
- One Locomotive
- Six (6) Employees
- Non-Union



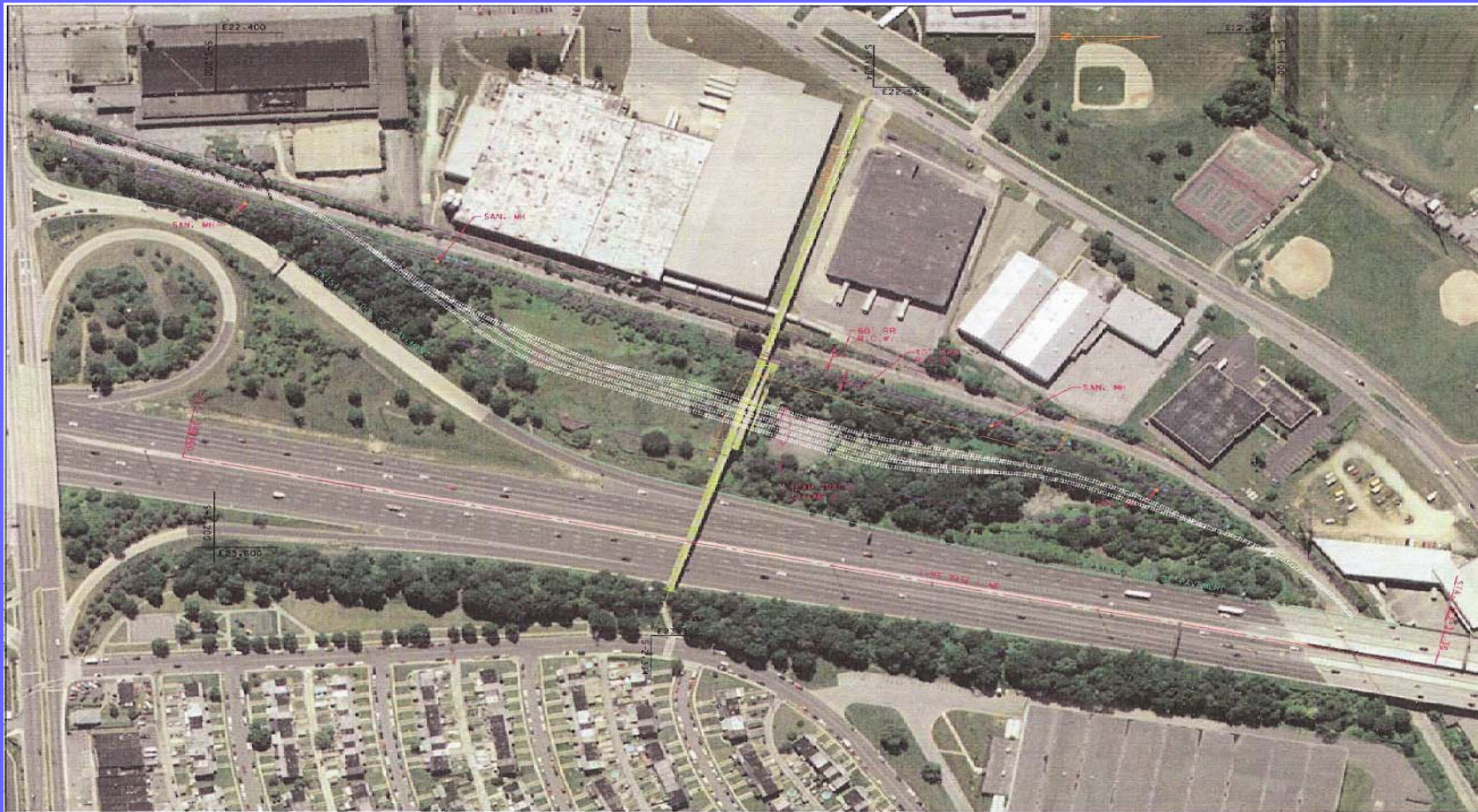
# Where Do We Go From Here ?



- Add Capacity
- Expand Switching Operations
- Value-added Services
- Supply Chain Aware
- Diversify



# Kane Street Yard



**THIRD CENTURY**  
ENGINEERING  
CONSULTING ENGINEERS - PLANNERS  
1812 GLENY ROAD  
HARRISBURG, MD 21756

1" = 100'  
SCALE IN FEET

LEGEND  
SCHEME 1

CANTON RAILROAD COMPANY  
KANE STREET RAIL YARD  
SCHEME 1  
FEASIBILITY STUDY  
SCALE: 1"=100'  
OCTOBER 2010