Helping to move rail and port traffic through New York, New England, the Maritimes, & eastern Québec. A weekly trade newsletter.

Formal issue 12#07A 17 July 2012

*Article unchanged from e-bulletin.
**Blue type in article: changes from e-bulletin.
Blue header & table of contents: new article

Regional
Seaview: Starts special unit intermodal America's Cup train.

New York
Global Partners: Expanding in Albany. Presentation omits mention of Revere.
D&H: Harrison arrives. Will he sell?*

Québec

Connecticut
New Haven: Spurs to terminals (map), who spent $25 million in capital investment 2010-2012.*
PW/New Haven: Four terminals want rail. Funding awaits port study, not due til end July.

Maine
NBSR-Pan Am: Transfer of Woodland branch.*
Pan Am: NewPage spurs Verso buyout offer.*
Pan Am: New propane terminal in Biddeford.

Massachusetts
CSXT: Framingham's CP yard for autorack train.
Pan Am-NS: No word on Global ethanol.
Pan Am: ConnRiver work to start in two weeks.
Massport: Take over commuter boat operations?

New Hampshire
MBRX: Restarted operation. NHDOT claims it still can't decide.

Rhode Island
[See Regional Seaview article for unit boat train.]

Vermont
[No report.]

Maritimes
NBSR-Pan Am-MMA: Crude oil moves continue.
Saint John: Photo and description of Irving Oil railyard under construction.
Sydney: Four entities are considering a container terminal here.

Rail Shippers/Receivers
A cross-reference to companies mentioned here.

People, Positions, Events

Free-lancers
As recent readers know, Tom Peters for the Maritimes and Laurel Rafferty for ports have helped this newsletter stay up with events. Both are working on fascinating articles taking some time to develop. Those will beef up the next issue.

The summer doldrums have overtaken this issue.

- Chop Hardenbergh
Next formal issue end July

**REGIONAL**

**SEAVIEW: SPECIAL CONTAINER TRAIN**

6 July. *THE AMERICA’S CUP REGATTAS STARTED VIA A 121-CAR UNIT TRAIN HERE*, from Quonset. Newport hosted a regatta that concluded 1 July of the America’s Cup boats. In the next regatta, in San Francisco beginning 21 August, crews will have their first chance to sail where the 34th America’s Cup race is scheduled in September 2013. The containers, loaded with tents, broadcast equipment, and other gear totalled 145: 11 40-foot flat racks, nine 20-foot containers, four 40-foot standard containers, one 45-foot, high-cube container, and 105 40-foot, high-cube containers.

**Why use the railroad?**

The special was preferred not only to trucking but to maritime transport via the Panama Canal, explained Eric Moffett, Seaview president. “It is exciting. The investments the states have made in New England have paid off,” Moffett adding, referring to recent rail upgrades.

Efficiency is important to the America’s Cup organization, according to a statement at its website. 'The America’s Cup has committed to hosting an environmentally responsible event, which involves paying particular attention to areas such as minimizing air emissions and waste, and maximizing opportunities for energy efficiency and sustainable travel solutions.'

Its routing is Seaview, PW, NECR, CN to Chicago, and thence to San Francisco, according to Charles Hunter of NECR who said, “It was a competitive route as far as timing and pricing.” {Nancy Remsen in Burlington Free Press 12.July.12; e-mail to ANR&P 6 July from Everett Stuart, of the Rhode Island Association of rail Passengers}

**NEW YORK**

**D&H-ALBANY: GLOBAL EXPANDING**

9 July, DC. *GLOBAL PARTNERS’ ERIC SLIFKA PRESENTED GLOBAL AND ITS EXPANSION PLANS TO A FORUM HERE*. The Canadian Embassy hosted The Washington Energy Forum EPRINC Embassy Series. The slides showed Global's storage and distribution facilities, noted the expansion in Albany, but did not mention the potential of moving ethanol by rail to Revere [see 12#05B]

**Routing of petroleum products to Albany terminal: expansion**

The company currently moves crude oil, refined products, and ethanol [see 12#01A] through the Albany terminal.

Slifka's presentation noted that Global's 'relationship with Canadian Pacific (CP) provides significant routing flexibility with single-line connection.'

Global is '[c]ompleting rail expansion that will enable two 120-car unit trains to be offloaded daily' and 'more than triple terminal capacity to approximately 150,000 bbls/day.' The facility can currently do one 80-car unit train per day [see 11#01A].

**Crude in North Dakota**

Global is building its own 100,000 barrel storage facility in Stampede, North Dakota, in the Bakken region, ready in 3Q12. {pdf of presentation slides}

**More on Albany**

CP has indicated that, post-expansion it will likely send trains of 104 to 110 rail cars. In April, Slifka declined to specify the price to deliver crude, but stated it was more efficient “than any pipeline out there.” That month
rail was carrying 23% of the Bakken output.

“As things get developed, you’ll see new opportunities. I really have a view here that this [Albany] terminal is going to be supplied out of the Dakotas and maybe even Wyoming and out of Canada as well,” he said. Bakken is not “ultimately where the focus ends up” as the crude source for the terminal. “I think you’re going to supply that facility from the east coast from multiple places where the product exists.” {Argus Media 19.Apr.12}

Global spent ‘$1.4 million in costs related to our Albany, New York terminal (primarily $1.3 million in costs associated with a build-out project to increase the rail receipt and throughput storage capacities of ethanol and crude oil and converting certain storage tanks for the handling of crude oil), $0.7 million in costs related to tank construction in North Dakota for the handling of crude oil, $0.6 million in site expansion and improvements at certain retail gas stations, $0.5 million in costs to acquire land for future development...’ {10-Q for 1Q12 page 46}

Ethanol and accident
Following the Office Car Special visit to the Revere location of Global's possible rail ethanol terminal [see Massachusetts], Slifka did not list it as a possibility in his slides. Perhaps his oral presentation considered it.

Editor

**CP/D&H: NEW BOARD**

6 July, Calgary.  **AFTER HUNTER HARRISON ARRIVED, TONY INGRAM LEFT.** CP announced Harrison's accession as president and CEO on 29 June, Ingram's departure on 6 July. Rick George (26 June) and
David Raisbeck (6 June) also stepped down. {CP website}

Change for the D&H?
All this makes one wonder whether the wish of some that CP sell the D&H will come to reality [see 12#05A]. But he said later that he would spend the first hundred days getting to know the property and crafting a turnaround strategy. {Brent Jang in Toronto Globe and Mail 15.July.12} { The twelve comments as of 16 July all think Harrison will use slash and burn techniques to reach his goal, running roughshod over anyone in his way. {Globe and Mail website}

CONNECTICUT

NEW HAVEN: RAIL COMING*
6 July. FINALLY THE PORT AND THE STATE ARE MOVING AHEAD WITH RAIL ACROSS WATERFRONT STREET. In the first phase, rail was relaid along Forbes Avenue in 2006 and alongside Waterfront Street, permitting the removal of the rail in the street itself. In 2009, one spur was laid into one terminal in the hope of landing a major steel coil contract, which did not occur.

New life
Four terminals would like rail spurs: Magellan, Gateway, Gulf, and New Haven Terminal [formerly operated by Logistec, now Gateway – see 12#04], Sheiffele said. New Haven Terminal has the only spur, into the southern gate, and would like a northern spur [see map] which would lead to the Greenleaf biofuel plant.

But the state must first redo Waterfront Street. “They couldn’t put the tracks in without the roadway being reconstructed,” Sheiffele explained.

ConnDOT was expecting to begin the Waterfront Street project in 2009 [see 08#04B], but then ran out of money. ConnDOT spokesperson Kevin Nursick explained in May 2012 that the state had a “fiscally constrained” capital budget at the time.

In 2009, the port authority sought TIGER II funding [see 09#09B] but did not get it. Recently ConnDOT found the funds because bids in general have come in lower than expected due to a down economy. “Contractors are hungry for work,” Nursick said.

Funding and bidding
During project construction, the out of service track running down Waterfront Street will be ripped out, new drainage equipment will be installed, and new rail spurs will be laid down before the final layer of asphalt coats the road, according to Nursick.

Street contract. In late 2011, the city learned that the state had found the money to redo Waterfront Street. ConnDOT put the bid out in April with an estimated cost of $3.9 million; responses arrived by 9 May; and the state selected RED Technologies of Bloomfield, Connecticut, the low bidder [see box].

On 6 July Nursick said ConnDOT needed only to sign the contract with RED and the work will begin. Construction should start mid-summer. All the work – the repaving, followed by the new rail spurs – should be finished by “the end of 2013.”

Rail contract. PW will lay the tracks across Waterfront Street to the property line of each terminal. The track work should cost about $2 million, paid for by a federal grant that aims to improve air quality and alleviate traffic congestion, Sheiffele said. Each terminal in turn will, if it chooses, hire its own contractor to redo the track on its own property [see article below].

Does the investment in spurs make sense? $27 million
In June, Sheiffele pointed out that ’[b]etween 2010 and 2012, the private terminals at the port of New Haven
have/will spend approximately $27,000,000 in capital investments at their facilities, including dock work, dredging and dyking, new pipelines, rack and tank upgrades as well as acquisition of warehouse facility.' {e-mail to ANR&P 19.June.12}

Sheiffele conceded the existing line has seen “very little” use. She could recall only two times cars have used the tracks since 2006. Then-Governor Jodi Rell announced the track in 2006 with railcars on it [see 06#06B]. Logistec did not land the big steel contract it was hoping to get [though it did load several cars with steel coil – see 08#04B].

“[T]he dry cargo business, which uses freight rail, has been really down in the port,” she said [see 12#04A]. Sheiffele said petroleum distributors in the port may use the new spurs to bring in ethanol to the terminal to be mixed with other fuel: “Rail is considered a much safer way to handle that.” And the port’s new bio-fuel plant may use rail to import the plant-based products it turns into fuel.

A positive Gulf note
Gulf currently moves out its product from the terminal by truck. A Gulf worker at the terminal said in May they get 6 to 7 miles per gallon of gas. And governmental regulations limit the trucks to 80,000 pounds each, a fraction of the weight that can be carried by train. “If you want to have a vital port area, you’ve got to have a rail system,” the worker said. {Melissa Bailey in New Haven Independent 22.May.12; Alexandra Sanders in New Haven Register 13.June.12; ANR&P discussion with Nursick 6.July.12}

PW/NEW HAVEN: RAIL WANTED
9 July, New Haven. THE TERMINALS AT WATERFRONT STREET WILL DEFINITELY USE RAIL, said Judi Sheiffele, executive director of the New Haven Port Authority. “Believe me, before we invested the money in running the track across Waterfront Street we wanted to ensure we would not wasting the money.” [See above]

Gateway
The initial design for track on the terminal property required the removal of a retaining wall of their scrap pile, and Gateway was not interested. “Most recently, the engineers who did the initial layout met with Gateway and...
have designed another avenue in,” said Sheiffele. “Gateway has met with PW to discuss service.”

New Haven Terminal
NHT is very interested in building the north gate track to get access to its tanks. [The south gate has access to the dry cargo area, operated by Gateway sister company Harbor Terminal – see 12#04A.]

Gulf
Sheiffele said the oil company “a couple of years ago was not interested,” but most recently said it would now like rail. It probably has space for only two cars, and would receive additives such as ethanol.

THE THREE GATEWAY FACILITIES
Tom Dubno, who represents Gateway at the New Haven Port Authority and the Connecticut Maritime Commission as well as on other projects, said that at NHT, his company is cleaning up the site and has “some customers looking at it.”

Gateway is still using its Chapel Street terminal, where it has rail service, truck access, and barge loading ability. “We are very proud of this facility” [built at its own expense – see 01#02B], it is very dependable and workable. We are not closing it down.”

Gateway could get tracks into its Waterfront Street facility and the dry cargo section of NHT. Dubno sees the “whole rail question still in the future.” {ANR&P discussion 16.July.12}

Magellan
Magellan, in order to user rail, would have to relocate berms, possibly tanks, and a pipe manifold, at a cost of $12 million.

Best at this point, said Sheiffele, might be to use the new north gate track of NHT next door. “There's already a pipe line.” Discussions about such use have already occurred.

Funding of the terminal tracks; release of port plan
Sheiffele related that in 2006, the state budget contained funding to install the spurs onto terminal properties. But a “big issue emerged about DOT spending money on private property” so the funding question moved to the Department of Economic and Community Development as an economic development question.

Now, “the big unknown is the study” of the potential for the three ports [see 12#05B] which “is still not completed. The legislature wanted that before investing.”

Now, she reported, the state and the consultants “have until the end of July to complete” it. {ANR&P discussion 9.July.12}

MAINE

NBSR-PAN AM: WOODLAND STARTUP*
17 June, Ottawa. THE GOVERNOR-IN-COUNCIL APPROVED THE TRANSFER OF THREE BRIDGES NEAR CALAIS, which will allow the sale of the Pan Am line from Woodland to Calais to go forward. Canadian federal law requires such approval [see 12#06A].

His Excellency the Governor General in Council, on the recommendation of the Minister of Transport, pursuant to subsection 25(1) of the International Bridges and Tunnels Act, approves the application submitted to the Minister in respect of the purchase or acquisition of the Sprague’s Falls Bridge, the Baring Bridge and the Salmon Falls Bridge by the Woodland Rail LLC and their operation by the Eastern Maine Railway Company.

**The bridges, more**
The Maine Central Employee Time Table 24 April 1960 shows the Woodland Branch began in Calais at mile zero where it met the Calais Branch out of Bangor [see map in 12#05A]. Woodland was mile 8.08.

Mile 1.52 on the Woodland Branch was the Baring Bridge [94+90 on map]. On the Calais Branch Mile 132.18 is Station name Salmon Falls [map 6945+83], just east of Milltown, Maine at Mile 131.41. {RailsNB e-list} The Sprague's Falls Bridge is 363+45 on the map. *Editor*

**New operation**
The STB permitted the transfer as of 20 June. NBSR was already loaning Pan Am a locomotive. {Moncton Times & Transcript 28.June.12}

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PAN AM: MERGER OF CUSTOMERS?*

3 July. *NEWPAGE REJECTED A BUYOUT BY VERSO PAPER*, in a press release. NewPage operates the paper mill in Rumford through its bankruptcy filed in September 2011. Verso, which has mills in Jay and
Bucksport in Maine, offered a $1.4 billion package. {TwinCities Business 5.July.12}

All three mills are served by Pan Am. The daily train RUPO and PORU (Rumford-Portland) serves both the Jay and the Rumford mill. Editor

PAN AM: NEW CUSTOMER

27 June, Inverness Grove, Minnesota. CHS WILL BUILD A NEW PROPANE TERMINAL IN BIDDEFORD, it announced. “This is a collaborative effort designed to help propane retailers serve New England homeowners and businesses with a safe, reliable and competitive supply of propane primarily from North American sources,” said Darin Hunhoff, vice president, CHS propane.

Why Biddeford?
Ron Batey, propane asset development manager at CHS, said on 11 July: “We are among the top five marketers of propane in the country…and the largest farmer coop in country. We like rural.”

CHS is not a new entry to the market place, and has been supplying wholesale propane in the Northeast for many years. “The Biddeford terminal will enhance our capably to supply our growing New England customer base.” CHS has used the NGL Energy Partners in Portland [see #05A], Sea-3 in Newington, and the pipeline terminus in Selkirk [also used by others such as Eastern Propane – see 12#03A].

The Biddeford site was selected after a search. “The combination of proximity to major truck routes, main-line rail, our regional customer base, and a good site partner in Westfield will make this terminal a long term successful operation.

Asked why CHS did not purchase the unused Eastern Propane terminal in Wells [see 12#03A], Batey said: “As a rule we do not comment or speculate on acquisition activity. We explore all available opportunities and the Biddeford terminal is not necessarily CHS’s last propane investment in the Northeast. We are constantly evaluating a large number of potential opportunities.”

Whom does CHS supply?
The CHS Propane business unit is focused on propane wholesaling, said Batey. “We market to member cooperatives, CHS-owned retail, independent retailers, and regional and multistate marketers. In many areas of the country we supply all types of customer simultaneously, and at the retail level they are all competitors.”

CHS places no anti-competitive restrictions on its customers.

Propane does face competition from natural gas [see 12#02B] Batey agreed, but not in rural areas where the capital cost to construct gas laterals is not compensated because of the small customer base. “That's important. “Rural communities need a good dependable energy source.”

Rail service
Batey said Pan Am Railways will serve the new terminal. “This will not be our first experience with Pan Am” because CHS has used the railroad to deliver CHS cars to the NGL Energy terminal [see above]. Pan Am has provided “reasonably good service over the last year.”

On the new project, he said: “Pan Am was proactive in supporting the development of the Biddeford terminal.”

Traffic
The company estimated it would move up to 20 million gallons, or on the order of 700 railcars. Batey declined to say how many unloading racks the terminal would have, but he emphasized at MORE ON CHS

The CHS website calls it the nation's leading cooperative, owned by farmers, ranchers and co-ops across the United States. It was formed from two cooperatives: Cenex and Harvest States. The company operates petroleum refineries/pipelines and manufactures, markets and distributes Cenex brand refined fuels, lubricants, propane and renewable energy products.

Flour
CHS operates, jointly with Cargill, Horizon Milling, which has mills in the Port of Albany [see 12#01A] and Ayer [see 11#10B].
maximum capacity the terminal will average less than two railcars a day and is not expected to have a significant effect on existing rail infrastructure.

Construction of terminal
Landlord Westfield, Inc. of Kennebunk has the responsibility to build the tracks; CHS will build the terminal – in time to serve customers this coming autumn. A current CHS customer will provide rail car unloading services; Batey will provide the name “when the details are in place.”

It will have “storage sized for operational efficiency of the rail to truck operation,” Batey said. Trucks will load from the tanks. {ANR&P discussion 11.July.12; 27 June press release}

**MASSACHUSETTS**

**D&H/PAN AM-NS: GLOBAL STILL INTERESTED?**

6 July, DC. **GLOBAL’S ERIC SLIFKA DID NOT MENTION THE REVERE RAIL TERMINAL FOR ETHANOL** [see 12#05B] during a presentation here [see New York]. Perhaps his oral presentation considered it. **Editor**

NS experienced a 11-car derailment in Columbus, Ohio of a unit ethanol train moving from North Carolina to Chicago, sparking a fiery blast. {AP cited by Journal of Commerce 11.June.12} Presumably Massachusetts opponents will use the accident to continue their opposition to the rail move through their towns. **Editor**

Nor was the potential Revere move mentioned at the investor presentation of 1Q12 results in May, or in the text of the 10-Q for 1Q12. Slides did show events of the last three years:

**Growth Strategy: Acquisitions and Organic Projects**

- Acquisition of Albany, NY
- Newburgh, NY and Burlington, VT terminals from ExxonMobil
- Acquisition of Inwood and Glenwood Landing, NY terminals from ExxonMobil
- Ethanol Expansion Project w/Canadian Pacific Railway
- Organic terminal projects in Albany, NY
- Linden, NJ
- Oyster Bay, NY
- Philadelphia, PA
- Acquisition of Mobil stations and supply rights
- Receipt, storage and distribution of Bakken crude oil at Albany intermodal terminal
- Acquisition of Alliance Energy
- Getty Realty Supply and Management Agreement
- Contracted to supply 150MM gallons to other Mobil distributors
CSXT: UNUSUAL MOVE
12 July, Framingham. CSXT MOVED AN AUTORACK TRAIN INTO THE CP YARD HERE, apparently because CSXT had no other space to park the train. The site has been vacant since 2009 [see 09#03B]. {coverage by ANR&P correspondent Frank Demasi}

PAN AM: VERMONTER ROUTE
9 July, Northampton. THE PLAN FOR UPGRADING THE CONNRIVER LINE WAS DESCRIBED by Tim Doherty to Northampton's first Passenger Rail Advisory Committee meeting here. MassDOT's Timothy Doherty, director of rail programs, said: “A lot of work is going to happen toward the end of summer and into next year.”

John Ray, deputy rail administrator for MassDOT, said tie placement started in Northfield. Pan Am workers will install the ties within the next two weeks, at a rate of 1,000 to 1,200 ties daily, or enough for one mile of track. “The goal is to finish all construction activity by December 31 of next year.

The Vermonter will then run direct from Springfield to the Vermont border. {Scott Merzbach in Hampshire Gazette 10.July.12}

MASSPORT: TAKEOVER SOME COMMUTER OPERATIONS?
29 June, Boston. THE GENERAL COURT CALLED FOR STUDIES ON SPINNING OFF THE COMMUTER BOATS here, currently operated by MBTA. MassDOT's announced withdrawal of funding for its ferry operations as part of a deficit reduction package in January, triggered strong opposition. An oft-cited Boston Globe editorial stated:

A better proposal, -- [i.e., better than withdrawing funding and better than retaining a non-MBTA subsidy ferry service with higher fares to cover the cost gap] -- would transfer responsibility for subsidizing the service to Massport....The ferries may be a better fit there anyway, since water transport is already part of Massport's mission. Massport should have the needed expertise to oversee a ferry operation, and its finances are in better shape. {30.Jan.12}

On 29 June Governor Deval Patrick signed a bill to close a $160 million MBTA deficit. While earlier House bills required a Massport takeover of the commuter boats, the enacted bill, H.4174, required studies:

- By 31 July MassDOT must describe to the General Court a procedure to sell the Quincy, Hingham, Charlestown, and Fore River Terminals to Massport during FY13.
- By 31 August MassDOT must describe the procedure to sell two commuter boats to Massport during FY13, and
- By 31 August, Massport must report how it will own, operate, and maintain commuter boat service once it takes over. {Summary of Senate and House approved legislation by Massachusetts Metropolitan Area Council, email of 28.June.12}

A comparison of Massport and PANYNJ
The Port Authority of New York and New Jersey current operates not only seaports, but also airports, commuter rail (PATH), bridges, and tunnels.

In comparison, Massport sold its bridge (the Tobin) to MassDOT in 2010 and owns no rail operations. It owns and operates the ferry dock at Logan. {Massport website}

MBTA owns the Fore River terminal in Quincy, docks at Long Wharf in Boston, and leases terminal space in Hingham. Those terminals, plus parking lots in Quincy and Hingham as well as the two passenger ferry boats, are valued at $17 million. {Review of MassDOT Fare Increase and Service Cuts Proposals, MBTA Advisory Board 2.12 (which provide detailed information on some current and potential Massport “assets” and the complexity thereof), page 9}
NEW HAMPSHIRE

MBRX: UPDATES
9 July, Milford. **THE RAILROAD RESUMED OPERATION THIS DAY**, and is now running twice a day. Peter Leishman, principal, is not on the train during its movement over Pan Am, per Pan Am order. {e-mail to ANR&P 12.July.12}

9 July, Concord. **NHDOT IS NOT GOING TO DECIDE ANYTIME SOON** on the award of operator for the state-owned Hillsboro Branch. Despite promising that it 'attempt' to decide by 11 April [see 12#03A], NHDOT via its assistant attorney general, David Hilts, wrote this day to Leishman attorney Craig Donais:

I am writing in response to your e-mailed letter dated July 6, 2012 to Commissioner Clement, which followed letters to the Commissioner dated June 15, 2012 and June 27, 2012. The selection committee for the operation of the State-owned portion of the Hillsboro Branch Line has not completed its evaluation of the proposals.

[This contradicts the statement by Kit Morgan 1 May that the committee had made a selection and sent the selection to Michael Pillsbury, deputy commissioner. See 12#05A. Mini-editorial: One would think that Peter Leishman deserves better, as a state resident, than dissembling.]

At this time, and until that evaluation process has been completed, I am not in a position to offer any information regarding the party or parties with whom the Department may negotiate for terms of any operating agreement on the Line.

{text of letter via Leishman}

RHODE ISLAND

SEAVIEW
[See Regional for intermodal America's Cup train originating here.]

MARITIMES

NBSR-PAN AM-MMA: OIL
6 July, regional. **CRUDE OIL UNIT TRAINS CONTINUE TO PASS THROUGH MAINE**. Pan Am is still splitting the inbound trains into two, whereas MMA delivers the entire train to NBSR.

From 30 June to 2 July trains moved in both directions with over 80 cars each, not all oil unit trains. {RailsNB, NERAILs, AtlanticRails}
SYDNEY: STRONG INTEREST

11 July. **FOUR ENTITIES ARE INTERESTED IN DEVELOPING A CONTAINER TERMINAL HERE**, said marketing specialist Gordon Forsyth of BSY Associates Inc. New Jersey. Forsyth, along with marine consultant Ed Zimney, were hired 9 July by the Cape Breton Regional Municipality to conduct a global marketing campaign at a cost of $10,000 a month up to a total budget of $150,000, for the greenfield site now owned by the municipality [see 12#05B].{Chris Shannon in Cape Breton Post 10.July.12; press release from Sydport website, 9.July12}

Strong interest
“Based on the interest we have received so far, it is far exceeding our expectations,” Forsyth said. “We have received qualified interest from people who would have a definite stake in moving the project forward and have the ability to do so. What we have is from regular players in the industry and infrastructure development.”

But they have no formal proposals or expressions of interest from any of the four, and he could not say whether or not any of these people or groups had made a visit to the site.

Marketing Campaign
Forsyth said the global campaign to market the 500-acre greenfield site has two phases. “We have one of the most comprehensive lists of shipping and logistics trade publications in the world and that comes from our experience working in this particular niche for the past 30 or 40 years. So we distributed [press releases] to that list and also had direct conversations with some of the leading media world wide. So Phase 1 was to raise awareness about the opportunity in Sydney and make sure that the key players in industry are aware of the project and understand the underlying competitive economics that are driving the attractiveness of the opportunity.

“Phase 2 will be to talk with interested parties and look at what will be the best result for CBRM in aligning with their goal of long-term economic benefit to the community through job creation and all the ancillary economic benefits that can come from a container terminal development.” {Forsyth in discussions with Peters 11.July 2012}

RAIL SHIPPERS

*Described in this issue.*
Gateway Terminal (PW, Connecticut) May get track to Waterfront Street.
Global (D&H, New York) Expanding rail terminal in Albany.
Global (Pan Am, Massachusetts) No development on ethanol rail terminal.
Granite State Concrete (MBRX, New Hampshire) Restarts rail service.
Gulf (PW, Connecticut) May get track to Waterfront Street.
Irving Oil (NBSR, New Brunswick) Construction of railyard continues.
Newpage (Pan Am, Maine) Spurns Verso buy offer.
New Haven Terminal (PW, Connecticut) May get track to Waterfront Street.
Motiva (PW, Connecticut) May get track to Waterfront Street.
Verso (Pan Am, Maine) Offers to buy Newpage.
Woodland Pulp (NBSR, Maine) Pan Am sells trackage.
Saint John. Irving Oil railyard under construction view looking south from the Courtenay Bay Causeway (Union Street).

**PHOTO CAPTION**

**Saint John.** Irving Oil railyard under construction view looking south from the Courtenay Bay Causeway (Union Street).

**Foreground from left**
Branch line south to various customers railyard under construction.

**Background from left**
Brick building: unknown
Behind brick building (not shown) JD Irving headquarters then Irving Paper, then Irving Oil refinery.
Three tall stacks: Courtenay Bay Generating Station
Tall building: Irving Shipbuilding
Tank: crude oil storage.
Across the harbor: potash fertilizer or salt piles awaiting export.
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Coverage
The newsletter covers the operating freight railroads and ports in New England, the Maritimes, and eastern Québec, as well as the government environment they function within. Coverage includes passenger rail and ships when relevant to freight operations.

Frequency and the e-bulletin
ANR&P appears at least four times a month. We send a formal issue twice a month, via post or e-mail. Between the issues, we send out the e-bulletin, only by e-mail. All information in the e-bulletin is included, and often updated, in the issue.

Stories not updated for the issue are noted with an asterisk. I urge readers to look at the issue’s updated stories (those without an asterisk).

Two asterisks indicate the story is updated with the blue font showing what is updated.

Readers building a personal archive of the newsletter should discard the e-bulletins. The newsletter archive on the web at www.atlanticnortheast.com is open to all.

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Purpose
Atlantic Northeast Rails & Ports, née Maine RailWatch (1994-1997) and later Atlantic RailWatch (1998-1999), is dedicated to the preservation and extension of the regional rail network. The editor believes that publishing news on railroads and ports spotlights needed action to preserve the rail network. The publication also imbibes the region with a sense of an interdependent community, employing the network to move rail and port traffic. ‘No railroad is an island, entire onto itself.’

FORMAL E-ISSUE