Twice-monthly trade newsletter dedicated to the preservation and extension of the rail network in New England, the Maritimes, & eastern Québec.

operating railroads + ports, intermodal facilities, and government environment

REGIONAL ISSUES

CN: Ayer intermodal service started.
B&A: Prospects excellent.

CONNECTICUT

NECR: Fly ash outbound.

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[No report.]

MASSACHUSETTS

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CBNS: Point Tupper gas plant
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ATLANTIC NORTHEAST PORTS

Halifax: Stevedores worry about Logistec.
Transport Canada study has recommendations for the port and rail.

FROM THE PUBLISHER

Shippers and receivers
The last few issues covered the buying, selling, and building of rail lines and ports. This issue gets to the heart of the matter: the customers. You’ll read articles on long-time customers (AES Montville), recently started (Ganong chocolate, Moosehead beer), Millis Industries (scrap metal), and future customers (Summit Packaging Systems).

My favorite, however, describes neither shipper nor receiver but the new Halifax-Ayer service, especially the incipient 36-hour service. Now that’s speed—what railroads must do to get trucks off the highway.

The e-bulletin
As noted inside, print recipients may receive, free of charge, the Atlantic Northeast Rails & Ports e-bulletin. It will give you a news update between the regular issues. You need only send me your e-mail address.

- Chop Hardenbergh

Next issue: 18 August.
REGIONAL ISSUES

CN INTERMODAL TO AYER
27 July. HALIFAX-AYER CONTAINERS ARE RUNNING ON TWO TRAINS a week, since P&O Nedlloyd started using the service on 18 July. P&O runs three services into Halifax, explained Paul Schneider, P&O’s manager of intermodal operations: PAX from Asia via the Panama Canal (arrives Thursdays), PAX on the return from Europe (arrives Wednesdays), and AEX from Asia via Suez (arrives Sundays).

P&O geared the service around AEX as the main train. It has also used other trains to move the PAX boxes. “It depends on how much we have. PAX could go by itself, or in the AEX train, or we could use the [SPM] feeder service.” Any customer, he pointed out, could use the feeder service if it wanted to clear the boxes in Boston as opposed to Ayer.

Travel time/new services
According to Schneider, travel takes about four days at present, with both CN and GRS using regular merchandise trains. When P&O can supply at least 50 boxes, the two railroads have agreed to run a dedicated train in about 36 hours [see 19 June issue]. Schneider’s marketing people believe the ocean carrier could achieve that volume in August.

The service is going well, said Schneider. P&O provides drayage from Ayer if the customer’s bill of lading specified door-to-door service. If not, the customer arranges for drayage.

Volumes
At this point the volume does not make it to 50. One rail observer (Pete Lester in NERAILS e-mail list) noted on 27 July a GRS train running south in New Hampshire with 101 cars, 31 intermodal on the head pin (the first cars of the train) mostly P&O containers. The train also carried some trailer on flat car (TOFC) traffic [presumably from the GRS Waterville terminal].

According to Joel Brebbia of Kellaway Intermodal, which manages the Ayer terminal, NYK will start using the rail service for its all-water routing from Asia. More Asia traffic may come to Ayer from P&O using mini-landbridge. “P&O are major importers.” [ANR&P discussions 26&27 July.00]

B&A - prospects excellent
27 July. THE RAILROAD AND VAOT SHOULD COMPLETE THE WELLs RIVER AGREEMENT by 31 July, according to B&A COO Dan Sabin. “The only delays have been vacations and lawyer drafts...The state will then get approvals, including Governor Dean.

“In the meantime, we can finalize rates, routes, traffic issues, interchange agreements, etc. We have a dozen customers lined up...So far, the developments have certainly surpassed my expectations. We are currently getting more employees trained for road service and developing our engineering requirements for start-up.’ [E-mail to ANR&P]

System-wide
‘Traffic is up considerably, in fact, we should finish this year 15% or so over last year in revenues, and costs are down. Things have been tight, but certainly looking good for the future.’ [E-mail to ANR&P from Sabin 24 July.00]

Bearing that out, here’s a sighting at Jackman Maine of a west-bound CDAC train: Power CDAC 451w, HATX 407w, CDAC 460e, HATX 416w. Car count: 29 freight, 19 intermodal with 68 loads. (Dave Wright in NERAIL e-mail list 25 July.00)

Effect of the CN-CP cooperation agreement
In a first impression on the deal, Sabin wrote: ‘The key to this is CN traffic to D&H points and CPR to Chicago. CNR generally does pretty well on their traffic now, and I have always believed that the D&H should be used as a north-south toll road for everybody. Any time CPR can improve service, I think we are a beneficiary. They are making major changes in the operations, with ours and GRO’s help, so I actually look forward to an improvement for us. In all, I believe it will provide some good options to us for points west, and keep us on our toes for the Pennsylvania and New York business.’ [E-mail to ANR&P 20 July.00]

THE CN/CP DEAL
CN has agreed to provide CP use of its line between Toronto and Chicago through the Sarnia tunnel, a more direct route than CP’s via Grand Rapids, Michigan. In turn, CP has agreed to provide CN with haulage over the D&H into New York (including Long Island) and Pennsylvania.

Keith Heller, senior vice-president of CN’s Eastern Canada division, said: ‘CN’s use of CPR’s Northeast network gives CN direct and quicker access to key U.S. markets for Québec- and Atlantic Canada-produced forest products and important interchange connections in the Albany area and Pennsylvania. Specifically, CN and CPR will jointly target the significant volume of Québec forest products moving to the U.S. Northeast that now travels by road. This should reduce road congestion at New York State border points and on state highways.’ [joint press release]

CONNECTICUT RRs

NECR
24 July, Montville. FLY ASH FROM THE POWER PLANT HERE WAS TAKING TOO LONG to get to Pennsylvania, according to a filing with the STB by ISG Resources (www.isgresources.com). As one of the nation’s leading marketers of building materials from utility and industrial coal
waste products, ISG acts as subcontractor to CSXT in disposing of the Connecticut fly ash.

After the 1999 Conrail split, the cars took up to 20 days over a NECR-CSXT-NS routing. ISG switched it to NECR-VRS-CP routing to cut the time in half, avoiding the congestion on the two Class Is. In comment to the STB for the Conrail oversight hearing, ISG stated that if the increased transit times had not been cut, many more rail cars would have been needed, or the plant would have had to shut down since it does not have a storage facility for the fly-ash. CSXT has supplied more cars to meet the somewhat increased cycle times. [Rail Business 24 July.00]

Publicly-held ISG Resources is a subsidiary of Industrial Services Group - a Citicorp Venture Capital Portfolio Company.

AES Montville
The coal-burning plant on the Connecticut River is co-located with a Smurfit-Stone container plant which uses steam from the electricity-generation process.

AES ships out about 150,000 tons of fly ash a year [which translates into 1500 cars a year assuming each car holds 100 tons]. {ANR&P discussion with AES official 27 July.00}

Smurfit-Stone and another customer farther upriver at Norwich, Phelps-Dodge, both use rail inbound and outbound. {ANR&P discussion with Sally Larner of NECR 26 July.00}

Rail service
Charlie Moore, Rail American regional manager who took over early this year, said of the overall NECR: “It’s going very well. I am dedicated to making sure NECR exceeds its customers’ expectations. Our business levels are right at budget. We have several important Class I connections and a great work force.” {ANR&P discussion 26 July.00}

EOTC

UPDATE ON SOME ISSUES:

Rail property management
EOTC contracted out the management of the EOTC-owned rail property and oversight of the operating agreements. Asset Performance Management, in Boston, won the competitive bidding.

Principal Clare Conley said her company exists to help the understanding of how public sector assets work into larger policy initiatives.

For example, EOTC’s rail corridors have the immediate mission of carrying trains, but also have a larger public mission. “We bring stronger management to the assets, to help the public sector fulfill its mission better.” This could include subleasing for optic fiber, leasing out some land to obtain better revenues, and controlling use to avoid higher risk.

For this contract, Conley has brought on board two experienced railroad hands: Brett Rekola’s firm Rekola Engineering, and Tony Jewell’s firm, Indus-Rail. “They provide the experience in rail operations and facilities, and the related engineering.”

More about Asset Performance Management
Conley formerly worked in public sector real estate at Massport, and then running the organization which privatized some of the MBTA real estate. In January 1998 she founded APM. It has done other work for Massport, and is going after other projects. Contact: 617-266-8461. {ANR&P discussion}

Berkshire Scenic
The contractor, who looked at the section of HRRC track which the Berkshire Scenic wants to run on, has provided the final report of cost improvement to Deputy Secretary Astrid Glynn for review. [See 26 May issue.]

Bemis branch abandonment
EOTC has declined to purchase this track for the state [see 26 May issue]. The legally-required release of its option is in process. {ANR&P discussion with Siobhan Norton of EOTC}

CSXT - NEW TRAFFIC
27 July, Freetown. MILLIS INDUSTRIES IS OPERATING A SCRAP YARD HERE. According to one official, the company has two others: the original in Millis and a second in Blackstone (formerly Henry’s Used Autos). The company also has a used auto operation at the other two.

Millis Industries, owned by Robert Valchuis, operates vehicle recycling programs for Special Olympics, Catholic Charities and the AIDS Action Committee. In one three and one-half year period, Special Olympics in Massachusetts, Connecticut and Rhode Island has received 33,430 vehicles, raising $1.5 million. Millis Industries also supports Best Buddies, which helps children who are not disabled see and understand the value of those who are mentally retarded–those who are less fortunate than themselves.

Why Freetown
In early 1999, Millis Industries obtained a Motor Vehicle Graveyard License to use a auto scrap facility at 65 Chace Road in Freetown. Millis began operating it in August 1999.

According to the official, the Freetown operation sends out a couple of cars a month of light iron logs and crushed cars, as well as other metal. CSXT rail service began in autumn 1999.

In Millis itself, Millis Auto Parts and Millis Industries sit beyond the end of the BCLR line. BCLR has talked about rail service to this operation, but nothing has come of it yet. {ANR&P discussion with BCLR, Millis Industries official 26-27 July.00; Best Buddies and Special Olympics website}

25 July, Hammond IN. CERESTAR DOUBLED ITS TRANSLOAD VOLUME in Framingham Massachusetts. One of the CSXT industrial development successes [see 19 June issue], the company added a third track and a hard-piping system because of the business of a new customer.

Robert Sieffert, Cerestar’s director of supply and logistics management said the facility could now hold about 25 cars, and
the piping system reached 10-12 car spots. He declined to specify the annual carload traffic. CSXT switches the cars as needed.

Cerestar is owned by a European agribusiness, Eridania Beghin-Say, headquartered in Paris and publicly-held in Europe. {ANR&P discussion}

GRS - AYER DOMESTIC
26 July. NS PLANS TO RESTART INTERMODAL SERVICE TO AYER on 31 July, said L.I. Prillaman, NS vice chair and chief marketing officer before analysts in New York. The partnership among NS, CP, and GRS will result in 30,000 containers a year through Ayer. {NS website}

NH RAILROADS

NHDOT
11 July. THE LEGISLATIVE COMMITTEES MET ON VARIOUS RAIL LINES. Bill Mosher, who chairs the two, provided these notes:

Northern line. NEGS’ president, Peter Dearness, made a presentation. He believed the rail route offered lower fuel costs, but is 5 to 10 years away. He estimated rehabilitation as costing $100-$150 per foot.

Eastern line (Newburyport-Kittery). Bill Sullivan, Hampton selectman, discussed town concerns for rail station and available land. James Jalbert of C&J Trailways had concerns about ridership but was generally supportive, holding that there was room for both rail and bus travel. The bus could very handily augment the rail and fill in the off schedules. {E-mail to ANR&P 16.July.00}

19 July. THE FIRST MEETING OF ITRAC took place in Concord. The NH Integrated Transportation and Rail Advisory Council heard the planned presentations [see agenda in 14 July issue]. Some notes:

CONEG regional study. Kit Morgan discussed the Coalition Of Northeast Governors (CONEG) which NH Governor Shaheen chairs. The group is looking at the rail network in the northern New England states plus Massachusetts and will produce a map with service options. Morgan said later that Ann Stubbs, CONEG director, is working with the states to determine the scope, and determine some improvements that would have a regional benefit, plus outline the skeleton of a regional rail network. “CONEG staff is communicating with the Conservation Law Foundation” in an effort not to duplicate work, as CLF has a similar effort underway [see 19 June issue].

Stubbs has assistance from consultants Dennis Coffey and Jim Howard (a Boston rail attorney).

Plaistow commuter service. James Marshall, NHDOT, discussed the Plaistow Line Project. Jim handed out a copy of the application for Congestion Mitigation/Air Quality Improvement (CMAQ) program funds [see 19 June issue for description of service] to provide four round trips a day.

David Fink, Guilford Rail, stated that he has had NHDOT Commissioner Leon Kenison, Deputy Commissioner Carol Murray, and Jim Marshall on an inspection of the Plaistow Line. With 12 freight trains a day with AMTRAK possibly adding 8 more, Fink stated there is a congestion problem and he has serious reservations regarding this issue [see 19 June issue].

Harry Blunt, Concord Trailways, commented that it is important to look at expenses of transportation and infrastructure improvement costs and how this is going to be paid for.

Next meeting
The Commission agreed to meet next on 24 October. {text of minutes; ANR&P discussion with discussion with Kit Morgan 26.July.00}

26 July. THE KICKOFF MEETING FOR THE RAIL PLAN WORK will occur in about two weeks, according to Kit Morgan, the department’s rail administrator. David Wilcock of VHB will head the work, with the assistance of Transit Safety Management (Jim Stoetzel and Susan Madigan) and KKO Associates (Kay O’Neill and David Nelson). {ANR&P discussion with Kit Morgan}

CLAREMONT CONCORD/LEBANON
27 July, Claremont. THE RAILROAD WILL START TRACK WORK IN A WEEK. Jeff Albright of CCRR said 20 hoppers were purchased from CN and were enroute to New Hampshire from Winnipeg.

CCRR will use those for the Twin State gravel move from Vermont. To transload that from the Vermont quarry, CCRR proposes to build a temporary siding. Albright expected to meet with NECR soon to sort out the siding construction. Because it will sit on rail property, the siding may be exempt from Vermont’s Act 250 requirements.

CCRR has acquired an Alco to operate in Lebanon. “We should be ready to run in about two weeks,” Albright concluded. {ANR&P discussion with Jeff Albright 27.July.00}

NEW ENGLAND SOUTHERN
27 July, Manchester. SUMMITPACKAGING WILL BECOME A NEW RAIL CUSTOMER when it opens its new facility in Concord. According to Chip Gilroy, one of the principals, the company ranks as the nation’s largest producer of aerosol valves. In addition to the headquarters facility in Manchester, it operates plants in Racine, Wisconsin, outside of Amsterdam, and outside of Buenos Aires.

Summit Packaging Systems is outgrowing its parcel of land in Manchester at the airport, but because of the airport expansion it cannot expand there. In 1999, it purchased a 100-
acre facility in the Whitney Industrial Park north of Concord on I-93. With some 40 acres of flat buildable land, the company plans to construct, in stages, a 300,000SF building.

The industrial park rail operation
Summit chose Concord because the site lies very close to I-93 and has a rail line at the back of the property. Gilroy would like to use rail to bring in bulk raw materials. The company will build a plastics extrusion facility in the first phase, which will use plastic pellets movable by rail.

He looked at the transport cost of plastic pellets, and found “we can realize substantial savings by using rail.” Both the track and the plastic plant will come on line next year, if all goes well. {ANR&P discussion with Chip Gilroy 27.July.00}

Two Summit Packagings?
Another ‘Summit Packaging’, also with worldwide operations, is headquartered in Minneapolis. It produces packing material, and is part of The Schroeder Group. The two Summit Packaging companies are not connected. { www.schroedergroup.com }

Space available!
Robert Whitney, the owner of the industrial park, related that an adjacent lot of 43 acres will also have rail access. He is offering the lot. Contact him at 603-753-4102. {ANR&P discussion 27.July.00}

VERMONT RAILROADS

FOR THE RECORD:
VERMONT
PROGRESS ON WELLS RIVER: [See B&A in Regional.]
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NO PROGRESS FOR OMYA. The company lost its appeal to the Vermont Supreme Court to overturn an Act 250 decision limiting the truck traffic through Brandon Village. (Press release from Vermont Attorney General 26.July.00) OMYA, CLF, VRS, and VAO are attempting to get a rail line built to the quarry in Middlebury. OMYA’s Ken Enzor said the parties had not been able to meet due to the turnover at VAO. OMYA also plans to open a quarry in Danby, but needs funds to run a rail line to that site as well. (ANR&P discussion 27.July.00)

MARI TIMES/QUÉ B E C RRs

CBNS
12 July, Point Tupper. THE NEW GAS PLANT IS SELLING ALL ITS PRODUCT. Billy MacLean, a operations associate product leader at the fractionate plant, owned by Sable Offshore Energy, said on a recent day that he had two railcars of propane and two of butane ready to go.

In Goldboro NS, a distribution plant splits off the methane and ethane (they go into the pipeline toward Massachusetts) from the natural gas, and sends the rest to Point Tupper. The fractionation plant there splits the product into propane, butane, and condensates. The first two are sent mostly by rail to buyers, while the condensate goes to neighboring Statia Terminals for storage and shipping by ocean carrier.

The plant can produce 7,000 barrels of propane, 3,000 barrels of butane, and 10,000 barrels of condensate daily. {Tom Peters in Halifax Herald 12.July.00}

CN - NB intermodal customers
25 July, Saint John. MOOSEHEAD BEER EMPLOYS INTERMODAL SERVICE. Don Cyr, who operates the privately-owned company’s traffic department, said:

Outbound
About a year ago, Moosehead (www.moosehead.ca) began shipping to western Canada using CN intermodal service via Moncton. Previous to the intermodal, Cyr said the company was using boxcars via NBSR, but that was “hell on wheels” because the product did not come through in good shape at the other end.

Intermodal pricing is comparable, and the load has much more integrity. “It’s just loading a truck,” noted Cyr, which the company does every day. “Loading a boxcar was an event.”

Inbound
Moosehead uses Sunbury trucking to bring its glass from Ontario. Sunbury has used both NBSR intermodal and CN intermodal to bring the trucks via Saint John. {ANR&P discussion}

GANONG CHOCOLATE USES CN INTERMODAL via Moncton. Harold Ryan, logistics manager for the privately-owned company, said:

Outbound
Ganong (www.pcsolutions.nb.ca/ganong) drays its product to Moncton for loading onto CN intermodal trains. CN takes the chocolate (about one trailer load a week) to western Canada, and also for interchange to California. Ganong used NBSR/CP intermodal service for a time, but prefers CN as more consistent.

Inbound
The company hadn’t used rail for a number of years, trucking sugar in from the Lantic Refinery in Saint John. When that closed in 1999, Ganong began receiving via NBSR railcars of sugar, about two a month. They are unloaded pneumatically. Cocoa does not move by rail at all, nor do other chocolate ingredients. Ganong brings in 1-2 trailerloads per month. {ANR&P discussion}

CN - rail shop customer
27 July, Moncon. SIX RDCs AND TWO COACHES ARRIVED FOR REFURBISHING at the Industrial Rail Services facility
here, according to Wayne Mattice, assistant to owner/manager Dick Carpenter.

**The facility**

In November 1998, Carpenter purchased the Canadian National’s Gordon Yard Diesel Repair Shops building along with about 25 acres on the city’s western edge. Carpenter hoped to re-establish Moncton as a rail manufacturing and re-manufacturing centre. Atlantic Canada Opportunities Agency (promotes economic growth) and the provincial government supported a feasibility study for the project which identified a niche market of the refurbishment of light rail diesel cars. [1999 annual review Canada Human Resources southeast district New Brunswick]

Mattice said the 120,000SF building sat right in Gordon Yard; the 25 acres, amounting to only a small percentage of the entire yard, including the track servicing the building.

**The rail cars**

IRS has purchased what Mattice believed to be the last of VIA’s RDCs as well as some of its coaches. His company will refurbish them for sale or lease. It will not be a quick project.

“We have no other rail projects on the go, but some are in the planning stage,” said Mattice. Carpenter, through his Heritage Management firm, has lots of property in the Moncton area. Contact Mattice at 506-853-1918. [ANR&P discussion

[A note from a search of the web:]

**Closure of CN Rail’s Moncton Main Shops**

FGA Consulting of Fredericton did this study for “The Save Our Shops” Committee (S.O.S), funded by the New Brunswick Job Protection Unit. Completed in July, 1985 its purpose was to assess the social and economic impact that closure of the shops would have on the Moncton area and across the province. The study used as input a review of the Moncton economy including a look at the population and the labour force of the area. The role of transportation/distribution in the Moncton economy and CN’s role in the sector were examined. The socio-economic impacts which closure of the Moncton Main Shops would have on the Moncton Region and the Province of New Brunswick, including direct and indirect impacts by the shop closure, were appraised and a summary provided.

**QUÉBEC CENTRAL: STARTUP!**

20 July, Sherbrooke. **THE LONGEST REVIVED RAIL LINE IN THE REGION** came back to life today, as a Québec Central locomotive brought a 73-foot centerbeam car loaded with lumber from Tring Jonction to Sherbrooke and interchange with CDAC. Fabricated at the Alex Cote mill in Scott Jonction and trucked to Tring Jonction, the plywood began its journey to Grand View, Texas.

A news conference was held at the interchange. B&A’s vice-president of operations, Michel Bertrand, shook hands with Jean-Marc Guigére, QCR owner, and the two broke a bottle of champagne across the locomotive. The car was reported loaded by 15 July. (Erick Pelletier E-mail to PQRR e-mail list 20.July.00; B&A coverage by Gabriel Tessier)

More traffic?

The return trip, powered by QCR’s JMG-1 (Jean-Marc Guigére), consisted of two CP two-deck auto-racks 550185 and 550238, which have wire-mesh fencing on the sides: their sibling CP 550004, from which the mesh and upper deck have been removed; extra-height boxcar NKCP 65805; and an old but nicely fixed-up caboose (red ends, maroon sides) with Québec Central written in CP-60's-style script lettering, No. 65805.

Crossing signals are still disconnected [see 3 July issue] so at every level crossing a flagman hopped down from the cab to stop road traffic. [Charles Bury E-mail to PQRR e-mail list 20.July.00]

**HALIFAX**

13 July. **THE STEVEDORES FEAR LOGISTEC’S LINK TO MONTRÉAL** present a conflict of interest. Mike Fougere, president of ILA local 1431, pointed out that Logistec works with Cerescorp in Montréal, and Montréal serves a lot of Midwest traffic.

“If Logistec gets a pier down here, what I feel is the conflict of interest is really going to stand out. They are going to be able to determine the rates, and that is such a competitively volatile thing. If the rates go up in one area, it doesn’t take much for traffic to start moving to another port. That is a big fear I have. {Tom Peters in Halifax Herald 14.July.00} [Logistec believes these fears unfounded. See 14 July issue.]

20 July. **TRANSPORT CANADA HAS FINISHED THE ATLANTIC PROVINCES SURFACE FREIGHT TRANSPORTATION SYSTEM STUDY.** In addition to providing detailed commodity flow statistics for air, rail, truck and marine movements in Atlantic Canada, it identified a number of areas requiring attention for Halifax:

- truck access to the Halifax International Container Terminal;
- financial and regulatory issues at the Port of Halifax should be resolved;
- all levels of government should provide strong support for the rail corridor from Halifax to the heartland of North America;
- new rail infrastructure to accommodate anticipated higher volumes of traffic need support.

**Rail constraint for region**

Prospects are dim for an efficient and practical rail link that does not require interlining with multiple carriers from Atlantic Canada to the Boston / New York / Philadelphia region. This is seen as a significant constraint because of the lack of modal competition and the requirement to transport goods to that market by means of a mode that is not optimally efficient for the distance
involved. Further information: Peter Hood, A/Regional Director, Transport Canada, St John’s, Newfoundland. Phone: (709) 772-2586. Fax: (709) 772-4222. [SVG Consulting in Atlantic Provinces Transportation Watch]

SEARSPORT

25 July. MDOT HAS REDUCED THE AMOUNT OF DREDGING at the site, citing worries by lobstermen. The original plan to dredge 371,000 cubic yards of material will be reduced to 75,000 cubic yards. All material designated for dumping at sea will be tested for contaminants beforehand. The balance of 32,000 cubic yards will backfill trenches dug at the construction site to remove existing pipelines. [Walter Griffin in Bangor Daily News 26 July.00]

PORTSMOUTH

19 June. THE PORT AUTHORITY RECEIVED 55 APPLICATIONS FOR THE DIRECTOR POSITION which were due this day; current port manager Geno Marconi was among them. The search committee will make a short list of five to nine names, and interview those. The committee would recommend three to Governor Jean Shaheen, and she will recommend one to the Executive Council.

George Bald, the commissioner of the state Department of Resources and Economic Development and the chair of the committee, said he hoped confirmation could occur by the end of August. Marconi said interviews were scheduled on 28 and 31 July.

The new operator
The Port Authority is holding to its position [see 14 April issue] of not contracting with a new operator until it has an executive director on board. At least one company, International Salt, has expressed interest by sending a letter indicating it would apply when the Port Authority began the selection process.

At the board meeting on 14 June, Robert Snower was elected chair for another year.

Port traffic
“Things have been quiet,” Marconi said. Some shippers may await the departure of Bulkloader at the end of July. Who will handle cargo without an operator? “We will make arrangements for equipment—there’s plenty in the area—and cargo. I would prefer to hire ILA members. They’re a known, skilled workforce with good record in working ships.” [Alan Keays in Portsmouth Herald 16 & 21 June.00; A N R & P discussion with Marconi 26 July.00]

MORE ABOUT INTERNATIONAL SALT
International Salt Company, LLC is an affiliate of Sociedad Punta de Lobos, a Chilean-based holding company that has been servicing the United States, South America and the Far East with quality salt products for nearly a quarter century. The natural evaporated crystals produced at our South American facility possess a unique chemical quality for application within the chemical, industrial, consumer and highway markets. The company is located in Clarks Summit, Pennsylvania. [company website]

BOSTON: OK FOR NOW?
Feeder barge service to Bridgeport and New Haven may not only take trucks off I-95, it could eventually reduce traffic into the Port of Boston, which is already hurting. As noted earlier [4 February and 21 March issues], Boston lost one of its two direct ship calls when the Vessel-Sharing Arrangement (VSA) broke up at the end of June. The Mediterranean Shipping Company (MSC) looked to be the only direct call.

But Boston fought back. In early June, through a newly-formed group called “The Port of Boston Action Committee”, several importers and exporters agreed to commit cargo across other US ports and trade lanes to steamship lines that will call directly at the Port of Boston. For example, a shipper would say: “Mr.Carrier, if you call Boston for our European traffic, we’ll give you our Pacific traffic via Los Angeles.”

Mike Leone, maritime director of the Massachusetts Port Authority, noted that New England importers and exporters together control between 500,000 and 750,000 TEU annually. Only about 20% of this cargo moves over the Port of Boston (1999 TEUs came to 147,000). By combining Boston cargo with cargo to and from other ports, New England importers and exporters control about five times the cargo that moves over the Port of Boston.

As Leone wrote to the port stakeholders, “Using the total volume of New England cargo to attract direct service to the Port of Boston gets a carrier’s attention!” Maersk, one member of the now-defunct VSA, has agreed to continue to call Boston through October and perhaps beyond, in part because of the bigger carrot Boston dangled in front of it. Leone exhorted the stakeholders: “Over the next few months, Maersk, MSC, and several other carriers will study the value of the New England market as a whole, not just for the cargo that moves across the Port of Boston. Your strong support will weigh heavily in their consideration of Boston for continued and future services.”

The other three members of VSA, P&O Nedlloyd, OOCL, and Hapag-Lloyd will serve the New England market by other modes, include the Columbia Coastal Transport barge service from New Jersey (2,466,000 total TEUs in 1999) and the SPM feeder ship from Halifax (1999 port total TEUs of 425,000). [Michael Leone letter to port users]

NEW LONDON
27 July. A STUDY ON THE FEASIBILITY OF A CONTAINER FACILITY here is underway at ConnDOT. Gerald Jennings, planner in the department’s intermodal office, said his office would begin by looking at the potential market for such a facility. Employees will talk to barge operators, shippers, and receivers.
Then ConnDOT will determine whether the service exists to serve the market, next determine the necessary infrastructure, and finally determine a location for the facility. Jennings noted that in all probability the Admiral Shear pier would hold the facility.

State of the state pier
According to Alan Stevens, head of ConnDOT’s maritime and aviation division, the department will reconstruct the pier as designed, to match the east side. A contractor will emplace a new retaining wall, pilings, and concrete deck.

Two tracks now exist on the pier, though not connected to the NECR tracks. “It’s only a couple of days away. We have agreed that, should Logistec needed, we will restore the rail to at least walking speed through to the yard.

ConnDOT owns about half-mile of the track to the Admiral Shear. NECR brings cars to Logistec’s existing warehouse on this line about once a week, said Stevens.

Future warehouse
ConnDOT will build a second, 50,000SF warehouse for Logistec, north of the existing warehouse. Per Stevens, the department will issue a bid for the pier reconstruction and for the warehouse in November 2000, award March-April 2001, and expect the two jobs to go forward concurrently.

Warehouse construction should take nine months, the pier 21 months.

CN pier for sale
The pier adjacent to the state pier was leased for years to Continental Salt [see 8 January 1999 issue]. However, Stevens noted, no ship has called the pier in two years, and the company recently completed selling all the salt. Continental’s lease expired in the spring, and OpSail 2000, the Tall Ships regatta, leased it through July. “OpSail put in close to $200,000 in kind or out of pocket for a massive cosmetic overhaul of the pier.”

On 13 July CN informed ConnDOT that its subsidiary, CV Properties, wanted to sell the pier. The letter stated that the pier had seen no rail activity onsite for some time, and the track was removed from the pier. [However, a ConnDOT official on site said the rail remained, but covered over.] Under Connecticut law, section 13B-36(c), the department has 45 days to decide if it wants to purchase the pier.

NECR’s Charlie Moore said the railroad was probably not interested.

New development space
Under a municipal development plan approved by city councillors in 1999 [see 8 January 1999 issue], the New London Development Corporation was able to buy residential properties in the marine terminal [see map]. It bought 6 properties, cleared the site, and put down crushed stone. The site is now open for a marine-related activity. [ANR&P discussion with Stevens and CN spokesperson]

Rail use
Logistec uses both ConnDOT’s tracks and the NECR yard for laydown space. James Schine, Logistec’s director of marketing and sales, said rail brings in about 50% of the lumber for client Sherwood Lumber, and ships the other 50%. Over the last two years, ships may have brought in more, but not in excess of 60% of the total. [E-mail to ANR&P from Jim Schine 27 July 00]

BRIDGEPORT
27 July: A SUBSIDIARY OF SEAWORTH SYSTEMS WILL DO THE STUDY to determine the feasibility of a container terminal in Bridgeport [see 14 July issue]. James Wang, director of the Greater Bridgeport Regional Planning Agency, said he had already negotiated the final scope of services with the subsidiary, Management and Transportation Associates in New London. “We will sign a contract as soon as possible; it will require completion in 90 days.” [ANR&P discussion with Wang 27 July 00]
Construction lost Joe Nolan, who had supervised the rail programs; he returned to the MBTA. Siobhan Norton is assuming his duties pending revamping of the department. EOTC has hired Asset Performance Management of Boston to handle its rail lines and operating agreements. Principal Clare Conley [like your editor, an alumna of Northeastern University Law School] is working with Tony Jewell of Indus-Rail and Brett Rekola of Rekola Associates on the EOTC contract. {ANR&P discussion with Conley 25.July.00}

Down in Rhode Island, John Martin on 21 July left his position as spokesperson for the Rhode Island Economic Development Corporation for a position at bx.com, a full-service web development company. {Martin e-mail 16.July.00}

Here in Maine, the St.Lawrence and Atlantic Railroad has promoted Charles Hunter, 38, from assistant vice-president to vice-president, operations, for the railroad. Ed Foley received a similar promotion from director to vice-president, sales and marketing for SLR, SLQ, and the Maine Intermodal Transportation operation. {Emons press release 14.July.00}

Regionally, Rail America is completing personnel changes. Robert Parker is serving as vice-president of the northern corridor, which consists of all Canadian properties plus the northern half of the United States. Charlie Moore serves as the director of the Atlantic region, which contains four properties: the Cape Breton and Central Nova Scotia, New England Central, Connecticut Southern, and Virginia Consolidated Property, an amalgam of three small railroads.

Sandra Moore is handling CBNS temporarily; the railroad has no general manager yet. Mike Olmstead, as announced earlier, runs NECR, with Charles Fooks as assistant general manager out of Palmer. Sally Larner [correcting spelling in last issue] as noted earlier, runs business development for NECR and CSO. Moore expected to announce a business development manager for CBNS soon. {ANR&P discussion with Moore 25.July.00}