

ADDENDUM

Selected Shipper Quotes from Completed Short Line CRISI Projects

Lancaster & Chester Railroad (L&C) – Lancaster, South Carolina

“Over the last 11 years, Chester County has attracted over \$3 billion in new industrial development creating almost 4,000 new jobs. This massive amount of opportunity is a direct result of having the short line L&C railroad as our partner.” – *Alex Oliphant, City Council Member, Chester County, SC*

Panhandle Northern Railway (PNR) – Borger, Texas

“The products produced at our industrial plants are hazardous products so maintaining safe track is critical in maintaining public safety for our community” – *Garrett Spradling, City Manager, Borger, Texas*

Napoleon, Defiance & Western Railroad (NDW) – Defiance, Ohio

“The NDW provides transportation for our tomato paste from California to our facility saving us a lot of time and money versus going over the road. The rehabilitation also offers us new opportunities to move more materials by rail.” – *Gavin Serrao, Cambell's Soup Logistics Manager, Napoleon, OH*

“The NDW has been a railroad that's needed a lot of investment for a long time. Every State DOT knows there are these railroads that can be so much more for the local economy than they are now and NDW brought the professionalism, the expertise, and the financial resources to make this project possible.” – *Matt Dietrich, Ex. Dir. Ohio Rail Development Commission*

Iowa Interstate Railroad (IAIS) – Cedar Rapids, Iowa

“The majority of the 8,000 carloads we ship go over that bridge and if that infrastructure was out it would have a multi-million dollar impact on the efficiency and cost-competitiveness of our business.” – *Nick Bowdish, CEO Elite Octane*

Lake State Railway (LSRC) – Saginaw, Michigan

“Lake State Railway's service to our facility has allowed our operation to be cost competitive despite our remote location in relation to the majority of our customers and suppliers. The CRISI grant has allowed us to increase the rail carload capacity, reducing our cost and helping to ensure our long-term success.” – *Jim Spens, Plant Manager Panel Processing, Inc.*

Chicago South Bend & South Shore (CSS) – Michigan City, Indiana

“The CRISI project being done by CSS shows a commitment to safety and the growth of CSS customers located between Michigan City and Kingsbury. My company truly appreciates the project to help our company grow.” *David Gelwicks, President – Hickman Williams Co*