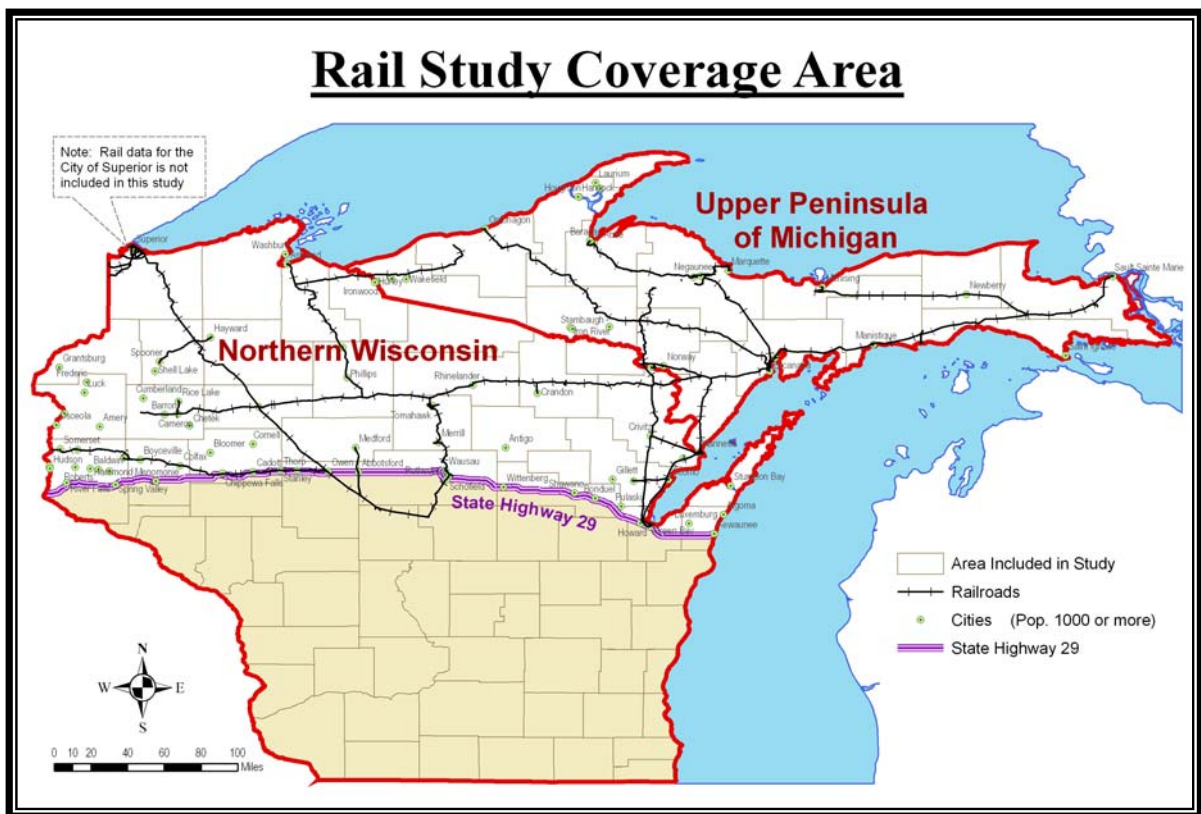


Rail User Tool Kit

Northern Wisconsin and Michigan Upper Peninsula Rail Study
2005-2006

Updated May 2007



<http://www2.uwsuper.edu/trans/>

About this Rail User Tool Kit:

This Rail User Tool Kit was prepared as a result of a Federal Rail Grant provided by Congressman Obey. It was conceived as a result of user interest and the need for a general reference tool for users who were not familiar with railroad service or programs. The document was created by a research team under the leadership of Libby Ogard from Prime Focus, LLP with input from a variety of users, public agencies and carriers. If there are areas of interest, or items which are missing, please notify Dr. Richard Stewart at the University of Wisconsin-Superior, Transportation and Logistics Research Center. <http://www2.uwsuper.edu/trans/> The Rail User Tool Kit is part of a larger study on rail service in Northern Wisconsin and the Upper Peninsular of Michigan that is available for download on the UW-Superior, Transportation and Logistics Web site.

With any publication, contact information, people, and phone numbers change often. In an effort to minimize this inconvenience Web sites and multiple points of contact for various sources of information are mentioned.

For new rail users, there are four critical factors which will help identify if rail service is a viable transportation alternative for your business.

1. Shipment quantity – Large volumes and order sizes are best suited for rail shipment.
2. Length of Haul – Distance is another key determinate. Rule of thumb is any movement over 700 miles could be considered rail suitable. However this distance varies with volume and the density of the product. High volume, high density cargoes may gain advantage shipping by rail over much shorter distances.
3. Transit Time – Adequate order lead time is essential. Rail shipments move much slower than truck transportation.
4. Complexity – Railroading is not new, rules may vary by carrier. Many nuances exist which is why this tool kit was developed. Using rail requires an initial investment of time and effort. But, railroad companies are becoming more proactive in helping new customers.

Last but not least, information and education resources are also included for further investigation.

This Rail User Tool Kit was developed for the new user as an introduction to rail transportation. The research team does not endorse or sponsor any of the carriers, trade associations, educational links, or public agencies listed in the following pages.

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Getting Started

This section is devoted to help potential users assess whether or not railroad transportation will be able to meet their logistics needs. This section is intended to help identify key contacts and considerations.

Mode Selection – There are three different ways to take advantage of rail transportation economics.

Carload

Carload shipments are loaded/unloaded at the user's site. Railcars are spotted by the rail carrier at the plant or facility which is served by a rail siding. These sidings are typically owned by the business or facility owner. The railroads provide box cars, hopper cars, flat cars, and a limited number of specialty cars. Typically refrigerated, tank, or single purpose cars are owned by the shippers or may be leased from fleet owners. For specific information on rail cars please go to the equipment section. Carload service is sold directly by the railroads. Typically shipments move more than 600 miles.

Transload

Transloading is a way for users to access the rail network if their facility is not physically located on the rail line. Transloaders typically offer services which consolidate local truck pick-ups/deliveries into rail carload quantities. These professionals oversee blocking and bracing of the shipment and provide customer service and various other value added services such as warehousing, mixing, labeling etc. There are over 700 transload centers nationwide. Many operate as agents for the railroad, some are independent operators. There are many different types of transloading services which facilitate liquid, bulk, hazardous, perishable, frozen, high value, and/or finished goods movement. For more specific information on Transloading, the Transloading and Distribution Association has a Web site www.transload.org Many railroads often list transload facilities on their Web site. Transloading is not a new concept, as rail interest grows transloading services are gaining in popularity. Transloading is an economical way to locate products closer to your customers, and inventories can be managed to allow for truck deliveries on short notice. Transloading is a good way for shippers without rail access, to try rail with limited investment or risk. Transload services are most effective in movements of 600 miles or more.

Intermodal

Intermodal combines truck pick up and delivery with rail line haul service. Containerized shipments are loaded and unloaded directly at the origin and destination facilities. Typically international shipments move in 20' - 40' containers, while domestic shipments move in 48' and 53' containers. International containers are often owned or leased by the ocean carrier. Domestic containers may be owned by the rail carrier, a third party logistics company or a domestic trucker. This service is sold through the intermodal marketing companies, the ocean carriers

or domestic truckers. Containers or trailers are spotted at the user's facility where they are loaded and sealed. Then, the shipments move to intermodal terminals where they enter the rail network. The average intermodal load moves over 1,100 miles and crosses two rail carrier networks.

Shipment Characteristics: The following list of questions is provided to help aid users in shipment considerations. Railroads have damage prevention professionals on staff to aid users in developing secure shipment configurations.

What are the product characteristics?

- Refrigerated
- Hazardous - special considerations maybe necessary
- Fragile - special packaging might be required
- Bulk product subject to load shifting - special load blocking

What is the expected transit time?

- Intermodal is typically truck transit time plus two days. Intermodal shipments move in dedicated trains between terminals providing the most consistent and reliable rail service.
- Railroad cars transit times will vary based on how many days per week the pickup or delivery location is provided with railroad switching service. Shipments which interchange between two carriers may take longer.
- Transload providers will be able to provide scheduled information based on work requirements for each load.
- Check schedules to make an informed decision.

What is the size and weight of your shipment?

- Intermodal containers can handle up to 46,000 lbs.
- Railroad cars can typically handle three to four truck shipments in each car, depending on equipment type.
- Rail cars need to be weighed to determine rates in some instances. These charges are often in addition to the transportation line haul charges.
- Check equipment specifications for details at www.railinc.com

Origin Characteristics:

Where will the shipment originate?

- Your plant or facility?
- A transload center?
- An Intermodal terminal?

If so, which carrier serves this facility?

- Identification of the carrier serving the facility is your starting point for service and rates. If your facility is not rail served, intermodal containers may be an easy way to access the railroad. If you plan on

using intermodal, identify the terminals in your area. Transloading is another option; identify transload centers in your area. Terminals and transload centers are usually listed on the railroad Web site.

Destination Characteristics: Is the destination of your shipment located on rail or in proximity to an intermodal or transload center?

- *Is the destination rail served?*
- *If not, where are the closest Intermodal or transload terminals in your area?*

Route Selection: Once you have determined whether the origin and destination points are rail served you will be able to narrow down the actual mode choice. The next step is to identify which carriers and terminals best fit your transportation needs.

What is the geographic reach of each carrier?

- Start with a carrier map and see the geographic reach of each carrier. Interchange between two carriers may be necessary when a shipment needs to move between the East or West Coast's. Interchange of rail cars between railroads usually incurs additional charges and these must be determined in the pro-forma statement.

Loading Consideration:

How much will your product weight?

- An advantage of rail service is its ability to haul much heavier, longer, and wider loads than trucks. However, heavy loads may exceed a rail carrier's track limits on portions of the system. For example, a large segment of the CN rail network in the study area is limited to 263,000 pounds while the mainline from Superior to Chicago is limited to 286,000 pounds.

How much of the transportation vehicle's cubic capacity will be taken up by the product?

Will your product weigh out before it cubes out or will it cube out before it weighs out?

Equipment Options:

Will you be using rail cars or Intermodal containers?

If you are using rail cars what type of cars will you use?

The following list, although not exhaustive, displays the multiple car types that are appropriate for different commodities. It is important to check with your rail service provider to confirm car availability.

- Automotive Equipment
- Fertilizer and Potash
- Forest Product Cars
- Government Hopper Cars
- Grain Product Cars
- Aggregates
- Lumber and Panels
- Metals and Minerals
- Petroleum and Chemicals
- Pulp and Paper



Centerbeam Car

Specially designed for the lumber industry; the 73-foot centerbeam car combines ease of loading and unloading with maximum safety for the product. Fifty-one-foot and 66-foot centers beam cars are also designed for lumber traffic.



Bulkhead Flat Car

Used in the forest products industry for transporting lumber, these bulkhead flat cars are suitable for carrying loads of 80 to 97 tons.



Double-Door Boxcar

50, 52, and 60-foot double-door boxcars come in a full range of configurations. Some are capable of carrying up to 6,600 cubic feet of cargo, with door openings ranging from 10 to 18 feet. These boxcars are used in panelboard and lumber service.

Determining equipments size

It is always best to check with your potential rail service provider to find out what equipment they have to offer since there are many different car types and sizes available throughout the industry. Another helpful resource, the Steelroads Equipment Information uses information from the Universal Machine Language Equipment Register (Umler), a database containing information about all rail equipment available in North America. These services are maintained by the Railinc Corporation and more information is available at: <http://www.railinc.com/view.cfm?cnid=36> The following list displays the available information from the Steelroads Equipment Information

Dimensions

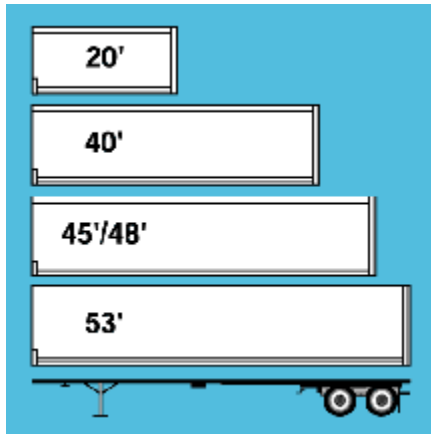
- Inside Dimension – Length, Height, Width
- Clearance
- Outside Dimension – Length, Extreme Height, Extreme Width
- Height Ext. Width

Weight/Capacity

- Capacity
- Tare Weight
- Load Limit
- Total Weight
- Axles

Determining container size

The following chart displays standard containers.



Blocking and Bracing:

What are your blocking and bracing needs?

- Loading guides are available from the originating carrier. Intermodal shipments are blocked similar to highway trailer shipments, carload shipments may require load securement if there are voids in the way the product is loaded in the rail car. It is important to remember that rail shipments could experience coupled shock forces and some products may require special packaging and securing. Check with your rail service representative for more details.

Rail Service Resources and Providers

The following resources contain rail network and rail contact information:

- The [U.S. Railroad Traffic Atlas](#), by Harry Ladd, contains information about volume, trackage, and haulage rights.
- The [Professional Railroad Atlas](#), by Rand McNally contains contact information on rail companies, distances, and reporting marks.
- The American Short Line and Regional Railroad Association
<http://www.aslrra.org/home/index.cfm>
- The American Association of Railroads, <http://www.aar.org>

The following companies offer rail services in Northwest Wisconsin and the Upper Peninsula of Michigan. Other rail companies connect with these carriers to reach markets across North America.

Burlington Northern Santa Fe (BNSF) - www.bnsf.com

Canadian National (CN) - www.cn.ca

Escanaba and Lake Superior (E&LS) - www.elsrr.com

Lake Superior Ishpeming (LS&I) - NA

Progressive Rail (PR) - www.progressiverail.com

Tomahawk Railway (TR) - NA

Union Pacific (UP) - www.up.com

Burlington Northern Santa Fe (BNSF)

BNSF Map



BNSF Contacts

Web site: www.bnsf.com

Phone Number: 1-800-795-2673

Mailing Address:

P.O. Box 961956

Fort Worth, TX 76161-0056

Sales Representative (for MN, WI, MI,
IA, IN, and IL)

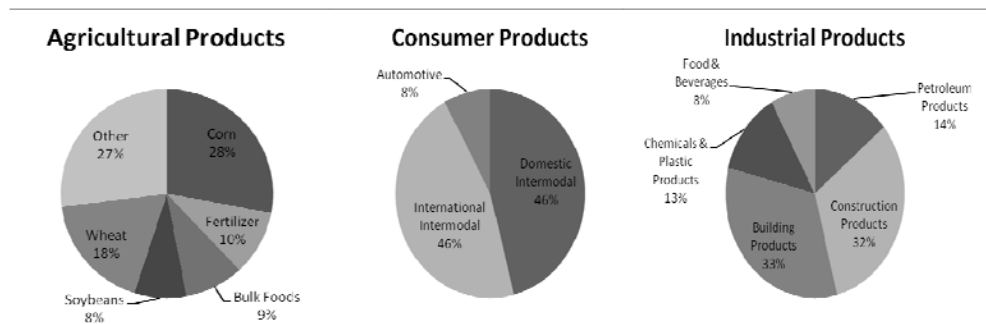
Tel.: 708-924-6758

BNSF Information

Instructions for new customers on how to ship with BNSF

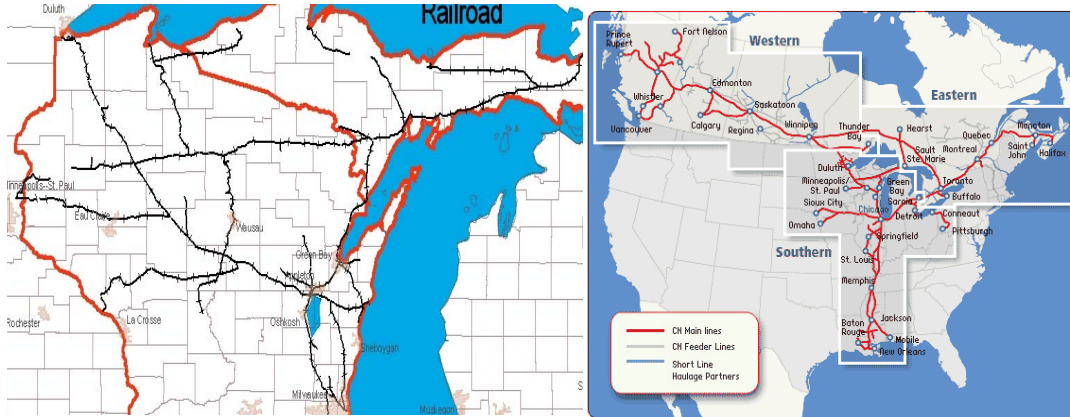
http://www.bnsf.com/bnsf.was5/rp/RPLinkDisplayControler?showLinkclicked=rail_101

<http://www.bnsf.com/investors/annualreports/2006annrpt.pdf>



Canadian National (CN)

CN MAP for Northern Wisconsin and the Upper Peninsular of Michigan



Major Railroad connections: http://www.cn.ca/about/en_about.shtml (Then click on "CN Network Map")

CN Contacts

Web site: www.cn.ca

Home Office Mailing Address:

935 de La Gauchetiere St W
Montreal, Quebec
H3B 2M9

Contacts for new Customers
Trans-Com Transport Limited
1-800-354-9046 Account Development
1-888-MOVIN-CN

Upper Peninsula contact

Account Manager:

Chris Hellem 920-842-2822

Northwestern Wisconsin: Contact Account Mgr John Milquet 715-345-2581

For general info contact: Customer Service (Stevens Point, WI) 800-822-6440

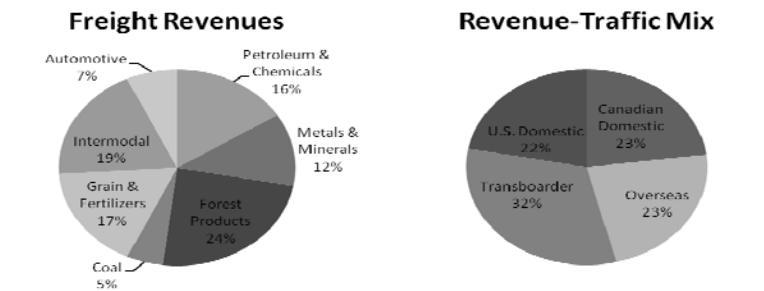
The following information is provided by CN to assist customers in the region.

1. **Prior RR use by customers:** Can be determined when potential customers call and location is determined.
2. **Spur Availability:** Contact Customer Service or Account Manager assigned to the specific region for information about spur availability.
3. **Cars Spotted:** Determined by specific track or siding.
4. **Service Frequency:** Subject to change. Contact Customer service and provide location of city and state.

5. **Clearance Restrictions:**
http://www.cn.ca/productsservices/metals_minerals/machinery/classification/en_Machinery_Classification.shtml
6. **Weight Restrictions:** Branch lines 263,000 gross lbs. Main lines 286,000 gross lbs. Check with customer service and provides CN representatives with shipping origin destination pairs.
http://www.cn.ca/customer_centre/services_support/railcapacity/en_railcapacity.shtml
7. **Serving Yard:** Determined by location of shipment origin or destination. Customer service can provide this information.
8. **Car Supply Types:** Determined by product shipping. i.e. Forest products:
http://www.cn.ca/productsservices/forest_products/pulp_paper/resource_centre/equipment/en_Pulp_Equipment.shtml
9. **Intermodal:**
http://www.cn.ca/productsservices/intermodal/terminals/en_IMX_Terminals.shtml
10. **Major Railroad connections:** http://www.cn.ca/about/en_about.shtml
11. **Customs:**
http://www.cn.ca/about/media/news_releases/2006/2nd_quarter/en_News20060418.shtml
12. **Optional Services and tariffs (fuel surcharge):**
http://www.cn.ca/customer_centre/services_support/supp_services_tariffs/en_KF_ChargeableServices.shtml
13. **Short line RR Partners:**
http://cnplus.cn.ca/it/Shortlines/SL_Static.nsf/sl_home/english?OpenDocument
14. **Specialized Services:** http://www.cn.ca/specialized/en_index.shtml
15. **Sale of Surplus Assets:** http://www.cn.ca/about/surplus_assets/en_index.shtml
16. **Safety:** http://www.cn.ca/about/safety/en_index.shtml
17. **Transportation of Dangerous Commodities:**
http://www.cn.ca/about/safety/dangerous_goods/en_index.shtml

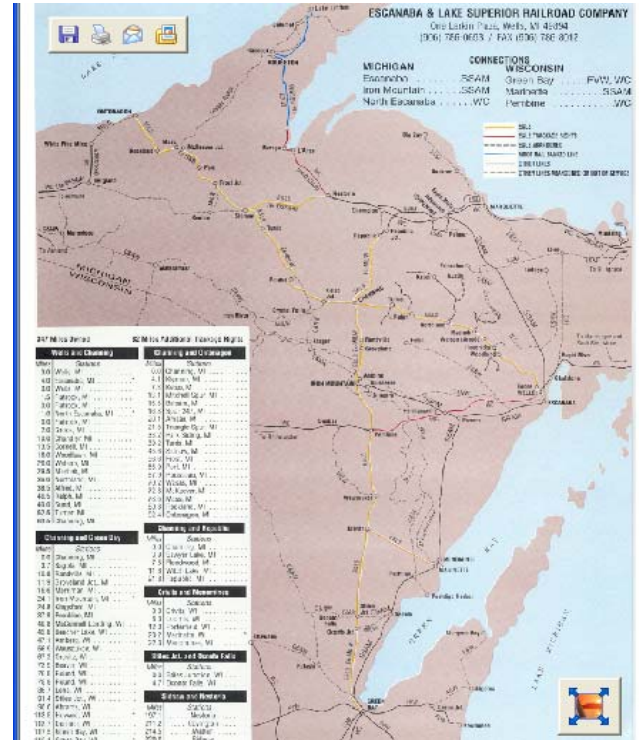
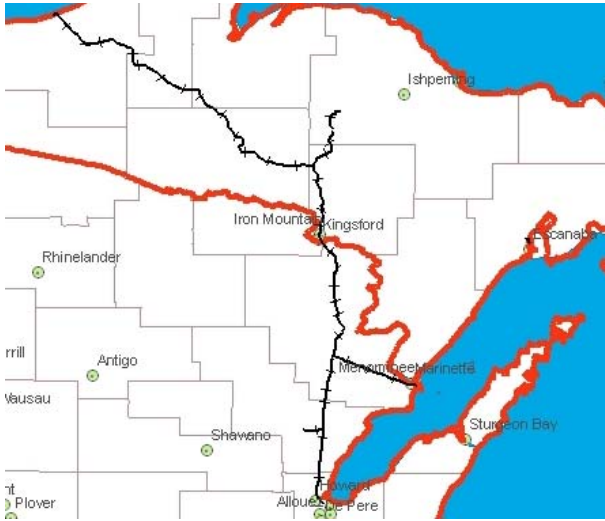
CN owns and operates the largest fleet of equipment in Canada, for more information on specific types and exact dimensions, contact your Account Manager. **Car Supply Types:** Determined by product shipping. i.e. Forest products:
http://www.cn.ca/productsservices/forest_products/pulp_paper/resource_centre/equipment/en_Pulp_Equipment.shtml

http://www.cn.ca/about/investors/annual_report/2006/en_InvAnnualReport2006.shtml



Escanaba and Lake Superior (E&LS)

E&LS Map



E&LS Contacts

Web site: www.elsrr.com
 Phone Number: 906-786-0693
 Fax Number: 906-786-8012
 Mailing Address:
 P.O. Box 217
 Wells, MI 49894

Marketing/Customer Service
 Tel.: 920-435-8006

E&LS Information

The 208 mile mainline of the E&LS stretches from Ontonagon, MI on the shores of Lake Superior to Green Bay, WI. In addition to the mainline, two key branches are the 6-mile Stiles Junction, WI to Oconto Falls, WI line and the 21-mile Crivitz, WI to Marinette, WI/Menominee, MI line.

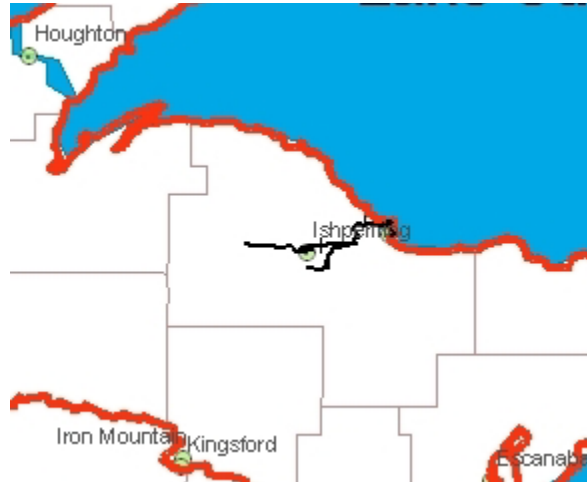
The E&LS R.R. provides a minimum of 5 day per week service over the mainline from Ontonagon to Green Bay and customizes service to meet shipper requirements in Oconto Falls and Marinette/Menominee.

The principal commodities transported by the E&LS include: medium corrugated or pulp board, scrap paper, wood pulp, pulpwood logs, oriented strand board, lumber, wood bark, canned goods, steel, scrap metal, aggregate, chemicals, and agricultural items such as corn, grains, feed, and fertilizers.



Lake Superior and Ishpeming (LS&I)

LS&I Map



LS&I Contacts

Contact: Jim Scullion, Manager, Maintenance and Transportation

Phone Number: (906) 475-7901

E-mail: jjscullion@cleveland-cliffs.com

Mailing Address:

Cliffs Michigan Mining Company

P.O. Box 2000

Ishpeming, MI 49849

LS&I Information

Lake Superior and Ishpeming are operated by Cliffs Michigan Mining Company (CMMC) a subsidiary of Cleveland Cliffs and transports mostly ore to the ore dock in Marquette from the mining operations at Tilden and Empire Mines and rare moves near the city of Ishpeming. General freight cargo such as Ferrelgas in Negaunee is uncommon. There are also shipments of coal from the upper harbor of Marquette where coal is unloaded for the UP Generating Company. LS&I works with the Canadian National Railway to deliver pellets to the ore dock in Escanaba on Lake Michigan.



Progressive Rail (PR) / Wisconsin Northern

Progressive Rail Contacts

Contact: Lon Van Gemert, Vice President Operations

Office Phone: 952-469-0323

Cell Phone: 612-791-1190

E-mail: lvangemert@Progressiverail.com

Web site: www.progressiverail.com

Contact: Office

Phone Number: 1-(888)-776-7245

Fax Number: (952)-985-7626

Mailing Address:

Airlake Industrial Park

21778 Highview Avenue

Lakeville, MN 55044

E-mail: info@progressiverail.com

Wisconsin Northern Information

This railroad operated by Progressive Rail runs in northwest Wisconsin out of Chippewa Falls. They operate north to Cameron, WI - Rice Lake, WI on Monday and Wednesday, south on the return route on Tuesday-Thursday. They provide service to Barron, WI on as needed basis. Progress Rail provides special services such as multiple switches per day, rate making assistance, transloading and more. A portion of the rail line is leased from the Union Pacific railroad.



Wisconsin Great Northern Railroad

The Wisconsin Great Northern Railroad is a historic excursion and dinner train operating on approximately 20 miles of former Chicago & North Western track between the northern Wisconsin towns of Spooner and Springbrook with connections to CN's track at Stanberry Junction. The Excursion Train operates under a permit issued by the Wisconsin Department of Transportation Bureau of Railroads and Harbors. There is no scheduled freight service as of January 2006.

Contact Information

Phone Number: 715-635-3200

426 North Front Street, Spooner, WI 54801

E-mail: info@spoonertrainride.com



Tomahawk Railway (TMK)

The Tomahawk Railway is owned by the Genesee & Wyoming Railroad

Tomahawk Contacts

Manager of Operations

Phone Number: (715) 453-2303

Cell Number: (715) 966-0500

Fax Number: (715) 453-3518

Mailing Address:

Tomahawk Railway, L. P.

P. O. Box 130

Tomahawk WI 54487

Marketing Contact

Al Abruzzese, *Manager - Marketing & Distribution*

Phone: (717) 771-1732 152

Fax: (717) 845-2898

204 N. George Street

Suite: 220

York, PA 17401

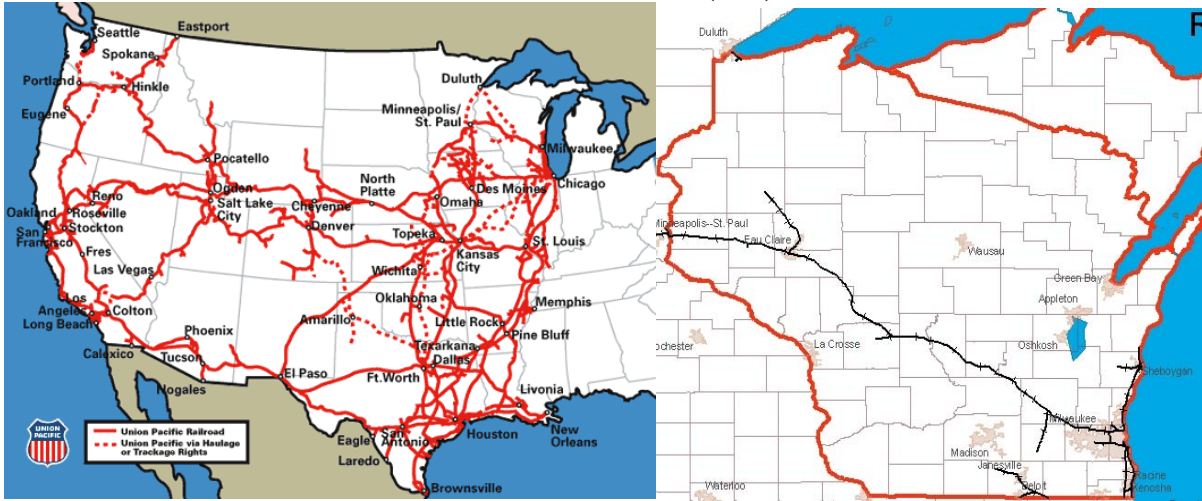
E-mail: aabruzzo@gwrr.com

Tomahawk Information

Tomahawk Railway operates on four miles of track, serving one primary customer (Packaging Corporation of America.) TR operates 365 days per year, with typical operating hours between 0500-2100 or as needed, based on customer request.

Tomahawk Railway is owned by the Genesee & Wyoming Railroad and is a division of Rail Link. **Rail Link, Inc.**, is a subsidiary of Genesee & Wyoming Inc., that provides industrial switching and related customer logistics services.

Union Pacific (UP)



UP Contacts

Web site: www.up.com

Phone Number: 1-(888)-870-8777

(402)-544-5000

Mailing Address: Union Pacific Railroad

400 Douglas Street

Omaha, NE 68179

UP Information

The Union Pacific Railroad links to the study area through the Progressive Rail line in Cameron, WI.

UP owns, operates, and maintains millions of dollars worth of rail equipment. These car descriptions explain each car's general usage, the main types of commodities shipped in each style of car, and some of the special features which distinguish the various styles.

UP's [Equipment Resources and Policies](#) page provides additional information. See [Damage Prevention](#) information for the steps UP takes to protect shipments.

Contact the Association of American Railroads (AAR) at (877) 999-8824 to order loading, unloading, and other information. Frequently-requested documents include the Office Manual of AAR Interchange Rules and the Field Manual of AAR Interchange Rules.

Access Provisions

According to the AAR, the definitions for trackage and haulage rights are as follows:

Trackage Rights

An agreement between two railroads according to which, one railroad buys the right to run its trains on the tracks of the other, and usually pays a toll for the privilege. That toll is called a "wheelage" charge. An arrangement in which one railroad (the "tenant") negotiates the right to operate its trains over specific segments of track owned by another railroad (the "owner,") usually without rights to serve customers located along that portion of the line.

Haulage Rights

An arrangement where one railroad (the road receiving haulage rights) may negotiate rates or contracts with customers located on another railroad's line (the road granting haulage rights). The railroad receiving haulage rights supplies the cars.

According to Ladd's 2001 U.S. Railroad Traffic Atlas, the following companies own track rights in Northwest Wisconsin and the Upper Peninsula of Michigan:

- **CN** has trackage rights on SSAM's line from Green Bay, WI to Oconto, WI and from Marinette, WI to Escanaba, MI and from Larch, MI to Negaunee, MI.
- **CP** has trackage rights on CN's line from Junction City, WI to Weston Plant, WI; from Wisconsin Rapids, WI to Junction City, WI; and on BNSF's line coming from Minnesota to Superior, WI.
- **ELS** has trackage rights on CN's line from Pembine, WI to Hermansville, MI and on SSAM's line from Marinette, WI to Menominee, MI.
- **TR** has trackage rights on CN's line from Tomahawk, WI to Bradley, WI.
- **UP** has trackage rights on CN's line from Gordon, WI to Spencer WI; from Somerset, WI to Owen, WI; from Wisconsin Rapids, WI to Junction City, WI; and on BNSF's line coming from Minnesota to Superior, WI.

There may be additional rights granted on a special basis contact customer service in the railroads.

Third Party, Outsourcing and Supplier Considerations:

You can work directly with the railroad. If you do not have a transportation department and rail transportation seems too complex at first, third party shipper agents can be helpful resources in managing rail traffic. Third Party Logistics providers (3PLs) have expertise in many different areas. Firms in this area provide a broad range of services. It is necessary to carefully identify your needs before you select a provider. Third parties may be experts in rail, truck, warehousing, freight payment, value added services, and/or product merge in transit operations. Most providers are not an expert in every facet of logistics.

There are several sources which identify and rank 3PLs, and provide supplier directories.

Armstrong Associates Inc: <http://www.3plogistics.com/>

Global Logistics and Supply Chain Magazine: <http://www.glscs.com/>

Logistics Today: <http://www.logisticstoday.com/>

If you are shipping intermodal containers or trailers you may work with a Third Party Intermodal Marketing Company, often referred to as IMCs. Railroads wholesale their intermodal product to these companies who provide door to door service. These companies can provide you with rail rates, equipment availability, and schedules. Two Web sites list many of the providers of these services.

Intermodal Association of North America: <http://www.intermodal.org/>

Transportation Intermediary Association: <http://www.tianet.org/>

If you do not have rail access, a transloading operation maybe necessary. The following list represents members of the Transload Distribution Association. These companies specialize in consolidating shipments and transload product to and from rail cars. A more complete list is available at:

Transportation Distribution Association: <http://www.transload.org/members.html>

Transload Distribution Association

North Central Region - Transload Member Locations

Company	City	State/Province	Service Location	Country
Bulkmatic Transport	Willis	MI	Willis	USA
Capitol Warehousing	Windsor	WI	Windsor, WI	USA
Hallet Dock Company	Superior	WI	Superior, WI	USA
Mallory Properties	Milwaukee	WI	Rockton, IL	USA
Reload Inc	Lacrosse	WI	Lacrosse, WI	USA
RSI Leasing Inc.	Milwaukee	WI	Port of Milwaukee Area	USA
NDS Warehouse	Rhineland	WI	Rhineland, WI	USA
TRANSFLO - Kinder Morgan Material Services	Wixom	MI	30350 Wixon Rd., Wixom, MI	USA
TRANSFLO - Savage FlexiFlo	Melvindale	MI	Melvindale MI	USA

Warehouse Specialists Inc.	Appleton	WI	555 Bell St, Neenah, WI	USA
Warehouse Specialists Inc.	Appleton	WI	2605 N. Casaloma Drive, Appleton, WI	USA
Warehouse Specialists Inc.	Appleton	WI	100 W. Prospect, Combined Locks, WI	USA
Warehouse Specialists Inc.	Appleton	WI	2557 Leahy Court, Stevens Point, WI	USA
Warehouse Specialists Inc.	Appleton	WI	655 Brighton Beach Rd, Menasha, WI	USA
Warehouse Specialists Inc.	Appleton	WI	8500-8525 Martin Dr, Neenah, WI	USA
Warehouse Specialists Inc.	Appleton	WI	1771 Morris St, Fond Du Lac, WI	USA
Warehouse Specialists Inc.	Appleton	WI	356 Dixie Street Fond Du Lac, WI	USA
Warehouse Specialists Inc.	Appleton	WI	1222 Ehlers Road, Neenah, WI	USA
Warehouse Specialists Inc.	Appleton	WI	3500 Wolosek Ave, Wisconsin Rapids, WI	USA
Warehouse Specialists Inc.	Appleton	WI	1286 Ehlers Road Neenah, WI	USA
Warehouse Specialists Inc.	Appleton	WI	845 Specialists Ave, Neenah, WI	USA
Warehouse Specialists Inc.	Appleton	WI	1097 Ehlers Rd, Neenah, WI	USA
Warehouse Specialists Inc.	Appleton	WI	1500 Disk Drive, Plover, WI	USA

There are many types of railroad equipment suppliers. The following Web sites list equipment providers, leasing and financing firms, consulting, repair, maintenance and management services, design, building and construction firms. The listings below are provided as examples without financial evaluation or recommendation.

www.railserve.com/Equipment/Consultants/

www.aar.org/Our_Members/our_members.asp

www.intermodal.org/XMEMBER.HTM#SUPPLIER

www.thomasnet.com/products/railroad-supplies-66101403-1.html?WT.mc_t=pi&WT.mc_n=y&WT.srch=1

www.livetrains.com/snav/27/page.htm

<http://enr.construction.com/resources/industryLinks/default.asp>

Freight Rail Assistance Programs

The Wisconsin Department of Transportation offers two programs to preserve and improve Wisconsin's freight rail service. The Freight Railroad Preservation Program (FRPP) and the Freight Rail Infrastructure Improvement Program (FRIIP). These programs provide local government and railroads assistance in preservation or existing rail lines and encourage improvement. Since 1980 \$75 million has been awarded in grants through the FRPP program and \$35 million in loans have been awarded through the FRIIP program.

FRPP Program Information <http://www.dot.wisconsin.gov/localgov/aid/frpp.html>

The Michigan State Department of Transportation Michigan Rail Loan Assistance Program (MiRLAP) is designed to help preserve and improve rail freight infrastructure by loaning funds to eligible applicants. \$1.8 million will be available for 2006 projects. Railroads, local governments, economic development corporations, and current or potential users of freight railroad services are eligible to apply for loan funds. Examples of eligible projects include: track rehabilitation; bridge and culvert repair; new construction, transload facilities, and rail consolidation projects. Projects are evaluated to determine their relative merit in conjunction with program goals. Among other things, the selection process evaluates the projects economic and safety benefits to the public, e.g., jobs created or retained; improved rail service to industrial and agricultural rail customers; elimination of grade crossings; reduction in highway traffic congestion, etc. All loans must be approved by the State Transportation Commission and the State Administrative Board. This generally takes 60-90 days after applications have been evaluated.

MiRLAP - http://www.michigan.gov/mdot/0,1607,7-151-11056_11264---,00.html

State DOT Rail Resources

Wisconsin DOT
Hill Farms State Transportation Building
4802 Sheboygan Ave.
PO Box 7910
Madison, WI 53707-7910
<http://www.dot.wisconsin.gov/modes/rail.htm>

Michigan DOT
State Transportation Building
425 W. Ottawa St.
P.O. Box 30050
Lansing, MI 48909
<http://www.michigan.gov/mdot/0,1607,7-151-11056---,00.html>

Rail Equipment Management:

The Association of American Railroads (AAR) is a helpful resource for more information about rail management. AAR's Web site www.aar.org contains information about hazardous materials, loading recommendations, and performance measures such as cars on the line, train speed, and terminal dwell times. The membership list provides many contacts for both carriers and suppliers.

The rail car fleet is aging and many carriers have decided to reduce the number and types of railcars they provide. In response to this downsizing effort, some shippers have decided to lease, pool resources with other shippers, or purchase private cars for their own use.

Equipment lease or purchase decisions require extensive analysis. Consulting firms and industry articles which outline the use, storage, and mileage payments should be carefully considered.

Shipper and Trade Associations

Transportation Development Association (TDA)

131 W. Wilson Street, Suite 302

Madison, WI 53703

608-256-7044 Fax 608-256-7079

E-mail: general@tdawisconsin.org

Web site: <http://www.tdawisconsin.org/>

Who should Join TDA? Any company who:

- Plans, improves, maintains, or operates any portion of Wisconsin's transportation system.
- Relies on Wisconsin's transportation system to deliver materials and supplies and to ship finished goods.
- Does business with the transportation industry.
- Requires insight to address transportation and mobility issues in your community.
- Needs to follow transportation issues at the state and local level.
- Depends, even indirectly, on state or federal transportation funds.
- Values the opportunity to network with others concerned about good transportation in Wisconsin and the nation.
- Tracks issues related to the coordination of land use and transportation, as well as the development of environmentally responsibly transportation.
- Seeks simple, easy to understand updates on Wisconsin transportation issues and their impacts on your community, business, or organization.

Wisconsin Paper Council

250 N. Green Bay Road

P.O. Box 718

Neenah, WI 54957-0718

920-722-1500 Fax 920-722-7541

Web site: <http://www.wipapercouncil.org/>

- The Wisconsin Paper Council is the trade association representing the pulp, paper, and allied industry.

Timber Producers Associations of MI and WI

P.O. Box 1278

Rhineland, WI 54501

715-282-5828 Fax 715-282-4941

E-mail: gltpa@newnorth.net

Web site: <http://www.timberpa.com>

- Serves land owners, loggers, resource managers, truckers, and converting facilities.
- Promotes public understanding of the Lake States Forests

Central Corridors Freight Committee

John Duncan Varda & Marc Bentley

2 East Mifflin ST., Suite 600

Madison, WI 53703

Fax: 608-252-9243

Web site: <http://www.centralcorridors.com/>

- 7 state, upper Midwest region
- CCFC mission is to facilitate creation of an integrated system for freight mobility, to support a highly competitive, sustainable economy in the central corridors region and the region.

Lake States Shippers Association

Temporary Web site: <http://www.centralcorridors.com/lssa.asp>

- Effectively apply logistics and technology solutions to the management and transportation of wood fiber from producers to consumers in the lake states region.

Wisconsin Manufacturers & Commerce

501 E. Washington Ave

Madison, WI 53703-2944

P.O. Box 352

Madison, WI 53701-0352

608-258-3400 Fax 608-258-3413

Web site: <http://www.wmc.org/>

- Currently has over 4,000 members representing over 500,000 employees.
- Wisconsin businesses are welcomed to join.

Economic Development Contacts

Local economic development agencies on the municipal, regional, or state level are a useful source of financing and can provide everything from training to help in securing local government contracts. Sometimes the money will come from them directly, but more frequently, the local agency will provide a referral and help with loan applications.

Such aid is available since cities and regions are interested in promoting the economic health of their region and creating or retaining jobs in their area. Sometimes the toughest part about getting such help is finding out what programs are available and who to ask about them. Several different agencies and organizations -- some private, some public and some that fall somewhere in between -- may handle different facets of local economic development efforts.

Wisconsin Economic Development Associations

Barron County Econ Development Corp.
P. O. Box 71
Barron, WI 54812
800-529-4148
E-mail: david.miller@co.barron.wi.us
Web site: <http://www.barroncounty.com/>

The Development Association (Superior)
1225 Tower Avenue
Superior, WI 54880
715-392-4749 or 715-392-4740
Web site:
<http://www.developmentassociation.com>

*Bloomer Wisconsin Industrial
Development Corp. & Chamber of
Commerce*
Bloomer Community Visitor Center
1421 Main Street, P.O. Box 273
Bloomer, WI 54724
715-568-3339
E-mail: bchamber@bloomer.net
Web site:
<http://www.bloomer.net/~bchamber/>

*Dunn County Economic Development
Corp.*
401 Technology Drive East, Suite 400
Menomonie, WI 54751
715-232-4009 Fax: 715-232-4034
Executive Director: Robert J. Bossany
E-mail: info@dunnedc.com
Web site: <http://www.dunnedc.com/>

*Burnett County Development
Association*
74140 County Rd K, #129
Siren, WI 54872
Advisor: Mike Kornmann 715-349-2979
Web site: <http://www.burnettcounty.com/>

*Eau Claire Area Economic Development
Corp.*
800-944-2449 or 715-834-0070
E-mail: ec.info@eauclaire-wi.com
Web site: <http://www.eauclaire-wi.com/>

Chippewa County Econ. Dev. Corp.
770 Scheidler Road, Suite #3
Chippewa Falls, WI 54729
715-723-7150 or 800-797-9976
Charlene Coulombe, Executive Director
E-mail: ccedc@chippewa-wi.com
Web site: <http://www.chippewa-wi.com/>

Sawyer County Development Corp.
15954 Rivers Edge Drive, Suite 252
Hayward, WI. 54843
715-634-7226 Fax 715-634-8043
E-mail: info@sawyercounty.org
Web site:
<http://www.sawyercountydevelopment.org>

Iron County Development Zone Council
PO Box 97
Hurley, WI 54534
715-561-2922
Kelly Klein
E-mail: kelly@ironcountywi.com
Web site: <http://www.ironcountywi.com/>

Marinette Community Development
City of Marinette
1905 Hall Avenue
Marinette, WI 54143-1716
Community Development 715-732-5139
E-mail: mayor@marinette.wi.us
E-mail: comdev@marinette.wi.us
Web site: <http://www.marinette.wi.us/>

Oconto County Econ Development Corp
113 Main Street, PO Box 43
Oconto, WI 54153
920-834-6969 or 800-297-4343
E-mail: ocedc@ocontocounty.org
Web site: <http://www.ocontocounty.org/>

Pierce County EDC
410 S. Third St, UWRF RDI Building
River Falls, WI 54022
715-425-3881
E-mail: pcedc@uwrf.edu
Web site: <http://www.pcedc.com/>

St. Croix County Economic Development Corp
1101 Charmichael Road
Hudson, WI 54016
715-381-4383
Executive Director: William Rubin
E-mail: bill@stcroixedc.com
Administrative Assistant Jacki Bradham
E-mail: jacki@stcroixedc.com
Web site: <http://www.stcroixedc.com/>

Shawano County Economic Progress
213 East Green Bay St., PO Box 35
Shawano, WI. 54166-0035
715-526-5839 Fax: 715-526-2125
E-mail: scepi@frontiernet.net
Web site:
<http://www.shawanoecondev.org>

Superior (see The Development Association)

Wausau Region Chamber of Commerce
200 Washington St.
Suite 120 PO Box 6190
Wausau, WI 54402-6190
715-845-6231 Fax 715-845-6235
Economic Development Director
Brad Brzezinski
E-mail:
bbrzezinski@wausauchamber.com
Web site:
<http://www.wausauchamber.com/economicDev/index.cfm>

Upper Peninsula of Michigan Economic Development Associations

Gogebic County Economic Development Commission
Gogebic Community College
Ironwood, MI 49938
Economic Development Coordinator
Patrick Merrill, 906-932-2090
E-mail: edc@gogebic.edu
Web site:
<http://www.gogebic-edc.org/edcmain.htm>

Iron County Economic Development Corporation
2 South Sixth, Suite 8
Crystal Falls, MI 49920
906-875-6688
E-mail: edc@iron.org
Web site:
<http://www.iron.org/edc/index.php>

Northern Initiatives
P.O. Box 7009
Marquette, MI 49855
906-228-5571 or 800-254-2156
E-mail: info@niupnorth.org
Web site:
http://northerninitiatives.com/html/contact_us.htm

*Eastern Upper Peninsula Regional
Planning & Development Commission*
524 Ashmun Street
P.O. Box 520
Sault Ste. Marie, MI 49783
906-635-1571
E-mail: ebenoit@lighthouse.net
Web site: www.eup-planning.org

*Schoolcraft County Economic
Development Corporation*
321 Deer St.
Manistique, MI 49854
906-341-5126 or 888-780-1999
E-mail: SCEDC@up.net
Web site:
<http://www.schoolcraftedc.com/home.asp>

*Western Upper Peninsula Planning &
Development Region*
P.O. Box 365
Houghton, MI 49931
906-482-7205
E-mail: jstingle@chartermi.net
Web site: www.wuppdr.org

*Michigan Economic Development
Corporation*
P. O. Box 38
Sagola, MI 49881
517-373-9307
E-mail: colec@michigan.org
Web site: <http://medc.michigan.org/>

Metropolitan Planning Organizations and Regional Councils:

A MPO is an agency created by federal law to provide local input for urban transportation planning and allocating federal transportation funds to cities with populations greater than 50,000. These organizations in urbanized areas are designated by their Governors to perform significant planning and programming of federally funded highways and transit projects. Through the Long Range Transportation Plan and its link to the Transportation Improvement Program (TIP), MPOs are responsible for approving significant expenditures of federal dollars.

A regional council is a multi-service entity with state and locally-defined boundaries that delivers a variety of federal, state and local programs while continuing its function as a planning organization, technical assistance provider and “visionary” to its member local governments. As such, they are accountable to local units of government and effective partners for state and federal governments.

Conceived in the 1960s, regional councils today are stable, broad-based organizations adept at consensus-building, creating partnerships, providing services, problem solving and fiscal management. The role of the regional council has been shaped by the changing dynamics in federal, state, and local government relations, and the growing recognition that the region is the arena in which local governments must work together to resolve social and environmental challenges. Regional councils have

carved out a valuable niche for themselves as reliable agents and many operate more independent of federal funding. Comprehensive and transportation planning, economic development, workforce development, the environment, services for the elderly, and clearinghouse functions are among the types of programs managed by regional councils. Of the 39,000 local, general purpose governments in the United States (counties, cities, townships, towns, villages, boroughs) a total of more than 35,000 are served by Regional Councils.

MPO and RPC Contact information:

Bay Lake Regional Planning Commission – www.baylakerpc.org 920-448-2820
Brown County Planning Commission – www.co.brown.wi.us/planning 920-448-6489
Marathon County Metro Planning Commission – 715-261-6043
Arrowhead Regional Development Commission – www.ardc.org 218-529-7506
North Central WI Regional Planning Commission – www.ncwrpc.com 715-849-5510
Northwest Regional Planning Commission – www.nwrpc.com 715-635-2197
West Central Wisconsin Reg. Planning Commission www.wcwrpc.org 715-836-2918
Michigan Economic Development Corporation (MEDC) -
<http://medc.michigan.org/> 517-373-9307
Eastern Upper Peninsula Regional Planning & Development Commission -
www.eup-planning.org 906-635-1571
Central Upper Peninsula Planning and Development Regional Commission (CUPPAD) -
www.cuppad.org 800-562-9828
Western Upper Peninsula Planning and Development Region (WUPPEDA) -
www.wuppeda.org 906-482-7205

Education Opportunities

Several opportunities exist for further education and possible certification in regards to rail shipment and other supply chain management areas. The Council of Supply Chain Management Professionals' (CSCMP) Web site:
<https://cscmp.org/website/CSCMPStore/AccentureCourses.asp?XX=1> offers a list of multiple courses that may be offered at universities throughout the country. CSCMP also provides a list of schools throughout the United States, Canada, and other countries that offer logistics related courses. The schools from Michigan, Minnesota, and Wisconsin are listed below. For the complete list of schools, check out <http://cscmp.org/Education/EduListing.asp>.

Michigan

Central Michigan University
www.cmich.edu
Mount Pleasant, MI 48859
Eastern Michigan University
www.emich.edu
Ypsilanti, MI 48197

Ferris State University
<http://www.ferris.edu/>
Big Rapids, MI 49307
Lake Superior State University
www.lssu.edu
Sault Ste. Marie, MI 49783
Michigan State University
www.bus.msu.edu/msc/logistics/
East Lansing, MI 48824

Michigan Technological University

www.mtu.edu

Houghton, MI 49931

Northern Michigan University

www.nmu.edu

Marquette, MI 49855

University of Michigan

www.umich.edu

Ann Arbor, MI 48109

Wayne State University

<http://www.busadm.wayne.edu/>

Detroit, MI 48202

Western Michigan University

<http://ism.hcob.wmich.edu/>

Kalamazoo, MI 49008

Minnesota

Metropolitan State University

www.metrostate.edu

St. Paul, MN 55106

St. Cloud State University

www.stcloudstate.edu

St. Cloud, MN 56301

University of Minnesota

www.umn.edu

Minneapolis, MN 55455

Wisconsin

Northeast Wisconsin Technical College

www.nwtc.edu

Green Bay, WI 54307

University of Wisconsin Executive Education

www.uwexeced.com/transportation

Madison, WI 53715-1035

University of Wisconsin Madison

www.wisc.edu

Madison, WI 53706

University of Wisconsin Superior

www.uwsuper.edu

Superior, WI 54880

As an expanded example, the University of Wisconsin, Madison's Fluno Center (<http://uwexeced.com/programs/>) offers several supply chain management and transportation management courses that may be taken as individual classes or as certification courses.

Continuing Education Courses

Supply Chain Management courses include

[Supply Chain Redesign and Measurement for Breakthrough Performance](#)
[Strategic Sourcing for Purchasing and Supply Management](#)

Transportation Management courses include

[Today's Buying, Selling and Pricing of Transportation Services](#)

[Industrial Transportation Management and Quality Performance](#)

[Pricing and Costing Motor Carrier and Logistics Services](#)

[Contracting and Managing Motor Carrier and](#)

[Logistics Services in Supply Chains](#)

[Import/Export Documentation and Traffic \(brochure pdf\)](#)

[Transportation Claims Management and Prevention \(brochure pdf\)](#)

Based on demand, these courses may be portable to different areas in the study region.

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.

- [American Society of Transportation & Logistics \(AST&L\)](#)
- [APICS The Educational Society for Resource Management](#)
- [Certified Claims Professional Accreditation Council \(CCPAC\)](#)
- [Institute for Supply Management \(ISM\)](#)
- [Institute of Certified Management Accountants \(IMA\)](#)
- [Institute of Management Consultants \(IMC\)](#)
- [Institute of Packaging Professionals \(IoPP\)](#)
- [Institute of Logistical Management](#)
- [Materials Handling & Management Society \(MHMS\)](#)
- [National Private Truck Council \(NTPC\)](#)
- [SOLE - The International Society of Logistics](#)
- [International Warehouse Logistics Association](#)

Trade Publications

There are several excellent trade publications that are a very favorable resource for anyone who desires to stay abreast of current information in regards to the rail industry and other supply chain and logistics areas. The following list provides links to several, trade publications available about logistics/supply chain management:

- [American Shipper Magazine](#)
- [Canadian Transportation Logistics Magazine](#)
- [Commercial Carrier Journal](#)
- [Containerisation International](#)
- [DC Velocity](#)
- [Distribution Business Management Journal](#)
- [Distribution Center Management](#)
- [E-logistics Magazine](#)
- [Exporter Magazine](#)
- [Food Logistics](#)
- [Gestion Logistique](#)
- [Global Logistics & Supply Chain Strategies](#)
- [Grocery Headquarters](#)
- [Inbound Logistics](#)
- [Industry Week](#)
- [Journal of Commerce Group](#)
- [Logistics Europe](#)
- [Logistics Management](#)
- [Logistics News](#)
- [Logistics Quarterly](#)
- [Logistics Today](#)
- [Logistique & Management](#)
- [Managing Exports & Imports](#)
- [Material Handling Management](#)
- [Materials Management & Distribution Magazine](#)
- [Modern Bulk Transporter](#)
- [Modern Materials Handling Magazine](#)
- [Operations & Fulfillment Magazine](#)
- [Pacific Shipper Magazine](#)
- [Purchasing Magazine](#)
- [Refrigerated & Frozen Foods](#)
- [Research & Education Supply Chain Information](#)
- [Sloan Management Review](#)
- [Supermarket News](#)
- [Supply & Demand Chain Executive](#)
- [Supply Chain Digest](#)
- [Supply Chain Forum: an International Journal](#)
- [Supply Chain Management Review](#)
- [Traffic World Magazine](#)
- [Transportation Journal](#)
- [Transport Topics](#)
- [World Cargo News](#)
- [World Trade Magazine](#)

