



# Moving Forward

Fall 2017

## Message from James Bonner



News for Customers, Employees & Friends of the New York & Atlantic Railway



### Welcome

We're having a good year, thanks to our customers, our employees, and the communities we serve. We hope your year is going well, too. This newsletter is focused on our mutual success in the following areas.

**Safety**—It's the most important part of what we do. Stellar freight service can't be had without safety. Good customer service doesn't exist without safety. Healthy, engaged employees don't stay that way without a strong focus on safety. You'll see that theme in our newsletter this season, and each subsequent issue.

**Service**—I am pleased to report that NYA's hiring program in 2016 is paying dividends, and we believe our partners see that as well. We've had very few personnel-related service failures in over nine months of activity this year. As we enter into what has historically been our heavy traffic season, we continue to watch our employee's progress with their training and expertise. In this edition, our new Roadmaster Tim Lesniak

*Continued on page 2*

### Inside this issue...

- P2 • ELM Global Logistics
- P3 • Step On / Step Off Safety
- P4 • Meet Roadmaster Tim Lesniak
- 'Eagles' Celebrate
- Milestones, New Employees

## Gershow Recycling Takes Trucks Off the Long Island Roads



Photo by Gregory Grice

**When you ask Pete Vaillant what he likes most about working with NYA, he'll tell you it is the railway's open and continuous communication.**

Vaillant is a manager with Gershow Recycling, which was founded under the

leadership of Sam Gershowitz in 1964. Gershow has become a major player in the Eastern United States region operating nine separate locations throughout Long Island.

*Continued on page 3*



## Safety Records Worth Celebrating

*Improved safety at NYA has been accomplished this year thanks to the diligence of our workforce. In September, we marked 600 injury-free days, surpassing the previous company record. We have celebrated early milestones in 2017 by bringing in food trucks and serving ice cream. ♦*



## Message from James Bonner

*Continued from page 1*

talks about how his group is contributing to great service.

Community—This issue is an exciting topic because it tells a tale bigger than railroading. We are fortunate to live, work, and support the communities that surround us.

We're proud of our team, our company, and the combined efforts to provide a valuable service to our communities, and we're thankful to those who are supporting those efforts.

Ultimately, however, we know that our role is to serve you. So, sincere thanks to you—our partners, colleagues, and friends—for the opportunity.

James Bonner  
President  
New York & Atlantic Railway

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News from the  
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Photo by Gregory Grice

## Clean Image

*Mechanical Supervisor Bruce "Smoochie" De Meglio doesn't mind getting dirty to make sure NYA's engines are clean and reliable at the Fresh Pond shop track.*

## ELM Global Logistics Growing with NYA Service

*ELM Global Logistics owner Bill Conboy says a partnership with NYA has resulted in "quicker turn times and better service" for his customers and underscores the benefits of economical long-haul freight rail transportation.*

Even though ELM has a half-million square-foot warehouse with an eight-car rail siding in Brentwood, New York, its customers made minimal use of rail service. Trucking—with its higher cost—was the only viable mode for shippers bringing in products from the Midwest or West Coast to distribute on Long Island. On top of that, those trucks had to crawl through Long Island's road congestion, facing delays that resulted in unpredictable delivery times.

When NYA initiated service in 2006, it wasn't long before Conboy and the railway were talking about how a service could be created for customers ELM knew would benefit from rail. As a result, the warehouse is now served by NYA five days a week, Monday through Friday. And,

because the railway was able to accommodate Conboy's request for "double switching," that eight-car track can actually turn up to 16 cars in a 24-hour period.

Customer carloads of rolled paper, building materials, canned goods, rock salt, and flour are among the products quickly transferred, cross-dock, from rail cars to trucks. In some cases, products are also placed into buffer storage at the warehouse to make sure there is always inventory should there be a glitch upstream in the supply chain.

One ELM/NYA success story has been the growth of rail traffic for a major Midwest food processor. It was seeking flour storage facilities on the East Coast to serve its processing plants in the area more effectively, but the processor didn't want to invest in a facility of its own.

ELM—together with the NYA and line-haul rail carriers—provided the perfect customized solution. ELM obtained ➤



## Anacostia 'On the Move'

# NYA Franchise Extended

**Anacostia Rail Holdings is pleased to report that New York & Atlantic has extended its contractual agreement with the Long Island Rail Road (LIRR) for our franchise. Over the past two decades, we have worked hard to grow the business, deliver reliable service to our customer base, and add strategic options for rail users throughout Long Island.**

We have an accomplished team, dedicated to its work and committed to safety.

We respect our responsibilities within our host communities and strive to add value to the economic foundation of Long Island, Queens and Brooklyn.

Through investment and persistence, NYA has delivered, and now contributes a steady revenue stream to the LIRR.

We want to thank our customers, our business partners, and our employees for their support! ♦

## Step On/Step Off: It's Safer and Required

**Getting on and off moving equipment is a railroad operating practice that has been around since the earliest days of steam locomotives. When done correctly and at the proper speeds, it can be a graceful and fluid motion.**

Old-school railroaders praise it as efficient and productive. However, if there is a misstep, uneven footing, faulty equipment, or excessive speed, the results can be disastrous—if not fatal. A lucky person might only suffer a few bumps and bruises, but more serious injuries can result.

Effective August 15, 2016, NYA rescinded a long-standing practice of Getting On and Off Moving Equipment

and adopted the Step On/Step Off policy. Fears of reduced productivity have been proven unfounded, but what cannot be denied is NYA's 600th injury-free day, achieved on Sept. 5, 2017. Increased alertness, improved ground conditions, and a coordinated focus from every craft on all facets of safe operations have contributed to this record.

"As they have in the past, New York & Atlantic employees rose to the task of adapting to changing conditions," says Marlon Taylor, Vice President. "Working together, all stakeholders at the NYA have succeeded in maintaining a safe and efficient work environment." ♦

## Gershow, Continued from page 1

With the support of NYA, Gershow has been keeping close to 1,000 trucks off the road each month, he says. That's important in a region noted for its traffic congestion.

As a result of coordinating what Gershow needs with what the railway can do, rail volumes have soared from two of the company's scrapping locations at Medford and Brooklyn, NY in recent years. About 200 railcars are shipped—safely—each month, lowering carbon emissions by using more efficient rail service.

Gershow Recycling owns or leases its railcars, which are used to move scrap from the company's Long Island locations to mills across the Midwest and Southeast for manufacturing new steel. Vaillant credits improved domestic demand, diminished imports into the U.S., rising raw material prices, and low inventories of domestic scrap for the increased use over the past two years.

He says NYA's people are supporting the trend.

"I work very closely with NYA and I speak with them frequently throughout the day and night. We benefit from each other through open communications."

Thanks to a seamless flow of railcar tracking data available online, Gershow is able to manage the routing of its freight, all of which originates on NYA and flows across a network of connecting carriers. Vaillant appreciates NYA's focus on safety. ♦

## ELM, Continued from page 2

the necessary pesticide licensing and ASI sanitation certification required for a food-grade warehouse. ELM's Warehouse Management System provides lot control to make sure products are available to meet manufacturing deadlines. Finally, ELM completes the end-to-end logistics flow by coordinating the delivery of rail

shipments to local trucks for on-time deliveries in the 60 to 80-mile radius served by the warehouse.

Conboy credits NYA and the connecting railroads with adding line-haul shipment location data for full supply chain inventory visibility. Customers can log into their tracking systems to learn the location of every rail shipment, get ETAs, and other critical information.

This winning combination has resulted in continuous growth with the food-processing customer, and today ELM handles up to 40 percent more of this business than it did when the service started eight years ago.

"We like working with NYA," Conboy says. "They are enthusiastic partners who offer a long list of services and opportunities that help us grow." ♦



## Milestones

*The following employees have reached an important milestone with NYA so far in 2017. Thank you for your service and dedication to our railroad.*

### 20-year

Alexander Raia  
Donald Carman  
(see article below)

### 15-year

Bruce Demeglio  
Robert Savino  
Wojciech Olszewski

### 5-year

James Arkin  
Richard Buonomo  
William Callahan  
Israel Linares

### 1-year

Peter Oliver  
Rommel Primus  
Gregory Grice  
Joseph Missale  
Jeffrey Huelstrunk  
Philip Preeo  
Brian Day  
Akwesi Kitchener  
Gerard Kelly

## Welcome

### Our newest employees:

Jesse Santos, hired 4/3/17  
Timothy Lesniak, hired 6/5/17

## Meet Our New Roadmaster, Tim Lesniak

*This year's program to increase the size of our workforce was undertaken to make sure we are prepared to grow with our customers. We've added train and engine crewmembers, and we've also welcomed a new Roadmaster, Tim Lesniak.*

Lesniak comes to us with a strong railroad engineering background, which he's been putting to good use.

At NYA, Lesniak is involved in all aspects of our Engineering Department, and making sure that our track and our customers' tracks are ready for safe and efficient switching of railcars.

The first project Lesniak undertook was overseeing an inspection and assessment of all customer track. The program involved a detailed inspection at nearly 40 customer locations.

"It's important that our customers maintain their track for safe operations," Lesniak says. "Though it can be somewhat costly, it's much less expensive than what can happen on unsafe track."

His team also inspected all special components on NYA track—highway crossings, switches, weed control, footing, and more—to develop a program that will ensure the safety of our crews and prevent service interruptions.

"Over the next year we will undertake capital improvement projects that will put our track in a condition where it will require only routine maintenance for some time to come," he says.

NYA operates on exclusive freight territory in Brooklyn and Queens, for which we are responsible for all maintenance and improvements. Once we cross into Nassau and Suffolk counties, MTA's LIRR is responsible for joint use maintenance, leaving NYA responsible only for the portions that we use exclusively.

Originally from Connecticut, Lesniak and his wife have enjoyed traveling far from the Northeast. Their two most memorable destinations have been India, where they attended a wedding and saw the Taj Mahal, and Argentina where they saw Southern Right Whales in Peninsula Valdes.

On the U.S. East Coast, where Lesniak can usually be found, he keeps a close eye on our track so that our customers, employees, and our community can be assured safe and reliable operations.

"I was looking for advancement in our industry," Lesniak says, "and this new position offers that." ♦

## Raia and Carman Reach New Heights



*After 20 years, Alex Raia and Don Carman are now at the top of the perch as the senior employees on the transportation department's roster.*

Both are fully qualified engineers. Raia works from NYA's Fresh Pond office in Queens and Carman reports daily at the Suffolk County Pine Aire location. Carman's nickname is Eagle 1 and Raia's is Eagle 2. They have a friendly rivalry at work, but also support each other when it counts.

After celebrating his anniversary in March, Raia helped surprise Carman with his own anniversary cake a few days later. ♦