

# Railroad Resource, LLC

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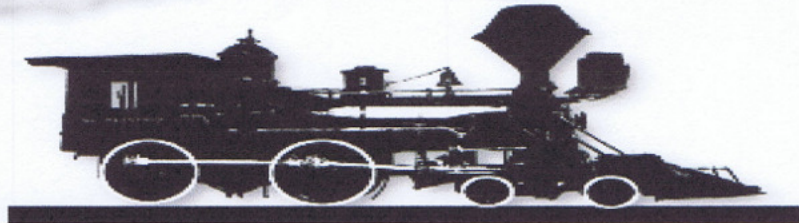
Plot Plan

Phase I

Phase II



***Railroad Resource, LLC***  
***Of Bay Minette, Alabama***



***Railcar Transload Service***  
***Local and Privately Owned***

**Our primary Mission is to service those company's that could benefit from the economics of the railroad but don't currently have rail access.**

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**Services Available Include:**

- **Loading and/or unloading of liquid tank cars**
- **Steam heating of tank cars**

PO Box 249  
2121 S US Hwy 31  
Bay Minette, AL 36507  
Office 251-937-9786  
[www.rrrlc.net](http://www.rrrlc.net)

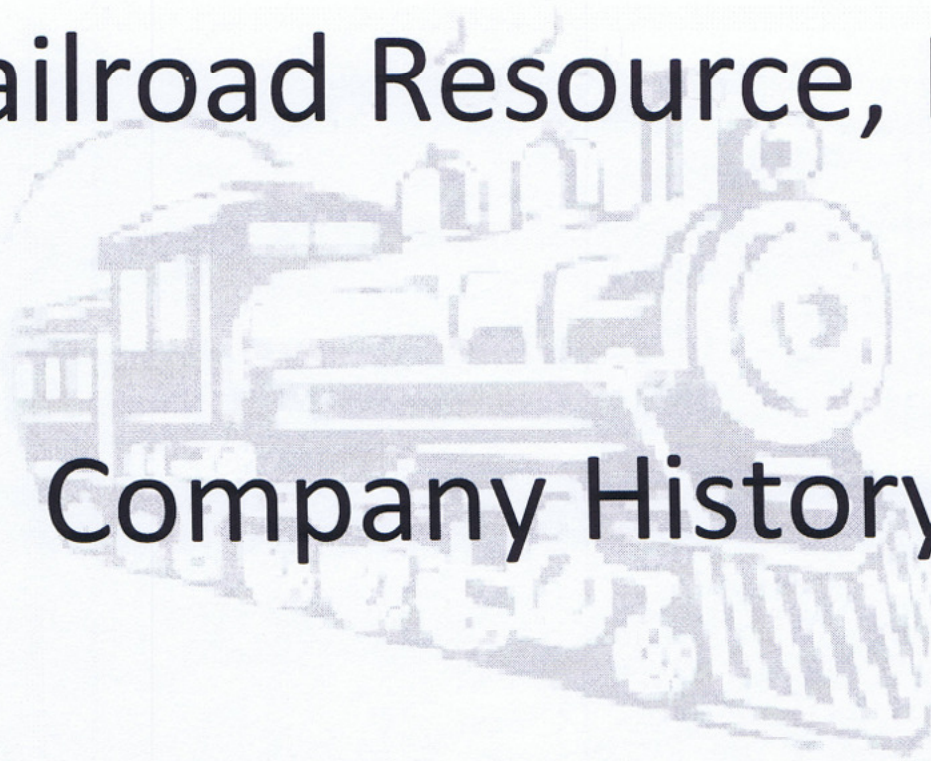
Mike Wilson  
215-709-1280  
[Mikew@rrrlc.Net](mailto:Mikew@rrrlc.Net)

Sonny Gately  
251-583-1021  
[Sonny@rrrlc.Net](mailto:Sonny@rrrlc.Net)



Railroad Resource, LLC

Company History





## **Railroad Resource, LLC**

- Company started because of two friends going on a deer hunt in Texas.
- Company received Articles of Organization on April 14<sup>th</sup>, 2008 and business license for Bay Minette on April 22, 2008.
- Company started using money from investors who are in business that need rail which was returned and paid in full within two years.
- Company is a railcar transloader and trucking company (broker). Company is currently operating on approximately three acres with the use of a single rail spur (2500') serviced by CSX and owned by Railroad Resource.
- Company is the only privately owned hazardous materials transloader in the state of Alabama.
- Company can transload wax, oils, asphalts, lumber, dry goods, and will not discriminate against other cargoes.
- Company started with two employees (the owners) and now employs one site supervisor, an average of five operators, one office person, and the two working owners. The new site is expected to hire 10 to 12 more employees.
- Company purchased 17 acres from Chuck Stevens Automotive on Hwy 31 in Bay Minette and has received approval from the Bay Minette planning committee to expand the business to three rail spurs with buildings, scales, and tanks.
- There is enough current business to keep both sites open.
- Company also brokers trucking for the transloading and others. In 2010, we loaded over 3,000 trucks.
- Railroad Resource unloaded 623 railcars on CSX tracks in Bay Minette in 2010.
- Railroad saves our customers three to one with their transportation cost in trucking. In other words, you can ship three times as much for the same cost as one truck.
- Railroad Resource is a one stop shop for transportation needs. In order to maintain customer satisfaction as a one stop shop, we are in the process of opening a trucking company. Our first truck will be on the road this month. We have also opened a diesel service to work on our trucks as well as others.



**Railroad Resource, LLC**



**Public Relations**



# Chamber wants to make area set for business

Continued from Page 1

The firm predicts that at least 5,000 job will be created.

"The project is ongoing. They're enthusiastic. They're working hard. They will be back in Alabama before the end of this month," Ingram said. "I think we're going to start seeing a whole lot more of them and seeing a lot more progress reports and seeing a lot more progress."

Shirley Kim, an HK Motors representative, told the group that the company has received a business license from Bay Minette and plans to open an office here in a few weeks.

Speakers during Thursday's event also included Bay Minette Mayor Jamie Tillery and Anne Pedersen of the Bay Minette Industrial Development Board.

The evening's keynote address was presented by Semoon Chang, director of the University of South Alabama's Center for Business and Economic Research. He spoke about the local and national economy and warned of a potential for inflation coming later this year.

"We have to control our debt. Because of the large amount of federal debt, economic growth will be rather slow, probably for the rest of the year," Chang said.

Following Chang's address, Templeton recapped some of the things the chamber addressed in the past



**Myron Brogden, a member of the North Baldwin Chamber of Commerce's 2010 board of directors, received the chamber's Harry B. Still Jr. Distinguished Service Award at the group's 65th annual meeting held Thursday night at the John F. Rhodes Civic Center in Bay Minette. Brogden is vice president of First National Bank of Baldwin County.**

year, including a comprehensive land use plan completed by the city and completion of the strategic plan for north Baldwin.

He said the chamber, which boasts 267 businesses as members, also experienced a 20 percent growth in membership and initiated several programs, in-



Photos by KIM LANIER/Register

**Railroad Resource** was named Business of the Year by the North Baldwin Chamber of Commerce. Owners Michael Wilson, left, and Sonny Gately accepted the award Thursday night during the chamber's 65th annual meeting.

cluding a campaign urging shoppers to buy locally. The group also kicked off the first Blueberries & Bluegrass Festival promoting the area, Templeton said.

"It's been a busy and challenging year," he said. "In all that we accomplished, we did not do it alone. It was because of the cooperative efforts of many. We thank you for your support."

In accepting the leadership gavel from Templeton, Simpson said, "It's with a great deal of humility and also a sense of service that I accept and appreciate the opportunity to serve as the next chair of our very proud, very strong and very hard-working North Baldwin Chamber of Commerce."

Simpson said the issues he wants to tackle include transportation and infra-

structure plans for the north Baldwin community to help ensure north Baldwin is able to serve future businesses, their employees and the citizens of the north Baldwin community.

Getting more young professionals active with the chamber and connected with current business and community leaders is something else he wants to take on. That way, emerging young professionals and leaders "can carry on the traditions, the heritage and the community spirit we all became accustomed to over the years," Simpson said.

Also at the annual banquet, the chamber presented its Harry B. Still Sr. Distinguished Service Award 2010 to board member Myron Brogden and the Business of the Year Award to Railroad Services.



**BOARD OF DIRECTORS**

Gail McInnish

Chairman

Hiram Templeton

Vice Chairman

Jason Padgett

Treasurer

Karen Taylor

Secretary

Mr. Jonathan Weatherford

Baldwin EMC

Mr. Angelo Semifero

Gulf Packaging

Ms. Carmen Williams

The In Look

Mr. Myron Brogden

Chamber Diplomat

Mr. Craig Helms, Sr.

Helms and Associates

Mr. Don Hancock

Business Information Solutions

Ms. Renee Jones

United Bank

Ms. Angela Mullins

Alabama Career Center

Mr. Brandon Simpson

First South Farm Credit

North Baldwin Chamber of Commerce

251-937-5665

Fax: 251-937-2300

310 McMeans Ave

Bay Minette AL 36507

**CALENDAR**

[CLICK HERE](#) TO Check our Calendar on the website for updated information and additions.

North Baldwin Relay for Life  
May 1, 2009  
6pm

11th Annual Lighthouse Sunset Supper  
May 4, 2009  
6pm

Kiwanis Pig-Out at the Park  
May 7, 2009  
3pm-6pm

Board of Directors Meeting  
May 19, 2009  
9am

Baldwin County High School Graduation  
May 19, 2009  
7pm

Memorial Day-Chamber Office Closed  
May 25, 2009

**Chamber Happenings****VOLUME 1, ISSUE 3****MAY 2009**

# Railroad Resource, LLC.

It is often said that diversity is what makes life interesting, and north Baldwin County is home to a diverse range of industry. In Bay Minette, at least two business owners are living an interesting existence. The two in reference are Sonny Gately and Michael Wilson, partnering owners of Railroad Resource, LLC..

Established little more than a year ago, Railroad Resource, LLC. is already firmly rooted in the industrial landscape of north Baldwin County.

Connected by a rail spur to CSX railroad, just off Newport Parkway in Bay Minette, Railroad Resource, LLC. is site to a heated unloading rack for rail cars. If it sounds different—that's because it is different.

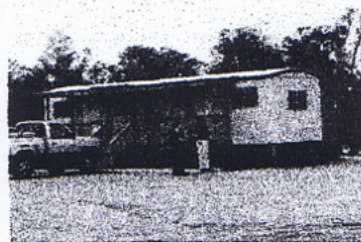
Railroad Resource is in the business of unloading and transferring semi-liquid products from rail tank cars to trucks for transport to industrial end users around the southeast



region. The process is fairly straight forward. Suppliers from around the nation load and ship their product to Railroad Resource, LLC., where workers heat the product, if needed, and transfer it to trucks in route to the final destination.

By their own admission, partners Gately and Wilson are somewhat surprised at how smoothly and quickly the business took hold. That's not to say that there were not

some hurdles to overcome in the beginning, but overall the startup and growth have been better than expected. At a time when the economy has been a set back for many businesses, some, like Railroad Resource, LLC., have managed to capitalize on the increasing use of rail transportation to move bulk material and fill niche markets for industrial customers. The process is not high-tech nor is it particularly complicated; however, it is profitable and very sustainable in today's economy. In fact, there are plans for the near future to expand this operation.



## Ribbon Cuttings: Ginger Mark Furniture

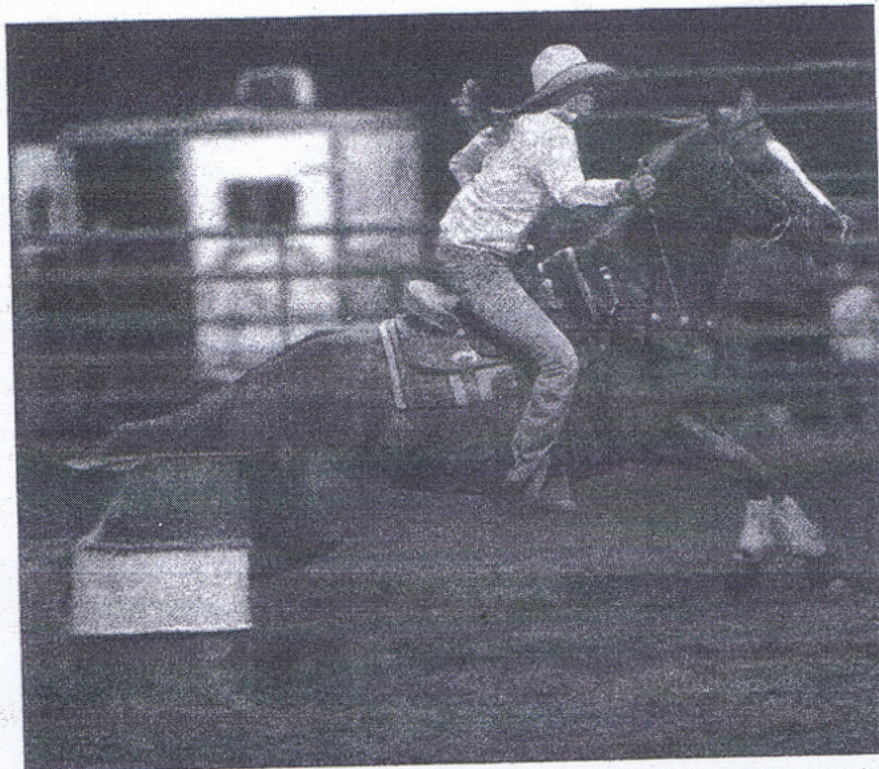
The North Baldwin Chamber of Commerce held a ribbon-cutting ceremony for member Ginger-Mark Furniture, Thursday, 23 April, 2009. Ginger-Mark Furniture is located on D'Olive Street/Hwy 31, next to Piggly Wiggly in Bay Minette. Owners Mark and Ginger Fontenot sell home furnishings (bedroom, living room, dining room, mattresses, and accessories). Operating hours are 9am-6pm Monday thru Friday and 9am-3pm Saturday To contact, call 251-937-7677. Welcome Ginger Mark Furniture—Bay Minette is glad you are here!

### GINGER-MARK FURNITURE





## NORTH BALDWIN SHERIFF'S SEARCH AND RESCUE

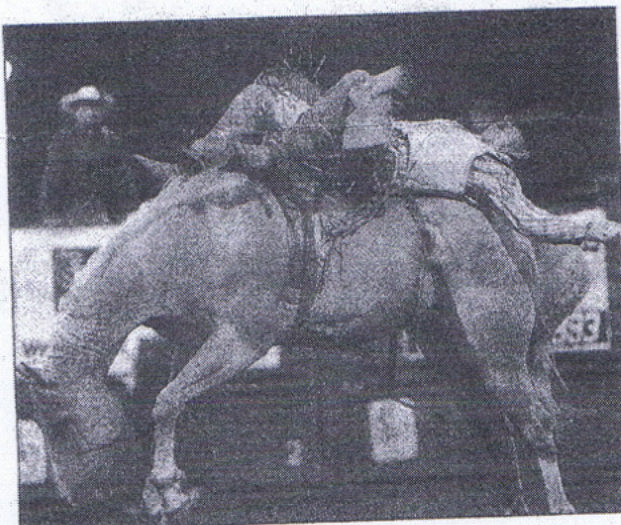


Photos by JON HAUGE/Correspondent

**Paige Willis** competes in the barrel-racing competition during the North Baldwin Sheriff's Search and Rescue's Professional Cowboys Association Rodeo at Carol Hodgson Arena, southeast of Bay Minette. The two-day rodeo, which began Friday night, included bull riding, barrel racing, bronco riding, calf roping and breakaway roping. Proceeds go toward equipment, training and expenses for operations of the search and rescue squad.

# RODEO ROUNDUP

**Mitchell Spangler** competes in the bareback competition Friday night. Atlas Roofing was the title sponsor for the rodeo and Railroad Resources was a night sponsor. The rodeo was produced by Bo Campbell Rodeo Productions.



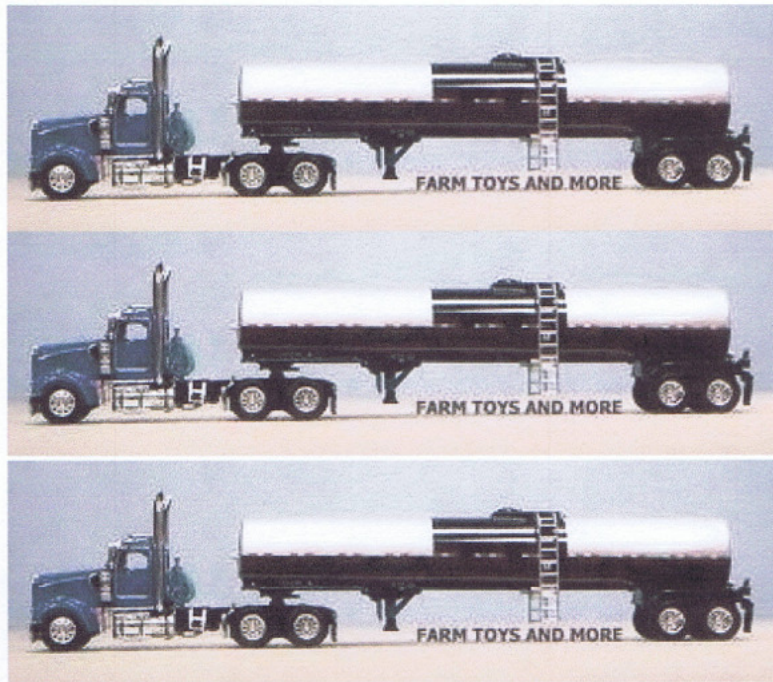


# Railroad Resource, LLC



## Savings



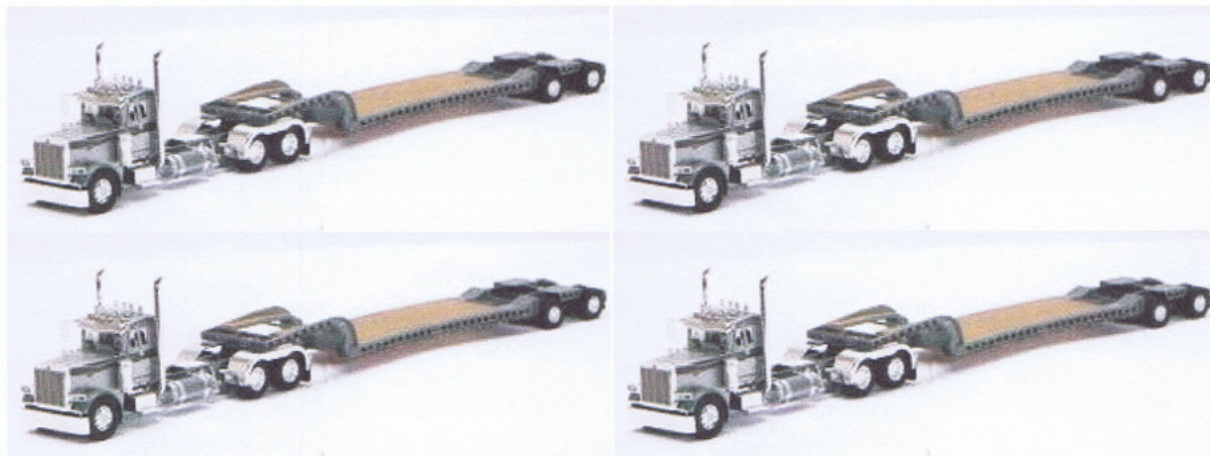


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# SAVINGS





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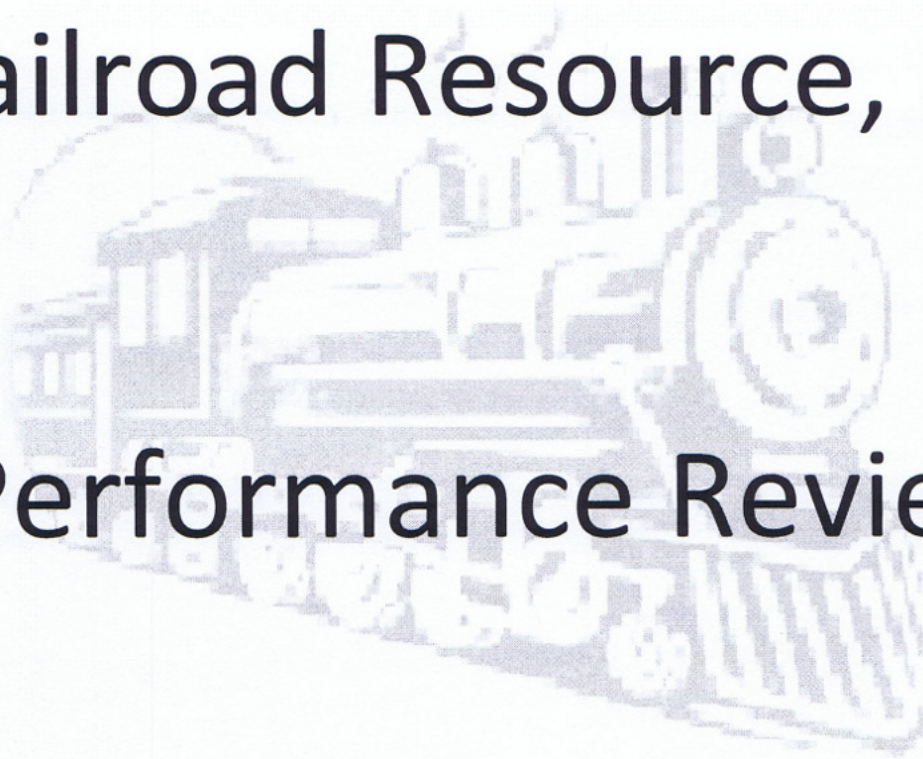


# SAVINGS



**Railroad Resource, LLC**

**Performance Review**





October 8, 2011

Jeff Fricks  
Atlas Roofing VP,CFO  
Atlas Roofing Corporation  
2000 River edge Pkwy, Ste, 800  
Atlanta, GA, 30328

RE: Performance and support from Railroad Resources, Inc to Atlas Roofing Corporation

Dear Jeff,

Railroad Resources, LLC located in Bay Minette, AL manages a number of daily functions for Our Company. The reality is they are our boots on the ground group that manages and directs the movement of asphalt material into our GCAC tank storage complex and daily manages the scheduling, loading and dispatching of truck to all of our out bound plants. I will go into more detail below.

On a daily basis they check for all incoming Rail Cars of the various fluxes inbound to be unloaded. Communication with the railroad staff is key to getting in the right cars, having them spotted where we need them and then checking each load to be sure it is loaded, and taking a material temperature to determine how long they will need to heat these cars before they can be unloaded. They will schedule the appropriate number of trucks to be at the loading rack on time. Loading procedures then begin starting with the tare weight being taken, safely hooking up the loading hoses and being in position to stop the loading at load limit level. Finished weights are then taken and the trucks are directed to the GCAC facility with instructions to the operators the tank that material needs to be unloaded into. Direct calls to the GCAC operations manager are made to be sure communications are clear for the unloading process. If we are unloading a specific material that has orders for that day to move to any of the plants, the loading is done direct to the truck that will immediately move that load to one of our Atlas plants. Railroad Resources will manage the truck dispatching, the weighing of the material, bills of laden published and invoicing the receiving plant for the freight portion on that load. This process saves us several dollars per ton for not having to run the material to the storage tanks and then going and taking it out again. After the cars are emptied Rail Road Resources will notify the Rail Road to pick up empties and process the required return paper work.

We have 8 to 10 different materials in storage most of the time. Most of these materials have to be blended and oxidized at GCAC. Sonny Gately is the point person that communicates daily with the GCAC plant as to which formulas we are needing to be processed and communicates with the respective Atlas Plant personnel to make sure Oxidation timing, Truck scheduling, Loading schedules figured and any change orders are handled. We found it works very well to have one "go to person" making the calls and arrangements to assure a smooth movement of these materials. Sonny Gately does correspond with me on a daily basis before any major changes are announced. In addition to managing materials movements Rail Road Resources group takes samples for us upon request and sends them where we request them to go. They are contacting the GCAC operations multiple times per day



checking the Coating Tanks test results to assure plant specks are right and loading temperature are where they need to be. If blends are not where they need to be they are prescribing the re blend formulas needed to bring the material back into speck. On occasions loads have not been able to be unloaded at our plants and those loads have to be returned to GCAC or Rail Road Resources to deal with the unloading problem. Sometimes this clean out can take days to empty and clean a tanker and re process the material that has gone out of speck. Often times there are calls in the middle of the night, and on weekends with issues that have to be tended to and Sonny is the lucky man that gets these calls.

On occasions I require surprise audits of our material in the tanks and Rail Road Resources has always been there to contact the third party testing group and observe the testing and gauging of Atlas Material on our behalf.

Rail Road Resources has several trucks of their own that are used in managing delivery of our material and they manage brokering of several other firms trucks to cover the movements when we need them. This is a very tough job especially when our schedules change and we have to pick up movement of materials on short notice and they have preformed 100% of the time on our behalf. There administrative staff is very efficient and work daily reporting every movement made that is a verification of our receiving requirements. This staff also notifies us of all empty car releases and where they are scheduled to be returned to. The entire staff of Rail Road Resources is to be commended for their accuracy and efforts. They function on our behalf as if they were an employee of Atlas Roofing Corporation.

Atlas Roofing has a small fleet of Asphalt rail cars and in slow times Rail Road Resources has allowed us to store some of those cars on their tracks, thereby eliminating demurrage and storage fees the Rail Road would have levied on Atlas Roofing.

The support, service, and many hours of detail work helping Atlas manage their business are to be commended. Many of these hours and task preformed have been done with no complaining and often times without any pay. I feel any Company would be honored to have a group such as Rail Road Resources be a partner with them. I was very proud to see that the local community and county recognized the efforts of this company and awarder them the Small Business of the Year award last year.

If there any questions or comments please contact me at 601-484-8944.

Sincerely,

Wesley Williamson  
Corporate Purchasing Manager  
CC: Railroad Resources, LLC



**Railroad Resource, LLC**



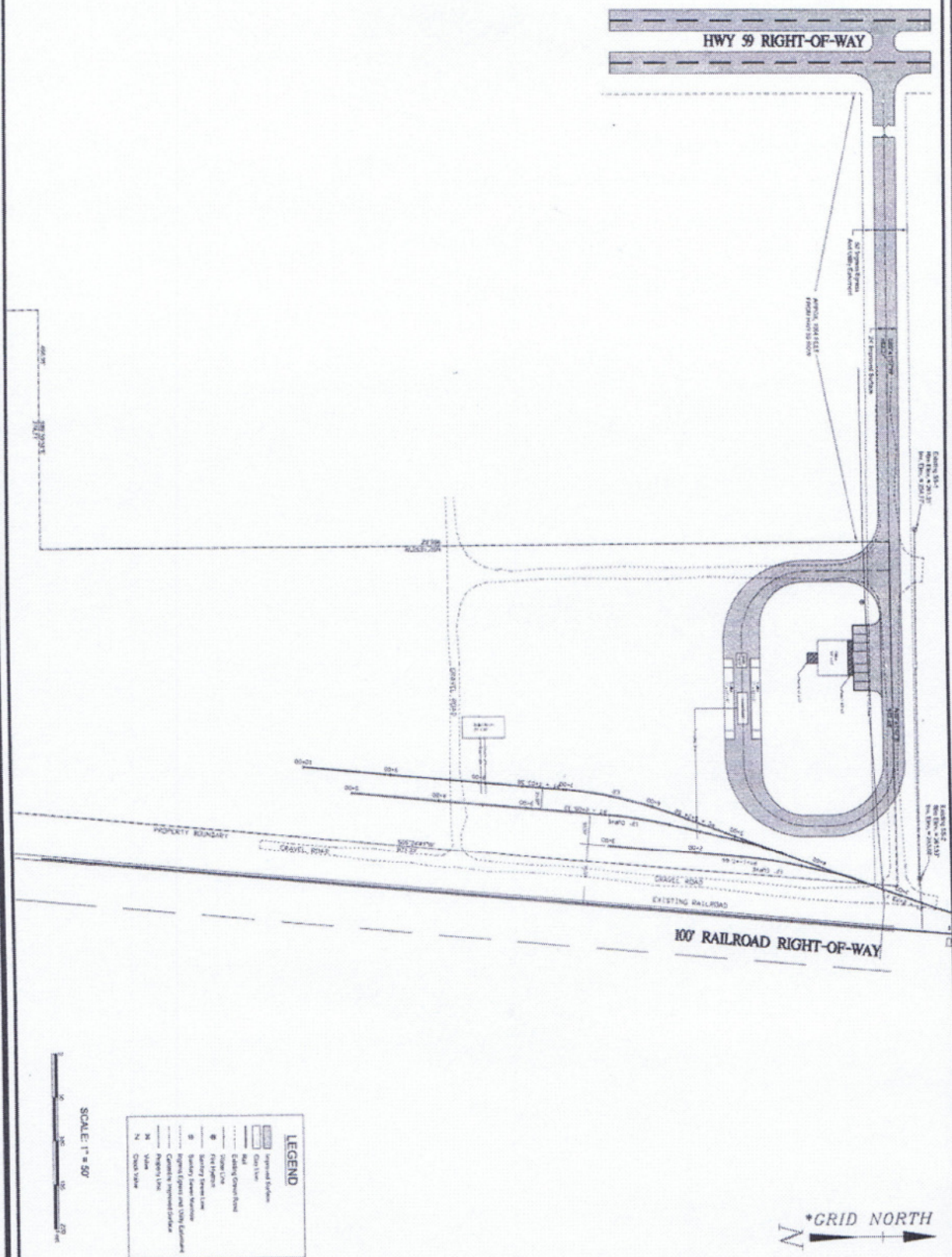
**Site Plans**







# Phase I



PROJECT NO. 00000	SITE NO. 2 LAYOUT	Civil Engineering Services, Inc.	FOR REVIEW ONLY	DESIGNED: BWV	REVISIONS:
	Railroad Resources, L.L.C. P.O. Box 249 Bay Minette, AL 36507			DATE:	© CIVIL ENGINEERING SERVICES INC.
1 OF 1 SHEETS					



