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## Celebrating 20 successful years thanks to our customers and employees



By Mark Wegner, President

It is now August 2011, and the vegetables for canning and wheat harvest are significantly down this year. Additionally the corn, soybean and sugar beet crop will be significantly less than last year. Since the Twin Cities & Western was formed in 1991 rail demand has been like a faucet – either it's a drip-drip or gushing full blast. Demand for rail shipments hit

full stride July of last year, and then due to a combination of rail destinations in the eastern and southern US (well beyond Chicago – lengthening car turnaround time) and the challenging winter conditions, car orders fell behind. We leased an additional 100 cars last November to help, and as of the end of July 2011 we are caught up on all past car orders. With the forecasted lower yields, we anticipate having to park a significant number of railcars until demand picks up (but we still have to pay the car leases).

On June 7, 2011 we participated with United Farmers Coop at the McLeod County Board Meeting to support UFC's Grain Shuttle Facility at Brownton. We are pleased McLeod County unanimously approved the Conditional Use Permit, and we are excited to be working with United Farmers Coop to bring the first grain shuttle facility on the Twin Cities & Western to fruition. This will impact our operations in numerous ways, but more importantly will give access to the West Coast export facilities to producers in our area, and better prices for their corn and soybeans. We have started our 2012 budget process, and will be factoring in the dramatic impact on our track infrastructure and determining the investments needed to handle the shuttle trains. It is a true growth opportunity!

As mentioned in my February article, the TCW continues to work with Hennepin County on concerns regarding immediate rail replacement and future re-route designs.

This ultimately affects you, our customers and the ability of TCW to move your car orders. TCW will continue to protect your interests in all discussions with Hennepin County.

Twin Cities & Western celebrated its 20th anniversary in July by having three passenger trains. With the help of Ed Robinson, our CFO and also president of the North Shore Scenic Railroad (NSSR), we were able to use their passenger cars in exchange for allowing the NSSR to run two passenger special trains the following weekend. It was a win-win for both organizations and we are grateful to Ed and all of the volunteers of the NSSR for making it a success! TCW also appreciated Canadian Pacific's (CPR's) cooperation in allowing us to operate over their track. Cindy Pratt of CPR has been our liason and we are grateful for all of her help and support. TCW received a congratulatory letter from Fred Green, CEO of Canadian Pacific, and we are grateful for our ongoing working relationship!

I want to say thank you to all of our customers, communities and employees for making the last 20 years a success! I also want to say thank you to all who planned and executed the 20 year anniversary event – it was a great event!

From a very long winter to an unusually hot summer, both safety and temperaments are challenged. I urge you to think safety always (much as you pay attention to traffic when you are driving, pay attention to your surroundings). I appreciate what everyone does to make this railroad work – from the track maintenance and renewal, to the locomotive and car maintenance, to the train crews and the operations desk, to the accounting and administrative efforts. We do well when we look out for each other.

As you go about your tasks, PLEASE THINK AND BE SAFE!!



By Craig Glaeser  
Director of Marketing

# Harvest season will soon be here

**G**rain shipments continued to be strong thru August. September and first half October are estimated to be slower until new crops start moving. All year we were behind on filling our grain car orders and the market was inverted after July. We needed to catch up on our orders and get

them all filled by the end of July. In early spring we made changes in our operations to minimize the time the cars were on TCW. This improved the cycle-times, however we were still seeing cars constructively placed at destinations in Chicago and beyond due to congestion.

We were successful in fulfilling all of our grain orders by the end of July. I would like to thank our customers and our operations for making this happen. This would not have been accomplished without all of us working together and understanding each locations difference's in loading/billing cars.

Looking back at last years newsletter article at this time, crops were two weeks ahead of schedule. Don't we all wish that this year would be the same? Unfortunately the crops this year are at a minimum two weeks behind schedule. The poor spring planting conditions will affect overall yields. Of the crops that have been harvested, yields are down: Peas, Sweet Corn and Wheat. The good

news about wheat is the quality has been good with high protein levels. Let's hope for a late frost this year and good harvest conditions.

The Crop Production Report released August 11, 2011 by the USDA forecasts U.S. corn production at 12.9 billion bushels a 4% increase over 2010. Minnesota harvested corn acres forecast is at 7.65 million acres and production is forecasted at 1.2699 billion bushels a 1.7% decrease from 2010. Yield for Minnesota corn is forecasted at 166 bushels per acre. Let's hope that the USDA is correct on this number.

U.S. soybean production is forecasted at 3.06 billion bushels an 8% decrease from 2010. Minnesota harvested soybean acres forecast is at 7.110 million acres and production is forecasted at 2.844 million bushels an 8.7% decrease from 2010. Yield for Minnesota soybeans is forecasted at 40 bushels per acre.

Grain tariffs for TCW and MPL have been renewed and will be available on our website the first week of September. If you have any questions regarding rates please give us a call.

Any time is train time at highway/railway crossings, Please, Look, Listen and live!

Have a safe harvest this fall.

## TCW Annual Golf Outing 2011

TCW's annual customer golf outing was held at Glencoe Country Club on Thursday, July 14th. The day started with a rain delay, however we were able to get on the course and finish 18 holes. Congratulations goes to Doug Conway of Canadian Pacific Railway who got a hole-in-one on the Par 3 14th hole. This was the first ace in TCW's golf outing history. Too bad for Doug that it wasn't on a hole where we had a closest to the pin prize. Even though the weather didn't cooperate at first, it was still a great day for networking with our customers and vendors. The TCW would like to thank everyone who participated. A special thank you goes to the following companies who contributed prizes to be given away: Aspen Equipment, Helm Financial, Railworks, Ready Rail, Seneca Foods and Union Pacific Railway.





By Shauna Gruber  
Senior Staff Accountant

**O**n August 11th, 2011 TCW's accounting department — **Shauna Gruber, Katie Masog, Holli Schafer, Lori Koelln and Jason Just** (pictured left to right) volunteered

at the Crow River Habitat for Humanity (CRHFH) house in Glencoe. CRHFH is a non-profit organization that provides affordable housing to families in need in the McLeod County area. Volunteers from the community donate labor to keep the cost of the home affordable. The selected family furnishes a down payment on the home, helps build, and upon completion they receive an interest free loan at the cost of the project. This year's family is Cory Klassen and Carmen Cameron, along with children Cole and Tanner.

The selected building site is located on Knight Avenue adjacent to TCW's railroad right-of-way. This location is also where the home of Roy and Anna Lueck once stood. Anna and her family enjoyed living next to the railroad and she often wrote letters to TCW telling of her experiences. Roy passed away in 1996 and Anna in 2008. In her letters, Anna reminisced of the days when passenger trains went through Glencoe (the last voyage was in 1961) and when they carried soldiers heading off to war. Of course, the steam engines were a sight to see with their unique sound and billows of smoke, but not when the clothes were drying on the line! It was a treasure to read her letters and think back to a

# TCW's Habitat for Humanity helpers



time long ago, when hobos would ride the train and search for a meal or place to stay. Every letter Anna wrote ended with a blessing to our workers and prayers for their safety. It was nice to know that she cared so much.

Our day was filled with hard work installing exterior walls. The walls are made with new technology where high-density insulating foam is sandwiched between plywood and studs. The pre-cut walls are lifted into place along the foundation and secured with caulk and screws. It took a lot of teamwork to set each 48"x120" wall. We met some great people that day and learned a few things about building a home.

Maybe it was a twist of fate that CRHFH used Roy and Anna's lot for their next project, but it was a privilege to put a little bit of our railroad into the new house. While we were working, our train crews went past a few times. We waved to the crew and thought back to when the Lueck family used to waive to train crews and passengers. It was a great and memorable experience. If you'd like to learn more about CRHFH or to volunteer, visit [www.crhfh.org](http://www.crhfh.org)



DSLE's Gaylen Johnson and Dave Coleman speaking w/ Jim Brandt and Tim Jeske



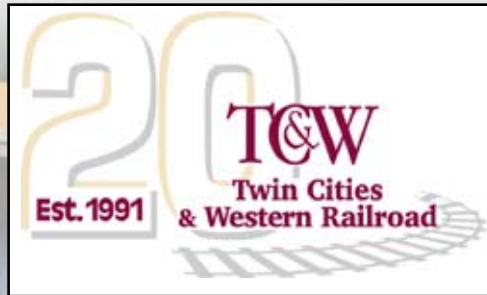
Patrick Murray and daughter Sophie



TCW's Customer Social Hour



Rep. Michael Beard with his birthday cake



Andy Thompson, Maria Shoemaker, Janis and Audrey Clay



Andrew Runke with Patty Litzau and son Mason



Terry Block and grandson Wyatt Sherod



Customers and Employees at the Social Hour event for our Customer Appreciation



Maria Shoemaker, Audrey Clay, Janis Clay, Martha Head and Debbie Wegner



Gerry Kodet and wife Carol, Jeff Padrnos and wife Sandy, Bill Meyer and wife Jayne



Jared and Natalie Edwards (nephew and niece of Katie Masog)



Audrey Clay, Janis Clay, Maria Shoemaker, Jill Sparby and Lori Koelln



Guests gather for dinner



Mark Hoffman and wife Tiffani Landeen with Robin Bergeron and Dave Palm



"As an hourly employee in the operations department, I talk to our customers on a daily basis. As time passes, new people emerge into our servicing area, and what a pleasure it was to meet some of the customers to put a face to a name. I have talked to a customer on the phone for over seven years and had never met them in person until that day. I appreciated the opportunity to attend and will look forward to meeting future customers as well as meeting up with some of the current customers that were unable to attend this event."

**Susan Clark pictured with Michele Thompson, SMBS**



Mark Wegner speaking at the Customer Appreciation Dinner



Katie Masog, Adam Martineau, Hans Lincourt, Cindy Pratt and Lori Koelln



Katie Masog with sons Luke and Adam, nephew Jared and niece Natalie



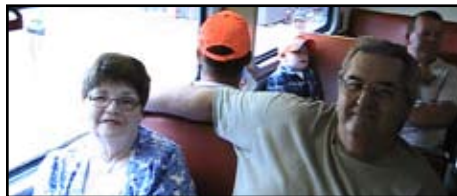
The Shurtleff family, Sara, DeShawn, Jordan and Jeff



Nathan Lukes, Dan Hart, Eric Dostal, Ed Dostal, Deb Nessett, Kayla Dostal and Kari Dostal



Susan Clark with Fiance Brian Nagel



Retired employee Ken Ray with wife Jeanie



Members of the Clay family



Bean bag toss at the employee celebration



Brad and Julie Thymian talking with Mark Wegner



Employees and families enjoying the picnic



# Profile STATION

By Robin Bergeron, Director of Sales



## Transload

*"Can be your solution to reducing high transportation costs!"*

**No rail? No problem.** Whether you have rails to your door or not, our Marketing Department can assist you in identifying a solution for moving your shipment no matter where it is or where it needs to go.

**Options include but are not limited to the following:**

- **Rail Car Unloading (Destination Transloading)**
- **Rail Car Loading (Origin Transloading)**
- **Trucking to or from destination/origin**
- **Mexico and Canada or International**

The TCW and MPL connect with all Class I carriers in the Twin Cities which provides our shippers and receivers with seamless, efficient transportation from door-to-door, and with the most direct, efficient and cost-effective passage possible.

The simple answer: Almost anything, from raw materials to component parts to finished goods can be moved by rail. The TCW Marketing Department, with assistance from our Class I partners, have the expertise and experience in practically every industry including chemicals, energy, agriculture, metals, minerals, forest products, consumer goods and the list goes on. To get the job done cost effectively, give us a call!

## TWIN CITIES & WESTERN RAILROAD CO.

**Public Team Track  
Montevideo, Minnesota**

- **Main Line Track:** 286,000 gross weight
- **Multiple Carrier Access:** BNSF, UP, CP & CN
- **Train Service:** Daily
- **Track Length:** 3 tracks, excess 6,000 feet
- **Road Access:** State Highway 212; Highways 7 & 59 within 1 mile
- **Clearances:** No restrictions
- **Acres:** 25+
- **Ramp:** Yes
- **Surface:** Unpaved gravel
- **Utilities:** Electricity available; water/sewer not installed.
- **Contact:** Robin Bergeron @ 320-864-7211 or cell 320-510-0158

# Safety tips and facts

By Brandon Horton  
Safety Committee Member, Locomotive Machinist

from Operation Lifesaver

- Freight trains don't travel at fixed times, and schedules for passenger trains change. Always expect a train at each highway-rail intersection.
- All train tracks are private property. Never walk on tracks; it's illegal to trespass and highly dangerous. By the time a locomotive engineer sees a trespasser or vehicle on the tracks it's too late. It takes the average freight train traveling at 55 mph more than a mile—the length of 18 football fields—to stop. Trains cannot stop quickly enough to avoid a collision.
- The average locomotive weighs about 400,000 pounds or 200 tons; it can weigh up to 6,000 tons. This makes the weight ratio of a car to a train proportional to that of a soda can to a car. We all know what happens to a soda can hit by a car.
- Trains have the right of way 100% of the time over emergency vehicles, cars, the police and pedestrians.
- A train can extend three feet or more beyond the steel rail, putting the safety zone for pedestrians well beyond the three foot mark. If there are rails on the railroad ties always assume the track is in use, even if there are weeds or the track looks unused.
- Trains can move in either direction at any time. Sometimes their cars are pushed by locomotives instead of being pulled, which is especially true in commuter and light rail passenger service.
- Today's trains are quieter than ever, producing no telltale "clackety-clack." Any approaching train is always closer, moving faster, than you think.
- There are over 160,000 miles of railroad tracks in the United States (Association of American Railroads). Remember to cross them only at designated pedestrian or roadway crossings, and obey all warning signs and signals posted there. At many crossings you'll see a metal sign bearing a number. Use that to identify your exact location when calling to report an emergency.
- Stay alert around railroad tracks. No texting, headphones or other distractions that would prevent you from hearing an approaching train; never mix rails and recreation.

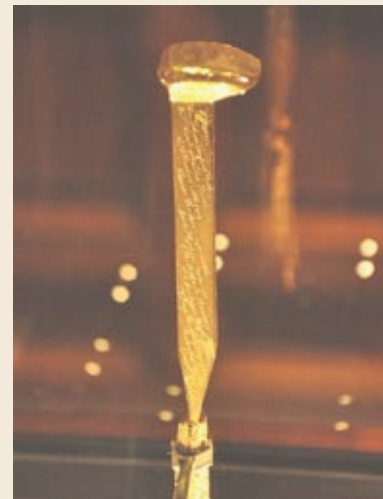
"SAFETY 24/7 IN 2011!"

## SAFETY COMMITTEE REMINDERS

### Outgoing Committee Members -

The two year terms for the following committee members expire January, 2012. **Jim Almqvist** – Committee Chairman (T.S.), **Darren Anderson** – MPLI MOW, **Robin Bergeron** – Manager and **Susan Clark** - Operations.

You will be asked to cast your vote for the replacements at the next All Employee Meeting on December 19th.



**Golden Spike Awards** – Don't forget to submit your nominations for this award. The guidelines for the candidates that have demonstrated, and contributed to the safe practices of the TCW and MPL are as follows :

- someone who works or operates in a safe and effective manner
- promotes safety within the Company
- has no reportable FRA injuries
- takes actions and corrects unsafe conditions when they occur
- goes above and beyond regular safe practices



# Fast Tracks SPOTLIGHT

By Sue Bombeck, Office Manager

*“I hear the train a comin’ it’s rollin’ ‘round the bend”...  
That’s right, we’re in it for the long haul.*

Because of the loyal support we have received over the past 20 years, “WE SALUTE YOU”!  
*Thank you to all our customers and the communities we serve.*

Some of you may have read our appreciation ad in various papers along our line, I believe this deserves a second round, as we truly appreciate the support we’ve received over the past 20 years. With this being our 20th Anniversary year, we’ve had a lot of activity in celebrating TCW’s milestone. For those that joined us, we hope that we were able to meet all your expectations and provide an enjoyable anniversary celebration for you!

### Recap of events:

- **June 7 – 10, 2011 – ASLRRRA Liability Conference** (Milwaukee, WI) – **Bob Suko** and **Katie Masog** attended this conference.
- **July 14, 2011 – TCW’s Annual Customer Golf Outing** (see write up and photos by Craig Glaeser)
- **July 17 – 19 2011 – MRRA Annual Conference** (Grand Rapids, MN) – Attendees from TCW were **Mark Wegner, Bob Suko, Tim Jeske, Tina Ryberg, Lori Koelln, Don Johnson, Darren Anderson** and **Chad Hedin.**
- **July 22, 2011 – Government Officials Anniversary Train** – A train ride for our elected officials throughout the communities we serve as well as state and federal representatives and varying railroad affiliates. This train traveled from St. Louis Park, MN to Augusta with a boxed lunch and beverages provided. Our celebration happened to fall on Representative Michael Beard’s birthday, so a small cake was presented to him and shared by many on the train, in honor of his milestone.

- **July 23, 2011 – Customer Appreciation Anniversary Train** – A relaxing social event was planned for our customers and railroad associates. We kicked off the event with a gathering at the Glencoe City Center with appetizers and beverages. A small welcome was presented by **Mark Wegner** and then guests and employees boarded the train just outside of the event center. This train ride went from Glencoe to Augusta. Upon their return, the ballroom was opened up and a nice buffet dinner was presented to our guests as well as a small token of appreciation gifts.
- **July 24, 2011 – Employee Anniversary Train/ Picnic** – On an annual basis, we have an employee picnic. This year, we combined our anniversary celebration train rides with the annual picnic. Employees and their families boarded the train at our headquarters, traveling from Glencoe to Bongards. Upon our return to Glencoe, we gathered at Oak Leaf Park for a relaxing social event with grilled brats, mini hotdogs (for the kids), burgers and much more. Each child was presented with a gift bag of goodies. All in all, we had a very successful celebration to our 20th Anniversary! Thank you to all that joined us!

### Upcoming events:

**September 5, 2011 – Labor Day** – Company observed holiday, office will be closed

**November 24 – 25, 2011 – Thanksgiving** – Company observed holiday, office will be closed

**December 19, 2011** – TCW’s annual All Employee Meeting – Office will be closed with minimal to no train service

**Employees:** Meeting location will be the Glencoe City Center, time and agenda will be shared as items become finalized!

**December 26, 2011 – Christmas** – Company observed holiday, office will be closed

Footnote:

Cash, Johnny. “Folsom Prison Blues.” Lyrics. At Folsom Prison. Sun Records, 1957

Young, Angus. “For Those About to Rock.” Lyrics. For Those About To Rock. Robert John “Mutt” Lange, 1981