



Always Moving Forward

Safety Update

At the beginning of the year safety goals were set and announced. With much of the year behind us already a review of our current safety numbers is in order. Here are the goals versus actual numbers:

	GOAL	ACTUAL
Lost-time accidents	0	0
First-aid accidents	15	11
Auto accidents	8	1
Equipment damage	25	4

First aid accidents are getting close to the goal. We also have 9 safety violations reported. With only one-third of the year to go, if we are to reach

our goals and be eligible for the big rewards promised everyone needs to pay extra attention to be safe at all times.

Remember the safety file can be accessed on the server and should be reviewed regularly and the information used in your monthly safety meetings. From your desktop go to: start\\Slc-app-01\Data\Admin\Safety. You will then be able to click on the year and the links to the accident reports.

Another tool that should be used to help aid in safety at every location are General and PPE Safety Audits. Both of the audit forms were revised earlier in the year and sent out to the Safety Committee. Everyone on the Safety Committee should have performed an audit on your site – whether take-up location, permanent yard, warehousing, or railroad. Anything on the audit checklist that does not meet our safety guidelines should be fixed.

With constant focus on the goals they will be met and all eligible employees with be rewarded.

CP Rail Moving Across Country

On August 2, our operations personnel began the process of relocating 25 miles of welded rail and OTM from Smiths Falls, Ontario to the province of Saskatchewan – a trip of nearly 1700 miles! The work is being done for Canadian Pacific Railway, who recently retired their Chalk River Subdivision in Ontario and found use for the welded rail in Bredenbury, Saskatchewan. The initial 25 miles should all be relocated by the end of September, and hopefully it will result in similar work for us with CP Railway. A video of one of the rail trains, taken by a local resident, can be viewed on YouTube. Just search for "CP Rail 9014 and 6040 CWR Chalk River Sub thru CP 8/11/11".



Thank You



Things were a little tight a few weeks ago. Jobs needed to be finished and jobs needed to be started and not enough people to go around. I want to thank Manuel Sandoval. I had him running from California to Montana to Wyoming to help start one job, ship out of another and clean up on still another job. He was getting up to travel at 3:00 am and then up into the late hours of the night. Manuel is always going beyond the call of duty without question or complaint. He has been a long term "rock" for A&K. How lucky we are to have him and his crew. Pictured are Erbin Martinez Perez, Antonio Gaytan Vargas, Delmar Espinosa, Gilberto Mendez Hernandez, Marco Aguilar Maldonado, and Manuel Sandoval. THANK YOU, Manuel.

— Rocky Smith

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NARBW

The local Kansas City National American Railroad Business Woman Chapter donated their time to working at Harvesters' Food Distribution Warehouse. This is an annual event for the group as part of their charitable work. This year A&K stepped up to aid with the contribution of food items and a money donation. Shawna Hendricks at the A&K KC facility held an ice cream social at the plant to raise money \$65.00, and collected 250 items that were donated by the employees. This generosity will provide 325 meals. The NARBW Chapter packed 1000 meals at Harvesters which will provide 500 children with 2 meals each.



Members of the KC NARBW Chapter include A&K's Beth Wyatt and Shawna Hendricks. The organization also includes members from the BN, UP, Railworks, Watco, KCS and Unit. Approximately one year ago the KC Chapter was accredited by National. Since then they have chosen their charity, held a membership drive, representatives attended the National Convention, and have devoted time to Harvesters. All members devote a great deal of energy to achieve the goals they have outlined for the year.

The photo to the left is of current members and new members attending the July membership drive at the Kansas City Southern downtown office building. The chapter is growing with professional women within the railroad industry. They are energized, loyal and devoted to the professional interests of the railroad industry, the community and to other members.

Great job ladies for your generous contributions to the community in so many areas!

Welcome – Portia Dempsey

I joined Freeport West (A&K's Salt Lake Real Estate Department) in February of 2011 after finishing my bachelor's degree in economics at the University of Utah. I am active in both the leasing and marketing aspects of our department and have enjoyed learning the many details associated with commercial real estate. Freeport West has an extremely prominent name in the local real estate industry, and I couldn't be more excited about being part of such a dynamic team.

I love living near downtown Salt Lake City. When I'm not at work I enjoy various kinds of outdoor activities and spending time with family and friends. As I continue to contribute to the success of our team with hard work and dedication to my position, I look forward to my future here at Freeport West.



Sales: Top performers for July 2011

Jeff Long Salt Lake City, Utah

Jim Huenefeldt Shawnee, Kansas

Dave Minor McMurray, Pennsylvania

Top Sales Year-to-Date

Jeff Long Salt Lake City, Utah



Jeff Long



Jim Huenefeldt



Dave Minor

Employee News

Congratulations! After a friendship of 8 years Jordan Jensen (Corporate Headquarters) and Scott Hopkin were married on September 3, 2011. They were surrounded by beautiful weather, family and friends. A special thanks to all of our friends and family who have supported us and made this fun filled day possible! And an extra special thanks to Rhonda and Bill Nicoloff for offering the breath taking venue for the ceremony overlooking the entire Salt Lake Valley surrounded by mountains and gorgeous scenery.



Mark DeWald (Salt Lake Real Estate Department) had plenty to brag about as his son Steele was chosen for a new reality show on NBC called "Love in the Wild". The show was described as a mixture between "The Amazing Race" and "The Bachelor". The show was filmed in Costa Rica and featured 10 males and 10 females who were paired up to go through a series of grueling mental and physical tests. They were first dropped in the middle of the jungle with nothing more than a map and a raft. Steele said, "Basically, you get thrown into these adventures that are long and tedious and you really get to know the person you're with." The focus was on the challenges and avoiding elimination. The elimination process was based around how couples fare each week in the challenges. "It's tough if you end up with somebody you don't like," he said. "It's like dating on steroids times 10." Steele did good going well into the game before being eliminated. He is glad he did it and he made some good relationships. He was a favorite among viewers and found it a bit crazy going out in public for awhile as so many people recognized him. Now that the show has wrapped up, life has returned back to fairly normal for Steele and the DeWald family.

The last scheduled BBQ of the summer was held at Corporate Headquarters in August. It was hosted by the Salt Lake Real Estate department. They prepared shredded beef served on buns with bbq sauce; plus delicious salads, fresh vegetables, corn on the cob and ice cream sandwiches for dessert. Everything was delicious! Many thanks to George, Mark, Portia, Brad, Justin, Jesse, April, Alejandro, and Silverio for their efforts.



How to Be a Team Player

There is a point in everyone's life when they have to be a team player. Whether it is just within your own family, on a sports team or at work, being a team player is a necessary part of life. If you are a team player, you know the basics. If you aren't, it's probably time for some personal development. Learning to be a team player can open up new doors and opportunities for you as people recognize that you and all you have to offer are willing to work on their team.

Instructions:

1. Be responsible. If you are asked to do something, do it. If you need to be somewhere for the team, whether it is a meeting or to support the team at an event, be there and be on time.
2. Listen to other team members without trying to guess what they are saying or judging them. This is called active listening. For some people, it's one of the hardest things to do.
3. Be supportive. Compliment other members of the team when they have worked hard or overcome a challenge. Sometimes a person who gives everyone support is more valuable than the most technically skilled member of the team.
4. Communicate effectively. If you have a problem, explain it, tactfully, before it becomes too big. It's okay to let people know if you feel something isn't right, just remember to be respectful of others feelings when you express yourself.
5. Be flexible. Even if you have always done it one way, be willing to try another way. There is more than one way to skin a cat.
6. Contribute. Be willing to take on responsibilities and share the workload. This doesn't mean you have to be a martyr, but work with your team mates to make things happen.



Birthdays and Anniversaries for September 2011

Birthdays



Anniversaries



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 Lydia Santiago-New Haven, CT Troy Schumacher-Phoenix, AZ 24 years	2 Lee Boyle-Grenada Railway Katrina Sims-Kansas City, KS Cameron Edwards-Field Operations David Graham Jr.-Field Operations Cynthia Giger-Phoenix, AZ 3 years	3 Carl Kurek-Gary, IN
4	5 Paulette Snemis-Hobart, IN 14 years Jeff Long-Corporate Headquarters 5 years	6	7	8 Claudio Haro-Kansas City, KS Chris Lowe-Salt Lake City, UT	9 Virginia Shumway-Field Operations 1 year	10 Greg Cornett-Kansas City, KS 32 years
11 Judy Tucker-Phoenix, AZ 20 years	12 Jorge Castro-Houston, TX	13 Dan Britten-Kansas City, KS Brenda Mix-Field Operations Armando Chavez-Kansas City, KS 1 year	14 Carlos Guzman-Kansas City, KS	15 Jose Franco Ortega-Kansas City, KS Moriah Lewis-Field Operations	16 Katie Copeland-Shawnee, KS Guillermo Carreno Castro-Kansas City, KS Lawrence Craig-Tacoma, WA Katrina Sims-Kansas City, KS 13 years	17 Sue Matzdorf-Phoenix, AZ Christopher Rocha-Grenada Railway Glen Mortensen-Eagle Lake, TX 9 years
18 Reomie Riley-Kansas City, KS 16 years Andy Yciano-Stockton, CA 7 years	19 Richard Ponder-V&S Railroad Miguel Gaspar-Field Operations Jose Lopez-Kansas City, KS 23 years Lydia Santiago-New Haven, CT 16 years	20 Isai Ortiz-Kansas City, KS 1 year	21 Paul Bush-Granite City, IL 18 years Rafael Ruiz-Kansas City, KS 1 year	22 Mauricio Castro-Kansas City, KS Kim Overbey-Field Operations 1 year	23 Daniel Contreras-Villegas-Kansas City, KS	24 Allen Antczak-Grenada Railway Feliz Rivera-Otero-Kansas City, KS
25 Eileen Zah-Phoenix, AZ Andrew Price-Kansas City, KS	26 Sandy Smith-Field Operations Robert Wright-Field Operations Damian Trejo-Cruz-Field Operations Jim Owenby-Eagle Lake, TX 5 years	27 Tyson Christensen-Corporate Headquarters Anthony McGonigal-Field Operations Jose Salazar-Kansas City, KS 1 year	28 Angel Salinas Pagan-Kansas City, KS Sue Matzdorf-Phoenix, AZ 19 years Matthew Dandoy-Clearfield, UT 2 years	29 Brad Griffith-Salt Lake City, UT	30 Julie Buckley-Clearfield, UT Frank Coffey Jr.-Grenada Railway Mariano Castillo-Kansas City, KS Jeff Long-Corporate Headquarters Jose Rodriguez Santiago-Field Operations	

The Stonecutter

A stonecutter once delivered a slab of stone to a merchant. Seeing all his wonderful goods, he said, "I wish I was a merchant and had such things." In the twinkling of an eye, his wish was granted. Then one day he saw a parade pass his store window. He saw a prince pass by in splendor and he said, "I wish I was a prince." And immediately he became a prince ... until the day the hot sun beat down upon him and he said, "I wish I was the sun, greater than any man." And he became the sun and was happy ... until a cloud came between him and the earth. He said, "That cloud over-shadows me. I wish I was a cloud." Again his wish was granted. He rained down on the earth to his heart's content until he came to a mountain, which wouldn't let him pass. He said, "That mountain is greater than I, I wish I was a mountain." Instantly, he became a mountain and he thought, Now I am the greatest of all.

But one day a little man climbed up the mountain and with a hammer and chisel began to tap away at it. The mountain, unable to stop him said, "That little man



is greater than I, I wish I was a man who cut stone." Once again his wish was granted and he became a stonecutter. He lived a long and useful life and everyone marveled at how happy he was.

"The grass may look greener on the other side, but it still has to be mowed."