



October 4, 2017

ATTN: Mr. Michael Obergfell
Hoosier Heritage Port Authority
33 N 9th St., Suite 215
Noblesville, Indiana 46060

RE: Request for Rail Freight Service on "Nickel Plate" Railroad Corridor

Dear Mr. Obergfell:

Crown Technology is one of the nation's leading manufacturers of specialized chemicals for acid additives, corrosion inhibitors and the recovery and reclamation of ferrous sulfate from the acid pickling of steel. The company also produces a variety of other additional industrial chemicals at its 85,000-square foot plant in Indianapolis. Our inbound and outbound materials move in bulk. The chemical production and blending capacity is over 1.1 million gallons annually and is currently limited by over the road truckload availability. Our company serves both national and international markets. A continuing impediment to growth is the lack of access to rail transportation and the competitive advantages it offers. Rail access guided the decision to locate our facility near the "Nickel Plate" railroad corridor from the beginning (in 1983). The company once shipped by rail and still retains a private sidetrack spur. We understood the Hoosier Heritage Port Authority was created, like other Port Authorities, to preserve freight service. It is also our understanding that four individual rail operators submitted proposals to the Port Authority in June 2017, which all included options for freight rail service. We estimate that, at current annual volumes of our principal products, we could receive bulk liquids by tank car and receive and ship some different dry material by container and boxcar.

Although it would take some time to shift traffic to rail while our customers and vendors adjust supply chains, we could begin moving some carloads by rail within 9 months. Therefore, we formally request a meeting with the Port Authority and railroad owners to discuss options and rates for freight rail service to our facility, located at 7513 E 96th St. Indianapolis, Indiana 46256.

Sincerely,


Jeff Buckner
Vice-President

cc: Attorney for the City of Fishers, Indiana; City of Noblesville, Indiana; Hamilton County, Indiana; and the Surface Transportation Board

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