

Grenada Railway Intermodal Alternatives Assessment

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ABSTRACT

This study focused on identifying and evaluating Mississippi manufacturing companies to determine potential for establishing business partnerships with the Grenada Railway. Grenada Railway transportation services evaluated during this study included direct-to-rail connections, storage-on-rail opportunities, and intermodal transport prospects. These companies were identified using Mississippi World Trade Center data and assigned numerical values based on a scoring matrix established by the Center for Advanced Vehicular Systems Extension personnel conducting the study. Criteria and weight of each criterion were evaluated and presented to Iowa Pacific representatives for approval. Once approved, Mississippi manufacturers were scored and the companies identified with the best potential for establishing symbiotic relationships with Grenada Railway were reported in this study.

Key words: railroad, intermodal, rail, storage.

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INTRODUCTION

The Grenada Railway (GR) is situated in the middle of potential. Running 206 miles from Memphis, Tennessee to Canton, Mississippi, this railway is well situated to service the manufacturing industry in Mississippi. The Grenada Economic Development District (GEDD) would like to determine if they can re-open the short-line in its entirety and generate profit, thus increasing the economic development of the area. Currently, sections of the railway is in need of repair, but is looking to become operational, especially if the right clients were to “come aboard.” The purpose of this report was to identify the prospective customers with the highest potential for establishing a symbiotic relationship with Grenada Railway through contracting product transportation on the railway.

In this report, identified manufacturing companies were investigated and scored based on the following criteria:

- **Annual Sales Volume**

It is not mandated for industries to disclose their annual sales, so this criterion is included for general analysis, but not weighted in scoring.

- **Distance Freight Travels**

Locally transported products are not ideal. Products transported longer distances are favored.

- **Distance to Another Railway**

Should another railway be closer than the Grenada Railway, it is likely to be the preferred line.

- **Distance from Grenada Railway**

The closer a company is to Grenada Railway, the more probable it is they would transport via the rail.

- **Product Type**

Some products such as steel and lumber products are well suited for rail transport, whereas high-value items and temperature-controlled items are not.

The companies were analyzed based on the following types of transportation services Grenada Railway can offer:

- **Direct-to-Rail Potential**

This category recognizes companies that are geographically located close enough to the existing railway that a rail spur could be constructed and the prospective customer could load/unload on site.

- **Storage-on-Rail Potential**

This category recognizes companies that are located within Mississippi that could potentially use the railway as a distribution center for their incoming materials or outgoing materials.

- **Intermodal Potential**

This category recognizes companies that are located within Mississippi that could potentially use the railway in conjunction with other modes of transportation to increase cost effectiveness and rebalance transportation load.

OBJECTIVE

The goal of this study was to identify manufacturers and distributors within a 60 mile radius of the Grenada Railway that show potential for using the short-line railway for transporting materials, both inbound and outbound. These manufacturers and distributors represent business opportunities for the Grenada Railway and was reported to the Grenada Economic Development District via this report. This concise data allows the GEDD to develop a plan for gaining clientele and increasing traffic on the Grenada Railway without having to heavily invest their resources to contact each and every manufacturing company in Mississippi.

SCOPE

Only companies within a 60 mile radius of the Grenada Railway that ship or receive sufficient and appropriate product were considered. Figure 1 shows the Grenada Railway outlined in red, with an approximate 60 mile radius in green. The area outside of the green outlined radius is not considered.

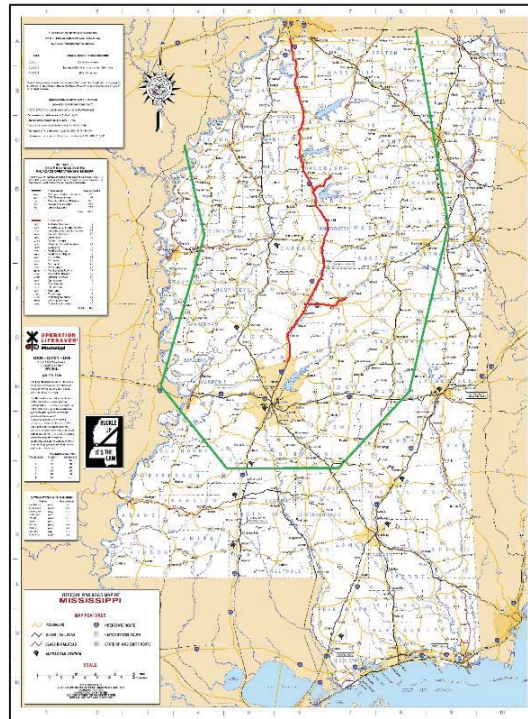


Figure 1: Grenada Railway and 60 Mile Radius ¹

Products that are suitable for rail transport are included in this study. Table 1 indicates types of products included in this category. Companies manufacturing products unsuitable for rail may be considered only if the incoming materials used in making the final product are suitable for rail transport.

¹ MDOT Rails Map 2012 Front Side PDF, edited.

Table 1. Suitable and Unsuitable Items to Ship via Rail

Products Suitable for Rail Transport	Products Unsuitable for Rail Transport
Earth Materials	Food Products
Building Materials	Instrumentation/Electronics
Metal Products	High Value Retail Items
Bulk/Palletized Items	Temperature-Controlled Items
Bulk Liquid	Medical/Sterile Items

METHODOLOGY

Identified High Potential Customer Area

The 60 mile radius around the Grenada Railway was decided upon because it becomes a cost hindrance to transport materials more than 60 miles and switch transportation modes. Steve Puryear, a Mississippi transportation and finance expert with 32 years of experience in the transportation industry recommended 60 miles based on prior experience and research on intermodal transportation. As an expert in his field, Mr. Puryear explained that through qualitative analysis, he discovered that companies do not perceive the cost savings of using rail for transportation as high enough to offset the annoyance and time burden of transporting over 60 miles and then transferring transportation methods.

Identified Potential Services Offered

While traditional loading and transport services are available, they can be further organized into three classifications:

Direct-to-Rail

Grenada Railway has the capability to connect directly to companies via rail spurs so those businesses can load/unload on their own schedule and not have to transport their goods to a port of entry, thus decreasing transport costs.

Storage-on-Rail

Virtually any port of entry location has the potential to store extra cars and serve as a distribution center. Additional rail might need to be constructed based on needed capacity, but that can be addressed when the need arises.

Intermodal

Any company can transport its incoming or outgoing materials via other modes of transportation and use any port of entry to load/unload onto the Grenada Railway.

Established Scoring Criteria

When looking at potential for gaining railway clients, five criteria were determined to be of most value when evaluating companies for future partnerships. Each criterion was weighted, depending on what type of potential transportation service is being evaluated.

Annual Sales Volume

No entity in the state of Mississippi requires industries to report their annual sales volume. Due to this lack of reporting, not all manufacturers in Mississippi have this information available. Consequently, comparing companies using this criterion would not return expected values due to missing data points for some companies. The available values that some companies voluntarily reported are included in Appendix A for GEDD to use in further evaluating each company. It is important to note that self-reported data is at best unreliable.

Distance from Rail

The distance between each company and Grenada Railway ports of entry is loosely inversely correlated. Companies are more likely to use the Grenada Railway when they are located closer to the rail. This criterion was especially important when evaluating companies for direct-to-rail connections. Since it costs approximately one million dollars to construct one mile of railroad, only companies located less than one mile away were considered for this service.

Distance to Another Rail

Even though a company may be located close to Grenada Railway, if it is closer to another railway, the company is likely to choose the closer railway unless pricing or length of travel for Grenada Railway is advantageous.

Distance Freight Travels

Rail transport is not suited for local deliveries. Rail transport is more cost efficient when travelling over longer distances. Companies needing transport to regional, national, or international destinations possess higher potential for becoming a Grenada Railway customer, assuming they are shipping from that area.

Product Type

The type of product produced by each company is the most heavily weighted criterion for all services being considered, except direct-to-rail, which places more importance on the distance of the geographical company location in relation to the rail. Not all products are suitable for rail transport, as previously displayed in Table 1.

Scoring and weight for each criterion and service are shown in Tables 2, 3, and 4. This scoring system was agreed upon by representatives of Iowa Pacific ², who currently operate on the Grenada Railway and work closely with GEDD.

² Representatives of Iowa Pacific met with Steve Puryear on April 25, 2016.

Table 2. Direct-to-Rail Scoring Definitions

Criteria	Direct-to-Rail Scoring Definitions					Weight of Criteria
Distance Freight Travels	Local	Regional	National	International		1.25
Score Range	0-1	2-4	5-10	5-10		
Product Type	Steel/Metal	Earth Material	Bulk/Palletized/Liquid	Retail Items	Temperature Controlled	1.75
Score Range	9-10	8-9	7-9	4-7	0-3	
Distance From Rail	1-.75 Mile	.74-.5 Mile	.49-.25 Mile	.24-0 Mile		2
Score Range	0-2	3-5	6-8	9-10		

Table 3. Storage-on-Rail Scoring Definitions

Criteria	Intermodal Scoring Definitions					Weight of Criteria
Distance Freight Travels	Local	Regional	National	International		1.25
Score Range	0-1	2-4	5-10	5-10		
Closer to Another Rail?	Yes	No				1.5
Score Range	2	8				
Distance From Rail	60-40 Miles	39-20 Miles	19-10 Miles	9-0 Miles		1.75
Score Range	0-2	3-5	6-8	9-10		
Product Type	Steel/Metal	Earth Material	Bulk/Palletized/Liquid	Retail Items	Temperature Controlled	2
Score Range	9-10	8-9	7-9	4-7	0-3	

Table 4. Intermodal Scoring Definitions

Criteria	Storage-on-Rail Scoring Definitions					Weight of Criteria
Distance Freight Travels	Local	Regional	National	International		1.25
Score Range	0-1	2-4	5-10	5-10		
Closer to Another Rail?	Yes	No				1.5
Score Range	2	8				
Distance From Rail	60-40 Miles	39-20 Miles	19-10 Miles	9-0 Miles		1.75
Score Range	0-2	3-5	6-8	9-10		
Product Type	Steel/Metal/Distribution	Earth Material	Bulk/Palletized/Liquid	Retail Items	Temperature Controlled	2
Score Range	9-10	8-9	7-9	4-7	0-3	

Obtained Data

The Mississippi World Trade Center (MWTC) was utilized to collect the most reliable data available. The MWTC provided a large amount of data, of which the following was utilized: Mississippi manufacturing company names, physical addresses, areas of distribution, business descriptions, etc. Once data was collected from the MWTC, distances from companies' physical addresses to the closest port of entry and also the general distances from companies' physical addresses to other railways were determined using a Google enabled mapping tool, as shown in Figure 2.

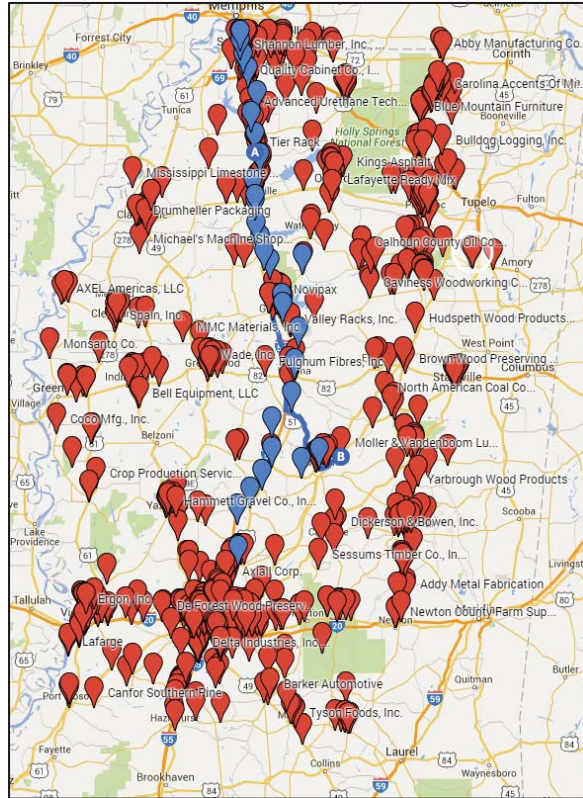


Figure 2. Google enabled mapping tool

Identified and Scored Companies

After receiving a list of every manufacturing company in the state of Mississippi, the list of 3,259 companies was then filtered. Companies outside of the 60 mile radius were omitted from the study. Companies specializing in information technology, local publications, screen printing, food processing, clothing, firearms, ammunition, and other industries producing items not suitable for rail were also removed from the study. The list of companies then stabilized at 897, after removing all companies not within the scope of this study. The remaining companies were then assigned scores, according to the scoring matrices determined in the earlier stages of the study.

DISCUSSION OF RESULTS

The results of this study take the form of identifying companies with the highest potential for becoming clients of the Grenada Railway. The top 10 scored companies within each transportation service evaluated were reported here. The top 50 scored company lists can be found in Appendices B, C, and D.

After reviewing Tables 5, 6 and 7 the results appear to indicate that the best opportunities for business partnerships lie in lumber products and construction materials. While a large number of the prospective companies on the “Top 10” lists were found in the northern portion of the state, the presence of multiple prospective companies located in the Canton area seem to indicate that Grenada Railway could benefit from re-opening the southern portion of the railway.

Direct-to-Rail High Potential Companies

Table 5. Top 10 Potential Clients for Direct-to-Rail Service

Rank	Company Name	Location	Score (Highest Score Potential = 50)
1	Carlisle Construction Materials	Senatobia	48
2	Thomas Wood Preserving, Inc.	Grenada	46
3	Shannon Lumber, Inc., J. T.	Horn Lake	46
4	Luvata Grenada, LLC	Grenada	46
5	Ground Support Specialist, LLC	Horn Lake	46
6	Crown Beverage Co., USA	Batesville	46
7	Nissan North America, Inc.	Canton	46
8	Forterra Pipe & Precast, LLC	Como	46
9	Martin Bros. Scrap Metal	Sardis	46
10	Martin Marietta Aggregates	Canton	46

Storage-on-Rail High Potential Companies

Table 6. Top 10 Potential Clients for Storage-on-Rail Service

Rank	Company Name	Location	Score (Highest Score Potential = 65)
1	Mississippi Agri Products, Inc.	Flora	54
2	Memphis Propeller Service, Inc.	Olive Branch	54
3	Southern Wire Corp.	Olive Branch	54
4	Improved Construction Methods, Inc.	Olive Branch	54
5	Neverleak Co. L. P.	Olive Branch	52
6	Fiskars Garden & Outdoor Living	Southaven	51
7	LaCour & Company, J. A.	Canton	51
8	Thomas Wood Preserving, Inc.	Grenada	51
9	Moller & Vandenboom Lumber Co.	Ethel	51
10	Tallahatchie Lumber	Charleston	51

Intermodal High Potential Companies

Table 7. Top 10 Potential Clients for Intermodal Service

Rank	Company Name	Location	Score (Highest Score Potential = 65)
1	Neverleak Co. L. P.	Olive Branch	52
2	LaCour & Company, J. A.	Canton	51
3	Thomas Wood Preserving, Inc.	Grenada	51
4	Moller & Vandenboom Lumber Co.	Ethel	51
5	Tallahatchie Lumber	Charleston	51
6	Shannon Lumber, Inc., J. T.	Horn Lake	51
7	ANEL Corp.	Winona	51
8	Majestic Metals, Inc.	Madison	51
9	Carlisle Construction Materials	Senatobia	51
10	Metal-Tech Fabricators, Inc.	Coldwater	51

CONCLUSIONS

Based on the geographical location, product type, and distance freight travels, the companies found in the “Results” portion of this study have the highest potential for becoming clients of the Grenada Railway. Though the companies listed have a high likelihood of establishing successful business relationships with Grenada Railway, this study did not assess whether business relationships could be established. It appears that the next step to be undertaken by Grenada Railway is to determine which customers they are already doing business with and which potential customers might generate the most economic benefit from their efforts.

RECOMMENDATIONS

Further analysis is needed to see if Grenada Railway could compete with the companies' current transportation contracts in terms of cost, scheduling, and feasibility. It is the recommendation of this study for Grenada Railway to pursue business partnerships with the companies once Grenada Railway has evaluated the risk of obtaining these companies as clients. Should Grenada Railway pursue rail transportation contracts with the reported companies, the tangible value of return for the state of Mississippi would exceed the \$25,000 invested in this study.

ACRONYMS, ABBREVIATIONS, AND SYMBOLS

MDOT	Mississippi Department of Transportation
GEDD	Grenada Economic Development District
GR	Grenada Railway
MWTC	Mississippi World Trade Center
CAVS	Center for Advanced Vehicular Systems

REFERENCES

1. MDOT Rails Map 2012 Front Side. <http://sp.mdot.ms.gov/Office%20of%20Highways/Planning/Maps/Pages/Rails-Map.aspx>. Accessed May 23, 2016.

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APPENDIX A

Companies Included in Study and their Self-Reported Annual Sales

Company Name	Annual Sales
Shannon Lumber, Inc., J. T.	\$ 48,000,000
Luvata Grenada, LLC	\$ 101,000,000
Nissan North America, Inc.	\$ 1,100,000,000
Martin Bros. Scrap Metal	\$ 7,500,000
Burrows Paper Corp.	\$ 17,500,000
Batesville Casket Co., Inc.	\$ 8,000,000
Grenada Fasteners, Inc.	\$ 750,000
Advanced Distributor Products	\$ 125,000,000
Sims Metal Management	\$ 17,500,000
Fly Tie & Lumber, LLC	\$ 9,000,000
MMC Materials, Inc.	\$ 3,750,000
Panola Paper Co. Inc	\$ 7,000,000
Valley Racks, Inc.	\$ 3,000,000
Garrison Custom Cabinets, Inc.	\$ 8,500,000
Counter Connections, Inc.	\$ 499,000
Metal-Tech Fabricators, Inc.	\$ 400,000
C B L Architectural Fiberglass, Inc.	\$ 1,750,000
Sherwin-Williams Co., The	\$ 750,000
Desoto County Co-Op	\$ 1,750,000
Bluff Springs Paper Co. Ltd.	\$ 37,500,000
Plaspros, Inc.	\$ 11,500,000
Murphy & Sons, Inc.	\$ 40,000,000
Hydrasep	\$ 499,000
Anderson Technologies South, LLC	\$ 7,500,000
Southern Air Conditioning & Heating, Inc.	\$ 1,750,000
Penn, Inc., Scott	\$ 499,000
Mississippi Agri Products, Inc.	\$ 900,000
Memphis Propeller Service, Inc.	\$ 1,000,000
Southern Wire Corp.	\$ 750,000
Improved Construction Methods, Inc.	\$ 750,000
Neverleak Co. L. P.	\$ 750,000
Fiskars Garden & Outdoor Living	\$ 75,000,000
Moller & Vandenboom Lumber Co.	\$ 499,000
Applied Industrial Technologies, Inc.	\$ 3,800,000
Oliver Products, J.	\$ 15,000,000
Ingram Wrecker Sales, Jeff	\$ 5,000,000
Cedar Bucket Furniture Co.	\$ 499,000
Linde Gas North America, LLC	\$ 8,000,000
Protank Ltd.	\$ 1,750,000

Quality Roof Seamers, Inc.	\$ 750,000
Acme Brick Co.	\$ 750,000
A A A Saw Co., Inc.	\$ 499,000
American Pacific, Inc.	\$ 19,100,000
Menzner Lumber & Supply Co.	\$ 750,000
Nucor Steel Jackson, Inc.	\$ 14,700,000,000
Stevens Sheet Metal & Iron Works, Inc.	\$ 1,750,000
Klumb Lumber Co.	\$ 37,500,000
Steel Service Corp.	\$ 50,100,000
Fulghum Fibres, Inc.	\$ 1,750,000
Kloeckner Metals Corporation-HCG-Temtco Division	\$ 80,000,000
Rives & Reynolds Lumber Co., Inc.	\$ 18,000,000
Contractors Material Co., Inc.	\$ 499,000
H & S Sheet Metal, LLC	\$ 499,000
Robertson Fabricaton, Inc.	\$ 1,750,000
Nationwide Plastics, Inc.	\$ 1,750,000
Automated Power	\$ 750,000
Mechanicsburg Lumber Co., LLC	\$ 3,800,000
Gilmore Bros. Building Supply, Inc.	\$ 750,000
ACI Building Systems, LLC	\$ 40,000,000
PolyCon International, LLC	\$ 7,500,000
Ellis Steel Co., Inc.	\$ 1,750,000
Cotton Seed Co-Op Corp.	\$ 75,000,000
McElroy Metal, Inc.	\$ 1,750,000
ROXUL USA, Inc.	\$ 2,000,000

APPENDIX B

Top 50 Potential Clients for Direct-to-Rail Service

Company Name	Location	Score (Highest Possible score = 50)
Carlisle Construction Materials	Senatobia	48
Thomas Wood Preserving, Inc.	Grenada	46
Shannon Lumber, Inc., J. T.	Horn Lake	46
Luvata Grenada, LLC	Grenada	46
Ground Support Specialist, LLC	Horn Lake	46
Crown Beverage Co., USA	Batesville	46
Nissan North America, Inc.	Canton	46
Forterra Pipe & Precast, LLC	Como	46
Martin Bros. Scrap Metal	Sardis	46
Martin Marietta Aggregates	Canton	46
Burrows Paper Corp.	Pickens	44
Resolute FP US, Inc.	Grenada	44
Batesville Casket Co., Inc.	Batesville	44
Custom Woodcrafts, LLC	Horn Lake	44
Insituform Technologies, LLC	Batesville	42
Grenada Fasteners, Inc.	Elliott	42
Advanced Urethane Technologies	Coldwater	42
Valvoline Co.	Hernando	42
Advanced Distributor Products	Grenada	40
Hankins Lumber Co., Inc.	Elliott	39
Grenada Stamping & Assembly	Grenada	39
Sims Metal Management	Elliott	39
Fly Tie & Lumber, LLC	Grenada	37
National Tank, Inc.	Hernando	37
MMC Materials, Inc.	Batesville	37
Chromcraft Revington Douglas	Senatobia	36
United Solutions	Sardis	36
Panola Paper Co. Inc	Batesville	35
LaCour & Company, J. A.	Canton	35
Valley Racks, Inc.	Grenada	35
Garrison Custom Cabinets, Inc.	Southaven	35
Counter Connections, Inc.	Southaven	35
Metal-Tech Fabricators, Inc.	Coldwater	34
RCL Components, Inc.	Hernando	32
C B L Architectural Fiberglass, Inc.	Hernando	31
Suburban Plastics Co.	Grenada	30
Sherwin-Williams Co., The	Richland	30
Desoto County Co-Op	Hernando	30
Bluff Springs Paper Co. Ltd.	Kosciusko	30

Plaspros, Inc.	Batesville	29
Minisystems, Inc.	Como	29
Murphy & Sons, Inc.	Southaven	29
Metal Management Mississippi	Kosciusko	28
Fastenal Co.	Batesville	28
Hydrasep	Hernando	27
Anderson Technologies South, LLC	Batesville	27
Southern Air Conditioning & Heating, Inc.	Hernando	26
Penn, Inc., Scott	Canton	27
Triton Stone Group, LLC	Southaven	27
Springs Global US, Inc.	Sardis	25

APPENDIX C

Top 50 Potential Clients for Storage-on-Rail Service

Company Name	Location	Score (Highest Possible score = 65)
Mississippi Agri Products, Inc.	Flora	54
Memphis Propeller Service, Inc.	Olive Branch	54
Southern Wire Corp.	Olive Branch	54
Improved Construction Methods, Inc.	Olive Branch	54
Neverleak Co. L. P.	Olive Branch	52
Fiskars Garden & Outdoor Living	Southaven	51
LaCour & Company, J. A.	Canton	51
Thomas Wood Preserving, Inc.	Grenada	51
Moller & Vandenboom Lumber Co.	Ethel	51
Tallahatchie Lumber	Charleston	51
Shannon Lumber, Inc., J. T.	Horn Lake	51
Springs Global US, Inc.	Sardis	51
ANEL Corp.	Winona	51
Majestic Metals, Inc.	Madison	51
Carlisle Construction Materials	Senatobia	51
Metal-Tech Fabricators, Inc.	Coldwater	51
Martin Bros. Scrap Metal	Sardis	51
Applied Industrial Technologies, Inc.	Grenada	51
Oliver Products, J.	Hernando	51
Martin Marietta Aggregates	Canton	51
Motion Industries, Inc.	Grenada	51
Ingram Wrecker Sales, Jeff	Horn Lake	51
Ladd & Assocs, Inc., Bob	Canton	51
International Cold Storage Company, Inc.	Olive Branch	50
Cedar Bucket Furniture Co.	Oxford	50
WestRock Co.	Olive Branch	50
Plaskolite South, Inc.	Olive Branch	50
Linde Gas North America, LLC	Brandon	50
Protank Ltd.	Olive Branch	50
Quality Roof Seamers, Inc.	Olive Branch	50
Acme Brick Co.	Holly Springs	49
A A A Saw Co., Inc.	Richland	49
American Pacific, Inc.	Holly Springs	49
Menzner Lumber & Supply Co.	Weir	49
Southeastern Timber Products	Ackerman	49
Nucor Steel Jackson, Inc.	Flowood	49
Stevens Sheet Metal & Iron Works, Inc.	Pearl	49
Steel Specialties Of Mississippi, Inc.	Pearl	49

Klumb Lumber Co.	Flowood	49
Steel Service Corp.	Flowood	49
Fulghum Fibres, Inc.	Carrollton	49
Kloekner Metals Corporation-HCG-Temtco Division	Louisville	49
Rives & Reynolds Lumber Co., Inc.	Louisville	49
Contractors Material Co., Inc.	Flowood	49
H & S Sheet Metal, LLC	Florence	49
Robertson Fabricaton, Inc.	Greenwood	49
Nationwide Plastics, Inc.	Brandon	49
Automated Power	Flowood	49
Triangle Fastener Corp.	Richland	49
Master Scales	Greenwood	49

APPENDIX D

Top 50 Potential Clients for Intermodal Service

Company Name	Location	Score (Highest Possible score = 65)
Neverleak Co. L. P.	Olive Branch	52
LaCour & Company, J. A.	Canton	51
Thomas Wood Preserving, Inc.	Grenada	51
Moller & Vandeenboom Lumber Co.	Ethel	51
Tallahatchie Lumber	Charleston	51
Shannon Lumber, Inc., J. T.	Horn Lake	51
ANEL Corp.	Winona	51
Majestic Metals, Inc.	Madison	51
Carlisle Construction Materials	Senatobia	51
Metal-Tech Fabricators, Inc.	Coldwater	51
Martin Bros. Scrap Metal	Sardis	51
Martin Marietta Aggregates	Canton	51
Mississippi Agri Products, Inc.	Flora	50
International Cold Storage Company, Inc.	Olive Branch	50
Cedar Bucket Furniture Co.	Oxford	50
WestRock Co.	Olive Branch	50
Plaskolite South, Inc.	Olive Branch	50
Linde Gas North America, LLC	Brandon	50
Southern Wire Corp.	Olive Branch	50
Protank Ltd.	Olive Branch	50
Quality Roof Seamers, Inc.	Olive Branch	50
Acme Brick Co.	Holly Springs	49
American Pacific, Inc.	Holly Springs	49
Menzner Lumber & Supply Co.	Weir	49
Southeastern Timber Products	Ackerman	49
Nucor Steel Jackson, Inc.	Flowood	49
Stevens Sheet Metal & Iron Works, Inc.	Pearl	49
Steel Specialties Of Mississippi, Inc.	Pearl	49
Klumb Lumber Co.	Flowood	49
Steel Service Corp.	Flowood	49
Fulghum Fibres, Inc.	Carrollton	49
Kloekner Metals Corporation-HCG-Temtco Division	Louisville	49
Rives & Reynolds Lumber Co., Inc.	Louisville	49
Contractors Material Co., Inc.	Flowood	49
H & S Sheet Metal, LLC	Florence	49
Robertson Fabricaton, Inc.	Greenwood	49
Mechanicsburg Lumber Co., LLC	Yazoo City	49
Gilmore Bros. Building Supply, Inc.	Brandon	49

ACI Building Systems, LLC	Batesville	49
Axiall Corp.	Hazlehurst	49
PolyCon International, LLC	Madison	49
Forterra Pipe & Precast, LLC	Como	49
Hart & Cooley, Inc.	Olive Branch	48
Rexam Beverage Can Co.	Olive Branch	48
Ellis Steel Co., Inc.	Olive Branch	49
Cotton Seed Co-Op Corp.	Jonestown	47
McElroy Metal, Inc.	Pearl	47
ROXUL USA, Inc.	Byhalia	47
Fiskars Garden & Outdoor Living	Southaven	47
Chromcraft Revington Douglas	Senatobia	47