

BIOGRAPHIES

Chuck Baker

Chuck Baker is a partner at Chambers, Conlon & Hartwell (CC&H) where he represents clients such as the National Railroad Construction & Maintenance Association (NRC), the American Short Line & Regional Railroad Association (ASLRRA), the OneRail Coalition, the American Railway Development Association (ARDA), Canadian National Railway, Norfolk Southern Railway, and the Transbay Joint Powers Authority.

For the NRC, Mr. Baker also serves as its President. In this capacity, he has responsibility for all of the association's core financial, operational, and legal programs, including the federal legislative and regulatory and program in front of both Congress and the Administration. For the ASLRRA, Mr. Baker leads a team at CC&H which handles a wide array of short line railroad government affairs responsibilities. For the OneRail Coalition, a coalition of freight rail, intercity passenger rail, commuter rail, rail labor, and rail supply industry interests, Mr. Baker coordinates the group's activities and messaging, and its interface with Congress and the Administration.

Mr. Baker is a member of the Board of Directors of the Coalition for America's Gateways & Trade Corridors (CAGTC) and an Advisory Board member of the Short Line Safety Institute (SLSI).

Prior to joining CC&H, Mr. Baker worked with the Surface Transportation Policy Project in Washington, D.C. Mr. Baker has also worked for Deutsche Bank Securities as an investment banker specializing in Corporate Finance and Mergers & Acquisitions in San Francisco, CA.

Mr. Baker is a native of Baltimore, MD, and a graduate of Rice University in Houston, TX.

Bill Corcoran

Bill Corcoran is Director of Automotive for TTX Corporation in Chicago, IL. Bill moved into this role in April of 2015. In this role, he handles the day-to-day distribution of the empty auto rack fleet. This fleet serves all major rail carriers in the U.S., Canada and Mexico and provides for the rail transportation needs for all North American automotive manufacturers.

Prior to his role at TTX, he was the Director of Service Design and Measurements for KCS and KCSM.

Bill graduated from University of Denver with a Master's Degree in Intermodal Transportation and a Bachelor's degree in Business Administration from Eastern Illinois University.

Bill resides in Geneva, IL with his wife and three children Liam 12, Mackenzie 11, and Ailie 10.

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Kevin R. Day

Kevin Day is the Senior Director, Reliability for Canadian National Railway, based in Homewood, Illinois. In this position, he leads the Mechanical reliability team that develops and maintains consistent maintenance programs and utilizes available technologies to improve the availability and reliability of CN's locomotive and rail car fleet. Kevin has been with CN for sixteen years, serving in various positions including Senior Director, Field Technology and Data Analytics where he led a cross-functional operations team that evaluated and implemented new field technologies; Assistant Chief Engineer of Technology, Testing and Standards where he led the track technology and engineering standards groups across North America; Senior Manager Engineering in charge of track maintenance from Winnipeg, Manitoba to Thunder Bay, Ontario; and Senior Manager Design and Construction in charge of capacity improvement and public works projects for Western Canada. Kevin is a licensed Professional Engineer in the state of Mississippi. He holds a Bachelor's Degree in Civil Engineering from Kansas State University, and a Master's Degree in Civil Engineering from the University of Illinois, where he participated in the Railway Engineering program.

Jeannie Frana

Global Transportation
Logistics Process Manager

Jeannie Frana was named Global Transportation and Logistics Process Manager for Cargill in August 2012. She is currently responsible for the vision and strategy execution of Transportation & Logistics, including process, technology, and data, to maximize business value for Cargill.

Frana joined Cargill, in 1990 as a Transportation Specialist with the Domestic Soybean Processing/Oilseeds Division in Des Moines, IA. After transferring to Cargill Flour Milling in 1991, she held Transportation Management positions in Mankato, MN and Wichita, KS. In 1995, she was named Pacific Regional Transportation Manager in Ogden, UT. In 1997, Frana was named Distribution Manager for Illinois Cereal Mills (now known as Cargill Dry Corn Ingredients) in Paris, IL and responsible for production scheduling, customer service, and transportation. She returned to Cargill Flour Milling in 2000 as Carrier Pricing Manager. She was named Transportation Leader for Horizon Milling in February 2003.

Frana is a graduate of Iowa State University, Ames, Iowa with a B.B.A in Transportation and Logistics.

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Rob Hart

Rob Hart has 40 years of experience in transportation finance as the treasurer of a Class I railroad, a financial advisor to short line and regional railroads and as a banker providing loans, leases and other banking products to railroads, rail supply companies and rail equipment lessors, truckers, and marine transportation companies. Hart started Rob Hart Transportation Funding LLC in August 2016 and joined Alltranstek as a Senior Consultant in 2018. In 2010 he established and successfully led the Surface Transportation lending group at Fifth Third Bank in Chicago. Before that he served as SVP and credit products delivery officer for Bank of America in Chicago, SVP in the Transportation Division of LaSalle Bank and ABN Amro, SVP at Railroad Financial Corporation and Treasurer of Illinois Central Railroad. Hart is a member of the Northwestern University Transportation Center Business Advisory Council and Metra's Citizen Advisory Board. He earned a bachelor's degree and an MBA from Northwestern University. hart@alltranstek.com

John C. Hellmann

Chairman, President
Chief Executive Officer

John C. Hellmann, President and Chief Executive Officer, joined the Company in January 2000 and served as Chief Financial Officer through April 2005. He was named President in May 2005 and Chief Executive Officer in June 2007. Previously, Mr. Hellmann worked in investment banking at Lehman Brothers, Inc., in the Emerging Communications Group, and at Schroder & Co. Inc., in the Transportation Group. He also worked for Weyerhaeuser Co. in Japan and the People's Republic of China.

Mr. Hellmann is a graduate of Princeton University and received an MBA from The Wharton School of the University of Pennsylvania and a master's degree in International Relations from Johns Hopkins School of Advanced International Studies.

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Anthony “Tony” Hatch

Anthony “Tony” Hatch has been a senior transportation analyst on Wall Street for over thirty years, starting at major financial institutions (Salomon Brothers; Argus, PaineWebber, NatWest Markets) prior to starting his independent analyst/consultancy in 1999, working with partners (Millertabak and now CV Brokerage). Mr. Hatch’s coverage has been focused on the freight transportation segment, particularly surface transportation. Mr. Hatch is known for his knowledge of the intermodal area, where the various modes of freight transport converge, on which he has held several dozen specialized conferences.

Mr. Hatch has been providing not only “Traditional” institute transport research but also provides “Bespoke” research such as due diligence and other services to “New” Players in transport investment such as private equity, infrastructure and hedge funds in such areas as intermodal, rail maintenance and construction, railcars and 3PLs. He has created a series of research partnerships such as with PLG Consulting (2015) on petrochemical transport, and an equity marketing partnership with CV Securities. Along with Progressive Railroading Magazine he co-founded, co-presents and leads “Railtrends”, the most comprehensive railroads conference ever held in NYC.

With over a quarter century’s experience in the field, Mr. Hatch has been active as an independent analyst and consultant, as well as doing specific research-related work for major railroads in North America as well as in Brazil, China, The UK, India and, especially Australian railroads, Railinc/Steelroads, various other freight shipper and supplier organizations (including NITL, NGFA, and Nears/Sears/Mars/Swars, etc.) and management consulting firms such as Oliver Wyman/Mercer Management, and Mitchell Madison Group/USWEB. He has also worked with an extensive list of private equity/infrastructure firms in the space, both here and globally.

Mr. Hatch, when directly on “the street”, was named to various honor rolls, including the Institutional Investor (“II”) and Wall Street Journal All Star Teams and has garnered the top spot in the prestigious Greenwich Poll. He is a past president of the Motor Carrier Analysts Association. His career highlight had been testifying before Congress on railroads, starting in 1998, among other testimonies.

Mr. Hatch graduated from Harvard College with an A.B. in American History in 1982. He lives in New York City, and enjoys baseball (watching - LA Dodgers! - and playing), English soccer (Spurs) & History, US, Canadian & UK politics, and sports cars.

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Dick Kloster

Dick is the Senior Vice President and Chief Commercial Officer at AllTranstek, LLC, a private transportation consulting company that provides fleet management, technical and strategic consulting services to the rail industry. Dick is also a Principle at FTR, where he has been forecasting the rail equipment markets for FTR's client base since 2007.

Dick is primarily engaged in the analysis of the various segments that make up the rail equipment supply chain. His insight and analysis is used by operating companies and investors for the purposes of strategic planning, investment decisions, acquisitions and many commercial activities.

Dick has thirty years of extensive experience in the rail industry, having spent ten years with several railroads before moving over to the rail equipment side. Dick worked for a major rail equipment leasing company for fifteen years and has been a key industry consultant since 2007. He is a frequent presenter to the industry and participant in industry taskforces.

Dick obtained a Masters degree in Marketing from the University of Alabama. He currently serves on the Board of Directors of the National Industrial Transportation League and holds three patents for rail equipment innovations.

Additional information:

<http://www.alltranstek.com/>

<http://www.ftrintel.com/leadership/>

www.alltranstek.com

Jeff Lytle

Jeff Lytle was appointed the incoming president of CIT's Rail business, effective April 1, 2018. Prior to the appointment, he was senior vice president in charge of leasing for CIT's tank, plastic hopper and boxcar railcar portfolios. He joined CIT in 2005.

Lytle has over 24 years of experience in railcar leasing. Prior to joining CIT, he was senior vice president of Sales for GE Rail for nine years. He also held several management positions at Ashland Chemical.

He received a B.A. from Indiana University and an MBA from Arizona State University.

Currently, he resides in the suburbs of Chicago with his wife Meredith. He has three children and enjoys going to the movies, golf and racquet sports.

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Gabiel Meyer

Gabe has spent most of his career in the railroad industry.

He joined the STB in 2009, where he currently works as an attorney in the Board's Office of Public Assistance, Governmental Affairs, and Compliance. In this role, he has served a number of functions, including working with railroads, shippers, and elected officials to resolve railroad service problems and disputes.

Prior to joining the STB in 2009, Gabe worked for four years at Union Pacific Railroad's Omaha, Neb. headquarters, as an attorney specializing in commerce and safety matters, and for three years in the transportation practice at the Washington, D.C. office of Sidley Austin LLP. Gabe also worked for CSX Transportation from 1996 until 1999, first as a Management Trainee at the company's Jacksonville, Fla. headquarters, and later as an Assistant Trainmaster in Detroit, Mich.

He received his JD from Cornell Law School in 2002.

Gabe is originally from Los Angeles, Cal. He is married and has two children.

John Schmitter

John has over 30 years of experience in transportation. As a consultant, he has worked with companies in the coal, petroleum, steel, chemical, paper and grain industries as well as short-line railroads and railcar leasing companies. Prior to starting KEP LLC, John was Vice President of Business Development at DTE Rail Services, a railcar repair, software and services company. He was Managing Director of Metals & Ores at Southern Pacific Railroad, intermodal market manager at Conrail and has held marketing and sales positions in the intermodal and LTL trucking industries. John began his career as a transportation operating officer for Conrail. John has a M.B.A. from Penn State University and a B.S. in Business from Northeastern University with a concentration in supply chain management.

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Matthew K. Rose

Executive Chairman

Matt Rose is the executive chairman of BNSF Railway Company after having served thirteen years as chief executive officer and eleven years as chairman--during which time BNSF became a Berkshire Hathaway-owned company in 2010.

In June 1999, Rose was made president and chief operating officer. For almost two years prior to that, he served as senior vice president and chief operations officer. Rose joined Burlington Northern Railroad (BN) in 1993 and held several positions in the Merchandise Business Unit. Prior to that, he held several positions in the trucking industry.

Education

- Bachelor of Science in marketing with a minor in logistics, University of Missouri

Affiliations/Community Involvement

- Board of Directors, AT&T Inc.
- Board of Directors, Federal Reserve Bank of Dallas
- Board of Directors, Fluor Corporation
- Board of Directors, Association of American Railroads
- Board of Directors, U.S. Chamber of Commerce
- Member, Business Roundtable
- Member, The Business Council
- Board of Trustees, Texas Christian University
- Board of Trustees, American Enterprise Institute for Public Policy Research
- Member, Boy Scouts of America National Executive Board

companies operating on 32,500 route miles of track in 28 states and two Canadian provinces. BNSF is one of the top transporters of consumer goods, grain and agricultural products, low-sulfur coal, and industrial goods such as petroleum, chemicals, housing materials, food and beverages. BNSF's shipments help feed, clothe, supply, and power American homes and businesses every day. BNSF and its employees have developed one of the most technologically advanced and efficient railroads in the industry. We work continuously to improve the value of the safety, service, energy, and environmental benefits we provide to our customers and the communities we serve.

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David Sellers

David Sellers is AVP Automotive for TTX Corporation in Chicago, IL. David moved into this role in May of 2011. In this role, he leads a team that is responsible for the operation and distribution of the Automotive Multilevel Fleet across North America. This fleet serves all major rail carriers in the U.S., Canada and Mexico and provides for the rail transportation needs for all North American automotive manufacturers.

Prior to this, he held various roles at CSX Transportation including Car Management, Labor Relations, Field Transportation and Transportation Systems and Services.

David graduated from Jacksonville University with a Master's in Business Administration in 1995 and a Bachelor's Degree in Business Management in 1994

David resides in Naperville, IL with his wife and has one daughter who is in her freshman year at the University of Florida.

Shankar Sengupta

VP – Data and Analytics, Transport Logistics, GE Transportation

Professional Experience:

- 2016 - Present: VP - Data and Analytics, Transport Logistics, GE Transportation
- 2014 - 2016: VP – Enterprise Big Data Initiatives, GE Corporate
- 2005 - 2014: CIO/CTO – Enterprise Solutions, GE Power/Energy Services

Educational Background:

- 1990: Master of Science, Operations Management, Clemson University, SC, USA
- 1989: Master of Science, Ceramic Engineering, Clemson University, SC, USA
- 1986: Bachelor of Engineering, Mechanical Engineering, Jadavpur University, India

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Tommy Spaulding

Tommy Spaulding is the Founder & President of Spaulding Companies, a leadership development, speaking, training, and executive coaching firm based in Denver, Colorado. A world-renowned speaker on leadership, Spaulding has spoken to hundreds of organizations, associations, educational institutions, and corporations around the globe. His first book, *It's Not Just Who You Know: Transform Your Life and Your Organization by Turning Colleagues and Contacts into Lasting, Genuine Relationships*, published by Penguin Random House in 2010, quickly climbed to the top of the New York Times, Wall Street Journal and USA Today national bestseller lists. His new book, *The Heart-Led Leader*, published by Penguin Random House in October, 2015 is a New York Times and #1 Wall Street Journal national bestseller and was also listed on Inc.com's Top 100 Business Books of 2015.

Spaulding rose to become the youngest President & CEO of the world-renowned leadership organization, Up with People. In 2000, Tommy founded Leader's Challenge, which grew to become the largest high school civic and leadership program in the state of Colorado. He is the Founder & President of the Global Youth Leadership Academy as well as the National Leadership Academy, a leading national non-profit high school leadership development organization.

Previously, Spaulding was the Business Partner Sales Manager at IBM/Lotus Development and a member of the Japan Exchange and Teaching (JET) program. He received a BA in Political Science from East Carolina University (1992); an MBA from Bond University in Australia (1998), where he was a Rotary Ambassadorial Scholar; and an MA in Non-Profit Management from Regis University (2005).

In 2006, Spaulding was awarded the Outstanding Alumni Award by East Carolina University (ECU) and in 2007, Spaulding received an Honorary PhD in Humanities from the Art Institute of Colorado. In September, 2012 Spaulding was named by Meetings & Conventions Magazine as one of the 100 MOST FAVORITE SPEAKERS in the nation. Tommy now resides in the Denver Metro Area with his wife and children.

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William A. Strauss

Senior Economist and Economic Advisor

William A. Strauss is a senior economist and economic advisor in the economic research department at the Federal Reserve Bank of Chicago, which he joined in 1982. His chief responsibilities include analyzing the current performance of both the Midwest economy and the manufacturing sector for use in monetary policy. He organizes the Bank's Economic Outlook Symposium and Automotive Outlook Symposium. In addition, he conducts industrial and manufacturing roundtables throughout the year.

Strauss has taught as an adjunct faculty member at Loyola University Chicago and Webster University in Chicago. He currently teaches at DePaul University Kellstadt Graduate School of Business, and at the University of Chicago Graham School of Continuing Liberal and Professional Studies. At the latter institution, he was named winner of the 2010 Excellence in Teaching Award in the Business and Professional Programs. He was recognized by the University at Buffalo as a Distinguished Alumni in 2012.

His research papers include analysis of the manufacturing sector, the automotive sector, the Midwest regional economy, the trade-weighted dollar, business cycles and Federal Reserve payments operations.

Strauss has been interviewed on numerous television and radio shows and quoted in the major business magazines and newspapers. He has also provided testimony concerning manufacturing issues to the U.S. Senate.

He is a past president of the Chicago Association of Business Economists; a past board member for the National Association for Business Economics; a member of the National Business Economics Issues Council; a member of the Dean's Advisory Council for the University at Buffalo; a member of the Advisory Board for the Center of Excellence on Human Capital, Technology Transfer and Economic Growth and Development, a member of the Advisory Council for the University of Illinois at Chicago's Center for Economic Education; a member of the Economic Advisory Committee for the Council on Competitiveness; a board member of Global Interdependence Center; and a member of the Council of Great Lakes Governors Maritime Advisory Committee.

Strauss earned a B.A. in economics and geography from the State University of New York at Buffalo, and an M.A. in economics from Northwestern University. He is a Certified Business Economist™ (CBE), the certification in business economics and data analytics developed by the National Association for Business Economics. It documents a professional's accomplishment, experience, abilities and demonstrates mastery of the body of knowledge critical for a successful career in the field of economics and data analytics.

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Ronald Suckik

Ron retired from TTX as Director Market Development after more than 30 years of service in the rail industry with TTX and BNSF.

Ron has established and maintained relationships in the industry that includes members of the railroads, steamship lines, port authorities, transloaders, motor carriers, intermodal marketing companies, retail industry and real estate development companies.

These relationships have allowed him to keep aware of the emerging trends and issues within the Transportation industry.

Ron holds a Bachelor of Science of BA from Elmhurst College and a MBA with emphasis on Marketing from Illinois Benedictine University.

Ron and his wife Robin live in Naperville, Illinois.

Mark Wallace

Executive Vice President of Sales and Marketing
CSX Corporation

Mark Wallace was appointed Executive Vice President of Sales and Marketing in July 2018 to lead the company's commercial organization, as well as real estate and facilities functions. He joined CSX as Executive Vice President of Corporate Affairs and Chief of Staff in spring 2017 and was named Executive Vice President and Chief Administrative Officer in January 2018.

Prior to joining CSX, he served as the Vice President of Corporate Affairs and Chief of Staff at Canadian Pacific, a role he was appointed to in July 2012. While at Canadian Pacific, Wallace was responsible for the law department, corporate communications and public affairs, investor relations, facilities and real estate functions as well as overseeing the efficient operations within the president and Chief Executive Officer's office.

Prior to his time at Canadian Pacific, Wallace spent more than 15 years in various senior management positions with Canadian National (CN). At CN, he led the public affairs function in both Canada and the U.S., and prior to that, he was the Chief of Staff in the office of the president and Chief Executive Officer.