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## Neil N. Grossman - Director Business Development

Neil Grossman is Director of Business Development for A&R Logistics. Headquartered in Louisville Kentucky, A&R is a leading provider of dry bulk transportation, packaging, distribution and logistics solutions. A&R serves numerous multinational companies within the chemical industry. With revenues over \$200 million, A&R provides a comprehensive suite of services including over-the-road transportation, transloading, packaging, warehousing and end-to-end outsourced transportation management through a nationwide network of facilities, a combination of company owned equipment and owner operators and a non-asset based transportation management division.

Previously, Grossman was Director of Sales at American Commercial Lines Inc. ACL is a fully integrated marine transportation company headquartered in Jeffersonville Indiana and is one of the largest barge transportation and manufacturing companies in the U.S. with approximately 3,000 employees and \$1 billion in revenue.

Prior to ACL, Grossman held the Senior Sales & Marketing role at Vexure Logistics. Vexure, a Jacksonville Florida 3PL focused on excelling in a few key service areas that helped clients take their logistics to the next level.

Transportation Management -- Stonier Transportation Group

Intermodal -- TRT Carriers

Contract Logistics -- Velocity 3PL

Expedited Transportation -- Alert Cargo Express

In addition, Grossman had a twenty year career at CSX Transportation where he held numerous roles in Sales, Marketing and Operations. During his last five years with CSX Transportation Mr. Grossman was Director Sales & Marketing for the Agricultural Business Unit.

**DOING IT RIGHT.**

He graduated from Xavier University with an MBA in 1990. In 1982, Grossman received a BA from the George Washington University in Washington DC.