

**Robert J. Babcock**  
Senior Vice President, Operations and Business Development  
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Babcock oversees development of new opportunities in merchandise traffic, transload and strategic carrier relationships, while managing service design and the railroad's operating plan. Bob is also responsible for the locomotive car repair and engineering function. Babcock began his railroad career with the Atchison Topeka & Santa Fe Railway in 1988, where he served in a variety of positions in business development and operations in the Chicago, Dallas/Ft. Worth and Los Angeles areas. He joined CSX Transportation in 1999 and held positions in operations management in the southern and eastern U.S. before joining The Indiana Rail Road Company in 2006 as general manager, transportation. Babcock earned a BS in transportation management from Indiana University.