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To Whom It May Concern,

EP - 526 Sub 10

I have known Jim Thompson for more than 4 years and during that time I have come to appreciate Jim's vast knowledge of Logistics Transportation throughout North America. I sincerely endorse Jim for this position and to represent a large shipper on the Railroad-Shipper Transportation Advisory Council.

When we were first introduced, I was immediately impressed with Jim's ability to understand the various complexities within multiple modes of transportation including LTL, Truckload, Intermodal, Rail, Air, Ocean and international trade. The more meetings I attended with Jim the more I came to appreciate his ability to comprehend the carrier's side of the business alongside his companies' side. Jim was capable of narrowing the conversation to exact and specific actionable items that we would then leave the meeting to work on that would prove to make both companies better.

Jim brings a very professional approach to his business while at the same time his personality shines through and allows the business conversation to stay level and focused and on point. His ability to remove emotion from difficult situations and focus on the process, facts, and each parties actions is very much appreciated.

I have high confidence in Jim's ability to represent his company on the council and to bring all the professional tools with him to make a sincere and positive contribution to the council. I strongly recommend Jim Thompson and I have full confidence that he will represent not only his companies best interest but also the best interests of other cargo owners and suppliers within our industry.

Please reach out to me at any time to discuss in more detail this recommendation at the contact details below.

Sincerely,

Lyndon J Cron

Lyndon Cron

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