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April 11, 2019

RSTAC Chairman Kevin Murray
Vice President of Supply Chain
Red Gold, Inc.
1500 Tomato Country Way
Elwood, Indiana 46036

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Subject: Small Shipper Representative Nomination - Docket No. EP 526 (Sub-No. 12).

Dear Chairman Murray,

I would like to nominate Katharine Fortin to fill the upcoming vacancy as a Small Shipper Representative on the Railroad-Shipper Transportation Advisory Committee (RSTAC). Katie has worked for Northern Industrial Sands, LLC for two years as our Logistics & Special Projects Coordinator; she is supported by top talent that has over 50 years of combined rail shipping experience. Last year and under Katie's direction, she successfully shipped over a million tons.

We quickly realized that Katie has creative and dynamic approaches for navigating railroad systems, monitoring railcar movements, fostering and maintaining genuine and professional interactions at all levels of operations, within and outside of our company.

Located in the heart of Northern Wisconsin frac-sand communities, Katie is no stranger to the issues impacting small shippers and small railroads. Issues such as railcar availability, optimal fleet sizing, managing expectations of and for customer critical needs; compounded impacts on large and small railroads by local and national weather conditions; competition for power on interchanges and Precision Scheduled Railroad implementation; accurate timelines for deliveries, short-term/long-term railcar storage, demurrage and shipping rates; building new business opportunities within the boundaries of local competition and lease agreements, to name a few.

A proud military spouse, Katie moved frequently during her husband's 24-years of active duty service in the Air Force. They are settled now into the Northwoods of Wisconsin after living in multiple states and countries. It has not always been easy, yet Katie maintains a joyful outlook; her multiplicity serves us well. Her determination to understand situations and the perspectives of others, steadfastness in the face of opposition and poised professionalism are but a few traits which make this nomination readily offered.

Katie will provide insightful small shipper experiences, while fully supporting RSTAC opportunities for the most effective and efficient rail transportation system possible. She is willing and prepared to serve as an RSTAC member effective immediately upon appointment.

Sincerely,

Larry McGlumphy
General Manager, Northern Industrial Sands, LLC
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