



Chairman Martin Oberman
Surface Transportation Board
395 E Street SW
Washington, DC 20423

EP 526 (Sub-No. 14)
301627

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Dear Chairman Oberman,

It is with great pleasure that I nominate Justin Broyles to represent small railroads on the Railroad-Shipper Transportation Advisory Council. Over the past 20 years Justin has established himself as a leader in the Railroad Industry, and he has served in high-level leadership positions throughout his career.

Justin's experience in various sectors of the Railroad Industry has afforded him a unique perspective that would bring immense value to RSTAC. Initially, he developed his career and achieved great success in the engineering service sector. As R. J. Corman's AVP of Sales and Marketing for our construction company, derailment services company and eventually moving into a strategic role to lead sales efforts for all R. J. Corman companies, Justin played key roles in negotiating service contracts with Class I railroads, implementing account manager strategies, and aggressively growing customer base. His accomplishments in these areas led him to be assigned as leader of the company's renowned Storm Team efforts which serve primarily Class I railroads in the rapid restoration of infrastructure following a natural disaster. His dealings with all of the most elite rail transportation corporations in North America cultivated an uncommon, high-level understanding of the complexities of the nation's freight rail network.

In 2015, Justin shifted into the short line freight sector, serving as Chief Commercial Officer for Patriot Rail & Ports based in Jacksonville, Florida. There, he managed all commercial efforts including field sales, yield management, and project managers. The company realized substantial EBITDA growth as he negotiated new contracts with major customers, negotiated handling carrier transitions with Class I railroads, and increased car storage revenues by raising utilization and implementing new strategies. He led in the acquisition of new railroads and other service companies as well as an effort to be included a major rationalization endeavor from a Class I railroad that would result in significant carload growth.

In 2018, we were pleased to welcome Justin back to R. J. Corman, this time as Vice President of Commercial Development for our short line businesses. He manages all commercial efforts for our 17 short line railroads and our distribution centers as well as our Storm Team efforts once again. In this short time, he has already integrated six newly acquired railroads into the

R. J. Corman Railroad Company portfolio, converted numerous over-the-road freight operations to rail, greatly increased our railcar storage utilization, and developed a transload strategy to grow freight volumes and offer wholistic supply solutions for new and existing customers.

Being highly involved and influential in the Railroad Industry, Justin serves on various other boards and committees such as Railway Supply Institute's GPAC Committee, the BNSF Short Line Caucus, and most recently was named Vice President East Region (Executive Committee) of the ASLRRA Board of Directors. He is well-suited to help strengthen the national rail industry, improve service levels and foster mutually beneficial relationships in all aspects of freight rail transportation. Justin Broyles is willing and ready to serve on the STB Railroad-Shipper Transportation Advisory Council immediately upon appointment.

Thank you for your consideration. Along with this nomination, I have included letters of support from distinguished members of the R. J. Corman Advisory Board of Directors. Please feel free to contact me or any of them if you have further questions. I wish you the best of luck on your deliberations.

Sincerely,



Ed Quinn
President & CEO
R. J. Corman Railroad Group, LLC



To: Surface Transportation Board

RE: Justin Broyles nomination to RSTAC

I wish to endorse the candidacy of Justin Broyles to serve on the Surface Transportation Board's Railroad-Shipper Transportation Advisory Council (RSTAC). As qualification for my recommendation, I worked 32 years for CSX in Finance, Transportation/Operations and Commercial/sales-marketing. Subsequently, for the past 20 years, I have served on the Board of Directors of The RJ Corman Railroad Group, LLC. Over the 50+ years I have become very familiar with the oversight of the STB (and the ICC prior to 1996). Support for Mr. Broyles is based on my judgment of his experience and background as it would apply to the workings and functions of the Surface Transportation Board.

Mr. Broyles has 20 years of experience in the railroad business. He has worked with and for several short lines and in those roles interfaced with all Class I Railroads in North America. He also has experience in providing construction and emergency services to the Railroad industry. He is intimately familiar with issues related to:

- transportation pricing
- division of rates between and among rail carriers
- railroad supplemental services such as in-transit-storage and transloading product
- accessorial charges for weighing, storage, demurrage, etc.
- handling hazardous materials
- intermodal interchange with trucking and water carriers
- development to serve previously non-rail serviced customers

As a member of RSTAC, Mr. Broyles and his depth of experience would serve both the short line industry and its entire customer base well in helping advise the Surface Transportation Board on customer and short line issues.

Dale R. Hawk
Member, Board of Directors
dale.hawk@rjcorman.com
904-742-0600



Dear Surface Transportation Board,

As a member of the Board of Directors for the R.J. Corman Railroad Group I wish to endorse the candidacy of Justin Broyles to serve on the Surface Transportation Board's Railroad-Shipper Transportation Advisory Council (RSTAC). As qualification for my recommendation, I worked 37 several railroad in the United States and Canada including the Canadian Pacific, The Dakota Minnesota and Eastern, The Soo Line and the Milwaukee Road in various management and Executive positions in Transportation/Operations and Engineering including Vice President U.S operations and President DM&E before retiring.

Over the past 47 years I have become familiar with the oversight of the STB. In my judgment, support for Mr. Broyles, is based of his 20 years' experience and background as it would apply to the workings and functions of the Surface Transportation Board.

Mr. Broyles has worked with and for several short lines and in those roles interfaced with all Class I Railroads in North America. He also has experience in providing construction and emergency services to the Railroad industry. He is intimately familiar with issues related to:

- transportation pricing
- division of rates between and among rail carriers
- railroad supplemental services such as in-transit-storage and transloading product
- accessorial charges for weighing, storage, demurrage, etc.
- handling hazardous materials
- intermodal interchange with trucking and water carriers
- development to serve previously non-rail serviced customers

As a member of RSTAC, Mr. Broyles and his depth of experience would serve both the short line industry and its entire customer base well in helping advise the Surface Transportation Board on customer and short line issues.

Vern W. Graham
Member, Board of Directors R.J. Corman Railroad Group
vern.graham@rjcorman.com
239-877-3668



Dear Surface Transportation Board,

This letter is being hereby submitted to endorse the nomination of Mr. Justin Broyles to serve on the Railroad-Shipper Transportation Advisory Council. In his current capacity as Vice President of Commercial Development of the R. J. Corman Railroad Group he has become well-known and respected throughout the rail industry and its customer base. His accomplishments along with overall experience positions him as an ideal candidate for the Surface Transportation Board, Railroad-Shipper Transportation Advisory Council.

Sincerely,

Ronald L. Batory
R. J. Corman Board of Directors

