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Dear Chairman Begeman,

I am writing this personnel recommendation for Chris Elliott to fill the vacant seat for Small Shipper position on the Railroad Shipper Transportation Advisory Council. Chris and I have worked on various opportunities over the last 10 years. Through that working relationship, I have observed his character, work ethic, and dedication. I am forming my observations and opinions regarding Chris through my 15-year service in the USMC, a small business owner (formerly) and having held various Board of Directors positions (NEARS, SWARS, Transportation Club of Houston, and others).

Chris is currently the Transportation Manager for Saconix LLC based in Roswell GA. He has over 10 years of experience as a small shipper in the chemical rail business, managing between 4,000 and 6,000 tank car shipments per year. His fleet size varies between 200-400 tank cars, additionally managing 100-300 customer cars. He is a participating member of several local and regional transportation organizations to include; SWARS, SEARS, NARS, and the Atlanta Traffic Club. His duties include all external rail negotiations as well as internal rail policies. He is involved in extensive discussions with multiple Class I RR's, Regional RR's, and Short Lines regarding ongoing STB cases.

I am confident that Chris will be an excellent addition to your team based on both my interaction with him and his exceedingly high level of industry involvement. He has demonstrated a depth of knowledge of all aspects regarding many issues that affect the rail industry. Chris has shown an astute ability to look at both sides of a situation and bring thoughtful, articulate points to the discussion. He can work with opposing parties in a manner that is inclusive of their concerns and viewpoints without diminishing his own position.

Having served on many Boards and councils, I know that these complex and multi-faceted issues require members who are engaged in the industry and have the knowledge to participate in ongoing discussions. They need to have the dedication and work ethic that allows them to operate in an autonomous position. A member must have the ethic to look at all aspects of the situation, setting aside personal interests in many cases, to determine the best course of action. Chris has exhibited all of these traits in a variety of settings.

I truly believe that Chris will bring an abundance of dedication, insight, and passion to the position that will well serve our industry, the community, and your department.

Respectfully Submitted,

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