



The Resource for Warehouse Logistics

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Surface Transportation Board
Docket No. EP 526 (Sub-No. 23)
395 E Street, SW
Washington, DC 20423-0001

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RE: Nomination of Mr. Seth Schmedemann, Surface Transportation Board, RSTAC
Small Shipper Vacancy

Dear Members of the Surface Transportation Board,

On behalf of the International Warehouse Logistics Association (IWLA), I am honored to submit the nomination of Mr. Seth Schmedemann to fill the small shipper representative vacancy on the Railroad-Shipper Transportation Advisory Council (RSTAC). Mr. Schmedemann is an accomplished leader in third-party logistics – and he is a visionary and builder who understands the intricacies of rail shipping from the ground up. We are confident that his voice and insight will be a tremendous asset to the Council.

Mr. Schmedemann currently serves as a Shareholder and Vice President of Business Development at Wagner Logistics, a North American 3PL provider headquartered in North Kansas City, Missouri – one of the nation's most critical rail hubs. Wagner operates 25 facilities across 19 cities and 12 states, many of which are directly rail-served by multiple Class I carriers (including BNSF, Union Pacific, and Norfolk Southern) and an array of Class II and short line railroads. The company's deep integration with rail has been central to its growth and service offerings.

Before joining Wagner, Mr. Schmedemann founded Fulcrum Logistics, Inc., in Portland, Oregon, where he served as President and led the company to rapid and sustained success. Under his leadership, Fulcrum became known as a best-in-class provider of warehousing and transportation services, particularly for the food and beverage industry. The company's facilities were purpose-built around rail, with as much as 80 percent of inbound volume arriving via boxcar. Fulcrum quadrupled in size in just a few years, a testament to Mr. Schmedemann's ability to align customer needs with smart, scalable, rail-centered logistics solutions.

In December 2023, Fulcrum merged with Wagner Logistics in a move that combined Fulcrum's deep regional expertise and customer-driven culture with Wagner's national reach and strategic rail positioning. Mr. Schmedemann now helps lead the combined



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enterprise as it expands its rail footprint and delivers multimodal solutions to a growing range of customers. His understanding of rail operations, switching agreements, carload strategies, and public-private infrastructure collaboration – especially in Class I/short line interfaces – is both detailed and practical.

In addition to his professional leadership, Mr. Schmedemann is an active member of the IWLA Board of Directors, a role he has held since 2021, and also serves as a Director on the Advisory Board for Associated Warehouses, Inc. (AWI). He is widely respected among his peers for his clarity, collaborative spirit, and strategic insight across warehousing, trucking, and rail operations.

Seth Schmedemann embodies the kind of knowledgeable, forward-thinking, and solutions-oriented perspective that RSTAC is designed to amplify. His on-the-ground experience and national-level leadership – especially in a market as rail-connected as Kansas City – position him to contribute meaningfully to the Council's work. We are proud to offer his nomination and are confident he will serve with distinction.

Thank you for your consideration. Please don't hesitate to reach out should you have any questions or need additional information.

Sincerely,

A handwritten signature in purple ink that reads 'Jay D. Strother'.

Jay D. Strother
President & CEO