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The Honorable Ann D. Begeman
Acting Chair
Surface Transportation Board
395 E Street SW
Washington DC

RE: Docket No. EP 526 (Sub. No. 10)

Dear Acting Chair Begeman

I am honored to provide a recommendation for Jim Thompson to join the Railroad-Shipper Transportation Advisory Council. I have been working with Jim Thompson at Whirlpool Corporation for the past four years in his role as Senior Manager, Transportation Operations. Jim has more than ten years of experience with Whirlpool in various supply chain roles. Prior to joining Whirlpool, Jim worked at Ford for ten years, holding various responsibilities; one of which includes three years as a Logistic Manager for a team of buyers responsible for the North America supporting a \$920 million transportation network.

Whirlpool Corporation has a multi-modal strategy to bring their products to market – including rail, intermodal, truck, LTL, and small package. Whirlpool has direct relationships with all Class 1 railroads with box car shipping and receiving at 15 facilities in total; Jim maintains many of these relationships. Whirlpool has a best-in-class utilization of intermodal mode compared to truck with 56% of their total miles shipped on intermodal. Whirlpool has actively converted to intermodal usage with a 23% increase in the use over the past 4 years to ensure cost optimization as well as a reduction of fuel consumed and emissions created by their network. For long haul shipments, Whirlpool uses intermodal for nearly 90% of their miles travelled. Throughout my experiences in working with Jim he

has always engaged in a very fair, transparent and open business relationship. He maintains a balanced focus on achieving short term business results and setting up a foundation for the future.

Jim is a strong advocate for shippers and moving the overall transportation industry forward among our clients at Breakthrough Fuel. He has formally presented to our annual client conference to share his experience, best practices, and engage others to advance the practices of transportation energy management. Jim and Whirlpool's action have allowed the reduction of more than 77,000 metric tons of carbon contributing to their corporate sustainability goals.

Jim is on the leading edge of transportation best practices and technology advancements. I believe that this would translate well into helping shape rail regulation into the future. Jim's experience and results will allow him to represent the transportation market, the areas of success and challenges, and ideas to create change.