



Lake State Railway Company

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The Honorable Patrick J. Fuchs
Chairman
Surface Transportation Board
395 E Street SW
Washington, DC 20423

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ENTERED
Office of Chief Counsel
August 8, 2025
Part of
Public Record

RE: Docket No. EP 526 (Sub-No. 23)

Dear Chairman Fuchs:

Please accept this letter to formally nominate myself for the Surface Transportation Board's Railroad Shipper Transportation Advisory Council (RSTAC) small railroad vacancy. With over 20 years of rail industry experience, including two regional railroads and a shortline holding company, I have a unique perspective on fostering growth with rail customers.

Lake State Railway (LSRC) is a Michigan based regional railroad operating 375 miles across the state. We have been highly successful in growing our business, with our carload count more than doubling in the last 6 years. This growth has come via 30 different industrial development projects, customer expansions, or transload developments. The majority of our growth has been earned by converting truck lanes to rail, which allows our customers to be more competitive, reduce costs, improve safety, and lower emissions.

Lake State Railway's customer base is a diverse mix of large multi-national corporations and small, family-owned businesses that ship a handful of carloads per year. We have been able to advocate for the small customers, many of them are new to rail, helping them navigate the challenges of shipping by rail. In addition to my direct rail experience, I was a railcar and locomotive sales executive for over four years. During this time, I was privileged to be able to work with a wide variety of customers and had the opportunity to understand their challenges and frustrations of working with rail carriers.

In closing, I believe having an independent small railroad on the Council will bring a more diverse perspective than having an additional multi-railroad holding company on the committee. I am available to fill the vacancy immediately upon appointment.

Best regards,

/s/ Mike Stickel