



Consolidated Scrap Resources, Inc.

120 Hokes Mill Road

York, PA 17404

babrams@consolidatedscrap.com

April 12, 2019

247488

The Honorable Ann Begeman, Chairman
The Honorable Patrick J. Fuchs, Vice Chairman
The Honorable Martin J. Oberman, Member
Surface Transportation Board
395 E Street, SW
Washington, D.C 20423-0001

ENTERED
Office of Proceedings
April 15, 2019
Part of
Public Record

RE: Nomination to Fill the Vacant Position on the RSTAC

Dear Chairman Begeman, Vice Chairman Fuchs, and Member Oberman:

I write to nominate myself, Benjamin Abrams, for the upcoming small shipper representative vacancy on the RSTAC. I meet the fundamental requirements for the position as listed in the Board's Notice of Railroad-Shipper Transportation Advisory Council Vacancy, dated March 13, 2019. I am a United States citizen, not a full-time employee of the United States, and willing to serve as an RSTAC member effective immediately.

I am the President and CEO of Consolidated Scrap Resources, Inc. (CSR). CSR is a privately-held, fourth-generation scrap steel, metal, paper and plastic recycling company with six locations and approximately 135 people in Southcentral Pennsylvania. Scrap steel recycling is a more than \$15 billion industry in the United States today on an annual basis, and an integral part of the manufacturing chain both in this country and globally.

CSR ships its products, in particular ferrous scrap raw materials, to consumers via both railcars and trucks. Due to our geographically widespread customer base, we are regular users of and highly dependent on rail service. Our Harrisburg, PA location is located on a direct line operated by Norfolk Southern (NS), and our York, PA facility is located on a short line operated by the York Railway Company (a division of the Genessee & Wyoming Railroad). CSR currently leases and manages a fleet of approximately 90 private railcar

The Honorable Ann Begeman, Chairman
The Honorable Patrick J. Fuchs, Vice Chairman
The Honorable Martin J. Oberman, Member
Surface Transportation Board
April 12, 2019
Page 2

gondolas. Over the last three years, CSR has shipped on average more than 57,000 tons of scrap annually by rail.

As president of CSR for the last ten years, I am deeply involved in managing all relevant railroad matters at the company. I have been and remain the primary person at the company in charge of marketing and overseeing the delivery of our ferrous scrap products to customers. Over the years, I have been responsible for negotiating rates with the NS, deciphering and complying with tariff rules, resolving billing disputes with the railroads, leasing and managing railcars and their movements, and working directly with Operations and Support Service (OSS) crews to resolve local track and service matters. In addition to my experience at CSR, I have a law degree from Penn State University and a Masters in Real Estate Finance from New York University.

It would be a tremendous honor to serve as a small shipper representative on the RSTAC. My background, practical management perspective, and direct experience with rail shipments would provide another insightful voice on the RSTAC. The rail industry in the United States has consolidated to an enormous degree over the past several decades. Consequently, railroad companies have today achieved power, influence, and status they have not enjoyed previously. It is vital for the issues that really matter to small shippers, which issues can have a large and often disparate impact on their businesses, to be presented for discussion and consideration. Only by working together with the Board and the railroads can we arrive at mutually acceptable solutions to the everyday problems that all sides experience. I would greatly appreciate the opportunity to contribute to those discussions on a regular basis and offer my perspective and experience to achieve the best results possible.

Sincerely yours,



Benjamin C. Abrams
President and CEO
Consolidated Scrap Resources, Inc.