



January 25, 2023

Kristen Nunnally  
Surface Transportation Board  
Attn: Docket No. EP 670 (Sub-No.2)  
395 E Street SW  
Washington, DC 20423-0001

**Subject: Docket No. EP 670 (Sub-No.2)**

Kristen Nunnally:

This letter serves as my application for the Surface Transportation Board's (STB) vacancy on its Rail Energy Transportation Advisory Committee (RETAC), as a representative of manufacturers of railcars, private car owners and lessors of railcars.

*Candidate Name: Robert E Pickel, Jr.*

*Interest of Candidate will represent private railcar owners, railcar lessors and manufacturers of railcars.*

*Summary of Candidate's experience and qualifications for this position:*

More than forty-five years of experience in the railroad industry including positions with several Class 1 railroads, representing a short line, railcar manufacturer, several leasing entities, consultant for various entities, primarily shippers but also railroads, trade groups, STB predecessor ICC, FRA and AAR, U.S. Department of Transportation and university transportation research. Although encompassing broad-based railroad economics and logistics, includes much emphasis on energy economics and related car types open top hoppers, gondolas and tank cars, and their performance in the logistics' chain.

My current position is Senior Vice President – Marketing & Sales, for National Steel Car, where I am responsible for accounts encompassing most of the United States including railroads, shippers and lessors. My duties include railcar sales and marketing, leasing, logistics' support for customers including railcars, railcar design and performance, asset ownership, utilization, and operations, as well as technical support with regulations and economic analyses.

I am a frequent expert speaker at industry events and conferences including AAR, FRA, trade groups and shipper functions. I have authored several articles as well as periodically contribute to trade journals.

I, Robert E. Pickel, Jr., hereby represent that I am willing to serve in a representative capacity as a member of RETAC. Please advise if there are any questions and if additional information is required.

Sincerely,

Robert E. Pickel, Jr.

## **ROBERT E. PICKEL, JR.**

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Alameda, CA 94502

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### **EMPLOYMENT HISTORY:**

#### **National Steel Car**

**San Francisco, CA**

Sr. Vice President - Marketing & Sales (2008-present)

Responsible for most U.S. & Mexico accounts, railcar marketing and sales, leasing, railcar design & performance support, asset management, regulatory requirements, operations.

Regional Vice President – Marketing & Sales (2003 – 2008)

Same responsibilities as Sr. VP, primarily U.S. western, south, southwest & Mexico

#### **Flex Leasing Corporation**

**San Francisco, CA**

Vice President – Operations (1996 – 2003)

Responsible for procuring, registering & managing fleet 7,200 railcars of various car types including open top hoppers and gondolas.

#### **USL Capital**

**San Francisco, CA**

Manager – Fleet Operations & Maintenance (1994-1996)

Responsible for fleet of 26,000 railcars and locomotives, encompassing all car types including tank, open top hoppers and gondolas.

#### **Southern Pacific Railroad**

**San Francisco, CA**

Director-Fleet Management & Maintenance (1990-1994)

Responsible for fleet of 110,000 railcars including capital, lease and asset management, utilization and mechanical coordination.

#### **Consolidated Rail Corporation**

**Philadelphia, PA**

Manager of various business/car groups (1985-1990)

Responsible for profitability, freight rates, disposition and overall management of several car types including Conrail's largest business group, within its Open Top Hopper Business Group,

#### **R.L. Banks & Associates, Inc.(1977-1985)**

**Washington, DC**

Directed or supported more than fifty projects including freight rate negotiations, regulatory filings, expert testimony, railroad mergers, economic analyses. Much work with deregulation, Ex Parte 229 freight rate cases for coal and railroad mergers.

#### **U.S. Department of Transportation, Urban Mass Transportation**

##### **Administration (UMTA) – 1977**

**Philadelphia, PA**

Analyst for UMTA's (now Federal Transit Agency) Philadelphia regional office, providing economic analysis for federal capital and operating grants

#### **Pennsylvania Transportation Institute (1976-1977)**

**University Park, PA**

Research Associate sponsored by Pennsylvania Department of Transportation involving economic analysis of road and highway maintenance and funding.

**EDUCATION:**

Master of Public Administration (MPA) with emphasis on Transportation

*The Pennsylvania State University*

Bachelor of Arts (BA) in Political Science

*The Pennsylvania State University*

**Expert testimony:** In several proceedings including Department of Justice/IRS, ICC merger proceedings, freight rates, abandonments, short line economic analysis

**Publications:** Several with Transportation Research Board, Private Carrier and Pennsylvania Transportation Institute.