



GATX Corporation
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MEMO

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Martin J. Oberman
Chairman
Surface Transportation Board
395 E Street, S.W.
Washington, DC 20423-0001.

Re: Docket No. EP 670 (Sub-No. 2)

Dear Chairman Oberman,

We are pleased to nominate Mr. Robert (Rob) Zmudka, our Senior Vice President and Chief Commercial Officer, to fill the vacant private car owner representative position on the Board's Rail Energy Transportation Advisory Committee (RETAC). Among other things, Rob currently serves as a member of STB's National Grain Car Council. He has a long history of active involvement in many rail industry initiatives, and his expertise and enthusiasm for the rail industry would be a significant benefit to RETAC. I have included Rob's bio and resume, where you will find additional information regarding his qualifications and background.

The following information is provided in accordance with the nomination instructions issued on August 16:

- 1) Robert Zmudka
Senior Vice President and Chief Commercial Officer
GATX Corporation
233 S. Wacker Drive
Chicago, IL 60606
robert.zmudka@gatx.com
312-621-4589
- 2) Rob will represent the interests of private car owners and car lessors.
- 3) A summary of Rob's experience and qualifications for the position is included in the attached. Highlights include:
 - Current member of STB's National Grain Car Council, where he provides leadership in advising STB on actions to promote adequate car supply necessary for enabling efficient rail transportation of grain.

- Continuous communication with energy shippers and trade associations representing the energy industry to develop and advocate for effective rail transportation policies.
- Strong relationships with senior leaders of Class I and Short Line Railroads; used to provide advice on equipment supply and operating rules needed to maintain fluidity of the rail network.
- Extensive knowledge of railcar design, manufacturing, operation, maintenance and financing of railcars used to transport energy products.
- Leads a group of 90 professionals that structure leases and provide services that our customers rely on to support their business.
- Led a team for GATX that built a strategy and growth platform into the Renewable Fuels market.

4) If selected, Rob has the time and is committed to serve as a member of RETAC until September 30, 2026.

5) Rob understands that this position is intended to represent the interests of private car owners and car lessors agrees to serve in such a representative capacity.

We are confident that Rob would be an outstanding contributor to RETAC and we strongly urge you to select him for the private car owners and car lessors representative vacancy on RETAC.

Thank you for your consideration and time.

Best regards,



Terry Heidkamp
Vice President - Government & Industry Affairs



Robert A. Zmudka

*Senior Vice President and Chief Commercial Officer
Rail North America*

In August 2018, GATX Corporation announced that Rob would be appointed Senior Vice President and Chief Commercial Officer Rail North America. In this role, he would be responsible for all GATX railcar sales activities in North America, Service Delivery, Market Analysis and Utilization-based leasing.

Rob has served in a number of increasingly responsible commercial roles since joining GATX Corporation in 1989. Prior to the most recent appointment, he was Vice President and Group Executive, North American Sales and Marketing.

Education

- Bachelor of Science in Marketing - Illinois State University
- Master of Business Administration - Dominican University

Affiliations/Community Involvement

- Member of the Board of Trustees – Pro Football Hall of Fame – Canton, Ohio
- Member of Board of Directors – ConGlobal
- Former President and Current Member of the Steering Committee – National Freight Transportation Association (NFTA)
- Member of the Surface Transportation Board / National Grain Car Counsel

Personal

Robert and his wife, Irene, have one daughter and live in Winnetka, Illinois.

GATX

At GATX Corporation (NYSE:GATX), we empower our customers to propel the world forward. GATX leases transportation assets including railcars, locomotives, aircraft spare engines and tank containers to customers worldwide. Our mission is to provide innovative, unparalleled service that enables our customers to transport what matters safely and sustainably, while championing the well-being of our employees and communities. GATX has been headquartered in Chicago, Illinois since its founding in 1898.

ROBERT A. ZMUDKA

TRANSPORTATION & SUPPLY CHAIN EXECUTIVE

847.910.5774 | razmudka@yahoo.com | linkedin.com/in/razmudka/

✓ Visionary Board Leadership ✓ Tactical Senior Executive ✓ Strategic Growth Driver

Experienced board member and senior executive bringing 30+ years of expertise in transportation and supply chain leasing. Providing an informed perspective on industry trends and challenges and a knack for working collaboratively within multidisciplinary groups.

Board & Association Appointments:

Steering Committee Member – National Freight Transportation Organization Past President (2013-2014).

Board of Trustees – Pro Football Hall of Fame

Personnel Committee, National Fund-Raising Committee, Enshrinee Selection Committee, Long Range Planning Committee, Collections Committee, Chair -Pro Football Hall of Fame Salute to Greatness

Board Observer – ITS CONGLOBAL 2021 – Present (P/E – Amp

✓ **Surpassing Goals:** Exceeded net income, utilization, and invested capital targets for the last 10 years.

✓ **Maximizing Assets:** Boosted fleet utilization to an unprecedented 99%. Portfolio intentionally designed to concentrate on long term stability and market resiliency.

✓ **Improved Brand Presence:** Helped build a brand known for market resiliency and recognized for being the best service provider in the industry.

Executive Assets: Board Leadership | P&L Management | Team Building & Leadership | Strategic Planning
Business Development | Risk Mitigation | Partnership Development | Regulatory Compliance | Revenue Optimization
Change Management | Risk Negotiation & Influence | Operational Process Innovation | Consumer Demand Strategies

PROFESSIONAL EXPERIENCE

GATX Corporation | Chicago, IL

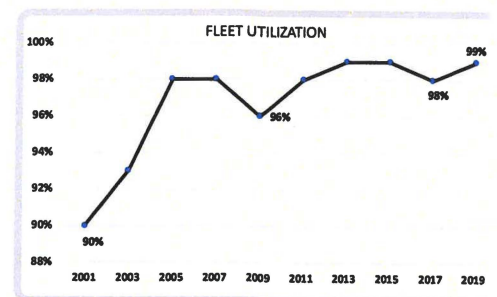
CHIEF COMMERCIAL OFFICER AND SENIOR VICE PRESIDENT, Rail North America

1989-Present

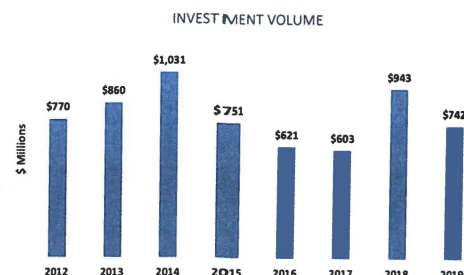
2018-Present

SG&A: \$18M • Revenue: \$950M • 9 direct/88 indirect reports. Charged with leading and motivating a team that supports over 850 customers, a diversified fleet of 118,000 railcars, and 625+ locomotives. Tasked with overseeing commercial strategies, establishing disciplined investment tactics, and furthering relationships with key accounts; some with partnerships spanning 50+ years.

- Achieved a 99% fleet utilization rate, the highest ten-year average in the industry and 5-20% more than competitors.
- Instilled investor confidence by continually putting capital to work and reinvesting in the business.



- Ordered \$1.5B in railcars during tenure; 100% of cars were placed on signed contracts prior to delivery.
- Provided portfolio and revenue stability during peak market conditions by lengthening requisites and strengthening pricing and contractual terms.
- Implemented an industry-differentiating customer portal and top-tier account solutions team, achieved a customer satisfaction score of 89%.
- Over 14-year period increased railroad portfolio from 6% of total leased assets to 19%.
- Enhanced safety, quality, and environmentally-responsible performance by revamping industry leading customer TankTrainer program.
- Integral member of Rail Pulse consortium responsible for facilitating and accelerating the adoption and standardization of GPS and other telematics technology across North American.



VICE PRESIDENT AND EXECUTIVE DIRECTOR, North American Sales and Marketing 2010-2018

New Railcar Investments: \$600M • Equipment Lease Revenue: \$1B • 40 reports. Promoted to provide constructive oversight of sales and marketing teams who managed \$1B of annual lease revenue for a diverse \$130K North American portfolio. Established and leveraged relationships with Fortune 100 and 500 firms across various industries throughout the US, Canada, and Mexico.

- Surpassed ambitious growth objectives by negotiating the largest deal in GATX history – contract worth \$275M.
- Improved utilization 18% after successfully leading an 18,000-boxcar fleet integration from GE.
- Grew sales by developing sales recognition programs, integrated sales training courses, and variable compensation plans.
- Successfully placed over \$1.6B in new railcars.

VICE PRESIDENT AND EXECUTIVE DIRECTOR, Strategic Sales

2006-2010

Appointed to newly created position – commissioned to rebuild Canadian sales team and establish a railroad-focused sales force to build Class I, regional, and short-line relationships. Created pipeline of revenue opportunities, improved marketing practices, and evaluated key strategies.

- Championed an ethanol investment strategy that added \$20M in annual revenue.
- Developed compensation incentive plans aligned with annual strategic objectives, goals, and the current market.

VICE PRESIDENT OF SALES

1998-2006

Led sales teams throughout the Midwest and Eastern US, and Eastern Canada. Spearheaded expansion to new markets and diversified service lines. Identified and capitalized on new ways to surpass the competition and earn customer loyalty.

- Earned Region of the Year 5 out of 7 years.
- Grew fertilizer customer from 247th to 3rd largest account with \$24M in annually revenues.

ROBERT A. ZMUDKA

847.910.5774 | razmudka@yahoo.com | Page Three

- Maximized opportunities for growth and remarketing efforts by creating an inside sales department dedicated to servicing small accounts.

EARLIER CAREER

ACCOUNT MANAGER

- Managed a \$32M territory. Led all Account Managers in performance to target.

NEW CAR PROCUREMENT MANAGER

- Oversaw a team of nine responsible for equipment selection, pricing, procurement, engineering, quality and administration of \$280M in annual expenditures. Served as point person for strategic sourcing relationships.

MANAGER OF PORTFOLIO MANAGEMENT

- Responsible for all pricing and strategy of 68,000 car existing railcar fleet.

PORTFOLIO SPECIALIST

EDUCATION & PROFESSIONAL DEVELOPMENT

DOMINICAN UNIVERSITY, *River Forest, IL*

Master of Business Administration – Marketing - 1993

ILLINOIS STATE UNIVERSITY, *Normal, IL*

Bachelor of Business Administration – Marketing - 1989

NORTHWESTERN UNIVERSITY, *Evanston, IL*

- Corporate governance, effectiveness, and accountability in the boardroom. - 2018