



Minnesota's
North Star Port

Lake Superior Warehousing Co., Inc.

1310 Port Terminal Drive
Duluth, MN 55802

Phone: (218) 727-6646 Fax: (218) 727-6649
www.duluthcargo.com

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January 12th, 2024

Brian O'Boyle
Surface Transportation Board
Attn: Docket No. EP 774 (Sub-No. 1)
395 E Street, S.W.
Washington, D.C. 20423-0001

Dear Mr. O'Boyle,

I am writing to inquire about an opportunity to serve on the recently announced Passenger Rail Advisory Committee (PRAC). I believe my potential fit as a member of the committee would be as *"a representative from a rail shipper or customer advocacy organization or an individual shipper or customer."* I am President and owner of Lake Superior Warehousing Co., Inc., a warehousing and distribution facility based in Duluth, MN. We work with 4 Class I rail carriers at our facility (BNSF, CN, CPKC and UP) serving as a 3PL warehouse and transload facility for a variety of commodities including high value machinery (wind turbines, transformers, generators), forest products (lumber, OSB, paper, pulp), supersacked raw materials, asphalt and steel to name a few. We also operate an intermodal container terminal on behalf of CN Rail at our facility (CN Duluth Intermodal Terminal).

I am a strong supporter of expanded passenger rail service in the US and am keenly interested in the development of the Northern Lights Express corridor between Minneapolis, MN and Duluth, MN (a recent recipient of \$500,000 through the federal Corridor ID Program). I believe I also bring a key perspective of the importance of freight rail needs, as well, in the role of a shipper. I've attached both my resume and a copy of a letter of support I provided for the Northern Lights Express project several months back during the efforts to secure State of Minnesota funding as evidence and further background of my perspective on your committee's important work.

In closing, thank you for reviewing my letter and considering my interest. Please do not hesitate to reach out with any questions. Thank you for your time.

Best regards,
Sincerely,

President
Lake Superior Warehousing Co., Inc.

Jonathan R. Lamb
1758 Maple Hill Drive
Cloquet, MN 55720
(612) 963-8443
jonathan.lamb@duluthcargo.com

Objective

Explore opportunities for personal growth and development to provide value back to my community complementary to my experience in the transportation, supply chain and economic development sectors.

Education

- May 1996 **St. Olaf College:** Northfield, MN
- **B.A.** in Political Science
 - Graduated with Distinction from Department of Political Science
 - Included a five-month Danish Int'l Studies Program in Copenhagen, Denmark

Professional Experience

Superior Clearwater Holdings, Inc., Duluth, MN

- Lead a family of companies operating multi-modal terminal, warehouse and packaging operations
- Set vision and develop strategic initiatives for those entities
- Oversee all operating, finance, marketing and human resource functions of those entities

- 2006-Present **Lake Superior Warehousing Co., Inc.,** Duluth, MN
Sole Owner (January 2020 – Present)
President (September 2013 – Present)
Vice President & General Manager (July 2008 – September 2013)
General Manager (September 2006 – July 2008)
- Specialize in warehousing, intermodal container and stevedoring services for general cargo customers utilizing ocean vessel, barge, rail and/or truck transportation.
 - Service to key customer bases such as general manufacturing, forest products, consumer goods, metals and mining, power generation and the oil and gas industries.
 - Develop partnerships with key transportation service providers, government agencies and private industry to enhance transportation connections between all modes of transportation at the Port of Duluth.

- 2022-Present **Superior River Terminals – Indiana, LLC,** Jeffersonville, IN
Sole Owner & President (January 2022 – Present)
- Specialize in warehousing and stevedoring services for general cargo customers utilizing river barge, rail and/or truck transportation.
 - Service to key customer bases such as metals/steel, general manufacturing and automotive industries.
 - Develop partnerships with key transportation service providers, government agencies and private industry to enhance transportation connections between all modes of transportation at the Ports of Indiana's Jeffersonville & Mount Vernon locations.

- 2023-Present **Total Export, LLC,** Columbia Heights, MN
Sole Owner & President (July 2023 – Present)
- Specialize in export packaging and warehousing services for export and domestic shippers.
 - Service to key customer bases such as aerospace, medical, railway MOW equipment, and general manufacturing industries.

2000-2006

BNSF Railway

Terminal Manager, Allouez Taconite Facility, Superior, WI (February 2006 – August 2006)

- Led a team of 80 exempt and union staff that operated unit taconite train and transloading operations from rail to vessel and maintenance activities for transload and dock equipment.
- Guided comprehensive safety processes and activities for the facility.
- Planned and executed an annual operating budget.
- Developed strategies to maximize velocity and customer service performance.
- Met customer expectations to retain existing business and cultivate new opportunities.
- Coordinated safety activities with the United States Coast Guard to ensure facility security relative to port operations.
- Served as interim Superintendent of Operations at Superior (March-July 2006).

Project Manager I, Corporate Audit Services, Ft. Worth, TX (Dec. 2003 – January 2006)

- Led the division audit program through project planning, execution, supervision of project staff, report development and relations with audit customers.
- Reviewed business objectives and assessed processes of BNSF work groups including Transportation, Mechanical, Engineering and Intermodal.
- Conducted risk analyses of practices and processes. Assessed effectiveness of company controls.
- Interacted effectively with all levels of BNSF leadership.
- Effectively coached and trained, provided feedback and developed skill sets of the staff.

Division Trainmaster, Superior, WI (May 2001 – December 2003)

- Led transportation operations on the Lakes, Casco, Hibtac, Brainerd and Allouez Subdivisions and portions of the Hinckley Subdivision.
- Planned and implemented comprehensive safety processes and activities for 300 employees.
- Maximized service performance and development.
- Administered economic efficiencies and monitored an annual budget.
- Interacted proactively with customers to retain existing and exploit new traffic opportunities.
- Worked to ensure strong teamwork with the Superior Terminal and other BNSF departments.

Terminal Trainmaster, Superior, WI (July – September 2000)

- Led transportation operations of the Superior, WI terminal (including Duluth, MN) as a member of a four-person terminal trainmaster team.

Asst. Trainmaster, La Crosse, WI (May 2000 – May 2001)

- Assisted the La Crosse operations management team with safety, service, cost control and customer interaction activities at the La Crosse Terminal, on the St. Croix and Aurora Subdivisions and at Rochelle, IL.

1996-2000

La Crosse Area Development Corporation, La Crosse, WI

Marketing/Retention Specialist

- Directed all marketing activities.
- Interacted daily with business and government officials.
- Performed political and financial analyses.
- Coordinated industrial projects, project management, research and analysis of the area market, management of small business development programs, and various computer-related activities for the county-wide economic development corporation.
- Assisted the organization to facilitate projects totaling 1,250 jobs (created/retained), nearly \$58 million in new investment and more than \$700,000 in new annual property tax revenues.

Trade Association/Community Organization Involvement

2023-Present	Director – Lake Superior Railroad Museum & North Shore Scenic Railroad
2009-Present	Director/Vice Chair/Chair (Present) – Minnesota Warehouse Association
2008-2018	Director/Treasurer/Vice President/President – Transload Distribution Association of North America

References

Available upon request



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07 March 2022

Governor Tim Walz
130 State Capitol
75 Rev Dr. Martin Luther King Jr. Blvd.
St. Paul, MN 55155

Senator Jennifer McEwen
95 University Avenue West
Minnesota Senate Building, Room 2417
St. Paul, MN 55155

Representative Liz Olson
471 State Office Building
St. Paul, MN 55155

Representative Jennifer Schultz
473 State Office Building
St. Paul, MN 55155

Senator Jerry Newton
95 University Avenue West
Minnesota Senate Building, Room 2403
St. Paul, MN 55155

Representative Mary Murphy
343 State Office Building
St. Paul, MN 55155

Commissioner Margaret Anderson-Kelliher
MN Department of Transportation
395 John Ireland Blvd
St. Paul, MN 55155-1800

RE: Minneapolis to Duluth Intercity Passenger Rail – Northern Lights Express
Bonding Bills HF 2681/SF 2827
Appropriations Bills HF 2682/SF 2826

Dear Governor Walz, Senators McEwen and Newton, Representatives Olson, Murphy and Schultz and Commissioner Anderson-Kelliher:

On behalf of Lake Superior Warehousing Co., Inc., I am pleased to provide this Letter of Support for the four bills currently before the Minnesota State Legislature that would help fund Minneapolis to Duluth Intercity Passenger Rail Service via the Northern Lights Express (NLX) Project.

NLX is a proposed intercity passenger rail project that would provide high performance service between Minneapolis and Duluth on 152 miles of existing BNSF Railway trackage. The service would feature four round trips daily at speeds up to 90 MPH with 6 station stops along the route. It is anticipated that 3,000 jobs will be created during construction with 500 direct and indirect jobs supported once in operation.

I am writing to you in support of this Project not just from a perspective of expanding passenger rail service in our state, but from a perspective of the benefits that will extend to freight transportation, as well. Indeed, while this Project will positively enhance passenger transportation mobility between the two largest metropolitan areas of our State, create hundreds of new jobs, enable investment opportunities near route

stations and contribute to a cleaner, greener future through reduced carbon emissions, this Project will also augment freight rail connectivity in our region, as well.

Specifically, BNSF Railway's Hinckley Subdivision, the route for this Project, already handles traffic for three Class I rail carriers (BNSF, Canadian Pacific, Union Pacific) in and out of the Port of Duluth-Superior. The route for this Project also includes Grassy Point Bridge in the Duluth-Superior Harbor – a critical rail connection for not just the three Class I rail carriers noted above, but also for Canadian National Railway traffic. Undoubtedly, investment in this rail corridor's infrastructure will expand freight capacity and improve reliability on this line, a line that handles an excess of 20 million tons of cargo annually. Improvements to grade crossing warning systems will also enhance public safety throughout the entirety of the route for pedestrian and vehicular traffic that encounters not just passenger trains, but freight trains every day, as well.

Our organization operates and manages cargo warehousing and transloading operations at the Clure Public Marine Terminal at the Port of Duluth as managing agent for the Duluth Seaway Port Authority. Our facility serves a vital role in many of our nation's key industries, including energy, manufacturing, agriculture, mining and mineral processing, sustainable forest products and more. For the additional benefits to freight transportation noted above, the NLX Project supports our goals to promote the general welfare of the port, to increase the volume of the port's commerce and to promote the efficient, safe and economical handling of freight. As a point of connection for freight, we rely on the strength of all modes of transportation. Quite simply, we cannot be successful as a port operation if we do not have modern, efficient rail infrastructure to seamlessly move cargo. This Project will only strengthen our role as a multi-modal transportation hub in the upper Midwest.

The NLX Project demonstrates domestic preference, project readiness (a Finding of No Significant Impact already issued by the Federal Railroad Administration in 2018), and provides clear and substantial benefits to not only our region's passengers, but to its businesses and industries, as well. Accordingly, we support swift passage of these funding bills and realization of this Project's potential.

Thank you for your consideration and support.

Sincerely,

A handwritten signature in blue ink, reading "Jonathan R. Lamb". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

President
Lake Superior Warehousing Co., Inc.
Duluth, MN

Cc: Deborah DeLuca, Executive Director
Duluth Seaway Port Authority

Ken Buehler
Chair – NLX Technical Advisory Committee