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Martin J. Oberman
Chairman of the Surface Transportation Committee
395 E St. SW
Washington, DC 20423

Dear Chairman Oberman:

It is with pleasure that I write to you today to nominate Paul Evan Vilter to the Surface Transportation Board's Passenger Rail Advisory Committee to serve in one of the at large positions. Paul and I are currently serving together on the Transportation Research Board's Committee on Impacts of Trains Longer Than 7,500 Feet. Through that experience I have found Paul to be intellectually bright and curious, knowledgeable about the railroad industry, in particular the passenger railroad industry, and a calm, thoughtful voice on our committee.

Paul recently retired from AMTRAK after 23 years of service to that organization. He most recently was the Assistant Vice President for Planning, Commercial Services and Sustainability. In that role, he led the organization's nationwide planning department, leading teams that developed multi-million-dollar investments on behalf of AMTRAK. Prior to taking this position, Paul served for 15 years as the Vice President for Host Railroads where he led AMTRAKS strategy, negotiations, and business relationships with 30 host railroads.

Paul also had direct experience working in the freight railroad industry, having worked for both Conrail and CSX. His resume is attached for more details relating to his work experience.

Paul's work experience gives him a unique perspective on the current issues facing passenger rail services. He has a vast list of contacts within both the passenger rail and freight industry. He understands the challenges the system faces from the perspective of various stakeholders. He will engage productively and professionally with other members of the committee. I will also add that he is a cheerful and pleasant person with which to serve. Without question, Paul would be an outstanding addition to your advisory committee.

Paul can be reached at: 100 Shirley Road, Narbeth PA 19072 Mobile 484-250-9776 Email
paulvilter@icloud.com

Sincerely,

"/s/" Deb Miller

Paul Evan Vilter

100 Shirley Road Narberth, PA 19072
Mobile: 484-250-9776 Email: paulvilter@icloud.com

SUMMARY

Creative, experienced business professional and leader. Skilled at negotiation, planning, analysis, and managing cross-functional teams. Additional experience in marketing, sales, and finance. Recently retired seeking volunteer opportunities where I can contribute.

EXPERIENCE

Transportation Research Board (Volunteer)

Washington, DC

2023 – Present **Committee on Impacts of Trains Longer Than 7,500 Feet**

- Member of cross-functional committee responding to a Congressional directive to study operational, safety, environmental, grade crossing, and passenger impacts of long trains.

Amtrak

Philadelphia, PA

2017 – 2022 **Assistant Vice President, Planning, Commercial Services, and Sustainability**

- Led Amtrak's nationwide planning department. Co-authored *Amtrak ConnectsUS*, a seminal document outlining US passenger rail expansion that has been widely quoted.
- Led teams planning multi-billion dollar investments including new trainsets and associated maintenance facilities, and projects across Amtrak's Northeast Corridor.
- Formed and led the Commercial Services team which won competitive bids for Amtrak to provide train operations for commuter railroads nationwide as an Amtrak profit center.
- Managed the team developing Amtrak's sustainability and climate resilience policies and incorporating them into Amtrak's operations and infrastructure.

2002 – 2017 **Assistant Vice President, Host Railroads**

- Led Amtrak's strategy, negotiations, and business relationships with thirty host railroads whose tracks Amtrak uses.
- Led strategy and negotiations with freight railroads who use Amtrak-owned lines.
- Advised senior Amtrak management and Board of Directors; briefed Congressional staff and state transportation officials on railroad operations and relationship strategy.
- Enforced Amtrak's contracts and statutory rights through legal actions as necessary.

2001 – 2002 **Senior Director, Route Profitability**

- Led company-wide cross-functional team which designed and implemented a Route Contribution Analysis system to identify and manage revenues, costs, and contribution from business segments. Generated \$5 million in new revenue.

1999 – 2001 **Director, Finance**

- Redesigned a money-losing business unit as part of an intensive Strategic Design Team. Many key recommendations implemented. Improved annual performance by \$3 million.

Conrail, Inc.

Philadelphia, PA

1997 – 1999 **Market Manager**

- Designed and implemented marketing, pricing, product development, and channel strategies for a \$290 million business unit. Improved asset utilization and revenue.

Paul Evan Vilter

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1996 – 1997 Regional Shortline Manager

- Built strong relationships with forty shortline railroad partners in the Mid-Atlantic and New England regions who generated \$150 million in annual revenue for Conrail.

1993 – 1996 Sales Account Executive

- Negotiated with national retail chains to establish major distribution centers for their products. Located facilities, oversaw leasing, and managed renovations. Opened three significant sites, the largest worth \$10 million in new revenue.

1989 – 1993 Business Development Analyst (Marketing)

- Won Conrail Impact Award for creating an entrepreneurial recycled paper market segment, attracting new customers and growing traffic in a mature transportation business by 30% annually. Managed print media advertising campaign.
- Created and taught two-day marketing and pricing seminar for sales force.

CSX Transportation

Baltimore, MD

1984 – 1988 Assistant Planning Manager; Assistant Marketing Manager

- Designed and implemented train network analysis and sales force bonus systems.
- Designed components of intra-company transfer pricing system.

International Business Machines Corporation

Rochester, MN

1980 – 1984 Watson Scholar

- Won IBM Thomas J. Watson Memorial Scholarship based on academic merit.
- Four years full-time summer employment at IBM in Finance and other functions.

EDUCATION

J. L. Kellogg Graduate School of Management, Northwestern University

Evanston, IL

1988–1989 Master of Management – MBA

- Concentrations in Marketing, Finance, and Transportation.

Michigan State University

East Lansing, MI

1980–1984 Bachelor of Arts. Graduated with High Honors.

- Numerous academic honors including Mortar Board, MSU Tower Guard, Beta Gamma Sigma, and Phi Beta Kappa Certificate of Scholarship.

ADDITIONAL EXPERIENCE AND AFFILIATIONS

- Serving on multiple boards of directors.
- Speaker at Transportation Research Board and Transportation Research Forum; moderated panel at 2022 American Public Transit Association conference.
- Active in local community.