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August 4, 2025
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1201 E. 12th Ave, North Kansas City, MO. 64116

August 4, 2025

Surface Transportation Board
Docket No. EP 526 (Sub-No. 23)
395 E Street, SW
Washington, DC 20423-0001

RE: Acceptance of Nomination of Mr. Seth Schmedemann, Surface Transportation Board, RSTAC Small Shipper Representative Vacancy

Dear Members of the Surface Transportation Board,

I am sincerely honored to accept the nomination by the International Warehouse Logistics Association (IWLA) for the small shipper vacancy on the Railroad-Shipper Transportation Advisory Council (RSTAC). I am grateful to IWLA for its confidence in my experience and commitment, and I welcome the opportunity to contribute to the Council's critical mission.

Throughout my career in third-party logistics and warehousing – first with Oregon Transfer Company, then as founder of Fulcrum Logistics, and now as Vice President of Business Development at Wagner Logistics – I have worked closely with customers who rely heavily on efficient, reliable rail service. From day one, rail-served warehousing has played a central role in the services I've helped design and manage. In fact, at Fulcrum Logistics, as much as 80 percent of our inbound freight volume moved via boxcar. That operational perspective, grounded in daily coordination with Class I and regional shortline railroads, gives me a deep appreciation of the opportunities and challenges that rail shippers face today.

The recent merger of Fulcrum and Wagner has expanded our network across North America, with 25 locations in 19 cities and 12 states – many of which are actively rail-served by major carriers including BNSF, Union Pacific, Norfolk Southern, and others. Based in North Kansas City, Missouri, Wagner operates at the crossroads of American freight rail, and I am fortunate to have a front-row seat to the complex dynamics shaping today's shipping environment.

While my professional experience has given me a broad understanding of the operational and infrastructure aspects of rail logistics, I am especially eager to listen, learn, and collaborate with the other members of RSTAC to help shape policies that promote a balanced, competitive, and service-focused rail network for all stakeholders.

Thank you again for this opportunity. I am humbled by the nomination and excited to serve the industry and the public through this important work.

Sincerely,

Seth Schmedemann
Vice President of Business Development
Wagner Logistics