

Hon. Patrick Fuchs, Chairman
Surface Transportation Board
395 E Street SW
Washington, DC 20423

ENTERED
Office of Chief Counsel
August 7, 2025
Part of
Public Record

Re: Docket E.P. 670 (Sub-No. 2)

Dear Mr. Chairman Fuchs:

I am submitting my name to fill the vacancy for the Class II or Class III railroad representative on the Rail Energy Transportation Advisory Committee (RETAC).

After 30+ years of increasingly senior positions at two Class I railroads (CN and CSX), I am currently the Chief Commercial Officer for Patriot Rail, a leading operator of more than 30 short line railroads with over 1,200 total rail miles across the United States. I have also served on the Board of Directors of five different short line railroads – NYSW, PAS, INRD, BRC, and MSE; and I have additional board and industry experience as President of the Midwest Association of Rail Shippers (MARS) and the North American Rail Shippers Association (NARS). (See attached curriculum vitae.)

As a proponent of America's energy potential, I believe that my knowledge and experience can well serve the Surface Transportation Board's role in improving the federal regulatory process for increasing fuel production and transportation related services. Over the years I have engaged with a diverse array of energy producers engaged in shipping by rail including crude oil, refined petroleum products, ethanol, and coal connecting key production and consumption centers across North America.

In accordance with the Federal Register notice, I am providing the following information:

(1) the name, position, and business contact information of the candidate to include email address and phone number.

- a. Thomas J. Tisa
- b. Chief Commercial Officer, Patriot Rail
- c. 10752 Deerwood Park Blvd, Jacksonville, FL 32256
- d. 312-898-7157

(2) the interest the candidate will represent.

I seek to be appointed to represent Class II and Class III railroads.

(3) a summary of the candidate's experience and qualifications for the position.

I have summarized my 30+ years of experience in the rail industry in the second paragraph of this letter and attached curriculum vitae.

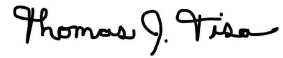
(4) a representation that the candidate is willing to serve as a member of RETAC.

I am willing to serve as a member of RETAC.

(5) a statement that the candidate agrees to serve in a representative capacity.

I agree to serve as a representative of Class II and Class III railroads in fulfilling the responsibilities of RETAC to provide advice and guidance to the Board regarding the transportation-by-rail of energy resources.

Sincerely,

A handwritten signature in black ink that reads "Thomas J. Tisa". The signature is written in a cursive style with a large, stylized 'T' and 'J'.

Thomas J. Tisa

THOMAS J. TISA

Ponte Vedra Beach, FL 32082 | 312-898-7157 | tomtisa@gmail.com | www.linkedin.com/in/tomtisa

PROFESSIONAL SUMMARY

Results-driven executive with extensive experience in rail transportation, specializing in strategy, industrial development, and sales. Adept at steering strategic initiatives and driving growth through innovative solutions and collaborative leadership. Proven track record in optimizing commercial operations and expanding market presence. Ability to negotiate acquisition agreements and oversee strategic projects to enhance existing customer base and generate new business.

Strategic Solutions | Business Development | Account Management | Leadership | Supply Chain Management
Sales & Marketing | Rail Transportation | Logistics | Board of Directors | Industrial Development | Service

PROFESSIONAL EXPERIENCE

Patriot Rail

October 2024 - present

Patriot Rail is a U.S. operator of 32 short line railroads and transloading services in 23 states.

Chief Commercial Officer, Jacksonville, Florida

Integral member of executive leadership team responsible for sales, yield management, industrial development, and strategic growth projects throughout our network.

- Developed new intermodal facility with BNSF in Salt Lake City, UT.
- Developed new industrial park with CPKC in Denton, TX and with UP in Denver, CO.
- Manage contract negotiations and business development opportunities with Patriot's largest customer.

CSX Transportation (CSX)

2019 - July 2024

CSX is a Class 1 freight railroad operating in the eastern U.S. and the Canadian provinces of Quebec and Ontario.

Assistant Vice President - Business Development, Jacksonville, Florida

Managed regional sales team; short line engagement with 250 railroads; industrial development and site design for new and existing customers; passenger operations and contract administration; and strategic projects including Pan Am acquisition, short line lease renewals, and STB-related matters.

- Managed Regional Sales team of \$500 million with double-digit growth for the past 4 years.
- Managed Industrial Development team with over \$150 million of projects approved including announcements from Nucor, Rivian, Ford, and Novelis.
- Successfully negotiated settlement agreements for the Pan Am acquisition and lead commercial integration to leverage synergies and growth opportunities.

Canadian National Railway (CN)

1995 - 2019

CN is a Class 1 freight rail transportation company that offers integrated logistics services in Canada and the U.S.

Director – Business Development-U.S., Homewood, Illinois, 2012 - 2019

Oversaw acquisitions and sales of rail line assets; managed partnerships with short line railroads; managed industrial development for new customers and plant expansions; and implemented strategies to expand CN's network reach by developing new terminals and transload facilities.

- Developed new Intermodal facility with the Port of Duluth, MN.
- Developed new Intermodal facility with INRD short line railroad in Indianapolis, IN.
- Secured new customers on CN's network including the development of greenfield sites resulting in \$35 million of new business in 2018.

Director – Sales, Industrial Products, Homewood, Illinois, 2010 - 2012

Managed sales team with portfolio of \$450 million; developed supply chain solutions for key accounts; and grew top-line revenue with layered products. Successfully secured additional \$24 million of business and grew market share with U.S. Steel, CN's largest customer. This team received the President's Award in 2011.

ADDITIONAL RELEVANT EXPERIENCE

Canadian National Railway (CN), Chicago, Illinois | **Sales Director** | **Director-Service** | **Director-Regional Sales**
Illinois Central Railroad, Chicago, Illinois (**Acquired by CN**) | **Account Manager**
Atchison, Topeka and Santa Fe Railway, Schaumburg, Illinois | **Marketing Director**

EDUCATION**Master of Business Administration (MBA)**

University of Chicago, Chicago, Illinois

Bachelor of Business Administration (BBA), Marketing

University of Notre Dame, Notre Dame, Indiana - President, Senior Class

Strategic Marketing Management Executive Program

University of Chicago, Chicago, Illinois

Transportation Marketing Strategy Executive Program

Northwestern University, Evanston, Illinois

BOARD EXPERIENCE**Board Member, NYSW**

2023 - 2024

New York, Susquehanna & Western Railway | Short Line railroad headquartered in Cooperstown, NY

Board Member, PAS

2022 - 2024

Pan Am Southern | Short Line railroad headquartered in Ayer, MA

Board Member, INRD

2019 - 2023

Indiana Rail Road Company | Short Line railroad headquartered in Indianapolis, IN

Board Member, BRC

2019 - 2021

Belt Railway Company of Chicago | Short Line railroad headquartered in Chicago, IL

Board Member, MSE

2013 - 2019

Mississippi Export Railroad | Short Line railroad headquartered in Moss Point, MS

Board Member, MARS

2008 - 2019

Midwest Association of Rail Shippers, Past President (2014)

Board Member, NARS

2014 - 2022

North American Rail Shippers Association, Past President (2019-2021)

Board Member, TCC

2011 - 2019

Traffic Club of Chicago, Past President (2018)