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Friday January 19, 2018

U.S. Surface Transportation Board
Attn: Docket No. EP526 (Sub-No. ~~8~~¹⁰)
395 E Street, SW
Washington, DC 20423-0001

To Whom it May Concern,

On behalf of the Steel Manufacturers Association ("SMA") I would like to nominate Charlie Stinson, Logistics Director, East Region and Rail Operations, Americas Division of Commercial Metals Company, headquartered in Dallas, Texas to be added to the Surface Transportation Board's Railroad-Shipper Transportation Advisory Council ("RSTAC").

Mr. Stinson is currently serving as the Chairman of the SMA's Transportation Committee, which is comprised of logistics and transportation managers of over 20 electric arc furnace steel producers, coordinating the transportation needs of over 85 steelmaking facilities located throughout the United States and Canada, via rail, truck and barge services. His strong leadership skills are apparent in his guidance of the committee during its annual meetings. His knowledge of rail transportation issues with regard to the massive loads of both incoming and outgoing materials from his own company facilities, as well as the knowledge that he brings to bear on issues raised during SMA meetings, is invaluable to the membership of the Association, and would be a real value if he were to be added as an industry representative to the RSTAC.

I am attaching Charlie's resume to this nomination letter, for your added information. SMA looks forward to learning if the STB selects Charlie to participate on this council. If you have any questions regarding this letter, the SMA, or its membership, please feel free to contact me directly.

Regards,

A handwritten signature in cursive script that reads "Eric J. Stuart".

Eric J. Stuart
Vice President, Energy, Environment and Infrastructure Policy

cc. Charlie Stinson, Commercial Metals Company
Attachment

CHARLIE STINSON

608 Joshua Road • Lantana, TX 76226 • 205-903-4802 • Charlie.Stinson@outlook.com

Objective

To continue to foster an environment of continuous growth personally & professionally while staying within the DFW market in the scope of Supply Chain/Logistics or Commercial Operations at an executive level position at a progressive, people centric, customer focused organization.

Professional Experience

COMMERCIAL METALS COMPANY (CMC; NYSE) *DALLAS, TX*

1999-PRESENT

LOGISTICS DIRECTOR, EAST REGION & RAIL OPERATIONS – AMERICAS DIVISION (AUG 2008-PRESENT)

- Actively manage \$250M Freight Spend based on KPI focused business planning & outliers
- Provide strategic direction for East Logistics & Americas Rail
- Set short & long term deliverables for dept. (in-line w/Regional & Corporate goals)
- Set vendor spend strategy to include scorecards, RFQ's, modal shifts & routing guide compliance
- Set internal fleet direction for Over-the-Road trucking to include for hire & DOT Compliance
- Determine capital spend & life cycle planning for rail cars, OTR trucking & life cycle maintenance/planning
- Set departmental KPI's & staffing needs
- Collaborate & aid in the strategic design of Commercial Excellence integration with Supply Chain & Commercial

MANAGER OF TRANSPORTATION – EAST MILLS (JULY 2006-AUG 2008)

- Managed operations of CMC Americas East Transportation (\$40 million annual spend).
- Negotiated common carrier contracts and freight rates.
- Led Eastern Transportation Region initiative to identify commonalities, opportunities and synergies within Commercial Metals Company.
- Maintained affiliate transportation services to our fabricating and joist shops where needed or requested.
- Developed intranet load tracking/tracing thru EDI for two of our major flatbed trucking companies.
- Reduced or eliminated dedicated services and replaced with less expensive options.
- Developed an On-Time Delivery initiative with Sales & Marketing to identify critical delivery customers.
- SAP Business Transportation lead for Go-Live & business process blueprinting
- Identified and active participant in CMC Americas Transportation Transition Team and Council.

MANAGER OF CUSTOMER SERVICE (OCT 2005-JAN 2007)

- Managed day-to-day operations of Inside Sales of Steel Group East Mills (\$600 million annually); Shipping, Inventory and Scheduling of AL location only.
- Established warehouse housekeeping and safety standards tied to incentive revision and zero tolerance policy.
- Helped coordinate and implement our recent transition to consolidate Transportation and Inside Sales of East Mills Division.
- Developed current Scheduling and Inventory optimization initiative.
- Maintained 10-12 inventory turns per year.
- Responsible for reduction of labor costs in our Shipping and Inventory Departments.
- Implemented lean office organization.
- Developed a Customer Service Manual, Expectation Guidelines & Performance Standards.

SUPERINTENDENT OF SHIPPING (OCT 2004-SEPT 2005)

- Developed departmental budget and spending for fiscal year (\$6.6million).
- Organized staffing, resource management, and training for department, along with Six Sigma practices
- Right sized department from 67 to 49 employees in a 6 month period.
- Implemented dynamic slotting and warehouse management techniques and philosophies.
- Developed and revised new job safety analysis and emergency evacuation/situation plan.
- Implemented site Logistics and Visibility project.

OUTSIDE SALES IMPACT METAL PRODUCTS-DIVISION OF CMC (DEC 2002-DEC 2003)

- Managed outside territory for new market (SBQ).
- Helped coordinate business development for start up product line.
- Provided internal rate of return studies to upper management in identifying value-added opportunities.
- Coordinated sales activity for evolving customer base.
- Worked on service centers, heat treating, truck trailer manufacturers, crane manufacturers and other value added customer service initiatives and account management.

INSIDE SALES (MAY 1999-DEC 2002)

- Managed diverse customer base.
- Handled all customer requests in a timely and accurate manner.
- Helped develop vendor-managed inventory program.
- Handled all secondary sales from an inside/outside perspective.
- Identified as Account Manager for all VMI accounts in '01 & '02.
- Managed all rebate, freight equalization and discounting pricing guides for East Mills Sales.

PRINCIPAL FINANCIAL GROUP, *Birmingham, AL*

1996-1999

SALES PROFESSIONAL

- Sold securities and insurance to companies and general public.
- Held Series 6 and 63 Licenses and State of Alabama and Florida Life/Health License

Skills

ISO 9001 Internal Auditor, Blankenship & Seay Leadership Seminar, Center for Creative Leadership-Looking Glass, MSCI Customer Service Sales Training, 2005 AMA Leadership Conference, Six Sigma/Waste Management/Lean Manufacturing exposed, various AMA Classes, Karrass Negotiating, 7 Habits of Highly Effective People Seminar, NITL member (past), SMA Transportation Committee member & current Chairman; Customer Advisory Board for BNSF Railway, American Society of Transportation & Logistics past member, NFTA member & Board Member (National Freight & Transportation Association), Leadership Development Program with Commercial Metals Company (top level managers within the company).

Systems: SAP integration & operations (TM, SNP, APO), TMW integration & operations, DriveCam, Fleetlocate, Vertical Alliance, ShipExpress (Rail), ComData, PeopleNet integration, change management & operations. DOT Compliance & Office of Records Trained & Managed.

Compensation & Benefit Considerations

- Base salary \$200k plus bonus, executive stock options immediate vesting, min contract 3 years, retirement savings plan, group health benefits (medical, dental, vision, disability, life, 5 weeks min vacation plus normal company holidays/PTO/etc., up to 40% travel, car allowance or company car, education reimbursement available.

Education

BACHELOR OF SCIENCE IN COMMERCE AND BUSINESS ADMINISTRATION

1992-1996

University of Alabama, Tuscaloosa, AL

Marketing Major, Pi Kappa Phi Fraternity (President, Historian), Inter-fraternity Council

University of Chicago Graduate School of Business Executive Education – Fundamentals of Effective Sales Management 2006