



Urbano Galindo
Director, Global Logistics

January 19, 2018

245027

The Honorable Ann. D. Bergman
Acting Chair
Surface Transportation Board
395 E Street SW
Washington DC

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Dear Ms. Bergman:

I am writing you to express my deep interest to become a member of the Railroad-Shipper Transportation Advisory Council (RSTAC). I am a career logistician with over 28 years of experience within the industry. I believe I bring a skillset that may can benefit the RSTAC as I am a retired Master Sergeant from the United States Air Force and have lived and conducted business in over 28 countries around the world. I have been engaged in global operations in both tactical and strategic roles. I bring a wealth of technical and functional expertise. I believe my passion for logistics is un-rivaled as I believe I am operating in my calling and have a desire to transform how organizations view supply chain logistics. I served on active duty for nearly 22 years with roles of increasing responsibilities and have been in leadership roles for the past 6 years post military. I have a love for our industry. Currently I am the Director of Global Logistics for General Cable. I have global oversight of \$189 million of global spend. I develop our global strategies and implement them into operational processes to over 40 locations globally. I identify areas of opportunity to transform our supply chain to include best practices and lead Continuous Improvement Processes. General Cable is a leader in Wire and Cable Manufacturing in multiple industries with revenues of over \$3 Billion. When I arrived at General Cable they have used very little Intermodal or Rail direct movements. I totally understand the value of rail and intermodal services as we identified this area as a major opportunity as we are now on target to mover over 30% of our total spend into these services from the current 3% of movements. We will continue to look for opportunities to mode shift going forward due to its cost effectiveness, reliability and to utilize rail spurs in our plants more efficiently.

Ma'am, I would also like to highlight another area that may differentiate me from my peers. I have recently run for public office in the city of my residence and I am proud to announce that my constituents have elected me to a 4-year term as a member of our City Council. I have a firm belief in giving back to our community but also a work ethic that does not allow

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me to have a wait and see approach. I believe that if we can make a difference then it is my responsibility to roll up my sleeves and go to work.

I hold a Master's of Science Degree in Organizational leaders, from Central Michigan University. A Bachelors of Science in Logistics Management from Wayland Baptist University and an Associates degree in Supply Chain Management from the Community College of the Air Force. I think it is important to understand that I did not got to school in the traditional avenue. My educational journey was completed in various locations at night and on the road during peacetime and times of war. I represented the 0.74 of a percent of the enlisted force that held an advanced degree. I bring this up, so you can have all the confidence in my work ethic and being able to take on additional responsibilities to add value to the RSTAC and the attention needed to add value to your organization. I am looking forward to making a difference to the RSTAC. I humbly ask you to consider me for the appointment to the board

Sincerely,

Urbano Galindo

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Paul Furtado
Vice President and Manufacturing
Team Leader, ICS

January 18, 2018

Dear Sir or Madam,

I am writing this letter in support of Urbano Galindo for a position in the Railroad-Shipper Transportation Advisory Council (RSTAC). I have worked with Mr. Galindo for the last 7 months and have great respect for Mr. Galindo and feel that he would be an asset to RSTAC.

He commands strong leadership traits and have found him to be a very dedicated team player who displays an excellent work ethic. He is enthusiastic, professional and organized with a strong knowledge of the transportation industry.

Above all, Mr. Galindo is a gifted manager of people, as evidenced by his success here at General Cable Corporation. He is forthright, fair and very knowledgeable in how to encourage the best performance from his team. To finish, Mr. Galindo is a person of outstanding moral character who is very much respected by his peers and superiors alike.

I am certain that Mr. Galindo will add tremendous value to your organization. If I can be of further assistance, you may reach me at 859-572-2882 or pfurtado@generalcable.com.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Paul Furtado', written over a light blue circular stamp.

Paul Furtado

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Memorandum

Tim Wampler
V.P. Manufacturing
Utility Team Leader
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TO: The Honorable Ann. D. Bergman
Acting Chair
Surface Transportation Board
395 E Street SW
Washington DC

DATE: 1/19/18

FROM: Tim Wampler

SUBJECT: Urbano Galindo

In the last year, Urbano Galindo has made dramatic improvements to our Logistics Operations within General Cable. He has an outstanding grasp of the complexities of North American freight. He has been our go to guy in moments when a turnaround is needed. Furthermore, he is an excellent partner who works very constructively in a team environment. I highly recommend him for the Railroad-shipper Transportation Advisory Council.

Tim Wampler

A handwritten signature in blue ink that reads 'Tim Wampler'.