



Mid-Atlantic Packaging^{Inc.}

Manufacturers & Designers of P.O.P Displays and Corrugated Containers • ISTA Certified Test Center

245045

January 11, 2018

The Honorable Ann D. Begeman
Acting Chair
Surface Transportation Board
395 E Street, SW
Washington, DC 20423

ENTERED
Office of Proceedings
January 23, 2018
Part of
Public Record

Re: Docket No. EP 526 (Sub-No. 10), Notice of Railroad-Shipper Transportation Advisory Council

Dear Chairman Begeman:

As the Chief Executive Officer of Mid-Atlantic Packaging and a small rail shipper, I am very pleased to nominate Mr. Paul Delp to serve on the Surface Transportation Board's (STB's) Railroad-Shipper Transportation Advisory Council as a Small Shipper Representative.

Mr. Delp is CEO of Lansdale Warehouse Company, Inc., a top-tier value-based warehouse provider located in Lansdale, Pennsylvania, a suburb of Philadelphia. Lansdale Warehouse specializes in sophisticated transportation solutions including cost effective rail freight for its customers. Lansdale Warehouse is the point at which service intersects between the rail carrier and the small shipper.

His company coordinates rail service for several small shippers, including Mid-Atlantic Packaging. Annually, Lansdale Warehouse receives more than 1,000 rail cars.

My company, Mid-Atlantic Packaging Inc. (MAP), was established in 1961 as a privately held and veteran owned company. Since its inception, MAP has been a leader amongst corrugated box manufacturers, and our mission has been to deliver corrugated packaging products and services to our customers that meet and/or exceed their expectations.

MAP utilizes Lansdale Warehouse to manage all of MAP's roll stock raw materials and to deliver inventory just in time based on our daily production schedule. Most of the roll stock is Vendor Managed Inventory (VMI) which means ownership of the inventory remains with the vendor until Lansdale Warehouse delivers the rolls to MAP.

Lansdale Warehouse provides a competitive advantage for MAP through the VMI program and to option to receive inbound shipments via truck and rail. Rail service is provided by CSX and the last mile delivery warehouse by a local shortline based in Lansdale.

• voice.215.362.5100 • 436 Stump Road • Montgomeryville, PA 18936 • fax.215.362.1022

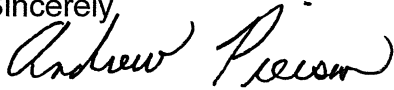
www.mid-atlanticpkg.com



Mr. Delp would bring the perspective of small rail shippers to the RSTAC. He has confirmed that he is willing to serve and his contact information is below

Thank you for your consideration of this nomination

Sincerely,

A handwritten signature in black ink that reads "Andrew Pierson". The signature is fluid and cursive, with the first name "Andrew" and last name "Pierson" clearly distinguishable.

Andrew Pierson
President
Mid-Atlantic Packaging

Contact Information

W. Paul Delp
President
Lansdale Warehouse Co., Inc
1330 N Broad St,
Lansdale, PA 19446
(215) 855-8460
paul.delp@lansdalewarehouse.com