

245036

Nick Kornaus
Strategic Account Manager
Breakthrough Fuel
400 S. Washington St.
Green Bay, WI 54301
(920) 617-3076
(920) 617-3071 Fax

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

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

RE: Docket No. EP 526 (Sub. No. 10)

Dear Acting Chair Begeman

I am honored to submit a letter of support for Urbano Galindo of General Cable. I have been working with Urbano for the past 4 months, since he began his firms' relationship with Breakthrough Fuel. Urbano has an impressive background in logistics and is always an advocate amongst his peers for both his organization as well as the overall interest of shippers. Urbano takes his experience and leverages it in driving new transportation strategies into the future.

General Cable implemented Breakthrough Fuel a little over 4 months ago through a conversion – an implementation strategy that requires a strong voice of change both internally and externally. Because of a successful implementation of Fuel Recovery, in large part due to Urbano's strong leadership, General Cable is already poised to transition into their next strategic initiatives in the form of mode conversion, fuel efficiency improvements, and network efficiencies.

General Cable currently is utilizing a multi-modal strategy to move their products to market – including rail, intermodal, truck, and LTL. Currently, intermodal shipments account for about 6% of all paid miles, with a goal of moving that number closer to 15% within the next year.

Additionally, on a personal note, I know that public service and representing the interest of a community is important to Urbano. He currently does this in his community after running for and winning a City council position. and I think he would be well positioned to represent small

shippers in the rail-shipper transportation advisory committee. He is both extremely interested and well qualified. His perspective and experience would add to the richness of discussion and perspective in the group.

Thank you for your consideration.

Nick Kornaus