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Northeast Logistics Systems, LLC
Two Central Street, Suite 107
Framingham, MA 01701
October 29, 2019

The Honorable Ann D. Begeman, Chairman
The Honorable Patrick J. Fuchs, Vice-Chairman
The Honorable Martin J. Oberman, Member
Surface Transportation Board
395 E. Street, SW
Washington, DC 20423

RE: Dwight Price - Candidate for Large Shipper Vacant Position on the R-STAC

Dear Members:

I am writing to express my strong support for Dwight Price, a candidate for the vacant Large Shipper Position on R-STAC.

Having personally worked within the rail industry for many decades, both within Class 1 railroads and as a consultant and small business owner serving large rail shippers, I have come to appreciate the growing complexity and challenges of regulation and oversight.

I first met Mr. Price through the Northeast Association of Rail Shippers (NEARS) in 2014 and found him to be extremely knowledgeable about rail pricing, rail economics and the overall competitive landscape. His work experience spans both Class 1 railroads and large rail shippers.

At the time of our meeting, we had the need for an individual to lead a training program for a new rail shipper and found Mr. Price to be an excellent fit. As part of that engagement, he created and presented a series of training modules ranging from "Railroading 101" to "Rail Logistics 301" to over 150 individuals over a seven month period. Through that program it was clear that he had a commanding knowledge and keen insights into the commercial dynamics between carriers and shippers.

I am pleased to see that Mr. Price has put himself forward as a candidate and have no doubt that if selected he will serve the Board and its constituents with fairness, integrity and professionalism. Accordingly, I strongly express support for his candidacy for the vacant Large Shipper Position on R-STAC.

Sincerely,

Richard E. Flynn
President, NorthEast Logistics Systems, LLC