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Robert C. McRae
1001 13th Avenue East
Bradenton, FL 34208
October 25, 2019

Docket No. EP 526 (Sub-No. 13)

Chairman Begeman
Chairman
Surface Transportation Board
395 E Street SW
Washington, DC 20423

Dear Chairman Begeman:

Please accept this application to fill one of the two open large shipper vacancies on the Railroad-Shipper Transportation Advisory Council (RSTAC) in accordance with the October 1, 2019 Notice in Docket No. EP 526 (Sub-No.13) issued by the Surface Transportation Board (STB). I believe I am uniquely qualified for the position and will be able to serve the board and its constituents effectively.

My PepsiCo tenure in Transportation includes extensive rail experience. In my current role as Senior Director of Transportation PepsiCo's North American Beverages South Division, I manage over \$250M in Transportation spend, \$76M of which is in rail spend, servicing 10 PepsiCo manufacturing plants and more than 100 PepsiCo distribution centers. This includes both rail car and intermodal shipments. The South Division manages 40% of PepsiCo's national rail volume and 75% of the Chilled Juice rail volume.

My ability to manage large scale change as well as my extensive experience and perspective on the transportation industry will be an asset to the RSTAC. The PepsiCo environment is constantly changing. As a result, we are perpetually assessing and evolving our approach to distribution, collaborating with state and federal government agencies as well as private sector business partners to ensure we find the most efficient and effective transportation solutions possible.

Outside of PepsiCo, I am currently serving as Vice Chairman of the Board for the Private Railcar Food and Beverage Association (PRFBA). Ten leading food and beverage companies formed this association to discuss improvements related to managing and utilizing their private railcar fleets. The group also collaborates with other trade associations regarding industry and legislation changes, such as the Food Safety Modernization Act (FSMA).

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Participation with this group gives me in-depth understanding of rail opportunities across the national landscape of shippers. It also provides access to a collaborative network to develop optimal solutions and recommendations.

In 2020, I will be the Chairman of the Board for PRFBA.

Rounding out my qualifications, I am a U.S. Citizen, as well as an Army Veteran. I am not a full-time employee of the U.S. Government or a federally registered lobbyist.

Should I be selected to fill one of the open positions, I would be honored to start immediately.

Thank you for your consideration. If you have any questions, please do not hesitate to contact me.

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Sincerely,



Robert C. McRae

Senior Director, Transportation

PepsiCo Beverages, North America – South Division