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James Johnson

11536 Woodview Blvd
Parma Heights OH 44130
(440) 845-1573



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November 8, 2001

Vernon A. Williams
Secretary, Surface Transportation Board
Mercury Building
1925 K Street, N.W.
Washington, D.C. 20423-0001

RE: STB Ex Parte 586
Roster of Arbitrators

Dear Secretary Williams:

Please accept this letter, with attachments, as my request to be added to the Roster of Arbitrators emanating from the referenced proceeding.

I am an inaugural voting member of the Railroad-Shipper Transportation Advisory Council and have been actively involved in economic development in my home area. I believe that Chairman Morgan and the other members of the Board are reasonably well enough acquainted with me to render an informed decision on my qualifications.

Due to the continuing interruption of first class mail service to the Board, I have asked Keith O'Brien to sign and deliver this letter on my behalf to comply with the date specified in the order served September 20, 2001.

Sincerely,

Keith G. O'Brien
On behalf of
James Johnson

James Johnson
11536 Woodview Blvd.
Parma Heights, OH 44130-4311
Residence - (216) 845-1573

Empire Wholesale Lumber Company, Akron, OH

3/87 to Present

As **Traffic Manager** of this carload and truckload wholesale lumber distributor I manage annual movement of \$190 Million of forest products throughout North America. My responsibilities include:

- Contract negotiations (rail, motor & real estate), sidetrack agreements, rebates and rate contracts;
- Carrier selection for rail, barge, and motor carrier shipments throughout Canada and US;
- Reload inventory operations in AL, FL, GA, IL, IN, MI, OH, ON, PQ, TN, VA, and VT;
- Loss and damage claims, overcharge claims, real estate purchases, railroad abandonments & all U.S. Customs matters.
- Supervise Information Management functions, purchase computers, software and related equipment, maintenance contracts, training of computer users, manage activities of outside programmers, instituted and supervise EDI and UPC activities. AS/400 Security Officer.

Major accomplishments in this position have included:

- Developed xBASE outdoor barcode inventory system eliminating up to \$80,000 in annual inventory errors;
- Installed EDI reporting of handling and monitoring of inventory levels of over 200 products in outside storage, activity based printing of UPC barcode labels and bills of lading;
- Instituted and supervised UPC labeling program and EDI Trading Partner program using X-12 (version 2030 through 3050) standards;
- Project Manager for \$350,000 corporate computer upgrade - purchased IBM AS/400 9402 and application software to replace 1st generation proprietary software; spec'ed out hardware, negotiated software license and service agreements, all hardware prices, payment schedule and implementation schedule. Assisted CEO in purchase of replacement phone system for corporate office and supervised total voice and data re-wiring of corporate office.
- Installed and trained purchasing personnel in computer tracking of pricing trends to improve forecasting of market movements & timing of major speculative purchases.
- Negotiated rail freight contracts with US and Canadian railroads to significantly improve market penetration of sales staff;
- Successfully lead business community fight to resist Conrail service abandonment in Summit & Stark Counties, OH;
- Concentrated on negotiation of incremental improvements in distribution methods and costs; and development of computerized solutions to absorb the administrative load of 7 satellites without additional HQ administrative staff.

D&J Transfer Company, Sherburn, MN

12/85-12/86

As **Regional Marketing Manager** of this refrigerated common carrier specializing in frozen beef and compatible commodities, I had direct sales responsibility for all customers located in the eastern half of the United States. Additionally, I advised the owners on market trends, computerization, and general management. I started a Cleveland domicile for company equipment, hiring and supervising drivers.

RJW Enterprises (formerly Transco Systems, Inc.), Cleveland, OH

7/78-8/85

As **Vice President and General Traffic Manager** of *Wenham Transportation, Inc.*, Cleveland OH from 7/78 - 9/81, I supervised the rating, billing, tariff publication, costing and pricing activities. I personally represented the company in oral and modified proceedings before the ICC, DOT, and Public Utilities Commission of Ohio. Wenham provided van and flatbed service to the steel, automotive, construction, chemical, non-ferrous metal, cleaning and foodstuffs industries. Major accomplishments included:

- Pre-deregulation expansion of operating authority with service marketed by the first "grand opening sale" campaign used by an interstate motor common carrier;
- Conceived and implemented corporate reorganization, including the creation of Transco Systems as a holding company, started three non-union carrier affiliates (Bestway Systems, Dependable Transportation and Total Transportation), a broker and an administrative, maintenance and computer services company (North Coast Services);
- Negotiated exclusive routing on 17,000 Tons of Structural steel for the Sohio (BP) HQ Building and achieved *de minimis* out-of-court settlement of DOT criminal prosecution for safety violations which occurred prior to my employment.
- Offered presidency of Bestway Systems and presidency of brokerage.

RJW Enterprises (formerly Transco Systems, Inc.), Cleveland, OH CONTINUED...

As Vice President - Traffic, of Transco's subsidiary *North Coast Services, Inc.*, Cleveland, OH from 10/81 - 8/85, I was the chief operating officer of this administrative services company, providing equipment, computer and accounting services to affiliates and non-affiliates. Computer services included dispatch, rating, billing, accounts payable, accounts receivable, payroll, and general ledger. In addition to managing the daily operations and computer services, I personally provided transportation law, ICC, DOT and PUCO expertise to the affiliates. Major accomplishments included:

- Computer conversion from Univac 9030 to IBM System 38, including computerized dispatch, rating, billing, accounts receivable and payable, and payroll;
- Corporate reorganization resulting in 4 year growth from \$17MM to \$25MM.

Interstate Commerce Commission, Washington, DC (Cleveland District Office)

7/74 - 6/78

As District Supervisor overseeing the Cleveland Office, I had direct administrative responsibility for an eleven county area which included: 43 class one carriers - including Roadway, Coastal Tank Lines, the Eastern Division of Greyhound; the Trans-Alaskan Pipeline; and 243 class two and class three carriers. Conducted compliance surveys, and investigations of Elkins Act, Mail Fraud, various Civil and Criminal violations. As sole ICC representative negotiating with the Fraternal Association of Steel Haulers, I achieved peaceful settlement of unrest during 1976 oil embargo.

A. J. Weigand, Inc., Dover, OH

1969 - 1974

Started as Assistant Terminal Manager in Niles OH van and flat terminal supervising city drivers, road drivers, dock operations, rating and billing activity. After one year was promoted and transferred to corporate office in Dover OH.

As Traffic Manager of this liquid bulk tank carrier, I oversaw the rating and billing activity, pricing and tariff publication - including bureau and individual tariffs. I concurrently served as Steel Division Manager, overseeing a 30 truck flatbed division using teamster drivers on company equipment; and served as Warehouse Manager of a 50,000 sq. ft. Warehouse for drummed chemicals, bagged dry products and miscellaneous manufactured goods.

Pre- 1969 *Eazor Express Inc., J. V. McNicholas Transfer and Storage, Daniels Motor Freight and Allstate Freight*
Various positions as city dispatcher, rate clerk, part time billing clerk for LTL motor carriers.

EDUCATION

1963 - 1966

Youngstown University (now YSU), Youngstown OH

Major: chemistry

Minor: math

1974

Investigator Training School, Washington, D.C.

Interstate Commerce Commission

1987

Akron State University, Akron, OH

Certificate of Continuing Education in Advanced dBASE III programming.

Continuous self-education through seminars and reading in transportation law, negotiation technique, data processing, computer operations, EDI, general management issues, contract and real estate law.

MISCELLANEOUS

April 1996 appointed to one of 4 voting shipper positions on inaugural Railroad-Shipper Transportation Advisory Council of Surface Transportation Board. Served on Northeast Ohio Areawide Coordinating Agency's Fuel Emergency Planning Commission, and Akron Regional Development Board's Rail Shippers' Committee. Served as Chairman, Selective Service Commission Local Board 29 (Cuyahoga County, OH), member of Selective Service Local Board 28 (Cuyahoga County, OH). Served on Board of Trustees of Steel Carriers Tariff Association; member of Rate and Rules Committees of Eastern Central Motor Carriers Association, Central States Motor Freight Bureau, Middle Atlantic Conference, and Steel Carriers Tariff Association. Inactive (1978) Civil Service Career Appointment at GS-12 manager level. dBASE/FoxBASE/FoxPRO programmer. Proficient in Lotus 1-2-3 macro programming, Foxpro programming and writing software documentation. U.S.M.C. Viet Nam Veteran.