

George L. Stern

Transportation Consultant

Email: sterngeo@aol.com

255 East Brown Street, Suite 110

Birmingham, MI 48009-6207

Phone: 248-433-3403

Fax: 248-433-1014

**ENTERED
Office of the Secretary**

JAN - 2 2002

**Part of
Public Record**

October 19, 2001

Mr. Vernon Williams
Office of the Secretary
Surface Transportation Board
1925 K Street, N.W.
Washington, DC 20423-0001



Re: STB Ex Parte NO. 586

Dear Mr. Williams,

I hereby ask to be placed on the STB list of arbitrators available to arbitrate disputes pursuant to this decision. I was previously listed in 1997 and remain available.

I have attached a copy of my resume' which includes details of my experience of working with Class I carriers for more than 20 years, my experience as President of two short line railroads and my experience in traffic and logistics with Standard Oil (Ohio). For the last two years, I have worked for General Motors resolving service disputes arising from the dissolution of Conrail.

I have appeared as an expert witness before the STB on behalf of Central Power and Light Company, Chemical Lime Company, FMC Corporation, the State of Ohio, and the Canadian National Railroad. I have appeared as an expert witness in court cases representing the Chicago, South Shore & South Bend Railroad and the Tuscola and Saginaw Bay Railway.

Thank you,

Very truly yours,

George L. Stern

GEORGE L. STERN
1090 Westwood Drive
Birmingham, Michigan 48009
Office: (248) 433-3400 Home: (248) 258-1924

**BUSINESS
EXPERIENCE**

1997

NEW YORK & ATLANTIC RAILWAY
President and Chief Operating Officer

New York, New York

Directed short line railroad through start-up.

- Hired operating and marketing personnel, acquired equipment and opened an office.
- Developed and implemented operating and marketing plans and reporting systems.
- Profitable in first full month of operation.

1996-1997

TRANSPORTATION CONSULTANT

Birmingham, Michigan

- Performed survey of Intermodal container and trailer handling in a major metropolitan area:
 - Recommended construction of centralized terminal
 - Calculated benefits from estimated \$100 million construction cost.
 - Pinpointed target users.
- Appraised three potential acquisitions, performed due diligence on two more, and calculated the Net Liquidation Value on five others.
- Appeared as expert witness in railroad valuation.

1989-1996

CHICAGO & ILLINOIS MIDLAND RAILROAD
President and Chief Executive Officer

Springfield, Illinois

Transformed short line railroad from potential liquidation status to assured high margin, long term profitability.

- Increased stockholders equity by more than \$10 million.
- Improved net income from \$2.4 million loss to \$3.3 million after tax profit.
- Improved revenue by more than \$50% by developing new diversified sources, negotiating long term contracts, and creating unique high margin rail based unloading systems:
 - Developed Municipal Solid Waste transportation market. Won Golden Freight Car Award.
 - Purchased property, designed and build rail-to-water port for grain and grain products.
 - Converted power plant from conveyor belt to rail delivery under ten year contract .
 - Introduced multimodal lumber and potash terminals.
- Reduced employment by 60% thereby reducing the operating ratio to nearly 50%.

1987-1989

TRANSPORTATION CONSULTANT

Birmingham, Michigan

- Performed study which resulted in Great Lakes boat operator entering Powder River Basin coal market in the U.S., pursuing joint opportunities in Canada.
- Investigated and taught seminar on transportation impediments in sub Sahara Africa.

1981-1987	<u>GRAND TRUNK WESTERN RAILROAD</u> <i>Assistant Vice President, Operations</i>	Detroit, Michigan
	Responsible for more than 1,000 persons involved in operations support functions. • Cut field clerical support by 50% (450 persons) through computerization's and centralization. • Reduced freight car fleet 45% (7,000 cars), improved net rents by \$4 million. • Chaired interdepartmental committees that reduced track by 31%, closed 3 switch yards, consolidated operating divisions, established operation plans in case of customer or employee work stoppage, and established 10 year locomotive acquisition and maintenance strategy.	
1977-1981	<u>DETROIT, TOLEDO, AND Ironton RAILROAD</u> <i>Vice President - Operations</i>	Dearborn, Michigan
	Responsible for Transportation, Maintenance of Track and Equipment and Computer Services.	
1971-1976	<u>ILLINOIS CENTRAL GULF RAILROAD</u> <i>Assistant Vice President - Intermodal Automotive</i>	Chicago, Illinois
	• Introduced "Slingshot" service into competitive short haul motor carrier market incorporating breakthroughs in labor manning and work rules, inter-corporate pooling of services and operations. Won Golden Freight Car Award.	
1967-1971	<u>LITTON GREAT LAKES DIVISION , LITTON INDUSTRIES</u> <i>Director of Planning</i>	Cleveland, Ohio
	• Developed marketing program to capture significant portion of Lake Superior iron ore movement.	
1959-1965	<u>CHESAPEAKE & OHIO - BALITIMORE & OHIO RAILROADS</u> Various line and staff positions in Operating Department.	Baltimore, Maryland
EDUCATION	<u>Harvard Graduate School of Business Administration</u> Master of Business Administration, 1963. Century Club. <u>Columbia School of Engineering</u> Bachelor of Science in Civil Engineering, 1959. Tau Beta Pi. <u>Columbia College</u> Bachelor of Arts, 1958.	Boston, Massachusetts New York, New York New York, New York
LICENSES	Licensed Professional Engineer. American Society of Transportation and Logistics, Certified Member.	
AUTHOR & SPEAKER	Harvard Business Review Pan American Railway Congress; Transportation Research Forum. Frequent speaker at Professional Seminars, Universities and civic organizations	
PERSONAL	Married, 3 children, 5'10", 180 pounds, good health.	