

Course Title: Railroad Industry Panel

Abstract:

This session will start with a brief history of the railroad. Moving into discussion on governing agencies (FRA, ARR, STB) and how they influence our industry. We plan on discussing how the RR’s work together to serve the DoD as efficiently as possible. We will also be talking about the rail fleet & its uniqueness. We will be closing out with technology specific items that continue to help us to improve on safety & efficiencies.

There will be 4 Panel members all with a variety of rail expertise: BNSF, CSX, NS, UP will be represented. Our intent is to leave plenty of time for Q&A.

Organization: BNSF Railway

Website: BNSF – bnsf.com // CSX – csx.com // Norfolk Southern – nscorp.com // Union Pacific – up.com
Association of American Railroads – aar.org

Instructor(s):

Phil Schulz – BNSF – Manager Marketing, Industrial Products – Military Liaison

Philip was appointed to his current role as Military Liaison in the Industrial Products group in August 2018. Reporting to Theresa Lorinser, Director Marketing Industrial Products, Philip is responsible for price, markets, capacity, and program direction for all military Industrial Products activities at BNSF. Prior positions held within BNSF include Senior Manager, Passenger Operations, and Terminal Manager, Chicago Operations Command Center. Prior to joining BNSF Railway in 2011, he enjoyed a highly successful military career working extensively in Air Transport and Logistics.

Education

- Bachelor of Arts from University of Florida
- Master of Science, Operations Management, University of Arkansas
- Current on General Code of Operating Rules

Personal

Philip and his wife Maria live in Fort Worth, TX.

BNSF Railway is one of North America’s leading freight transportation companies operating on 32,000 route miles of track in 28 states and three Canadian provinces. BNSF is one of the top transporters of consumer goods, grain, industrial goods and low-sulfur coal that help feed, clothe, supply, and power American homes and businesses every day. BNSF and its employees have developed one of the most technologically advanced, and efficient railroads in the industry. And we are working continuously to improve the value of the safety, service, energy, and environmental benefits we provide to our customers and the communities we serve. You can learn more about BNSF at www.bnsf.com.



Eric Cunningham – CSX Transportation – Director Sales Metals, Military, Machinery, & Equipment

CSX Transportation is the principal operating company of CSX Corporation. CSX Corporation, based in Jacksonville, Florida, is one of the nation’s leading transportation companies, providing rail, intermodal and rail-to-truck transload services. CSX serves nearly two-thirds of the US population through a network spanning 23 Eastern states, the District of Columbia and two Canadian provinces.

Eric joined CSX in 1996 starting in service design and then customer service before moving over to sales. His sales experience at CSX has covered all commodities shipped on CSX. He has since held various leadership positions at CSX. He first contributed to creating and leading a new sales team focused on local train productivity and growth before moving over to lead the forest and paper sales team. In March of 2017, he assumed his current leadership responsibilities managing the metals, military, machinery, and equipment sales team.

Eric holds a Bachelors of Business Administration in Finance from Middle Tennessee State University in Murfreesboro, TN and a Masters in Business Administration from the University of Phoenix in Atlanta, GA. Eric and wife Deana have three children.



Don Jones – Norfolk Southern Railway – Short Line Development & Government Sales Manager

Don is a 38-year veteran of the transportation industry spending 21 years in the trucking industry prior to joining Norfolk Southern. He began his career in 1980 as a dispatcher for McLean Trucking Company. He held several positions of increasing responsibility in operations and marketing.

He has held various positions within marketing that include Account Manager, National Account Manager and Sr. Commercial Development Manager; he is responsible for managing the sales relationships with Norfolk Southern Short Lines in Georgia, Florida and South Carolina He is also responsible for the Department of Defense account at NS.

Don received his Bachelor's Degree in Business Administration from the University of Richmond in 1980 and his Master's Degree in Business Administration from Mercer University in 2001. He holds a certification in "Integrated Supply Chain Management" from the University of Tennessee and is a member of the 2007 class of Leadership Macon.

Norfolk Southern Corporation is one of the nation's premier transportation companies. Its Norfolk Southern Railway subsidiary operates approximately 21,300 route miles in 22 states, the District of Columbia, and Ontario Canada serving every major container port in the eastern United States and providing superior connections to western rail carriers. NS operates the most extensive intermodal network in the East and is North America's largest rail carrier of automotive parts and finished vehicles.

Lonnie Ortez – Union Pacific Railroad – Military & Government – Lead Marketing & Sales

Session POC: Phil Schulz, BNSF Railway, phil.schulz@bnsf.com, 817 727-0529 (cell)

NDTA Transportation Academy Coordinator: Irvin "Irv" Varkonyi, NDTA HQ
ivarkonyi@ndtahq.com // 703-863-9686 // Skype – Ivarkonyi // Fairfax, VA

DoD Transportation Academy Coordinator: Tim Ringdahl, USTRANSCOM
timothy.p.ringdahl.ctr@mail.mil // 618-220-4126 // Scott AFB, IL