

**Key Personnel – Gary V. Hunter**



# **Railroad Industries Incorporated**

*Full Service Transportation Consulting*

**Gary V. Hunter**

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## **Experience**

*Railroad Industries Incorporated*

Chairman and Chief Executive Officer - Reno, Nevada	1997-Present
Chairman and Chief Executive Officer - Hot Springs, Arkansas	1993-1997
President - Reno, Nevada	1983-1993

Mr. Hunter put his rail hands-on experience into his own consulting firm to provide expertise to rail shippers, railroads, public transportation and economic development agencies, private investors and other transportation service companies across the country. Work has included branch line analysis, equipment utilization and analysis, development of operating plans, market development, transportation costing, intermodal analysis, merger studies, developing short line railroads, and financial analysis. Mr. Hunter serves as the Chairman and CEO of the firm, managing all major business decisions, in addition to serving as Project Manager for most projects. He ensures quality control and provides most input for contract negotiations between Class I's, shippers and short line railroads, alternative operations scenarios and traffic development strategies. Projects of note include Expert witness services for injury, rate, equipment, operations, right of way, STB and contract issues; Project Management for Utah Coal Rail Line development; 100's of NLV and GCV evaluations for short line, regional and branch line railroads; yard and terminal operations analysis for 12 BNSF Railways' terminals nationwide; Contract switching, operations and economics analysis for shippers nationwide, including Procter and Gamble, Cargill Grain, AK Steel, Palladon Iron, Sierra Pacific Power, Martin Marietta Materials and Bayer Materials; and rail abandonment and acquisition projects in Maine, California, Louisiana, Oregon and Utah to protect rail service for future economic development.

<i>Arkansas Midland Railroad, General Manager</i> Jones Mill, Arkansas	1993-1994
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Mr. Hunter was responsible for the overall operations of a \$5 million short line railroad which includes 131 miles of track, 37 employees, and 21,000 annual carloads. The maintenance of way, maintenance of equipment, operations, marketing and agency departments all reported to Mr. Hunter. In addition, Mr. Hunter was responsible for all purchasing activities and real estate transactions for the company.

<i>Transportation Marketing Services, Inc., Consultant</i> Pleasant Hill, California	1987-1989
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Mr. Hunter was responsible for achieving revenue and profit objectives of the firm as directed by the President. His duties included market development, strategic planning, equipment analysis, physical distribution analysis, branch line acquisition analysis, competitive analysis, market research, contract rate negotiations, sales development, operations analysis, and development of business plans. He prepared testimony, traffic and revenue projections diversion estimates, and traffic flow analyses for the Anschutz Corporation and Rio Grande Industries in their acquisition of the Southern Pacific Transportation Company. Clients included the government, shippers, transportation companies, and port authorities.

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<i>Southern Pacific Transportation Company</i> , San Francisco, California	1981-1987
Marketing Services Department	1986-1987
Intermodal Department	1985-1986
Market Planning Department	1981-1985

In the Marketing Services Dept., Mr. Hunter was responsible for achieving revenue and profit objectives for the corporation as directed by the Assistant Vice President - Marketing Services. His duties included developing agreements with other railroads, developing a network of short-haul TOFC trains, and evaluating the competitive environment and implications for the corporation. He was involved with branch line sales and agreements, working with both investors and financiers to develop short line railroads. He handled SPTCo's application for trackage rights in the Union Pacific-Missouri-Kansas-Texas Railroad merger including a traffic flow analysis, diversion estimates, and revenue projections.

In the Intermodal Dept., Mr. Hunter was responsible for special studies on all aspects of domestic and international TOFC and container traffic as directed by Assistant Vice President - Intermodal. His duties included contract development and negotiations, developing and analyzing costs, developing and analyzing various markets, and pricing, representing approximately \$500 million in annual revenue.

In the Market Planning Dept., Mr. Hunter was responsible for the market development and pricing of the aggregate and cement commodities representing approximately \$80 million in annual review. He was originally hired as Assistant Manager, Market Development - Bulk Services (May 1981-July 1982), and promoted to Product Manager, Marketing & Sales - Aggregates and Cement (July 1982-1985). His duties included forecasting and analyzing of product market with objective of expanding SPTCo's market share, reducing operating costs, and increasing profit margin. Additional responsibilities included negotiation of contracts with customers, developing and analyzing costs, and commercial decisions involving equipment allocation and acquisition. In response to the Staggers (4R) Act, directed marketing efforts in aggregates/ cement from traditional single car rate to unit train contracts generating a 20% increase in SPTCo's share in the western railroad market. Over a three-year period, this represented a net contribution turnaround from an \$8 million loss to a \$5 million profit.

<i>Western Pacific Railroad</i> , Transportation Department San Francisco and Bay Area	1976-1981
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Mr. Hunter's responsibilities included both staff and direct line supervision of railroad operations. Staff position reported to Director-Operating Administration. Responsibilities included projecting and monitoring of annual system operating budget of \$70 million; in-depth analysis of operating expenses; working with line managers to determine and coordinate individual terminal and district costs with overall system forecast; presentation of budget variances to Vice President-Operations; and providing guidelines and requirements for the programming of departmental reports. This line position reported to Division Superintendent. Mr. Hunter was responsible for directing rail operations in the district between Oakland and Stockton - the fastest growing region on the railroad, which generated \$15 million in gross revenue with an operating budget of \$2.2 million. The territory comprised a variety of rail operations; main and branch line, industry and road switching, interchange, and joint facilities. Mr. Hunter coordinated schedules, assignments, and train performance to customer requirements with other departments of the railroad (i.e. Sales, Car Distribution, Train Operations/Dispatching, Roadway, and Mechanical). He also supervised train and engine operating employees within the district in addition to 20 station employees.

### **Education**

<i>Master of Business Administration</i> , San Francisco State University	1976-1979
Selected as Master of Business Administration "Alumnus of the Year"	1980
<i>Bachelor of Art, Business Administration</i> , San Francisco State University	1972-1976
Majors: Business, Transportation, and Real Estate	

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### **Awards**

Selected to receive Strathmore's Who's Who for 2001-2005; This award recognizes individuals who have demonstrated leadership and achievement in their occupation, industry or profession.

Selected to receive the 1998-1999 Who's Who in Executives and Professionals; This award recognizes outstanding professionals.

Selected by Citation's to receive the award of Who's Who Among Rising Young Americans for 1992 and 1993. This award recognizes achievements in American Society and Business.

Selected by American Biographical Institute to receive the award of 2,000 Notable American Men for 1992 and 1993; this award recognizes past achievements and outstanding service to community, state and nation.

### **Other Activities**

<i>Presentation</i> , Gerson Lehrman Group on "Rail Industry Updates"	2010
<i>Speaker and Presenter</i> , Truckee Meadows Community College TMCC Logistics Class Presentation on "Rail Industry Highlights"	2010
<i>Presentation</i> , Gerson Lehrman Group on "Rail Industry Overview"	2007
<i>Speaker and Presenter</i> , American Short Line Railroad Association	2008 Annual Conference
<i>Speaker and Presenter</i> , Transload Distribution Association	2007 Annual Conference
<i>Speaker and Presenter</i> , North American Rail Shippers	2005 SWARS Meeting
<i>Financial Advisor</i> , Ansonia, LLC	2004-Present
<i>Member, Board of Directors</i> , Sierra Northern Railway	2004-2011
<i>Presenter</i> , Operation Lifesaver	2003-2009
<i>Trustee</i> , Philip E. Kalthoff Estate	2000-2004
<i>Member, Board of Directors, and Treasurer</i> , Meadowridge Homeowner's Association	2002-2010
<i>Chairman of the Board and Chief Operating Officer</i> , Reno Pacific Rail Corporation	1998-2011
<i>Instructor</i> , San Francisco State University "California Railroads" seminar in rail transportation developments, past, present, and future	1983-1993
<i>Lecturer</i> , San Francisco State University "Private Carrier Management" seminar in transportation management "Traffic Management" seminar in traffic management "Physical Distribution and Logistics" seminar in physical distribution	1985-1992
<i>Career Mentor</i> , San Francisco State University Work with students in career and education development.	1984-1992
<i>Teaching Assistant</i> , San Francisco State University "Railroad Excursions" Assisted professor in conducting tours and leading discussions	1974-1979

Guest speaker at San Francisco State University, local groups, and associations; currently pursuing research on railroad management, equipment, innovations, history, future projections, transportation policies, and United States laws; Involved with business, management, and transportation consulting