

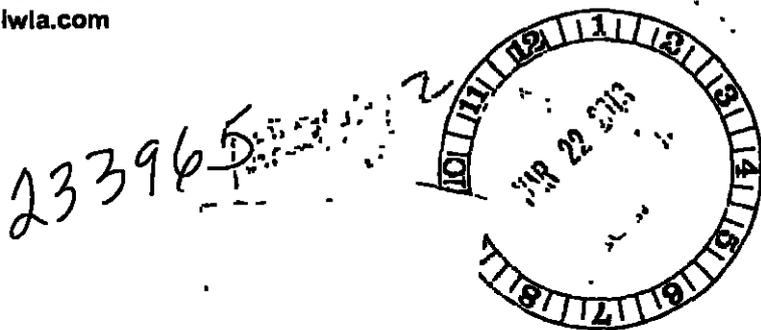


## International Warehouse Logistics Association

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March 21, 2013

Surface Transportation Board  
Attn: Docket No. EP 526 (Sub-No 4)  
395 E Street, SW  
Washington, DC 20423-0001



Re: Nomination of Mr. W. Paul Delp, Surface Transportation Board, RSTAC small shipper vacancy

On behalf of the International Warehouse Logistics Association (IWLA), our organization respectfully nominates W Paul Delp to fill the small shipper vacancy on the Railroad-Shipper Transportation Advisory Council (RSTAC). Mr. Delp is willing to serve as a member of RSTAC for a three-year term.

Mr. Delp is president of Lansdale Warehouse, a family-owned, asset-based logistics company, located in the suburbs north of Philadelphia. Lansdale Warehouse is a third-party logistics provider for a variety of regional, national and international clients representing diverse industries requiring storage and special value-added services.

Lansdale Warehouse's current rail volume is 1,500 cars per year – a decline from a high of approximately 2,500 cars per year in 2007. Products shipped to Lansdale Warehouse include paper rolls, dimensional and panel lumber products, food and beverage products, and transloading of metals and liquid fertilizers. CSX is the delivering carrier to Lansdale Warehouse locations and Lansdale is part of CSX's Premier Provider Program

As a warehouse-based third-party logistics provider, Mr. Delp would bring the perspective of a small rail shipper to the RSTAC. *Product that moves in and out of a third-party warehouse depends on an integrated freight delivery system* The warehouse-based third-party logistics industry depends on rail as one mode for goods movement. The industry is fully integrated into the national rail system, heavily reliant on both intermodal and box car modes.

Mr. Delp enjoys extensive knowledge of rail operations, infrastructure and tariffs, both pre-Staggers Act and since creation of the Surface Transportation Board. He has been engaged with the Board on many rail issues over the last several years. His experience and knowledge will provide invaluable insight to RSTAC

Mr. Delp is a graduate of Penn State University's Business Logistics Department. After serving four years in the U.S. Air Force, he joined the family's public warehousing business and became its president in 1981. Since then, the company has grown from one 90,000-square-foot facility to six warehouses totaling more than 500,000 square feet. In addition to being a member of the IWLA, Mr. Delp is a member of the Council of Supply Chain Management Professionals (CSCMP), Warehousing Education Research Council (WERC), Pennsylvania Motor Truck Association (PMTA), and is a corporate sponsor of Penn State's Center for Supply Chain Research.

Thank you for your consideration of this nomination.

Sincerely,

Joel D. Anderson  
President and CEO

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