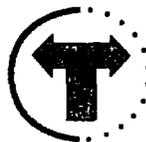


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THE TERMINAL CORPORATION

Surface Transportation Board
Attn: Docket No. EP 526 (Sub-No. 3)
395 E Street, SW
Washington, DC 20423-0001

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November 22, 2011

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

To Whom It May Concern:

I am writing in support of the nomination of W. Paul Delp to fill the small shipper vacancy on the Railroad-Shipper Transportation Advisory Council (RSTAC). I have known and worked with Paul Delp for many years and can assure you of his being well qualified to participate in this effort

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.

Thank you for your consideration of this nomination.

Sincerely,

Sincerely,

John T. Menzies
Chairman, The Terminal Corporation