



HESS CORPORATION  
1501 McKinney Street  
Houston, TX 77010

ALFRED D'AMBROSIO

Senior Manager  
Global Commercial  
(713) 496-6028

January 8, 2013

233676

ENTERED

Office of Proceedings

January 15, 2013

Part of

Public Record

Surface Transportation Board  
Attn: Docket No. EP 670 (Sub-No. 2)  
395 E Street, SW  
Washington, DC 20423-0001

Dear Mr. Zimmerman,

1. In support of our 27 December nomination of Mr. Lee Johnson, please accept the attached resume as supplemental information. Mr. Johnson will represent Hess Corporations' views and has the full support and backing of Hess Corporation in this endeavor. We believe his experience and capabilities make him ideally informed and equipped to represent our company's perspectives, learnings, and advice on our and our industry's growing reliance on rail supply-chain logistics.
2. Please do not hesitate to contact myself for additional information.
3. The candidate is willing to serve as a member of the RETAC.
4. The candidate is not a federally registered lobbyist.

Sincerely,

Alfred D' Ambrosio  
Senior Manager - Commercial  
Hess Corporation

**Lee K Johnson  
LKJ Consulting**

**1. Crude oil rail car design**

- a. Identified opportunity to design safer, more productive, and higher capacity crude rail cars for high mileage unit trains, ultimately resulting in Hess purchasing the first Petition P-1577 tank cars and leading the industry to produce similar cars.
- b. Actively represented Hess, which led the shipper involvement on the FRA's T87.6 Task Force, studying safety and operational enhancements for unit train tank cars in crude oil and ethanol service, and confirming the Petition P-1577 tank car as state-of-the-art.
- c. Serve as the Hess representative to the American Petroleum Institute's Rail Transportation Committee, working closely with the FRA, AAR and other trade associations to improve the safety and efficiency of rail transportation.
- d. Worked to influence tank car manufacturers, shippers and lessors to adopt the high mileage, unit train specific nature of the Hess fleet. The Hess fleet has become the standard to which all new crude oil tank cars are being manufactured.
- e. Acquired by lease a fleet of 560 Petition P-1577 compliant tank cars for crude oil unit train service associated with the new Fryburg terminal.
- f. Advised a Canadian oil company in the acquisition of a large coiled and insulated tank car fleet for heavy Alberta crude oil transport.

**2. Crude oil rail logistics** – Designed and advised in the implementation of supply chains for the Hess Tioga terminal and the Great Northern Gathering and Marketing terminal at Fryburg to multiple destinations on the east, gulf and western US coasts. This has included selection of terminal operators, rail fleet acquisition and management, commercial and operational arrangements with the rail carriers, and offtake terminal design and selection of service providers at destination. This has been a comprehensive effort from origin to destination storage tankage.

**3. Crude oil terminal design and construction** – Advised on several crude oil terminal projects:

- a. Worked with Hess and its engineers and contractors on the design, construction, operations planning and start-up of Hess' Tioga terminal. This included the addition of features such as weigh-in-motion scales to prevent overloads, scanning capability to match each unique car's capacity to its loading station, and on site tank car maintenance capability to assure proactive maintenance management.
- b. Worked site selection, design criteria, engineer and contractor selection, construction management oversight and direction, fleet acquisition, operator selection, and start-up planning for the new crude oil loading terminal at Fryburg, ND.
- c. Provided performance criteria that led to development of the highest capacity, most productive crude oil unloading terminal located at St. James, LA
- d. Presently advising Hess on the proposed development of a new East Coast crude oil unloading terminal.

**4. Longstanding work with Hess** – Multi-year (ongoing) partnership with Hess on the development of the Tioga facilities for both crude oil and NGL's, fleet design and acquisition, unloading capability, domestic and international crude oil unit train rail feasibility studies, regulatory and compliance issues, and project development in Ohio and East Coast. I also help Hess develop internal core competencies in rail logistics to support Hess' strong commitment to the rail mode.