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To:

Gabriel Meyer

Attorney Advisor – Office of Rail Customer and Public Assistance

Surface Transportation Board

202-245-0150

Re: EP 526 (Sub-No. 21) – RSTAC Vacancy Candidate

Mr. Meyer,

My name is Phillip Hoskins. I am Vice President of Business Development with Savage, an integrated multimodal supply chain and material management company based in Midvale, Utah. Savage was formed in 1946 and has grown its operational footprint to include [34] states within the United States, [6] Canadian provinces, [4] states in Mexico and rail operations in Saudi Arabia.

Background:

I started my railroad career as a conductor at BNSF in 1996. Soon after joining, I became a locomotive engineer and then proceed to move through several operational positions including Assistant Trainmaster, Trainmaster, and Division Trainmaster. I was also a Terminal Manager in Haslet, Texas, overseeing both merchandise and intermodal operations.

In 2006, I transitioned from operations into marketing and sales with BNSF in Ft. Worth, Texas. I was responsible for pricing heavy and dimensional shipments for companies like Caterpillar, John Deere, CHS, General Electric and several others. My last role at BNSF was Director of Business Development, helping BNSF grow its crude-by-rail (CBR) franchise throughout the U.S. and Canada.

In 2012, I was recruited by Savage in a Business Development (BD) capacity to support Savage's growing CBR program. In addition to developing CBR for Savage, I worked on several other development projects including the development of terminals and transload facilities in North America, Argentina and the Dominican Republic. In 2018, I was promoted to Senior Director, Business Development, where I continued to work on developing large-scale, rail-centric projects throughout North America.

In 2023, I was promoted to Vice President of Business Development for Savage, where I now lead our Terminal and Transload Business Development team.

With regard to my short line experience, I currently lead BD efforts for the Savage Bingham and Garfield (SBG) Railroad, a Class III short line based in Midvale, Utah. This is a 25-mile short line that serves numerous customers, including companies like FritoLay, Northrop Grumman, Builders FirstSource and others.

In 2019, I started BD efforts for the Savage Tooele Railroad (STR), a Class III short line that received STB approval on its Petition for Construction and Operations Exemption (FD 36616) on April 1, 2024. STR will start construction of its 11-mile short line in Q3 2024, with the start date for operations anticipated to be in Q2 2025. This short line is being built to serve tenants of a developing logistics park, Lakeview Business Park, in Grantsville, Utah, providing a rail alternative to long-haul trucking that will add economic and environmental value for Utah businesses and communities.

Committees:

I currently serve as a committee member on the American Petroleum Institute's (API) Railcar Committee, a subcommittee to the API Midstream Committee. I was the committee chair from 2019 to 2023, staying on for a second 2-year term through the COVID pandemic.

I have also been a board member for National Freight Transportation Association (NFTA), a forum that brings transportation executives together from Class I railroads, shippers, suppliers and railcar leasing companies to "...discuss developments affecting the quality of transportation services, methods of enhancing transportation service, and government activity affecting the transportation industry and its customers." In 2024, I was elected to be General Chairperson and in 2025 will begin serving as President of NFTA.

Why Savage:

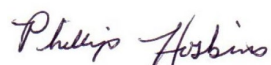
Savage is uniquely positioned among its peers as the only Class III short line operator that is also a major shipper for both agricultural products as well as hydrocarbons. Savage is the largest land-based shipper of grain products to Mexico and recently acquired a LPG trading business, making it one of the largest providers of butane in the U.S.

Savage is also one of the foremost design, build, own, operate and maintain (DBOOM) companies in the U.S. Savage has partnered with companies like Gulf Coast Growth Ventures (a joint venture of ExxonMobil and SABIC) to provide DBOOM services for a world-class petrochemical complex in San Patricio County, Texas; operating a 1,500+ railcar yard where our team provides railcar storage and cleaning, and railcar loading of polyethylene. Savage is also building a world-class, rail-served soybean crush facility in Cherryvale, Kansas. When completed, this will be one of the largest soybean crush facilities in the Midwest and will supply both soybean meal for animal feed and soybean oil to the renewable fuels market.

Conclusion:

Given all of my experience with BNSF, Savage, and the service and leadership I have provided to API and NFTA, I believe that I am uniquely qualified for this position on RSTAC and would welcome the opportunity to continue to serve the rail community through this role.

Sincerely,



Phillip Hoskins

Vice President, Business Development

Savage