



Soy Transportation Coalition

Railroad Movement of Soybeans and Soy Products

Analysis prepared and compiled by G.W. Fauth & Associates, Inc.

G. W. Fauth & Associates, Inc. (GWF) has been engaged in the transportation consulting business for over 50 years. GWF has been involved in a wide variety of projects, litigations, arbitrations, regulatory proceedings, and legislative debates – primarily associated with or related to the U.S. freight railroad industry.

Gerald W. Fauth III, President of GWF, has over 30 years experience the private sector and in the federal government working on economic, regulatory, public policy and legislative issues impacting the transportation industry with a primary focus on the North American freight railroad industry.

As a consultant, he has assisted a wide variety of clients, including major corporations, trade associations, railroads, and other groups with: projects, litigations, negotiations, arbitrations, regulatory proceedings, and legislative debates involving all modes of transportation. He has submitted expert testimony in numerous proceedings before the STB, Interstate Commerce Commission (ICC), courts, state regulatory agencies, and arbitration panels, which has helped resolve complicated economic and regulatory issues and helped shape public policy and regulation.

One of Mr. Fauth's primary areas of expertise involves the economic evaluation of railroad freight rates and the determination of railroad rate reasonableness. For example, he recently submitted testimony for a large group of over 35 stakeholders in STB Ex Parte No. 646 (Sub-No. 1), Simplified Standards for Rail Rate Cases, which was a major regulatory proceeding before the STB involving new economic procedures and eligibility standards for the establishment of maximum reasonable railroad freight rates. He has extensive hands-on experience working with the STB's Waybill Sample and Uniform Railroad Costing System or URCS which are utilized in determining rate reasonableness. A complete listing of his testimony is available upon request.

Mr. Fauth spent 3½ years with the STB and was directly involved in several large proceedings and rulemakings which involved all matters of STB jurisdiction and had an impact on the railroad industry and the National economy. He served as Chief of Staff to one of the three politically appointed STB Board Members. He reviewed, analyzed and made recommendations on over 600 written formal decisions that were decided by the entire Board, such as Ex Parte No. 582 (Sub-No. 1), Major Rail Consolidation Procedures, which involved a major revision of the STB's railroad merger rules. A complete listing of these STB decisions is available upon request.

Mr. Fauth is extremely familiar with the long history associated with the existing federal laws, public policies and regulations impacting the transportation industry. His legislative experience includes work on major legislative efforts impacting the transportation industry, such as the Staggers Rail Act of 1980 and the ICC Termination Act of 1995. He was actively involved in monitoring, tracking and analyzing proposed legislation and regulation impacting the transportation industry. His experience includes working directly with Members of Congress, Congressional and Committee staff, Federal, State and Local government officials, and key stakeholders as a consultant and Federal Government official on appropriation, authorization, and legislative reform issues.

Mr. Fauth is a 1978 graduate of Hampden-Sydney College, Hampden-Sydney, Virginia. His major areas of study were history and government. His senior paper in college dealt with the History of Railroad Deregulation. His professional memberships include the Association for Transportation Law, Logistics and Policy and the Transportation Research Forum.