

# ***Company Profile and Service Offerings***





Three Riverway, Ste 1000  
Houston, Texas 77056  
(713) 655-1845 – Main Number  
(713) 655-1865 – Facsimile  
[www.lodestarlogistics.com](http://www.lodestarlogistics.com)

## PRINCIPALS

- ◆ **Bradley N. Howell**
  - Chairman and Chief Executive Officer  
(713) 655-1860 – Direct Line / [bhowell@lodestarlogistics.com](mailto:bhowell@lodestarlogistics.com)  
*Formerly President, Howell Transportation Services*
- ◆ **Jerry P. James**
  - Vice President, Commercial  
(713) 655-1887 – Direct Line / [jjames@lodestarlogistics.com](mailto:jjames@lodestarlogistics.com)  
*Formerly Director Global Logistics, Lyondell Chemical Company*
- ◆ **Charles P. Halvorson**
  - Director, Strategic Initiatives  
(713) 655-1846 – Direct Line / [chalvorson@lodestarlogistics.com](mailto:chalvorson@lodestarlogistics.com)  
*Formerly Director, CITGO International Latin America*
- ◆ **Chiquida Baker-Williams**
  - Manager, Rail Shipment Operations  
(713) 655-1872 – Direct Line / [cwilliams@lodestarlogistics.com](mailto:cwilliams@lodestarlogistics.com)  
*Ten Years Experience in rail operations with Lodestar and Union Pacific Railroad*

## CONSULTANTS

- ◆ **William J. Steele**  
*Formerly Director, Chemical Logistics, Union Pacific Railroad*
- ◆ **Richard J. Lampe**  
*Formerly Manager Terminal Operations, Union Pacific Railroad*



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## **ANTECEDENTS and EXPERIENCE**

- ◆ **Howell Corporation (1955 to 2002)**
  - Refining and Marketing
  - Petrochemical and Toll Processing Operations
  - Crude Oil Exploration and Production
  - Pipeline and Terminating Operations
  - 40 years experience in rail fleet management and operations
  
- ◆ **Howell Transportation, a unit of Howell Corporation**
  - Crude Oil Gathering
  - Bulk Motor Carrier and Logistics Services
  - 45 years in hazardous materials motor carrier operations with an exemplary safety record
  
- ◆ **Lodestar Logistics Corporation (1996 to present)**
  - Privately Held
  - Each principal and consultant has over 20 years of supply chain management experience.

**ADVISORY BOARD OF DIRECTORS**

- ◆ **C. Tom Clowe**
  - Chairman, Texas Lottery Commission
  - Former Chairman & CEO, Central Freight Lines, Inc.
  - Former President & CEO, Missouri Gas Energy
  
- ◆ **Ronald E. Hall**
  - Former President & CEO, CITGO Petroleum
  - Former Chairman, Howell Corporation
  - Former senior executive, Gulf Oil and Shell Chemical
  
- ◆ **James E. Martin**
  - Former President & COO, Illinois Central Railroad
  - Former President, Belt Railway of Chicago
  - Former SVP – Operations, Union Pacific Railroad
  
- ◆ **Thomas M. Wright, CPA**
  - Principal, Margolis Phipps & Wright P.C.
  - Former Partner, Deloitte & Touche



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## **PRODUCT SERVICE OFFERINGS - GENERAL**

- ◆ Logistics Industrial Services
- ◆ Railcar Fleet Management
- ◆ Rail Shipment Management
- ◆ Rail and Motor Carrier Logistics Management
- ◆ Logistics Service Center Development and Management
- ◆ Consulting

## **LOGISTICS INDUSTRIAL SERVICES**

### **Plant Railcar Switching:**

- i. FRA-certified crews
- ii. Locomotives maintained to FRA standards
- iii. Full AAR mechanical inspection
- iv. Documented operating practices
- v. Notable reliability and safety metrics

### **Plant Railcar Cleaning and Loading:**

- i. Cleaning operations and maintenance
- ii. Lining inspection and compartment preparation
- iii. Loading with both automated and manual systems
- iv. Quality assurance, sampling and seal application
- v. Loading equipment maintenance
- vi. Warehouse and inventory management of related parts and supplies
- vii. Best practices development and implementation

### **Plant Railcar Yard Management:**

- i. Railcar inventory management and reporting
- ii. Switch list preparation
- iii. Railcar weighing and reporting
- iv. Effective interface with the serving rail carriers
- v. Track inspection

## **RAILCAR FLEET MANAGEMENT**

### **Railcar Fleet Utilization Analysis and Optimization:**

- i. Determine the appropriate railcar product assignments
  - a. AAR car type determination
  - b. Product compatibility analysis
- ii. Determine the optimum railcar pool sizing
  - a. Trip cycle analysis
  - b. Railcar demand determination
- iii. Perform summary level fleet sizing analysis
  - a. Intra-facility railcar pooling opportunities
  - b. Geographic repositioning opportunities

### **Maintenance Management:**

- i. Monitor regulatory compliance developments, requirements and application to the railcar fleet
- ii. Define the required operational and commercial parameters for the implementation of railcar maintenance programs
- iii. Develop and maintain a forward-looking plan for railcars requiring scheduled maintenance
- iv. Develop, acquire and maintain a repair facility network
- v. Develop, acquire and maintain a mobile cleaning and repair capability
- vi. Conduct pre and post payment audit of maintenance and repair invoices

## **RAILCAR FLEET MANAGEMENT CONTINUED**

### **Railcar Fleet Commercial Management:**

- i. Maintain a railcar lease expiration profile
- ii. Develop and deploy the analytical methodologies to guide lease and contract evaluations
- iii. Develop and deploy a private railcar accounting protocol, including processing claims for under-allowed revenue and reporting state ad valorem taxes.

### **Performance Reporting:**

- i. Provide daily reports on railcar fleet status
- ii. Provide ad hoc reporting and analysis
- iii. Provide monthly analysis and reporting of railcar fleet performance measurements

## **RAIL SHIPMENT MANAGEMENT**

### **Full Cycle Rail Shipment Monitoring:**

- i. Proactive tracking and tracing with emphasis on service to the ultimate customers and/or receivers
- ii. Expedite railcar movements of critical shipments
- iii. Re-route and divert railcars at the direction of shipper
- iv. Provide detailed follow through to insure performance
- v. Forecast inbound empty railcar supply
- vi. Monitor outbound loaded railcars for shipment transit time exceptions
- vii. Provide notification of jeopardized shipments and the corrective action being executed
- viii. Provide surveillance of available data sources to detect and correct inaccurate information

### **Daily Performance Reporting:**

- i. Generate daily reports and analysis to meet specific client requirements
- ii. Provide ad hoc reporting to managers, shipping points and sales administrators
- iii. Provide monthly analysis of carrier performance

### **Periodic Performance Review:**

- i. Develop and generate rail shipment management performance metrics
- ii. Coordinate and schedule periodic reviews to meet the specific requirements of the client
- iii. Provide follow up on action plans generated at prior performance reviews

## **RAIL AND MOTOR CARRIER LOGISTICS MANAGEMENT**

### **Rail / Motor Carrier Freight Rates:**

- i. Review existing contracts and tariffs to determine relative benchmarks and savings potential
- ii. Receive new freight rate requests from client, manage the carrier interface, negotiate rates and communicate results

### **Rail Shipment Routing Optimization:**

- i. Review existing origin / destination lanes to determine carrier performance and the service impact upon the customers of the client
- ii. Recommend route changes to improve railcar fleet utilization and the loaded and empty shipment transit time performance



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## **LOGISTICS SERVICE CENTER DEVELOPMENT AND MANAGEMENT**

- i. Requirements Analysis
- ii. Business process definition
- iii. Real estate due diligence and acquisition
- iv. Design engineering
- v. Financing
- vi. Construction management
- vii. Rail carrier integration and joint operating protocols
- viii. Facility operating procedures



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## **LOGISTICS CONSULTING**

- i. Shipper Sourcing Strategies
- ii. Carrier Market Analysis and Development
- iii. Logistics Business Process Development
- iv. Logistics Operations Analysis
- v. Investment Due Diligence
- vi. Market Research Studies
- vii. Funding Strategies
- viii. Economic Impact Analysis
- ix. Program Management

## **MANAGEMENT CONSULTING**

- i. Strategic Planning
- ii. Acquisition and Divestiture Due Diligence
- iii. Marketing Analysis and Development Strategies
- iv. Project and Initiative Economic Analysis

## **SUPPLY CHAIN CONSULTING**

- i. Supply Chain Strategy
- ii. Supply Chain Management Business Process Definition
- iii. Supplier Marketing Analysis and Development Strategies
- iv. Procurement Sourcing Strategies
- v. Distribution Facility Planning and Operations