Wisconsin Central Group
An ad hoc Rail Freight Stakeholders Coalition
www.centralcorridors.com/wcg/

Lake States Shippers Association
A Classic Co-op Shippers Association
www.centralcorridors.com/lssa/

John Duncan Varda, Counsel
DeWitt LLP
2 E. Mifflin Street, Suite 600
Madison, WI 53703
608-212-1103
jdvarda@dewittross.com

January 18, 2019

Questions on Data Co-op Project Aggregated Data Uses and Expansion
Northwoods Rail Transit Commission / LSSA Data Co-op Committee
Great Lakes Timber Professionals Assoc., Rhinelander 1/18/2019

1. For logs, for selected line segments (*e.g.*, Rhinelander-Goodman, L'Anse Baraga), can the model disclose the aggregated rail and truck volumes for which the selected segment (assumed to be in-service) is the more direct, practicable rail route from origin to destination?

2. For the aggregated rail and truck volumes, identified in No. 1, the average revenue paid by selected mileage blocks (*e.g.*, 60, 100, 150, over 150 miles, and total)? By calendar quarter?

3. For non-log freight, can the model disclose the aggregated rail and truck volumes, respectively, for which the more direct, practicable rail route from origin to destination (undisclosed) would be via the Stevens Point and Green Bay area rail gateways? By commodity (if volumes are sufficient to be consistent with confidentiality)? For the participating shippers in aggregate, is this a reasonable approximation of rail and truck market share? Participating shippers, individually?

4. For the aggregated rail and truck volumes, identified in No. 3, the average revenue paid by selected mileage blocks (*e.g.*, 250, 350, 500, over 500 miles, and total)? By calendar quarter?

5. Roughly estimate the percentages of the Project cost that would be required to: Add an additional average volume log shipper? Non-log shipper? An additional year of data for each and for all participants?

6. Capable of providing examples of aggregated freight lanes (LSSA-DCC's original purpose of the Project) that might be identified to the shipper participants and/or offered to the railroads for consideration of service and pricing incentives? What kind of criteria might be applied: Total volume? Monthly, weekly, daily volume? Balance? Rail equipment type?

7. Subject to signing a modified Additional Party Supplement to the MI Tech / LSSA Confidentiality Agreement (likely subject to specific permission from shipper participants), is the Project capable of sharing the complete data (i.e. O/D pair, effectively un-aggregated data) with participating railroads? Roughly estimate the percentage of the Project cost that would be required to provide this service?

8. Using a load posting front end for capturing live data, might the MI Tech Data Co-op model have some utility for the process of offering aggregated freight data to the railroads for consideration of service and pricing incentives? Un-aggregated data with shipper permission?

9. Other?