

Jerome Johnson - Railroad Industries Incorporated

Experience

Railroad Industries Incorporated, Strategic Planning and Acquisitions Associate 2009-Present
Reno, NV

Mr. Johnson joined RII's consultant team in 2009 after his retirement from BNSF Railway. In addition to running his own consulting practice, Mr. Johnson adds to the RII team specialized expertise in railroad acquisitions, evaluation, operations analysis and developing strategic alliances for increasing traffic, integrating service, coordinating third party contractors and overall project management.

BNSF Railway, Assistant Vice President, Network Development 1996-2009
Fort Worth, TX

Mr. Johnson recently retired as at BNSF Railway in Fort Worth, TX. His primary duties at BNSF included the planning and execution of rail line sales, leases and acquisitions. He and his staff bought, leased or sold for BNSF over 60 active railroad properties, their associated track and infrastructure assets and rail traffic portfolios. Collectively, these deals have covered over 6,000 route miles, approximately 20% of BNSF's rail carload traffic base and have ranged from under \$1 million to over \$30 million. In addition, he has structured and managed numerous corridor abandonments and asset liquidations through a combination of outright sales and tax-advantaged donations. Between 1998 and 2005, Jerry was also responsible for the day-to-day management of the contractual, regulatory and commercial arrangements between BNSF and its 100-plus feeder line connections.

Burlington Northern Railroad, Strategic Planning and Marketing 1988-1995
Ft. Worth, TX

At Burlington Northern Railroad, prior to its merger with Santa Fe in 1995, Mr. Johnson worked in strategic planning, coal marketing, carload sales and marketing, equipment analysis and joint ventures with connecting railroads.

GE Transportation Systems, Locomotive Business Development
Erie, PA

SRI International, Project Manager and System Analyst
Menlo Park, CA

Edwards Air Force Base, Flight Test Engineer
Edwards, CA

Education

MBA – Business Administration - Harvard Business School 1979-1981
BS – Aeronautical Engineering – University of Minnesota
MS – Transportation Engineering – University of California, Berkeley

Affiliations

Mr. Johnson is a member of the American Railway Development Association and participates actively in American Short Line Railway Association events.

Bio

Jerry Johnson - Rail Sales and Acquisition Associate

Mr. Johnson recently retired as Assistant Vice President of Network Development for BNSF Railway after 20 years with the company, one of the United States' largest railroads. He brings to RII a broad expertise in rail system rationalization, network planning and negotiations with multiple facilities within the network, including multiple modes and intermediary service providers. Mr. Johnson's broad expertise within the industry at the modern Class I level afford him a unique perspective in total system development from all angles.