

Dr. Craig E. Philip



EDUCATION:

Massachusetts Institute of Technology

M.S. and PhD Engineering, 1980

Dissertation: Organizational Impacts of Decision Support Systems,
with Applications to Asset Management Practices of Railroads

Thesis: Models as Decision Aides to Support Railroad Operations

Princeton University

B.S.E. Civil Engineering, 1975

EXPERIENCE:

Ingram Industries Inc. 1991 - Present

Currently CEO of Ingram's barge and related marine transportation companies, one of the largest diversified inland marine carriers in the United States serving major international and domestic shippers of bulk commodities. Other businesses include marine terminals, bunkering and aggregate mining/sales.

Previously Senior Vice President and Chief Commercial Officer of Ingram Barge Company. Responsible for all commercial and IT functions.

Southern Pacific Transportation Company 1987 - 1991

Vice President - Intermodal Division

Managed all commercial and operating matters involved in Southern Pacific's largest and fastest growing business. Customers included major U.S. flag and international steamship companies, and operations included one of the nation's first double stack operations.

Vice President – Boxcar/Intermodal Business Group

Managed all marketing and sales activities for merchandise business, accounting for nearly half of corporate revenues.

Ingram Barge Company 1982 - 1987

Vice President - Marketing

Managed strategy and corporate acquisition activities, market planning, pricing and advertising.

Vice President - Transportation

Managed logistical decision making with respect to entire boat and barge fleet; installed new management control system.

Vice President – Strategic Planning

Developed an aggressive growth/acquisitions strategy, quadrupling company size; managed MIS operations and development.

Vanderbilt University 1984 - 1987

Adjunct Professor of Civil Engineering

Responsible for courses in Transportation Planning and Management.

Conrail 1980 - 1982

Director of Marketing

Responsible for marketing activities related to automotive and steel business units.

Princeton University 1980 - 1983

Visiting Lecturer

Taught courses in Systems Engineering and supervised theses in MIS Management.

Massachusetts Institute of Technology 1978 - 1980

Lecturer

Developed new curriculum and taught graduate course in Transport Management.

Research Assistant

Conducted research projects for the Union Pacific Railroad and the United States Railway Association.

Association of American Railroads 1977 - 1978

Deputy Director, Freight Car Utilization Program

Developed and supervised \$2.2 million research program.

Regional Science Research Institute 1974 - 1975

Research Assistant

Developed and applied methodology to analyze public facility location and concentration in urban areas.

Current and Past Professional Memberships and Activities

Coast Guard Foundation Board of Directors
Propeller Club Board of Directors and Executive Committee
Seamens Church Institute Board of Directors
American Waterway Operators Board of Directors (Past Chairman)
National Waterways Conference Executive Committee (Past Chairman)
Transportation Research Board Executive Committee
Marine Board
MTS National Advisory Council
Transportation Research Forum
American Society of Civil Engineers
The Institute of Management Sciences
National Freight Transportation Association
Sigma Xi
Northwestern Transportation Center Business Advisory Council
Denver Intermodal Institute Board of Directors
Middle Tennessee American Red Cross Board of Directors and Executive Committee
Vanderbilt Department of Civil Engineering Advisory Committee
MIT Center for Transportation Studies Advisory Committee
Nashville State Technical Institute Advisory Council (Past Chairman)

Testimony, Presentations and Publications

More than 100 publications and presentations concerned with global and national transport matters before distinguished groups including:

National Industrial Traffic League
The Nautical Institute
House of Representatives Public Works Committee
Congressional Office of Technology Assessment
American Association of State Highway Transportation Officials
World Transport Congress
European Multimodal Congress
National Coal Association
National Grain Trade Council
National Waterways Conference
Transportation Journal
Transportation Research Board
Transportation Research Forum
American Society of Civil Engineers
Society of Automotive Engineers
American Association of Port Authorities
American Railway Development Association
Association of American Railroads
Intermodal Marketing Association
National Railway Intermodal Association
Intermodal Transport Association
Railway Planning Officers Association
Operators Research Society of American