

Key Personnel – Mike McCoy



Railroad Industries Incorporated

Full Service Transportation Consulting

Mike McCoy

775-329-4855

RII@Railroadindustries.com

Experience

Railroad Industries Incorporated, Professional Associate
Reno, Nevada

2006-Present

Mr. McCoy provides marketing and logistics support to bulk material shippers and receivers, railroads, ports, transloaders and project developers for this worldwide consulting firm. Mr. McCoy is the key project manager for projects involving marine to rail interface and industrial development. Projects of note have included development of transportation plan for inland mining operations to west coast port, including unit trains and unloading equipment and storage at port; review of industrial development plans for inland multimodal industrial park; market analysis for rail served redevelopment project to determine rail demand, capacity for rail commodities on property and condition of rail assets; assessment of transload multimodal facility for loading and storage capacity for coal coke movements for utility company; and business development for construction/aggregate transportation shippers in US and China.

Keyfinder Associates, President
Berkeley, California

1985-Present

Mr. McCoy has worked as a consultant in the transportation field including offering price and rate strategies for multiple transportation services based on costs, market conditions and achieving sales or acquisition objectives. His duties include financial analysis, forecasting, market research techniques and business evaluations. He also works with ports and shippers to develop transportation plans, especially those with rail to marine interface and bulk material handling, transportation from point to point, loading and unloading, and contract development.

Levin-Richmond Terminal Corporation,
Director of Marketing/Facility Security Off.
Richmond, California

1996-2005

Mr. McCoy negotiated contract rates for bulk cargo transportation contracts and was the primary negotiator of railroad track lease agreements for the short line railroad expansion with Burlington Northern Santa Fe (BNSF) and Union Pacific (UP). His duties included management and scheduling for marine, railroad and truck transportation as well as the budget development and monitoring for transportation services. Bulk cargo included coal, minerals, forest products, petroleum products, chemicals, and all materials running through the port. Mr. McCoy developed the operation plans and leases for bulk cargo, including storage facilities, track spots, schedules and economics. He was involved with loading and unloading equipment, unit train movements and optimizing space on port property.

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Getty Minerals Marketing, Inc., Vice President, International Coal Marketing 1980-1985
Los Angeles, California

Working within the Marketing department of Getty Minerals, Mr. McCoy successfully built a reputation as a strong international marketer of minerals for export to foreign countries. He handled all aspects of shipments by land and ocean. His leadership was invaluable for marketing and sales of coal to international customers in Japan, Korea and Taiwan.

Eureka Energy Company, Manager, Coal Contracts 1979-1980
San Francisco, California

Mr. McCoy managed all of the planning and analysis regarding coal supply, including the utilization of coal for power transmission. He also oversaw and handled the transportation of commodities to and from the electric power generator.

General Public Utilities Service Corporation Contract Administrator, Fuels 1977-1979
Parsippany, New Jersey

Mr. McCoy's responsibilities included purchasing coal, uranium and nuclear fuel components for fossil fuel and nuclear electrical power plants. As contract administrator, he managed all aspects of contract negotiations, administering the contracts once in place and overseeing projects and contracts through expiration.

Westinghouse Electric Corporation, Engineer, Contracts Administrator/Buyer 1973-1977
Pittsburgh, Pennsylvania

All procurement for components and fuel for the nuclear power plant were handled by Mr. McCoy, in addition to the numerous contracts and administrative aspects of purchasing.

McDaniel Refractory Porcelain Corporation, Laboratory Technician 1969-1971
Beaver Falls, Pennsylvania

Mr. McCoy tested the raw materials for the production of refractory products.

United States Navy, Machinist's Mate First Class (E-6) 1962-1969

Mr. McCoy worked on nuclear powered submarines as a power plant operations specialist.

Education

Masters Program in Energy Resources, University of Pittsburgh 1974-1976

Bachelor of Science Degree, Pennsylvania State University 1969-1973

Majors: Mineral Economics, Minor: Marketing

Nuclear Engineering Program, U.S. Navy Nuclear Power School 1964-1965

Memberships

Richmond Police Activities League (PAL). Board of Directors, Fundraising Committee Chair.
Richmond Country Club, various committees including: Finance and Membership committees