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INDIANA RAIL ROAD ANNOUNCES NEW MARKETING POSITIONS

INDIANAPOLIS, Ind.— In a strategy designed to extend its 26 years of double-digit growth, Indiana Rail Road Company founder, president and chief executive officer Thomas Hoback has announced a realignment of the railroad's marketing and sales department with veteran executives and staff members:

Larry Kaelin has been appointed to the position of **Vice President, Coal and Energy Marketing**. A former coal sales executive and 10-year INRD veteran, Kaelin has grown the railroad's energy franchise to record levels and secured long-term business agreements with north America's largest producers and utilities throughout the Midwest and eastern United States. Kaelin will focus his energies exclusively on developing energy-sector business.

Bob Babcock has been named **Vice President, Business Development**. Babcock will develop new business opportunities in merchandise traffic, transload and strategic carrier relationships, while helping to manage traffic growth by facilitating service design and the railroad's operating plan.

Babcock will report directly to Hoback and will oversee a team of the following INRD marketing staff in new roles:

Dave Long: Assistant Vice President, Marketing. Long will serve as the primary marketing contact for existing non-coal customers and principal marketing liaison to our connecting carriers.

Tony Kazakevicius: Senior Manager, Marketing Administration and Services. Kazakevicius's duties will comprise contract administration, coordination of carload movements with interline carriers, pricing strategies and tariffs.

Brian Jonaitis: Manager, Sales. Jonaitis will focus on growing outside sales, including development of new online and transload customers.

Eric Powell will support marketing initiatives as **Manager, Economic Development** and will be charged with identifying and assembling a portfolio of prime property for industrial development along INRD rail corridors. Powell will continue to report to James W. Merritt, vice president of corporate affairs.

Hoback says the changes in roles are the next chapter of a history that has been marked by sustained levels of extraordinary growth.

“Even after 26 years of exponential growth, I’ve never before seen us at the threshold of such diverse and significant new business opportunities,” Hoback states. “And I’ve never been surrounded by a more capable team of entrepreneurial thinkers who can turn those opportunities into realities.”

Hoback says that emerging business opportunities include industrial development and transload or warehousing operations to extend rail service to underserved markets and bring his railroad’s inherent strengths to bear in a market environment that has challenged the trucking industry. Still, he makes clear that serving existing INRD customers will remain a top priority.

“The one thing we don’t want to change,” Hoback added, “is our uncompromising commitment to serve our existing customers with the precision they expect and deserve. They’re the backbone of our franchise.”

Indiana Rail Road is a regional freight carrier with corporate headquarters in Indianapolis, Indiana. The company operates over a 500-mile route structure, including the Chicago gateway, Ohio River ports at Louisville, Ky. and Jeffersonville, Ind., and major Illinois Basin coal producers. Focused marketing efforts and more than \$100 million in cumulative reinvestment in infrastructure have facilitated growth in annual gross ton-miles of more than 3,400 percent over the company’s 26-year history.

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