

RA/LEVANT (& useful)

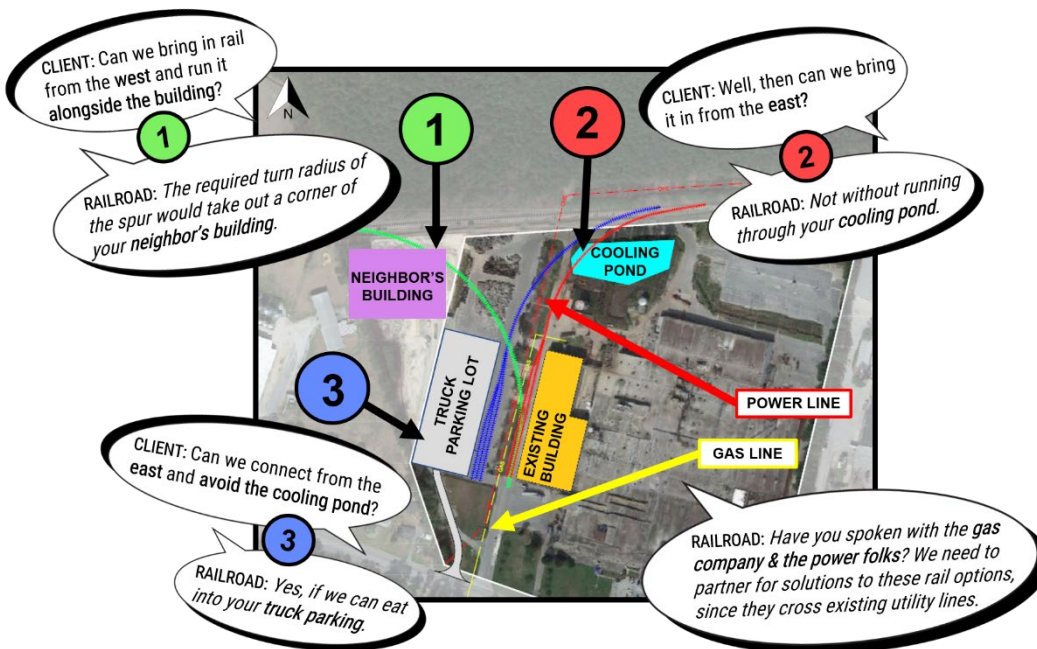
Trying to save your clients from a triple facepalm?



Photo courtesy of ViacomCBS

Always suggest a rail conceptual and consult your utility partners. A picture is worth a *thousand words* and can save you *thousands of dollars* in mistakes & mishaps.

MONEY(& FACE)-SAVING CONCEPT + CONVO:



Concept courtesy of [Alliance Consulting Engineers](#)

END OF THE LINE

Railroad partners you oughta know...



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Kellen works with ED & site location partners to **land projects with a rail need** and to **expand existing users' footprints** in CSXT's network & those of their shortline partners.

Superpowers: light-speed responsiveness, sunny disposition

We asked. He (actually) answered.

Your most
irrational fear

*Getting hit in the
elbow by the drink
cart while
attempting to nap
on an airplane.*

A random fact
you love

*Every time you empty
your dryer's lint trap in
the trash, you're just
gradually throwing
away your clothes.*

Fact about you
that surprises
people

*I'm 6'4" and can't
dunk a basketball.
(I don't miss from
15' though!)*

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