

March 28, 2024

The Honorable Martin Oberman
Chairman
Surface Transportation Board
395 E Street, SW
Washington, DC 20423

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Dear Mr. Oberman:

I am pleased to extend my highest recommendation in support of Dana Hansen's candidacy to join the Railroad-Shipper Transportation Advisory Council (RSTAC) as a large shipper representative.

I have known and worked with Dana during my three years staffing rail for the National Grain and Feed Association and before that he worked with Randy Gordon as ADM's rail representative on the National Grain and Feed Association's (NGFA) Rail Shipper/Receiver Committee. The NGFA was established in 1896 and is comprised of more than 800 companies that operate over 8,000 grain-handling, feed manufacturing, grain processing and grain exporting facilities nationwide.

Dana currently serves as Assistant Vice-President for Commercial Rail Freight for ADM. In addition to serving as a long-time member of NGFA's Rail Shipper/Receiver Committee, he also serves for the Norther American Freight Car Association and STB's National Grain Car Council. His experience at ADM spans 28 years and almost all have been spent in rail transportation roles.

I believe Dana's experience at ADM makes him uniquely qualified to serve because not only is ADM part of the agricultural industry that is a large user of rail service and frequent hot spot for rail service challenges, but also ADM performs business with all six Class I railroads and many short line railroads. Further, ADM uses many different types of rail services, such as grain shuttle and intermodal, and uses several types of railcars to service its various business units.

Please feel free to contact me if I can be of any further assistance as you seek to fill this key position.

Sincerely yours,

Max Fisher

Max Fisher
Chief Economist and Treasurer
National Grain and Feed Association