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October 31, 2019

The Honorable Ann D. Begeman
Chairman
Surface Transportation Board
395 E Street SW
Washington, DC 20423

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RE: Docket EP 526 (Sub-No. 13)

Dear Chairman Begeman:

Thank you for the opportunity to nominate **Dana R. Hansen** in response to the Surface Transportation Board's notice to fill vacancies on the Railroad-Shipper Transportation Advisory Council (RSTAC). Mr. Hansen's professional experience in commercial rail transportation combined with his interest in the Mission of the RSTAC make him an ideal candidate for your consideration as a large shipper member of the RSTAC.

Mr. Hansen is employed by Archer Daniels Midland (ADM). ADM is one of the world's largest agricultural processors and food ingredient providers, with approximately 40,000 employees in nearly 200 countries. ADM's global value chain includes approximately 450 crop procurement locations, more than 330 food and feed ingredient manufacturing facilities, and 62 innovation centers. ADM operates a private fleet of over 28,000 owned and leased railcars and typically spends well over \$1.5 billion in annual rail freight. ADM's premier crop transportation network also includes a truck line, ocean going vessels, intermodal container shipping, and a wholly owned barge line.

Mr. Hansen's professional career at ADM spans over 23 years. The first portion of his career was focused on customer facing roles in commodity trading and product sales. The past 18 years have been in rail transportation roles including railcar fleet management, railcar procurement, rail freight rate negotiation, railroad relationship management, railcar builder/lessor relationship management, public policy activities, transportation legal matters, rail supply chain electronic system development, and railcar utilization and optimization modeling. In his current role as Director - Rail Rates and Fleet Management, he collaborates daily with all of ADM's business units ensuring that ADM's rail assets, supply chains, operations, and freight agreements serve the many needs of our customers. In his role, he is engaged in the movement of approximately 700,000 carloads annually.

Dana has served in leadership roles with multiple industry and trade associations during his career. He is currently a member of the North American Freight Car

Association, the National Grain and Feed Association Shipper/Receiver committee, and the STB's National Grain Car Council.

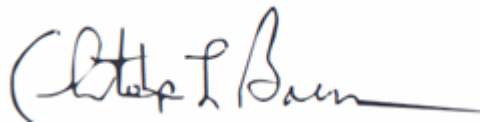
Mr. Hansen believes that successful shipper/railroad relationships need not be adversarial. While Dana will engage in necessary and healthy debate, his guiding philosophy on railroad/shipper relationships is based upon understanding each other's challenges and creating mutually beneficial solutions with a focus on overall fairness. This belief will drive Mr. Hansen's participation on the RSTAC and is the key behind his interest in serving on this important advisory committee. I have no doubt that his counterparts at railroads, rail car companies and other shippers would share my observations.

RSTAC's Mission Statement includes, "[t]o work together as a council of rail advocates on a common goal to strengthen the national rail industry, improve service levels, and foster mutually beneficial relationships." Mr. Hansen's expertise, background, and personal focus on the challenges the railroad/shipper community faces provides him the critical perspective necessary to make immediate and enduring contributions to the RSTAC.

Mr. Hansen is a U.S. citizen and not an employee of the U.S. Government nor is he a federally registered lobbyist. Should he be selected, he is available to start at once.

Thank you in advance for your consideration.

Sincerely,

A handwritten signature in dark ink, appearing to read "Christopher L. Boerm". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Christopher L. Boerm
President ADM Transportation