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

RE: Docket EP 526 (Sub-No. 20)

Dear Chairman Oberman:

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 ADM, one of the world's largest agricultural processors and food ingredient providers, with approximately 42,000 employees serving customers in nearly 200 countries. ADM's global value chain includes approximately 450 crop procurement locations, more than 300 food and feed ingredient manufacturing facilities, and 64 innovation centers. ADM operates a private fleet of over 30,000 owned and leased railcars and typically spends 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 an extensive network of barges and towboats.

Mr. Hansen's professional career at ADM spans 28 years. The first portion of his career was focused on customer-facing roles in commodity trading and product sales. The past 22 years have been in rail transportation roles including holistic rail freight strategy, railcar fleet management, railcar procurement, rail freight rate negotiation, 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 Assistant Vice-President – Commercial Rail Freight, 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 hundreds of thousands of railcar shipments annually.

During his career, Mr. Hansen has served in leadership roles with multiple industry and trade associations. 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 he 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, railcar 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 blue ink that reads "Christopher L. Boerm".

Christopher L. Boerm
President, ADM Transportation

