



National Grain and Feed Association

www.ngfa.org ngfa@ngfa.com

1400 Crystal Drive, Suite 260
Arlington, VA 22202

P: (202) 289-0873
F: (202) 289-5388

January 9, 2017

The Honorable Daniel R. Elliott III
Chairman
Surface Transportation Board
395 E St., S.W.
Washington, DC 20423-0001

242391
242392

ENTERED
Office of Proceedings
January 9, 2017
Part of
Public Record

Attn.: Docket No. EP 526 (Sub. No. 8)

Dear Mr. Chairman:

The National Grain and Feed Association (NGFA) respectfully submits for consideration the names of two candidates to fill the vacancy for a small shipper representative to serve on the Railroad-Shipper Transportation Advisory Council (RSTAC).

Established in 1896, the NGFA consists of more than 1,050 grain, feed, processing, exporting and other grain-related companies that operate more than 7,000 facilities and handle more than 70 percent of all U.S. grains and oilseeds. Its membership includes grain elevators; feed and feed ingredient manufacturers; biofuels companies; grain and oilseed processors and millers; exporters; livestock and poultry integrators; and associated firms that provide goods and services to the nation's grain, feed and processing industry. The NGFA also consists of 26 affiliated State and Regional Agribusiness Associations, has a joint operating and services agreement with North American Export Grain Association, and has a strategic alliance with the Pet Food Institute.

The NGFA strongly recommends the following well-qualified candidates for consideration for appointment to the RSTAC, both of whom are aware of and concur with this nomination:

- **Daniel Gilbert**, Transportation Planning and Procurement Manager, Land O'Lakes Inc., Shoreview, MN.; Contact information available upon request.

Mr. Gilbert currently is an active member of the STB's National Grain Car Council and NGFA's Rail Shipper/Receiver Committee. He has worked in agricultural transportation since 2011. He joined Land O'Lakes in 2012 as a transportation planner, and was promoted to senior transportation planner in 2013 and in July 2014 to the position of transportation manager, where he oversaw the company's rail and truck operations. He was promoted to his current position in 2016. Prior to joining Land O'Lakes, he served from 2007-12 as a sales manager at C.H. Robinson Co., headquartered in Grand Forks, N.D., one of the world's largest third-party logistics providers with a network of offices in North and South America, Europe and Asia. Mr. Gilbert received his undergraduate degree in marketing from St. Cloud State University in Minnesota, and his master's degree in business administration from Bethel University in St. Paul, MN.

- **Josh J. Grunnet**, Senior Merchandiser, Landmark Services Cooperative, Cottage Grove, WI. Contact information available upon request.

Landmark Services Cooperative operates facilities served by the Class II WSOR Railroad, as well as three Class I carriers – the Canadian National, Canadian Pacific and Union Pacific. Mr. Grunnet is the primary grain merchandiser for 10 of the cooperative's grain facilities that serve such rail markets as Argo, Southeastern poultry, Mexico, the Pacific Northwest, Chicago and beyond, Center Gulf and soft red wheat mills. His responsibilities include negotiating rail and truck rates, as well as coordinating grain logistics and advising the cooperative's animal nutrition, agronomy and energy divisions on rail-related issues. Prior to joining Landmark Services Cooperative in this capacity in 2013, he served as department merchandiser and associate elevator manager at Gavilon LLC in Dubuque, IA, as an elevator manager for Gavilon LLC in Townsend, Del., and as a management trainee with ConAgra Foods Trade Group. He received his undergraduate degree in agricultural business management from the University of Wisconsin, as well as strategic supply management and strategic negotiation certificates from Michigan State University. A Wisconsin native, he grew up on a grain, dairy, beef and vegetable farm. Landmark Services Cooperative Chief Executive Officer, Robert Carlson, is an active member of the NGFA's Rail Shipper/Receiver Committee.

Landmark Services Cooperative is a member-owned cooperative business that provides grain, agronomy, animal nutrition, energy, and retail products and services to more than 15,000 member-owners in communities throughout southern Wisconsin and northern Illinois. It also operates Landmark Logistics, a wholly owned subsidiary transportation firm that provides grain, fertilizer, fuel and liquid propane transportation support for all Landmark divisions, as well as to outside customers.

The NGFA believes both of these individuals would make excellent additions and provide valuable expertise and advice as members of the RSTAC, which we believe currently is in need of additional grain/agricultural shipper representation. Both persons have provided assurances they are willing and able to serve as members of RSTAC effective immediately upon appointment.

Thank you for your kind consideration of these recommendations.

Sincerely,

A handwritten signature in dark ink, reading "Randall C. Gordon". The signature is fluid and cursive, with the first name "Randall" being the most prominent part.

Randall C. Gordon
President