



National Grain and Feed Association

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January 24, 2018

The Honorable Ann Begeman
Acting Chairman
Surface Transportation Board
395 E St., S.W.
Washington, DC 20423-0001

Attn.: Docket No. EP 526 (Sub. No. 10)

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Dear Ms. Acting Chairman:

The National Grain and Feed Association (NGFA) respectfully nominates for your consideration **Terrence E. McDermott** for consideration to fill the vacancy for a large shipper representative to serve on the Railroad-Shipper Transportation Advisory Council (RSTAC).

Established in 1896, the NGFA consists of more than 1,000 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 34 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.

Mr. McDermott currently serves as the Director of Supply Chain for Bunge North America, St. Louis, Mo., a role in which he has served for more than four years. In that capacity, he leads a team that is responsible for the movement of more than 150,000 railcars annually. Prior to joining Bunge North America, Mr. McDermott served for approximately 11 years as chief marketing officer for Ferromex Railroad based in Mexico City, Mexico, where his responsibilities included sales, marketing, customer service, fleet logistics and e-commerce for its entire business portfolio (encompassing agriculture, intermodal, chemical, industrial products, metals, minerals and automotive). Prior to his employment at Ferromex, he worked for six years at Archer Daniels Midland, during which rail transportation was a significant part of his responsibilities. He also possesses experience working with shortline railroads.

Mr. McDermott currently is an active member of the NGFA's Rail Shipper/Receiver Committee, on which he has served since 2012, as well as the Board's National Grain Car Council. In addition, he serves on the Transportation Committee of the National Oilseed Processors Association, is a member of the Operating Committee of the North American Freight Car Association, is a member of the National Freight Transportation Association, and is a member of the Issues Committee and serves on the Board of the Transportation, Elevator and Grain Merchants Association.

I have discussed this nomination with Mr. McDermott, and can confirm that he is willing to serve as a RSTAC member effective immediately if appointed.

The NGFA believes Mr. McDermott's knowledge and diverse work experience serving in both the rail industry and as a rail customer would bring a valuable perspective to the RSTAC, which we believe currently could use additional grain/agricultural representation. From having known and worked with Mr. McDermott, I can attest that he will be an active and dedicated member of RSTAC if appointed.

Thank you for your kind consideration of his nomination.

Sincerely,

A handwritten signature in dark ink, reading "Randall C. Gordon". The signature is written in a cursive, flowing style.

Randall C. Gordon
President and Chief Executive Officer