



Surface Transportation Board
Washington, D.C. 20423-0001

Meeting of the National Grain Car Council
Tuesday, August 27, 2024
1:00 pm – 5:00 pm CDT

AGENDA/TIMELINE OF SPEAKERS

- Welcome and Call to Order – Jon Harman** **1:00-1:15**
- Safety Briefing – Ted Johnson
 - TEGMA Chairperson – Wyatt Brummer
 - Surface Transportation Board – Self-introductions
 - Approved substitutes and council vacancies – Alan Cassidy
 - NGCC officer/member – Self-introductions (Name, Company, Location)
 - Member self-introductions (Name, Company, Location)
- Ag Market Update** **1:15-1:45**
- CHS – Kenneth Zuckenburg
- Grain Shipper/Receiver Panel** **1:45-2:15**
- Consolidated Grain & Barge – Ryan Warner
 - Scoular – Billy Shortal
 - Louis Dreyfus – Craig Toews
 - Agtegra – Travis Antonsen
- Shortline Panel** **2:15-2:45**
- Watco – Jimmy Patterson
 - Twin Cities and Western – Dave Long
 - Rio Grande Pacific – Tres Meyer
 - Iowa Interstate – Carrie Evans
 - G&W – Jared Gooch
- Break / Flex / Catch-up time** **2:45-3:00**
- Rail Equipment Overview** **3:00-3:20**
- Greenbriar – Chad Hartwig
- Class I Railroad Reports** **3:20-4:45**
- BNSF – Zach Roskilly & Matt White
 - CN – David Przednowek & Jared Fallis
 - CPKC – Kira Murphy & Stephanie Roediger
 - CSX – Ted Johnson & Phillip Rutledge
 - NS – Steve Ewers & Lindsey Chisim
 - UP – Jacob Thomas & Laura Heisterkamp

Closing Remarks / Adjourn

4:45-5:00

- STB
 - Patrick Fuchs
 - Michelle Schultz
 - Karen Hedlund
 - Robert Primus
- Acknowledgements and adjournment – Jon Harman

Biographies

Surface Transportation Board

Robert E. Primus was designated as Chairman by President Joseph E. Biden, Jr. effective May 11, 2024. He was sworn in as a Member of the Surface Transportation Board on January 7, 2021, following his confirmation by the U.S. Senate on September 16, 2020. Mr. Primus was confirmed by the U.S. Senate for a full term on December 20, 2022 and sworn in on January 12, 2023, with his term expiring December 31, 2027. He served as Vice Chairman of the Board from February 2021 to February 2022.

For the past thirty years, Robert Primus has been involved in various aspects of the United States Congress and the Federal legislative process. In 1991, he began his government service with the late Senator Frank Lautenberg of New Jersey. In 1993, he moved to the House of Representatives to join the legislative staff of former Representative Carrie Meek of Florida. Mr. Primus joined the staff of former Representative Mel Reynolds of Illinois in early 1994 and remained there as the Congressman's principal legislative assistant until the end of that year.

In 1995, Mr. Primus transitioned from the Hill to the lobbying firm of Van Scoyoc Associates, Inc. where, for four years, he represented and advised firm clients on budgetary, appropriations, transportation, and national security matters. Mr. Primus returned to Capitol Hill in 1999 as Legislative Director to former Representative Michael Capuano of Massachusetts. In 2002, Representative Capuano promoted Mr. Primus to the position of Chief of Staff, a post he held until December of 2018, when Representative Capuano departed Congress. In addition to his Chief of Staff duties, Mr. Primus advised Rep. Capuano on national security, health care, transportation and Coast Guard-related matters.

In January of 2019, Mr. Primus joined the office of Representative Nanette Diaz Barragán of California as her Chief of Staff. In October of 2019, he departed Representative Barragán's office and joined the office of former Presidential candidate and current Congressman Tim Ryan of Ohio as his Senior Advisor. He served with Congressman Ryan until February 2020, when Mr. Primus joined the office of Congressman Tony Cárdenas, first as his Senior Advisor and then as Chief of Staff.

Mr. Primus is a native of Madison, New Jersey. He graduated with honors from Hampton University in 1991, receiving a Bachelor of Science degree in Marketing. Additionally, Mr. Primus received a certificate from Harvard University's John F. Kennedy School of Government in 2007 for his participation in the school's Executive Education Program. He is happily married and enjoys the daily challenges associated with raising three adventurous young boys.

Patrick Fuchs was sworn in on January 17, 2019, as a Member of the Board and re-confirmed by the U.S. Senate on May 14, 2024. His second term expires on January 14, 2029.

Prior to his appointment, Mr. Fuchs was senior professional staff member working on surface transportation and maritime issues for the United States Senate

Committee on Commerce, Science, and Transportation under the leadership of Chairman John Thune of South Dakota.

Mr. Fuchs has played an integral role in the development and enactment of major railroad legislation, including the first reauthorization of the Surface Transportation Board since its creation in 1996 and the first passenger rail reauthorization in over seven years. He also worked on legislation to improve rail project delivery, rail financing, and hazardous materials safety, all of which were enacted as part of the Fixing America's Surface Transportation Act (FAST Act), the five-year, \$305 billion surface transportation authorization.

Mr. Fuchs helped develop and enact the first reauthorization of the National Transportation Safety Board in over a decade. He also worked on legislation to increase safety by addressing opioid abuse in transportation, reforms enacted as part of the SUPPORT for Patients and Communities Act. His work also includes reauthorization of the Federal Maritime Commission as well as three reauthorizations of the Maritime Administration, enacted as part of the National Defense Authorization Acts for Fiscal Years 2017, 2018, and 2019.

Prior to serving Chairman Thune, he was a policy analyst and Presidential Management Fellow at the Office of Management and Budget (OMB), where he managed railroad and maritime regulatory reviews. During his time at OMB, Mr. Fuchs worked on regulations pertaining to rail safety technology, rail tank car safety, and railroad operating practices, among other issues. He has also worked for the U.S. Department of State, where he received the Meritorious Honor Award for extraordinary contributions to substantive economic analysis. His experience also includes time with the U.S. Government Accountability Office and the National Center for Freight and Infrastructure Research and Education.

A Wisconsin native, Mr. Fuchs graduated with distinction in economics and political science and earned an M.P.A. from the University of Wisconsin, where he received the Director's Achievement Award for his outstanding academic record.

Michelle Schultz was sworn in on January 11, 2021, as a new member of the Surface Transportation Board. Michelle was confirmed by the United States Senate on November 18, 2020. Michelle served as Vice Chairman of the Board from February 2022 to January 2023.

For the previous 14 years, Michelle served in various leadership roles with the Southeastern Pennsylvania Transportation Authority (SEPTA), which serves the public transportation needs of over one million daily riders in Philadelphia and the surrounding suburbs. She is regarded as a leading lawyer and policy professional in the public transportation space. Most recently, Michelle served as SEPTA's Deputy General Counsel, where her responsibilities included: representing the agency before the Federal Railroad Administration and Pennsylvania Public Utility Commission; serving as lead counsel on a major railroad reconstruction project; overseeing compliance, regulatory, and legislative issues; and, serving as lead counsel on real estate transactions and contract negotiations.

During her time with SEPTA, Michelle also served as the Director of Legislative Affairs where she managed a team of public policy professionals who advocated for SEPTA on the local, state and federal level. She was also responsible for reviewing

legislation and regulations at the local, state and federal level for impact to SEPTA as well as drafting provisions. Michelle served as SEPTA's representative to the Pennsylvania Public Transportation Association and the Keystone Transportation Funding Coalition.

Early in her career, Michelle was an associate with White and Williams LLP where she represented businesses from diverse industries with a focus on financing matters including Chapter 7 and 11 bankruptcy, commercial litigation, and collection matters. Prior her time in private practice, she served as a judicial law clerk for the U.S. Bankruptcy Court for the Eastern District of Pennsylvania and prior to that, as a judicial law clerk for the late Vincent A. Cirillo, President Judge Emeritus of the Superior Court of Pennsylvania.

Schultz obtained a Master of Government Administration from the University of Pennsylvania; a Juris Doctor from Widener University School of Law; and a Bachelor of Arts from the Pennsylvania State University. She is licensed to practice law in both Pennsylvania and New Jersey.

Karen J. Hedlund was sworn in on January 3, 2022, as a Member of the Board for a term of office expiring on December 31, 2025, following her confirmation by the United States Senate on December 16, 2021. Karen was named Vice Chairman of the Board on January 9, 2023 and on January 9, 2024.

Karen served in the Obama Administration as Chief Counsel of the Federal Highway Administration from 2009 to 2010, and as Chief Counsel and Deputy Administrator of the Federal Railroad Administration from 2010 to 2014. Since stepping down from that position, Karen has advised governmental authorities and private investors on the development of passenger rail and transportation-oriented development projects.

Prior to joining the FRA, Karen had a long career as a legal advisor to governmental agencies and private lenders and investors on the development of a broad range infrastructure projects across the United States, including rail, transit, highways, airports, water and energy facilities. She practiced with leading national law firms in Chicago, Los Angeles and Washington, DC. Karen is a graduate of Harvard University (AB) and Georgetown University Law Center (JD). Karen has two children and two grandchildren in Brooklyn, New York, who love to ski and hike with her near her home in Colorado.

Ag Market Update

Kenneth Zuckerberg serves as the Director of Global Research for CHS, the largest farmer-owned agricultural cooperative in the United States. Prior to joining CHS in 2023, Ken spent four years at CoBank, serving as the lead analyst and research strategist for grains, farm supply, biofuel, and agri-food technology. Before that, he held similar roles at Wells Fargo Agricultural Industry Advisors and Rabobank Research.

Prior to 2014 Ken spent more than 25 years as a senior research analyst with several leading investment banking, asset management and insurance firms, including Lazard Asset Management, Keefe Bruyette & Woods, Smith Barney, Inc., and Insurance

Services Offices, Inc., now Verisk. He is also the founder of Carlan Advisors, which from 2003 to 2014, operated as an independent research and consulting boutique.

Ken earned a Bachelor of Science in finance from the University of South Florida, is a graduate of Wharton Business School's General Management Program and is currently pursuing a master's in law degree from the University of Pennsylvania Carey Law School. Ken is also an Accredited Investment Fiduciary.

Grain Shipper/Receiver Panel

Travis Antonsen – As SVP, Grain Marketing & Rail Logistics Travis leads Agtegra's Grain Division including driving its origination strategy, leading product lines, and overseeing rail logistics. Travis joined Agtegra in 2009 as a Grain Merchandiser. He has held numerous positions in his 13 years with the company including domestic corn trader and Director of Origination. Since October Travis has led product line teams as well as the commodity risk committee in addition to his responsibilities as Wheat Product Line Manager. Antonsen is a graduate of South Dakota State University with a Bachelor of Science Degree in Ag-Business.

Billy Shortal – Trade Unit Manager II, The Scoular Company Billy leads Scoular's Orlando-based rail trade team, which provides rail grain merchandising and supply chain solutions to Eastern U.S. customers. A graduate of Millikin University, Billy previously worked as Vice President of Merchandising for Central States Enterprises.

Craig Toews is Director of Transportation for Louis Dreyfus Company with over 20-years' experience in the grain industry. Craig grew up on a farm in Southeast Manitoba and has worked in the Ag industry all his life. Craig holds a Bachelor of Science in Agribusiness Degree from the University of Manitoba, a Professional Logistician Designation, and a Supply Chain Management Certification. Craig currently sits as Chair of the Transportation Committee for the Canada Oilseeds Processing Association, on the Board with National Freight Transportation Association and on the Transportation Committee for TEGMA. Craig is an avid skier and golfer but spends most his free time with his wife and three young kids, including coaching his sons football team.

Ryan Warner currently works as the Rail Trading Manager for CGB in Covington, LA. Most of his group's grain and freight trading is in the Western US and Mexico. They work with all the Class I railroads across North America and several short lines. Ryan started his grain merchandising career with Cargill. During his career with Cargill, he worked in various grain merchandising, transportation and management roles in Minneapolis, Baton Rouge, Kansas City and Des Moines. After Cargill he worked for Bunge in St Louis. He started as the Western US Rail Trading Manager and later moved into a new transportation role as the Rail Pricing Manager. Ryan is involved with two grain industry associations. He is on the NGFA's Trade Rules Committee. He serves as the Grain Trade Rules Sub Committee Chairman and the Secondary Freight Trade Rules Task Force Chairman. He is on TEGMA's Transportation Committee, also. A graduate of

Kansas State University in Manhattan, Kansas. He is a Kansas native and grew up in the Kansas City area. Go Chiefs and Wildcats!

Shortline Panel

Carrie Evans is the Executive Vice President & Chief Commercial Officer for Iowa Interstate Railroad (IAIS) located in Cedar Rapids, IA. IAIS is a Regional, Class 2 freight railroad carrier operating approximately 572 miles in Iowa and Illinois with connections to all six Class 1 Railroads at multiple junctions. Carrie leads IAIS' initiatives in sustaining all business partner relationships and catalyzing growth in customer expansion and new development opportunities. Carrie holds a Bachelor of Business Administration degree and Master's degree from University of Iowa.

Jared Gooch is AVP Sales & Marketing for Genesee & Wyoming Inc. and manages the sales team responsible for the G&W railroads in the central and northwestern areas of the U.S. Jared has 25-years' experience in the railroad industry beginning his career at Union Pacific Railroad in Omaha, NE and working in various marketing and sales positions from the east coast to the pacific northwest. In 2013, Jared joined the Genesee & Wyoming company working in Phoenix, AZ handling sales and marketing for the G&W shortline railroads in AZ and southern CA. He moved to South Dakota to head up the sales efforts of the RCPE Railroad in 2021. Jared and his wife Olivia have five children and reside in Spearfish, SD.

Dave Long is Vice President Marketing & Sales for Glencoe, Minnesota based Twin Cities & Western Railroad Company. Operating as far east as St. Paul, Minnesota and as far west as Milbank, South Dakota, TC&W is the largest short line railroad company in Minnesota. Dave is responsible for the marketing, sales and economic development activities of TC&W as well as TC&W's wholly owned subsidiaries, Minnesota Prairie Line Railroad and Sisseton Milbank Railroad Company. Dave holds a bachelor's degree in business administration and an MBA from the University of Nebraska.

Tres Meyer leads all aspects of railroad operations, commercial dispatch, and federal grant opportunities. Tres began his railroad career with Railtex, Inc. in 1997 and performed different leadership roles on twelve separate short line railroads located throughout the United States. This has provided him with a unique perspective on both short line and class I operations. He has used his extensive experience to help RGPC improve its safety record, increase its financial performance, and develop new business opportunities. Tres earned a bachelor's degree from Texas Tech University and a certificate of completion from the renowned Ranch Management Program at Texas Christian University."

Jimmy Paterson is Senior Vice President of Rail Operations at Watco. His railroading career started 20 years ago when he joined Watco as a train dispatcher. Since then, he has held numerous roles in operations, sales, and business development. Jimmy currently serves as the Senior Vice President of Rail where he is responsible for rail operations, track and bridge maintenance, as well as railcar and locomotive repair

services. He has played an instrumental part in growing the company's railroad network, now at 47 railroads and counting. Jimmy has served as Watco's representative on the National Grain Car Council since 2020. He is also on the board of directors for WP Global Holdings and serves as a member of Watco's Environmental, Social, and Governance Sustainability Committee.

Rail Equipment Overview

Chad Hartwig currently serves as Vice President and Group Manager of Sales at The Greenbrier Companies. In this role, he oversees a team dedicated to new car sales and lease origination for the Midwest region. Additionally, he is responsible for the commercial management of Greenbrier's maintenance services, which encompass repair shops, wheel mounting facilities, and aftermarket parts. Prior to joining Greenbrier in 2019, Chad was the Director of Logistics at Covia Corporation. During his six-year tenure with Covia and its predecessor companies, he progressively assumed roles of greater responsibility within the logistics and terminal divisions. His experience includes negotiating and managing rail and barge freight, local and national truck freight, and supervising the construction of various rail and barge terminals across the United States and Canadian oil and gas shale basins. Chad began his career as a grain merchandiser, initially with a small grain cooperative in central Illinois and later with Tate & Lyle in Decatur, Illinois. In 2009, he transitioned to a rail transportation role, marking the beginning of his extensive career in logistics. He is an active Executive Committee member of the Midwest Association of Rail Shippers and currently serves on the board of TEGMA. Chad resides in Seneca, IL with his wife and youngest son. His daughter is a student at North Central University, while his oldest son works in the scrap industry and lives in Chesterfield, MO.