**Meeting of the National Grain Car Council**Thursday, September 13, 2018

Kansas City Marriott Downtown

200 West 12th Street

Kansas City, Missouri 64105

**AGENDA**

1:00 pm 1) Welcome, call to order, and introductions

- Chair Sharon Clark

- Safety Briefing – Vice Chair Doug Story

- Roger Fray or Bob Petersen – TEGMA

- Introductions

Fred Forstall – Approved substitutes

Members – self introductions

2) Adoption of 2017 Minutes – Sharon Clark

3) U.S. Competitiveness in a Turbulent Global Market

Mike Steenhoek, Executive Director, Soy Transportation Coalition

4) A Wall Street View of the Rail Markets

 Jason Seidl, Managing Director and Senior Research Analyst, Cowan & Co

3:00-3:15 pm Break

 5) Shipper Panel Moderator: Terry McDermott, Bunge

- Oilseeds supply & demand dynamics

Brad Hildebrand, Cargill

- US domestic market supply & demand dynamics

Bruce Sutherland, Michigan Agricultural Commodities (MAC)

- Feed grain/wheat market supply & demand dynamics

Charlie Threlkeld, Consolidated Grain & Barge (CGB)

6) Railroad Reports – Moderator: Doug Story

Class I reports

Class II/III reports

7) Rail Equipment Overview, John Glynn, CIT

8) Closing Remarks

- Chairman Ann Begeman

- Cochair Deb Miller

5:00 pm 9) Adjourn – Sharon Clark