



MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 15 - 17, 2019

A NEW AGE OF RAIL OPERATIONS

AGENDA

TUESDAY JANUARY 15, 2019

- 4:00 PM REGISTRATION (JUNIOR BALLROOM FOYER)
- 5:00 PM GET ACQUAINTED RECEPTION (JUNIOR BALLROOM A)

WEDNESDAY JANUARY 16, 2019

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM)
REGISTRATION (GRAND BALLROOM FOYER)
- 7:30 AM **NEW MEMBER ORIENTATION (MAGNOLIA ROOM)**
HOST: FIRST VICE PRESIDENT, MARS TOM SURMA
- 8:15 AM **CONFERENCE (GRAND BALLROOM)**
OPENING REMARKS: PRESIDENT, MARS HARRY ZANDER
ANTITRUST & SAFETY BRIEFING, SERGEANT AT ARMS, MARS GAIL WERNETTE
- 8:30 AM **STATE OF THE RAILROAD INDUSTRY**
SPEAKER: EXECUTIVE CHAIRMAN, BNSF RAILWAY MATTHEW ROSE
SPEAKER: PRESIDENT, ABH CONSULTING ANTHONY HATCH
INTRODUCTION: PRESIDENT, MARS HARRY ZANDER
- 9:00 – 5:00 MARS GOODS & SERVICES EXHIBITION (JUNIOR BALL ROOM)**
- 9:15 AM **VIEW OF THE ECONOMY**
SPEAKER: SR. ECOMST. & ECO. ADVSR., FED. RSRV. BANK OF CHICAGO WILLIAM STRAUSS
INTRODUCTION: DIRECTOR CORPORATE DEVELOPMENT, CN TOM TISA
- 10:00 AM **NETWORKING BREAK (JUNIOR BALLROOM)**
- 10:30 AM **HEART LED LEADERSHIP**
SPEAKER: FOUNDER, PRESIDENT, SPAULDING COMPANIES TOMMY SPAULDING
INTRODUCTION: SR. VP SALES & MARKETING, UNION TANK CAR DAVID MURAWSKI

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NARS UPDATE

11:25 AM **SPEAKER: PRESIDENT, NARS** **TOM TISA**

MARS SCHOLARSHIP UPDATE

11:25 AM **SPEAKER: CHAIRMAN MARS SCHOLARSHIP COMMITTEE** **CARRIE EVANS**

MARS YOUNG PROFESSIONALS UPDATE

11:25 AM **SPEAKER: CHAIRMAN MARS YOUNG PROFESSIONALS COMMITTEE** **KRISTEN WRIGHT**

11:30 AM **NETWORKING BREAK (JUNIOR BALLROOM)**

JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO (GRAND BALLROOM)

LUNCHEON KEYNOTE ADDRESS

12:00 PM **SPEAKER: CHAIRMAN, PRES. & CEO, GENESEE & WYOMING INC.** **JOHN HELLMANN**
INTRODUCTION: PRESIDENT, MARS **HARRY ZANDER**

1:00 PM **NETWORKING BREAK (JUNIOR BALLROOM)**

RAIL SHIPPER TECHNOLOGY

1:30 PM **SPEAKER: GLOBAL PROC. OWNER/PROC., DATA & TECH. LEAD, CARGILL, INC.** **JEANNIE FRANA**
INTRODUCTION: CORPORATE RAIL FLEET MANAGER, CARGILL, INC **KEVIN ZIMSKI**

BLOCKCHAIN TECHNOLOGY

2:15 PM **SPEAKER: VP DATA & ANAL., TRNSPRT. LOGS., GE TRANSPORTATION** **SHANKAR SENGUPTA**
INTRODUCTION: VP TRANSPORTATION, NORTH DAKOTA MILL **MICHAEL JONES**

CLOSING REMARKS AND ADJOURNMENT

3:00 PM **PRESIDENT, MARS** **HARRY ZANDER**

RAILROADING 101 (LILAC ROOM)

3:15 PM **SPEAKER: PRESIDENT, KEP, LLC** **JOHN SCHMITTER**

RAILCAR FLEET MANAGEMENT (MAGNOLIA ROOM)

3:15 PM **SPEAKER:AVP, AUTOMOTIVE, TTX** **DAVID SELLERS**
SPEAKER: DIRECTOR, AUTOMOTIVE, TTX **WILLIAM CORCORAN**

THE CHALLENGES AND OPPORTUNITIES OF THE NEW LEASE ACCOUNTING RULES (CYPRESS ROOM)

3:15 PM **SPEAKER: SVP & CHF. COMM'L. OFFICER, ALLTRANSTEK LLC** **RICHARD KLOSTER**
SPEAKER: SENIOR CONSULTANT, ALLTRANSTEK, LLC **ROBERT HART**

5:00 PM – 7:00PM **RECEPTION (GRAND BALLROOM)**

THURSDAY JANUARY 17, 2019
A NEW AGE OF RAIL OPERATIONS

AGENDA

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM A)
REGISTRATION (GRAND BALLROOM FOYER)
- 7:50 AM OPENING REMARKS: PRESIDENT, MARS HARRY ZANDER
ANTITRUST & SAFETY BRIEFING: SERGEANT AT ARMS, MARS GAIL WERNETTE
OPENING KEYNOTE ADDRESS
- 8:00 AM **SPEAKER: EVP SALES & MARKETING, CSX TRANSPORTATION** MARK WALLACE
INTRODUCTION: PRESIDENT, MARS HARRY ZANDER
- RAILROAD INFORMATION TECHNOLOGY**
- 8:45 AM **SPEAKER: SR. DIR. DATA ANAL. & FIELD TECHNOLOGY, CN** KEVIN DAY
INTRODUCTION: GENERAL DIRECTOR, SALES, BNSF RAILWAY D'ANDRAE LARRY
- 9:15 AM **NETWORKING BREAK (JUNIOR BALLROOM)**
- AN ABSOLUTE 100% GUARANTEED ACCURATE 2019 POLITICAL AND LEGISLATIVE FORECAST.
OR AT LEAST A SOMEWHAT INFORMED LAY OF THE LAND.**
- 9:45 AM **SPEAKER: PARTNER, CHAMBERS, CONLON & HARTWELL, LLC** CHUCK BAKER
INTRODUCTION: EVP & CHF. COMM'L OFFICER, WATCO COMPANIES, LLC STEFAN LOEB
- RAIL EQUIPMENT UPDATE**
- 10:15 AM **SPEAKER: PRESIDENT, CIT RAIL** JEFFREY LYTLE
INTRODUCTION: AVP FLEET OPERATIONS, CIT RAIL CHARLES BURDIC
- ROADS IN THE FORK: RAILROADS 2019 AND BEYOND**
- 11:00 AM **SPEAKER: PRESIDENT, ABH CONSULTING** ANTHONY HATCH
INTRODUCTION: PRESIDENT, MARS HARRY ZANDER
ELECTION OF OFFICERS
- 12:00 PM **CLOSING REMARKS AND ADJOURNMENT** HARRY ZANDER
RAILROADING 201 (LILAC ROOM - B)
- 12:15 PM **SPEAKER: PRESIDENT, KEP, LLC** JOHN SCHMITTER
INTERMODAL 101 (CYPRESS ROOM)
- 12:15 PM **SPEAKER: PRESIDENT RSE CONSULTING** RONALD SUCIK
STB RAIL SERVICE ASSISTANCE (MAGNOLIA ROOM)
- 12:15 PM **SPEAKER: SENIOR ATTORNEY & INDUSTRY ANALYST, STB** GABRIEL MEYER

DRAWING TO AWARD A \$250 CASH PRIZE TO MEMBER IN ATTENDANCE

MEETING ADJOURNS
PLEASE REMEMBER TO COMPLETE AND RETURN EVALUATION FORM
THANK YOU FOR JOINING US

MARS EXECUTIVE COMMITTEE MEETING - LILAC ROOM A&C (MEMBERS ONLY)