



MIDWEST ASSOCIATION OF RAIL SHIPPERS

**SUMMER MEETING, JULY 15-16, 2019
GRAND GENEVA RESORT, LAKE GENEVA, WI**

PSR AND THE SHIPPER IMPACT

AGENDA

MONDAY JULY 15, 2019

- 11:30 AM MARS SCHOLARSHIP OUTING – GOLF – BRUTE AND HIGHLANDS COURSES
HOST MATT O’KRAY, CANADIAN PACIFIC RAILWAY
- 4:00 PM REGISTRATION – EVERGREEN BALL ROOM FOYER
- 6:00 PM NEW MEMBER AND YOUNG PROFESSIONALS ORIENTATION – GALEWOOD AB
HOST: STEFAN LOEB, WATCO COMPANIES
- 6:00PM RECEPTION – EVERGREEN BALL ROOM
- 7:30PM NETWORKING BUFFET DINNER – MAPLE LAWN BALLROOM

TUESDAY JULY 16, 2018

- 6:30 AM MARS EXECUTIVE COMMITTEE MEETING (MEMBERS ONLY) – LINWOOD “A”
- 7:00 AM REGISTRATION – GRAND BALL ROOM FOYER
BUFFET BREAKFAST – EVOLVE AND CHOPHOUSE

CONFERENCE – GRAND BALL ROOM

- 7:45 AM INTRODUCTORY REMARKS: PRESIDENT, MARS TOM SURMA
MEETING ORGANIZATION: SERGEANT AT ARMS, MARS GAIL WERNETTE

RAILROAD KEYNOTE ADDRESS

- 8:00 AM **SPEAKER: CHAIRMAN, PRESIDENT & CEO, NORFOLK SOUTHERN CORP. JAMES SQUIRES**
INTRODUCTION: PRESIDENT, MARS TOM SURMA

UPDATE ON TRADE AND TARIFFS

- 8:45AM **SPEAKER: SVP, INTERNATIONAL POLICY, US CHAMBER OF COMMERCE JOHN MURPHY**
INTRODUCTION: DIRECTOR, CN PAUL TONSAGER

9:30 AM

NETWORKING BREAK REFRESHMENTS IN THE EVOLVE & CHOP HOUSE

A CRITICAL TIME AT THE SURFACE TRANSPORTATION BOARD

10:00 AM **SPEAKER: VICE CHAIRMAN, SURFACE TRANSPORTATION BOARD** **PATRICK FUCHS**
 INTRODUCTION: PRESIDENT, MARS **TOM SURMA**

ECONOMIC UPDATE

10:30 AM **SPEAKER: DIRECTOR, SENIOR ECONOMIST, WELLS FARGO SECURITIES** **TIM QUINLAN**
 INTRODUCTION: VICE PRESIDENT SALES, WELLS FARGO RAIL **GARY KEARBY**

PSR IMPACT ON RAIL CUSTOMERS – SHIPPER ROUND TABLE DISCUSSION

11:00 AM **SPEAKER; SENIOR MANAGER, RAIL OPERATIONS, BUNGE, NA, INC.** **ROB COOK**
 SPEAKER: VICE PRESIDENT, PACKAGING CORPORATION OF AMERICA **BRUCE RIDLEY**
 SPEAKER: MANAGER, RAIL RATES, NUTRIEN **GAIL WERNETTE**
 MODERATOR: SVP, SALES & MARKETING, UNION TANK CAR **DAVID MURAWSKI**

ASSOCIATION REPORTS

11:45 AM **MARS SCHOLARSHIP COMMITTEE CHAIRMAN** **CARRIE EVANS**
 MARS SCHOLARSHIP OUTING CHAIRMAN **MATT O'KRAY**
 NARS PRESIDENT **TOM TISA**

12:00 PM **MARS LUNCHEON – MAPLE LAWN BALL ROOM**

LUNCHEON KEYNOTE REMARKS

12:30 PM **SPEAKER: PAST PRESIDENT, CSX TRANSPORTATION** **CLARENCE GOODEN**
 INTRODUCTION: PRESIDENT, MARS **TOM SURMA**

1:15 PM **NETWORKING BREAK – REFRESHMENTS IN THE CHOPHOUSE**

MEETING RESUMES – GRAND BALLROOM

RAIL FREIGHT EQUIPMENT UPDATE

1:30 PM **SPEAKER: VICE PRESIDENT STRUCTURED FINANCE, GATX** **MATTHEW WALLIN**
 INTRODUCTION: SENIOR VICE PRESIDENT, TRINITY RAIL **HARRY ZANDER**

SHORTLINE RAILROAD PERSPECTIVE OF PSR

2:00 PM **SPEAKER: VP & CCO, ANACOSTIA RAIL HOLDINGS** **ERIC JAKUBOWSKI**
 INTRODUCTION: EVP & CCO, WATCO COMPANIES, LLC **STEFAN LOEB**

2:30 PM **CLOSING COMMENTS- ADJOURN: PRESIDENT, MARS** **TOM SURMA**

DRAWING TO AWARD A \$500 CASH PRIZE TO MEMBER IN ATTENDANCE

MEETING ADJOURNS

PLEASE REMEMBER TO COMPLETE AND RETURN EVALUATION FORM

THANK YOU FOR JOINING US