



# MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 11- 13, 2022

## *RESTARTING THE SUPPLY CHAIN WITH RAIL*

### AGENDA

#### *TUESDAY JANUARY 11, 2022*

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

#### *WEDNESDAY JANUARY 12, 2022*

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM)  
REGISTRATION (GRAND BALLROOM FOYER)
- NEW MEMBER ORIENTATION and YOUNG PROFESSIONALS GROUP (MAGNOLIA ROOM)**
- 7:15 AM **HOST: FIRST VICE PRESIDENT, MARS** **CARRIE EVANS**
- CONFERENCE (GRAND BALLROOM)**
- 7:45 AM **OPENING REMARKS: PRESIDENT, MARS** **STEFAN LOEB**  
**ANTITRUST & SAFETY BRIEFING, SERGEANT AT ARMS, MARS** **BRYAN VAUGHAN**
- CPKC – WHAT OPPORTUNITIES ARE AHEAD AND WHEN?**
- 8:00 AM **SPEAKER: PRESIDENT & CEO, CANADIAN PACIFIC** **KEITH CREEL**  
**SPEAKER: PRESIDENT & CEO, KANSAS CITY SOUTHERN** **PATRICK OTTENSMEYER**  
INTRODUCTION BY: PRESIDENT, MARS **STEFAN LOEB**
- NAVIGATING THE CURRENT SUPPLY CHAIN AS A SHIPPER**
- 8:45 AM **SPEAKER: GM, LOGISTICS SERVICES & TRANSTAR, LLC, US STEEL** **MATTHEW NEE**  
INTRODUCTION BY: SENIOR MANAGER, SALES, CSX TRANSPORTATION **KATHY BATHURST**
- 9:00 – 5:00 MARS GOODS & SERVICES EXHIBITION (JUNIOR BALL ROOM)**
- 9:30 AM **NETWORKING BREAK (JUNIOR BALLROOM)**
- CREATING STRATEGIC VALUE THROUGH SUSTAINABILITY**
- 10:00 AM **SPEAKER: VICE PRESIDENT SUSTAINABILITY, CN** **JANET DRYSDALE**  
INTRODUCTION BY: CCO, ANACOSTIA RAIL HOLDINGS, INC. **ERIC JAKUBOWSKI**
- SHORT LINES MAKING SUSTAINABILITY MATTER TOO – USING TECHNOLOGY AND ESG**
- 10:45 AM **SPEAKER: PRESIDENT, NA, GENESEE & WYOMING, INC** **MICHAEL MILLER**  
INTRODUCTION BY: AVP INDUSTRIAL DEVELOPMENT, G&W, INC. **MATT O'KRAY**

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**AGENDA**

**RAILROAD FREIGHT EQUIPMENT UPDATE AND HOW TRINITY SEES THE FUTURE**

11:15 AM **SPEAKER: EVP & CCO, TRINITY RAIL GROUP, LLC** **GREGG MITCHELL**  
INTRODUCTION BY: PRESIDENT, MARS **STEFAN LOEB**

**NARS UPDATE**

11:45 AM **SPEAKER: IMMEDIATE PAST PRESIDENT, NARS** **TOM TISA**

**MARS SCHOLARSHIP UPDATE**

11:45 AM **SPEAKER: CHAIRMAN MARS SCHOLARSHIP COMMITTEE** **LUKE JONES**

**MARS YOUNG PROFESSIONALS UPDATE**

11:45 AM **SPEAKER: CHAIRMAN MARS YOUNG PROFESSIONALS COMMITTEE** **KRISTEN WRIGHT**

11:45 AM **NETWORKING BREAK (JUNIOR BALLROOM)**

12:15 PM **JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO (GRAND BALLROOM)**

**LUNCHEON KEYNOTE ADDRESS**

1:00 PM **SPEAKER: CHAIRMAN, PRES. & CEO, NORFOLK SOUTHERN CORPORATION.** **JAMES SQUIRES**  
INTRODUCTION BY: PRESIDENT, MARS **STEFAN LOEB**

1:45 PM **NETWORKING BREAK (JUNIOR BALLROOM)**

**OPPORTUNITIES FOR SHIPPERS AND SHORT LINES**

2:15 PM **SPEAKER: CHIEF EXECUTIVE OFFICER, WATCO** **DAN SMITH**  
INTRODUCTION BY: PRESIDENT, MARS **STEFAN LOEB**

**ECONOMIC UPDATE**

2:45 PM **SPEAKER: MANAGING DIR., SENIOR. ECONOMIST, WELLS FARGO** **TIMOTHY QUINLAN**  
INTRODUCTION BY: VICE PRESIDENT, SALES, WELLS FARGO RAIL **GARY KEARBY**

**LEGISLATIVE UPDATE**

3:15 PM **SPEAKER: PRINCIPAL, VIKING NAVIGATION** **ADAM NORDSTROM**  
INTRODUCTION BY: VICE PRESIDENT – SALES, WELLS FARGO RAIL **GARY KEARBY**

**CLOSING REMARKS AND ADJOURNMENT**

3:45 PM **PRESIDENT, MARS** **STEFAN LOEB**

**RAILROADING 101: INTRODUCTION TO RAIL OPERATIONS (LILAC ROOM B-D)**

3:45 PM **SPEAKER: PRESIDENT, KEP, LLC** **JOHN SCHMITTER**

**RAILCAR FLEET MANAGEMENT (MAGNOLIA ROOM)**

3:45 PM **SPEAKER: VP, TECHNOLOGY & INFORMATION SERVICES, ALLTRANSTEK** **MATT JOHNSON**  
**SPEAKER: BUSINESS RELATIONSHIP MANAGER, ALLTRANSTEK** **ALLISON BERNABEI**

**INTERMODAL 101 (CYPRESS ROOM)**

3:45 PM **SPEAKER: GEN'L. DIRECTOR CONSUMER PRODUCTS, BNSF RAILWAY** **STEPHANIE KUNTZMAN**  
**SPEAKER: GEN'L DIRECTOR CONSUMER PRODUCTS, BNSF RAILWAY** **GREGG ZODY**

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

*THURSDAY JANUARY 13, 2022*  
*RESTARTING THE SUPPLY CHAIN WITH RAIL*

**AGENDA**

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM A)  
REGISTRATION (GRAND BALLROOM FOYER)
- 7:45 AM OPENING REMARKS: PRESIDENT, MARS STEFAN LOEB  
ANTITRUST & SAFETY BRIEFING: SERGEANT AT ARMS, MARS BRYAN VAUGHAN
- UNION PACIFIC'S ROLE AND VIEW IN TODAY'S SUPPLY CHAIN**
- 8:00 AM **SPEAKER: EVP MARKETING & SALES, UNION PACIFIC RAILROAD** KENNY ROCKER  
INTRODUCTION BY: CORP. LOGISTICS DIRECTOR, STEEL DYNAMICS, INC CRAIG LONGARDNER
- CSX'S ROLE AND VIEW IN TODAY'S SUPPLY CHAIN**
- 8:45 AM **SPEAKER: PRESIDENT & CEO, CSX TRANSPORTATION** JAMES FOOTE  
INTRODUCTION BY: SR. MANAGER SALES, CSX TRANSPORTATION KATHY BATHURST
- 9:30 AM **NETWORKING BREAK (JUNIOR BALLROOM)**
- RAILROADING IN TODAY'S SUPPLY CHAIN AND REGULATORY ENVIRONMENT**
- 10:00 AM **SPEAKER: PRESIDENT & CEO, ASSOCIATION OF AMERICAN RAILROADS** IAN JEFFERIES  
INTRODUCTION BY: PRESIDENT, MARS STEFAN LOEB
- FINANCIAL VIEW OF THE RAIL INDUSTRY**
- 10:45 AM **SPEAKER: PRESIDENT, ABH CONSULTING** ANTHONY HATCH  
INTRODUCTION BY: CHIEF REVENUE OFFICER, PATRIOT RAIL COMPANY HARRY ZANDER
- ELECTION OF 2022 OFFICERS**
- 11:30 AM CHAIRMAN NOMINATING COMMITTEE TOM SURMA
- 11:45 AM **CLOSING REMARKS AND ADJOURNMENT** STEFAN LOEB
- DRAWING TO AWARD \$500 CASH PRIZES TO MEMBERS 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)
- RAILROADING 201: HOW RAILROADS THINK ABOUT MARKETING AND PRICING (LILAC ROOM B-D)**
- 12:00 PM **SPEAKER: PRESIDENT, KEP, LLC** JOHN SCHMITTER
- TRANSLOADING 101(CYPRESS ROOM)**
- 12:00 PM **SPEAKER: DIRECTOR CORPORATE QUALITY ASSURANCE, BATORY FOODS** RAY SMITH