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Arthur Adams

Senior Vice President of Sales
CSX

Arthur Adams is Senior Vice President of Sales, responsible for leading all sales portfolios within the Agriculture and Food, Chemicals, Fertilizers, Paper and Forest, Metals, and Minerals markets. Adams also oversees CSX Customer Engagement and TRANSFLO services. Since joining CSX in 2007 with experience in the retail and healthcare sectors, Adams has helped strengthen the company's market position and customer relationships. He has served in CSX's Sales and Marketing organization in various positions of increasing responsibility. Prior to his most recent role as Vice President of Sales and Supply Chain Solutions, he was Head of Marketing Services, where he led the transformation of customer service operations and e-solutions enhancements. Adams holds a master's degree in intermodal transportation management from the University of Denver and a bachelor's degree in marketing from Jacksonville University.

Allison Bernabei

Relationship Manager
AllTranstek Business

Allison is an integral part of AllTranstek's growth, working closely to help all customer needs and assisting with streamlining access to inspection, engineering, report development, regulatory and engineering support. She specializes in new customer onboarding, interpretation of customer requirements, system set up, internal employee training, and process flow.

Keith Creel

President and Chief Executive Officer
CP

On January 31, 2017, Mr. Creel assumed his role as President and Chief Executive Officer of CP, becoming the 17th person to lead the company since 1881. Mr. Creel was appointed President and Chief Operating Officer in February 2013 and joined the CP Board of Directors in May of 2015. Under Mr. Creel's leadership, CP is finding safer, more efficient ways to connect customers to domestic and global markets, and will continue to play a prominent role in connecting communities in Canada and the U.S. Prior to joining CP, Mr. Creel was Executive Vice-President and Chief Operating Officer at Canadian National Railway (CN). He held various positions at CN including Executive Vice-President Operations, Senior Vice-President Eastern Region, Senior Vice-President Western Region, and Vice-President of the Prairie Division. Mr. Creel began his railroad career at Burlington Northern Railway in 1992 as an intermodal ramp manager in Birmingham, Alabama. He also spent part of his career at Grand Trunk

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(Creel cont.) Western Railroad as a superintendent and general manager and at Illinois Central Railroad as a trainmaster and director of corridor operations, prior to its merger with CN in 1999. He currently serves on the boards of TTX Company and the Association of American Railroads.

Mr. Creel holds a Bachelor of Science in marketing from Jacksonville State University and completed the Advanced Management Program at Harvard Business School. Mr. Creel has a military background as a commissioned officer in the U.S. Army, during which time he served in the Persian Gulf War in Saudi Arabia. Recognized for his leadership at CP, he was named by Progressive Railroading as *Railroad Innovator* for 2014 and by Railway Age as Railroader of the Year in 2021.

Janet Drysdale

Vice-President Sustainability
CN

Janet Drysdale is a seasoned and versatile executive with over two decades of cross functional leadership in the transportation industry.

Ms. Drysdale was appointed Vice-President Sustainability in April 2021, following a decade of service in senior executive appointments of increasing scope and responsibility. Prior appointments include Vice-President Financial Planning, Vice-President Corporate Development, and Vice-President Investor Relations.

Ms. Drysdale leads CN's Sustainability, Environment, and Corporate Safety teams and is responsible for the Company's integrated sustainability strategy, with associated goals designed to drive sustainable long-term business results, reduce risk, identify opportunities, and improve resiliency.

Ms. Drysdale has long been an advocate for the rail industry and North America's critical supply chains. She has regularly presented to various levels of government, Chambers of Commerce, and Boards of Trade, and has guest lectured at McGill University and the University of Toronto. Additionally, Ms. Drysdale has an extensive track record of engaging with the global investment community and is proud to have been recognized as the Best Investor Relations Officer amongst all publicly traded large cap Canadian companies.

In 2020, Ms. Drysdale was recognized by WXN as one of Canada's Top 100 Most Powerful Women in the executive leadership category, and by Railway Age for her leadership, collaboration, and innovation. Ms. Drysdale is committed to increasing the representation of women in transportation and the transition to a lower carbon economy.

Ms. Drysdale is an independent director of Rumo S.A., Brazil's largest freight railway

Ms. Drysdale holds an Honours Bachelor of Science degree from Queen's University and an MBA from McGill University. In 2021, Ms. Drysdale completed the Global Competent Boards ESG program and certification (GCB.D).

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Ian Jefferies

President and Chief Executive Officer
Association of American Railroads

As the Association of American Railroads (AAR's) president and CEO, Jefferies advocates for and works with member railroads to ensure the continued viability of America's railroad industry. Prior to assuming the role on January 1, 2019, Jefferies was the senior vice president of AAR's government affairs where he led the development, promotion and implementation of legislative priorities for the AAR.

Before joining the AAR, Jefferies cultivated more than a decade of experience working within government. From 2009 to 2013, Jefferies served as a senior policy advisor to the Chairman of the U.S. Senate Committee on Commerce, Science and Transportation. In this role, Jefferies provided policy guidance on a host of transportation issues, including railroad economic regulation, rail safety and passenger rail. Jefferies also led the successful development, negotiation and reauthorization of major infrastructure legislation and managed the successful conference of Committee legislation relating to the 2012 surface transportation reauthorization law, MAP 21.

Jefferies began his career in government serving as a Senior Advisor to the Mayor of Lexington, Kentucky, before transitioning to the federal government. Prior to serving in the United States Senate, he worked for the U.S. Department of Transportation, Office of the Inspector General and the U.S. Government Accountability Office. In these roles, Jefferies led program reviews on a variety of issues including infrastructure development, international trade, major weapon systems acquisition and federal contracting.

Jefferies received his Master of Science in public policy and management from Carnegie Mellon University in Pittsburgh, PA and his Bachelor of Science in economics from the University of Kentucky in Lexington, KY.

Jefferies and his wife reside with their three children in Alexandria, VA.

Matt Johnson

VP, Technology and Information Services
AllTranstek

Matt coordinates the diverse development and company support functions that assist in the systems and daily functions for external partners and clients as well as internal departments. Matt held various positions at GATX Rail including industrial engineer, project coordinator, senior engineering database specialist, and senior business analyst before coming to AllTranstek.

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Stephanie Kuntzman

General Director, Domestic Intermodal
BNSF Railway

Stephanie Kuntzman serves as general director, Consumer Products since August 2021. In this role, Stephanie is focused on process and technology integration in BNSF's intermodal operation and with intermodal customers. Prior to this role, Stephanie was general director, Domestic Intermodal, with responsibilities including commercial sales, business development and strategic initiatives for BNSF's expedited intermodal business

Stephanie joined BNSF in 2009 as a Transportation management trainee in Seattle, Washington. Since her time in Transportation, she has held several marketing and sales roles in Consumer Products and Industrial Products during her career with BNSF.

Education

- Bachelor of Science, International Business & Spanish, The University of Akron
- Master of Business Administration, Texas Christian University

Personal

Stephanie and her family reside in Fort Worth, Texas.

BNSF

BNSF Railway is one of North America's leading freight transportation companies. BNSF owns or operates approximately 32,500 route miles of track in 28 states and operates in three Canadian provinces. BNSF is one of the top transporters of consumer goods, grain and agricultural products, low-sulfur coal, and industrial goods such as petroleum, chemicals, housing materials, food and beverages. BNSF's shipments help feed, clothe, supply, and power American homes and businesses every day. BNSF and its employees have developed one of the most technologically advanced and efficient railroads in the industry. We work continuously to improve the value of the safety, service, energy, and environmental benefits we provide to our customers and the communities we serve.

Michael O. Miller

President, North America
G&W

Michael O. Miller was appointed President of G&W's North American operations in October 2018. He joined the company as Chief Commercial Officer for North America in September 2010 and was previously General Manager of Norfolk Southern's Modalgistics Supply Chain Solutions, where he improved customers' supply chain efficiencies through rail, transload and intermodal service. Prior to that, he served as Vice President of Strategic Development for Derivon Corp and held logistics-related positions with Georgia-Pacific and Roadway Express. Mr. Miller holds a bachelor's degree in industrial engineering and a master's degree in business management from North Carolina State University.

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Gregg Mitchell

EVP and Chief Commercial Officer

Trinity Industries, Inc.

Gregg Mitchell is EVP and Chief Commercial Officer for Trinity Industries, based in Dallas, TX. Trinity Industries, Inc., headquartered in Dallas, Texas, owns businesses that are leading providers of rail transportation products and services in North America. Our rail-related businesses market their railcar products and services under the trade name TrinityRail. The TrinityRail integrated platform provides railcar leasing and management services, as well as railcar manufacturing, maintenance and modifications.

Gregg joined Trinity industries in 2007 as President of Trinity Logistics Group, Inc., delivering premier, multi-industry logistics services to internal Trinity Industries business units and the external market with consistent reliability, safety and innovation. In 2010, he was named President of Trinity Highway Products where he led the only full-line manufacturer of highway guardrail and crash cushions in the United States. This included the subsidiary of Energy Absorption Systems, Inc., the leading provider of crash cushions, truck-mounted attenuators and other transportation related products.

Gregg has more than 20 years of experience across major retail and manufacturing organizations. Prior to Trinity, he served as Senior Vice President, Supply Chain for Glazer's Corporation where he led all "end-to-end" Supply Chain Operations. Prior to Glazer's, Gregg was Vice President of Gap International Logistics where he led all logistics strategic operations related to Gap Brands across European, Canadian and Asian operations.

Gregg graduated with a BS Degree in Business from Missouri Southern University. He currently lives in Frisco, Texas with his wife and children.

He has served as the Chairman of the Highway Users Alliance. He also holds a position on the advisory Boards of Texas A&M Transportation

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Matthew D. Nee

General Manager- Logistics
United States Steel Corporation

Matthew D. Nee, was named General Manager of Logistics in August of 2017. In this role, Mr. Nee has responsibility for all North American Flat-Rolled and U. S. Steel Tubular shipments. Mr. Nee joined U. S. Steel in 2001 as a supply chain analyst at the former Straightline Source, a wholly owned tech start-up subsidiary in Pittsburgh, PA. In 2004 Mr. Nee relocated to the Great Lakes Works facility in Ecorse, MI to work in the business planning organization before relocating to a headquarters position in Pittsburgh, PA aimed at centralizing the processed products organization in 2005.

By 2007 Mr. Nee was named Manager-Processed Products relocating back to the Great Lakes Works where he oversaw all outside processing activity in the Great Lakes and Canada regions. In 2010 Mr. Nee took on an Account Manager assignment in the U. S. Steel Automotive Center in Troy, MI. He served in this commercial role calling on several different automotive OEMs.

Mr. Nee relocated back to Pittsburgh, PA in 2012 to join the U. S. Steel Logistics department where he was appointed to Director, Rail Operations. He held multiple roles within the U. S. Steel Logistics department prior to becoming the General Manager in 2017.

Mr. Nee is a native of Pittsburgh, PA., and 2000 graduate of The Pennsylvania State University with a Bachelor of Science degree in Business Logistics.

Adam Nordstrom

Principal
Viking Navigation

Adam Nordstrom is a Principal with Viking Navigation LLC, based in Arlington, Virginia. Viking is a government relations consulting practice helping entrepreneurs and local governments navigate their dealings with the White House, federal agencies, and the U.S. Congress. Since 1999, Adam has specialized in representing railroads and railroad customers. Adam was an originator of the federal Section 45G railroad maintenance tax credit that has created billions of dollars in rail infrastructure investment and drafted and shaped predecessors to the CRISI statute. Recent successes for rail-related customers include numerous grants from USDOT including CRISI, FASTLANE, INFRA, and TIGER grants. Adam is a graduate of the George Washington University School of Business and Public Management and the George Mason University School of Law. Adam and his wife have three children.

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Patrick J. Ottensmeyer

President and Chief Executive Officer
Kansas City Southern

Mr. Ottensmeyer is president and chief executive officer of Kansas City Southern (KCS) (NYSE: KSU). He has served in this role since July 1, 2016. Mr. Ottensmeyer is also a member of KCS' board of directors. Headquartered in Kansas City, Missouri, KCS is a transportation holding company that has railroad investments in the U.S., Mexico and Panama. KCS' North American rail holdings and strategic alliances with other North American rail partners are primary components of a unique railway system, linking the commercial and industrial centers of the U.S., Mexico and Canada.

Prior to also becoming chief executive officer, Mr. Ottensmeyer served as president since 2015. From 2008 to 2015, he was executive vice president sales and marketing, and from 2006 to 2008, he was executive vice president and chief financial officer.

Prior to his employment at KCS, he served from 2000 to 2006 as executive vice president and chief financial officer of Intranasal Therapeutics, Inc., a specialty pharmaceutical company. From 1993 to 1999, he was vice president finance and treasurer for Santa Fe Pacific Corp and Burlington Northern Santa Fe Corp. Earlier in his career, Mr. Ottensmeyer held executive positions at Security Pacific National Bank and Bank of America, including the position of senior vice president and head of the corporate banking group in New York.

Mr. Ottensmeyer holds a bachelor of science in finance from Indiana University. He is U.S. chairman of the U.S. Chamber of Commerce's U.S.-Mexico Economic Council and recently served as its U.S. chairman of the strategic trade initiatives working group of the U.S.-Mexico CEO Dialogue. He is a member of the advisory board of the Woodrow Wilson Center's Mexico Institute. In 2019, Progressive Railroading magazine recognized Mr. Ottensmeyer with its Railroad Innovator Award and Railway Age magazine recognized him with its Railroader of the Year Award. Mr. Ottensmeyer serves on the boards of the Association of American Railroads, Truman Library Institute, The Civic Council of Greater Kansas City and The Kansas City Metropolitan Crime Commission.

Tim Quinlan

Managing Director, Senior Economist
Wells Fargo Securities, LLC

Tim Quinlan is a managing director and senior economist with Wells Fargo Securities. Based in Charlotte, North Carolina, he provides analysis on U.S. economy and major foreign economies.

Tim's work has been published in academic economic journals and his comments on the economy regularly appear in The Wall Street Journal, The New York Times and USA Today. He is also a frequent guest on Bloomberg TV, CNBC and National Public Radio. Tim first joined the company in 2002 and previously held positions as a trust account portfolio manager and investment strategist before joining the economics group in 2007. Prior to joining the company he worked for Putnam Investments in Boston. Tim is a member of the National Association for Business Economics. Tim has a B.A. from Siena College in Albany, New York.

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Kenny Rocker

Executive Vice President, Marketing and Sales
Union Pacific Railroad

Kenny Rocker was appointed executive vice president Marketing & Sales at Union Pacific Railroad in August 2018. He is responsible for the company's three major business units: Bulk, Industrial and Premium, along with Marketing & Sales Operations, Commercial Strategy and Union Pacific's Mexico business. He also oversees the railroad's Loup Logistics subsidiary. Previously, Rocker served as vice president - Industrial, a position he held since August 2016. Since joining Union Pacific in 1994, he has held various Marketing & Sales positions, including assignments in Automotive, Chemicals and the Market Development & Sales Center. Rocker graduated with a bachelor's degree in finance from Tuskegee University. He currently serves on the Children's Hospital, Creighton University and Seventy Five North boards, and was previously Chairman of the Lutheran Family Services Audit Committee and served on the NorthStar board. He and his wife, April, have four daughters.

John Schmitter

KEP LLC.

Mr. Schmitter has over 30 years of experience in transportation. As a consultant, he has worked with companies in the coal, minerals, petroleum, steel, chemical, fertilizer, paper, lumber and grain industries as well as shortline railroads, ports and government agencies. He advises clients on supply chain strategy, rail operations, rail fleet management, commercial rail contracts, regulatory support and rail costs in the US and Canada. Prior to starting KEP LLC, John was Vice President of Business Development at DTE Rail Services, a railcar repair, software and services company. He was Managing Director of Metals & Ores at Southern Pacific Railroad and intermodal market manager and trainmaster at Conrail. Mr. Schmitter has also held marketing and sales positions in the intermodal and LTL trucking industries. John has an M.B.A. from Penn State University and a B.S. in Business from Northeastern University with a concentration in supply chain management.

Alan H. Shaw

Executive Vice President and Chief Marketing Officer
Norfolk Southern Corporation

Alan Shaw is Executive Vice President and Chief Marketing Officer of Norfolk Southern Corporation. He has been with Norfolk Southern for 24 years and has held various positions within the company. Alan served as Vice President-Intermodal Operations (2013-2015), Group Vice President-Chemicals (2009-2013), Group Vice President-Coal Transportation Services (2008-2009), Director-Coal Transportation Services (2002-2008), and has held various staff positions in the Coal and Finance departments (1994-2002). In Alan's current position, he has overall

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(Shaw cont.) responsibility for Norfolk Southern's marketing and sales, industrial development, short line, and real estate activities across the NS network, including international business activity.

Mr. Shaw is a graduate of Virginia Tech where he earned a B.S. in Aerospace Engineering (1989) and a MBA in Finance (1992). He also graduated from the General Management Program at Harvard Business School (2012) and earned the designation of Chartered Financial Analyst (1997) from the Association for Investment and Management Research.

Mr. Shaw currently serves on the Board of Directors of TTX Company and the National Association of Manufacturers. He is a member of the Board of Trustees of Virginia Wesleyan University in Virginia Beach, VA, and a member of the IEA Coal Industry Advisory Board based in Paris, France.

Alan and his wife, Tiffany, live in Virginia Beach with their four children.

Dan Smith

Chief Executive Officer
Watco Companies

Dan Smith is Chief Executive Officer of Watco Companies, a role he has held since July 2018. Dan's career with Watco started in 2009 with him spearheading the purchase of Greens Port Industrial Terminals, the largest multi-tenanted industrial park on the Gulf Coast. Since that time, he has taken on several roles of increasing responsibility. Prior to being named CEO, he was Executive Vice President and Chief Operating Officer. Over the past 11 years, Dan has driven significant performance improvements for Watco. Under his leadership, Watco has achieved more than \$1 billion of annual revenue through strategic planning and acquisitions. His vision and operational direction have been the driving force behind the successful integration of more than 150 new business locations since 2015. Dan has strengthened Watco's safety culture and played an instrumental role in developing Watco's Safety and Training Center, which provides team members with standardized training to safely perform their duties. Dan's unwavering commitment to innovation and results led him to successfully realign operations, sales, safety, and marketing to better serve our customers. Dan is a member of the 2020 class of "50 Kansans You Should Know" presented by Ingram's magazine, a business publication covering Kansas and Missouri. As for the team culture that Watco is known for, it's only natural that Dan helps inspire it. He's drawing on 12 years as a pitcher with five Major League Baseball organizations.

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Raymond Smith

Batory Foods

Ray has worked in the food industry since 1978 and continues to manage quality and safety programs at his present employer Batory Foods. His experience with handling bulk products both through transloading and handling systems has provided great opportunities to experience a wide array of transloading implementation and designs.

Ray has worked with not only with major food companies to design and implement transloading systems, he has also worked for an engineering company assisting in the development of transloading and handling systems to fit user's needs. Working closely with all stakeholders involved, optimizing integration with product manufacturers, railroads, transloading & carrier agents, and ultimately the receiving users, Ray has worked to develop processes that both meet high quality standards and optimize ingredient handling costs.

Gregg Zody

General Director, Consumer Products

BNSF Railway

Gregg Zody is General Director, Consumer Products, for BNSF Railway. In this role, he is responsible for leading the Intermodal Solutions team- which works directly with beneficial cargo owners (BCO's) to address their intermodal rail transportation needs. Prior to his current role, Gregg served as General Director, Industrial Products, and held various leadership positions in Consumer Products including director, UPS, director Temperature Controlled Intermodal, director Dry Motor Carrier Sales, and director, National Accounts Sales. Before joining BNSF in Dec. 2003, Gregg served as regional sales director, South Central Division for Pacer Global Logistics. Prior to Pacer, Gregg worked as a sales executive for Logistics.com (now Manhattan Associates) and spent 13 years with J.B. Hunt Transport, Inc., now BNSF's largest customer. During his tenure with J.B. Hunt he served as general manager, National Accounts, and was the first intermodal operations manager when their partnership with the Santa Fe Railway began in 1989.

Education

- Bachelor of Science, Business Logistics, Pennsylvania State University
- Master of Business Administration, Xavier University
- Executive Masters, Intermodal Transportation, University of Denver

Personal

Gregg is an avid hunter and drummer. He and his wife, Samantha, reside in Roanoke, TX and have two children, Mackenzie (Freshman, Abilene Christian) and Blake (12 years old).

BNSF

BNSF Railway is one of North America's leading freight transportation companies operating on 32,000 route miles of track in 28 states and two Canadian provinces. BNSF is one of the top transporters of consumer goods, grain, industrial goods and low-sulfur coal that help feed, clothe, supply, and power American homes and businesses every day. BNSF and its employees have developed one of the most technologically advanced, and efficient railroads in the industry. And we are working continuously to improve the value of the safety, service, energy, and environmental benefits we provide to our customers and the communities we serve. You can learn more about BNSF at www.bnsf.com.