



MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 17-19, 2023

BETTER TOGETHER, PARTNERING TO NAVIGATE A DYNAMIC RAIL ENVIRONMENT

AGENDA

TUESDAY, JANUARY 17, 2023

4:00 PM **REGISTRATION (JUNIOR BALLROOM FOYER)**

JUNIOR BALLROOM

5:00PM **GET ACQUAINTED RECEPTION**

MARS GOODS & SERVICES EXHIBITION OPEN TILL 11:30 AM THURSDAY

WEDNESDAY, JANUARY 18, 2023

7:00 AM **BREAKFAST BUFFET (JUNIOR BALLROOM)**
REGISTRATION (GRAND BALLROOM FOYER)

NEW MEMBER ORIENTATION (MAGNOLIA ROOM)

7:30AM **HOST: FIRST VICE PRESIDENT, MARS** **KATHY BATHURST**

CONFERENCE (GRAND BALLROOM)

8:00 AM **WELCOME REMARKS: PRESIDENT, MARS** **CARRIE EVANS**
ANTITRUST & SAFETY BRIEFING, SERGEANT AT ARMS, MARS **BRYAN VAUGHAN**

OPENING KEYNOTE ADDRESS

8:15 AM **SPEAKER: PRESIDENT & CEO, CANADIAN NATIONAL** **TRACY ROBINSON**
INTRODUCTION BY: PRESIDENT, MARS **CARRIE EVANS**

LOST IN TRANSLATION: HOW CULTURE FILTERS- AND CONFLATES- OPPORTUNITIES AND THREATS IN THE RAIL INDUSTRY

9:00 AM **SPEAKER: CHAIRMAN, RAILROAD DEVELOPMENT CORPORATION** **HENRY POSNER III**
INTRODUCTION BY: PRESIDENT, MARS **CARRIE EVANS**

9:30 AM **NETWORKING BREAK (JUNIOR BALLROOM)**

HOW CULTURE CAN MOVE A COMPANY DOWN THE TRACKS

10:00 AM **SPEAKER: SVP STRATEGIC PROJECTS, STEEL DYNAMICS, INC.** **GLENN PUSHIS**
INTRODUCTION BY: ACCOUNT MANAGER, GATX CORPORATION **CATIE STOOS**

RAILROAD FREIGHT EQUIPMENT UPDATE

10:30 AM **SPEAKER: PRESIDENT & CEO, THE GREENBRIER COMPANIES** **LORIE TEKORIUS**
INTRODUCTION BY: VP & GM, SALES, THE GREENBRIER COMPANIES **CHAD HARTWIG**

CELEBRATION OF WOMEN IN TRANSPORTATION AND LOGISTICS RECEPTION

11:00 AM **SPEAKER: CHIEF DATA & ANALYTICS OFFICER, TTX COMPANY** **KRISTINA CHAMBERS**

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MARS SCHOLARSHIP UPDATE

11:10 AM **SPEAKER: MARS SCHOLARSHIP COMMITTEE** **STEVE KIRK**
SPEAKER: FIRST VICE PRESIDENT, MARS **KATHY BATHURST**
SPEAKER: PAST PRESIDENT, MARS, RETIRED **CRAIG LONGARDNER**

MARS YOUNG PROFESSIONALS UPDATE

11:30 AM **SPEAKER: CHAIRMAN MARS YOUNG PROFESSIONALS COMMITTEE** **CATIE STOOS**

NORTH AMERICAN RAIL SHIPPERS' ASSOCIATION UPDATE

11:40 AM **SPEAKER, SECRETARY, NARS** **TORRI STUCKEY**

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

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

LUNCHEON FIRESIDE CHAT

1:00 PM **SPEAKER: PRESIDENT & CEO, NORFOLK SOUTHERN CORPORATION** **ALAN SHAW**
SPEAKER: PARTNER, OLIVER WYMAN **ADRIENE BAILEY**
INTRODUCTION BY: NATIONAL ACCOUNT MANAGER, NORFOLK SOUTHERN CORP STEVE BLINN

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

FIVE THINGS TO KNOW...AND WHY I AM BULLISH ABOUT FREIGHT RAIL IN 2023

2:15 PM **SPEAKER: PRESIDENT & CEO, ASSOCIATION OF AMERICAN RAILROADS** **IAN JEFERIES**
INTRODUCTION: EVP, CHIEF COMMERCIAL OFFICER, WATCO **STEFAN LOEB**

RAILPULSE UPDATE

2:45 PM **SPEAKER: EVP, CHIEF COMMERCIAL OFFICER, WATCO** **STEFAN LOEB**
INTRODUCTION BY: SALES MANAGER, UNION PACIFIC RAILROAD **BROOKE BALLOU**

RAILROADS AND GOVERNMENT: APPROACHING OUR THIRD CENTURY

3:15 PM **SPEAKER: PRINCIPAL, VIKING NAVIGATION, LLC** **ADAM NORDSTROM**
INTRODUCTION BY: SENIOR MANAGER, SALES, CSX TRANSPORTATION **KATHY BATHURST**

CLOSING REMARKS AND ADJOURNMENT

3:45 PM **PRESIDENT, MARS** **CARRIE EVANS**

RAILROADING 101 RAIL OPERATIONS AND COMMERCIAL (LILAC ROOM A-C)

3:45 PM **SPEAKER: CHIEF COMMERCIAL OFFICER & CO FOUNDER, RAIL STATE** **JOHN SCHMITTER**

FLEET MANAGEMENT 101: WHAT IS EQUALIZATION (LILAC ROOM B-D)

3:45 PM **SPEAKER: SUPERVISOR INFORMATION SERVICES, ALLTRANSTEK** **IRIS MORALES**
SPEAKER: BUSINESS RELATIONSHIP MANAGER, ALLTRANSTEK **ALLISON BERNABEI**

INTERMODAL 101 (CYPRESS ROOM)

3:45 PM **SPEAKER: DIRECTOR INTERMODAL SOLUTIONS, BNSF RAILWAY** **LINDSAY CLAYCAMP**
SPEAKER: DIRECTOR INTERMODAL SOLUTIONS, BNSF RAILWAY **EVAN PARTRIDGE**

4:00 PM **WOMEN IN TRANSPORTATION AND LOGISTICS RECEPTION** (MAGNOLIA ROOM)

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

BETTER TOGETHER, PARTNERING TO NAVIGATE A DYNAMIC RAIL ENVIRONMENT

THURSDAY, JANUARY 19, 2023

AGENDA

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM)
REGISTRATION (GRAND BALLROOM FOYER)
- 8:00 AM OPENING REMARKS: PRESIDENT, MARS CARRIE EVANS
ANTITRUST & SAFETY BRIEFING: SERGEANT AT ARMS, MARS BRYAN VAUGHAN
- DELIVERING SOLUTIONS FOR GROWTH**
- 8:15 AM **SPEAKER: PRESIDENT & CEO, BNSF RAILWAY** KATIE FARMER
INTRODUCTION BY: PRESIDENT, MARS CARRIE EVANS
- EXCEEDING CUSTOMER EXPECTATIONS**
- 9:00 AM **SPEAKER: CHIEF EXECUTIVE OFFICER, PATRIOT RAIL COMPANY** JOHN FENTON
INTRODUCTION BY: CHIEF REVENUE OFFICER, PATRIOT RAIL CO. HARRY ZANDER
- 9:30 AM **NETWORKING BREAK** (JUNIOR BALLROOM)
- SURFACE TRANSPORTATION BOARD UPDATE**
- 10:00 AM **SPEAKER: CHAIRMAN, SURFACE TRANSPORTATION BOARD** MARTIN OBERMAN
SPEAKER: CHF. COMMERCIAL OFFICER, ANACOSTIA RAIL HOLDINGS ERIC JAKUBOWSKI
- RAILS – CAN “SERVICE (ACTUALLY) BEGET GROWTH”?**
- 10:45 AM **SPEAKER: PRESIDENT, ABH CONSULTING** ANTHONY HATCH
INTRODUCTION BY: EVP COMMERCIAL, R.J. CORMAN RAILROAD GRP. JUSTIN BROYLES
- ELECTION OF 2023 OFFICERS**
- 11:30 AM CHAIRMAN NOMINATING COMMITTEE STEFAN LOEB
- 11:45 AM **CLOSING REMARKS AND ADJOURNMENT** KATHY BATHURST

DRAWINGS TO AWARD TWO \$500 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)