



# MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING  
JANUARY 9 – 11, 2024

*ONE HUNDRED YEARS OF MARS*

*TUESDAY, JANUARY 9, 2024*

<b>4:00 PM</b>	<b>REGISTRATION</b>	<b>GRAND BALLROOM FOYER</b>
<b>5:00PM</b>	<b>WELCOME RECEPTION</b>	<b>JUNIOR BALLROOM</b>

*MARS GOODS & SERVICES EXHIBITION in JUNIOR BALLROOM  
OPEN UNTIL 11:30 AM THURSDAY*

*WEDNESDAY, JANUARY 10, 2024*

<b>7:00 AM</b>	<b>REGISTRATION</b>	<b>GRAND BALLROOM FOYER</b>
<b>7:00 AM</b>	<b>BREAKFAST BUFFET</b>	<b>JUNIOR BALLROOM</b>

<b>7:30 AM</b>	<b>NEW MEMBER ORIENTATION</b>	<b>MAGNOLIA ROOM</b>
	<b>HOSTED BY :</b>	<b>Matt O’Kray, VP Commercial, Transtar LLC</b> <b>MARS First Vice President &amp; Membership Committee Chair</b>

<b>8:00 AM</b>	<b>SURFACE TRANSPORTATION BOARD OFFICE HOURS</b>	<b>MAPLE ROOM</b>
		<b>Elizabeth McGrath, Attorney Advisor, STB</b>

<b>8:00 AM</b>	<b>WELCOME REMARKS</b>	<b>GRAND BALLROOM</b>
		<b>Kathy Bathurst, MARS President</b>

<b>8:10 AM</b>	<b>MARS 2024 WINTER MEETING BRIEFING</b>	<b>GRAND BALLROOM</b>
	<b>Safety Briefing</b>	
	<b>Anti Trust Statements</b>	
		<b>Bryan Vaughan, VP Sales &amp; Marketing, Modern Rail Capital (MRC)</b> <b>MARS Executive Committee Member &amp; Sargent At Arms</b>

<b>8:15 AM</b>	<b>100 YEARS OF MARS</b>	<b>GRAND BALLROOM</b>
	<b>SPEAKER:</b>	<b>Craig Longardner</b>

**INTRODUCTION:** Kathy Bathurst, MARS President

<b>8:30 AM</b>	<b>KEYNOTE – JOE HINRICHS &amp; ANTHONY HATCH</b>	<b>GRAND BALLROOM</b>
	<b>SPEAKER:</b> Joe Hinrichs, CEO, CSX	
	<b>MODERATOR:</b> Anthony Hatch, ABH Consulting	
	<b>INTRODUCTION:</b> Al Deasy, DOS Crops & Feed Ingredients, CSX	
<b>9:15 AM</b>	<b>NETWORKING BREAK</b>	<b>JUNIOR BALLROOM</b>
<b>9:45 AM</b>	<b>SHORT LINE PANEL</b>	<b>GRAND BALLROOM</b>
	<b>MODERATOR:</b> Chuck Baker, President, ASLRRRA	
	<b>PANELISTS:</b> Justin Broyles, EVP, Commercial Affairs, R.J. Corman Cassie Dull, CCO, Gulf & Atlantic Railways Mike Peters, CCO NA, Genesee & Wyoming	
	<b>INTRODUCTION:</b> Peggy Emeis, Sales Manager, Watco Companies, LLC	
<b>10:30 AM</b>	<b>UNION PACIFIC UPDATE</b>	<b>GRAND BALLROOM</b>
	<b>SPEAKER:</b> Beth Whited, President, Union Pacific	
	<b>INTRODUCTION:</b> Brooke Ballou, Domestic Intermodal Marketing, Union Pacific	
<b>11:15 AM</b>	<b>RAIL SHIPPER PERSPECTIVE</b>	<b>GRAND BALLROOM</b>
	<b>SPEAKER:</b> Eric Monger, Vice President, KBX Rail, KBX	
	<b>INTRODUCTION:</b> Harry Zander, Chief Revenue Officer, Patriot Rail	
<b>11:45 AM</b>	<b>NETWORKING BREAK</b>	<b>JUNIOR BALLROOM</b>
<b>12:15 PM</b>	<b>MARS &amp; TRAFFIC CLUB OF CHICAGO LUNCHEON</b>	<b>GRAND BALLROOM</b>
	<b>KEYNOTE SPEAKER:</b> Alan Shaw, President & CEO, Norfolk Southern	
	<b>MODERATOR:</b> Adriene Bailey, Partner, Oliver Wyman	
	<b>INTRODUCTION:</b> Stefan Loeb, VP First & Final Mile Markets, Norfolk Southern	
<b>1:45 PM</b>	<b>NETWORKING BREAK</b>	<b>JUNIOR BALLROOM</b>
<b>2:15 PM</b>	<b>ASSOCIATION OF AMERICAN RAILROADS UPDATE</b>	<b>GRAND BALLROOM</b>
	<b>SPEAKER:</b> Ian Jeffries, President & CEO, AAR	
	<b>INTRODUCTION:</b> Justin Broyles, EVP, Commercial Affairs, R.J. Corman	
<b>2:45 PM</b>	<b>RAIL ECOSYSTEM: POSITIONED FOR GROWTH</b>	<b>GRAND BALLROOM</b>
	<b>SPEAKER:</b> Eric Marchetto, CFO, Trinity Rail	
	<b>MODERATOR:</b> Stefan Loeb, VP First & Final Mile Markets, Norfolk Southern	
<b>3:15 PM</b>	<b>CLOSING REMARKS &amp; ADJOURNMENT</b>	<b>GRAND BALLROOM</b>
	Kathy Bathurst, MARS President	

**BREAKOUT SESSIONS**

*Space is limited*

<b>3:45 PM</b>	<b>RAILROAD 101</b>	<b>LILAC ROOM A-C</b>
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**SPEAKER:** John Schmitter, Founder & President, RailState  
**MONITOR:** Tony Kazakevicius, Director of Sales & Marketing, Chicago South Shore & South Bend Railroad

**3:45 PM** **BEST PRACTICES FOR RAIL TRANSPORTATION SAFETY IN 2024** **LILAC ROOM B-D**  
**SPEAKER:** Gino Smith, Director of Hazmat Services, AllTranstek  
**MONITOR:** Brian Jonaitis, AVP Business Development, Indiana Rail Road Co

**3:45 PM** **PARTNERSHIPS FOR INTERMODAL SUCCESS** **MAGNOLIA ROOM**  
**SPEAKERS:** Matthew Loomis, Director of Sales, Consumer Products, BNSF  
Evan Partridge, Director of Sales, Consumer Products, BNSF  
**MONITOR:** Peggy Emeis, Sales Manager, Watco Companies, LLC

**5:00 PM** **RECEPTION** **JUNIOR BALLROOM**

*THURSDAY, JANUARY 11, 2024*

**7:00 AM** **REGISTRATION** **GRAND BALLROOM FOYER**

**7:00 AM** **BREAKFAST BUFFET** **JUNIOR BALLROOM**

**8:00 AM** **WELCOME REMARKS** **GRAND BALLROOM**  
Kathy Bathurst, MARS President

**8:10 AM** **MARS 2024 WINTER MEETING BRIEFING** **GRAND BALLROOM**  
Safety Briefing  
Anti Trust Statements  
Bryan Vaughan, VP Sales & Marketing, Modern Rail Capital (MRC)  
MARS Executive Committee Member & Sargent At Arms

**8:15 AM** **UPDATE FROM NARS** **GRAND BALLROOM**  
Harry Zander, Chief Revenue Officer, Patriot Rail  
NARS Officer & MARS Executive Committee Member

**8:20 AM** **MARS SCHOLARSHIP COMMITTEE** **GRAND BALLROOM**  
Luke Jones, Corporate Account Manager, GATX  
MARS Executive Committee & Scholarship Committee Chair

**8:25 AM** **MARS YOUNG PROFESSIONALS UPDATE** **GRAND BALLROOM**  
Catie Stoos, Corporate Account Manager, GATX  
MARS Executive Committee & YP Committee Chair

**8:30 AM** **MORNING KEYNOTE ADDRESS** **GRAND BALLROOM**  
**SPEAKER:** Keith Creel, President & CEO, CPKC  
**INTRODUCTION:** Matt O’Kray, VP Commercial, Transtar LLC

**9:15 AM** **BUNGE’S SUSTAINABILITY JOURNEY** **GRAND BALLROOM**  
**SPEAKER:** Elgeo Harris, Sr Manager, Government Affairs, Bunge

**INTRODUCTION: Rob Cook, Sr Manager, Rail Operations, Bunge**

**9:45 AM NETWORKING BREAK JUNIOR BALLROOM**

**10:15 AM NORTH AMERICA RAIL EQUIPMENT UPDATE GRAND BALLROOM**  
**SPEAKER: Paul Titterton, President of Rail North America, GATX**  
**INTRODUCTION: Luke Jones, Corporate Account Manager, GATX**

**11:00 AM ANALYST UPDATE GRAND BALLROOM**  
**SPEAKER: Anthony Hatch, ABH Consulting**  
**INTRODUCTION: Steve Blinn, National Account Manager, Norfolk Southern**

**11:45 AM ELECTION OF 2024 MARS OFFICERS GRAND BALLROOM**  
**Carrie Evans, VP/Chief Commercial Officer, Iowa Interstate RR**  
**MARS Immediate Past President & Nominating Committee Chair**

**11:55 AM CLOSING REMARKS & ADJOURNMENT GRAND BALLROOM**  
**Matt O’Kray, VP Commercial, Transtar LLC**  
**MARS First Vice President & Membership Committee Chair**

**DRAWINGS TO AWARD THREE \$500 PRIZES  
TO MEMBERS IN ATTENDANCE**

**MEETING ADJOURNS  
PLEASE REMEMBER TO COMPLETE SURVEYS IN MEETING APP!!**

**See you at the MARS 2024 SUMMER MEETING!**  
**July 8-9, 2024**  
**Grand Geneva Resort**  
**Lake Geneva, WI**

***\*\*Registration will be live in the spring\*\****