

# NORTH AMERICAN RAIL SHIPPERS ASSOCIATION 2018 ANNUAL MEETING

May 16-18, 2018  
Hyatt Regency McCormick Place  
Chicago, IL

## PRELIMINARY AGENDA

Wednesday, May 16, 2018

8:00 A.M.	NARS Annual Golf Outing	Cog Hill Golf Club, Lemont, IL	
3:00 P.M.	Early registration for 2018 Annual Meeting	Regency Foyer	Carrie Foor
5:00 P.M.	Welcome Reception for New Attendees	Adler C	
5:30 P.M.	Opening Reception	Prairie Ballroom	

Thursday, May 17, 2018

7:00 A.M.	Continental Breakfast	Regency Foyer	
7:00 A.M.	Registration	Regency Foyer Regency Ballroom AB	Carrie Foor
8:00 A.M.	Opening Remarks from NARS President	Regency Ballroom AB	Dana Burleigh
	Safety Briefing		Jeff Usher
	Matter of Trust	Regency Ballroom AB	Bradon Smith

8:30 A.M.	<b>KEYNOTE SPEAKER</b>		
	Keynote from the Association of American Railroads <b>James Squires</b> , AAR Chairman and Norfolk Southern Railroad President, CEO and Chairman of the Board Introduced by Association of American Railroads President Ed Hamberger		

9:15 A.M.	<b>FRA PERSPECTIVE</b>		
	<b>Matt Sturges</b> , Deputy Administrator, Federal Railroad Administration Introduced by Association of American Railroads President Ed Hamberger		

10:00 A.M.	Networking Break	Regency Foyer	
10:30 A.M.	<b>RELEVANT PARTNERSHIPS IN CHICAGO</b>		Bill Thompson
	Bill Thompson, CREATE Program Manager, Association of American Railroads, Tom Livingston, Regional VP Government Affairs, CSX Transportation		Tom Livingston

11:00 A.M.	<b>RAIL SHIPPER SUCCESS STORY</b>		
	<b>Ivan Zenovic</b> , Senior VP Sales, HUB Group, and <b>Dean Chapman</b> , Director of Corp, Carrier Relations, Essendant I Introduced by NARS President Dana Burleigh		

11:45 A.M.	<b>NARS IVAN A. OLSON SCHOLARSHIP</b>		
12:00 P.M.	<b>2018 ANNUAL MEETING LUNCHEON</b>		Tom Tisa

Regency CD

1:15 P.M.

## LEGISLATIVE & REGULATORY REVIEW

Regency Ballroom AB

**Dan Elliott**, Partner, Conner & Winters LLP, former Chairman Surface Transportation Board I Introduced by NARS 2nd VP Pat McGrath

Dan Elliott

1:45 P.M.

## TECHNOLOGY

**John Scheib**, EVP Law & Administration, Chief Legal Counsel, Norfolk Southern Introduced by NARS Treasurer John Meyer

John Scheib

2:20 P.M.

**Kevin Day**, Senior Director, Data Analytics & Field Technology, CN Introduced by NARS 2nd VP Bruce Mann

Kevin Day

3:00 P.M.

**Networking Break**

3:20 P.M.

## RAIL SHIPPER PERSPECTIVE

**Bryan Burkhardt**, Director Global Logistics Operations, GM (General Motors) Introduced by NARS 1st VP and Traffic Club of Chicago President Tom Tisa

Bryan Burkhardt

4:00 P.M.

## FOCUS ON NAFTA

**John Cruickshank**, Consul General, Consulate General of Canada  
**Martin Caro**, Trade & Investment Commissioner, ProMexico Chicago Introduced by MARS President Harry Zander

John Cruickshank

Martin Caro

5:00 P.M.

## NETWORKING RECEPTION

Regency Foyer

**Friday, May 18, 2018**

7:00 A.M.

Continental Breakfast & Registration

Regency Foyer

Carrie Foor

8:00 A.M.

Remarks from NARS President

Regency Ballroom

Dana Burleigh

Safety Briefing

Jeff Usher

Matter of Trust

Bradon Smith

NARS Annual Awards

Dana Burleigh

8:20 A.M.

## INFRASTRUCTURE OUTLOOK

Michael Johnson

**Michael Johnson**, President & CEO, National Stone, Sand and Gravel Association (NSSGA) Introduced by NARS 2nd VP Pat McGrath

9:15 A.M.

## SHORTLINE PERSPECTIVE

Linda Darr

**Linda Darr**, President, American Shortline and Regional Railroad Association (ASLRRA) Introduced by NARS Board Secretary Bruce Mann

9:45A.M.

## ECONOMIC OUTLOOK

Dan Sullivan

**Dan Sullivan**, Executive Vice President and Director of Research, Federal Reserve Bank of Chicago I Introduced by NARS Immediate Past President Richard Dodd

10:15 A.M.

## RAILCAR OUTLOOK

Dan Penovich

**Dan Penovich**, President, Mitsui Rail Capital I Introduced by NARS 2nd VP Pat McGrath

10:45 A.M.

## TRANSPORTATION VIEWPOINT

Jason Seidl

Panel led by: **Jason Seidl**, Managing Director and Senior Market Analyst, Cowen & Co. Including **Mark Yeager**, CEO, Redwood Logistics, **Mike Redisch**, Principal, Atomic Transport and **Matthew Menner**, Senior Vice President Sales, Transplace

11:15 A.M.

*Closing Remarks*

Dana Burleigh

11:45 A.M.

**NARS Board of Directors Meeting** in Regency C Ballroom

Surface Transportation Board representatives available throughout the conference in Jackson Park D.