



# Southwest Association of Rail Shippers

2021 Annual Meeting

March 10-12, 2021

Grand Hyatt San Antonio

610 E. Market Street

San Antonio, TX 78205

***“ON TRACK TO RECOVERY!”***

## Wednesday, March 10, 2021

- |                  |   |   |
|------------------|---|---|
| 9:00 a.m.        | <b><i>SWARS Scholarship Fund Golf Event</i></b><br>TPC San Antonio Golf Course<br>23808 Resort Parkway, San Antonio, TX 78261 | Logan Ortiz<br>LLEADS Services<br>Golf Chairman |
| 1:30 – 6:00 p.m. | <b>Registration</b><br>Texas Ballroom Foyer – 4th Floor   | Susan Cox / Linda Turner                        |
| 5:00 – 5:30 p.m. | <b><i>New Member Networking</i></b> – Meet the SWARS Officers<br>Republic A-B-C – 4th Floor                                   | Dale Diulus<br>SWARS President                  |
| 5:30 – 7:00 p.m. | <b><i>E. L. ‘Leo’ Mountjoy Reception</i></b><br>Lone Star Ballroom – 2 <sup>nd</sup> Floor                                    | Dale Diulus<br>SWARS President                  |

## Thursday, March 11, 2021

- |                  |   |  |
|------------------|---|--|
| 7:00 a.m.        | <b>Registration</b><br>Texas Ballroom Foyer – 4 <sup>th</sup> Floor | <u>Moderator</u><br>Susan Cox / Linda Turner |
| 7:00 a.m.        | <b><i>“2021 Showcase”</i></b> Opens<br>Texas Ballroom A-B-C         |  |
| 7:00 – 8:00 a.m. | <b>Continental Breakfast</b><br>Texas Ballroom A-B-C                | Susan Cox / Linda Turner                     |
| 8:00 – 8:15 a.m. | <b>Welcome and Opening Comments</b><br>Texas Ballroom D-E-F         | Dale Diulus<br>SWARS President               |
| 8:15 – 8:20 a.m. | <b>Safety Briefing</b>  | Lory Whitley<br>R&S Delivered                |
| 8:20 – 8:25 a.m. | <b>SWARS Mission Statement/Anti-Trust Statement</b>                 | Ray Hufnagel<br>Plastic Express              |
| 8:25 – 8:30 a.m. | <b>NARS Presentation</b>  | Bruce Mann<br>Port of Houston                |
| 8:30 – 8:45 a.m. | <b>Introduction to TripBuilder Meeting App</b>                      | Gail Molek<br>Reagent Chemical               |

# Southwest Association of Rail Shippers

## 2021 Annual Meeting Agenda – Continued

8:45 – 9:30 a.m.	<b><i>“On Track to Recovery!”</i></b> – KEYNOTE ADDRESS <i>Virtual with Live Q&amp;A</i> • Patrick Ottensmeyer; Kansas City Southern President and CEO	Dale Diulus SWARS President
9:30 – 10:05 a.m.	<b><i>“2021 – A Year of Rebuilding”</i></b> - Economic Update • John Doggett; The University of Texas at Austin, McCombs School of Business Distinguished Senior Lecturer	Lory Whitley R&S Delivered
10:05 – 10:35 a.m.	<b>NETWORKING BREAK</b>	
10:35 – 10:50 a.m.	<i>Norfolk Southern Update</i> <i>Recorded Message</i> • Alan Shaw; Norfolk Southern Railroad EVP and Chief Marketing Officer	Dale Diulus SWARS President
10:50 – 11:25 a.m.	<b><i>“Reshaping the Chain”</i></b> – Supply Chain Update <i>Virtual with Live Q&amp;A</i> • Graham Brisben; PLG Consulting Chief Executive Officer	Mark Conley TrinityRail
11:25 – 12:00 p.m.	<b><i>“Going the Extra Mile”</i></b> - BNSF Update <i>Virtual with Live Q&amp;A</i> • John Miller; BNSF Railway Group Vice President Industrial Products	Ray Hufnagel Plastic Express
12:00 – 1:15 p.m.	<b>NETWORKING LUNCHEON</b> – Texas Ballroom A-B-C <b>SWARS ANNUAL BUSINESS MEETING</b>	
1:15 – 1:30 p.m.	<b>Scholarship Update – SWARS Person of the Year Award</b>	Ray Hufnagel/ Logan Ortiz
1:30 – 2:15 p.m.	<b><i>“Regaining &amp; Retaining in a COVID World”</i></b> – AFTERNOON KEYNOTE ADDRESS <i>Virtual with Live Q&amp;A</i> • James Cairns; Canadian National SVP Rail Centric Supply	Dail Diulus SWARS President
2:15 – 2:50 p.m.	<b><i>“Revival of the Fittest”</i></b> <i>Virtual with Live Q&amp;A</i> • Tony Hatch; ABH Consulting	Linda Turner Americas Styrenics
2:50 – 3:20 p.m.	<b>NETWORKING BREAK</b>	
3:20 – 4:00 p.m.	<b><i>“Upturn or Recapture Inside the Beltway”</i></b> - Legislative Update <i>Virtual with Live Q&amp;A</i> • Mike McBride; Van Ness Feldman Partner	Gail Molek Reagent Chemical
4:00 – 4:10 p.m.	<b>Closing Comments</b>	Dale Diulus SWARS President

# Southwest Association of Rail Shippers

## *2021 Annual Meeting Agenda – Continued*

End of meeting  
until 6:00 p.m.

**President's Reception**  
Texas Ballroom A-B-C

Dale Diulus  
SWARS President

6:00 p.m.

***"2021 Showcase"*** Closes  
Texas Ballroom A-B-C

### Friday, March 12, 2021

8:00 – 10:00 a.m.

**Board of Directors Meeting**  
Crockett C-D – 4<sup>th</sup> Floor

Dale Diulus/Ray Hufnagel  
SWARS President