

“In my long experience, the NARS annual meeting is a powerful forum for the exchange of ideas with customers and in-depth understanding of the key issues before North America’s railroads. I highly recommend NARS membership and the annual meeting as ways to assess and grow your business in today’s highly complex economy.”

Clarence W. Gooden, President, CSX

“Through our participation in NARS, we learn from both our customers and others in the rail industry. As a company with a continuous improvement culture, we appreciate the breadth and thoughtfulness of NARS participants, and value collaborating to help make everyone better.”

Eric Butler, Executive Vice President-Marketing and Sales, Union Pacific Railroad

## NORTH AMERICAN RAIL SHIPPERS



## THE PREMIER RAIL SHIPPING NETWORK

### CONNECT WITH US!

For information concerning the North American Rail Shippers Association or the Annual Meeting, please contact:

Carrie Foor | Executive Director  
North American Rail Shippers Association (NARS)  
P.O. Box 200 | LaFox, IL 60147  
Tel: 630-386-1366  
nars@railshippers.com  
www.railshippers.com

“Communication and collaboration are critical to meeting our customers’ needs. NARS and their events present us with opportunities to engage and interact with customers. When we can gain added insight and enhance customer relationships, we can drive even better customer service and NARS plays an important role in that process.”

Steve Bobb, EVP and Chief Marketing Officer, BNSF Railway

# WHO WE ARE

## THE INDUSTRY'S LARGEST RAIL SHIPPING NETWORK

NEARS

SEARS

MARS

SWARS

PNWARS

NARS



NARS is THE premier trade association throughout North America representing the interests of shippers that move their product by rail. The NARS organization is made up of shippers, railroads, railcar producers, railcar leasing companies and an array of third party service providers that ensure our national rail system is the number one mode of transportation in North America.

With the collective membership of its five regional associations -- NEARS, SEARS, MARS, SWARS, and PNWARS – NARS' reach and influence in the rail shipping community has tremendous breadth and depth. Together these regional organizations comprise over 7,000 rail professionals. If you have attended a regional conference and you are involved in the management or oversight of a rail-related business program you are automatically a NARS member. As such, you have the opportunity to tap into NARS' and its regions' extensive network.

## ATTEND CONFERENCES TO LEARN AND LINK IN

Each year NARS and its regions host a total of 11 conferences that span North America. Each region hosts two meetings and NARS hosts one nationwide conference which attracts rail shippers and railroad executive and mid-level management, legislative representatives, financial analysts, and regulatory representatives.

The objective of the NARS Annual Meeting is to provide global perspective and to foster engaged discussion around current issues facing rail shippers and their railroad partners across North America. Regional meetings offer executive and management level insights targeted to each region's specific interests.

The NARS Annual Meeting offers executive level perspectives on the latest insights from the Class 1 and short-line railroads and leading shippers across key commodities.



## TAKE ADVANTAGE OF ENHANCING YOUR NETWORK AND EDUCATING YOUR TEAM

NARS also provides a platform with an enhanced focus on rail education and networking. For the first year, the 2016 NARS Annual Conference will offer two new opportunities which include a golf outing to benefit the NARS Scholarship Fund and Executive level education through the Global Supply Chain Summit in partnership with Michigan State University.

### THE GLOBAL SUPPLY CHAIN SUMMIT THE SUPPLY CHAIN AS A CRITICAL STRATEGIC RESOURCE IN THE FUTURE

Only at NARS can you access exclusive sessions like this one presented by Dr. Andreas Hoffrichter, Executive Director Rail Management Programs with the MSU Eli Broad College of Business. Here you'll learn from experts from the leading supply chain management program about the changing dynamics of supply chain design, current strategic supply chain issues and the evolving responsibilities of supply chain professionals.

With targeted focus on regional networking and education, NARS regional associations likewise offer golf outings that help you connect with your current and potential industry partners as well as management level educational sessions on topics such as Railroading 101, Fleet Management, Transloading and much more!

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*The North American Rail Shippers Association (NARS) provides the ultimate opportunity to hear, meet, and interact with the principals in the shipping and railroad industries. As an unbiased organization, NARS promotes knowledge sharing and constructive discussions regarding the pertinent topics facing all our industries. I believe NARS to be the premier association for any company with the desire to understand the facts and forces driving today's transportation challenges, and with the aspiration to identify and realize new logistics opportunities.”*

Glenn W. Courtwright, Director Strategic Operations, Georgia – Pacific LLC