



View From D.C.: Rail is an economic leader

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ASSOCIATION OF
AMERICAN RAILROADS

Here's what you should take away.

1. Employee relations and growth is a focus.
2. Our investments remain high, driving growth and enhancing our value propositions.
3. We are improving predictability and reliability.
4. Policymakers remain active, considering bad policies.
5. We should be optimistic about MxV and our industry broadly.

1

The recent bargaining was challenging, but we are hiring and future-focused.

- Our employees deserve our gratitude.
- The round was unique but yielded historic terms.
- Quality-of-life matters remain front and center.
- Railroads continue to grow their workforce.

2

Investments remain high and focused on the future.

- \$20B+ invested on capital expenditures and maintenance expenses in 2022.
- Railroads have strategic growth plans.



3

Steadily improving service will lead to growth and reduce regulatory risk.

- Service challenges remain but service *is* improving.
- Progress hinges on three key factors:
 1. Appropriately staffed railroads.
 2. Quality infrastructure and capacity.
 3. Customer engagement and visibility

4

Railroads confront several policy challenges and a few opportunities.

- The STB remains historically active.
- Switching still looms, and if imposed widely, would bring clear harm.
- FRA remains sullied by politics while it disregards data.
- Crew size rule ignores bargaining, feasibility and long-term implications while paying outsized attention to anecdotes.
- Congress should expand waiver and pilot program availability at the FRA to safeguard against political influence.

5

MxV and railroads are well positioned.

- MxV continues to grow and thrive.
- SERTC is a hidden gem.
- We are aligned on a bipartisan basis on many topline policy goals, particularly for the current administration.
- Our value propositions only bode well.

Questions?



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