



MIDWEST ASSOCIATION OF RAIL SHIPPERS

SUMMER MEETING, JULY 10 - 11, 2017
GRAND GENEVA RESORT, LAKE GENEVA, WI

WHAT'S COMING DOWN THE TRACKS FOR RAIL SHIPPERS AGENDA

MONDAY JULY 10, 2017

- 11:30 AM MARS SCHOLARSHIP OUTING – GOLF – BRUTE AND HIGHLANDS COURSES
- 4:00 PM REGISTRATION – EVERGREEN ROOM FOYER
- 6:00 PM NEW MEMBER AND YOUNG PROFESSIONALS ORIENTATION – GALEWOOD ROOM – HOST –
HARRY ZANDER
- 6:00PM RECEPTION - EVERGREEN ROOM
- 7:30PM INFORMAL BUFFET STYLE NETWORKING DINNER – MAPLELAWN BALLROOM

TUESDAY JULY 11, 2017

CONFERENCE IN GRAND BALLROOM AND THE MAPLELAWN BALLROOM

- 6:30 AM MARS EXECUTIVE COMMITTEE MEETING (MEMBERS ONLY) – EVERGREEN 3
- 7:00 AM REGISTRATION – GRAND BALLROOM FOYER
CONTINENTAL BREAKFAST – CHOPHOUSE

MEETING – GRAND BALL ROOM AND MAPLELAWN BALLROOM

- 7:50 AM INTRODUCTORY REMARKS: PRESIDENT, MARS MIKE BARTH
MEETING ORGANIZATION: SARGEANT AT ARMS, MARS GAIL WERNETTE

OPENING KEYNOTE REMARKS

- 8:00 AM KEYNOTE SPEAKER: PRESIDENT AND CEO, CANADIAN PACIFIC KEITH CREEL
PRESENTER: PRESIDENT, MARS MIKE BARTH

FARM TO MARKET

- 8:45 AM SPEAKER: SENIOR MERCHANDISER, CONSOLIDATED GRAIN & BARGE PAT RIES
PRESENTER: DIRECTOR SALES, NORFOLK SOUTHERN CORPORATION STEVE BLINN

TRUCKING TODAY

- 9:30 PM SPEAKER: SECOND VICE CHAIRMAN, AMERICAN TRUCKING ASSOCIATIONS BARRY POTTLE
PRESENTER: MGR TRANSPORTATION & LOGIS, NORTH DAKOTA MILL MIKE JONES

10:00 AM **NETWORKING BREAK REFRESHMENTS IN THE CHOP HOUSE**
REGULATION, INNOVATION AND THE SUPPLY CHAIN

10:30 AM **SPEAKER: SVP TRNSPTN. & REGULATORY AFFAIRS, PERDUE FARMS** **SHARON CLARK**
PRESENTER: DIRECTOR OF SALES, CSX TRANSPORTATION **AL DEASY**

RAIL FREIGHT EQUIPMENT UPDATE

11:00 AM **SPEAKER: SVP & CHIEF COMMERCIAL OFFICER, GATX** **PAUL TITTERTON**
MODERATOR: CHIEF MARKETING OFFICER, WATCO COMPANIES, LLC **STEFAN LOEB**

11:30 AM **NETWORKING BREAK – REFRESHMENTS IN THE CHOPHOUSE**

12:00 PM **MARS LUNCHEON – GRAND BALLROOM AND MAPLELAWN BALLROOM**

LUNCHEON KEYNOTE REMARKS

12:30 PM **SPEAKER: VICE PRESIDENT, IND. PRODS., NORFOLK SOUTHERN** **MIKE MCCLELLAN**
PRESENTER: PRESIDENT, MARS **MIKE BARTH**

1:30 PM **NETWORKING BREAK – REFRESHMENTS IN THE EVOLVE ROOM**

MEETING RESUMES – GRAND BALLROOM AND MAPLELAWN BALLROOM

LOGISTICS IN THE AUTOMOBILE INDUSTRY

2:00 PM **SPEAKER: DIRECTOR, VEHICLE LOGISTICS, NISSAN** **BEN SHAIN**
PRESENTER: CORPORATE DIR. LOGISTICS, STEEL DYNAMICS INC **CRAIG LONGARDNER**

ECONOMIC UPDATE

2:45 PM **SPEAKER: SENIOR ECONOMIST, WELLS FARGO SECURITIES, LLC** **TIM QUINLAN**
PRESENTER: SENIOR VICE PRESIDENT, ECN CAPITAL RAIL FINANCE **HARRY ZANDER**

AN INTRODUCTION TO THE STB’S RAIL CUSTOMER AND PUBLIC ASSISTANCE PROGRAM

3:30PM **SPEAKER: ATTORNEY-ADVISOR, OFFICE OF PUBLIC ASSISTANCE, STB** **GABRIEL MEYER**
PRESENTER: DIRECTOR SALES, UNION PACIFIC RAILROAD **GORDON RICHARDS**

3:45 PM **CLOSING COMMENTS- ADJOURN: PRESIDENT, MARS** **MIKE BARTH**

MEETING ADJOURNS
PLEASE COMPLETE AND RETURN MEETING EVALUATION FORM
THANK YOU FOR JOINING US