



# MIDWEST ASSOCIATION OF RAIL SHIPPERS

## WINTER MEETING, JANUARY 12 - 14, 2016

### *WHAT'S NEXT FOR SHIPPERS, RAILROADS AND THE SUPPLY CHAIN?*

#### AGENDA

#### *TUESDAY JANUARY 12, 2016*

- 4:00 PM REGISTRATION (GRAND BALLROOM FOYERS)
- 5:00 PM GET ACQUAINTED RECEPTION (JUNIOR BALLROOM A)

#### *WEDNESDAY JANUARY 13, 2015*

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM A)  
REGISTRATION (GRAND BALLROOM FOYERS)
- 7:30 AM **NEW MEMBER ORIENTATION (MAGNOLIA ROOM)**  
HOST: VP, TRANSPORTATION AND LOGISTICS, UNITED SUGARS MICHAEL BARTH
- 8:15 AM **CONFERENCE (GRAND BALLROOM)**  
OPENING REMARKS: PRESIDENT, MARS GEORGE MACKO  
ANTITRUST & SAFETY BRIEFING: ACCOUNT MANAGER, GATX DONLEY FORREST
- 8:30 AM **KEYNOTE ADDRESS 2016**  
SPEAKER: CHAIRMAN, PRESIDENT & CEO, UNION PACIFIC RR LANCE FRITZ  
PRESENTER: PRESIDENT, MARS GEORGE MACKO
- 9:15 AM **ECONOMIC UPDATE: WHERE ARE WE IN THE ECONOMIC CYCLE?**  
SPEAKER: SR. ECONOMIST & ADVISOR, CHICAGO FED. RESERVE WILLIAM STRAUSS  
PRESENTER: MANAGER, RAIL & BARGE OPS., KENT CORPORATION LISA LONGTIN
- 10:00 AM NETWORKING BREAK (GRAND BALLROOM FOYERS)**
- 10:15 AM **JUST WHAT WE NEED, MORE "HELP" FROM WASHINGTON**  
SPEAKER: PRESIDENT AND CHIEF EXECUTIVE OFFICER, AAR EDWARD HAMBERGER  
SPEAKER: SECOND VICE CHAIRMAN, ATA DAVID MANNING  
PRESENTER: SR. CONSULTANT & PARTNER, FTR TRANSPORTATION INTEL. LARRY GROSS

## NARS UPDATE

11:25 AM	<b>SPEAKER: FIRST VICE PRESIDENT, NARS</b>	<b>TOM TISA</b>
<b>11:30 AM</b>	<b>NETWORKING BREAK (GRAND BALLROOM FOYERS)</b>	
<b>JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO (GRAND BALLROOM)</b>		
<b>SUPPLY CHAIN PROTECTION VIA MEXICO AND KANSAS CITY SOUTHERN</b>		
12:00 PM	<b>SPEAKER: PRESIDENT, KANSAS CITY SOUTHERN RAILWAY</b> <b>PRESENTER: PRESIDENT, MARS</b>	<b>PATRICK OTTENSMEYER</b> <b>GEORGE MACKO</b>
<b>1:00 PM</b>	<b>NETWORKING BREAK (EAST FOYER BREAK STATION)</b>	
<b>CAPACITY: STAYING AHEAD OF THE CURVE</b>		
1:30 PM	<b>SPEAKER: CHIEF EXECUTIVE OFFICER, TRANSPLACE</b> <b>SPEAKER: VP, TRANSPORTATION &amp; LOGISTICS, CARGILL</b> <b>PRESENTER: TRANSPORTATION MGR., NORTH DAKOTA MILL</b>	<b>TOM SANDERSON</b> <b>GEORGE SCHEMBER</b> <b>MICHAEL JONES</b>
<b>RAILROAD RENAISSANCE: DEAD OR ALIVE?</b>		
2:30 PM	<b>SPEAKER: PRESIDENT, ABH CONSULTING</b> <b>PRESENTER: EVP &amp; CMO, WATCO COMPANIES, LLC</b>	<b>TONY HATCH</b> <b>STEFAN LOEB</b>
<b>MARS SCHOLARSHIP PROGRAM</b>		
3:20 PM	<b>SPEAKER: MGR. TRNSPTN. OPTIMIZATION, PACKAGING CORP.</b>	<b>LUKE GALAT</b>
3:30 PM	<b>CLOSING REMARKS AND ADJOURNMENT</b>	<b>GEORGE MACKO</b>
<b>RAILROADING 101 (LILAC ROOM)</b>		
3:45 PM	<b>SPEAKER: PRESIDENT, KEP, LLC</b>	<b>JOHN SCHMITTER</b>
<b>INTERMODAL 101 (CYPRESS ROOM)</b>		
3:45 PM	<b>SPEAKER: PRESIDENT, RSE CONSULTING</b>	<b>RONALD SUCIK</b>
<b>TRANSLOADING 101 (MAGNOLIA ROOM)</b>		
3:45 PM	<b>SPEAKER: DIRECTOR BUSINESS DEVELOPMENT, A&amp;R LOGISTICS</b>	<b>NEIL GROSSMAN</b>
5:00 PM – 7:00PM	<b>RECEPTION (JUNIOR BALLROOM)</b>	

# WHAT'S NEXT FOR SHIPPERS, RAILROADS AND THE SUPPLY CHAIN?

## AGENDA

THURSDAY JANUARY 14, 2016

- 7:00 AM BREAKFAST BUFFET (JUNIOR BALLROOM A)  
REGISTRATION (GRAND BALLROOM FOYERS)
- 7:50 AM OPENING REMARKS: PRESIDENT, MARS GEORGE MACKO  
ANTITRUST & SAFETY BRIEFING: ACCOUNT MANAGER, GATX DONLEY FORREST
- KEYNOTE: TRENDS & CHALLENGES IN TODAY'S GLOBAL SUPPLY CHAINS**
- 8:00 AM **SPEAKER: PRESIDENT & CHIEF EXECUTIVE OFFICER, CSCMP** RICK BLASGEN  
**PRESENTER: PRESIDENT, MARS** GEORGE MACKO
- STATE OF THE INDUSTRY AND 2016 EXPECTATIONS**
- 8:45 AM **SPEAKER: EXECUTIVE CHAIRMAN, BNSF** MATTHEW ROSE  
**PRESENTER: PRESIDENT, MARS** GEORGE MACKO
- REGULATORY/LEGISLATIVE UPDATE: A TALE OF TWO VIEWS**
- 9:30 AM **SPEAKER: PARTNER, THOMPSON HINE, LLP** JEFF MORENO  
**SPEAKER: ASSOCIATE GENERAL COUNSEL, AAR** TIM STRAFFORD  
**PRESENTER: CONSULTANT, FLAK INTERNATIONAL, INC.** JIM GIBLIN
- 10:30 AM **NETWORKING BREAK** (GRAND BALLROOM FOYERS)
- SURFACE TRANSPORTATION BOARD UPDATE**
- 10:45 AM **SPEAKER: CHAIRMAN, SURFACE TRANSPORTATION BOARD** DANIEL ELLIOTT III  
**PRESENTER: PRESIDENT, MARS** GEORGE MACKO
- SHOP CAPACITY: IS THERE ROOM FOR EVERYONE?**
- 11:15 AM **SPEAKER: SVP BUSINESS DEVELOPMENT, ALLTRANSTEK, LLC** DICK KLOSTER  
**PRESENTER: SENIOR VICE PRESIDENT, ELEMENT RAIL FINANCE** HARRY ZANDER
- ELECTION OF OFFICERS**
- 12:00 PM **CLOSING REMARKS AND ADJOURNMENT** GEORGE MACKO
- RAILROADING 201 (LILAC ROOM)**
- 12:15 PM **SPEAKER: PRESIDENT, KEP, LLC** JOHN SCHMITTER
- RAILCAR FLEET MANAGEMENT (CYPRESS ROOM)**
- 12:15 PM **SPEAKER: AVP, AUTOMOTIVE, TTX** DAVE SELLERS
- INDUSTRIAL PLANT SAFETY THROUGH DESIGN & TRAINING (MAGNOLIA ROOM)**
- 12:15 PM **SPEAKER: CONSULTANT, RAILS SAFE TRAINING, INC** WES HAZLETT  
**SPEAKER: PRINCIPAL, ENGINEERED RAIL SOLUTIONS, LLC** DAVID THOMSON
- EXECUTIVE COMMITTEE MEETING (GRAND BALL ROOM))**  
**(EXECUTIVE COMMITTEE MEMBERS ONLY)**