



# MIDWEST ASSOCIATION OF RAIL SHIPPERS

SUMMER MEETING, JULY 11 - 12, 2016  
GRAND GENEVA RESORT, LAKE GENEVA, WI

## VOLUME . VS . VELOCITY – MANAGING CHANGE IN 2016 AGENDA

### MONDAY JULY 11, 2016

- 11:30 AM MARS SCHOLARSHIP OUTING – GOLF – BRUTE AND HIGHLANDS COURSES
- 4:00 PM REGISTRATION – EVERGREEN ROOM FOYER
- 6:00 PM NEW MEMBER ORIENTATION – GALEWOOD ROOM – HOST - MICHAEL BARTH
- 6:00PM RECEPTION - EVERGREEN ROOM
- 7:30PM INFORMAL BUFFET STYLE NETWORKING DINNER – GRAND BALL ROOM SALONA-B

### TUESDAY JULY 12, 2016

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

### **MEETING – THE FORUM**

- 7:50 AM OPENING REMARKS: PRESIDENT, MARS MIKE JONES  
MEETING ORGANIZATION: SARGEANT AT ARMS, MARS RICK ONKEN

### **OPENING REMARKS**

- 8:00 AM KEYNOTE SPEAKER: EVP & CMO, NORFOLK SOUTHERN CORP ALAN SHAW  
PRESENTER: PRESIDENT, MARS MIKE JONES

### **CURRENT PERSPECTIVES OF THE PLASTICS INDUSTRY**

- 8:45 AM SPEAKER: VP, SPLTY PLYMERS, INEOS STYROLUTION AMERICA TOM WARREN  
PRESENTER: DIR. N.A. PLANNING & PS LOGIS. INEOS STYROLUTION MELISSA COHEN

### **MANAGING CHANGE AT THE GENESEE & WYOMING**

- 9:30 PM SPEAKER: PRESIDENT & CEO, GENESEE & WYOMING INC JOHN HELLMANN  
PRESENTER: PRESIDENT, MARS MIKE JONES

10:00 AM

**NETWORKING BREAK FORUM FOYER**

**STATE OF THE STEEL INDUSTRY**

10:15 AM

**SPEAKER: SALES & MARKETING MGR, STEEL DYNAMICS, INC**  
**PRESENTER: CORP. DIRECTOR, LOGISTICS, STEEL DYNAMICS, INC**

**ROBERT KING**  
**CRAIG LONGARDNER**

**RAILROAD SECURITY**

10:45 AM

**SPEAKER: PRESIDENT, GRAVICK GROUP**  
**PRESENTER: VP TRNSPTN & LOGISTICS, UNITED SUGARS CORP.**

**JAMES KNIESTEDT**  
**MICHAEL BARTH**

**RAIL/SHIPPER SUCCESS STORY – INDIANAPOLIS INTERMODAL TERMINAL**

11:15 AM

**SPEAKER: AVP INTERNATIONAL INTERMODAL, CN**  
**SPEAKER: SVP OPS. & BUS. DEVEL., INDIANA RAIL ROAD**  
**SPEAKER: NEW SERVICE CUSTOMER**

**DAN BRESOLIN**  
**BOB BABCOCK**  
**TBA**

**MODERATOR: DIRECTOR, CORPORATE DEVELOPMENT, CN**

**TOM TISA**

11:45 AM

**NETWORKING BREAK**

12:00 PM

**MARS LUNCHEON – THE FORUM**

**PURSUING GROWTH IN A CHALLENGING ENVIRONMENT**

12:30 PM

**SPEAKER: PRESIDENT & CEO, ANACOSTIA RAIL HOLDINGS**  
**PRESENTER: REGIONAL VICE PRESIDENT SALES, VTG RAIL**

**PETER GILBERTSON**  
**BRYAN VAUGHAN**

**MANAGING CHANGE AT THE GENESEE & WYOMING**

12:30 PM

**SPEAKER: PRESIDENT & CEO, GENESEE & WYOMING INC**  
**PRESENTER: PRESIDENT, MARS**

**JOHN HELLMANN**  
**MIKE JONES**

**MEETING RESUMES – THE FORUM**

**ECONOMIC REVIEW**

1:30 PM

**SPEAKER: ECONOMIST, WELLS FARGO SECURITIES**  
**PRESENTER: CHIEF MRKETING OFFICER, WATCO COMPANIES, LLC**

**SARAH HOUSE**  
**STEFAN LOEB**

**POOLED ASSETS IN A SLOW MARKET**

2:00 PM

**SPEAKER: ASSISTANT VICE PRESIDENT MARKETING, TTX COMPANY**  
**PRESENTER: SENIOR VICE PRESIDENT, ELEMENT RAIL FINANCE**

**FRANK ADCOCK**  
**HARRY ZANDER**

**FREIGHT CAR ASSET HEALTH**

2:45 PM

**SPEAKER: DIR. CAR ADMINISTRATION, NORFOLK SOUTHERN, CORP**  
**PRESENTER: CHIEF MECHANICAL OFFICER, WELLS FARGO RAIL**

**JAMIE WILLIAMS**  
**RICK GROSSMAN**

3:45 PM

**CLOSING COMMENTS- ADJOURN: PRESIDENT, MARS**

**MIKE JONES**

**MEETING ADJOURNS**

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