



**MIDWEST ASSOCIATION OF RAIL SHIPPERS**  
WINTER MEETING, JANUARY 10 - 12, 2017

*Rail Shippers Driving Change in 2017*

**AGENDA**

*TUESDAY JANUARY 10, 2017*

4:00 PM REGISTRATION (EAST FOYER)

5:00 PM GET ACQUAINTED RECEPTION (BALLROOM E)

*WEDNESDAY JANUARY 11, 2017*

7:00 AM BREAKFAST BUFFET (WINDOWS RESTAURANT)  
REGISTRATION (EAST FOYER)

**NEW MEMBER ORIENTATION (MALLARD ROOM)**

7:30 AM HOST: VP, TRANSPORTATION AND LOGISTICS, UNITED SUGARS MICHAEL BARTH

**CONFERENCE (COURTS A-J)**

8:15 AM OPENING REMARKS: PRESIDENT, MARS MIKE JONES  
ANTITRUST & SAFETY BRIEFING: MGR. RAIL RATES, POTASH CORP. GAIL WERNETTE

**KEYNOTE ADDRESS 2017**

8:30 AM *SPEAKER: PRESIDENT & CEO, BNSF RAILWAY* CARL ICE  
PRESENTER: PRESIDENT, MARS MIKE JONES

**THE ECONOMY 2017 – “ENOUGH GAS IN THE TANK?”**

9:15 AM *SPEAKER: CHAIRMAN. & CEO, FTR TRANSPORTATION INTELLIGENCE* ERIC STARKS  
PRESENTER: PRESIDENT, SCO-PRO, LLC GEORGE MACKO

10:00 AM **NETWORKING BREAK (EAST FOYER BREAK STATION)**

**STATE OF INTERMODAL**

10:30 AM *SPEAKER: CHIEF EXECUTIVE OFFICER, HUB GROUP* DAVID YEAGER  
PRESENTER: VP CORPORATE SALES SOLUTIONS, HUB GROUP RICK ONKEN

## KEEPING THE GO IN CHICAGO

11:00 AM	<b>SPEAKER: DIRECTOR, CTCO, CSX</b> <b>SPEAKER: CHIEF ENGINEER, CREATE PROGRAM, AAR</b> <b>PRESENTER: DIRECTOR CTCO, BELT RAILWAY OF CHICAGO</b>	<b>DANIELLE RENNER</b> <b>WILLIAM THOMPSON</b> <b>STEPHAN HOYE</b>
	<b>NARS UPDATE</b>	
11:30 AM	<b>SPEAKER: SECOND VICE PRESIDENT, NARS</b>	<b>TOM TISA</b>
	<b>MARS SCHOLARSHIP UPDATE</b>	
11:35 AM	<b>SPEAKER: SCHOLARSHIP CHAIRMAN, MARS</b>	<b>LUKE GALAT</b>
11:40 AM	<b>NETWORKING BREAK (EAST FOYER BREAK STATION)</b>	
	<b>JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO (COURTS A-J)</b>	
	<b>ENABLING GROWTH IN THE INGREDIENTS BUSINESS</b>	
12:30 PM	<b>SPEAKER: VP, NA SUPPLY CHAIN &amp; CUST. EXP., INGREDION, INC.</b> <b>PRESENTER: PRESIDENT, MARS</b>	<b>DAVID GARDNER</b> <b>MIKE JONES</b>
1:00 PM	<b>NETWORKING BREAK (EAST FOYER BREAK STATION)</b>	
	<b>RAIL CUSTOMER/BNSF SWEET SUCCESS STORY</b>	
1:30 PM	<b>SPEAKER: VP QUALITY &amp; WAR. OPERATIONS, UNITED SUGARS</b> <b>SPEAKER: DIRECTOR BUSINESS DEVELOPMENT, A&amp;R TRANSPORT</b> <b>SPEAKER: DIRECTOR OPERATIONS &amp; MARKETING, BJRY</b> <b>SPEAKER: DIRECTOR ETHANOL&amp;BULK FOODS BNSF RAILWAY</b> <b>PRESENTER: VP SALES &amp;MARKETING, IOWA INTERSTATE RR</b>	<b>RAY SMITH</b> <b>NEIL GROSSMAN</b> <b>JONATHON WINGATE</b> <b>KEELEY MOTLEY</b> <b>CARRIE EVANS</b>
	<b>SURFACE TRANSPORTATION BOARD UPDATE</b>	
2:30 PM	<b>SPEAKER: VICE CHAIRMAN, SURFACE TRANSPORTATION BOARD</b> <b>PRESENTER: DIR. PLANINNG &amp; POLYMER LOGS., INEOS STYROLUTION,</b>	<b>DEB MILLER</b> <b>MELISSA COHEN</b>
3:15 PM	<b>CLOSING REMARKS AND ADJOURNMENT</b>	
3:15 PM	<b>RAIL SUPPLY EXPOSITION (MONARCH ROOM)</b>	
	<b>RAILROADING 101 (DUPAGE AMPHITHEATER)</b>	
3:15 PM	<b>SPEAKER: PRESIDENT, KEP, LLC</b>	<b>JOHN SCHMITTER</b>
	<b>INTERMODAL 101 (MALLARD ROOM)</b>	
3:15 PM	<b>SPEAKER: PRESIDENT, RSE CONSULTING</b>	<b>RONALD SUCIK</b>
	<b>TRANSLOADING 101 (CARDINAL ROOM)</b>	
3:15 PM	<b>SPEAKER: DIRECTOR BUSINESS DEVELOPMENT, A&amp;R TRANSPORT</b>	<b>NEIL GROSSMAN</b>
5:00 PM – 7:00PM	<b>RECEPTION (COURTS A-J)</b>	

# Rail Shippers Driving Change in 2017

THURSDAY JANUARY 12, 2017

- 7:00 AM BREAKFAST BUFFET (WINDOWS RESTAURANT)  
REGISTRATION (EAST FOYER)
- 7:50 AM OPENING REMARKS: PRESIDENT, MARS MIKE JONES  
ANTITRUST & SAFETY BRIEFING: MGR. RAIL RATES, POTASH CORP. GAIL WERNETTE  
CONFERENCE (COURTS A-J)
- OPENING KEYNOTE ADDRESS**
- 8:00 AM SPEAKER: PRESIDENT, CSX TRANSPORTATION CLARENCE GOODEN  
PRESENTER: PRESIDENT, MARS MIKE JONES
- BNSF INTERMODAL**
- 8:45 AM SPEAKER: GROUP VP CONSUMER PRODUCTS, BNSF RAILWAY KATIE FARMER  
PRESENTER: GEN'L. DIR. INDUSTRIAL PRODUCT SALES, BNSF THOMAS PLOWMAN
- LEGISLATIVE UPDATE**
- 9:15 AM SPEAKER: PRESIDENT, MICHIGAN RAILROADS ASSOCIATION JON COOL  
PRESENTER: MANAGER RAIL & BARGE OPERATIONS, KENT CORP. LISA LONGTIN
- 9:45 AM **NETWORKING BREAK (EAST FOYER BREAK STATION)**
- RAIL EQUIPMENT UPDATE**
- 10:15 AM SPEAKER: SVP, CHIEF COMMERCIAL OFFICER, GATX CORP. PAUL TITTERTON  
PRESENTER: SENIOR VICE PRESIDENT, ECN CAPITAL RAIL FINANCE HARRY ZANDER
- THE TRANSPORTATION MARKET-MAKING SENSE OUT OF THE UNKNOWN**
- 11:00 AM SPEAKER: INTERMODAL & RAIL EXPERT, FTR TRNSPTN. INTEL. LAWRENCE GROSS  
SPEAKER: PRESIDENT, ABH CONSULTING ANTHONY HATCH  
SPEAKER: SENIOR ANALYST, COWEN, COMPANY JASON SEIDL  
MODERATOR: PRESIDENT, SCO-PRO, LLC GEORGE MACKO
- ELECTION OF OFFICERS**
- 12:00 PM **CLOSING REMARKS AND ADJOURNMENT** MIKE JONES
- RAILROADING 201 (DUPAGE AMPHITHEATER)**
- 12:15 PM SPEAKER: PRESIDENT, KEP, LLC JOHN SCHMITTER
- RAILCAR FLEET MANAGEMENT (MONARCH ROOM)**
- 12:15 PM SPEAKER: AVP, AUTOMOTIVE, TTX DAVID SELLERS  
SPEAKER: AUTOMOTIVE ASSET ANALYST PATRICK MAGEE
- TRANSPORTATION MANAGEMENT SYSTEMS (CARDINAL ROOM ROOM)**
- 12:15PM SPEAKER: DIRECTOR SALES & MARKETING RAVEN LOGISTICS FRANK MEIDL  
SPEAKER: VP BUSINESS DEV., CARRY TRANSIT/SUPERIOR LOGISTICS JOE NOLAN
- EXECUTIVE COMMITTEE MEETING (MALLARD ROOM )  
(EXECUTIVE COMMITTEE MEMBERS ONLY)**