



# MIDWEST ASSOCIATION OF RAIL SHIPPERS

SUMMER MEETING, JULY 16-17, 2018  
GRAND GENEVA RESORT, LAKE GENEVA, WI

**LIFE BEYOND THE OPERATING RATIO - GROWING PAINS.**

## AGENDA

### MONDAY JULY 16, 2018

- 11:30 AM MARS SCHOLARSHIP OUTING – GOLF – BRUTE AND HIGHLANDS COURSES  
HOST MATT O’KRAY, CANADIAN PACIFIC RAILWAY
- 4:00 PM REGISTRATION – MAPLE LAWN BALL ROOM FOYER
- 6:00 PM NEW MEMBER AND YOUNG PROFESSIONALS ORIENTATION – LINWOOD BALLROOM  
HOST – TOM SURMA, INGREDION, INCORPORATED
- 6:00PM RECEPTION – MAPLE LAWN BALL ROOM
- 7:30PM INFORMAL NETWORKING BUFFET DINNER – GRAND BALLROOM

### TUESDAY JULY 17, 2018

- 6:30 AM MARS EXECUTIVE COMMITTEE MEETING (MEMBERS ONLY) – LINWOOD “A”
- 7:00 AM REGISTRATION – GRAND BALLROOM FOYER  
BUFFET BREAKFAST – EVOLVE AND CHOPHOUSE

### CONFERENCE – GRAND BALL ROOM

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

### **BUILDING BRAND LOYALTY THROUGH CORPORATE VALUES**

- 8:00 AM **SPEAKER: PRESIDENT & CEO, PATRIOT RAIL COMPANY** JOHN FENTON  
INTRODUCTION: PRESIDENT, MARS HARRY ZANDER

### **JULY 1 MEXICAN ELECTION RESULTS AND OUTLOOK.**

- 8:45 AM **SPEAKER: PRES. & CEO, GUERRA CASTELLANOS & ASSOC. GABRIEL GUERRA CASTELLANOS**  
INTRODUCTION: PRESIDENT & CEO, KANSAS CITY SOUTHERN RYW PATRICK OTTENSMEYER

**BUILDING CAPACITY: INVESTING FOR THE LONG HAUL**

9:30 AM **SPEAKER: VP SALES & MARKETING, BULK COMMODITIES, CN** **DOUG MACDONALD**  
INTRODUCTION: DIRECTOR CORPORATE DEVELOPMENT, CN **TOM TISA**

10:00 AM **NETWORKING BREAK REFRESHMENTS IN THE CHOP HOUSE**

**RAILROAD/SHIPPER SUCCESS STORY-WATCO PERSHIBLE EXPRESS**

10:30 AM **SPEAKER: EXECUTIVE VICE PRESIDENT, WATCO COMPANIES, LLC** **STEFAN LOEB**  
INTRODUCTION: SENIOR CONSULTANT, SALES, UP **KATIE TAMISIEA**

**NORTH AMERICAN OIL & GAS AND PETROLEUM SUPPLY CHAIN – LATEST IMPACT TO RAIL**

11:00 AM **SPEAKER: PRESIDENT, PLG CONSULTING** **TAYLOR ROBINSON**  
INTRODUCTION: SVP, SALES& MARKETING, UNION TANK CAR **DAVID MURAWSKI**

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

12:00 PM **MARS LUNCHEON – MAPLE LAWN BALLROOM**

**LUNCHEON KEYNOTE REMARKS**

12:30 PM **SPEAKER: VP TRANSPORTATION & TERMINAL OPERATIONS, CHS, INC** **DAN MACK**  
INTRODUCTION: CORPORATE RAIL FLEET MANAGER, CARGILL, INC **KEVIN ZIMSKI**

1:30 PM **NETWORKING BREAK – REFRESHMENTS IN THE CHOPHOUSE**

**MEETING RESUMES – GRAND BALLROOM**

**REPORT ON NORTH AMERICAN RAIL SHIPPERS ASSOCIATION**

2:00 PM **SPEAKER: FIRST VICE PRESIDENT, NARS** **TOM TISA**

**REPORT OF MARS SCHOLARSHIP COMMITTEE**

2:05 PM **SPEAKER: CHAIRMAN, MARS SCHOLARSHIP COMMITTEE** **CARRIE EVANS**

**VIEW FROM WALL STREET**

2:10 PM **SPEAKER: VICE PRESIDENT, INDUSTRIALS, OEM, COWEN** **MATT ELKOTT**  
INTRODUCTION: CONSULTANT **RICK ONKEN**

**RAIL FREIGHT CAR SUPPLY STATUS**

2:45 PM **SPEAKER: SVP & CHIEF COMMERCIAL OFFICER, GATX** **PAUL TITTERTON**  
INTRODUCTION: PRESIDENT, MARS **HARRY ZANDER**

3:30 PM **CLOSING COMMENTS- ADJOURN: PRESIDENT, MARS** **HARRY ZANDER**

**DRAWING TO AWARD A \$250 CASH PRIZE TO MEMBER IN ATTENDANCE**

**MEETING ADJOURNS**

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