

# MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 15 - 16, 2014  
MARRIOTT'S OAK BROOK HILLS, RESORT  
OAK BROOK, IL

## RAIL SHIPPING – POWERING AMERICA'S ECONOMY

### TOPICS AND SPEAKERS

WEDNESDAY JANUARY 15, 2014

7:00 AM BREAKFAST BUFFET  
AND REGISTRATION  
MEETING

#### NEW MEMBER ORIENTATION

7:30 AM HOST: DIRECTOR NETWORK STRATEGIES, CN TOM TISA

#### CONFERENCE

8:15 AM OPENING REMARKS, PRESIDENT, MARS LISA LONGTIN

#### KEYNOTE ADDRESS 2014

8:30 AM PRESENTER: PRESIDENT, MARS LISA LONGTIN  
KEYNOTE SPEAKER: EVP MARKETING & SALES, UPRR ERIC BUTLER

#### WALL STREET VIEW OF RAILROADS: BRIDGING TO A DYNAMIC NEW FUTURE

9:15 AM PRESENTER: PRESIDENT, SCO-PRO, LLC. GEORGE MACKO  
SPEAKER: PRESIDENT, ABH CONSULTING TONY HATCH

10:00 AM NETWORKING BREAK

#### THE LITTLE ENGINE THAT COULD, AND DID. THE STORY OF CITY OF ROCHELLE, IL MUNICIPAL RAILROAD

10:20 AM PRESENTER: CONSULTANT, FLAK INTERNATIONAL, INC JIM GIBLIN  
SPEAKER: DIR. ECO. DEVEL., CITY OF ROCHELLE, IL/GREDCO JASON ANDERSON  
SPEAKER: GENERAL MANAGER, CITY OF ROCHELLE RR ROBERT WINGATE

11:20 AM NORTH AMERICAN RAIL SHIPPERS ASSOCIATION UP DATE  
SPEAKER: SECOND VICE PRESIDENT, NARS GEORGE MACKO

11:30 AM NETWORKING BREAK

#### JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO

#### LUNCHEON KEYNOTE ADDRESS

12:00 PM PRESENTER: PRESIDENT, MARS LISA LONGTIN  
SPEAKER: ADMINISTRATOR, FRA JOSEPH SZABO

1:30 PM NETWORKING BREAK

1:30 PM	<b>RAILROADING 101</b> <b>(YOU MUST BE REGISTERED FOR RR 101 SEMINAR TO ATTEND)</b>	
	PROGRAM INSTRUCTOR: PRESIDENT, KEP, LLC	JOHN SCHMITTER
1:30 PM	<b>RAILROADING 301- FLEET MANAGEMENT</b> <b>(YOU MUST BE REGISTERED FOR RR 301 SEMINAR TO ATTEND)</b>	
	PROGRAM INSTRUCTOR: AVP AUTOMOTIVE, TTX COMPANY	DAVID SELLERS
2:00 PM	<b>PARALLEL TRACKS</b>	
	PRESENTER: VP & GM, MERCHANTS DISTRIBUTION SERVICES	RANDY WORTH
	SPEAKER: INSPECTOR GENERAL, US POSTAL SERVICE	DAVID WILLIAMS
2:30 PM	<b>INTERMODAL INNOVATIONS AND INSIGHTS</b>	
	MODERATOR/PARTICIPANT: PRESIDENT, RSE CONSULTING	RONALD SUCIK
	PARTICIPANT: PRESIDENT, TRAC INTERMODAL	KEITH LOVETRO
	PARTICIPANT: PRESIDENT, COMTRAK LOGISTICS	DAN BURKE
	PARTICIPANT: DIR. PUB. AFFAIRS, RAIL LOGISTICS - COLDTRAIN	PATRICK BOSS
	PARTICIPANT: MGNG DIR. INTRMDL & INT'L CONT FRT, ADM (INV)	MARK SCHWEITZER
3:30 PM	NETWORKING BREAK (EASST FOYER BREAK STATION)	
3:45 PM	<b>RAIL CUSTOMER PERSPECTIVE</b>	
	PRESENTER: MANAGER RAIL RATES, POTASH CORPORATION	GAIL WERNETTE
	SPEAKER: PRESIDENT, POTASH CORPORATION (INV)	WILLIAM DOYLE
5:00 PM	<b>RECEPTION (MARQUIS)</b>	

**THURSDAY JANUARY 16, 2014**

7:00 AM	BREAKFAST BUFFET AND REGISTRATION	
8:00 AM	OPENING REMARKS, PRESIDENT, MARS	LISA LONGTIN
	<b>KEY NOTE ADDRESS</b>	
8:15 AM	PRESENTER: PRESIDENT, MARS	LISA LONGTIN
	SPEAKER: PRESIDENT, COO CANADIAN PACIFIC RAILWAY	KEITH CREEL
	<b>LEGISLATIVE UPDATE</b>	
9:00 AM	PRESENTER: DIRECTOR NETWORK STRATEGIES, CN	TOM TISA
	SPEAKER: PARTNER, CHAMBERS, CONLON & HARTWELL, LLC	ADAM NORDSTROM
9:45 AM	NETWORKING BREAK	

