



MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 14 - 15, 2015

RAIL SHIPPING 2015: MEETING THE CHALLENGES OF HIGH DEMAND

AGENDA

WEDNESDAY JANUARY 14, 2015

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

NEW MEMBER ORIENTATION (CANTERBURY ROOM)

7:30 AM HOST: PRESIDENT, SCO-PRO, LLC
GEORGE MACKO
FIRST VP, MARS

CONFERENCE (COURTS A-J)

8:15 AM OPENING REMARKS: DIRECTOR - CORP. DEVELOPMENT, CN
TOM TISA
PRESIDENT, MARS

KEYNOTE ADDRESS 2015

8:30 AM SPEAKER: CHAIRMAN, PRESIDENT & CEO, CLIFFS NAT'L RES.
PRESENTATION: PRESIDENT, MARS
LOURENCO GONCALVES
TOM TISA

WALL STREET VIEW OF RAILROADS

9:15 AM SPEAKER: PRESIDENT, ABH CONSULTING
PRESENTATION: SENIOR VICE PRESIDENT, ELEMENT RAIL
TONY HATCH
HARRY ZANDER

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

RAIL EQUIPMENT UPDATE

10:15 AM SPEAKER: PRESIDENT, FIRST UNION RAIL
PRESENTATION: CHIEF MECHANICAL OFFICE, FIRST UNION RAIL
BARBARA WILSON
RICK GROSSMAN

REVITALIZATION: PUBLIC/PRIVATE PARTNERSHIP BRINGS RAIL LINE BACK FROM THE DEAD

10:45 AM SPEAKER: REGIONAL VP MARKETING & SALES, WSOR
SPEAKER: DIRECTOR OF GOVERNMENT RELATIONS, WSOR
SPEAKER: PRESIDENT, LYCON INC
MODERATOR: MGR., TRANS. & MATERIALS, STEEL DYNAMICS
ANDY LAURENT
KEN LUCHT
GR LYONS
CRAIG LONGARDNER

11:30 AM NETWORKING BREAK (EAST FOYER BREAK STATION)

MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 14 - 15, 2015

RAIL SHIPPING 2015: MEETING THE CHALLENGES OF HIGH DEMAND

AGENDA

WEDNESDAY JANUARY 14, 2015

JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO (COURTS A-J)

RAILROADING TO MEET THE CHALLENGES OF TRADE AND ECONOMIC GROWTH

12:00 PM **SPEAKER: PRESIDENT & CEO, CN** **CLAUDE MONGEAU**
 PRESENTER: PRESIDENT, MARS **TOM TISA**

1:00 PM NETWORKING BREAK (EAST FOYER BREAK STATION)

STB UPDATE

1:30 PM **SPEAKER: DEPUTY DIR., SURFACE TRANSPORTATION BOARD** **MICHAEL HIGGINS**
 PRESENTER: PRESIDENT, MARS **TOM TISA**

MOVE CHICAGO!

2:10 PM **SPEAKER: TERMINAL SUPERINTENDENT, BNSF** **PHIL SCHULTZ**
 SPEAKER: DIRECTOR, CHICAGO COORDINATION, CSX **DANIELLE RENNER**
 SPEAKER: AVP - BUSINESS SERVICES, AAR **JEFF USHER**
 MODERATOR: DIRECTOR, CTCO **STEVE HOYE**

WHAT SHIPPERS CAN EXPECT FROM RAIL SERVICE IN THE MONTHS AHEAD

3:00 PM **SPEAKER: EDITOR, ARGUS MEDIA** **MARK BABINEK**
 PRESENTER: DIRECTOR OF SALES, KCS **NICK PAGANO**

3:30 PM **CLOSING REMARKS AND ADJOURNMENT** **TOM TISA**

RAILROADING 101 (AMPHITHEATRE)

3:45 PM **PRESENTER: PRESIDENT, KEP, LLC** **JOHN SCHMITTER**

RAILROADING 301 - FLEET MANAGEMENT (CANTERBURY)

3:45 PM **PRESENTER: DIRECTOR, RELOAD OPERATIONS, TTX COMPANY** **ANDY BOSONE**
 PRESENTER: LOGISTICS COORDINATOR, TTX COMPANY **PATRICK MAGEE**

IMPROVING SAFETY THROUGH PLANT INFRASTRUCTURE (PRINCE OF WALES)

3:45 PM **PRESENTER: PE, ENGINEERED RAIL SOLUTION** **DAVID THOMSON**

APPROACHING OTHERS FOR SAFETY IMPROVEMENTS (KENSINGTON COURT)

3:45 PM **PRESENTER: SR. MGR. FIELD SAFETY & TECH. TRAINING, BNSF** **ERIKA PLUMB**

5:00 PM **RECEPTION (COURTS A-J)**

MIDWEST ASSOCIATION OF RAIL SHIPPERS

WINTER MEETING, JANUARY 14 - 15, 2015

RAIL SHIPPING 2015: MEETING THE CHALLENGES OF HIGH DEMAND

AGENDA

THURSDAY JANUARY 15, 2015

- 7:00 AM BREAKFAST BUFFET (WINDOWS RESTAURANT)
REGISTRATION (EAST FOYER)
- 8:00 AM OPENING REMARKS, PRESIDENT, MARS TOM TISA
- KEYNOTE ADDRESS**
- 8:10 AM **SPEAKER: EVP & CHIEF COMMERCIAL OFFICER, CSX** CLARENCE GOODEN
PRESENTER: SECOND VICE PRESIDENT, MARS MIKE BARTH
- NORTH AMERICAN RAIL SHIPPERS ASSOCIATION (NARS) UPDATE**
- 8:55 AM **SPEAKER: SECOND VICE PRESIDENT, NARS** GEORGE MACKO
- TANK CAR SAFETY**
- 9:00 AM **SPEAKER: ACTING ADMINISTRATOR, PHMSA** TIMOTHY BUTTERS
PRESENTER: PRESIDENT, MARS TOM TISA
- 9:40 AM NETWORKING BREAK (EAST FOYER BREAK STATION)**
- LEGISLATIVE UPDATE**
- 9:50 AM **SPEAKER: PARTNER, CHAMBERS, CONLON & HARTWELL, LLC** ADAM NORDSTROM
PRESENTER: MGR. TRANSPORTATION, NORTH DAKOTA MILL MIKE JONES
- ECONOMIC UPDATE AND OUTLOOK FOR THE TRANSPORTATION SECTOR**
- 10:25 AM **SPEAKER: PRESIDENT, FTR TRANSPORTATION INTELLIGENCE** ERIC STARKS
PRESENTER: GEN. DIR. INDUSTRIAL PRODUCT SALES, BNSF TOM PLOWMAN
- THE NEW ENERGY REALITY: OPPORTUNITIES & CHALLENGES FOR U.S. BUSINESS**
- 11:00 AM **SPEAKER: SVP POLICY, U.S. CHAMBER OF COMMERCE** CHRISTOPHER GUTH
PRESENTER: NATIONAL ACCOUNT MANAGER, NS PAT COSEGLIA
- ELECTION OF OFFICERS**
- 11:30 AM **CLOSING REMARKS AND ADJOURNMENT** TOM TISA
- RAILROADING 201 (AMPHITHEATRE)**
- 11:45 AM **PRESENTER: PRESIDENT, KEP, LLC** JOHN SCHMITTER
- INTERMODAL 101 (CANTERBURY)**
- 11:45 AM **PRESENTER: PRESIDENT, RSE CONSULTING** RON SUCIK
- EXECUTIVE COMMITTEE MEETING (PRINCE OF WALES)
(EXECUTIVE COMMITTEE MEMBERS ONLY)**