
NORTH AMERICAN RAIL SHIPPERS 2016 ANNUAL MEETING

MAY 24-26, 2016

HYATT REGENCY CRYSTAL CITY ARLINGTON, VA
“Focus on the Future”

AGENDA

Tuesday, May 24, 2016

| | | | |
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| 7:00 A.M. | Check in for NARS Annual Scholarship Golf Outing | Westfields Golf Club | Dale Diulus |
| 8:00 A.M. | Shotgun start NARS Annual Scholarship Golf Outing | Westfields Golf Club | Dale Diulus |
| 3:00 P.M. | Early registration for 2016 Annual Meeting | Regency Ballroom | Carrie Foor |
| 4:00 P.M. | Complimentary Education Session: | Conference Theater | Linda Turner |

The Global Supply Chain as a Critical Strategic Resource in the Future

Presented by Michigan State University Eli Broad College of Business
Dr. Andreas Hoffrichter, Executive Director Railway Management Programs

~ Sponsored by the Southwest Association of Rail Shippers ~

5:30 P.M. **OPENING RECEPTION** **CHESAPEAKE BALLROOM**

Wednesday, May 25, 2016

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| 7:00 A.M. | Continental Breakfast | Regency Foyer | |
| 7:00 A.M. | Registration | Regency Ballroom | Carrie Foor |
| 8:00 A.M. | Opening Remarks from NARS President | Regency Ballroom | Richard Dodd |
| | Safety Briefing | | Jeff Usher |
| | Matter of Trust | | Janet Gilbert |

KEYNOTE SPEAKER

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| 8:30 A.M. | Keynote from the Association of American Railroads Michael Ward, AAR Chairman and CSX Chairman & CEO | | Richard Dodd |
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Wednesday, May 25, 2016 continued

INTERMODAL SUCCESS STORY

9:15 A.M. Intermodal Success Story: Norfolk Southern and BMW
Randy Bayles, Director Int'l Intermodal, Norfolk Southern;
Jack Ellenberg, SVP Strategic Projects, South Carolina Port Authority;
and Andrew Oleszczuk, Section Manager, Material Planning &
Transportation, BMW

Chuck Camp

10:15 A.M. **Networking Break**

TRANSPORTATION/SUPPLY CHAIN TALENT SHORTAGE

10:35 A.M. FRA Insights: FRA Administrator Sarah Feinberg

Ed Hamberger

GROWTH OF CHEMICALS IN THE GULF COAST

11:05 A.M. Transportation/Supply Chain Talent Shortage: Nick Little, Asst.
Director of Executive Management Programs, Eli Broad School of
Management, Michigan State University

Dana Burleigh

11:35 A.M. ARGUS MEDIA WIN-WIN AWARDS

11:50 A.M. NARS 2016 ANNUAL GOLF OUTING AWARDS

Dale Diulus

12:00 P.M. 2016 ANNUAL MEETING LUNCHEON - INDEPENDENCE CENTER A

TRANSPORTATION CHALLENGES

1:30 P.M. Transportation Challenges: Pierce Homer, Transportation Director,
Moffitt Nichol

Pat McGrath

FRA INSIGHTS

2:00 P.M. Growth of Chemicals in the Gulf Coast: Joel Lindahl, Head of
Chemical Research-Americas, Woods McKenzie

Linda Turner

2:45 P.M. **Networking Break**

LEGISLATIVE UPDATE

3:15 P.M. Legislative Update: Karyn Booth, Partner, Thompson Hine and
Roger Nober, EVP Law and Corporate Affairs, BNSF

Glen Courtwright

AGRICULTURE & ETHANOL PERSPECTIVE

4:00 P.M. Ag/Ethanol Perspective: Todd Becker, CEO, Green Plains

Tom Tisa

5:30 P.M. NETWORKING RECEPTION

CHESAPEAKE BALLROOM

Thursday, May 26, 2016

| | | | |
|-----------|--------------------------------------|------------------|---------------|
| 7:00 A.M. | Continental Breakfast & Registration | Regency Foyer | Carrie Foor |
| 8:00 A.M. | Remarks from NARS President | Regency Ballroom | Richard Dodd |
| | Safety Briefing | | Jeff Usher |
| | Matter of Trust | | Janet Gilbert |
| | NARS Annual Awards | | Richard Dodd |

KEYNOTE SPEAKER

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| 8:30 A.M. | Keynote Speaker: Lance Fritz, Chairman, President and CEO of Union Pacific Railroad | | Susan Cox |
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RAIL SHIPPER PERSPECTIVE

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| 9:15 A.M. | Ward Nye, Chairman, President and CEO of Martin Marietta | | Richard Dodd |
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RAILROADS IN THE BRAVE NEW WORLD

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| 10:00 A.M. | Tony Hatch, Transportation Analyst, ABH Consulting; Jason Seidl, Managing Director and Sr. Research Analyst, Cowen and Co.; and Larry Gross, Intermodal and Rail Expert, FTR Transportation Intelligence | | Bruce Mann |
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| 11:30 A.M. | Closing Remarks | | Richard Dodd |
| 12:00 P.M. | NARS Board of Directors Meeting | Kennedy | Richard Dodd |