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

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 Session: Supply Chain Excellence  Regency Ballroom  Linda Turner
5:30 P.M.  OPENING RECEPTION  CHESAPEAKE BALLROOM

Wednesday, May 25, 2016

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

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

INTERMODAL SUCCESS STORY

9:15 A.M.  Intermodal Success Story: Norfolk Southern and BMW: Ed Elkins, Intermodal Group Vice President of International Marketing & Sales, 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.  Transportation/Supply Chain Talent Shortage: Nick Little, Asst. Director of Executive Management Programs, Eli Broad School of Management, Michigan State University  Dana Burleigh
Wednesday, May 25, 2016 continued

GROWTH OF CHEMICALS IN THE GULF COAST

11:05 A.M.  Growth of Chemicals in the Gulf Coast: Joel Lindahl, Head of Chemical Research-Americas, Woods McKenzie  
Linda Turner

11:50 P.M.  NARS 2016 ANNUAL GOLF OUTING AWARDS  
Dale Diulus

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

1:30 P.M.  ARGUS MEDIA WIN-WIN AWARDS

TRANSPORTATION CHALLENGES

1:45 P.M.  Transportation Challenges: Pierce Homer, Transportation Director, Moffitt Nichol  
Pat McGrath

FRA INSIGHTS

2:15 P.M.  FRA Insights: FRA Administrator Sarah Feinberg  
Ed Hamberger

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

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

RAIL SHIPPER PERSPECTIVE

9:15 A.M.  Ward Nye, Chairman, President and CEO of Martin Marietta  Richard Dodd

RAILROADS IN THE BRAVE NEW WORLD

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

11:30 A.M.  Closing Remarks  Richard Dodd
12:00 P.M.  NARS Board of Directors Meeting  Arlington  Richard Dodd