



# Southwest Association of Rail Shippers

Annual Meeting  
February 24-25, 2016  
Grand Hyatt Hotel  
San Antonio, Texas

## ***“A GULF OF NEW POSSIBILITIES”***

### CONFERENCE AGENDA

#### Wednesday, February 24, 2016

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|------------------|---|--|
| 10:00 a.m.       | <b>SWARS Scholarship Fund Golf Event</b><br>Hyatt Hill Country Golf Course<br>9800 Hyatt Resort Drive<br>San Antonio, Texas 78251 | Glenn Turner<br>Logistica Group<br>SWARS Golf Chairman |
| 2:00 – 6:00 p.m. | <b>Early Registration</b><br>Grand Hyatt Hotel  | Jack Dail  |
| 2:30 – 4:30 p.m. | <b>RR 101 Course - “Introduction to Railroad Operations”</b><br>Grand Hyatt Hotel   | John Schmitter<br>KEP, LLC, President                  |
| 5:00 – 5:30 p.m. | <b>New Member Orientation</b> – Meet the SWARS Officers<br>Grand Hyatt Hotel  | Susan Cox<br>SWARS President                           |
| 5:30 – 7:00 p.m. | <b>E. L. ‘Leo’ Mountjoy Reception</b><br>Grand Hyatt Hotel  | Susan Cox<br>SWARS President                           |

#### Thursday, February 25, 2016

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|-------------------|--|---|
| 7:00 – 4:00 p.m.  | <b>Registration</b><br>Grand Hyatt Hotel   | <u>Moderator</u><br>Jack Dail             |
| 7:00 – 8:30 a.m.  | <b>Continental Breakfast</b><br>Grand Hyatt Hotel  | Jack Dail                                 |
| 8:00 – 8:10 a.m.  | <b>GENERAL SESSION - Welcome and Announcements</b>   | Susan Cox<br>SWARS President              |
| 8:10 – 8:15 a.m.  | <b>Safety Briefing</b>   | Jeff Usher<br>AAR                         |
| 8:15 – 8:20 a.m.  | <b>SWARS Mission Statement/Anti-Trust Statement</b>  | Dale Diulus<br>Salt River Materials Group |
| 8:20 – 9:00 a.m.  | <b>Keynote Address</b><br>• Carl Ice; BNSF Railway;<br>President & Chief Executive Officer   | Susan Cox<br>SWARS President              |
| 9:00 – 9:40 a.m.  | <b>“A Deluge of Development”</b> - Targa Resources’ Growth Strategies<br>• Vincent DiCosimo; Targa Resources, Inc.<br>Senior Vice President of Petroleum Logistics | Laurie Stiles<br>Targa Resources, Inc.    |
| 9:40 – 10:00 a.m. | <b>NETWORKING BREAK</b>  |   |

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## 2016 Annual Agenda – Continued

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| 10:00 – 11:00 a.m. | <b><i>“Closing the Gap”</i></b> - Mexico Energy Reform <ul style="list-style-type: none"><li>• Brian Hancock; Kansas City Southern Railway<br/>EVP Sales and Marketing and CMO</li><li>• Brandon Seale; Howard Energy México<br/>President</li></ul> | Jennifer Fussell<br>KC Southern                |
| 11:00 – 11:30 a.m. | <b><i>“An Ocean of Opportunity”</i></b> – Capital Expansion Plans <ul style="list-style-type: none"><li>• Beth Whited; Union Pacific Railroad, M &amp; Sales -<br/>Vice President &amp; General Manager - Chemicals</li></ul>                        | Brandon Powell<br>Tesoro Companies             |
| 11:30 – 11:50 a.m. | <b>SWARS ‘Person of the Year’ Award / Golf Awards</b>  | Glenn Turner; Golf Chairman<br>Logistica Group |
| 11:50 – 1:15 p.m.  | <b>NETWORKING LUNCHEON</b>   | Susan Cox<br>SWARS President                   |
| 1:15 – 1:50 p.m.   | <b><i>“Holding a Steady Course”</i></b> - Transportation Economic Outlook <ul style="list-style-type: none"><li>• Anthony Hatch; ABH Consulting; Consultant/Analyst</li></ul>  | Linda Turner<br>Americas Styrenics             |
| 1:50 – 2:20 p.m.   | <b><i>“Change is in the Wind”</i></b> – for Supply Chain Logistics <ul style="list-style-type: none"><li>• Michael Parker, Union Pacific Distribution Services<br/>AVP and GM - UPDS</li></ul>   | Dale Diulus<br>Salt River Materials Group      |
| 2:20 – 3:00 p.m.   | <b><i>“Navigating Choppy Waters”</i></b> – Transportation Legislative Update <ul style="list-style-type: none"><li>• Jim Wiesemeyer, Informa Economics<br/>Senior Vice President – Washington Bureau</li></ul>                                       | Paul Snoddy<br>CP Rail                         |
| 3:00 – 3:20 p.m.   | <b>NETWORKING BREAK</b>  |  |
| 3:20 – 3:50 p.m.   | <b><i>“Any Port in a Storm”</i></b> – Tanks, Hoppers and Shop Capacity <ul style="list-style-type: none"><li>• Barbara Wilson; Wells Fargo Rail; President</li></ul>   | Doug Lumry<br>Musket Corporation               |
| 3:50 – 4:20 p.m.   | <b><i>“Keep Your Eyes on the Horizon”</i></b> – ‘Smart’ Cars, Equipment and Technology <ul style="list-style-type: none"><li>• Don Loftis, Olin Corporation<br/>Principal Software Engineer / Rail Security Coord.</li></ul>                         | Bruce Mann<br>Hexion, Inc.                     |
| 4:20– 4:30 p.m.    | <b>SWARS Scholarship Update</b> <ul style="list-style-type: none"><li>• SWARS Scholarship Committee Chairperson</li></ul>  | Doug Lumry<br>Musket Corporation               |
| 4:30 – 4:40 p.m.   | <b>SWARS Annual Business Meeting</b> <ul style="list-style-type: none"><li>• Election of Officers and Directors</li></ul>  | Susan Cox/Laurie Stiles                        |
| 4:40 – 4:50 p.m.   | <b>Meeting Wrap-up</b> <ul style="list-style-type: none"><li>• \$500 Gift Card Drawing (Two)</li><li>• Closing Comments</li></ul>  | Susan Cox<br>SWARS President                   |

***Networking Tables Open Throughout Meeting!***

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| At end of meeting<br>until 6:00 p.m. | <b>President’s Reception</b><br>Grand Hyatt Hotel | Susan Cox<br>SWARS President |
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# **Southwest Association of Rail Shippers**

## **2016 Annual Agenda – Continued**

**Friday, February 26, 2016**

**8:00 – 10:00 a.m.**

**Board of Directors Meeting**  
**Grand Hyatt Hotel**

**Susan Cox**  
**SWARS President**