



Southwest Association of Rail Shippers

2018 Annual Meeting

February 20 – 21, 2018

Grand Hyatt San Antonio

600 East Market Street

San Antonio, Texas 78205

“CROSSING BORDERS, BREAKING BARRIERS”

CONFERENCE AGENDA

Tuesday, February 20, 2018

9:30 a.m.	<i>SWARS Scholarship Fund Golf Event</i> TPC San Antonio 23808 Resort Parkway San Antonio, TX 78261	Jill Hodges Chevron Phillips Chemical Co. Golf Chairman
12:00 – 6:00 p.m.	Early Registration Grand Hyatt San Antonio	Jack Dail
1:00 – 3:00 p.m.	<i>RR 201 Course – “Introduction to the Commercial Side of Railroading”</i> Grand Hyatt San Antonio	John Schmitter KEP, Inc.
3:30 – 4:30 p.m.	<i>RR 501 Course – “Mexico Cross Border Shipping Fundamentals”</i> Grand Hyatt San Antonio	Rocky Loessin Kansas City Southern
5:00 – 5:30 p.m.	<i>New Member Orientation</i> – Meet the SWARS Officers Grand Hyatt San Antonio	Doug Lumry SWARS President
5:30 – 7:00 p.m.	<i>E. L. ‘Leo’ Mountjoy Reception</i> Grand Hyatt San Antonio	Doug Lumry SWARS President

Wednesday, February 21, 2018

7 a.m.	Continental Breakfast Grand Hyatt San Antonio	<u>Moderator</u> Jack Dail
7 a.m.	Registration Grand Hyatt San Antonio	Jack Dail
8:00 – 8:10 a.m.	Welcome and Announcements	Doug Lumry SWARS President
8:10 – 8:15 a.m.	Safety Briefing	Jeff Usher AAR
8:15 – 8:20 a.m.	SWARS Mission Statement	Dale Diulus Salt River Materials Group
8:20 – 8:30 a.m.	Guidebook Information	Steve Schaefer Martin Marietta

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2018 Annual Meeting Agenda – Continued

8:30 – 9:10 a.m.	<i>“Vamanos, Full Steam Ahead”</i> – MORNING KEYNOTE Address • Patrick J. Ottensmeyer; Kansas City Southern President & Chief Executive Officer	Doug Lumry SWARS President
9:10 – 9:50 a.m.	<i>“The Eye in the Sky”</i> – Technology Update • Todd Graetz; BNSF Railway UAS Program Director, Technology Services/Infrastructure	Scot Bates BNSF Railway
9:50 – 10:20 a.m.	NETWORKING BREAK	
10:20 – 11:10 a.m.	<i>“Refining the Future”</i> - Shipper Panel • Daniel L Gordon; Delek US Holdings Executive Vice President Business Development • J. W. Harbison, Jr.; 4J Energy, LLC; President	Gail Molek Reagent Chemical & Research
11:10 – 11:50 a.m.	<i>“Navigating through Uncertainty”</i> – Equipment Update • Paul Titterton; GATX Rail North America Senior Vice President & Chief Commercial Officer	Susan Cox Chevron Phillips Chemical
11:50 – 12:00 p.m.	<i>Person of the Year / Golf Awards</i>	Ray Hufnagel; Plastic Express Jill Hodges; Golf Chairman
12:00 – 1:20 p.m.	NETWORKING LUNCHEON	Doug Lumry SWARS President
1:20 – 2:00 p.m.	<i>“Charting a New Course”</i> – AFTERNOON KEYNOTE Address • James M. Foote; CSX Transportation President & Chief Executive Officer	Doug Lumry SWARS President
2:00 – 2:40 p.m.	<i>“Accountability and Achievement”</i> – Motivational Speaker • Sergeant Dakota Meyer; Medal of Honor Recipient	Doug Lumry SWARS President
2:40 – 3:10 p.m.	NETWORKING BREAK	
3:10 – 3:50 p.m.	<i>“Show Me the Money!”</i> - A Fireside Chat: Economic Update • Tony Hatch; ABH Consulting; Consultant/Analyst	Linda Turner Americas Styrenics
3:50 – 4:20 p.m.	<i>“The Future Has Arrived”</i> – Petrochemicals and Energy by Rail • Graham Brisben; PLG Consulting; CEO and Founder	Ray Hufnagel Plastic Express
4:20 – 4:30 p.m.	2018 Scholarship Update	Dale Diulus Scholarship Chairman
4:30 – 4:40 p.m.	SWARS Annual Business Meeting • Election of Eight (8) Directors	Doug Lumry Susan Cox
4:40 – 4:45 p.m.	Closing Comments • \$500 Cash Drawing (Two)	Doug Lumry SWARS President

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2018 Annual Meeting Agenda – Continued

At end of meeting *President's Reception*
until 6:30 p.m. Grand Hyatt San Antonio

Doug Lumry
SWARS President

Networking Tables Open Throughout Meeting!

Thursday, February 22, 2018

8:00 – 10:00 a.m. **Board of Directors Meeting**
Grand Hyatt San Antonio

Doug Lumry
SWARS President