

Southwest Association of Rail Shippers

Annual Meeting

February 22 – 23, 2012

Hyatt Regency San Antonio Riverwalk

San Antonio, TX

“OIL ABOARD...A FAST TRACK TO ENERGY INDEPENDENCE”


CONFERENCE AGENDA

Wednesday, February 22, 2012

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| 10:30 a.m. | <i>SWARS Scholarship Fund Golf Event</i>
<i>“Presented by Port San Antonio”</i>
SilverHorn Golf Club of Texas
1100 West Bitters Road
San Antonio, Texas 78216 | Dale Diulus
Salt River Materials Group
Golf Chairman |
| 2:30 – 5:30 p.m. | Early Registration
Hyatt Regency San Antonio Riverwalk | Jack Dail |
| 3:00 – 5:00 p.m. | RR 301 Course - “Rail Fleet Management”
Hyatt Regency San Antonio Riverwalk | John Schmitter
KEP, LLC, President |
| 5:30 – 6:00 p.m. | <i>New Attendee Orientation</i>
Hyatt Regency San Antonio Riverwalk | Mark Payne
SWARS President |
| 6:00 – 7:00 p.m. | <i>Welcome Mixer</i>
Hyatt Regency San Antonio Riverwalk | Mark Payne
SWAS President |

Thursday, February 23, 2012

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| 7 a.m. | Continental Breakfast
Hyatt Regency San Antonio Riverwalk | Jack Dail |
| 7 a.m. | Registration
Hyatt Regency San Antonio Riverwalk | Jack Dail |
| 8:00 – 8:10 a.m. | Welcome and Announcements | Mark Payne
SWARS President |
| 8:10 – 8:15 a.m. | Safety Briefing | Jeff Usher
AAR |
| 8:15 – 8:20 a.m. | SWARS Mission Statement | Pat Walsh
ConocoPhillips Co. |
| 8:20 – 9:00 a.m. | <i>“The New Gold Rush – Domestic Energy Production and Its Impact on Rail Freight”</i> - Keynote Address
• Jack Koraleski; Union Pacific Railroad
Executive VP – Marketing & Sales | Mark Payne
SWARS President |
| 9:00 – 10:00 a.m. | <i>“Can We Use a Lifeline?”</i> - How Petroleum Can Save The American Economy
• Lucian Pugliaresi; Energy Policy Research Foundation
President | Diana Hill
BNSF Railroad |



10:00 – 10:20 a.m.	BREAK	
10:20 – 11:20 a.m.	<i>“You Frac Me Up”</i> – Supplying the Shale Projects <ul style="list-style-type: none"> • Graham Brisben; Professional Logistics Group President • Charles Renner; Excalibar Minerals, LLC Manager Distribution 	Richard Dodd RDC Logistics
11:20 – 12:00 p.m.	<i>“Domestic Energy – the New Homeland Security”</i> Economic Update <ul style="list-style-type: none"> • James “Jim” R. Wiesemeyer; Informa Economics Senior Vice President 	Linda Turner FirstEnergy Solutions
12:00 – 1:30 p.m.	LUNCH <ul style="list-style-type: none"> • Golf Awards • SWARS Person of the Year • Sponsorship Recognition 	Mark Payne SWARS President
1:30 – 1:40 p.m.	George J Elking Jr. Scholarship Update	Laurie Stiles Targa Resources
1:40 – 2:30p.m.	<i>“Exploring the Possibilities”</i> – Domestic Oil’s Impact on Service Design and Operations <ul style="list-style-type: none"> • Teresa Perkins; BNSF Railway General Director IP Sales – Business Development • Sam Calabro; Union Pacific Railroad AVP Chemicals 	Susan Cox Chevron Phillips Chemical Co.
2:30– 3:00 p.m.	<i>“Will Work for Railcars”</i> – Railcar Equipment Update <ul style="list-style-type: none"> • David Nahass; Railroad Financial Corporation Senior Vice President 	Doug Lumry Musket Corp.
3:00 – 3:15 p.m.	BREAK	
3:15 – 3:45 p.m.	<i>“Mission Possible”</i> FRA Update – Safe, Proper Shipping <ul style="list-style-type: none"> • FRA (Invited) 	Laurie Stiles Targa Resources
3:45 – 4:15 p.m.	<i>“Running of the Bulls?”</i> The Financial State of the Railroads <ul style="list-style-type: none"> • Anthony B Hatch; ABH Consulting Principal 	Jim Verstraete First Union Rail Corp.
4:15 p.m.	Business Meeting – Election of Officers Closing Comments	Mark Payne SWARS President
<i>Networking Tables Open Throughout Meeting!</i>		
5:00 - 6:30 p.m.	<i>E “Leo” Mountjoy Reception</i> Hyatt Regency San Antonio Riverwalk	Mark Payne SWARS President
<u>Friday, February 24, 2012</u>		
8:00 – 10:00 a.m.	Board of Governors Meeting Hyatt Regency San Antonio Riverwalk	Mark Payne SWARS President