



## 2017 NGFA Annual Convention General Session Speaker Spotlight

### SUNDAY March 19<sup>th</sup>, 3:30 pm – Transportation Open Forum Lead Speaker



**Patrick J. Ottensmeyer** was elected as KCS' president and chief executive officer, effective July 1, 2016. From April 2015 to June 2016, he served as president of KCS. From October 2008 through March 2015, he served as KCS' executive vice president sales and marketing. He joined KCS in May 2006 as executive vice president and chief financial officer and served in that role until October 2008

### MONDAY March 20<sup>th</sup>, 9:00 am – Keynote Industry Speaker



**Juan R. Luciano** is chairman of the board of directors and chief executive officer of Archer Daniels Midland Company.

Luciano joined ADM in 2011 as executive vice president and chief operating officer. He was named president in February 2014, and in January 2015 became the ninth chief executive in ADM's 112-year history. He became chairman of the board in January 2016.

Under Luciano's leadership, ADM has taken significant actions to deliver shareholder value through strategic growth. Since January 2015, the company has invested in port facilities in Europe and South America, announced construction of new feed plants in the U.S. and China, and expanded sweetener production capacity in Eastern Europe. Luciano has also led ADM's continued expansion into the ingredients business, growing the company's production capacity of specialty nuts and seeds and adding to ADM's flavor capabilities. At the same time, Luciano has spearheaded operational excellence initiatives that have significantly enhanced the company's capital, cost and cash positions, and has led efforts to continue building the organization's internal leadership capacity.

As president and chief operating officer, Luciano oversaw the commercial and production activities of ADM's Corn, Oilseeds and Agricultural Services businesses, as well as its research, project management, procurement and risk management functions.

Before joining ADM, Luciano had a successful 25-year tenure at The Dow Chemical Company, where he last served as executive vice president and president of the performance division.

Luciano is a member of the board of directors of Eli Lilly and Company. He also serves as a governor of the Boys and Girls Clubs of America, and Midwest chair of the organization's National Trustees Board. He holds an industrial engineering degree from the Buenos Aires Institute of Technology.

**MONDAY March 20<sup>th</sup>, 10:00 am**



**Dr. Mathias Kremer**, born on August 21, 1962 in Bolzano, Italy, joined Bayer in 1990, after studying Agricultural Engineering at Soest College, Agricultural Science at the University of Göttingen, and after completing a PhD in Phytopathology at the University of Munich, all in Germany.

He spent 10 years in Product Development – first as a product manager in insecticides in Monheim, Germany, then as a trial manager in Spain and as a Group Leader in herbicides back in Monheim. After the merger of Bayer and Aventis, he later led the integration of the Agronomic Development organization of Bayer CropScience. In 2002, he joined Bayer AG's Strategic Planning team in Leverkusen, Germany.

He returned to Monheim in 2005 where he served two years as a consultant and assistant to the former Bayer CropScience CEO, Friedrich Berschauer. In 2007, he embarked on a new adventure in Central America and the Caribbean where he took on the role of Regional Manager for Bayer CropScience and became beginning of 2008 also President & CEO (Country Speaker) of the Bayer Group in Central America and the Caribbean.

In July 2011, he became the Global Head of Seeds (former BioScience), Agricultural Commercial Operations (ACO), Bayer CropScience. In June 2013, he became head of the unit 'Strategy'. Since June 1, 2015 he leads the unit 'Strategy & Portfolio Management'. In this function Mathias Kremer is a member of the Crop Science Executive Committee.

Mathias Kremer is married and has three children. His hobbies are hiking, reading, mountain biking and skiing.



**Lance M. Fritz** is Union Pacific chairman, president and chief executive officer. He became chairman of the board effective October 1, 2015. Fritz became president and chief executive officer February 5, 2015, when he also was elected to the corporation's board of directors.

He previously served as president and chief operating officer of Union Pacific Railroad, a position he had held since February 2014, after serving as executive vice president-Operations and vice president-Labor Relations, respectively. He began his Union Pacific career in July 2000 as vice president and general manager-Energy in the company's Marketing and Sales department.

Before joining Union Pacific, Fritz worked for Fiskars Inc., Cooper Industries and General Electric. He is a graduate of Bucknell University and earned a master's degree in management from the Kellogg School of Management at Northwestern University.

Fritz serves on the boards of the Association of American Railroads and the U.S. Chamber of Commerce. He is also a member of the STRATCOM Consultation Committee.

Fritz is deeply involved with organizations in his local community. He is a member of the board of directors for Nebraska Medicine, Omaha Symphony and Omaha's Henry Doorly Zoo & Aquarium.

Fritz and his wife, Julie, have two children and are committed to helping women and children at risk in the Omaha community.

**TUESDAY March 21<sup>ST</sup>, 10:00 am**



**Scott Geller** is the Head of Specialized Industries for JPMorgan Chase's Middle Market Banking & Specialized Industries business. Leading a team of national managers that focus their sales teams on verticals such as Technology, Healthcare, Agribusiness and Beverage, Scott is dedicated to understanding and serving the complexities of each industry across our banking, service and credit organizations.

Prior to this role, Scott was the CEO of Business Banking for three years, also serving on the Executive Management team for the business. He has held several other roles in Commercial Banking, including Chief Risk Officer and Head of the Northeast Middle Market segment, Financial Institutions and Hedge Fund businesses.

***Geller, cont'd ...***

Scott has been with JPMorgan Chase for the past 29 years. His career has spanned our Retail, our Commercial Banking and our Investment Bank businesses in a variety of risk and line positions.

He received his undergraduate degree from Binghamton University in central New York and his masters from the University of North Carolina in Chapel Hill. He is a native New Yorker, and resides in Westchester, New York with his wife and three children.