



John P Mayer
Fuel Strategist
Associated Electric Cooperative, Inc.

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Know Your Board: John P Mayer

John Mayer is a Fuels Strategist for Associated Electric Cooperative Inc. (AECI), headquartered in Springfield, Missouri. AECI provides wholesale power generation and high-voltage transmission services to its six member-owners who in turn serve 51 distribution cooperatives in Missouri, southern Iowa and northeast Oklahoma. His current responsibilities include contract negotiation and administration for coal supply, rail transportation services, rail car leasing, rail car fleet management and maintenance. He is also responsible for AECI’s natural gas business, including enabling agreements, pipeline transportation services, supply origination, trading, accounting and reporting, enabling agreements for financial hedging activities, diesel hedge trading to manage fuel surcharge risk, renewable energy resources contract origination, negotiation, administration, and renewable energy reporting.

While the tremendous breadth of his near-term responsibilities is daunting, his biggest challenge is making long-term recommendations on strategies when regulatory uncertainty is at such a high level. John said he believes that one should, “never put off to later what you can get done now, because you never know what lies ahead.”

The favorite part of his job is developing and maintaining relationships with people inside and outside the organization. Seeing immediate results from work he is involved in brings a lot of satisfaction.

John earned his undergraduate degree in human resource management

from the New School for Social Research, a liberal arts college in New York, while concurrently serving in the U.S. Navy. Also a graduate of the U.S. Navy’s Nuclear Power Program, John served seven years in Nuclear Power Propulsion. Part of that time he taught Nuclear Power Propulsion at the Kesselring Atomic Power Laboratory in Ballston Spa, New York, and was awarded the Master Training Specialist for his efforts there. He completed three deterrent patrols on the USS Pennsylvania, SSBN 735 Gold crew, ending his service as an Engineering Watch Supervisor. In the Navy, John realized that “speaking up about an issue and possibly being wrong is far better than not saying anything for fear of being called out.”

Leaving the US Navy in 1993 was a difficult choice. John found submarine service to be unique and rewarding, but the Navy didn’t leave much time for family, and he ultimately chose the latter. After leaving the Navy, John earned an MBA from Drury University in Springfield, Missouri, and completed an executive management program at the University of Virginia, Darden School of Business.

John earned his stripes in the commercial utility industry in power generation at City Utilities of Springfield. After five years on the generation side, he moved into the growing power marketing community during the Enron heydays. AECI was expanding its power marketing desk at that time and it was a good fit. In the early 2000s, following successes as a power marketer, John was asked to help AECI’s fledgling natural

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gas operation develop strategies for fueling its burgeoning fleet of combined-cycle gas plants. Following a successful implementation of the new strategy, John received a “temporary” assignment to manage the coal and rail contracts, then considered the “crown jewels” of the fuel supply group. Eight years later, he’s still on the job. With legacy rail contracts nearing expiration, John spearheaded the rail contract negotiations focusing on the business partnership and mutual benefits. One result was a build out to another Class I railroad to lock in competitive deliveries of coal for many years to come.

AECI has been a NCTA member for many years, and John has participated in most of the organization’s committee activities and initiatives over the past eight years. In 2015 he joined the Board of Directors, bringing with him his broad perspective of the association. He sees great value in relationships and lobbies hard internally to continue to invest in these. Unlike the power and natural gas industry, the coal and rail business has remained a very relational business, and the NCTA plays a big role in this.

John comes from a large Catholic family and feels blessed all his brothers and sisters still around. John and his wife, Carolyn, have been married for 30 years. Together they enjoy hosting summer poolside parties at their home with friends, neighbors and co-workers. Other recreational endeavors include scuba diving, swimming, mountain bike riding, golf, and hunting. ▲

NCTA WELCOMES ITS NEWEST MEMBERS!

The board of directors of the National Coal Transportation Association is pleased to announce that the applications for membership in NCTA of the following coal industry participants were approved. They join NCTA’s existing member companies working every day through the NCTA to foster the cooperation needed to resolve issues faced by coal consumers, coal producers, transporters, rail equipment manufacturers, and services companies.

Comm-trex

Levin Richmond Terminal

MPL Innovations, Inc.

comm-trex
commodity transportation exchange



MPL Innovations Inc

A complete list of NCTA member companies can be found on our website:

www.nationalcoaltransportation.org/index.php/membership/current-members

BENEFITS OF MEMBERSHIP

- Focus on Coal Transportation
- Conferences with Character
- Logistics and Planning Subcommittees
- Operations and Maintenance Subcommittee
- Access to Railcar Leasing Exchange Board
- Commitment to Education
- Policy Insights
- Publications

