

NORTH EAST ASSOCIATION OF RAIL SHIPPERS

APRIL 25-28, 2017

NEWPORT, RI



“EXPANDED PARTNERSHIPS, NEW OPPORTUNITIES”



180th Meeting Agenda

TUESDAY, APRIL 25th, 2017

6:15 P.M. NEARS DINNER TRAIN - LEAVE FROM NEWPORT TRANSIT CENTER – A SPECIAL NEARS EVENT!!

WEDNESDAY, APRIL 26th, 2017

3:00 P.M. REGISTRATION OPENS

6:00 P.M. NETWORKING RECEPTION

SPONSORED BY AMTR

7:30 P.M. DINNER ON YOUR OWN

THURSDAY, APRIL 27TH, 2017

7:00 A.M. BREAKFAST (AVAILABLE UNTIL 8:30 AM)

SPONSORED BY D.M. BOWMAN

7:30 A.M. REGISTRATION RE-OPENS

8:00 A.M. WELCOME TO NEARS

PRESIDENT: Director of Business Development, Yusen Logistics (Americas) Inc.
SAFETY BRIEFING: Director – Asset Health, Association of American Railroads
SCHOLARSHIP UPDATE: VP Business Development, Vermont Rail System
NEARS HOUSEKEEPING: Executive Director, NEARS

DON CAMERON
MICHAEL LESNIAK
GERALD RACETTE
JOSEPH GEARIN

8:30 A.M. KEYNOTE SPEAKER

Introduction: VP Marketing and Sales, Genesee & Wyoming
Regional Senior Vice President, Genesee & Wyoming

EDWARD FOLEY
DAVID EBBRECHT

9:15 A.M. TTX - PARTNERS, EQUIPMENT AND OPPORTUNITIES

Introduction: VP Marketing & Corporate Strategy, Pan Am Railways
Senior Economist, TTX Corporation

MICHAEL CLEMENTS
MELISSA PERALTA

9:45 A.M. SHORT NETWORKING BREAK

SPONSORED BY
MAXEM CONSULTING

10:00 A.M. CANADIAN INDUSTRY UPDATE

Introduction: Global Logistics Lead, AdvanSix, Inc.
AVP - Energy, Chemicals and Bulk, Canadian Pacific Railway

ERICA BREITERMAN
GURPREET KHAIRA

10:30 A.M. THE MAIN(E) CONNECTION – CONTINUOUS COLLABORATION FOR BETTER SERVICE

Introduction: Director, Logistics & Customer Service, Americas, Omya Inc
Manager Logistics North America, Omya Inc
Vice President Business Development, Vermont Rail System
Executive VP Marketing & Sales/Chief Commercial Officer, Pan Am Railways

ERIK BOHN
SHELDON ELLIS
GERRY RACETTE
MICHAEL BOSTWICK

11:15 A.M. CUTTING OR GROWING?

Moderator: Account Manager, Norfolk Southern
Vice President, Strategic Planning, Norfolk Southern

CHAD GRINNELL
JOHN FRIEDMANN

NOON NETWORKING LUNCHEON

SPONSORED BY SAUCYVT

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1:00 P.M.	GROWING THE INTERMODAL BUSINESS IN 2017 THROUGH PARTNERSHIP & COLLABORATION Moderator: Senior Vice President, Sales & National Accounts, Sunteck TTS Senior Manager, Transportation Procurement, Armada Supply Chain Solutions President, InTek Freight and Logistics Inc. Director of Sales-Rail Assets at CSX Vice President of Operations, Brokerage & Temp Control Assets, Wheels Clipper Vice President Domestic Intermodal at BNSF Railway	JEFFREY R. BRASHARES DAVID DOMENCIC SHELLI AUSTIN DENNIS REINER CHRISTOPHER BRACH TODD CARTER
2:00 P.M.	SHORT NETWORKING BREAK	SPONSORED BY MAXEM CONSULTING
2:15 P.M.	STRATEGIC PLANNING AND ANALYSIS Introduction: Manager Rail Services, Omya Chief Commercial Officer - Engineered Rail Solutions	ROGER REYNOLDS RICHARD STROOT
2:45 P.M.	ORGANIZATION AND PERFORMANCE Introduction: Logistics Business Development, Lynch Logistics President, Global Attributes	TRAVIS WELLS STEPHEN JOHNSTON
3:15 P.M.	THE GREAT LOGISTICS SURVEY – SPONSORED BY COWEN & COMPANY Introduction: Southeast Sales Manager, DM Bowman Managing Director, Cowen and Company	JOHN MEYERS JASON SEIDL
3:45 P.M.	RAIL SHIPPING – MOVING ON! Introduction: Executive Director, NEARS President, Rail Shippers Network Inc.	SCOTT MCCALLA GRANT PARTING
5:30 P.M.	NETWORKING RECEPTION	SPONSORED BY AMTR
7:00 P.M.	DINNER ON YOUR OWN	
<u>FRIDAY, APRIL 28TH, 2017</u>		
7:00 A.M.	BREAKFAST (AVAILABLE UNTIL 8:30 AM)	SPONSORED BY D.M. BOWMAN
8:30 A.M.	PRESIDENT'S OPENING REMARKS NEARS President: Director of Business Development, Yusen Logistics (Americas) Inc.	DON CAMERON
8:45 A.M.	CSX TRANSPORTATION – TUNNELS Introduction: Director of Business Development, Yusen Logistics (Americas) Inc. VP of Strategic Infrastructure, CSX Transportation	DON CAMERON LOUIS RENJEL
9:15 A.M.	SHORTLINE PANEL Moderator: Business and Development Manager of North Shore Railroad President, New York & Atlantic Railway Managing Director New York New Jersey Rail, LLC Senior Vice President, Bay Colony Railroad Corporation General Manager, Grafton & Upton Railroad	JOE KANTZ JAMES BONNER DONALD HUTTON BERNARD REAGAN DAVID SWIRK
10:45 A.M.	COFFEE AVAILABLE – NO FORMAL BREAK	SPONSORED BY IRON HORSE LOGISTICS GROUP
10:45 A.M.	SHIPPERS TOWN HALL PANEL Moderator: Managing Director, Cowen and Company Senior Manager Logistics, Medtronics Transportation Manager, Stalite Global Logistics Lead, AdvanSix Inc.	JASON SEIDL JASON LAU TOMMY HARVELL ERIKA BREITERMAN
NOON	CLOSING REMARKS/ATTENDEE FEEDBACK/ William J. Donovan Memorial Drawing for \$250.00	