



**NEWPORT, RHODE ISLAND
APRIL 18TH-20TH, 2018
"HARNESSING TECHNOLOGY FOR RAIL EFFICIENCY"
182ND MEETING AGENDA**

TUESDAY, APRIL 17TH (ARRIVE EARLY - SPECIAL EVENTS!)

10:00AM - GOLF TEE TIMES AVAILABLE AT NEWPORT NATIONAL GOLF COURSE!
GOLF IS "ON YOUR OWN". TEE TIMES AVAILABLE FROM 10AM TO NOON
COME EARLY TO NEWPORT AND PLAY 18 AT A FABULOUS COURSE
FOR TEE TIMES, CALL (401) 848-9690

6:00PM - NEARS SPECIAL NEWPORT DINNER TRAIN
TRAIN AND DINNER PROVIDED BY THE SEAVIEW RAILROAD
LEAVES FROM TRAIN STATION NEXT TO HOTEL

WEDNESDAY APRIL 18TH, 2018

3:00PM - REGISTRATION OPENS
SECOND FLOOR BY HOTEL REGISTRATION

5:30PM - THE JOSEPH AND EILEEN GEARIN NETWORKING RECEPTION
NETWORKING RECEPTION SPONSORED BY CURRY RAIL SERVICES
THE ATRIUM, SECOND FLOOR

7:00PM - DINNER ON YOUR OWN IN FABULOUS NEWPORT!

THURSDAY APRIL 19TH, 2018

7:00AM - BREAKFAST STARTS (AVAILABLE UNTIL 8:30AM)
THE ATRIUM, SECOND FLOOR

7:30AM - REGISTRATION RE-OPENS
SOUTH FOYER, THIRD FLOOR

GENERAL SESSION STARTS AT 8:00AM - GRAND BALLROOM, THIRD FLOOR



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8:00AM - WELCOME TO NEARS

JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY
SCOTT MCCALLA, EXECUTIVE DIRECTOR OF NEARS

8:25AM - COWEN SURVEY START

JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY

8:30AM - RAILROAD/SHIPPER SUCCESS STORY

INTRO: MICHAEL CLEMENTS, DIR. MARKETING SERVICES, PAN AM RAILROAD
STEFAN LOEB, EVP, NETWORK STRATEGIES, OF WATCO COMPANIES

9:30AM - SHORTLINE RAILROAD DEVELOPMENTS

INTRO: TODD HUNTER, DIR. MARKETING, NORTH SHORE RAILROAD
LINDA BAUER DARR, PRESIDENT OF ASLRRRA

10:15AM - SHORT NETWORKING BREAK

SOUTH FOYER, THIRD FLOOR

10:30AM - INTERMODAL PRESENTATION

MOD: DON CAMERON, MANAGER BUS. DEVELOPMENT, YUSEN LOGISTICS
ANDREW FULLER, AVP DOMESTIC INTERMODAL, CN RAIL
KELLY ST. AUBIN, VP SALES, CELTIC INTERNATIONAL

11:15AM - LOCOMOTIVE TIER 4 - IMPACT ON SHIPPERS

INTRO: MARK RITCHEY, PRESIDENT, CURRY RAIL SERVICES
JIM WURTZ, PRESIDENT OF KNOXVILLE LOCOMOTIVE WORKS

NOON - NEARS NETWORKING LUNCHEON
THE ATRIUM, SECOND FLOOR

1:30PM - MANAGING FREIGHT/NETWORK/DATA

INTRO: DENNIS WILMOT, PRESIDENT/CEO, IRON HORSE LOGISTICS GROUP
DR. DAVID HUMPHREY, SENIOR ANALYST, BUSINESS ANALYTICS, RAILINC



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**2:15PM - SHORT NETWORKING BREAK
SOUTH FOYER, THIRD FLOOR**

**2:30PM - EQUIPMENT PANEL - CARS AND EFFICIENCY
MOD: P. LEIGH SCOTT, SENIOR VP, NATIONAL STEEL CAR
PAUL TITTERTON, SENIOR VP AND CCO, GATX CORPORATION
BOB PICKEL, SENIOR VP, MARKETING & SALES, NATIONAL STEEL CAR N.A.
DAVID SELLERS, AVP AUTOMOTIVE, TTX**

**3:30PM - THE TONY AND JASON SHOW
INTRO: CHAD GRINNELL, ACCOUNT MANAGER, NORFOLK SOUTHERN
TONY HATCH, PRINCIPAL, ABH CONSULTING
JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY**

**4:00PM - COWEN SHORT SURVEY WRAP-UP
JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY**

**5:30PM - THE JOSEPH AND EILEEN GEARIN NETWORKING RECEPTION
NETWORKING RECEPTION SPONSORED BY CURRY RAIL SERVICES
BOURBON TASTING, SPONSORED BY COMMTREX
THE ATRIUM, SECOND FLOOR**

7:00PM - DINNER ON YOUR OWN IN FABULOUS NEWPORT!

FRIDAY, APRIL 20TH, 2018

BREAKFAST AND PRESENTATION IN GRAND BALLROOM, THIRD FLOOR

8:00AM - BREAKFAST STARTS

**8:30AM - THE CANADIAN PERSPECTIVE ON THE NORTH AMERICAN RAIL SCENE
INTRO: JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY
BOB BALLANTYNE, PRESIDENT, FREIGHT MANAGEMENT ASSOC. OF CANADA**

10:00AM - CLOSING REMARKS AND WILLIAM J. DONOVAN MEMORIAL DRAWING