



# CONFERENCE AGENDA



## TUESDAY SEPTEMBER 25<sup>TH</sup>, 2018

3:00PM - REGISTRATION OPENS

5:30PM - THE JOSEPH AND EILEEN GEARIN NETWORKING RECEPTION  
NETWORKING RECEPTION SPONSORED

7:00PM - DINNER ON YOUR OWN

## WEDNESDAY SEPTEMBER 26<sup>TH</sup>, 2018

7:00AM - BREAKFAST STARTS (AVAILABLE UNTIL 8:30AM)

7:30AM - REGISTRATION RE-OPENS

8:00AM - WELCOME TO NEARS AND SAFETY BRIEFING  
JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY  
SCOTT MCCALLA, EXECUTIVE DIRECTOR OF NEARS  
DANA BURLEIGH, PRESIDENT OF NARS

8:25AM - COWEN SURVEY START  
JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY

8:30AM - THE CAPACITY CRUNCH  
INTRO: JACK RUDNICKI, MANAGER SALES, BNSF RAILWAY  
TOM WILLIAMS, GVP, CONSUMER PRODUCTS, BNSF RAILWAY





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## **WESTCHESTER NY SEPTEMBER 25<sup>TH</sup>-27<sup>TH</sup>, 2018 “THE CAPACITY CRUNCH CONUNDRUM” 183<sup>RD</sup> MEETING AGENDA**

**9:15AM - CAPACITY IMPACT - METAL HAULING**

**INTRO: DENNIS WILMOT, PRESIDENT/CEO, IRON HORSE LOGISTICS GROUP  
WILLIAM HARRISON JOHNSON, DIRECTOR, ISRI**

**10:00AM - SHORT NETWORKING BREAK**

**10:15AM - SHIPPERS FEELING THE CRUNCH**

**MOD: ERICA BREITERMAN, GLOBAL LOGISTICS LEADER, ADVANSIX  
PETE MEYERS, DIRECTOR & VP FERROUS SALES & MARKETING, METALICO  
ROBERT BALBIERZ, DIRECTOR LOGISTICS, COVANTA LTD  
PLUS 1 MORE TO BE ANNOUNCED!**

**11:15AM - PREVENTING A CRUNCH - INNOVATION AND SAFETY**

**INTRO: MARK RITCHEY, PRESIDENT, CURRY RAIL SERVICES  
MATT BLAKE, REGIONAL SALES MGR, SAFERACK LOADING TECHNOLOGIES**

**NOON - NEARS NETWORKING LUNCHEON AND AWARDS CEREMONY  
LUNCH SPONSORED BY CSX**

**1:30PM - ANOTHER PERSPECTIVE ON THE CAPACITY CRUNCH**

**INTRO: TODD MOULTON, METALS SR. ACCT. MANAGER, CSX  
MICHAEL RUTHERFORD, VP SALES AND MARKETING, CSX**

**2:30PM - TRADE AND TARIFFS DURING THE CRUNCH**

**MOD: TODD HUNTER, CHIEF MARKETING OFFICER, NORTH SHORE RR  
KHAWAR NASIM, DEPUTY CONSUL GENERAL, CONSULATE OF CANADA**

**3:15PM - SHORT NETWORKING BREAK**





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## **WESTCHESTER NY SEPTEMBER 25<sup>TH</sup>-27<sup>TH</sup>, 2018 "THE CAPACITY CRUNCH CONUNDRUM" 183<sup>RD</sup> MEETING AGENDA**

**3:30PM - THE FINANCE EXPERTS TAKE ON THE CAPACITY CRUCH**  
MOD: DON CAMERON, MGR BUSINESS DEV., YUSEN LOGISTICS  
JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY  
LAWRENCE GROSS, PRESIDENT, GROSS TRANSPORTATION CONSULTING  
TONY HATCH, PRINCIPAL, ABH CONSULTING

**4:30PM - COWEN SHORT SURVEY WRAP-UP**  
JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY

**6:00PM - THE JOSEPH AND EILEEN GEARIN NETWORKING RECEPTION**  
NETWORKING RECEPTION SPONSORED BY

**7:30PM - DINNER ON YOUR OWN**

## **THURSDAY SEPTEMBER 27<sup>TH</sup>, 2018**

**8:00AM - SPECIAL NETWORKING BREAKFAST STARTS**

**8:30AM - THE RAIL INDUSTRY - SPECIAL PRESENTATION**  
INTRO: JASO SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY  
CLARENCE GOODEN, VICE CHAIRMAN, CSX CORPORATION (RETIRED)

**9:00AM - ALL MODES IN A SERIOUS CRUNCH - TOWN HALL DISCUSSION**  
INTRO: JASON SEIDL, MANAGING DIRECTOR OF COWEN & COMPANY  
RICK MERRITT, ACCOUNT MANAGEMENT, CH ROBINSON  
JIM SCHAAF, GVP, INDUSTRIAL PRODUCTS, NORFOLK SOUTHERN  
CARL CITELLI, AVP OF SALES & BUSINESS DEV., CAI INTERNATIONAL

**10:30AM - CLOSING REMARKS AND WILLIAM J. DONOVAN MEMORIAL DRAWING**

