



AGENDA



**BALTIMORE, MD
APRIL 3-5, 2019
184TH MEETING AGENDA
RENAISSANCE BALTIMORE HARBORPLACE
ALL EVENTS ARE ON THE 5TH FLOOR**



WEDNESDAY APRIL 3RD, 2019

- 15:00 - Registration Opens
- 17:30 - The Joseph & Eileen Gearin Networking Reception
Networking Reception Sponsored By
- 19:00 - Dinner On Your Own in Fabulous Baltimore

THURSDAY APRIL 4TH, 2019

- 07:00 - Breakfast Starts (Available until 08:30)
Breakfast Sponsored By Curry Rail Services
- 07:30 - Registration Re-Opens
- 08:00 - Welcome to NEARS and Safety Briefing
Jason Seidl, Managing Director, Cowen & Company
Scott McCalla, Executive Director, NEARS
Dana Burleigh, President, NARS
- 08:25 - Cowen Survey Starts
Jason Seidl, Managing Director, Cowen & Company
- 08:30 - Precision Scheduled Railroading - What Does This Mean To You?
Intro: Jason Seidl, Managing Director, Cowen & Company
Gilbert Lamphere, Chairman, MidRail LLC.
- 09:15 - Rail Equipment Panel
Moderator: Thomas Coleman, Senior Director, National Steel Car
Robert Pickel, Senior VP, Marketing and Sales, National Steel Car
Tyler Dickman, Director, Fleet Portfolio Mgmt., GATX Corporation
Jim Magee, President, CAI Logistics



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10:15 - Short Networking Break

Networking Break Sponsored By Curry Rail Services

10:30 - PSR Supply Chain Speaker

Intro: Roger Reynolds, Manager Rail Services, Omya Inc
Ken Sherman, VP and General Manager, Intellitrans

11:00 - PSR Shippers Panel

Moderator: Erik Bohn, Director, Logistics & Customer Service, Omya Inc.
Kevin Acker, Director, Land Transportation Americas, The Chemours Co.
Carlos Vejar, Supply and Demand Manager, LaFargeHolcim
Ross Corthell, Director of Transportation, Packaging Corporation of America

NOON - NEARS Networking Lunch

Lunch Sponsored By

13:30 - PSR Shortline Panel

Moderator: Todd Hunter, Chief Marketing Officer, North Shore Railroad
Michael Bostwick, EVP & Chief Commercial Officer, Pan Am Railways
John Magness, President & CEO, Canton Railroad Company
Eric Jakubowski, Chief Commercial Officer, Anacostia Rail Holdings

14:30 - PSR Intermodal Shipping Town Hall Panel

Moderator: Carl Citelli, AVP Sales & Business Development, CAI Logistics
Ken Kellaway, President and CEO, RoadOne Intermodalogistics
Ron Faherty, President, ARL/AFT Transport LLC

15:30- Short Networking Break

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16:00 - GoRail Legislative Presentation

Intro: Jason Seidl, Managing Director of Cowen & Company
Emily Traiforos, State Director, GoRail



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16:45 - Financial Town Hall Panel

Jason Seidl, Managing Director, Cowen & Company
Anthony Hatch, Principal, ABH Consulting

17:30 - Cowen Short Survey Wrap-Up

Jason Seidl, Managing Director, Cowen & Company

18:00 - The Joseph & Eileen Gearin Networking Reception
Networking Reception Sponsored By

19:30 - Dinner On Your Own In Fabulous Baltimore

FRIDAY APRIL 5TH, 2019

07:30 - Special Networking Breakfast Starts (Available Until 08:30)

08:00 - A Special Railroad Information Breakfast with Alan Shaw of Norfolk Southern
Intro: Jason Seidl, Managing Director of Cowen & Company
Alan Shaw, EVP and Chief Marketing Officer, Norfolk Southern

09:00 - PSR and Other Key Issues - Summary and Wrap-Up
Intro: Don Cameron, Director of Sales, Celtic International
Todd Tranausky, Vice President Rail & Intermodal, FTR

10:00 - Closing Remarks and William J. Donovan Memorial Drawing