

# NORTH EAST ASSOCIATION OF RAIL SHIPPERS

October 12 thru October 14, 2011 - The Nittany Lion Inn, State College, PA

**THEME: "Merchandise Rail Freight in the Northeast: A Rags-to-Riches Dichotomy?"**

## 169<sup>th</sup> Meeting Agenda

WEDNESDAY, OCTOBER 12<sup>TH</sup>, 2011

**NOON** GOLF – SHOTGUN START  
**4:00 P.M.** REGISTRATION OPENS  
**6:00 P.M.** NETWORKING RECEPTION  
**7:00 P.M.** DINNER

MARRIOTT - TOFTREES  
NITTANY LION INN  
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THURSDAY, OCTOBER 13<sup>TH</sup>, 2011

**7:30 A.M.** REGISTRATION RE-OPENS  
**7:50 A.M.** SAFETY BRIEFING

NITTANY LION INN

**8:00 A.M.** PRESIDENTS OPENING REMARKS  
SENIOR SUPPLY CHAIN MANAGER, SCHNEIDER LOGISTICS

DANA BURLEIGH

**8:15 A.M.** EXECUTIVE DIRECTOR'S OPENING REMARKS  
EXECUTIVE DIRECTOR, NORTHEAST ASSOCIATION OF RAIL SHIPPERS

JOE GEARIN

**8:30 A.M.** RAILROADS & THE CHANGING FACE OF SUPPLY CHAIN  
PROFESSOR OF SUPPLY CHAIN, PENN STATE

DR. ROBERT NOVACK

**8:45 A.M.** THE SHIPPERS PERSPECTIVE  
MODERATOR: PROFESSOR EMERITUS OF SUPPLY CHAIN MANAGEMENT, PENN STATE  
MODAL LEADER, RAIL PROCUREMENT & SERVICES, DuPONT  
MANAGER, PURCHASING, DEL MONTE  
VICE PRESIDENT, SALES AND DISTRIBUTION, GRAYMONT (PA) INC.

DR. JOHN SPYCHALSKI  
KEVIN ACKER  
DAVE PARK  
RANDY PLETCHER

**10:00 A.M.** BREAK

**10:15 A.M.** RAIL MARKETING PRESENTATION  
PROFESSOR OF SUPPLY CHAIN, PENN STATE

DR. PETER SWAN

**NOON** LUNCH & FINANCIAL PRESENTATION  
PRESIDENT, ABH CONSULTING  
DIRECTOR, DAHLMAN ROSE & COMPANY

ANTHONY HATCH  
JASON SEIDL

**1:30 P.M.** SHORTLINE PANEL  
MODERATOR: CHAIRMAN, NORTH SHORE RAILROADS  
PRESIDENT, THE EVERETT RAILROAD  
PRESIDENT, READING AND NORTHERN RAILROAD  
VICE PRESIDENT, SOUTHWEST PENNSYLVANIARAILROAD

RICHARD D. ROBEY  
ALAN W. MAPLES  
WAYNE MICHEL  
MIKE FELONI

**3:00 P.M.** TOUR AND RECEPTION, G.O. HAWBAKER LIMESTONE QUARRY & RAIL TRANSLOAD  
HOST: EXECUTIVE VICE PRESIDENT, G.O. HAWBAKER

MICHAEL HAWBAKER

**7:00 P.M.** DINNER & GOLF AWARDS/RAFFLE

NITTANY LION INN

FRIDAY, OCTOBER 14<sup>TH</sup>, 2011

**8:00 A.M.** PRESIDENT'S OPENING REMARKS AND ANNOUNCEMENTS  
DIRECTOR BUSINESS OPTIMIZATION, MAXEM CONSULTING

SCOTT McCALLA

**8:30 A.M.** THE MARCELLUS SHALE  
MODERATOR: DIRECTOR OF MARKETING, NORTH SHORE RAILROAD

TODD HUNTER

**8:35 A.M.** PART 1: THE DOWN LOW ON THE MARCELLUS SHALE  
CO-DIRECTOR, PENN STATE MARCELLUS CENTER FOR OUTREACH AND RESEARCH

TOM MURPHY

**9:30 A.M.** PART 2: A DRILLER'S PERSPECTIVE  
PRESIDENT, PENNSYLVANIA GENERAL ENERGY

DOUG KUNTZ

**10:15 A.M.** PART 3: IMPACT ON THE NORTHEAST'S ECONOMY  
PRESIDENT, PROFESSIONAL LOGISTICS GROUP

GRAHAM BRISBEN

**11:00 A.M.** PART 4: THE RAILROAD PERSPECTIVE

TO BE ANNOUNCED

**11:45 A.M.** CLOSING REMARKS/ATTENDEE FEEDBACK/ \$250.00 WM. J. DONOVAN MEMORIAL DRAWING

THIS AGENDA IS SUBJECT TO CHANGE WITHOUT NOTICE