

NORTH EAST ASSOCIATION OF RAIL SHIPPERS

April 21 thru April 23, 2010- The Hotel Viking, Newport, RI

THEME: "Freight Transportation in the New Decade: Revival or Survival?"

166th Meeting Agenda

WEDNESDAY, April 21, 2010

4:00 PM REGISTRATION OPENS
6:00 PM NETWORKING RECEPTION DINNER ON YOUR OWN

THURSDAY, April 22, 2010

7:30 AM REGISTRATION RE-OPENS
8:00 AM PRESIDENT'S OPENING REMARKS
Senior Supply Chain Manager, Schneider Logistics – President NEARS DANA BURLEIGH
8:15 AM EXECUTIVE DIRECTOR'S OPENING REMARKS JOE GEARIN
8:30 AM REPORT FROM NARS
Logistics Manager, Evonik Degussa Corp – President NARS DIANE EL-HAKIM
8:45 AM SHIPPERS SPEAK OUT
Introduction: Manager Sales, Industrial Products, BNSF Railway JACK RUDNICKI
EVP Sales and Marketing, Rail Ex LLC TOM FINKBINER
President, Rawson Materials JEFF RAWSON
North American Rail & barge Manager, BASF LYNN KUNEY
Transportation Procurement Manager, Tropicana/Pepsi DAVID WILLIAMS
10:00 AM BREAK
10:15 AM CLASS 1 PANEL ECONOMIC OVERVIEW
Introduction: Account Manager, Norfolk Southern Corp. CHAD GRINNELL
Moderator: Principle, ABH Consulting TONY HATCH
Vice President State & Local Affairs, CSX Transportation MAURICE O'CONNELL
VP Corporate Marketing, CN Rail DOUG MACDONALD
Vice President Strategic Planning, Norfolk Southern Corporation JOHN FREIDMAN
Regional Sales Manager, Intermodal, Union Pacific Railroad FRANK FORLINI
12:00 NOON LUNCH
12:30 PM LUNCH KEYNOTE SPEAKER
Introduction: Sr. Supply Chain Manager, Schneider Logistics – Pres. NEARS DANA BURLEIGH
Former President SLR RR, Economic Development Consultant MATT JACOBSON
1:30 PM SECURITY ISSUES PANEL
Introduction: 1st Vice President, NEARS SCOTT MCCALLA
Supply Chain Specialist, NY Field Office, Dept. Homeland Security STACY SIMON
Supply Chain Specialist, NY Field Office, Dept. Homeland Security DAVID KAISER
VP Security Issues, CT PAT (Invited) LYNN EASLER
AVP Business Development, Pacer International CLINTON BELL
3:15 PM BREAK
3:30 PM CSXT REDI PRESENTATION
Introduction: Senior Account Manager, Northeast Sales, CSXT Trans. BRIAN DOWD
Dir. Transportation Planning, CSX Transportation "REDI" Program RODNEY BROWN
4:30 PM NEARS FALL 2010, RED JACKET OCEANSIDE ROB GRAFFAM
PAUL RONTY
6:00 PM NETWORKING RECEPTION DINNER ON YOUR OWN

FRIDAY, APRIL 23, 2010

8:30 AM PRESIDENT'S OPENING REMARKS AND ANNOUNCEMENTS
Senior Supply Chain Manager, Schneider Logistics – President NEARS DANA BURLEIGH
8:45 AM SHORT LINE PANEL
Introduction: Manager, North American Logistics, Specialty Minerals BILL HUDSON
Moderator: Analyst, Dahlman Rose & Company JASON SEIDL
General Manager, Pan Am Southern BERNIE MCCALL
Director, Business Development, SMS Rail JOHN MCCREAVY
VP Operating Strategy, RailAmerica JOSH PUTTERMAN
President Genessee & Wyoming Canada MARIO BRAULT
10:15 AM BREAK
10:25 AM INTERMODAL PANEL
Introduction: Board of Directors, NEARS DON CAMERON
Manager of Transportation, Ocean Spray Cranberries Inc DOUG WARD
Manager of Logistics, SAPPI Paper North America MIKE SEGAL
Vice President, Operations, Norske Skog (USA) GLENN SCHICKER
Senior Account Manager, Walsh Transportation Group RICK KELLEY
11:45 AM CLOSING REMARKS/ATTENDEE FEEDBACK/ \$250.00 DRAWING