



RAILTRENDS[®]
2019
November 21-22, 2019 | New York City

The #1 Conference for
Railroad Professional
Don't miss 2019's most anticipated event

Brought to you by

Progressive
RAILROADING



DISCOVERING RAILTRENDS

🎯 ESSENTIAL

The only event in a class of its own—RailTrends is returning for its 15th year and continues to uphold its reputation as the must attend event of the year for railroad professionals.

💡 THOUGHT-LEADERS

Our agenda is carefully crafted and composed of some of the most renowned executives in the industry who are eager to share their thoughts and expertise. Gain the compelling perspectives of notable Class Is, Regionals and Short Lines.

🕒 TIMELY

The status of yesterday's rail market may not be the same as today's. Each year's event will always remain relevant to the current successes and challenges of the latest state of the industry.

🤝 UNPARALLELED NETWORKING

Our networking opportunities are unmatched, giving you the chance to position yourself as an industry elite. Expand your professional network and participate in powerful discussions while diving into all that RailTrends has to offer.

📰 CUTTING EDGE

We set out on a mission to provide our attendees with the pulse of the rail industry. This two day event is a unique opportunity to hear first hand the latest news on today's economic operations and directions in rail.

👥 COMMUNITY

Brought to you by *Progressive Railroading* and Tony Hatch, Senior Transportation Analyst, ABH Consulting, this conference was designed for rail people by rail people.

📈 IMPACTFUL

Through two days of thought provoking sessions, discussions and debates, you'll walk away with newfound clarity on where the industry is at and where it's going.



SPEAKERS

Chuck Baker

President, ASLRRA

Ronald Batory

Administrator, Federal Railroad Administration

Michael Bostwick

EVP and Chief Commercial Officer, PanAm Railways

Marc Brazeau

President and Chief Executive Officer, Railway Association of Canada

John Brooks

Executive Vice President and Chief Marketing Officer, CP

Donald Broughton

Principal & Managing Partner, Broughton Capital

Justin Broyles

Vice President Commercial Development, R.J. Corman

Rodney Case

Partner, Oliver Wyman

Patrick Fuchs

Vice Chairman, Surface Transportation Board

Lawrence Gross

President and Founder, Gross Transportation Consulting

Tony Hatch

Senior Transportation Analyst, ABH Consulting

Eric Jakubowski

Vice President and Chief Commercial Officer, Anacostia Rail Holdings Company

Ian Jefferies

President and Chief Executive Officer, Association of American Railroads

Richard (Dick) Kloster

Sr. Vice President, AllTranstek / FTR

Stefan Loeb

Executive Vice President & Chief Commercial Officer, Watco Companies, LLC

Michael Miller

President, North America, Genesee & Wyoming Inc.

E. Michael O'Malley

President, Railway Supply Institute

Patrick Ottensmeyer

President and Chief Executive Officer, Kansas City Southern

Kenny Rocker

Executive Vice President, Marketing and Sales, Union Pacific

Jean-Jacques Ruest

President & CEO, CN

Rafael Santana

President and CEO, Wabtec

John Scheib

Executive Vice President and Chief Strategy Officer, Norfolk Southern Corporation

Mark Wallace

Executive Vice President of Sales and Marketing, CSX

Ashley Wieland

President, NRC

Barbara Wilson

President & Chief Financial Officer, RailUSA, LLC



AGENDA

THURSDAY NOVEMBER 21

- 7:30AM Registration and Coffee Service**
- 8:00AM Welcome**
- 8:15AM State of the Rail Industry**
Chuck Baker, President, ASLRRA
Marc Brazeau, President and Chief Executive Officer, Railway Association of Canada
E. Michael O'Malley, President, Railway Supply Institute
Ashley Wieland, President, NRC
- 9:30AM Carload: the Railroad's Canary**
Rodney Case, Partner, Oliver Wyman
- 10:00AM Morning Networking Break**
- 10:30AM Union Pacific**
Kenny Rocker, Executive Vice President, Marketing and Sales, Union Pacific
- 11:00AM Surface Transportation Board Updates**
Patrick Fuchs, Vice Chairman, Surface Transportation Board
- 11:30AM Networking Lunch**
- 1:00PM Norfolk Southern**
John Scheib, Executive Vice President and Chief Strategy Officer, Norfolk Southern Corporation
- 1:30PM Truck v Rail**
Donald Broughton, Principal & Managing Partner, Broughton Capital
Lawrence Gross, President and Founder, Gross Transportation Consulting
Tony Hatch, Senior Transportation Analyst, ABH Consulting
- 2:15PM CSX**
Mark K. Wallace, Executive Vice President of Sales and Marketing, CSX
- 2:45PM AAR Perspective**
Ian Jefferies, President and Chief Executive Officer, Association of American Railroads

3:15PM Afternoon Networking Break

3:45PM The Explosion of the Short Line

Michael Bostwick, EVP and Chief Commercial Officer, PanAm Railways
Justin Broyles, Vice President Commercial Development, R.J. Corman
Eric Jakubowski, Vice President and Chief Commercial Officer, Anacostia Rail Holdings Company
Stefan Loeb, Executive Vice President & Chief Commercial Officer, Watco Companies, LLC
Michael Miller, President, North America, Genesee & Wyoming Inc.
Barbara Wilson, President & Chief Financial Officer, RailUSA, LLC

5:00PM Cocktail Reception

FRIDAY NOVEMBER 22

7:30AM Coffee Service

8:00AM CN

Jean-Jacques Ruest, President and CEO, CN

8:30AM Wabtec

Rafael Santana, President and CEO, Wabtec

9:00AM Federal Railroad Administration Update

Ronald L. Batory, Administrator, Federal Railroad Administration

9:30AM Networking Break

10:00AM Railroad Innovator 2019

Patrick Ottensmeyer, President and Chief Executive Officer, Kansas City Southern

10:30AM Railcar Counts

Richard (Dick) Kloster, Sr. Vice President, AllTranstek / FTR

10:30AM CP

John Brooks, Executive Vice President and Chief Marketing Officer, CP

*Schedule as of August 23, 2019. Presenters and topics subject to change. The most up-to-date information is available at RailTrends.com



WHY SHOULD YOU ATTEND RAILTRENDS 2019?

- Network with executives from leading firms in rail
- Get exclusive insight on the industry's current state
- Partake in important dialogue regarding the rail market
- Obtain a forward-looking view of the industry
- Make your voice heard on trending topics and solutions

Your RailTrends Registration Includes:

- The most up-to-the-minute insights you won't get anywhere else
- Access to C-Level perspectives of rail industry
- Ample networking opportunities that include coffee service, lunch and cocktail reception
- An advance copy of the RailTrends attendee list
- Electronic copies of presentation materials

2019 PROGRESSIVE RAILROADING RAILROAD INNOVATOR AWARD WINNER

Railroad Innovator 2019

Patrick Ottensmeyer

President & CEO - Kansas City Southern

As chair of the U.S. Chamber of Commerce's U.S. - Mexico Economic Council, Ottensmeyer ensures the rail industry has a voice at the table. He also served as the U.S. chairman of the strategic trade initiatives working group of the U.S.-Mexico CEO Dialogue. Pat has been instrumental in Kansas City Southern nudging the needle to embrace all that next-gen positive train control might net. Under his watch, KCS is taking what Tony Hatch calls "a bold view of PSR as a growth-driver of looking at change not to please the lowest common denominator (i.e. not just to close yards), but to achieve their credo, service budgets growth!"



Patrick Ottensmeyer



RAILTRENDS HOTEL & TRAVEL INFORMATION

The Venue

RailTrends® 2019 will be held at the New York Marriott Marquis Hotel



Located at the heart of New York in Times Square, the New York Marriott Marrquis offers large rooms, a state of the art fitness center, grand atrium and a revolving rooftop restaurant with an unbeatable view of the city. During your stay enjoy convenient access to theater, dining, shopping and popular landmarks. Discounted rates available to RailTrends participants. See RailTrends.com for more information.

\$399, Discounted Hotel Rates for Rail Trends Participants. Go to RailTrends.com/#venue to make your reservation by Friday, November 2, 2019.

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Tony Hatch,
President,
ABH Consulting



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