

# **RAILTRENDS<sup>®</sup>** **2017**

November 30-December 1, 2017 • NYC

*“A ‘State of the Union’  
for the Rail Industry”*

Attend the rail industry's leading conference.  
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# RAILTRENDS— “THE PREMIER RAIL PROGRAM”

At RailTrends®, rail professionals come together to debate and discuss significant issues and trending topics in the industry. This is the only event of its kind — attracting high level, noteworthy professionals prepared to address the successes and challenges of today’s rail market.

In 2 days, RailTrends® facilitates unprecedented networking opportunities and delivers powerful content. Attendees participate in important conversations and leave with a complete picture of the current state of the industry. RailTrends® began in 2004. Today, it is recognized as the leading rail conference.

*“If you can only attend one conference, RailTrends is the  
**MUST ATTEND**  
conference of the year”*

## Join a **WHO’S WHO** of industry players at RailTrends 2017

Deputy Assistant Inspector General  
Amtrak OIG

SVP, US Projects and Rail Service  
BNSF Logistics

VP Corporate Development & Sustainability  
Canadian National Railway

Director  
Deutsche Bank

Capital Projects Manager  
ExxonMobil Chemical Company

President & CEO  
Indiana Rail Road Company

Director of Administration  
Iowa Northern Railway

VP Sales, Automotive  
Kansas City Southern

Burkhardt Professor in Railway  
Management  
MSU- Center for Railway Research  
and Education

Admin VP  
M & T Bank

Railport General Manager  
Port San Antonio

General Manager, Port Rail Program  
The Port Authority of NY and NJ

Analyst  
TD Securities

Sr Commodity Analyst  
Tyson Foods- Inc.

Vice President, Finance -  
Planning and Analysis  
Union Pacific Railroad

Director & Sr Equity Analyst  
Wells Fargo

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# AGENDA\*

## Thursday, November 30

**7:30 AM Registration and Coffee Service**

**8:00 AM State of the Rail Industry**

*Michael Bourque, President and Chief Executive Officer, Railway Association of Canada (RAC)*

*Ed Hamberger, President and CEO, Association of American Railroads (AAR)*

*Tom Simpson, President, Railway Supply Institute (RSI)*

*Chuck Baker Partner, Chambers, Conlon & Hartwell, LLC President, National Railroad Construction & Maintenance Association*

*Linda Bauer Darr, President, The American Short Line and Regional Railroad Association (ASLRRRA)*

**9:00 AM Florida East Coast Railway**

*James Hertwig, President & Chief Executive Officer, Florida East Coast Railway*

**9:30 AM Digitalization of Rail**

*Rodney Case, Partner, Oliver Wyman*

**10:00 AM Morning Networking Break**

**10:30 AM Amtrak**

*Charles Moorman, Co-CEO, Amtrak*

**11:00 AM Union Pacific Railroad**

*Beth Whited, Executive Vice President and Chief Marketing Officer, Union Pacific Railroad*

**11:30 AM Networking Lunch**

**1:00 PM CN's Viewpoint**

*Jean-Jacques Ruest, Executive Vice-President and Chief Marketing Officer, CN*

**2:00 PM Bull vs. Bear: Analysts Take**

*Donald Broughton, Principal & Managing Partner, Broughton Capital*

*Tony Hatch, Senior Transportation Analyst, ABH Consulting*

**2:45 PM CP**

*John Brooks, Senior Vice President and Chief Marketing Officer, CP*

**3:15 PM Afternoon Networking Break**

**3:45 PM Ferromex Growth Plan**

*Fernando Lopez Guerra, CFO, Grupo Mexico Transportes (GMXT)*

**4:15 PM Watco Companies**

*Rick Webb, Chief Executive Officer, Watco Companies*

**5:30 PM Cocktail Hour**

## Friday, December 1

**7:30 AM Coffee Service**

**8:00 AM Kansas City Southern's Operating Strategy**

*Jeffrey Songer, Executive Vice President and Chief Operating Officer, Kansas City Southern*

**8:30 AM Interrelationship of Railroads, Regulation and Technology**

*John Scheib, Bice President-Law, Norfolk Southern Corporation*

**9:00 AM Rail Car Counts**

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

**9:30 AM Networking Break**

**10:00 AM 2017 Rail Innovator**

*John Hellmann, President and CEO, Genesee & Wyoming Inc.*

**10:30 AM Precision Scheduled Railroading at CSX**

*Michael Rutherford, Vice President - Industrial Products, CSX*

**11:00 AM The Future of Rail**

*Peter Thomas, Chief Commercial Officer, Digital Solutions, GE Transportation*

**11:45 AM Final Thoughts**

*Tony Hatch, Senior Transportation Analyst, ABH Consulting*

**\*Schedule as of September 8. Schedule subject to change.**

**NETWORKING OPPORTUNITIES**

**abundant at RailTrends 2017. Designed specifically for attendees to connect and confer.**

**RailTrends incorporates**

**5 worthwhile networking engagements in 2 DAYS.**

**Register at [RailTrends.com](http://RailTrends.com)**

# What to Expect

- Meet rail's most influential leaders and innovative firms
- Review analyses of market conditions and opportunities (including 3rd quarter results and 4th quarter projections)
- Hear debates and discussions on significant issues and trending topics
- Engage in important conversations directly impacting the rail market
- Partake in scheduled networking opportunities
- Be at the "State of the Union" for the rail industry



***Progressive Railroading and RailTrends® have named Genesee & Wyoming Inc. (G&W) President, Chairman and Chief Executive Officer John "Jack" Hellmann the 2017 recipient of the Railroad Innovator Award, which recognizes an individual's outstanding achievement in the rail industry.***

Mr. John C. Hellmann, also known as Jack, has been the Chief Executive Officer of Genesee & Wyoming Inc. since June 1, 2007 and has been its

President since May 2, 2005. Mr. Hellmann served as the Chief Financial Officer of Genesee & Wyoming Inc. from January 2000 to April 2005. From 1999 to January 2000, Mr. Hellmann served as an investment banker at Lehman Brothers Inc. in the Emerging Communications Group. He worked as an Investment Banker at Schroder & Co. Inc. from 1997 to 1999. From 1992 to 1994, Mr. Hellmann worked for Weyerhaeuser Company in Japan and the People's Republic of China. He is a Former Trustee of Heating Oil Partners Income Fund. He has been the Chairman at Genesee & Wyoming Inc since May 24, 2017. He has been a Director of Genesee & Wyoming Inc. since 2006. Mr. Hellmann received an A.B. from Princeton University, an M.B.A. from The Wharton School at the University of Pennsylvania and an M.A. in China Studies from Johns Hopkins University School of Advanced International Studies.

## Your Railtrends Registration Includes

- Industry analysis & insights you won't get anywhere else
- Rare opportunities to hear from the rail industry's top leaders
- Several networking events including coffee service, lunch and cocktail reception
- An advance copy of the RailTrends attendee list
- Electronic copies of presentation materials

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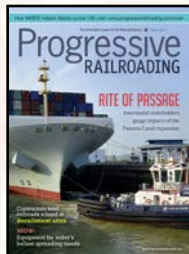
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**MAKERS** Together  
In a Room.”

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Tony Hatch President,  
ABH Consulting



Progressive Railroading  
Magazine



### The Venue

**RailTrends® will take place at the New York  
Marriott Marquis Hotel**

The New York Marriott Marquis — located on Broadway and lending itself to convenient access to all NYC has to offer — houses RailTrends 2017. Experience theaters, dining, shopping and popular landmarks — all just minutes away from the premier hotel. The New York Marriott Marquis offers guests large rooms, a state of the art fitness center, a grand atrium, and a revolving rooftop restaurant with stellar views of the city. Be a part of the rail industry’s premier event.

*Discounted hotel rates for RailTrends attendees  
are available. Book online at [RailTrends.com](http://RailTrends.com)*

“Hear from Class Is and get a sense of the  
**STATUS OF THE INDUSTRY...**  
current & future.”

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