

RAIL DELIVERS JOBS

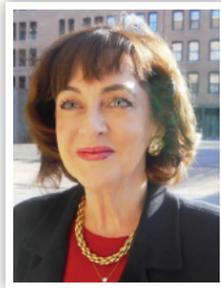


THE ECONOMIC IMPORTANCE OF SHORT LINE RAILROADS

Friday, October 25, 2013
Union League Club
Chicago, Illinois

IMPROVING OUR REGION'S ECONOMY

A SPECIAL THANK YOU



**Founder of
The Rail Summit**



Welcome to the Rail Summit 2013! We especially want to thank our valued sponsors who have made it possible to deliver this dynamic, informative program on the “Economic Importance of Short Line Railroads”. Short Line Railroads are the workhorses driving our economy.

When I envisioned The Rail Summit back in February 2010, I conceived of a program that reflects this year’s Summit with its outstanding keynote speakers and panelists. All speakers and panelists have been carefully chosen for their expertise and asked to offer relevant, practical information useful to businesses that have ties to rail or are in rail. It has taken a while to get to today. Every mile has been worth the journey.

We along with our sponsors are committed to creating a forum where deals are initiated. We also focus on furthering greater cooperation to ensure the economic vitality of our region. We believe we can do so by educating key business and community leaders of the importance of rail for our economy. In leveraging our assets, the present and future hold great promise. Many of these opportunities will be introduced and discussed at this year’s Rail Summit.

Please join me in making this Rail Summit a truly valuable and profitable experience for participants, panelists, speakers, and sponsors.

Respectfully,

Mary Elisabeth Pitz

The DIOLKOS Award ANDREW FOX

The Rail Summit’s Diolkos Award recognizes an individual whose outstanding leadership and vision have highlighted the importance of rail’s impact on our economy.

This year, Andrew Fox, President of SouthShore Freight, is being honored with the Diolkos award for his inspiring leadership and vision. Fox helped to deliver an excellent and information-driven forum as well as speakers for The Rail Summit 2013. He understands clearly the vital economic importance of rail, especially the critical role Short Line Railroads have in our economy. SouthShore Freight has been a sponsor of The Rail Summit since its inception.

The award is named Diolkos because of the Diolkos wagonway that dates back to 600 B.C. and is considered to be the ancestor of the railway. While some dispute aspects of this archaeological discov-

ery, there is agreement that it was used to transport boats over the Isthmus of Corinth. Men and animals pulled wheeled vehicles along limestone grooves, the original tracks. These grooves kept the heavily loaded wagons on the route. Evidence substantiates the fact that this 6 km to 8.5 km wagonway, the original Short Line, was used for more than 600 years, until 100 A.D. Although it took mankind nearly two millennia for the transcontinental railroad to be developed and jumpstart our national economy, the impact, efficiency, and profitability of Short Line Railroads on our economy continues to increase significantly year after year.



KEYNOTE SPEAKERS



VICTOR SMITH

Secretary of Commerce, State of Indiana

Victor Smith is Indiana’s dynamic Secretary of Commerce. As a member of Governor Mike Pence’s cabinet, he leads Indiana’s economic development agenda, both domestically and internationally. Prior to accepting his January 2013 Indiana appointment as Secretary of Commerce, Smith had an illustrious 17-year career in manufacturing. His experience in operations, sales, and executive positions, including Chief Executive Officer of a precision manufacturing company with locations in the United States, the United Kingdom, and Asia, has well-prepared him for his new role in bringing business and jobs to Indiana.



PETER A. GILBERTSON

Founder and Chief Executive Officer, Anacostia & Pacific Company, Inc.

Founder and Chief Executive Officer of Anacostia & Pacific Company, Inc. Peter A. Gilbertson is also Chairman of Anacostia Rail Holdings, the Chicago South Shore & South Bend Railroad, the Louisville & Indiana Railroad, the Northern Lines, and the Pacific Harbor Line Railroad. Anacostia Rail Holdings is the holding company for operating Short Line Railroads. Their subsidiaries are dedicated to providing outstanding customer service in a safe manner.

Gilbertson is a member of the Board of Directors of the Association of American Railroads. He has served as Chairman of the Board of Directors of the Regional Railroads of America and as Chairman of the Regional Railroads of Minnesota. He is a member of the Executive Committee of the American Short Line and Regional Railroads of America.

Headquartered in Chicago, Anacostia & Pacific Company, Inc. is a transportation development and management services firm that has founded and operates five freight railroads in six states since it was formed in 1985. Anacostia & Pacific negotiated the terms of acquisition, developed the business plan, and recruited senior management. Their companies have provided excellent financial returns to their investors with established strong business relationships with their customers, employees, and communities.



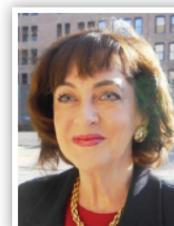
BRAD SKINNER

Chairman of OmniTRAX

Brad Skinner, Chairman of OmniTRAX, brings extensive experience based on solid accomplishments attained for companies and entrepreneurs continuously throughout his career. A leader with keen vision and a firm grasp of the practical, Skinner has successfully managed Class One and Short Line Railroads in North America, truckload trucking companies, ports, as well as domestic and international logistics providers. Chairman Skinner has held significant management positions at Schneider National, American President Domestic, Southern Pacific, TMM/TFM, Fritz Companies, and at Transtrade, Inc.

OmniTRAX is one of North America’s largest private railroad and transportation management companies. Its core capabilities range from providing management services to railroad and port services as well as to intermodal and industrial switching operations. Through its affiliation with The Broe Group and their portfolio of managed companies, OmniTRAX has the unique capability of creating and delivering specialized industrial development and real estate solutions, both on and off the rail network managed by OmniTRAX. It is the synergy between the business groups that makes OmniTRAX outstanding and it is this factor that helps to deliver the most value to customers. OmniTRAX is proud of its diverse team of business and transportation professionals who have decades of experience in developing measurable value for customers. With the wide-ranging skills of this professional team whose understanding of complex, multi-layered business situations, OmniTRAX continuously provides practical, creative solutions that work successfully time and time again.

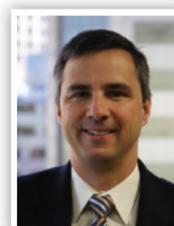
- 7:45 am** **Welcome** - Mary Elisabeth Pitz, Founder of The Rail Summit
- 8:00 am** **Presentation of Diolkos Award to Andrew Fox**, President of SouthShore Freight
Mary Elisabeth Pitz, Founder of The Rail Summit
- 8:05 am** **Introduction of Keynote Speaker Peter Gilbertson**, President and CEO of Anacostia & Pacific, Inc.
Andrew Fox, President of SouthShore Freight
- 8:10 am** **Peter Gilbertson**, President and CEO of Anacostia & Pacific, Inc.
- 8:25 am** **Introduction of Breakfast Panel** by Moderator Mary Elisabeth Pitz
- 8:30 am** **Breakfast Panel** - **Bob Babcock** – Indiana Rail Road, **Darcy Brede** - OmniTRAX,
Ed Ellis – Iowa Pacific, **Andrew Fox** – SouthShore Freight
- 9:15 am** **Break**
- 9:30 am** **SESSION I - Short Line Railroads Help Businesses Operate More Efficiently & Profitably**
Dining Room, 6th Floor
Moderator, Jason Colutta – Director, Wisconsin Manufacturers & Commerce
Foodliner – Al Brillhart, **NIPSCO** – Donald Babcock, **Ozinga** – Ed van Poucke, **Rochelle** - Jason Anderson
- SESSION II - Partnering with Railroads on New Business Opportunities**
Crystal Room, 5th Floor
Moderator, David Holt – Vice President Conexus of Indiana
Indiana Rail Road – **Bob Babcock**, Purdue Center for Regional Development Center – **Ed Morrison**
- 10:15 am** **Break**
- 10:30 am** **SESSION III - Short Line Railroads Help Businesses Operate More Efficiently & Profitably**
Dining Room, 6th Floor
Moderator, Jason Colutta – Director, Wisconsin Manufacturers & Commerce
Foodliner – Al Brillhart, **NIPSCO** – Donald Babcock, **Ozinga** – Ed van Poucke, **Rochelle** - Jason Anderson
- SESSION IV - UTC/UIC** – Crystal Room, 5th Floor
Moderator, Stephen E. Schlickman, Executive Director, Urban Transportation Center
University of Illinois Chicago
- 11:15 am** **Networking Reception** - 2nd Floor
- 12:00 pm** **Luncheon**
- 12:45 pm** **Luncheon Presentation** - Mary Elisabeth Pitz, Founder of The Rail Summit
- 12:50 pm** **Introduction of Keynote Speaker Brad Skinner**, Chairman of OmniTRAX
Darcy Brede, President and COO of OmniTRAX
- 12:55 pm** **Keynote Speaker Brad Skinner**, Chairman of OmniTRAX
- 1:15 pm** **Questions and Answers**
- 1:25 pm** **Introduction of Keynote Speaker Victor Smith**, Secretary of Commerce, State of Indiana
Donald L. Babcock, Director of Economic Development NIPSCO
- 1:30 pm** **Keynote Speaker Victor Smith**, Secretary of Commerce, State of Indiana
- 1:55 pm** **Questions and Answers**
- 2:10 pm** **Adjournment** - Mary Elisabeth Pitz, Founder of The Rail Summit



MODERATOR – MARY ELISABETH PITZ
Founder of The Rail Summit, President of MEP&A



Pitz sits on Northwest Indiana's Regional Planning Commission's (NIRPC) The Rail Vision Working Group that focuses on freight rail issues in Northwest Indiana, the Gateway to and from Chicago, the country's most important freight hub. She also is involved with Chicago Metropolitan Agency for Planning's (CMAP) Regional Task Force. For more than 25 years, she has run her own communications firm which focuses on economic development in the Logistics/Transportation Sector as well as in Tourism and Hospitality.



ROBERT BABCOCK
Senior VP of Operations and Business Development
The Indiana Rail Road Company



Babcock oversees development of new opportunities in merchandise traffic, transload, and strategic carrier relationships, while managing service design and the railroad's operating plan. Responsible for the locomotive car repair and engineering functions, he began his career in 1988 with the Atchison Topeka & Santa Fe Railway where he held a variety of management positions. Babcock joined Indiana Rail Road Company (INRD) in 2006.

INRD, founded March 18, 1986, is a privately-held, 500-mile railroad. They haul a variety of consumer, energy, and industrial products serving Central and Southwest Indiana as well as Central Illinois. They provide central Indiana's only all-rail intermodal service for trans-Pacific trade.



DARCY M. BREDE
President and Chief Operating Officer, OmniTRAX



As President and Chief Operating Officer, Brede has responsibility for the financial performance, team development, labor relations, and safe operating environment. He directly manages operations including terminal services, equipment services, and switching services in the United States and Canada. More than 25 years ago, he began his career in the railroad sector at BC Rail.

As one of North America's largest private railroad and transportation system companies, OMNITRAX has 16 Regional and Short Line Railroads in 11 U.S. states and three Canadian provinces. OmniTRAX Canada owns and operates the Port of Churchill, North America's only deep water Arctic port, through the Hudson Bay Port Company, and the Churchill Marine Tank Farm.



ED ELLIS
President of Iowa Pacific Holdings (IPH)



President of Iowa Pacific Holdings (IPH), Ellis led the formation of IPH in March 2001 to acquire railroads and create rail-related businesses. While acquiring his university Transportation degree, Ellis worked as a brakeman and switchman on the Illinois Central Gulf Railroad. Prior to founding IPH, Ellis held several executive positions including leading the development of a Short Line group.

IPH has focused on Short Lines with annual revenues of \$10 million and less. Iowa Pacific operates nine railroads in the U.S., three in the U.K., and has a host of ancillary businesses which includes locomotive and car leasing, track maintenance, passenger and private railcar operations.



ANDREW FOX
President of Chicago South Shore & South Bend Railroad



Andrew Fox is President of the Chicago South Shore & South Bend Railroad and Managing Director of Pacific Harbor Line, Inc. and all affiliates of Anacostia & Pacific Co. Inc. From 1997 to 2010, Fox was President of Pacific Harbor Line, Inc. Previously with Southern Pacific Transportation Co., Fox held various operating and executive positions.

For nearly a century, Chicago South Shore & South Bend Railroad has been serving Chicago and Northwest Indiana's industrial corridor. Whether it's a 115-car unit train of coal for the two utility stations they serve, or export food grains to help feed the world, they offer shippers options.

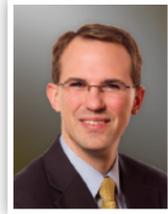
BREAKOUT SESSION I & III - CUSTOMER PANEL - DINING ROOM

Short Line Railroads Benefit Business

Session I - 9:30 am - 10:15 am Dining Room 6th Floor

Session III - 10:30 am - 11:15 am Dining Room 6th Floor

Topic: Short Line Railroads Help Business Operate More Efficiently & Profitably



MODERATOR: JASON CULOTTA

Director of Tax and Transportation Policy

Wisconsin Manufacturers & Commerce - www.wmc.org



Wisconsin Manufacturers and Commerce (WMC) is Wisconsin's largest general business trade association, with roughly one-fourth of the state's private sector workforce employed by a WMC member company. As both the state chamber of commerce and manufacturers association, WMC represents more than 3,500 businesses in the manufacturing, agriculture, banking, energy, health care, insurance, retail, mining and other service sectors of our economy.

PANELISTS:



JASON ANDERSON

Economic Development Director for the City of Rochelle, Illinois

www.cityofrochelle.com



Since 2005, Anderson has served as the Economic Development Director for the City of Rochelle, Illinois and the Executive Director of the Greater Rochelle Economic Development Corporation (GREDCO). Rochelle has acquired 15 new or expanding businesses and industries under his leadership. The capital investment exceeds \$1,000,000,000 and created more than 1,000 new jobs.



DONALD L. BABCOCK

Director of Economic Development, NIPSCO - www.nipsco.com



Babcock, Director of Economic Development for NIPSCO which serves more than 1.1 million customers. NIPSCO is the largest energy distribution company in Indiana. Deeply committed to the economic development of Indiana, Babcock holds positions on a number of community and other boards including the Chairmanship of the Northwest Indiana Form and past Chairman of the Energy Solutions Center in Washington, D.C.



AL BRILLHART

Vice President Sales - www.foodliner.com



Foodliner is the largest food grade and liquid bulk trucker in the county although they handle all types of commodities in both the food grade and non-food grade sectors. Their operations extend across the U.S. and Mexico.



ED VAN POUCKE

COO, Ozinga Materials, Inc. - www.ozinga.com



Founded in 1928, Ozinga is the Midwest's premier supplier of concrete and materials. Ozinga provides ready mix concrete, decorative concrete supplies, and bulk materials while offering transportation services through an extensive network of truck, rail, barge, and ship terminals. Best recognized by their red and white striped concrete mixer trucks, Ozinga is an American-owned, fourth generation family business serving the Chicagoland metropolitan area and beyond.

BREAKOUT SESSION II - CONEXUS INDIANA

Partnering with Railroads on New Business Opportunities

Session II - 9:30 am - 10:15 am Crystal Room 5th Floor



DAVID HOLT

Conexus Indiana, Vice President of Conexus Indiana - www.conexusindiana.com



Conexus Indiana is an initiative to capitalize on emerging opportunities in advanced logistics and manufacturing (two industries that are inextricably linked through production and distribution). They currently make up more than a third of the state's economy and a quarter of its jobs. Conexus aligns resources and provides expertise to establish Indiana's leadership in these important sectors.



ROBERT BABCOCK

www.inrd.com



Holt of Conexus and Babcock, Sr. V.P. of Operations and Business Development, The Indiana Rail Road Company will present how Conexus builds a business case for the private sector and how this benefits businesses.

INRD, founded March 18, 1986, is a privately-held, 500-mile railroad. They haul a variety of consumer, energy and industrial products serving Central and Southwest Indiana as well as Central Illinois with nationwide connections at transportation hubs such as Chicago, Indianapolis, and Louisville.



ED MORRISON

www.pcrd.purdue.edu



In the Conexus presentation, Morrison of the Purdue Center for Regional Development (PCRD) will introduce RDM: Regional Transportation and Logistics Assets, a state-of-the-art, yet highly practical logistics software system. PCRD pioneers new ideas and strategies that contribute to regional collaboration, innovation, and prosperity.

BREAKOUT SESSION IV - UTC/UIC

Session III - 10:30 am - 11:15 am Crystal Room 5th Floor



STEPHEN E. SCHLICKMAN

Executive Director, Urban Transportation Center

College of Urban Planning and Public Affairs - University of Illinois Chicago

www.utc.uic.edu



Schlickman is the Moderator of this session where UTC will present two reports that reflect the work this important center is doing. Established in 1979, the Urban Transportation Center (UTC) is part of the College of Urban Planning and Public Affairs at the University of Illinois at Chicago (UIC). UTC's goal is to catalyze interdisciplinary exploration and understanding of the human, economic, and informational aspects of transportation systems and the complex social context in which it operates. As a research unit, UTC is dedicated to education, conducting research, and providing technical assistance on urban transportation, planning, policy, operations, finance, and management.

Environmental Impact Assessment of Rail Infrastructure in Illinois

Dr. Ning Ai, Marcella Bondie (Graduate Assistant), Anthony Grande (Graduate Assistant)

A preliminary "Illinois Sustainable Rail Scorecard" was developed to incorporate the environmental, ecological, economic, and social impacts of rail transportation. It has integrated the existing and latest development in rail legislation, academic research, and professional reports. Neighborhood-specific impact data will be modeled and added to the environmental impact database.



Pedestrian Safety at Rail Grade Crossings

Dr. Paul Metaxatos, Dr. P.S. Sriraj

The objective of our research is to determine best practices for providing effective warnings to non-motorized users of highway-rail and pathway-rail grade crossings that (1) inform the user of the presence of a crossing, and (2) inform the user to take appropriate action to prevent a collision. The study highlighted the multitude of factors related to pedestrian safety in this context and provided an informed discussion for stakeholders to advance safety initiatives.



To Our Valued Sponsors,
we extend a very special thank you.



RAIL DELIVERS **JOBS**

