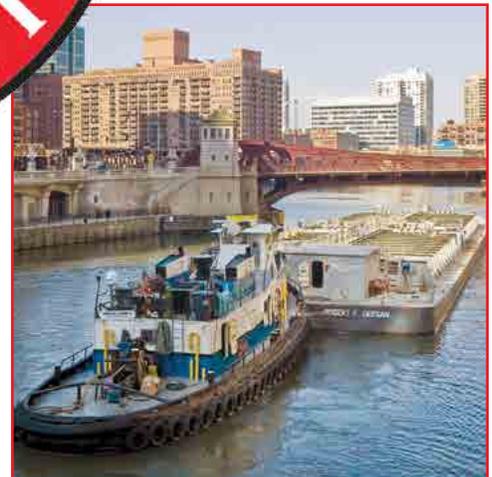
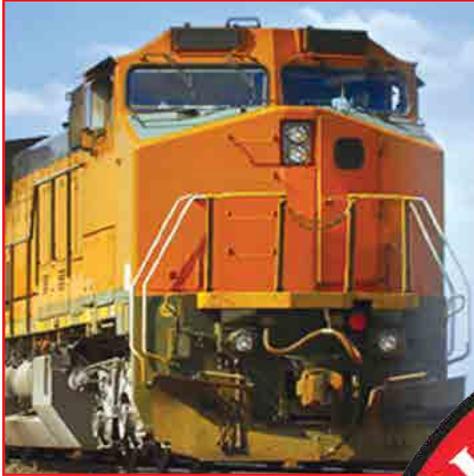


MAKING MONEY WITH RAIL

Linking Railroads,
Ports, Trucks, Waterways



Wednesday, June 15, 2016
Union League Club, Chicago, Illinois



Mary Elisabeth Pitz

Founder, The Rail Summit The Supply Chain



Welcome to the 2016 Rail Supply Chain Summit!

As Vice President Joe Biden states in his “Notes To Self” which recently aired on CBS:
“There is no quit in America. Change is hard, but necessary.”

While change is necessary, it is often not welcomed by many. Today, we are living in a transitional economy where change is essential. Given what seems to be occurring with government, it is up to business leaders to identify the better paths, to see opportunities where others do not, to develop new collaborations, to create and manage the developments that realize successful change.

This is the opportunity and the challenge that business executives face right now and in the years to come.

The Summit strives to present new information that stimulates considerations of different methods and operating procedures, new ways of collaborating, and introduces mega projects that will transform current freight transportation systems and routes. As a result of the entrepreneurial nature of executives in the rail and waterways sectors, this information often prompts the development of new plans that benefit their companies and the economy.

To deliver more relevant information in 2016, we have partnered with the Greater New Orleans region, Soybeans, Corn, ASLRRRA, the Waterways Council, as well as with new sponsors like the Northwest Seaport Alliance. This year, we also have outstanding examples of what is gained by collaborative collaboration. Keynote Speakers Linda Darr, President of the American Short Lines and Regional Railroads (ASLRRRA), and Mike Toohey, President and CEO of the Waterways Council, Inc., will highlight what their organizations have achieved through collaborative cooperation. The message is clear:

Together we are stronger, than siloed.

Our panels are tasked with explaining the basics of how rail and ports (rivers, ocean, and inland) do business and how they are adapting their business models to emerging opportunities. The intention is to provide a clearer understanding of how these sectors operate for those who interface with them. By presenting informed explanations, the hope is to improve the overall relationship with companies interfacing with rail, the waterways, and the ports.

Thank you for your valued support and sponsorships!

We are able to deliver very successful, substantive, and relevant Summits due to the generosity and support of our sponsors. As recent Summits have initiated more than ½ billion in deals, sponsors have found The Rail Supply Chain Summit to be a rewarding investment. Thank you to our sponsors, speakers, panelists, and attendees for your valued support, participation, and sponsorships.

Respectfully submitted,
Mary Elisabeth Pitz



SAVE THE DATE
The 2017 Rail Supply Chain Summit
Wednesday, June 14, 2017



WITH APPRECIATION



Donald L. Babcock

Director, Economic Development
NIPSCO



At the 2016 Rail Supply Chain Summit VIP dinner for Speakers and top Sponsors on Tuesday, June 14, 2015, Donald L. Babcock, NIPSCO’s Director of Economic Development, received a special award of appreciation in recognition of his outstanding support for the previous five, annual, sold-out Summits as well as his sponsorship of the 2016 Rail Supply Chain Summit. NIPSCO is the largest energy distribution company in Indiana. It is one of the seven energy distribution companies of NiSource Inc. In addition to NiSource’s active community support programs, they have received national recognition as an outstanding ethical corporation for five consecutive years.

Babcock has consistently supported The Rail Supply Chain Summit from our inception in 2010 as The Rail Summit. Deeply committed to the economic well-being of Northern Indiana, Babcock saw first-hand how his region benefitted year in and year out from their partnership with the Summit.

In his regional role at NIPSCO, Babcock helped sponsor our vision and growth in delivering a national platform that highlights regional economies. Understanding from the onset that our goal was to promote economic development that creates investments and well-paying, sustainable jobs as well as promotes collaborative cooperation while delivering important, practical information, he never wavered in his support for the Summit. This award is being given to Babcock in recognition for his steadfast cooperation, counsel, and sponsorship.



Michael T. Long

Sr. Safety & Operations Manager
Short Line Safety Institute (SLSI)



“Safety Culture: The First Step”

Prior to joining the American Short Line and Regional Railroad’s Safety Institute, Michael T. Long served as Senior Vice President of Compliance at Genesee & Wyoming Railroad (G&W). Long’s responsibilities at G&W were to oversee compliance for their 108 Short Line Railroads that operate in every region of the United States.

Long was well-prepared for this responsibility as he previously spent twelve years in various positions at the Federal Railroad Administration (FRA). His final position at the FRA was as the Regional Administrator in FRA Region 4. This is the most heavily concentrated rail hub in the country. It is fraught with issues and challenges. Based in Chicago, Long oversaw all aspects of rail safety in the Midwest, where he led a staff of 61 administrative and rail safety experts covering five states. Long began his railroad career with BNSF after completing eight years of active duty with the Marines.

The Short Line Safety Institute (SLSI) is committed to improving the safety culture and safety performance of short line and regional railroads through meaningful and productive partnerships. Long will introduce the Institute at this Summit outlining their goals, objectives, and deliverables.



KEYNOTE SPEAKERS



Jeff Potts

Co-Founder, Patent Holder
Sr. V.P. Business Development
LeanLogistics



“A Quick Look At Self-Driving Freight Transportation”

In 1999, when Jeff Potts founded LeanLogistics with his partner, he undertook a thorough analysis of the trucking sector. Potts concluded that the long-term solution for the significant issues plaguing trucking would be driverless trucks or a form of driverless trucks.

For the 2015 Summit, we invited the country’s leading expert on driverless trucks, Dr. Larry Burns, to present the impact of driverless trucks on freight. LeanLogistics offered to sponsor Dr. Burns because Potts thought it was important for railroads and the Supply Chain to understand what is occurring within the trucking sector that will impact railroads as well as the entire Supply Chain.

As a follow-up to what was presented in 2015, Potts will present in two presentations the significant developments that have occurred since April 30, 2015 when Dr. Burns addressed the 2015 Rail Supply Chain Summit. The first session occurs during breakfast when Potts will recap of some of the highlights; the second, in-depth presentation occurs in the first Breakout Session, Room 700, at 3:00 PM. Accelerated developments in self-driving freight transportation have, in turn, prompted a number of state legislatures to review current policies and consider what has to be implemented on a practical level to prepare for the future which is just around the corner. Although there isn’t sufficient time for questions during the breakfast presentation, Potts will answer all questions in the afternoon session in Room 700 at 3:00 PM.



Linda Bauer Darr

President
American Short Line and Regional
Railroad Association (ASLRRRA)



“Legislative Deliverables Benefit The Supply Chain”

As President of the ASLRRRA, Linda Darr works tirelessly to advance the mission and goals of the ASLRRRA. Her extensive experience in the transportation sector makes Darr uniquely qualified to oversee the ASLRRRA which represents approximately 550 railroads and an equal number of members associated with these railroads. The ASLRRRA was founded in 1913 to represent these North American railroads.

Starting her career at the American Trucking Association, Darr ended up serving as Executive Director of the North American Transportation Alliance on behalf of three national North American trucking associations. At the U.S. Department of Transportation (DOT), she was the Deputy Assistant Secretary for Budget and Programs overseeing the development of a \$60 billion annual budget covering aviation, maritime, rail, Coast Guard, and highway funding.

ASLRRRA railroads are diverse. Some are members of rail holding companies, while others are large regional entities. And many more are small, family-owned businesses. Short Line Railroads represent approximately 40% of the national railroad network operating 50,000 track miles in nearly every state. In five states, they operate 100 percent of the state’s total rail network; in 15 states they operate more than 50 percent of the railroad network. These diverse, entrepreneurial railroads handle one out of every four rail cars moving on the national system. Their entrepreneurial nature makes them aggressive, innovative marketers that fight as hard for single carload business as they do for unit trains. While maintaining transportation costs as competitive as possible, they employ a skilled, productive workforce, offering employees a good quality of life with safety as a top priority.



KEYNOTE SPEAKERS



Mike Toohey

President & CEO
Waterways Council, Inc. (WCI)



“Achievement in Advocating for Higher Investment in the Inland Waterways”

For nearly five years, Mike Toohey has served as President and CEO of Waterways Council, Inc. (WCI), where he has successfully delivered an impressive record of achievements. Under his leadership, WCI has assembled a highly effective and collaborative membership who have achieved considerable success with a Congress that has notoriously not been able to function.

Toohey is ideally suited for his position. His professional experience is as grounded in the transportation and chemical sectors as it is in government. Prior to accepting the position at WCI, Toohey was a consultant for The Livingston Group providing legislative representation before Congress and the Executive Branch for clients from the chemical and transportation sectors.

In the early 90’s, Toohey was nominated by President H.W. Bush and confirmed by the Senate to serve as Assistant Secretary of the U.S. Department of Transportation. His professional career also includes being a Staff Director on various Republican Committees from Public Works and Transportation to the Merchant Marine and Fisheries. Prior to starting his career, Toohey was commissioned on active duty as an Army staff officer for the Chief of Engineers.

WCI is the national public policy organization that advocates for a modern and well-maintained national system of ports and inland waterways supported by waterways carriers, shippers, port authorities, shipping associations, labor, conservative groups, and waterways advocacy groups from every region of the country.



Gary LaGrange

President & CEO
Port of New Orleans



“Investing in Infrastructure and Partnerships for Intermodal Growth”

Gary LaGrange’s illustrious tenure as President and CEO of the Port of New Orleans has consistently won worldwide recognition. In 2012, he was awarded the International Achievement Award for his outstanding contributions to the Greater New Orleans port area.

LaGrange successfully guided the port through the worst natural U.S. disaster, Hurricane Katrina, overseeing that the port was operational within two weeks of this historic catastrophe. Under his direction, more than a decade of significant investment and expansion has resulted in opening new, state-of-the-art container, cruise, and refrigerated terminals.

As a deep-draft, multipurpose port, the port of New Orleans is connected to 31 states and 2 Canadian provinces through 14,500 miles of waterways, six Class 1 railroads, and an interstate highway system. It is the only U.S. seaport served by all six Class I railroads, 50 ocean carriers, 16 barge lines, and 75 truck companies.

The Port offers on-dock rail and direct ship-to-barge services. The Napoleon Avenue Container Terminal provides on-dock access for all rail shipments. Completed during the first quarter of 2015, the new Mississippi River Intermodal Terminal is a \$25.1 million intermodal container transfer terminal offering on dock access to rail.

Chemicals are the number 1 export. This strategically located port is ranked as number one for the fastest growing U.S. export port, for being the top U.S. LME port for nonferrous metals, and for being the leader in importing natural rubber. New Orleans is ranked as the number two port when it comes to importing coffee and exporting frozen poultry.

The Port’s facilities include 20 million square feet of cargo handling area, more than 3.1 million square feet of covered storage area, and 1.7 million square feet of cruise and parking facilities.



KEYNOTE SPEAKERS



General Maynard "Sandy" Sanders

Executive Director
Plaquemines Port, Harbor, & Terminal District



"ENERGY23 - The Emergence of a Multi Modal Intermodal Transportation Hub"

General Maynard J. "Sandy" Sanders began his army career as a senatorial nominated cadet to West Point Academy. During his service to the country, Sanders was awarded the Legion of Merit medal that is given to individuals for exceptionally meritorious conduct in the performance of outstanding services and achievements. Sanders also received the Defense Superior Service Medal that is awarded by the Secretary of Defense to members of the United States Armed Forces who have rendered superior meritorious service

while serving in a position of great responsibility as part of a joint activity over a period of time exceeding 12 months while encompassing an entire joint assignment. After serving with distinction here and abroad in Kuwait, he retired as Major General, a two star general.

Prior to his appointment as Executive Director of Plaquemines, Sanders served as the Deputy Port Director for the Port of Corpus Christi Authority in Corpus Christi, Texas, where he was fully responsible for Operations, Business Development, and Communications.

The question is often asked where is Plaquemines. Plaquemines Port is strategically located on the Mississippi River at the southeastern point of Louisiana in Plaquemines Parish. The port is approximately 20 miles south of the Port of New Orleans at the mouth of the Mississippi River. The port offers more than 100 miles of deep draft access (45 ft. minimum). Another advantage is that Plaquemines Port has the closest terminals to open water on the Mississippi River within easy proximity to the Panama Canal, and the ports of Central America and South America. Adjacent to the Gulf of Mexico, Plaquemines Port proves access to 31 states for barge, rail, and interstate transportation. This uniquely situated port offers 14 major anchorages and thousands of acres of properties available for development of container ports, bulk & break-bulk operations, and docks.



John H. Miller

Group Vice President, Agricultural Products
BNSF



"BNSF Rail — Positioned for Growth"

Slightly more than eight years ago, John H. Miller joined BNSF after 25 years of experience in the U.S. grain industry. Miller spent his first four years at BNSF in the grain division before being named Vice President, Industrial Products Sales. Two years later, he assumed his current position as Group Vice President, Agricultural Products.

Unlike other modes of transportation, U.S. railroads own and maintain their rights of way. BNSF funds the building, maintenance, and repair of a private "rail highway" that delivers significant transportation value for their customers and the nation. During the last 10 years, BNSF has spent \$24 billion to improve their infrastructure. Their network comprises 32,500 route miles in 28 states and three Canadian provinces.

The following are facts that demonstrate the economic engine that is BNSF. In 2015, BNSF hauled 900,000 carloads of agricultural commodities. They move enough grain every year to supply 90 million people with a year's supply of bread. Last year, BNSF moved enough asphalt to lay a single road around the equator four times. They still transport enough coal to power one out of every 10 homes in the country. Instead of being delivered on highways, BNSF hauled 5.2 million intermodal shipments. If those shipments were put on one train with double-stacked 53-foot containers, the train would be more than 25,000 miles long. Shipping by BNSF rail reduced carbon emissions of shippers by more than 34 million metric tons. This equates to removing the resultant emissions of seven million vehicles off our roadways. Every 11 seconds, a new car or truck is loaded or unloaded onto a BNSF automobile train. This translates into more than 2.8 million vehicles or about one out of every six cars and trucks sold in North America.



KEYNOTE SPEAKERS



John Vickerman

President & CEO
Vickerman & Associates, LLC



VickermanAssociates.com

"Mid-America's Emerging Multimodal Trade & Transportation Opportunities Along the Lower Mississippi River"

John Vickerman's unique expertise and experience will provide additional insights into the information presented by this morning's Keynote Speakers. His career spans a 20 year relationship with the Port of New Orleans. Currently, he is under contract with Plaquemines Port, Harbor, and Terminal District and with Changing Course (the project to correct the error made in the early 1930's of the Mississippi River that will help save critical wetlands, better protect the Greater New Orleans area, and drive commerce).

His recent work with the Panama Canal involved providing logistics analysis and distribution center conceptual planning for a new inland port logistics center, the new PSA Panama International Terminal. The center is located on the Pacific side of the canal at the former US Rodman Naval Base.

Vickerman, a registered architect and licensed civil engineer in 21 states, has been involved in strategic port master planning and development for 67 of the 90 deep-water general cargo ports in North America. Ports and intermodal terminals are essential economic connectors in a global transportation and supply chain network. These critical nodes include intermodal rail terminals, maritime container terminals, container freight stations, refrigerated marine terminals, integrated intermodal logistic parks, and distribution centers.

Vickerman Associates LLC specializes in the planning and design of port, intermodal, and freight logistics facilities and systems worldwide. They provide innovative solutions to the many operational, planning, and design issues confronting today's marine and intermodal transportation companies.

Vickerman began his 37 years of continuous service in the Civil Engineer Corps of the United States Navy as an enlisted man and retired as a Captain having received two Navy Commendation Medals, the Humanitarian Medal, the Defense Superior Service Medal, and the Joint Meritorious Unit Award at his last command for the Commander-in-Chief, U.S. Joint Forces Command.



Shortline Rail Served Ports & Terminals

The goal of the IRPT/ASLRRR Committee is to represent and advocate for the interests of their members engaged in freight transportation and in services supplying and supporting freight transportation by American's Short Line & Regional Railroads and Inland River Ports, Terminals, and Water Carriers.

We sincerely appreciate the cooperation of the IRPT and ASLRRR to give us permission to produce this map for the 2016 Rail Supply Chain Summit Program Book.



PROGRAM - Wednesday, June 15, 2016

7:15 AM	REGISTRATION
7:45	Opening Mary Elisabeth Pitz, Founder, The Rail Supply Chain Summit, President & CEO, MEP&A
7:50	Pledge of Allegiance Frank Patton, Founder & Chairman, Great Lakes Basin Transportation, Inc.
7:55	“Safety Culture: The First Step” Michael T. Long, Sr. Safety & Operations Manager, Short Line Safety Institute
8:10	“A Quick Look At Self-Driving Freight Transportation” Jeff Potts, Co-Founder, Patent Holder, Sr. V.P. Business Development, LeanLogistics
8:30	“Legislative Deliverables Benefit The Supply Chain” Linda Darr, President, American Short Lines and Regional Railroad Association (ASLRRA)
8:55	“Achievements in Advocating for Higher Investment for the Inland Waterways.” Mike Toohey, President & CEO, Waterways Council, Inc.
9:20	“Investing in Infrastructure and Partnerships for Intermodal Growth” Gary LaGrange, President & CEO, Port of New Orleans
9:50	BREAK
10:00	“ENERGY 23 – The Emergence of a Multi Modal Intermodal Transportation Hub” General Sanders, Executive Director, Plaquemines Port, Harbor, & Terminal District
11:00	VIP PANEL: “The Basics of Ports and Rail” Mary Elisabeth Pitz, Moderator, Andrew Fox (Chicago South Shore Freight), T.J. Garrett (P&L Transportation, Inc), and Mike Reilly (Northwest Seaport Alliance)
11:30	BREAK
11:45	LUNCH
12:05 PM	“The Future is Now: The Story of the Hoosier State Train” Iowa Pacific Holdings
12:15	Diolkos Award Presentation to Jeff Potts, Co-Founder, Patent Holder, Sr. V.P. Business Development, LeanLogistics
12:20	“BNSF Rail--Positioned for Growth” John H. Miller, Group V.P., Agricultural Products, BNSF
12:55	“Mid-America’s Emerging Multimodal Trade & Transportation Opportunities Along the Lower Mississippi River” John Vickerman, President & CEO, Vickerman & Associates
2:00	VIP PANEL: “Growing Your Business With Ports” Janet Gilbert, Moderator (Fletcher & Sippel), Jeff Davis (NOPB), Tyson Moeller (UP), Paul Tonsager (CN)
2:45	BREAK
3:00	BREAKOUT SESSION I
	Room 700 “Life in the Fast Lane – Self-driving Freight Transportation” Jeff Potts, Co-Founder, Patent Holder, Sr. V.P. Business Development, LeanLogistics
	Room 710 “Inland Waterways: Linking American Farmers with the World” Mike Steenhoek, Executive Director, Soy Transportation Coalition
3:40	BREAKOUT SESSION II
	Room 700 “Great Lakes Basin Railroad: New Railroad, New Logistics Opportunities”
	Part One Frank Patton, Founder and Chairman, Great Lakes Basin Railroad
	Room 700 “Promises Kept”
	Part Two Geno Koehler, Permit Unit Chief, IDOT
	Room 710 “Corn Production and Ag Transportation Requirements in 2025” Rodney M. Weinzierl, Executive Director, Illinois Corn Growers Association
4:20	BREAKOUT SESSION III
	Room 700 “Eastern Logistic Corridor: Phase 2”
	Part One Karen Lauerman, President & CEO, Lake County Indiana Economic Alliance
	Part Two Rex Richards, President & CEO, Valparaiso Economic Development Corporation
	Room 710 “Kingsbury Industrial Park: Rail Opportunities for Tomorrow” David Christian, Executive Director, LaPorte County Economic Development Corporation
5:00	CLOSING RECEPTION Heritage Room, 2nd Floor, Sponsored by NIPSCO



THE DIOLKOS AWARD

RECOGNIZES AN INDIVIDUAL WITH OUTSTANDING VISION AND LEADERSHIP WITHIN THE SUPPLY CHAIN



Jeff Potts
Co-Founder, Patent Holder
Sr. V.P. Business Development
LeanLogistics



Jeff Potts co-founded LeanLogistics with his partner in 1999 when the internet was starting to come into its existence as a commercial vehicle. At the time, the IT sector was rife with unethical methods designed to sell software that wasn't needed playing on the widespread fear of the millennium. The pattern then was to demand six and seven figure checks for license, then load on maintenance and implementation fees.

Potts and his partner were committed to developing a more ethical company. They designed a different revenue model based on a monthly subscription fee that created a more mindful relationship with their customers. Potts' outstanding vision and practical implementation resulted in Brambles buying LeanLogistics in 2007 with the understanding that Potts would continue with the corporation.

Potts chose the transportation business because it offered a perfect platform for better synergies and was commercially available. Although U.S. transportation is an 800 billion dollar spend, it is one of the most fragmented businesses existing today. Even the largest truck load carriers have less than a 1% market share.

As a significantly fragmented market, there are huge inefficiencies which provided a great opportunity to develop a platform for all shippers, carriers, suppliers, and customers. LeanLogistics goes after empty miles which are built into the cost of transportation. By putting everyone on the same platform on the internet, LeanLogistics could aggregate their demand.

WHY DIOLKOS?

The ancient Greek word Diolkos combined “across” and “portage machine”. It was the name given to a paved, approximately five mile long, curved trackway near Corinth that allowed boats faster overland passage across the Isthmus of Corinth. Paved with hard limestone, parallel grooves ran about 63” apart serving as tracks for a type of wheeled vehicle. Animals and human labor pulled the cargo laden boats along this trackway.

600 B.C. – 50 A.D.

For more than 600 years, this route was strategically important for commerce providing a swift route to and from the lucrative Athens markets and during periods of war. Scholars attest this is the first recorded, regular service for transporting heavy goods like marble and timber to and from east and west destinations. Ships traveling from the Ionian Sea to the Aegean Sea and vice versa dreaded the notorious gales that marked the Peloponnese peninsula. Having easy access to the relatively sheltered waters of the Gulf of Corinth and the Sardonian Gulf was far more appealing.

British historian M.J.T. Lewis states that this prepared track was operational for at least 650 years and was open to all upon payment thereby constituting a public railway. Lewis maintains this concept did not recur until the 19th century.

Historians claim the efficiency and speed of this trackway was well known throughout the ancient world birthing the expression “as fast as a Corinthian”.

The Diolkos Wagonway was the mother of the first railroad and the first historical evidence of a highly effective Supply Chain linking water and rail service. Innovative minds driven by the need to increase commerce developed and implemented the concept.

Today's Innovative Leaders

In today's demanding Supply Chain, practical and innovative solutions are essential to success. Each year, we acknowledge one outstanding leader for his ground-breaking contributions to the Supply Chain. Past honorees are exemplary leaders in the Supply Chain. In the railroad sector, Andrew Fox, Chicago South Shore Freight, and Ed Ellis, Iowa Pacific Holdings, received this award as did Brad Skinner, Greenbrier Companies, OmniTRAX, and Westway Group. This year's recipient, Jeff Potts, is widely recognized as an exceptionally innovative leader in the global Supply Chain.



PANEL: "The Basics of Port and Rail"



Mary Elisabeth Pitz, Moderator
 Founder, The Rail Supply Chain Summit
 President & CEO, MEP&A



In 2010, Mary Elisabeth Pitz founded The Rail Summit highlighting the role that Short Line and Regional Railroads play as the workhorses of the rail sector. The goal was to expand to include the entire Supply Chain. For 2016, we are able to realize that goal as we have partnered with the ASLRRA, the Waterways Council, the Greater New Orleans region, Soybeans, Corn, and other sponsors, both new and long-standing. The purpose of this panel is to educate participants on the core issues rail and ports face in doing business. Because this is the first year of partnering with the Waterways Council, it is important to present the basics of rail and ports (ocean, river, and inland) to highlight the benefits of collaborative cooperation.



Andrew Fox, Panelist
 CEO
 Chicago South Shore Freight



Anacostia.com/railroads/CSS

Since 2010, Andrew Fox has been CEO of the Chicago South Shore Freight (CSS), an Anacostia company, which is the line that provides high-density freight services. CSS serves Northwest Indiana's industrial corridor and the Illinois International Port, Lake Calumet, Chicago connecting with 16 other railroads. Previously, Fox served as President for 13 years of another Anacostia railroad, the Pacific Harbor Line (PHL) in Long Beach where he launched PHL. Within the industry, Fox is regarded as the "Founding Father" of PHL. Fox joined Anacostia after a 23 year career at Southern Pacific Transportation. In July, Fox will move to the Anacostia headquarters office in Chicago. He is a past president of the California Railroad Association, past director of the ASLRRA, and a member of the Safety and Operations Management Committee of the AAR.



J. Thomas (Tom) Garrett, Panelist
 President
 P&L Transportation, Inc.



PLTransportation.com

Since 2010, J. Thomas (Tom) Garrett has been the President of P&L Transportation, Inc. and its subsidiary railroads: Paducah & Louisville Railway, Inc. (P&L), a 265 mile regional railroad operating in Kentucky, of Evansville Western Railway, Inc. (EWR), a 124 1/2 mile regional railroad with operations in Illinois and Indiana, an intermodal terminal in Florida, and of the Appalachian and Ohio Railroad, Inc. (A&O), a shortline railroad operating in West Virginia. P&L serves several rail-barge-rail transfer facilities on the Ohio and Tennessee Rivers and the EVWR serves two rail-barge transfer facilities on the Ohio River and connects with four Class I railroads. Garrett began his railroad career in 1995 when he joined the Paducah and Louisville Railway, Inc. as Executive Vice President and General Counsel shortly after its formation. Garrett is a past chair of the Kentucky Railroad Association and the Paducah Area Chamber of Commerce.



Mike Reilly, Panelist
 Director, Intermodal Business Development
 Northwest Seaport Alliance, Inc.



NWSeaportAlliance.com

In August 2015, the ports of Seattle and Tacoma formed this Alliance to unify management of their marine cargo facilities and business to strengthen the competitiveness of the Puget Sound Gateway. The alliance, the first of its kind in North America, is a port development authority governed by the two ports as equal members, with each port acting through its elected commissioners. They are the fourth largest container gateway for containerized cargo shipping between Asia and major distribution points in the U.S. and Alaska. More than 80 percent of the total trade volume between Alaska and the lower 48 states moves through their harbors. Mike Reilly joined the Northwest Seaport Alliance in June 2006 first serving as Director of Container Terminal Leases. Today, he is responsible for commercial relations between the Northwest Seaport Alliance and their customers and partners.



PANEL: "Growing Business With Ports"



Janet Gilbert, Moderator
 Partner
 Fletcher & Sippel, Inc.



Fletcher-Sippel.com

Fletcher & Sippel LLC is a law firm specializing in transportation with particular focus on rail and rail related matters. Prior to joining Fletcher & Sippel, Janet Gilbert was General Counsel, Litigation and Insurance, for the Canadian National Railroad (CN) in the U.S. and Canada. Gilbert's extensive career includes serving as Vice President and General Counsel for Wisconsin Central Ltd. and Counsel for The Milwaukee Road. Her legal career began with the Federal Trade Commission.

Gilbert currently serves on the General Counsel Committee of the American Short Line and Regional Rail Road Association and is a board member of the Short Line Safety Institute. She is a member of the Executive Board of the National Association of Railroad Trial Counsel (NARTC), of the Inland Rivers Ports & Terminals (IRPT), and serves as counsel to the Board of the National Association of Rail Shippers for which she received the 2014 Person of the Year Award.



Jeff Davis, Panelist
 CEO
 New Orleans Public Belt Railroad (NOPB)



NOPB.com

As a Class III switching railroad, the NOPB serves the Port of New Orleans and local industries. It is a neutral carrier with direct connections to six Class 1 Railroads. NOPB also owns and operates the Huey P. Long Bridge across the Mississippi River. Since 2013, Jeff Davis has operated the NOPB. Previously, he was the Executive Vice President and COO of the South Carolina Public Railways where he began as the Supervisor of Mechanical Operations. His railroad career started at CSX as Manager of Labor Relations and Trainmaster. Davis spent several years in the public safety field before becoming part of the railroad industry.



Tyson Moeller, Panelist
 Director of Gulf Ports
 Union Pacific Railroad (UP)



UP.com

Union Pacific Railroad (UP) connects 23 states by rail. From 2006-2015, UP invested approximately \$33 billion in its network and operations. As the largest domestic railroad in the United States, UP controls almost all of the rail-based shipping in the western two-thirds of the country servicing more than 30 ports and the only railroad serving all six major Mexico gateways. Incorporated by the U.S. Congress in 1862, its mission was to join the Central Pacific at Promontory, Utah which occurred in 1869 launching the nation's transcontinental economy.

Tyson Moeller joined UP in their sales and marketing division. For more than 20 years, Moeller has quarterbacked for his customers. As Director of Gulf Ports, he identifies and develops new markets driving business to compete in the global market.



Paul Tonsager, Panelist
 Director Supply Chain Development and Optimization
 Canadian National Railroad (CN)



CN.ca

CN, a public company, is the largest railway in Canada in terms of both revenue and the physical size of its rail network. It is Canada's only transcontinental railway company. Following CN's purchase of Illinois Central and a number of smaller U.S. Short Lines, CN has extensive trackage in the central United States along the Mississippi River valley from the Great Lakes to the Gulf of Mexico.

As CN's Director of Supply Chain Development and Optimization since 2012, Paul Tonsager has responsibility for the marketing of CN's non-rail assets including transloading, warehousing, freight forwarding, marine operations, and the network optimization team. Previously, he was General Manager of CN WorldWide International with responsibility for operations and sales in North and South America. Tonsager has been with CN for 20 years.



BREAKOUT SESSION I – A, Room 700



Jeff Potts

Co-Founder, Patent Holder, Sr. V.P. Business Development
LeanLogistics



“Life In The Fast Lane – Self-Driving Freight Transportation”

When Jeff Potts and his partner founded LeanLogistics in 1999, they wanted to build a new business model for the IT Transportation Sector. They shared a vision of leveraging web-based technologies to optimize supply chain processes. Although the U.S. transportation is an 800 billion dollar spend, it is a highly fragmented sector where there are huge inefficiencies. This provides a great opportunity to develop a platform for all shippers, carriers, suppliers, and customers. By aggregating their demand, LeanLogistics builds efficiencies and goes after empty miles which are built into everyone’s cost of transportation.

LeanLogistics is a global solutions provider of Software as a Service (SaaS) Transportation Management System (TMS) applications and supply chain services enabled by the industry’s largest transportation network. LeanTMS® delivers complete transportation planning, execution, settlement, and procurement, as well as visibility and business intelligence, to improve transportation processes, increase efficiency, and reduce costs. LeanLogistics operates its single instance platform in more than 32 countries. More than 88,000 users leverage this technology daily to manage in excess of \$800 billion of annual transportation spend across a shipper and carrier community of 10,000 plus trading partner organizations.

LeanLogistics, a division of Brambles Limited, is a publically traded company with revenues of \$5.4 billion annually. Their 14,000 employees operate in more than 50 countries. Potts is a Co-Founder of LeanLogistics and currently serves as Senior Vice President of Business Development. He is the U.S. patent holder of the LeanLogistics technology.

BREAKOUT SESSION I – B, Room 710



Mike Steenhoek

Executive Director
Soybean Transportation Coalition



“Inland Waterways: Linking American Farmers with the World”

In 2007, the Soybean Transportation Coalition was formed to ensure a transportation system that delivers a cost-effective, reliable, and competitive service for soybean industry stakeholders. The Coalition is comprised of 13 state soybean boards, the American Soybean Association, and the U.S. Soybean Board. Ex-officio members serving on the board are the National Grain and Feed Association and the National Oilseed Processors Association.

The 13 states are the Illinois Soybean Association, the Indiana Soybean Alliance, the Iowa Soybean Association, the Kansas Soybean Commission, the Kentucky Soybean Board, the Michigan Soybean Promotion Committee, the Minnesota Soybean Growers Association, the Missouri Soybean Merchandising Council, the Nebraska Soybean Board, the North Dakota Soybean Council, the Ohio Soybean Council, the South Dakota Soybean Research and Promotion Council, and the Tennessee Soybean Promotion Board.

The Coalition’s five driving goals are:

1. Identify a cost effective transportation system for soy shippers and customers.
2. Seek reliable transportation service for soy shippers and customers.
3. Be pro-active in seeing that the U.S. transportation system has the infrastructure and capacity necessary for the long-term competitiveness of the soybean industry.
4. Build and maintain collaborative relationships.
5. Educate the soybean industry on the impact of transportation issues for their profitability and competitiveness.

As Executive Director, Mike Steenhoek spearheads the communications campaign on the importance of transportation issues to soybean growers and processors. Steenhoek sets the strategic plan and then implements it while building cooperative collaborations with other sectors allied to the soybean industry.



BREAKOUT SESSION II – A, Part 1, Room 700



Frank Patton

Founder and Chairman
Great Lakes Basin Transportation, Inc.



“Great Lakes Basin Railroad: New Railroad, New Logistics Opportunities”

Building a new railroad to meet the demanding needs of increasing freight rail traffic by providing a route that avoids congested areas is not for the faint-hearted. Great Lakes Basin Railroad (GLB) is planning to construct and operate a safe, reliable, and entirely new 281 mile freight rail bypass around Chicago. The railroad would link existing main lines entering the Chicago area, permit trains to bypass the congested terminal area, and add capacity to accommodate existing and reasonably anticipated future growth—all while avoiding major population centers along its tri-state route (Wisconsin, Illinois, Indiana).

The GLB rail line would provide additional capacity by giving the Class 1 railroads an alternate route for the 15-to-25% of current Chicago rail traffic that does not need to go into the terminal for sorting or delivery. By using the GLB route, many unit commodity trains and mixed carload and intermodal trains could avoid Chicago’s congestion and transfer from railroad to railroad in eight hours or less under normal circumstances.

What is equally important is that the increased capacity offered by the GLB rail line will enhance the effectiveness of other projects designed to improve traffic flow within the Chicago rail hub, including the Chicago Region Environmental and Transportation Efficiency Program (CREATE).

When Frank Patton first envisioned building a new railroad as a viable solution to the increasingly congested Chicago rail hub, there were few who thought it would occur. Patton knew the key was to build a privately funded railroad not one reliant on governmental funds. That is precisely what GLB is doing.

BREAKOUT SESSION II – A, Part 2, Room 700



Geno Koehler

Permit Unit Chief
Illinois Department of Transportation



<https://truckpermits.dot.illinois.gov/>

“Promises Kept”

Illinois delivers 98% of truck permitting requests through ITAP, an automated system. ITAP streamlines the permit process for over-weight and/or over-sized trucks. ITAP allows the system to route a vehicle automatically considering the load characteristics and roadway factors that impact travel. The GIS-based navigation system selects optimum routes based on user-entered information on vehicle origin and destination, as well as vehicle dimensions, obstructions (clearances), and restrictions at the time of the proposed move.

ITAP also provides a mechanism to notify local jurisdictions in a timely manner when a permit is issued. This allows local jurisdictions to know when over-sized and overweight loads will be traveling in their area. The remaining 1-1/2 % of requests are special requests for overweight and/or oversized trucks that are handled quickly and efficiently in real time by a highly knowledgeable professional.

Phase I of the new, automated process was achieved with 60 meetings with users, the Tollway, and local municipalities. Even though the IDOT department now has fewer than 10 staff, they are issuing permits in record time. Phase I includes GIS Routing, Auto issue LCO’s, practical maximums, and some dimensions.

Phase II, which is a more complicated process, required 231 meetings to automate and revise the permitting process. One of the most important deliverables is the accuracy of the status of structures in real time. With 26,000 bridges in the state, this type of accuracy is essential to effective, cost-efficient truck transportation. Another important development is permitting for special weekend truck deliveries, especially to construction sites funded by the government.

Oversized Overweight Permit Unit Chief Geno Koehler’s division issues 260,000 OSOW permits a year.



BREAKOUT SESSION II – B, Room 710



Rodney M. Weinzierl

Executive Director

Illinois Corn Growers Association (ICGA)



ILCorn.org

“Corn Production and Ag Transportation Requirements in 2025”

Agriculture is the largest industry in Illinois contributing billions of dollars to the state’s economy each year with a dramatic impact on the national economy. Corn is the largest agricultural contributor. Corn is sourced for food, feed, and fuel. Illinois corn farmers help urban and rural areas by providing the foundation for the processing, manufacturing, export, and livestock sectors in our economy.

ICGA’s mission is to improve the business climate along with the regulatory and policy environment for corn production at the local level. ICGA is active politically to benefit corn farmers within the state. ICGA is involved with key issues like Farm Bill negotiations, water quality regulations, ethanol rulemaking, crop insurance changes, GMO labeling, and various other issues.

Corn farmer members take an active interest in policy development and regulatory framework. To accomplish the goal of maintaining a strong economy and profitability in the corn industry, the two boards of ICGA and ICMB work hand in hand with organizations like the National Corn Growers Association, the United States Grain Council (USGC), U.S. Meat Export Federation, the U.S. Poultry and Egg Export Council, and the Renewable Fuels Association to increase sales of corn and corn co-products like ethanol and dried distillers grains. Equally important is their role in educating national leaders about the value of Illinois corn to our nation and to the world.

Rodney Weinzierl has served as Executive Director of the Illinois Corn Marketing Board and Illinois Corn Growers Association since 1993. Weinzierl is responsible for the market development, educational and research programs for the Illinois Corn Marketing Board, as well as coordinating the membership, legislative, and public relations programs.

BREAKOUT SESSION III – A, Part 1, Room 700



Karen Lauerma

President and CEO

Lake County Economic Alliance (LCEA)



LCEA.US

“Eastern Logistic Corridor: Phase 2”

The Northwest Indiana region is a market comprised of global, national, and regional businesses that represent more than \$40 billion in commerce with a population of 750,000 and easy access to Chicago.

LCEA, a private, non-profit, county-centric economic development corporation, has as its driving force the initiative to attract new businesses and retain existing companies. LCEA has developed a network of cooperative relationships with other Indiana economic development organizations such as Crossroads Regional Chamber of Commerce, Lakeshore Chamber of Commerce, Indiana Economic Development Corporation (IEDC), and The Northwest Indiana Forum. Working together, their goal is to create and grow the number of well-paying, sustainable jobs by advancing economic development and increasing capital investment throughout the county. Representing more than 20 communities and unincorporated areas, LCEA provides site selection assistance, business expansion services, community connections with decision makers/elected officials, workforce analysis, demographics, and cost comparisons. Since its inauguration less than four years ago, LCEA has delivered an impressive record of new business for Lake County.

Because of her experience as a marketing and communications professional working with the business leadership of Northwest Indiana for years, Karen Lauerma enthusiastically accepted the role of launching and developing LCEA several years ago. Most recently, Lauerma was the Director of Marketing & Communications at the Northwest Indiana Forum, the seven-county regional economic development group. Because her responsibilities at the Forum included knowing the assets and attributes of Northwest Indiana, it was natural for Lauerma to spearhead economic development in Lake County.



BREAKOUT SESSION III – A, Part 2, Room 700



Rex Richards

President and CEO

Valparaiso Economic Development Corporation (VEDC) and Valparaiso Chamber of Commerce



VALPOEDC.com

“Eastern Logistics Corridor: Phase 2”

In 1984, Valparaiso City government and the local business community formed a productive partnership to facilitate economic planning and growth. Since then, Valparaiso’s business community has flourished. Today’s vibrant business environment includes the healthcare, manufacturing, construction, and technology sectors.

As a critical component of their successful business environment, business and government leaders also committed to enhancing the quality of life in Valparaiso. Their on-going developments include infrastructure, i.e., sewers, fiber optics, water lines, along with sufficient zoning and land availability for business development. The VEDC also organized the Porter County Economic Development Alliance to stimulate economic development, job retention, and job creation throughout Porter County.

As home to Valparaiso University, Purdue University North Central, and Ivy Tech Community College, the city offers a varied cultural environment and numerous opportunities to further educational pursuits and re-training.

Since 2006, Richards has led the Valparaiso Chamber of Commerce and the Economic Development Corporation with distinction and wide-spread acknowledgement of his achievements. The Indiana Chamber Executives Association recognized Richards as Indiana’s President of the Year in 2012. Then in 2013, the Valparaiso Chamber was awarded the title of Indiana Chamber of the Year.

Richards has had responsibility for the chambers of commerce and their economic development corporations in seven communities located in three states over the course of his 35 year career. In Florida, Richards was the President and CEO of the Sarasota Chamber of Commerce when they were recognized as Chamber of the Year in 2002. Richards has the unique honor of being the only Chamber President in the country who has led two chambers in two separate states that were awarded this prestigious recognition.

BREAKOUT SESSION III – B, Room 710



David Christian

Executive Director

LaPorte County Economic Development Corporation (LPCOED)



LaPorteCountyEDO.org

“Kingsbury Industrial Park: Rail Opportunities for Tomorrow”

Kingsbury Industrial Park is an inland logistics port. Situated on 1,000 acres, it is a multimodal development, located in LaPorte County in Northwest Indiana approximately 50 miles from Chicago. Zoned for heavy industry, both the Chicago South Shore & South Bend Railroad and CSX have access to Kingsbury.

Constructing on-going rail improvements including track, track-bed, and rail tie rehabilitation are part of their development plans. Kingsbury is designed to help ease rail congestion within the Chicago rail network and help improve freight rail operations. The development of Kingsbury is creating sustainable jobs in a region well-known for its work ethic and appealing quality of life. Kingsbury is a key focus of LPCOED which is committed to expanding and diversifying the county’s economy.

Appointed Executive Director in 2014, David Christian’s 30 years of experience in manufacturing made him the logical choice to lead the County’s program to foster investment in new and existing facilities. His responsibility includes managing the financial and administrative processes for all economic development and redevelopment properties within unincorporated LaPorte County.

As President and CEO of multiple companies throughout his career, Christian’s expertise shines in long-range, strategic planning, financial management, and relationship building.

An example is that as President and CEO of Ampor II for 18 years, Christian increased revenues by 250%. Ampor II has distribution throughout North and South America, Africa, Europe, and Japan.



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