

Making Money With Rail



Linking Railroads, Intermodals,
Trucks, Barges, Ports

THURSDAY, APRIL 30, 2015

UNION LEAGUE CLUB • CHICAGO, ILLINOIS



MARY ELISABETH PITZ

Founder
The Rail Summit The Supply Chain



THE SUPPLY CHAIN IS AS ESSENTIAL TO OUR ECONOMIC WELL-BEING AS OXYGEN IS TO OUR PHYSICAL WELL-BEING

Many only think of the Supply Chain - if they understand the term - as to how it relates to same day delivery or how quickly they can receive whatever it is they ordered. Rarely do people consider what it takes to have a product delivered that is purchased in a store or on the internet. With a few glaring exceptions, products for children made in China being one, even less interest is prompted by where the components come from that the manufacturer uses to assemble or make a product.

The Supply Chain operates 24/7 continuously delivering efficiently, effectively, and safely without public scrutiny until there is an incident or an accident. Since an individual is estimated to use 70 tons of goods per annum and most items have to be imported or transported a considerable distance, the Supply Chain is in continual motion.

Global in nature, the Supply Chain includes the three modes of transportation: railroads, waterways, and trucking. Railroads refer to Short Lines, Regional Railroads (SLRR), and Class Ones. Waterways consist of river barges, short sea operations, and ocean-going vessels while trucking is comprised of the long haul and short haul.

Initially in 2011, The Rail Summit focused on Short Line and Regional Railroads (SLRR). We expanded the breadth of the content presented in each subsequent Summit. In 2014, we included the relationships that SLRR had with ports and trucking as an introduction to the Supply Chain.

2015 – THE RAIL SUMMIT THE SUPPLY CHAIN “MAKING MONEY WITH RAIL LINKING RAILROADS, INTERMODALS, TRUCKS, BARGES, PORTS”

Keynote speakers were selected based on their expert information and insights into the issues and opportunities facing the Supply Chain especially with regard to rail. Some of the topics Keynote Speakers will be addressing on Thursday, April 30, 2015 are fluctuating energy issues, projected freight increases, safety, and cooperative collaboration within the Supply Chain.

The first morning panel will discuss how IT is revolutionizing the Supply Chain while the second panel will focus on how severe weather impacts the Supply Chain and explore how increasing government regulations may or may not be necessary. Breakout Sessions I and II occur in the early afternoon. These are presentations that highlight important new developments as well as introduce new opportunities and products to attendees.

THANK YOU

We are able to offer a dynamic, substantive program for 2015 because our valued sponsors, speakers, and panelists have generously supported this year's Summit. Each sponsor has significantly contributed in various ways to make this Summit successful. Our speakers equally have contributed their time and resources as have our panelists.

It is with deep gratitude that I thank sponsors, speakers, and panelists for their thoughtful support, excellent recommendations, and continual willingness to help us deliver the 2015 Summit. We believe participants will return to their businesses armed with new thoughts, considerations, and opportunities that will improve the bottom line. Thank you one and all for your deeply valued participation.

Respectfully submitted,
Mary Elisabeth Pitz



THE DIOLKOS AWARD

2015 HONOREE ED ELLIS

FOUNDER, PRESIDENT & CEO
IOWA PACIFIC HOLDINGS, LLC

The Diolkos Award recognizes an individual with outstanding vision and leadership within the Supply Chain.

Ed Ellis is the Founder, President, and CEO of Iowa Pacific Holdings (IPH), LLC. Ellis is being honored with the 2014 Diolkos award for his unparalleled, clear-sighted vision, inspiring leadership, and decisive actions. His visionary thinking is legendary in the railroad sector. He sees and seizes opportunities where others see failures.

Ellis founded IPH acquiring two freight railroads in 2002, the Texas – New Mexico Railroad and the West Texas and Lubbock Railway. Starting with nearly 6,000 carloads and some 200 miles of track in 2002, IPH reported 55,000 carloads and 700 miles of track in 2014. This growth occurred during a period of an extreme, prolonged recession.

Concurrently, Ellis led IPH's successful entry into the passenger train sector which is unique among the major Short Line Railroads. Seasonal and themed passenger transportation is offered on seven of their railroads. IPH is now the world's largest operator of the Polar Express train experience which they license from Warner Brothers. In 2014, they entertained nearly 292,000 passengers and introduced the franchise in England to a rousing success. Other IPH divisions include the Reno Fun Train, the Pullman Sleeping Car Company powered by Amtrak locomotives on Amtrak lines and timetables. The Pullman experiences provide an upscale rail and dining experience reminiscent of a more gracious journey that was the mark of the last century. IPH transported more than 379,000 passengers in 2014, which is an impressive 39% year-over-year increase from 2013.

COMBINED SPEED AND EFFICIENCY - HALLMARKS OF TODAY'S SUPPLY CHAIN

Historians have long considered the four mile Diolkos Wagonway traversing the Isthmus of Corinth in Ancient Greece to be the ancestor of the railway. In reality, it served as a critical part of the ancient Supply Chain that operated from 600 B.C. through the middle of the first century B.C.

Notables such as the Spartans, Octavian, and Philip V won battles because they strategically chose to transport boats on the Diolkos thus avoiding the dangerous circumnavigation of the Peloponnese peninsula. Because of the focus on wars, historians paid little attention to the important commercial use of the wagonway.

Yet, the main purpose of the Diolkos was the transport of boats and heavy goods (marble, timber, and monoliths) that were carried across the Isthmus. Limestone grooves used as tracks allowed for the safe, efficient, and speedy movement of heavy goods and boats. These materials were required for the massive building projects which were occurring in Athens.

Today, more than 550 Short Lines and Regional Railroads in the U.S. work 24/7 with Class I railroads, truckers, ports, and manufacturers to deliver safely and efficiently goods essential for daily living. These railroads, the work horses of our economy, are a vital link in the Supply Chain. Just as the Diolkos was known as being essential to the safe and efficient transport of goods, today the Short Lines and Regional Railroads are equally as critical a link in the modern Supply Chain.



PROGRAM - THURSDAY, APRIL 30, 2015

7:15 AM	Registration
7:45	Breakfast
7:55	Welcome – Mary Elisabeth Pitz , Founder, The Rail Summit The Supply Chain; CEO, MEP&A
8:00	Pledge of Allegiance, Frank Patton , Founder & Chairman, Great Lakes Basin Railroad
8:05	Safety Briefing, Michael Long , Sr. V.P. of Compliance, G&W
8:10	Linda Bauer Darr , President, American Short Line & Regional Railroad Association (ASLRRRA) “Short Lines & ASLRRRA: Looking Ahead”
8:25	John E. Fenton , President & CEO, Patriot Rail Company “Good Can Be Bad”
8:40	Introduction of Larry Burns Jeff Potts , Co-Founder, Patent Holder, Sr. V.P., LeanLogistics, LLC
8:45	Larry Burns , Professor of Engineering Practice, University of Michigan “Transforming Road Transportation and the Supply Network”
9:30	Network Break
9:45	“Supply Chain Efficiency Through Information Technology” , Moderator, Paul S. Fisher
10:45	“Challenges in Adverse Areas With Increasing Regulations” , Moderator, Mary Elisabeth Pitz
11:30	Network Break
11:45	Lunch
12:00 PM	Graham Brisben , Founder & CEO, and Taylor Robinson, President, PLG Consulting, LLC “The North American Energy Revolution: Impacts for Rail”
12:45	Diolkos Award Presentation to Ed Ellis , President & CEO, Iowa Pacific Holdings, LLC
12:50	Introduction of John Vickerman Donald L. Babcock , Director Economic Development, NIPSCO
12:55	John Vickerman , President & CEO, Vickerman & Associates, LLC “The New World Order of Emerging Trade Growth and Multimodal Opportunities for the Greater Midwest”
1:45	Network Break
1:55	BREAKOUT SESSIONS I
	A. Room 700 – “Regional Logistics Strategic Planning” David Holt , V.P., Conexus “Spatial Decision Support Systems in Logistics: The Great Lakes Region” Lionel J. “Bo” Beaulieu , Director, Purdue Center for Regional Development
	B. Room 710 – “Capitalizing on Logistical Assets – Rail, Road, River” Marci Duro , Executive Director & CEO, Illinois Valley Chamber of Commerce & Economic Development (IVACED)
	C. Room 830 – “Monitoring Infrastructure to Promote Efficient Rail Operations” Walter F. Blesser II, P.E. , Director Rail Asset Management, GREX®
2:40	BREAKOUT SESSIONS II
	A. Room 700 – “Freight Markets - Practices and Prospects for Trading Capacity in Truck Brokerage and Rail Auction Markets” Hani S. Mahmassani , Director, Northwestern University Transportation Center
	B. Room 710 – “The Eastern Logistics Corridor: Lake and Porter Counties” Karen Lauerman , President & CEO, Lake County Indiana Economic Alliance (LCEA) Rex Richards , President & CEO, Valparaiso Economic Development Corporation (VEDC) and Valparaiso Chamber of Commerce
3:25	Summary
3:30	Adjournment



KEYNOTE SPEAKERS



Linda Bauer Darr
President
American Short Line
and Regional Railroad
Association (ASLRRRA)
ASLRRRA.org



“SHORT LINES & ASLRRRA: LOOKING AHEAD”

Nearly 30% of the total railroad mileage in the U.S. is operated by America’s Short Line and Regional Railroads, the workhorses of our economy. In the 1970’s and 1980’s, Class One Railroads were forced to reconfigure their railroad networks opening up viable economic opportunities for risk-taking entrepreneurs who saw the potential for profit despite the enormous risks. Once neglected tracks were purchased and restored, management re-established reliable rail networks providing businesses with re-vitalized, cost-efficient, and service-oriented transportation for their products.

Today, more than 550 Short Line and Regional Railroads operate some 50,000 miles in 49 states. In 30 states, Short Lines operate at least 25% of the rail network. Since the majority of these railroads have two or more connections, they are the lifeblood of communities. As a critical economic link, they serve as a feeder system for the Class I railroads; their workload involves pick-up and delivery of one out of every four rail cars on the national rail network. These railroads haul more than 14 million carloads annually, employ some 20,000 people, and serve more than 13,000 facilities.

Before accepting the presidency of ASLRRRA in 2014, Darr had worked with every major mode of transportation. She has served as an advocate for transportation associations and as a government official at the U.S. Department of Transportation.



John E. Fenton
President & CEO
Patriot Rail Company
PatriotRail.com



“GOOD CAN BE BAD”

John E. Fenton serves as President and Chief Executive Officer of Patriot Rail Company. Patriot Rail Company is one of the country’s leading freight rail holding and logistics companies. Fenton also leads the rail holdings activities within SteelRiver Infrastructure Fund. His record of accomplishments spans more than 32 years as an internationally experienced, senior transportation executive in infrastructure fund development, heavy haul passenger and freight rail operations, trucking, ports, and investment banking.

SteelRiver Infrastructure Partners (SteelRiver.com) acquired Patriot Rail in June 2012. Operating as an independent investment firm, SteelRiver invests in core infrastructure assets for the long-term. Their businesses provide critical services essential to daily life.

Patriot Rail Company provides customized freight transportation solutions, freight haulage, railcar switching, repair, cleaning, storage, locomotive repair switching, track and rail shop leasing as well as construction. Partnering with Class I railroads, transloaders, and railroad service providers, Patriot Rail has a diversified customer base which includes chemicals, minerals, forest products, manufacturing, grain, and foodstuffs. Headquartered in Florida, their 11 railroads operate 500 miles of short line railroads ranging from 3 to 149 track miles in 13 states.



Larry Burns
Professor of
Engineering Practice
University of Michigan

“TRANSFORMING ROAD TRANSPORTATION AND SUPPLY NETWORKS”

Burns serves as a consultant to Google Inc. He is in high demand as a speaker because of his profound expertise in the driverless vehicle sector and its impact on our economy. The driverless vehicle sector is conservatively estimated at more than \$900 trillion. Previously, Burns was a former corporate vice president of Research and Development for General Motors. In that position, he was responsible for GM’s advanced technology, innovative programs, and strategy.

His address will focus on how new technology and business models are converging to transform the way people and goods move around and interact. With these developments, it is now possible to supply better road transportation at significantly lower cost to consumers and society by combining innovatively connected, coordinated, driverless, shared, and tailored vehicles.

Each of these building blocks promises incremental improvements over today’s road transportation system. When combined, the improvements are meaningful, the changes are transformational, and the business growth opportunities are significant for the companies that get it right.

Road transportation and supply networks are now as ripe for transformation as the telecommunications and computer industries were over the past two decades. Burns will focus on how this transformation could impact the railroad and trucking industries and the operations of intermodal hubs and ports.



KEYNOTE SPEAKERS



Graham Brisben
Founder & CEO



Taylor Robinson
President
PLG Consulting
PLGConsulting.com



“THE NORTH AMERICAN ENERGY REVOLUTION: IMPACTS FOR RAIL”

In 2001, Graham Brisben founded PLG Consulting as the next step after a successful career in the railroad and trucking sectors. In his previous operations and business development roles, he saw the growing market need for objective, expert logistics consulting services for shippers, transportation companies, financial firms, government entities, and other stakeholders in the logistics sector. He knew he had the requisite expertise and network to provide significant, experienced executives who could deliver the practical value that clients need. Brisben continues to serve as CEO.

Taylor Robinson joined PLG in 2012 as President after more than 25 years in leading global supply chain companies which included automotive, aerospace, and food products. On behalf of PLG, Robinson speaks regularly on the proppants supply chain with a strong focus on the dynamic frac sand market.

Headquartered in Chicago, PLG’s oil and gas practice has been deeply involved in shale development logistics for the past several years. Their team of veteran engineers and experienced executives provide the most recent, on-the-ground expertise in this dynamic sector. From investment strategy consulting to integrated infrastructure and logistics design, their in-depth knowledge of the modern supply chain encompasses extensive functions from sourcing and procurement to demand forecasting, product security, and regulatory analysis.

Understanding that businesses compete successfully when their global supply chain consistently provides the advantage in cost efficiencies and reliability, PLG partners with clients to provide solutions that realize this objective. PLG team members help evaluate, develop, and recommend actions that deliver the competitive advantage by reducing costs and increasing cash flow.

PLG’s comprehensive solutions include proprietary tools such as the ISC-A. The ISC-A is an exclusive, supply chain analysis and optimization tool that inspects the key aspects of a client’s end-to-end supply chain, analyzes opportunities to apply industry best practices, and provides implementation plans. The ISC-A focuses on understanding the people, processes, and systems involved with a client’s supply chain.

The PLG team continues its on-going achievements for companies by helping them introduce new energy projects, coordinating continually evolving supply chains, and managing the day-in-day-out logistics of the most important networks in North America. In addition to in-depth energy expertise, PLG focuses equally on bulk commodities, their core competency. This is an intensely capital-intensive sector. Dozens of leading companies will attest to PLG’s practical expertise in helping them optimize their opportunities.



John Vickerman
P.E., AIA
President & CEO
Vickerman & Associates
VickermanAssociates.com



“THE NEW WORLD ORDER OF EMERGING TRADE GROWTH AND MULTIMODAL OPPORTUNITIES FOR THE GREATER MIDWEST”

For more than 35 years, John Vickerman has worked on major port and multi-modal projects in the U.S. and around the world. He is a licensed civil engineer and registered architect in 21 states. His firm specializes in the planning and design of port, intermodal, and freight logistics facilities. He is internationally known in the maritime and intermodal industry for providing innovative solutions to the numerous operational, planning, and design issues which face the global maritime logistics sector. In today’s ever-changing, competitive transportation environment, Vickerman & Associates has become the leader in recognizing change and preparing clients with improved ways and facilities to capitalize on the continual changes in the global maritime sector.

In North America, Vickerman has been involved in strategic port master planning and development for 67 of the 90 deep-water general cargo ports. A considerable amount of his work focuses on assisting ports and shipping companies to recognize and prepare for future market and technological changes. His international work includes key Canadian ports, the ports of Rotterdam, Hong Kong, Mainland China, Melbourne, Australia, Puerto Rico, the Panama Canal Authority, the Port of Pecem, Brazil, and emerging transshipment port projects in Indonesia. In addition to his port work, he also provided the intermodal freight analysis for the Eurotunnel between England and France.

Vickerman & Associates provides unparalleled industry knowledge and expertise in strategic master port and intermodal planning and design. Since ports and intermodal terminals are essential in the vast global supply chain, Vickerman is in high demand as a speaker due to his in-depth, current knowledge of the global maritime ports and multi-modals.



PANEL: “SUPPLY CHAIN EFFICIENCY THROUGH INFORMATION TECHNOLOGY”



Paul Fisher



Supply Chain Innovation
Network of Chicago



CenterPoint Properties

SupplyChainChicago.com

CenterPoint.com

PANEL MODERATOR

Paul Fisher

Chairman, SINC; Vice Chairman, Board of Directors, CenterPoint Properties Trust

Paul Fisher, Vice Chairman of the Board of Trustees and a member of the Asset Allocation Committee of CenterPoint Properties Trust, was a founder of CenterPoint Properties. He retired as CEO and President in 2013, positions he held from 2011 and 2006 respectively. The company is the nation's preeminent developer, investor, and manager of supply chain industrial assets and related rail, road, and port infrastructure. Chicago-based CenterPoint, publicly traded from 1993 (NYSE: CNT) to 2006, was privatized by the California Public Employees' Retirement System (CalPERS) and GI Partners, a Menlo Park, California private investment firm.

As a founder of the Supply Chain Innovation Network of Chicago (SINC), Fisher serves as Chairman. SINC is a council of industry executives focused on supply chain policy development and advocacy. Fisher is a member of the Advisory Council on Supply Chain Competitiveness supporting the United States Department of Commerce and a member of the Advisory Board to The Supply and Value Chain Center at Loyola University. He is also an advisory director of Load Delivered Logistics, LLC, a technology based third party logistics company.

PANELISTS



Scott Collen



Teradata.com

Scott Collen

Sr. Industry Consultant – Logistics & Transportation Teradata Corporation National Consulting Practice

Teradata is an U.S. computer company that sells analytic data platform applications and related services including consulting. Their mission is to bring enormous quantities of data into “individual moments of decision through actionable, reliable insights”. Teradata sets the framework for optimum business results which are achieved from the data analytics solutions.

As a senior industry consultant, Collen brings more than 25 years of experience in transportation, logistics, and distribution operations management, technology consulting, and senior management. He contributes industry expertise facilitating communications between Teradata's technical resources and their client team members. Collen sits on the board of Northwestern University's Transportation Center.



Jeff Potts



LeanLogistics.com

Jeff Potts

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

In 2008, Brambles Limited acquired LeanLogistics, a global solutions provider of Software. As a Service (SaaS) transportation management system (TMS) applications and supply chain services, LeanLogistics has the industry's largest transportation network. The company delivers complete transportation planning, execution, settlement, procurement, visibility, and business intelligence to improve transportation processes, increase efficiency, and reduce costs. More than 88,000 users leverage this technology daily to manage in excess of \$8 billion of annual transportation spend with more than 10,000 trading partner organizations.

Active in the Supply Chain sector, Potts is a member of SINC, a Supply Chain Management organization and an Advisory Board member of the Quinlan School of Business, Loyola University.



Douglas Waggoner



Echo.com

Douglas R. Waggoner

CEO and Director, Echo Global Logistics

Since 2006, Waggoner has served as CEO and Director of Echo Global Logistics. His leadership contributes significantly to making Echo a leading provider of technology enabled transportation management. Echo's proprietary software plays a critical role in delivering transportation management services. Echo software adapts to the evolving needs of clients by leveraging innovative technology to improve traditional logistics processes.

The Echo web-based applications, designed in-house by engineering and transportation experts, offer faster, easier ways to plan and manage transportation spend whether it's tracking shipments or analyzing reports on carrier activity. Waggoner serves on SINC's Board of Directors and is an active member of the Northwestern University Transportation Center's Business Advisory Committee. He also is an advisor to Marquette University College of Business Administration's Center for Supply Chain Management.



PANEL: “CHALLENGES IN ADVERSE AREAS WITH INCREASING REGULATIONS”



Mary Elisabeth Pitz



MEPitz-Associates.com

PANEL MODERATOR

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

Pitz moderates the panel in a discussion on the challenges and potential the Supply Chain faces in adverse areas facing months of unrelenting severe weather and the impending increase in federal regulations affecting railroads, trucking, and the waterways.

The panel will discuss how railroads and the waterways have to adjust, revise, and implement alternative plans to conduct daily business in times of severe weather. Increasing government regulations are another challenge that a Supply Chain faces. Whether the Supply Chain self-monitors by developing practices and protocols that will demonstrate they are in compliance before the government steps in to regulate is the other issue panel members will discuss. With increasing infrastructure challenges and regulations, the importance of the Supply Chain working together has never been more important.

MEP&A

In 2010, Mary Elisabeth Pitz founded The Rail Summit highlighting Short Line and Regional Railroads (SLRR) that include 550 railroads throughout the U.S. As SLRR are a critical part of the Supply Chain, the goal was to expand the program to include the entire Supply Chain. The Summit is committed to providing a forum where business deals are initiated, collaborative cooperation is actively promoted, and the economic importance of freight is spotlighted.

Pitz is CEO of MEP&A, an economic development firm that has more than 25 years of in-depth expertise in working with national and international corporations; MEP&A specializes in transportation, logistics, tourism, and hospitality. Pitz serves on the Advisory Committee of SINC and on the Supply and Value Chain Center of the Quinlan School of Business of Loyola University Chicago.

PANELISTS



Leo Cattoni
SEAWAYS, INC
Marine Transportation

Leo Cattoni
President & CEO, Seaways, Inc.

From his earliest years, Cattoni worked on the waterways. In the 1980's, Cattoni purchased Joliet Harbor which at that time had one location, 12 employees, and two boats. He developed Joliet Harbor into Illinois Marine Towing, a towboat, barge, shipyard, and fleet company doing business on the Illinois River. By the time Cattoni sold the business in 2008, Illinois Marine Towing had 12 boats, 100 barges, one ship yard, three locations, and 150 employees. The sale required that Cattoni remain as president which he did until 2011.

Concurrently, he founded Seaways, Inc., a marine transportation, leasing, and consulting company. Seaways works with clients who are doing business or have projects on the Illinois River. Cattoni is presently involved in the project for the new oil terminal in unincorporated Will County which will facilitate barging crude down the river.



Ed Ellis
IOWA PACIFIC
IowaPacific.com

Ed Ellis
President & CEO, Iowa Pacific Holdings, LLC

In 2001, Mr. Ellis led the formation of Iowa Pacific Holdings (IPH). His vision was to develop a diversified portfolio of freight and passenger railroads and rail-related businesses. In 2002, IPH formed Permian Basin Railways (PBR) to purchase the Texas-New Mexico Railroad and the West Texas and Lubbock Railway. In 2011, they sold the Arizona Eastern Railway.

While building the freight side, Ellis concurrently entered the passenger train sector which definitely stands out in the railroad sector. He created several distinct divisions including the Reno Fun Train and the Pullman experience. Today he is the largest franchise owner of Polar Express.

Currently, IPH operates nine railroads in the U.S. and three in the U.K. They also are involved in a host of ancillary businesses including locomotive and car leasing, track maintenance, passenger, and private railcar operations. IPH's 2014 revenues exceeded \$80 million.



PANEL: “CHALLENGES IN ADVERSE AREAS WITH INCREASING REGULATIONS”

PANELISTS



Michael Long
Sr. V.P. – Compliance, G&W

In 2014, Michael Long joined G&W as Sr. V.P. of Compliance. For the previous 11 years, Long worked for the Federal Railroad Administration (FRA) where he began his governmental career as an Operating Practices Specialist and completed his tenure as the Regional Administrator for Region 4 in Chicago. Long oversaw all aspects of rail safety in the Midwest at the FRA including developing new Federal safety regulations and leading many safety and compliance audits.

G&W operates 116 railroads (this includes both Short Lines and Regional Railroads) in the U.S., Canada, Australia, the Netherlands, and Belgium. They also operate the 1,400 mile Tarcoola to Darwin rail line linking South Australia’s interstate rail network to the Port of Darwin. G&W operates on more than 15,000 miles of owned and leased track, has 5,000 employees, and more than 2,000 customers. They provide rail service at 37 ports in North America, Australia, and Europe including contract coal loading and railcar switching.



Robert G. “Bob” Reinecke
V.P. Global Account Services, South Carolina Ports Authority (SCPA)

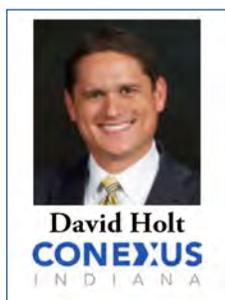
Since 2012, Reinecke has led Midwest sales and business development efforts for South Carolina Ports Authority (SCPA) focusing on agriculture commodities, automotive, retail, and agricultural implements for SCPA. Reinecke spent the majority of his career on the ocean carrier side. Before assuming his present position, he was Director of Midwest Sales for Hanjin Shipping. Presently, he serves on the advisory panel for the United States Soybean Export Council.

SCPA owns and operates public marine terminals in Charleston along with Greer, the inland port located 212 miles from Charleston. SCPA operates all container cranes, container storage yards, and lead customer service functions in the yard and lanes. These terminals function as an annual \$45 billion economic engine generating hundreds of thousands of jobs. Daily, six vessels arrive carrying cargo valued at more than \$150 million. With the Army Corps of Engineers dredging the harbor to 55 feet in Charleston, SCPA is ready for the projected explosion in freight cargo.

BREAKOUT SESSION I

A. Room 700

INDIANA’S LOGISTICS ASSETS



David Holt
V.P., Conexus ConexusIndiana.com
“REGIONAL LOGISTICS STRATEGIC PLANNING”

Holt drives Indiana’s logistics agenda. His mission is to improve the environments for companies to grow their businesses, attract relocation of companies to Indiana, and help develop high paying jobs. Conexus Indiana capitalizes on emerging opportunities in advanced manufacturing and logistics which account for more than a third of the state’s economy and a quarter of its jobs. Created in 2008, it is a forum for Indiana’s logistics industry to explore issues and develop strategies to strengthen Indiana’s leadership in logistics.



Lionel “Bo” Beaulieu, PhD.
Director, Purdue Center for Regional Development (PCRD) PCRD.Purdue.edu
“SPATIAL DECISION SUPPORT SYSTEMS IN TRANSPORTATION AND LOGISTICS:
A FOCUS ON THE GREAT LAKES REGION”

Beaulieu leads PCRD in its role of pioneering ideas and strategies that contribute to regional collaboration, innovation, and prosperity. Founded in 2005, PCRD partners with public, private, nonprofit, and philanthropic organizations identifying and enhancing drivers of innovation in regions across Indiana, the U.S., and globally. Beaulieu will address the spatial decision support system that covers the transportation and logistics assets and data for 21 counties in the Great Lakes region in Wisconsin, Illinois, and Indiana. The system provides seamless layers of transportation and land use information across state boundaries.



BREAKOUT SESSION I - CONTINUED

B. ROOM 710

RAIL, ROAD, RIVER - A TRANSPORTATION TRIBECA



Marci Duro

Executive Director & CEO, Illinois Valley Chamber of Commerce and Economic Development (IVACED) IVACED.org

“CAPITALIZING ON LOGISTICAL ASSETS – RAIL, ROAD, RIVER”

Located in North-Central Illinois, the Illinois Valley covers 600 square miles along the Illinois River.

Identified as one of the top logistics centers in the country, the Illinois Valley connects two major interstates, I-80 and I-39. Plus, the Valley connects the northern cluster of Illinois interstates (I-90, I-94, I-80, I-88) with the central cluster of Illinois interstates (I-74, I-55, I-70, I-64). This cluster of interstates provides easy, fast highway access in all directions. Driven by business, the region has six major cities within a 60-mile radius, i.e., Rockford, Peoria, Bloomington-Normal, and Rock Island-Moline and is only 90 miles from Chicago.

As an important railroad hub, the region has major railroads which include Class Ones, Regional Railroads, and Short Lines. The railroads are Burlington Northern Santa Fe, CSX, Iowa Interstate, OmniTRAX, and Union Pacific. Another key asset is their proximity to key intermodals. They are located within 60 miles of Union Pacific Global III Intermodal Terminal in Rochelle and CenterPoint Properties in Joliet.

Natural Resources

The Illinois Valley region is rich in natural resources with the largest sand silica mine in the country. They have four of the five operating sand silica mines in Illinois which translates into being number two in the country for sand mining. Additional sand mines are in the process of being developed.

In 2010, Duro began successfully organizing 23 municipalities in four counties to form an unified front to solicit and retain businesses for the region. Even though the Illinois Valley is a pre-eminent energy center with their sand mines and ethanol production, Duro continues to encourage and support a diversified business base that includes working with developers to highlight their 900 acre multi-use industrial complex served by road, rail, and river. As moderator, she will address their transportation Tribeca in her panel presentation.

C. ROOM 830

ENGINEERING INNOVATION



Gregory T. Grissom, P.E.

Vice President – Engineering GREX® GeorgetownRail.com

Walter F. Bleser II, P.E.

Director, Rail Asset Management GREX® GeorgetownRail.com

“MONITORING INFRASTRUCTURE TO PROMOTE EFFICIENT RAIL OPERATIONS”

Grissom, Vice President of Engineering for Georgetown Rail Equipment Company (GREX®), oversees all technical product engineering as well as Research and Development, including the company's proprietary track inspection systems. He will introduce Bleser who will be making the presentation.

Bleser, the Director of Railway Asset Management for GREX® in Denver, Colorado, currently works with structural monitoring needs with railroads across North America and globally. He is also involved in a wide variety of fixed and movable bridge design projects including several inspection and rating projects for Class I, Commuter, and Short Line Railroads.

As today's railway superstructures are seeing increased axle loads, more volatile freight, increased timetable speeds, and shared freight/passenger high speed rail corridors, Bleser will address solutions for these issues.

Substructures, many constructed in the 19th century, are subject to increased stream flow due to more than a century of development and weather patterns that continue to create more powerful storms. These developments have birthed an ever expanding need for efficient and effective solutions.

GREX® has responded with advancements in sensor technologies, power requirements, cellular communication, and data processing algorithms (which have reached a level that helps mitigate these challenges) by providing better products to handle these issues efficiently and effectively.



BREAKOUT SESSION II

A. ROOM 700

INSIGHTFUL FREIGHT MARKET INFORMATION



Hani S. Mahmassani

William A. Patterson Distinguished Chair in Transportation, McCormick School of Engineering
Director, Northwestern University Transportation Center Transportation.Northwestern.edu

“FREIGHT MARKETS: PRACTICES AND PROSPECTS FOR TRADING CAPACITY IN TRUCK BROKERAGE AND RAIL AUCTION MARKETS”

In 2007, Mahmassani joined Northwestern University as the William A. Patterson Distinguished Professor in Transportation. He also received joint appointments in the McCormick School of Engineering and Applied Science and the Kellogg School of Management. Since 2008, he has been the Director of the Northwestern University Transportation Center.

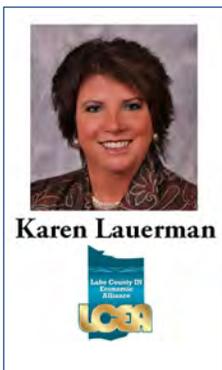
Founded in 1954, Northwestern University’s Transportation Center makes substantive and enduring contributions to the movement of materials, people, energy, and information. The Center stands at the forefront of transportation research and education, bringing together academic researchers, students, and business affiliates in open exploration of transportation and supply chain operations.

NUTC influences national and international transportation policy, management, operations, and technological developments, with the goal of making transportation and supply chain operations more productive, efficient, safe, secure, environmentally friendly, and socially beneficial.

Transportation capacity is a highly valuable, perishable asset. Real-time information through transportation markets enables shippers and carriers to utilize in a more cost efficient manner the available capacity. This results in being able to affect better, more desirable results through a variety of market-based mechanisms. This session provides examples of existing and proposed approaches for trading capacity in various transportation modes.

B. ROOM 710

NORTHWEST INDIANA’S TRANSPORTATION STRENGTHS



Karen Lauerma

President & CEO, Lake County Indiana Economic Alliance (LCEA) LCEA.us

Rex Richards

President & CEO, Valparaiso Economic Development Corporation (VEDC) and Valparaiso Chamber of Commerce ValpoChamber.org/Economic-Development

“THE EASTERN LOGISTICS CORRIDOR: LAKE AND PORTER COUNTIES”

The Northwest Indiana region is a market comprised of businesses that represent more than \$40 billion in commerce and a population of 750,000 with a committed work ethic. In 2013, Indiana was ranked 5th nationally by Chief Executive as being favorable to business. As one of nine states with an AAA bond rating, Indiana leads the Midwest with the lowest taxes. The state has capped property taxes, will cut corporate income tax rates to 6.5% by 2015, and cut individual income tax rates to 3.23% by 2017.

Northwest Indiana is the hub between the east coast and Chicago. With the tollroad (I-80-90), Interstates 80-94 and 65, US 2, 6, 49, 41, 30, 31, Gary International Airport, the regional airport in Valparaiso, three Class I’s, four Short Lines, and the deep water port in Burns Harbor, which handles more ocean going cargo than other Great Lakes ports via the St. Lawrence Seaway, Northwest Indiana offers access to the global markets and easy access to Chicago.

Lake County is Indiana’s second most populous county with a median family income of \$50,131. In Valparaiso, the median family income is \$50,182. The VEDC in Porter County partners with LCEA to present their strong transportation network and assets. Lauerma and Richards actively solicit re-location of businesses to Northwest Indiana in their respective positions as President and CEO of LCEA and as President and CEO of both the VEDC and the Valparaiso Chamber.

Richards has a long career of recruiting major projects in several different states including a General Motors Assembly Plant, a hotel and condominium project, and the major retention and expansion for three fully integrated steel mills.



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