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||||| 2016

November 17-18 New York, NY

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- Two days of industry analysis giving you insights you won't get anywhere else
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- Continental breakfast each morning along with networking lunch and conctail reception to ensure you have ample opportunity to connect with fellow attendees
- An advance copy of the RailTrends attendee list so you can gameplan your networking efforts
- Electronic copies of presentation materials

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CONFERENCE AGENDA

THURSDAY, NOVEMBER 17

8:00 A.M. State of the Industry:

Challenges and Opportunities Ahead

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

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

Joanne (Joni) Casey, President and CEO The Intermodal Association of North America (IANA)

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

Tom Simpson, President Railway Supply Institute (RSI)

9:30 A.M. Digital Transformation in Surface Transportation

Rodney Case, Partner, Oliver Wyman

10:00 A.M. Networking Break

10:30 A.M. Kansas City Southern's Future Objectives

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

11:00 A.M. G&W Operating Model: Regional Density, Centralized Best Practices and Short Line Entrepreneurship

David Ebbrecht, Senior Vice President, Northeast Region Railroads, Genesee & Wyoming Inc.

11:30 A.M. Networking Lunch

1:00 P.M. Surface Transportation Board

Daniel R. Elliott III, Chairman, Surface Transportation Board

1:30 P.M. CSX Intermodal Strategy

Dean Piacente, Vice President of Intermodal, CSX

2:00 P.M. Bear or Bull: You Decide

Donald Broughton, Managing Director, Senior Transportation Analyst, Avondale Partners, LLC,
Tony Hatch, Senior Transportation Analyst, ABH Consulting

2:45 P.M. Union Pacific Railroad

Beth Whited, Vice President and General Manager - Chemicals, Union Pacific Railroad

3:15 P.M. Networking Break

3:45 P.M. Rail Car Counts

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

4:15 P.M. Recent and Future Trends in Logistics

John Barrett, General Manager Supply Chain, Chevron Phillips Chemical Company LP

4:45 P.M. Conrail

Ronald L. Batory, President & Chief Operating Officer, Conrail

5:30 P.M. Cocktail Reception

FRIDAY NOVEMBER 18

7:30 A.M. Coffee Service

8:00 A.M. Norfolk Southern Railway

Michael McClellan, Vice President Industrial Products, Norfolk Southern Corporation

8:30 A.M. Federal Railroad Administration

Sarah Feinberg, Administrator, Federal Railroad Administration

9:00 A.M. Watco Companies

Rick Webb, Chief Executive Officer, Watco Companies

9:30 A.M. Networking Break

10:00 A.M. 2016 Railroad Innovator Honoree

Claude Mongeau, Former President and Chief Executive Officer, CN

10:45 A.M. International Rail

Lance Hockridge, Managing Director and Chief Executive Officer, Aurizon

11:15 A.M. Florida East Coast Railway

Jim Hertwig, President, Florida East Coast Rail

12:00 P.M. Closing Remarks



RAILTRENDS— THE #1 RAIL CONFERENCE FOR 12 YEARS AND COUNTING!

RailTrends® is the premiere conference for ALL of the freight rail industry disciplines and stakeholders, including the financial and capital communities, owners, lenders, operators, marketers and every other group directly or indirectly affected by the rail business. Since its debut in 2005, it has educated and enlightened rail professionals with an always-relevant agenda that delves into current rail issues.

As an attendee you are part of the conference's many important discussions and debates on the successes and challenges of today's rail market. Other organizations offer single-topic conferences, but only RailTrends addresses all aspects of the industry, giving you a complete picture of what is going on.

JOIN A WHO'S WHO OF INDUSTRY PLAYERS AT RAILTRENDS 2016

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Director of Rail Policy

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American Railcar Leasing

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Chief Executive Officer

Watco

Executive Director

Canadian Association of Railway Suppliers

Senior Vice President

PNC Equipment Finance

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Group Vice President - Industrial Products

Norfolk Southern Corp.

Vice President of Intermodal

CSX

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Union Pacific

Vice President

Kansas City Southern

Chief Operating Officer

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AMA Capital Partners

VP Transportation Services Group

The David J Joseph Company

Director

Wells Fargo

Managing Director

Stifel Nicolaus

Director Corporate Development

Canadian National Railway

President and COO

Conrail

Director Franchise Development

BNSF Railway

If this is the caliber of conferees you want to connect with, you need to be at RailTrends 2016. We recognize the value of peer-to-peer interaction, which is why our agenda features 5 formal networking opportunities for you.

WHAT'S IN IT FOR YOU?

RAILTRENDS®

2016

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- Expand your network to include some of the most influential leaders and innovative firms from the rail industry
- Witness firsthand candid analyses of market conditions and opportunities (including 3rd quarter results and 4th quarter projections) from industry thought-leaders
- Get a first-read on the impact the new presidential administration will have on the rail industry
- Hear new perspectives and new voices from all areas of the rail profession

CN President and Chief Executive Officer Claude Mongeau to receive Railroad Innovator Award at RailTrends.



Mongeau joined CN in 1994 and early on held such positions as vice president of strategic and financial planning and assistant VP of corporate development. He was appointed executive VP and chief financial officer in 2000, and president and CEO in 2010.

In the late 1990s and through the 2000s, Mongeau helped shape and drive the rail-acquisition strategy — from the 1998 Illinois Central Corp. acquisition to the 2009 Elgin, Joliet and Eastern Railway Co. deal — that extended CN's North American reach. And during his tenure as CEO, he has instilled a focus on supply-chain collaboration, keeping the Class I on the service improvement track while the railroad remains razor sharp on the operational execution front.

Under Mongeau's watch, CN has continued to invest in the railroad for the long term —

despite the current uncertain economic environment — to “raise the bar on efficiency and customer service,” as Mongeau put it earlier this year.

Mongeau joins an illustrious list of past award winners including CSX's Michael Ward, Canadian Pacific's Keith Creel, Norfolk Southern Corp.'s Wick Moorman, Union Pacific Corp.'s Jim Young, Kansas City Southern's Mike Haverty, BNSF Railway Co.'s Matt Rose and CN's E. Hunter Harrison

The Venue

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