

PORTLAND MAINE

SEPTEMBER
22ND-24TH, 2021





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WHAT IS NEARS?

We are a professional organization dedicated to improving communication between railroads, suppliers, and shippers. Our twice-yearly conferences are well attended by logistics professionals, shippers, railroads, receivers, and others in the rail transportation field. NEARS predecessor organizations include the Atlantic States Shippers Advisory Board, the New England Shippers Advisory Board, and the Allegheny Regional Shippers Advisory Board.

NEARS' territory is composed of CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT, DC, the Canadian provinces of ON and PQ and the Maritime provinces. However, NEARS welcomes and encourages attendees from everywhere!

NEARS is one of five regional associations under the umbrella of the North American Rail Shippers Association (NARS). The other four regional associations are the Pacific Northwest, the Southeast, the Midwest, and Southwest.

NEARS conferences are held in the Spring and Fall of each year in various locations in the Northeast. Recent conference sites have been State College PA, Philadelphia PA, Cape Cod MA, Providence RI, Baltimore MD, Pittsburgh PA and Newport RI.

NEARS is THE forum for rail shippers doing business in the Northeast. The value that NEARS brings to its members is unmatched in the industry. We attract the best and most informative speakers in the business to speak at every meeting. We provide the podium for a variety of subjects – railroading and shipping trends, shippers panels and success stories, intermodal industry updates, Wall Street and Main Street analysis and outlooks, new technology introductions and discussions, short line railroad advancements, and many other subjects. We provide ample time and opportunities to network with representatives from all facets of the industry. NEARS is the twice-a-year event that active professionals in the rail shipping industry should not miss.

For more information about NEARS, contact Scott McCalla, Executive Director, at (802) 779-1413, e-mail at scott@nears.org, or see our website at www.nears.org.

Mission Statement:

“The North East Association of Rail Shippers is committed to providing a forum that enables shippers, service providers and suppliers to develop and maintain relationships that will help forge partnerships, improve supply chains, and enhance business. By creating education and networking opportunities for our members, we help to foster a more effective transportation environment, creating value for our region and around the globe.”



NORTHEAST ASSOCIATION OF RAIL SHIPPERS ANTITRUST COMPLIANCE POLICY AND PROCEDURE

It shall be the policy of the Northeast Association of Rail Shippers (NEARS) to be in strict compliance with all Federal and State Antitrust Rules and Regulations.

Therefore;

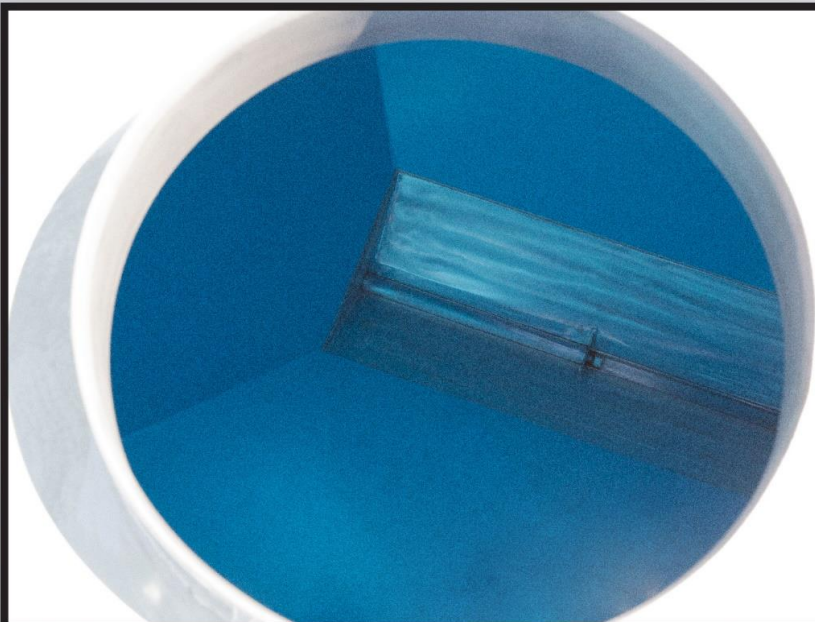
Be it resolved, that the following are adopted as the NEARS Antitrust Compliance Policy and Procedure:

- NEARS has an Antitrust Compliance Policy which applies to all Officers, Directors, Employees, Committees, Members, and Non-members participating in any Association meeting or function. The policy requires full compliance with all applicable federal and state laws in all dealings on behalf of NEARS.
- NEARS shall not be used by any officer, director, employee, committee member or non-member for any anti-competitive or unlawful purpose, or unreasonable restraint of trade. Conduct expressly prohibited includes the following:
 - Any discussion or efforts to directly or indirectly fix, peg, stabilize, raise, lower, or affect prices on products, advertising, freight or credit terms.
 - Any discussion of prices or price levels are prohibited (This limitation shall not extend to discussions of methods of operation, maintenance, and similar matters in which cost and efficiency is merely incidental.)
 - Any discussion or efforts with any member, nonmember or competitor to not compete, or to divide or allocate territories or customers, or to limit the nature of business carried on or products sold or to be sold.
 - Any discussion or efforts to engage in any group boycott or concerted refusal to deal.
 - Any discussion or efforts to injure or disparage the business or trade of anyone.
- If, during any NEARS meeting or functions, a topic is raised which appears to involve a violation of the Antitrust Compliance policy, anyone in attendance has the right to interrupt and request the discussion be stopped. Those in charge of the meeting or function are responsible to see that the policy is enforced, and that prohibited conduct is stopped. If prohibited conduct persists, the meeting or function will be cancelled and the matter referred to the President and/or NEARS legal counsel for further action to assure compliance with the NEARS Antitrust Compliance Policy.

CURRY RAIL SERVICES



INTERIOR LININGS & COATINGS





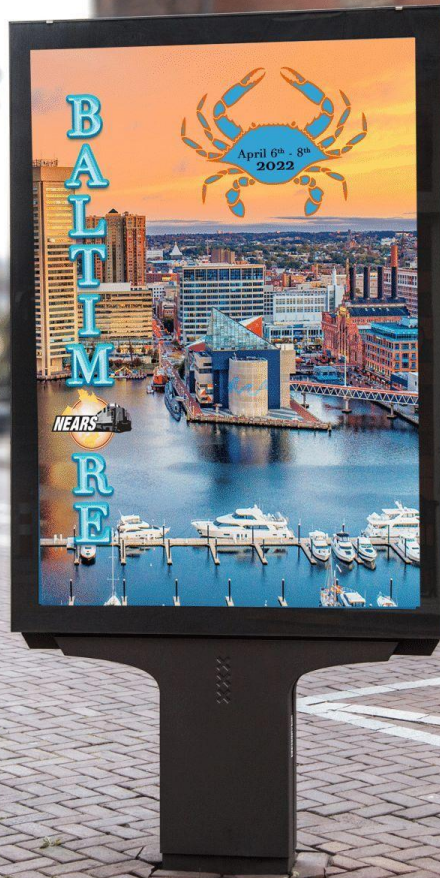
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Attendee Listing

Conference Program

Latest Agenda

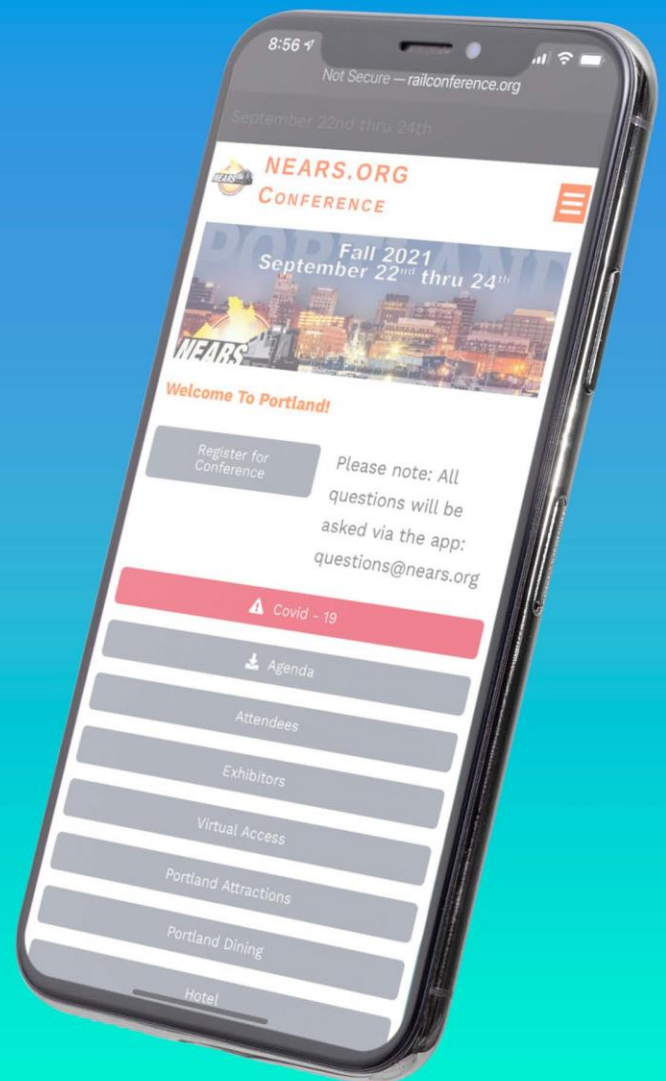
Speaker Bios

Dining Guides

Surveys

Bonus Content

and more....

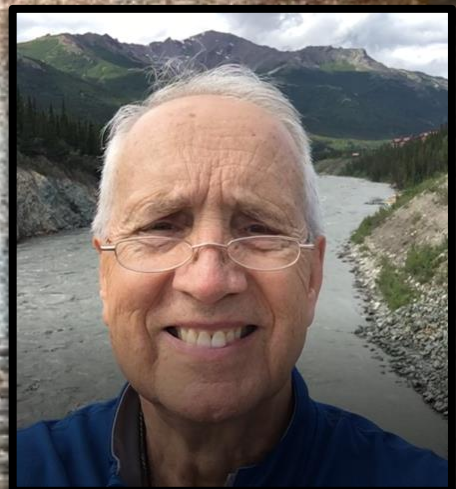




**Transportation Person
of the Year 2021
David Fink, Pan Am Railways**

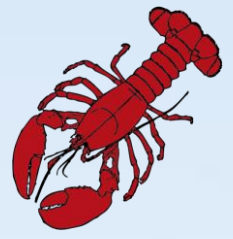


**NEARS Hall of Fame
Ken O'Neill and Roger Desrosier**





PORTLAND MAINE CONFERENCE AGENDA September 22nd-24th, 2021



The Changing Face of the North American Rail Network

WEDNESDAY SEPTEMBER 22ND, 2021

**07:30 – Golf Outing -Hosted by Curry Rail Services & Shale Rail
Nonesuch River Golf Club
304 Gorham Road, Scarborough, ME 04074**

09:00 – Golf Outing – Shotgun start time

15:00 – Registration Opens at the Westin Portland Harborview

17:30 – The Joseph & Eileen Gearin Networking Reception

19:00 – Dinner On Your Own in Fabulous Portland Maine

THURSDAY SEPTEMBER 23RD, 2021

07:00 – Breakfast Starts (Available until 08:15)

**08:00 – Welcome to NEARS, Safety Briefing and Housekeeping
Dennis Wilmot, President & CEO, Iron Horse Logistics Group
John Meyers, Secretary, NARS**

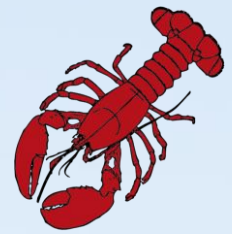
**08:15 – Great Expectations from the Class 1 Railroads
Kenny Rocker – EVP Marketing & Sales, UP Railroad**

**09:15 – The Latest in Rail Safety – Operation Lifesaver
Norma Griffiths, Railroad Safety Inspector, FRA
Michail Grizkewitsch, Railroad Trespass Specialist, FRA
Jo Strang, Senior VP Safety & Regulation, ASLRRRA**

**10:00 – Are we ready for the new North American Rail Network?
Robert E. Primus , Vice Chair, Surface Transportation Board**



PORTLAND MAINE CONFERENCE AGENDA September 22nd-24th, 2021



The Changing Face of the North American Rail Network

**11:00 – Pan Am & CSX Merger Update
Kevin Boone, EVP Sales & Marketing, CSX**

NOON – NEARS Networking Lunch and Vendor Fair

**13:30 – How do we optimize our North American Rail Supply Chain?
Corrie Banks, General Manager, Cando Rail Services**

14:30 – NEARS Awards/Presentation

**15:30 - How do we make sense of our rail situation?
Todd Tranausky, Vice President, Rail & Intermodal, FTR**

17:30 – The Joseph & Eileen Gearin Networking Reception

19:00 – Dinner On Your Own In Fabulous Portland Maine

FRIDAY SEPTEMBER 24TH, 2021

07:00 – Special Networking Breakfast Starts (Available Until 08:15)

08:00 – Opening Remarks and Announcements

**08:15 – The Journalists of Rail – Big Steel Wheels & Big Topics
William Vantuono, Editor-in-Chief, Railway Age
Jim Blaze, Contributing Editor, Railway Age
Joshua Davidson, Publisher, Rails & Ports**

**09:15 – A new rail era, or the same era in a different container?
AKA – The Tony and Jason Show
Tony Hatch, Principal, ABH Consulting
Jason Seidl, Managing Director, Cowen & Company**

10:30 – Closing Remarks and William J. Donovan Memorial Drawing



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RCR Taylor Rail Logistics Park
Located in Taylor, TX - Austin - Central Texas

RCR Hempstead Rail Logistics Parks
Located in Hempstead, TX - West Houston MSA

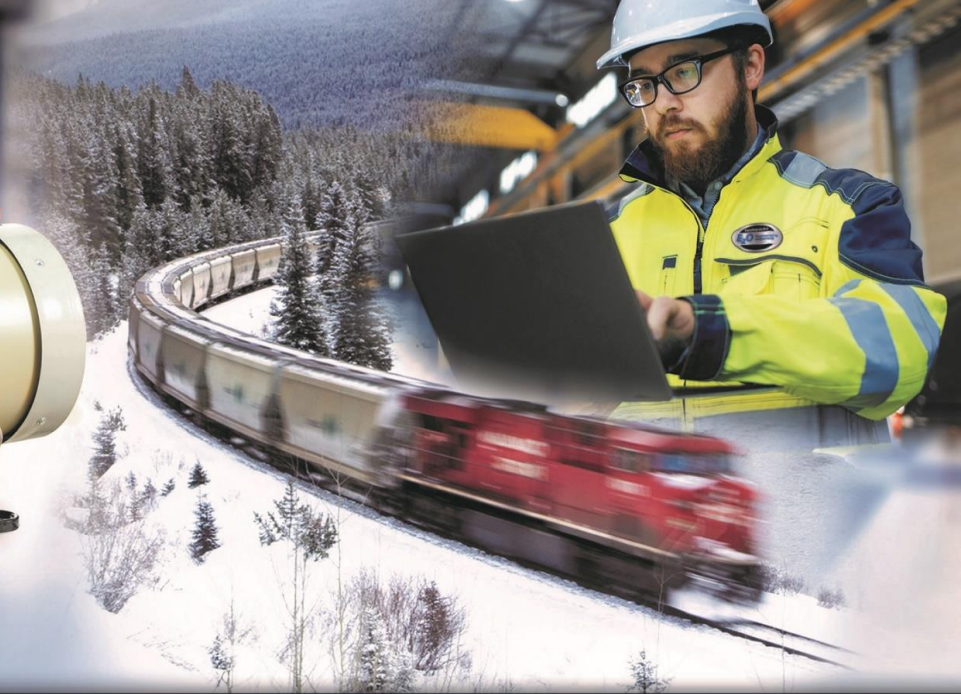
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- **Better system performance** – With no oil transmitted to downstream components like dryers, main reservoirs and brake valves – your entire air brake system performs better and lasts longer.
- **Green operation** – Oil spills and leaks are a thing of the past. No oil filters to change eliminates safety issues of handling compressor oil. We've even reduced noise levels, for quieter railyards and runs.

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UPCOMING CONFERENCES



NEARS SPRING 2022

**BALTIMORE, MD
APRIL 6TH-8TH, 2022**

**Renaissance
Harborplace Hotel**



NEARS FALL 2022

**PITTSBURGH, PA
SEPT 20TH-22ND, 2022**

**Pittsburgh Marriott
City Center**



NEARS SPRING 2023

**NEWPORT, RI
APRIL 19TH-21ST, 2023**

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Services Include:

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- Railcar Marketing
- Railcar Sales, Trades & Brokering
- Investor Portfolios
- Sales – Leaseback
- Marketing Services
- Subleasing Services
- Rail Fleet Management
- Rail Onboarding

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- Sign a Letter of Intent (LOI) outlining the terms and conditions of the purchase, sale or lease
- Arrange a joint inspection of the railcars so we are working from the same condition baseline
- Tealinc generates the necessary legal documents as appropriate for the deal
- Finalize transaction, put railcars into service
- Tealinc offers Rail Fleet Management Services and Rail Onboarding Services support services

Rail Equipment Includes:

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- Covered Hoppers
- Open Top Hoppers
- Side Dump Cars
- Flat Cars
- Mill Gondolas
- Gondolas
- Box Cars

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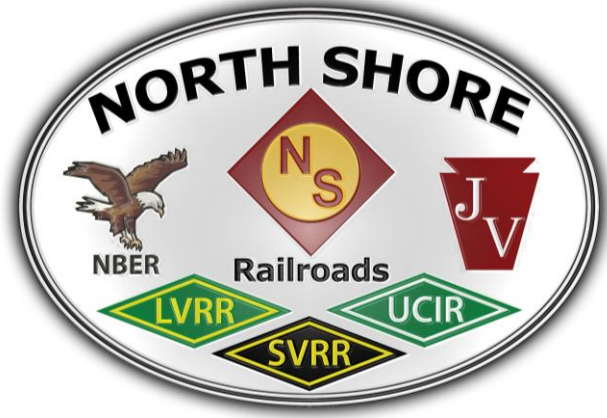


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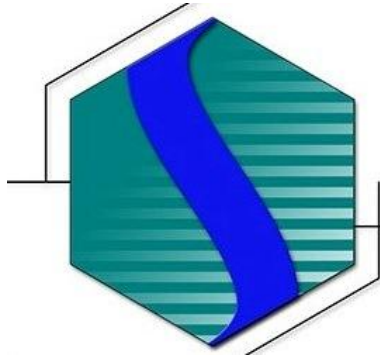
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BALTIMORE



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ATTENTION TRANSPORTATION EXPERTS!



CHALLENGE



The Rutland Robo-Rattlers and Rutland Robo-Rhinos Lego Robotics Teams are looking for project ideas for the current season. The theme is “Cargo Connect” which is all about transportation!

They seek to solve a real-world transportation problem. Would you be interested in speaking to some great kids to help brainstorm a transportation problem or project idea? They are interested in speaking with you!

**If so, please contact Coach Scott McCalla.
scott.mccalla@gmail.com or call 802-779-1413.**

“We’re using robots to build kids.” – Dean Kamen, Founder of FIRST



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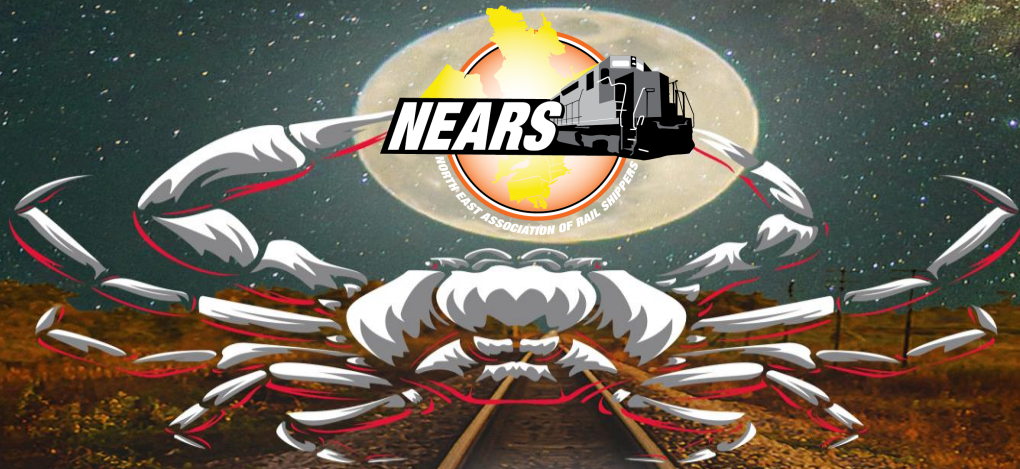
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April 6th - 8th
2022



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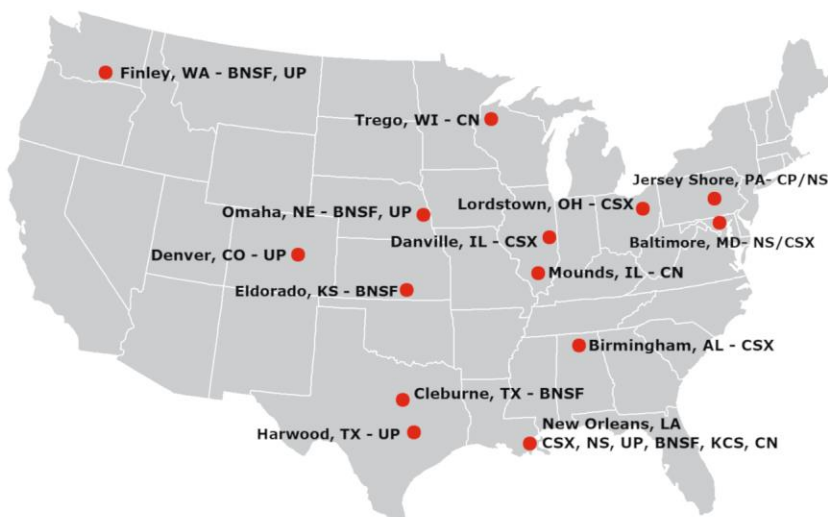
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SPEAKER BIOGRAPHIES



Kenny Rocker, Executive Vice President, Marketing and Sales, UP Railroad

Kenny Rocker was appointed executive vice president Marketing & Sales at Union Pacific Railroad in August 2018. He is responsible for the company's three major business units: Bulk, Industrial and Premium, along with Marketing & Sales Operations, Commercial Strategy and Union Pacific's Mexico business. He also oversees the railroad's Loup Logistics subsidiary.

Previously, Rocker served as vice president - Industrial, a position he held since August 2016. Since joining Union Pacific in 1994, he has held various Marketing & Sales positions, including assignments in Automotive, Chemicals and the Market Development & Sales Center.

Rocker graduated with a bachelor's degree in finance from Tuskegee University. He currently serves on the Children's Hospital, Creighton University and Seventy Five North boards, and was previously Chairman of the Lutheran Family Services Audit Committee and served on the NorthStar board.

He and his wife, April, have four daughters.



Norma Griffiths, Railroad Safety Inspector, FRA

Norma Jean Griffiths is a Railroad Safety Inspector in the Grade Crossing & Outreach Division of the Federal Railroad Administration (FRA).

She supports the FRA's Highway-Rail Grade Crossing Safety and Trespasser Prevention Programs in District 1 which includes New England, New York and New Jersey.

Before joining the FRA, she held a variety of administrative and safety positions in the legal and airline industries, town government and the railroad industry including a brief stint as a dispatcher.

Norma has been a Member, Chairman of the Board and Acting State Coordinator for Maine Operation Lifesaver. She is a qualified Operation Lifesaver OLAV, Trainer/OLAV Coach and course instructor and Traffic Incident Management (TIMs) instructor.

She attended University College in Bangor, Maine, Basic Railroad Claims School at Lawrence Technological University in Michigan along with a variety of safety, OSHA and emergency management trainings over her 20 plus year career as a railroader.

Norma has also served on several national program committees, and hosted the Annual ASLRRRA Claims & Liability Seminar attended by over 200 railroaders, lawyers, and insurance and liability prevention professionals. Norma has received Team Awards for her work on the FRA's Video Series for 911, fire, law enforcement and EMS, Railroad Safety Audit Management Program and an Achievement Award for her creativity and persistence in addressing an unsafe trespassing situation in Worcester, MA and along MBTA tracks.

SPEAKER BIOGRAPHIES (CONTINUED)



Michail Grizkewitsch, Railroad Trespass Specialist, FRA

Since 2004 Michail Grizkewitsch has been a part of the Federal Railroad Administration's (FRA) Office of Railroad Safety as a Railroad Trespassing Program Specialist.

He partners with federal, state, and local government officials throughout the United States to establish and implement trespass prevention programs. Mr. Grizkewitsch lead the development of the National Strategy to Prevent Trespassing on Railroad Property document and oversees the implementation of the strategies outlined therein.

Mr. Grizkewitsch co-authored an article for the Transportation Research Board on Development, Implementation, and Evaluation of a Community-Based Trespass Prevention Model in 2019. He began his career as a military police officer in the United States Air Force and then went on to become a fulltime police officer in Waterville, Maine. In 1998 he became a special agent with the Boston & Maine Railroad Police Department which then led him to the FRA.



Jo Strang, Senior VP Safety & Regulation, ASLRRRA

Jo Strang is currently the Senior Vice President for Safety and Regulatory Policy at the American Short Line and Regional Railroad Association. As such she represents the small business interests of 550 railroads and 500 railroad suppliers before the government.

She provides expert safety advice to members and the Short Line Safety Institute. Prior to joining the ASLRRRA she serves as the Associate Administrator for Safety at FRA and was responsible for safety regulatory and enforcement in the Unites States.

She was awarded the Presidential Rank Award in 2009 in recognition of her outstanding service as the Acting Deputy Administrator during the President Obama transition. Prior to that she served as the Deputy Associate Administrator for Railroad Development where she was responsible for railroad research and development and financial assistance programs.

Prior to that she served as the head of the railroad division for accident investigation at NTSB, where she was responsible for railroad accident investigation. Jo is also the Chair of Operation Lifesaver Board of Directors.

SPEAKER BIOGRAPHIES (CONTINUED)



Robert Primus, Vice Chairman, Surface Transportation Board

Robert E. Primus was sworn in as a Member of the Surface Transportation Board on January 7, 2021, following his confirmation by the U.S. Senate on September 16, 2020. Mr. Primus was subsequently named Vice Chairman of the Board on February 1, 2021.

For the past thirty years, Robert Primus has been involved in various aspects of the United States Congress and the Federal legislative process. In 1991, he began his government service with the late Senator Frank Lautenberg of New Jersey. In 1993, he moved to the House of Representatives to join the legislative staff of former Representative Carrie Meek of Florida. Mr. Primus joined the staff of former Representative Mel Reynolds of Illinois in early 1994 and remained there as the Congressman's principal legislative assistant until the end of that year.

In 1995, Mr. Primus transitioned from the Hill to the lobbying firm of Van Scoyoc Associates, Inc. where, for four years, he represented and advised firm clients on budgetary, appropriations, transportation, and national security matters. Mr. Primus returned to Capitol Hill in 1999 as Legislative Director to former Representative Michael Capuano of Massachusetts. In 2002, Representative Capuano promoted Mr. Primus to the position of Chief of Staff, a post he held until December of 2018, when Representative Capuano departed Congress. In addition to his Chief of Staff duties, Mr. Primus advised Rep. Capuano on national security, health care, transportation and Coast Guard-related matters.

In January of 2019, Mr. Primus joined the office of Representative Nanette Diaz Barragán of California as her Chief of Staff. In October of 2019, he departed Representative Barragán's office and joined the office of former Presidential candidate and current Congressman Tim Ryan of Ohio as his Senior Advisor. He served with Congressman Ryan until February 2020, when Mr. Primus joined the office of Congressman Tony Cárdenas, first as his Senior Advisor and then as Chief of Staff.

Mr. Primus is a native of Madison, New Jersey. He graduated with honors from Hampton University in 1991, receiving a Bachelor of Science degree in Marketing. Additionally, Mr. Primus received a certificate from Harvard University's John F. Kennedy School of Government in 2007 for his participation in the school's Executive Education Program. He is happily married and enjoys the daily challenges associated with raising three adventurous young boys.

Kevin Boone, EVP Sales and Marketing, CSX



Kevin Boone leads the company's commercial organization as Executive Vice President of Sales and Marketing. He oversees the company's profitable growth strategies as well as customer service, customer engagement and business development activities.

Previously, he was Executive Vice President and Chief Financial Officer, responsible for the planning and implementation of all finance activities at CSX. He joined CSX in September 2017 as Vice President of Corporate Affairs and Chief Investor Relations Officer, and also previously served as Vice President of Marketing and Strategy. Prior to joining CSX, Boone spent 18 years in the investment industry, specializing in finance, accounting, mergers and acquisitions, and transportation performance analysis.

His roles included Senior Equity Research Analyst at Janus Capital, Vice President at Morgan Stanley in equity research, and associate at Merrill Lynch in the mergers and acquisitions group. Boone earned a bachelor's degree in accounting from the University of Florida and a master's degree in business administration from the University of North Carolina at Chapel Hill's KenanFlagler Business School.

SPEAKER BIOGRAPHIES (CONTINUED)



Corrie Banks, General Manager, Cando Rail Services

Corrie Banks is a supply chain expert with 25 years of experience managing and optimizing logistics in supply chains. In 2019, SCMA recognized Corrie's contributions to the Canadian Supply Chain Sector by including Corrie in the "Top 100 Influential Women In Supply Chain." Corrie is currently the leader of Quasar Platform, a digital supply chain software platform designed to optimize the rail supply chain. Quasar uses leading edge digital technology including location and railcar health sensors, cloud infrastructure, and Open Geospatial Consortium standards to track, visualize and optimize supply chains.

Over her 25-year career, Corrie has worked for Canadian Pacific Railway, Canadian Pacific Logistics Solutions, Parmalat Canada, Triskele Logistics and Quasar Platform. Using her lean and six sigma qualifications, Corrie has managed and optimized 3rd party logistics, warehousing/distribution, rail and truck shipments, railcar and truck maintenance and repair scheduling, port operations, load planning, shipment management, issue resolution, freight audit and payment, and data metrics and analytics.



Todd Tranausky, Vice President, Rail and Intermodal, FTR

Todd is the chief analyst for rail and intermodal-related market data at FTR, the industry leader in freight transportation forecasting.

He is one of the premier industry analysts for rail and shipper dynamics, rate data and rail and intermodal costs, rail competitiveness with trucking, and regulatory and operational issues in the rail and intermodal industry.

Todd is a frequent speaker at Rail Shipper events as well as host of the weekly FTR Rail Market Update podcast.

He is the principal author, responsible for providing commentary, data analysis, and forecasts for the Intermodal Dash and Rail Update services. He is also a primary contributor for the Shippers Update, Rail Equipment Outlook, and Rail Closer Look services, as well as State of Freight Insights, which looks at trends in freight transportation.

Currently, his research interests include:

- The changing regulatory landscape at the Surface Transportation Board
- The ongoing Crude-By-Rail market dynamics surrounding rail and pipeline movements of crude
- How ethanol and other hazardous materials shippers are planning to adapt their fleets to coming regulations in 2023

Prior to FTR, Todd was the North American transportation editor for Argus Media. A Philadelphia native and diehard Philadelphia sports fan, he graduated Temple University with dual degrees in history and journalism.

SPEAKER BIOGRAPHIES (CONTINUED)



William Vantuono, Editor-in-Chief, Railway Age

With Railway Age since 1992, William C. Vantuono has broadened and deepened coverage of the technological revolution that is so swiftly changing the industry.

He has also strengthened Railway Age's leadership position in industry affairs with the conferences he conducts, among them Next-Generation Train Control, Next-Generation Freight Rail, Light Rail, and Rail Insights. He is the author or co-author/editor of several books, among them All About Railroading; John Armstrong's The Railroad: What It Is, What It Does; Railway Age's Comprehensive Railroad Dictionary; and Planning, Engineering, Operating Light Rail, With Applications in New Jersey.



Joshua Davidson, Publisher, Rails and Ports

After a career leading strategic communication programs in the OEM auto industry, Joshua was asked by then-Conrail COO Ron Batory to lead a rebranding effort for the railroad.

Background research led to his "discovery" of Chop Hardenburgh's venerable Atlantic Northeast Rails & Ports newsletter, and it's unique, close coverage of one region's heavy transportation industry.

Since acquiring ANRP in 2018, and serving as its Editor and Publisher, Josh has endeavored to expand his understanding of the subject, and to modernize the newsletter to reflect contemporary needs and opportunities. This week's launch of railsandports.com and the ANRP online edition will establish a new primary source of actionable information for the northeast heavy transportation community.

SPEAKER BIOGRAPHIES (CONTINUED)



Jim Blaze, Contributing Editor, Railway Age

Semi retired Conrail, Zeta Tech engineering, and former USRA strategic rail Economist.

Now after a near 50 year railroad career, a Journalist for Railway Age and FreightWaves



Anthony “Tony” Hatch, Principal, ABH Consulting

Anthony B. Hatch was honored by being named the 2019 North American Rail Shippers association (NARS) “person of the year”.

Tony has been a senior transportation analyst on wall street for over thirty years, starting at major financial institutions (Salomon brothers; Argus, PaineWebber, NatWest markets prior to starting his independent analyst/consultancy at the turn of the century.

Mr. Hatch's coverage has been focused on the freight transportation segment, particularly surface transportation. Mr. Hatch is known for his knowledge of the intermodal area, where the various modes of freight transport converge, on which he has held several dozen specialized conferences, prior to co-founding and co-leading RailTrends in the 21st century, the rail industry's most comprehensive conference (www.railtrends.com)

Mr. Hatch provides not only “traditional” yet independent institutional transport research but also provides “bespoke” research such as due diligence and other services to “new” players in transport investment such as private equity, infrastructure and activist and other hedge funds in such areas as intermodal, short lines, rail maintenance and construction, railcar leasing and 3pls, as well as specific research for or concerning major railroads in North America as well as in Brazil, China, the UK, India and, especially, Australia. In addition to assignments with various trade and government organizations (such as the Association of American Railroads, the American Short line and Regional Railroad Association, the united transportation union, the Canadian transportation agency, the railway of Canada, the Intermodal Association of North America, the North American Association of rail shippers, AREMA/NRC/RSI, the Railway Association of the UK, Australian Railways, RAILINC/STEELROADS), various other freight shipper and supplier organizations (including NITL, NGFA, and NEARS/SEARS/MARS/SWARS, etc.), and management consulting firms such as PWC, Oliver Wyman/ Mercer management, etc. He has also worked with an extensive list of private equity/infrastructure firms in the space, both here and globally.

Mr. Hatch, when directly on “the street”, was named to various honor rolls, including the Institutional Investor (“II”) and Wall Street Journal all-star teams and he garnered the top spot in the prestigious Greenwich poll. He is a Past President of the Motor Carrier Analysts Association. His career highlight had been testifying before congress on railroads, starting in 1998, among other testimonies.

Mr. Hatch graduated from Harvard college with an A.B. in American history in 1982. He lives in New York city and enjoys baseball (watching – LA Dodgers! - and playing), real football (spurs), Harvard sports, in addition to history (British, US, Canadian), politics, and sports cars.

Thank you to all of our Speakers!

In lieu of giving gifts to our speakers, NEARS is making a monetary donation on behalf of the speakers to the Wounded Warrior Project, or a charity of the speaker's choice.



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- Recognized leader in safety practices and training in our industry



OFFICER BIOGRAPHIES



President:

Erica Breiterman, Global Logistics Lead, AdvanSix

Originally from Pennsylvania, Erica has worked for both shippers and railroads throughout her career with roles in sales, marketing, procurement, operations, domestic and international transportation, forecasting and SAP implementation. With a BS in Logistics from Penn State and an MBA from Southern Methodist, she has continued her education through APICS certifications and holds CPIM and CSCP designations.

Based out of Parsippany, NJ, Erica juggles the challenges of creating the logistics and distribution business processes for the newly formed AdvanSix along with two teenage kids, Paul and Eva, and her husband of 24 years Larry, and volunteer work for the local Boy Scouts.



1st Vice President:

Brian Smalley, Senior Director Marketing & Sales, National Steel Car N.A. Inc.

Brian Smalley is currently Senior Director Marketing & Sales of National Steel Car North America Inc. Prior to National Steel Car, Mr. Smalley, held the position of President Commercial of eRail Commerce, Managing Director of Louisiana Rail Terminal & Storage, and Executive Recruiter for Edna A. Rice and associates. He was able to prospect and close several opportunities for clients in the logistics and railcar services sector. Mr. Smalley began his civilian career as an account manager and eventually, Sales Director, Northeast Region for Trinity Rail.

Mr. Smalley started his professional career in the United States Marine Corps Enlisting in 1991 he was selected for a commissioning program and received his commission in 1998. He served in various roles while enlisted, deploying twice to Asia and the Pacific Rim. While a commissioned officer he deployed as a Platoon Commander and a Company Commander for 1st Light Armored Reconnaissance Battalion. He led 285 Marines during Operation Iraqi Freedom and was ranked in the top 10% of all Captains in the Regiment. He received numerous awards to include Navy Commendation Medal, Navy Achievement Medal, Outstanding Volunteer Medal, Combat Action Ribbon, and various commendations. His last duty station was as the Officer Selection Officer, OSO Spokane where he was injured and subsequently left the service as a Captain. He served on active duty from December 1991 – December 2006.

He received a B.A. in Business with Honors from The Citadel in 1998 and an M.B.A. from Gonzaga University in 2006. He serves as a business mentor to Veteran Owned startup businesses through the Jonas Project. Mr. Smalley is on the Board of Directors for the NEARS. He is a past President for the National Marine Corps Business Network, Metro Atlanta Chapter. He is the Co-Chair of the Membership Committee for the Transportation Club of Houston and a member of several other professional organizations. Mr. Smalley has also spoken at several conferences on rail equipment supply and demand factors and regularly consults for financial investment firms and hedge funds who are interested in learning about railcar manufacturing and leasing markets. He has two children and resides in the Houston, TX.



2nd Vice President:

Carl Citelli, AVP of Sales and Business Development, CAI Logistics

Carl R. Citelli has served as Assistant Vice President of Sales and Business Development for CAI Logistics since May 2017. He joined the organization in January 2016, as Director of Business Development for ClearPointt, a CAI International company. His prior experiences include multiple leadership roles with Landstar Global Logistics and Yusen Logistics.

Mr. Citelli began his career in the Less Than Truckload (LTL) industry covering break bulk and operations, labor relations, customer service center management, and national account sales. Mr. Citelli's extensive industry knowledge is a result of spending more than 40 years in multiple disciplines, including strategic business development, leadership management, supply chain optimization and modeling technologies, and third-party solutions across multi modes. This expertise allows him to successfully guide CAI Logistics customers with their shipping needs.

When not working, Mr. Citelli enjoys spending time with his family, golfing, and making specialty liquors.

BOARD OF DIRECTORS BIOGRAPHIES



Scott McCalla, Executive Director, NEARS

Scott has been attending NEARS meetings since 1994 and has been a member of the Board of Directors since 2006. Scott served as President of NEARS from 2012-2013 and took over as Executive Director of NEARS in 2017.

Scott received his Bachelor of Science in Computer Information Systems and Business from Castleton University. Soon after graduation, Scott went to work as an Administrative Assistant at Vermont Rail System in Burlington Vermont. In 1994, Scott joined Omya Inc. in Proctor, Vermont, and spent 16 years with Omya Inc. as a Fleet Coordinator, Logistics Manager, Business Analyst, and SAP Process Champion.

In April 2010, Scott started his own business, Maxem Consulting, specializing in rail logistics, business analysis and business modeling. Scott is currently helping clients find money saving solutions, optimize business processes, and bring value to their business. The website is maxemconsulting.com.

In 2013, Scott founded SaucyVT, which markets, sells and distributes a line of unique food enhancing pepper sauces, made in Rutland, Vermont. The website is saucyvt.com.

Scott has been married to his wife, Karen, for over 20 years. They have two children, Maxwell and Emelia, who are twins. In his spare time, Scott enjoys coaching and mentoring his kids' robotics teams. They reside in Rutland, Vermont.



Erik Bohn, Director, Logistics & Customer Service, Americas, Omya Inc

Erik Bohn is the Director of Logistics and Customer Service, Americas for Omya Inc. He has been with Omya since 2000 and has over 40 years of logistics experience in the minerals and chemicals industries.

A graduate of the Pennsylvania State University with a B.S. degree in Business Logistics, Erik is a Certified Purchasing Manager (C.P.M.) and is a member of the Institute of Supply Management and the Council of Supply Chain Management Professionals. In addition to his participation in NEARS, Erik is past President of the National Freight Transportation Association (NFTA), and currently serves on the Board of Directors for NFTA and the National Industrial Transportation League (NITL). Erik and his wife of 39 years, Sue, are the proud parents of four children and one grandchild, and currently reside in Loveland, Ohio.



Donald F. Cameron Jr., Director of Sales, Celtic International

Donald F. Cameron Jr. was born in Boston, Mass on July 1958. The oldest of 3 boys, he grew up in Scituate, Mass. He attended Archbishop Williams High School, in Braintree, Mass, then pursued a bachelor's degree in Marine Biology and Chemistry at Roger Williams College in Bristol, RI.

After serving briefly in the United State Coast Guard, he started his career in transportation with Ryder/PIE Nationwide in Braintree, Mass. He worked in various terminals and positions for 5 years before joining North American Van Lines, Commercial Transport Division in 1988. In 1993, he accepted a sales position with APL Distribution Services in the northeast and remained with them till the division was sold to Hub Group. For the next 10 years he worked for 2 truckload carriers, Paschall Truck Lines and West Side Transport, before joining the Hub Group in 2005. He left Hub Group in 2010 and joined Yusen Logistics (Americas) as Manager of Business Development. Yusen Logistics Domestic Transportation Div was acquired by Transplace in 2018, and now works for the Celtic International Division.

Donald is the past President of the Transportation Club of New England and joined the Board of Directors for NEARS in 2009.

BOARD OF DIRECTORS BIOGRAPHIES (CONTINUED)



Mike Clements, VP Marketing & Strategic Planning, Pan Am Railways

Mike has worked in Marketing & Sales for Pan Am and Guilford Rail System since 2005. His current role includes business development, cost and revenue analysis, price management and support of strategic decision making.

Prior to joining the railroad, he worked in logistics related roles for Data General/EMC, The Hub Group and Quebecor World Logistics.

Mike earned a Bachelor of Science in Business Administration degree with a concentration in Operations Management from Boston University's School of Management in 1996 and a Graduate Certificate in Supply Chain Management from Northeastern University's Graduate School of Business Administration in 2000. He lives in Wakefield, MA with his wife Linda and daughters Lyla and Charlotte.



Thomas Coleman, VP Business Development, Northeast Freight Transfer

Thomas began in the industry as a Hostler driver & Clerk in Intermodal operations with Northeast Freight Transfer, learning the business from the ground up. He grew into other roles and is currently the VP of Business Development. He also stays connected to daily operations for Northeast Freight Transfer and Shale Rail.

Thomas' main focus is to identify industry trends and locate potential growth opportunities and projects to expand the company's service offerings, industry reach, and overall value. In addition to his Business Development responsibilities, Thomas is very active in managing overall operations to ensure goals are achieved.

He brings excellent negotiation skills, market knowledge, high energy, and a strategic vision to his team. Thomas is proficient at developing strategies, creating & leading teams to high levels of performance, and being proactive in problem-solving.

Thomas graduated from Keystone College with a Bachelor of Science degree in Criminal Justice. Loves golfing, cooking, skiing, wine, motorcycles, travel, and spending time with his partner Stacy and their two German Shepherds.



Chad S Grinnell, Account Manager, Norfolk Southern Corporation

21 years working in the New England railroad community.

8 years as Account Manager with Norfolk Southern Corporation

13 years in various capacities with the Guilford Transportation System

Attended Ithaca College and hold a Bachelor Degree of Science in Finance with a minor concentration in Economics.

Married for 18 years to wife Ann and have two sons Matthew (14) and Brandon (12).

Hobbies include golf and participating and supporting local youth lacrosse and basketball programs.

BOARD OF DIRECTORS BIOGRAPHIES (CONTINUED)



Todd Hunter, Chief Marketing Officer, North Shore Railroads

As Chief Marketing Officer for the North Shore Railroad Company, Todd oversees business development, marketing, and customer sales for the six short line railroads operated by North Shore. Todd joined North Shore over 20 years ago, starting in Customer Service. Prior to joining the rail industry, he spent ten years in retail and wholesale with the Campbell Soup Company.

Todd keeps very busy, as a current member of many organizations:

- American Short Line & Regional Railroad Association (ASLRRA) Board Member representing the Eastern Region
- North East Association of Rail Shippers (NEARS) Board Member
- Williamsport/Lycoming Chamber of Commerce (PA) Transportation Committee Chairman
- SEDA-COG Long Range Transportation Planning Steering Committee Member for North Central PA.
- Transportation Research Board (TRB) Rail Freight Transportation Committee Member, Washington DC
- Norfolk Southern Short Line Caucus Committee Member
- Loyalsock Township Planning Commission Board Member
- Bucktail Chapter National Railway Historical Society Member based in Saint Marys, PA

Previously, Todd served on:

- I-99 Citizens Advisory Committee for PA Department of Transportation.
- Rail Freight Advisory Funding Subcommittee to the PA Dept. of Trans. Rail Freight Advisory Committee (RFAC)
- Williamsport/Lycoming Chamber of Commerce Board of Directors (two 3-year terms)
- Williamsport/Lycoming Chamber of Commerce Industrial Properties Corporation (IPC)
- Marcellus Shale Gas Well Task Force Subcommittee of the Williamsport, PA, with a focus on zoning & land use.

During my tenure in marketing here at North Shore Railroads, we have been awarded the following:

- 2003, 2004, 2010, 2016, and 2017 ASLRRA Marketing Awards
- 2014 Governor's ImPACT Award
- 2014 Citation from the PA House of Representatives
- 2013 Volunteer of the Year Award from Williamsport/Lycoming Valley Chamber of Commerce
- 2013-2016 Susquehanna Valley Marine Corp League #308 Detachment Award
- 2004 Railway Age Short Line of the Year (NBER)
- More than 20 Norfolk Southern Short Line Marketing awards since 2004, including a 2502 Business Initiative Award in 2015 to "Todd Hunter, North Shore Railroad," for "Transportation Planning Service & Design"

A native of the Altoona, PA area Todd currently lives in Williamsport, PA with his wife, Wendi, and two daughters, Kira and Kelsey.



Peter Le Comte, Market Manager, CSX

Peter is currently a Market Manager at CSX for Cement, Lime, Limestone and Salt. Prior to joining CSX he held positions managing the rail transportation groups at both Hi-Crush and Unimin (now known as Covia).



John Meyers, National Accounts Manager, DM Bowman Company

John is originally from Northeastern Pennsylvania now residing in the Charlotte, NC area. He has been married for 24 years and has an 18-year-old daughter. He is a Summa Cum Laude Graduate of Misericordia University, where he holds a degree in Business Administration. His logistics background spans over twenty years, from the shipper's aspect starting in International Logistics shipping to over 30 countries and maintaining in-house supply chains in 12 countries. He left logistics briefly to work in Chicago for a top management consulting firm only to return 3 years later to the industry he loves. He is currently the National Accounts Manager for DM Bowman Co. with warehousing and terminals located PA, MD, TN, IN, NC and GA. Specialties include, dry, bulk, flat, intermodal and HazMat transportation and storage. John is the Chair of the NEARS Marketing Committee, serves on the Advisory Committee and is a past NEARS President. John is the host of the NEARS.ORG Podcast and Producer and Engineer of the Virtual Conference. He also is the current Secretary of the North American Rail Shippers (NARS).

BOARD OF DIRECTORS BIOGRAPHIES (CONTINUED)



Perry Martel, Director of Marketing, Vermont Rail System

Perry Martel – Director of Marketing at the Vermont Rail System in Burlington, VT enjoys working with customers for their transportation needs. Working in various capacities in the rail industry since the late 1980's, starting in Northern New Hampshire as a train dispatcher. Working for railroads in eastern and western Pennsylvania and now Vermont. In early 2000 the decision was made to move to Vermont and kind of re-invent myself, here I have been able to grow and be the most successful, it was a great decision. From being in the Transportation Group to joining the commercial team there have been many successes from moving trains over the network to bringing in new business with customers large and small. All these years being an advocate of rail safety working with Operation Lifesaver, joining the Board of Directors for the program in Vermont in 2016. Interesting thing about Perry is that he had an interest in working for the railroad since he saw his first train as a kid.



Stacy Ossenfort, Corporate Communications Mgr, NE Freight Transfer & Shale Rail

Stacy Ossenfort is the Corporate Communications Manager at Northeast Freight Transfer and Shale Rail, Family of Companies. Her role supports, creates, implements, and oversees all the communications for both internal and external sources. She works closely with all levels of management to shape the company's culture, image, and values to ensure all communications are aligned with key business strategies. In addition to the Corporate Communications role, Stacy plays a key role in establishing and managing start-ups and new projects to ensure their success.

With her field experience and operational knowledge, she has been able to introduce continual quality improvements through focus on Business Process Management, driving efficiencies in operations.

Stacy graduated from Keystone College with a Bachelor of Science in Social Science, Communications, and is certified in Elementary Education. She is also a member of IANA (Intermodal Associate of North America) and has worked in terminal operations for 9 years.

Stacy takes pride in being the second generation in the family of companies to Harry & Susan Duckworth. She loves; travel, food, wine, her two German Shepherds, organizing, proper grammar, and motorcycle rides with her partner Thomas Coleman. She also volunteers and gives back to the community in her spare time.



Robert Pisani, Account Executive, AITX

Rob is a lifelong resident of New Jersey and graduate of Montclair State University with a degree in Business Administration. He entered the industry in 1994 when he became an Office Manager for ACF Industries in their Northeast Region sales office. Rob went on to work for Union Carbide (and later Dow Chemical) as a Rail Distribution Analyst in their Polyolefins Division. He then left the world of full-sized railcars to become a Manager and ultimately Vice President of Product Development at Atlas Model Railroad Company. Interestingly, Atlas produced full scale models of many ACF railcar designs during his tenure there. In July 2017 Rob returned to his roots at American Railcar Industries, a successor to ACF. He is currently employed by ARI as an Account Executive in the Northeast Region.

Rob and his wife Dana have been married for 13 years. He is a charter member and treasurer of an all-volunteer organization that formed in 2002 to restore an 1872-built train station in Maywood, NJ on the NYS&W Railway. The restored station now operates as a museum. In his spare time, Rob also enjoys bicycle riding, photography and traveling with his wife

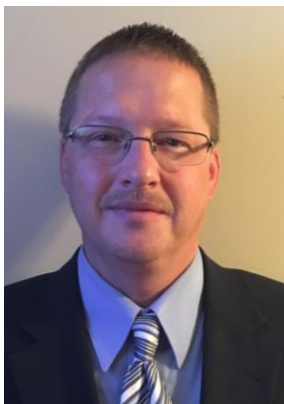
BOARD OF DIRECTORS BIOGRAPHIES (CONTINUED)



Gerry Racette, Vice President Marketing, Vermont Rail System

Gerry is presently employed at Vermont Rail System in Burlington Vt., continuing to help oversee Marketing, Business Development, & Sales. Gerry is a graduate of the University of Vermont with a Bachelor of Science in Business Administration, and a previous long-time employee with Omya Inc. He is a past president of the Northeast Association of Rail Shippers, a long-time supporter of the NEARS Scholarship committee, and has served on the board over 20 years.

Gerry and his wife Mary Anne reside in Ferrisburgh VT. During his leisure time, (which he is trying to increase), Gerry is an avid hunter and fisherman, and both Gerry and Mary Anne enjoy time both boating, skiing and snowmobiling together.



Roger Reynolds, Manager Rail Services, Omya, Inc.

Roger was born in Sidney, New York on March 3, 1972. He grew up in the small town of Deposit, NY, where his love of the outdoors and sports were fostered. Roger graduated from Deposit High School in Deposit, New York in 1991. After a brief career working for a family business in Virginia, Roger moved to Vermont in 1995.

Roger began his career with Omya, Inc. on September 8, 1997. He has held various positions throughout the organization, with the majority of his career spent in Logistics. Roger has managed Omya's railcar fleet since 2005 and works out of the Proctor, VT office.

In 2013, Roger received his Bachelor of Arts in Organizational Leadership at the College of St. Joseph, in Rutland, VT. Roger and his wife of 20 years, Jessica, reside in Proctor, VT. They have two beautiful daughters, Amanda (17) and Zoe (12), and a houseful of cherished pets. Roger loves all things outdoors and sports.



Mark Ritchey, President, Curry Rail Systems

Mark is a Principal Partner in the ownership of Curry Supply Holdings and the President of Curry Rail Services located in Hollidaysburg, Pennsylvania.

Mark holds a degree in Business Finance and Business Management from the University of Pittsburgh-Johnstown. He is also a proud graduate of the Pennsylvania State Police Academy.

Mark serves on the board for Altoona Blair County Development (ABCD) and is currently the Treasurer and on the board for Penn-Mont Academy. Mark also serves on the Advisory Philanthropic Council and the Rail Transportation Engineering Boards for Penn State-Altoona. He is an active member in the Blair County Chamber of Commerce and a member of the Locomotive Maintenance Officers Association (LMOA).

He resides in Altoona, PA and loves spending time with his wife, Allison, and their daughters, Margaret and Marcella. He is an avid cyclist, an outdoor enthusiast and enjoys working on his farm.

BOARD OF DIRECTORS BIOGRAPHIES (CONTINUED)



Jason Seidl, Director, Cowen and Company

Jason Seidl joined Cowen in 2013 as part of the acquisition of Dahlman Rose and covers air freight & surface transportation. Prior to joining Dahlman Rose in 2008, he spent nine years on Wall Street following freight transportation companies. Throughout his career, he has been recognized for his stock picking and EPS accuracy in several national polls and surveys including most recently Thomson Reuters and Tipranks. Mr. Seidl also spent over four years working in trucking/parcel transportation. He has a Bachelor of Science degree in transportation distribution management from Syracuse University and a Master of Business administration from Rutgers University. He is a member of the executive advisory board for Syracuse University's School of Supply Chain Management, President of the board of directors for the North East Association of Rail Shippers, and a contributing editor for Railway Age.



John Via, Chief Sales Officer, American Truck & Rail Audits

John joined American the American Truck & Rail Audits team in 2014 and handles all aspects of new client development as well as serving as a liaison between AMTR and its vast array of existing Fortune 50/100/500 clients. He also coordinates all outside conference events participation and outbound marketing promotions for AMTR and travels the country promoting AMTR and growing its client partnership base.

John has 25+ years of sales and consulting experience in a variety of industries, including 10+ years in the transportation industry.

John has studied at the University of Central Arkansas, University of Arkansas at Little Rock, Arkansas eVersity and the Institute of Logistics Management and holds membership in a variety of transportation organizations including the Transportation Logistics Council, the National Industrial Transportation League, and the Transportation Marketing Sales Association to name a few.

John joined the Board of Directors of the Northeast Association of Rail Shippers in 2019.

He and his wife Shannon are the proud parents of Trey, Brett, Bailey, Chipper, Drew and Tripp and live in North Little Rock, AR.



Dennis Wilmot, President and CEO, Iron Horse Logistics Group

Dennis is president, CEO and owner of Iron Horse Logistics Group formed in 2002 to provide a comprehensive range of solutions to rail and barge shippers. His rail career began in August 1974 with the Newburgh & South Shore RR in Cleveland, OH followed by several years with the Cuyahoga Valley Railway (now CWRO in Cleveland). Beginning as a yard clerk Dennis held various positions in multiple departments providing a broad background in rail operations and accounting. After 11 years working for RRs Dennis served for 16 years with private corporations now known as PSC Metals and Derichebourg Recycling. As Director Transportation he was responsible for all rail, barge, ocean, and truck transportation.

During his career Dennis has served on boards and committees for the Institute of Scrap Recycling Industries (ISRI) and National Industrial Transportation League and has been a speaker at various conferences for ISRI, the American Metals Market, and Midwest Association of Rail Shippers. Dennis is a graduate of the College of Advance Traffic, holds a BS in General Business Administration and a certificate in Ship Chartering.

Dennis and his wife, Helen were married in 1977 and live in Aurora, OH. They have four grown children and a growing number of grandchildren to dote on.

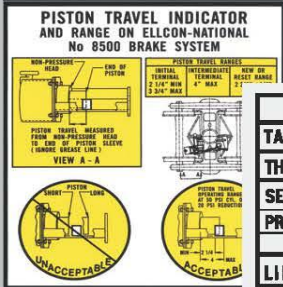




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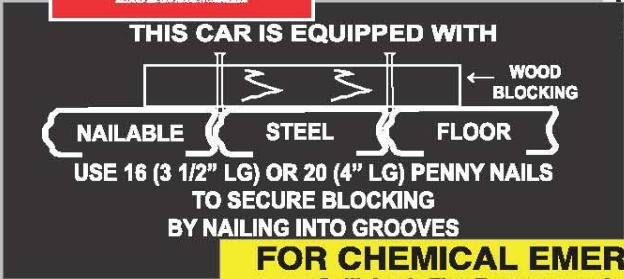
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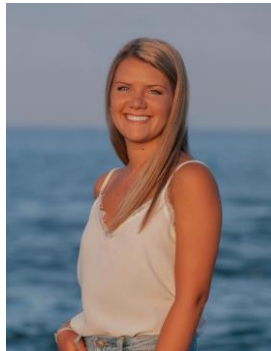
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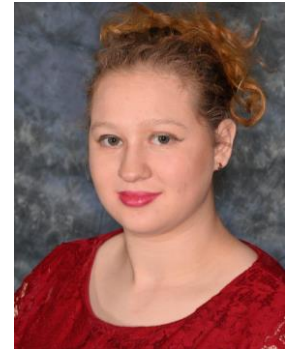
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Eva Breiterman
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**Nora Chambers
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**Giovanni Falco
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John Hackett
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Kael Kysar
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Georgia Tech

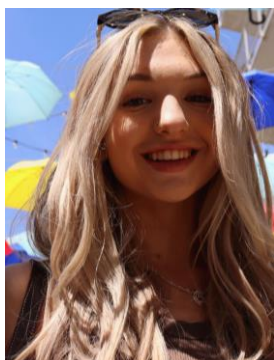


Noah Logan
Junior
University of Vermont

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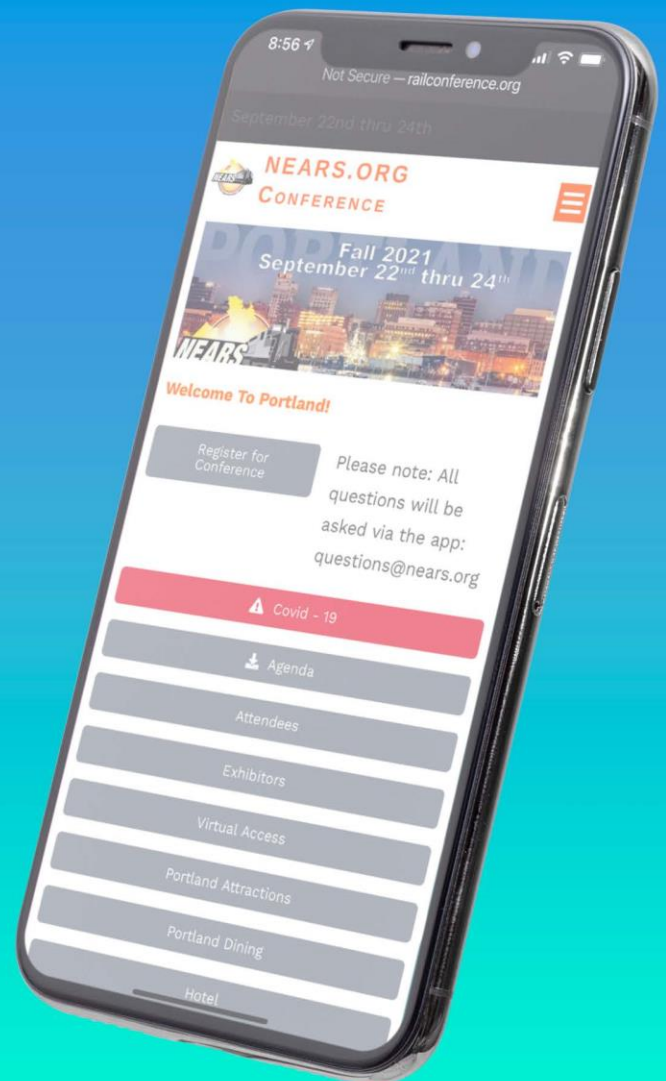
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- 2021 DAVID FINK
 PAN AM RAILWAYS**
- 2020 ERIK BOHN
 OMYA INC**
- 2019 MICHAEL SMITH
 FINGER LAKES RAILWAY**
- 2018 HUNTER HARRISON
 CSX TRANSPORTATION**
- 2017 RICHARD ROBEY
 NORTH SHORE RAILROAD**
- 2016 CHRISTOPHER HAYNES
 NESTLE WATERS N.A.**
- 2015 AT (TOM) MYLES
 MYLES GROUP**
- 2014 DAVID W. WULFSON
 VERMONT RAIL SYSTEM**

NEARS HALL OF FAME

- 2021** **KEN O'NEILL**
 ROGER DESROSIER
- 2020** **FRANK ROGERS**
 ROBERT RODINO
- 2019** **ERIK BOHN**
 GERALD RACETTE
- 2018** **ROBERT TURNER**
 WILLIAM WHITNEY
- 2017** **JOSEPH GEARIN**
 EILEEN GEARIN
- 2016** **MICHAEL CALABUCCI**
 DAVID DUFAULT
- 2015** **MICHAEL CELLA**
 KATHY WALSH DALRYMPLE
 DAVE MARSH
- 2014** **JACK ALLEN**
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 DIANE ELHAKIM
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Drawings and words by Andy Fletcher



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2022 – Present	Erica Breiterman
2020 – 2021	Dennis Wilmot
2018 – 2019	Jason Seidl
2016 – 2017	Don Cameron
2014 – 2015	John Meyers
2012 – 2013	Scott McCalla
2010 – 2011	Dana Burleigh
2008 – 2009	Tammy Baker-Silver
2006 – 2007	Gerald Racette
2004 – 2005	Diane El-Hakim
2002 – 2003	Michael Cella
2000 – 2001	Kathy Dalrymple
1998 – 1999	Paula Mehan
1996 – 1997	Michael Calabucci
1994 – 1995	Joe Gearin
1992 – 1993	Brenda Horne
1990 – 1991	Joe Gearin
1988 – 1989	Kenneth Enzor
1986 – 1987	Ruth Gale
1984 – 1985	Kenneth Enzor
1982 – 1983	Ken Bowers
1980 – 1981	Gene Bernard



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TERM	NAME
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Carl Citelli	NFI Industries	carl.citelli@nfiindustries.com
Mike Clements	Pan Am Railroad	mclements@panam.com
Thomas Coleman	National Steel Car	thomas.coleman@steelcar.com
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Todd Hunter	North Shore Railroad Company	toddh@nshr.com
Peter Le Comte	CSX Transportation	petern.lecomte@gmail.com
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John Meyers	DM Bowman Company	jmeyers@dmbowman.com
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