All of the Freight Rail Planning Conference sessions and related events will be held at the J. W. Marriott Hotel.
TUESDAY, OCTOBER 14

11:00 AM – 12:45 PM CONFERENCE REGISTRATION
Segunda Lobby, just across from the Front Desk in the Main Lobby.

1:00 PM – 5:00 PM CSX WINTER HAVEN INTERMODAL TERMINAL FACILITY TOUR
Tour one of CSX’s newest, state of the art, intermodal terminals serving Central Florida. The charter bus will depart from the main lobby of the J. W. Marriott at 1:00 PM. Wilby Whitt, President of CSX Intermodal Terminals, and Cary Helton, VP of Service Design, will host the tour.

6:00 PM – 7:00 PM COCKTAIL RECEPTION – IN THE CITRUS GARDEN
Join us for cocktails and hors d’oeuvres, and meet your fellow conference attendees and your hosts from CSX and the Oliver Wyman Surface Transportation team. The Welcome Dinner immediately follows next door.

7:00 PM – 9:00 PM WELCOME DINNER – IN DEL LAGO 3-4
The 2014 Freight Rail Planning Conference officially kicks-off with a key note address by Les Passa, Vice President, Strategic Planning for CSX, who will discuss the impact of the new energy environment, CSX’s shifting traffic mix and the long term strategic value of intermodal.

WEDNESDAY, OCTOBER 15

7:30 AM – 8:30 AM CONFERENCE REGISTRATION AND BREAKFAST – IN DEL LAGO 1-2

8:30 AM – 9:00 AM CONFERENCE OPENING
Rod Case, Managing Partner for Oliver Wyman’s Rail Practice, will present: “Rail Renaissance II – The Service Imperative.” Rail Renaissance I started with the Staggers Act and focused on cost control and market pricing to return the industry to profitability. Has business gotten too good? Are congestion and service reliability issues uniquely North American? The Rail Renaissance II will be the period of transforming the North American freight railways into high service offerings that are tightly integrated into customer supply chains – as more shippers choose rail and intermodal as their primary transport modes.

9:00 AM – 9:30 AM INTERMODAL RISING: SIGNALS OF GROWTH
Phil Shook, Director of Intermodal for C.H. Robinson, will discuss why intermodal is poised to break out and take market share. Environmental factors supporting intermodal growth include favorable regulatory changes to over the road (OTR) services, better OTR capacity, and shippers looking to save money. Among the potential barriers to intermodal growth are the recent rail service problems and issues related to driver recruiting and retention. Phil will discuss the trends that will help to ensure that these barriers won’t slow the progress of intermodal.

9:30 AM – 10:00 AM THE INTERMODAL HUB AND SPOKE SYSTEM
Wilby Whitt, President of CSX Intermodal Terminals, will present CSX’s approach to tapping new lanes through the hub and spoke approach. Intermodal growth is one of the key CSX initiatives. Wilby will discuss the challenges in creating an intermodal terminal that connects the big ships at our ports with the country’s population in the hinterland. The discussion will also include a look into the future challenges for intermodal container terminal operations and how to handle increased volumes on smaller terminals.

10:00 AM – 10:15 AM MORNING BREAK

10:15 AM – 11:15 AM PANEL DISCUSSION: CHALLENGES IN MANAGING INTERMODAL GROWTH AND EFFICIENCY
Jason Kuehn, Vice President in Oliver Wyman’s Transportation Practice, will moderate this session. The panel will share ideas that help commercial, car management, terminal operations, and transportation work seamlessly together to provide a profitable, reliable intermodal product.

- Ryan Houfek, AVP Marketing (Intermodal) for CSX, will present “The Next Generation of Intermodal Growth.” After many decades of building to over 15M loads across the US intermodal networks, the next phase of intermodal growth may differ from the past. Ryan will discuss how offshoring is becoming an onshoring story with slower growth in the international segment; how long haul domestic markets are fairly well penetrated; and how the high growth future for intermodal may come from shorter haul lanes.

- Larry Gross, a Senior Consultant for FTR, will present “It was the Best of Times, It was the Worst of Times”. Was Dickens speaking of intermodal in 2014? A look at the current challenges and opportunities from a seasoned industry observer.
11:15 AM – 12:15 PM  TOOLS FOR INTEGRATING INTERMODAL PLANNING
David Lehlbach, Specialist for Oliver Wyman’s Transportation Practice, will discuss the recent trends in Intermodal and how rising complexities have led to the development of Oliver Wyman’s MR-Intermodal product. David will demonstrate how this new platform will provide the foundation for a strong, repeatable process that will synthesize intermodal network development between marketing, service design, and terminal operations.

12:15 PM – 1:15 PM  LUNCHEON – SERVED IN DEL LAGO 3-4
Fred Frailey, columnist and blogger for Trains Magazine, will present “The 15-Minute Fix; why railroads are failing in 2014 and five ideas for making things better.”

1:15 PM – 2:45 PM  PANEL DISCUSSION: CREATING AND MANAGING RAILROAD CAPACITY
Rod Case, Managing Partner of the Oliver Wyman Rail Practice, will moderate this session.

• Robert Gutman, AVP Network Planning for CSX, will present “New Analytical Approaches for Gaining Insights into Rail Network Performance and Capacity.” Bob will discuss this new analytical approach that uses historical traffic data to predict into train performance variation and network capacity.

• Dr. Christian Kuhn, Managing Director of CK Rail and Logistics, will present “Managing Network Capacity on Europe’s Railways.” Dr. Kuhn will provide an insider’s view on how the European railways have accommodated the extensive growth in the number of railway operating companies and in the total train miles carried each year on the network.

• Luma K. Vasiljevic, System Manager Service Design for Norfolk Southern, will present “Creating and Managing Capacity at NS.” Luma will focus on two facets of capacity: running an efficient operation and strategically building and upgrading infrastructure, with emphasis on key planning and operating components and the tools and processes used at NS to ensure efficiency.

• Mikhail Ivanov, Operations Director for Eurosib, will present “Operational Interactions of Railway Carriers and Wagon Operators” in freight transportation planning in Russian Railway’s network.

2:45 PM – 3:30 PM  APPLIED BIG DATA AND ADVANCED ANALYTICS - INSPIRATION FROM OLIVER WYMAN’S CLIENTS
Paul Beswick and David Waller, Partners with Oliver Wyman’s OW Labs, will discuss how companies are scrambling to keep up with a profusion of data and a proliferation of new technologies. Although many have yet to see value materialize from their efforts, more and more companies are learning to use new data sources and novel analytical practices to gain a competitive edge. Paul and David will share examples and describe the best practices they’ve seen that separate leaders from laggards across a broad range of industries.

3:30 PM – 3:45 PM  AFTERNOON BREAK

3:45 PM – 4:30 PM  MANAGING THE LOOMING LOCOMOTIVE SHORTAGE
Yury Gorbunov, a Specialist for the Oliver Wyman Rail Practice, will discuss how, with the Tier 4 requirements for new locomotives in place, the industry is facing a major deficit of new mainline power in 2015. Details and implications of this shortage will be presented, as well as potential strategies that Class I railways may adopt by drawing from experience of other railway networks in the world.

4:30 PM – 5:15 PM  INTEGRATING CAPACITY MODELING WITH MULTIRAIL
Sarojini Davis, Senior Technical Manager, and Jarod Hage, Specialist – both of Oliver Wyman, will describe the importance of capacity planning and Oliver Wyman’s efforts to integrate it into the MultiRail software platform. Through integration with Berkeley Simulation Software’s Rail Traffic Controller (RTC), MultiRail will enable service design planners to quickly evaluate the interaction between operating plan and network infrastructure.

6:00 PM – 7:00 PM  COCKTAIL RECEPTION – THE PRIMO GARDEN
Discuss the day’s presentations with your fellow conference attendees and your hosts from CSX and Oliver Wyman.

7:30 PM – 9:30 PM  CONFERENCE DINNER – THE CITRUS ROOM
Our special dinner speaker is Tony Hatch, who has been a senior transportation analyst for over 20 years. Tony is a regular contributor to industry journals as well as the leader and co-presenter of the annual RailTrends Conference.
THURSDAY, OCTOBER 16

7:00 AM – 8:00 AM  CONTINENTAL BREAKFAST – IN DEL LAGO 1-2

8:00 AM – 9:15 AM  PANEL DISCUSSION: THE IMPORTANCE OF, AND APPROACHES TO, TRAFFIC FORECASTING

Marc Meketon, Vice President in Oliver Wyman’s Transportation Practice, will moderate this session.

- Cary Helton, Vice President Service Planning for CSX, will present “Forecasting for Business Resource Planning.” Forecasting is an essential business process that allows planners to estimate resource needs based on expected demand. Cary will discuss CSX’s comprehensive analytical framework that will enhance the forecasting process to improve the accuracy of forecasting and improve the turn over times significantly.

- Don Wetmore, Manager of Resource Planning at Union Pacific, will present “UP’s Approach to Traffic Forecasting and Resource Planning”, which will include UP’s recent upgrades to processes and tools for forecasting and determining resource demand.

- Clark Cheng, Director Operations Research for Norfolk Southern, will present “Aligning Operations and Assets with Traffic Demand for Sustainable Growth.” Clark will discuss how NS leverages forecasting, optimization, simulation and advanced analytics to maximize return on assets, sustain efficient operations, and lay the foundation for nation’s future transportation needs.

- Bengt Muten, of IHS Economics, will present “Forecasting of Freight Flows.” IHS has applied short and long term forecasts of freight flows for the US in projects such as Transearch®, the Freight Analysis Framework, and the STB Carload Waybill Sample; and worldwide in the World Trade Service. Bengt will discuss how IHS develop geographic specific production and consumption forecasts, as well freight flow forecasts.

9:15 AM – 10:30 AM  PANEL DISCUSSION: INTEGRATING FREIGHT AND PASSENGER SERVICE

Kevin Foy, of the Oliver Wyman Rail Practice, will moderate this session.

- Steve Potter, Assistant Vice President of Strategic Initiatives for CSX, will present “Optimizing Core Freight Network Capacity: A Class I Railroad Perspective.” As freight rail transportation will continue to grow over the next 25 years, significant capital will be required to meet demand. Core routes will see the biggest increase in demand and Steve will discuss how network capacity on core routes can be optimized when traffic flows are homogeneous.

- Gene Skoropowski, Sr. Vice President of Transportation for All Aboard Florida, will present the All Aboard Florida Project, including how passenger and freight services are being planned, modeled, tested and integrated; and the impact on land development.

- Nicole Tews, Director of Corporate Restructuring, and Jonatan Gjerdrum, Head of Strategic Planning – both of Green Cargo, will present “Freight and Passenger Service on Shared Networks – the European Experience.” Running freight and passenger on a shared network is common all over Europe, even on single track railroads. Jonatan and Nicole will talk about status quo, experiences and challenges with respect to capacity and service quality from a freight railroad perspective.

- Kelly Cunningham of Amtrak will discuss the ways in which Amtrak and its host railroads interact. During 2014, the on-time-performance of Amtrak trains operating on host railroads has declined significantly, while host-responsible delays have risen sharply. This poor performance of Amtrak trains is not just an Amtrak problem but a rail industry problem, and Kelly will suggests an approach for improvement.

10:30 AM – 10:45 AM  MORNING BREAK

10:45 AM – 11:45 PM  THE RAIL RENAISSANCE: MORE WORK TO DO

Jim McClellan, Retired Senior Vice President for Norfolk Southern, will provide a brief history of how the railways have earned the title of Rail Renaissance with the efforts and choices that defined the success of the industry in pulling itself to a viable state. However, there are many troubling indicators that remind the industry that there remains much work to do to become a true leader in transportation service.

11:45 PM – 12:15 PM  CONFERENCE CLOSING REMARKS

Presented by your hosts, CSX and Oliver Wyman.