



## *Monday Recap: Breakout Sessions and Exhibit Hall Inspire New Ideas*

Monday marked the first full day of both the Exhibit Hall and Breakout Sessions, events which kept the attendees busy networking and learning about new and exciting topics from both speakers and vendors. The Exhibit Hall stayed open throughout the day, as attendees were able to peruse the booths while enjoying lunch and snacks. Mike Ogborn of OmniTRAX commended the increased schedule of the Exhibit Hall, saying, "Luncheon with the exhibits was a great success and it gave the exhibitors a lot more time to show off their products. The food was good too!". With seven Breakout Tracks and three sessions within each of those tracks, members and non-members alike were kept busy and stimulated with a wide variety of topics and speakers. Sarah Lynne Howie of RailSoft Systems attended Session 701, "Advancements in Locomotive Technology" with speakers Gary Griffiths of RailAmerica and Ken Beard of Modesto & Empire Traction Company. Sarah Lynne was particularly impressed with their "justifying the cause for buying Gen-set locomotives" and the environmental benefits of that product. Sarah Lynne found the session to be, "extremely helpful [with] a really good crowd and questions." Although the Exhibit Hall closed at Monday's end, the Breakout Sessions continue through Tuesday morning, with many more interesting topics and discussions on the day's schedule.

**Over 550 short line and regional railroads operate in 49 states and bring efficient, reliable rail service to thousands of communities that would have otherwise lost their connection to the nation's mainline railroad system.**

[www.aslrra.org](http://www.aslrra.org)

## ***Today's Schedule***

Tuesday, April 28, 2009

7:00am-12:30pm	INFORMATION DESK
7:00am - 9:15am	MEMBERSHIP BREAKFAST MEETING Breakfast service starts at 7:00am; Meeting starts at 7:30am
9:25am - 10:10am	SMALL RAILROAD NETWORKING AND SANDHOUSE SESSION
10:10am-10:30am	REFRESHMENT BREAK
12:10pm	BREAKOUT SESSIONS ADJOURN

## Today's Schedule (cont.)

12:30pm-5:30pm	<b>UP SLAG COMMITTEE MEETING</b>
1:30pm-6:00pm	<b>ANNUAL GOLF OUTING</b> Angel Park Golf Course Lunch and beverages will be provided to golfers at the course Transportation will be available
7:00pm	<b>RECEPTION</b>
8:00pm	<b>DINNER AND PRESENTATIONS</b> Golf Awards Susan Murray Scholarship
10:00pm - 12:00am	<b>LOCO LIZARD LOUNGE</b> Stop by and relax before turning in for the night. Enjoy an after dinner drink and kick up your heels with our Southern Region friends, the hosts for the 2010 Annual Convention at the fabulous new Hilton Bonnet Creek in Orlando, Florida.

## Tuesday's Breakout Tracks

9:25am - 12:10pm      **BREAKOUT TRACKS**

### **TRACK 1 - ENGINEERING & M-O-W**

- Session 104 - Putting Your Railroad on the Map: Using GIS and Digital Mapping to Maximize Workflow Efficiency and Safety
- Session 105 - AREMA Bridge Handbook Primer, An Overview RR101
- Session 106 - New Regulations for the Installation, Maintenance, and Repair of Continuous Welded Rail (CWR)

### **TRACK 2 - FINANCE & ADMINISTRATION**

- Session 204 - Company Valuations: What You Can Do Today to Maximize Your Company's Value for Tomorrow
- Session 205 - Taking a Closer Look: Locating Tax Benefits for Short Lines in the Stimulus Bill
- Session 206 - Railroad Tax Maintenance Credit Update: The Renewed and Improved Credit and Putting it To Work For Your Railroad

### **TRACK 3 - LEGAL**

- Session 304 - Railroad Retirement Board: Disability Claim Developments
- Session 305 - Railroads and the Antitrust Laws: When Do They Apply? RR101
- Session 306 - Major Legal Ramifications of the New Safety Bill

### **TRACK 4 - LOCOMOTIVE MAINTENANCE OFFICERS ASSOCIATION (LMOA)**

- Session 404 - In-sourcing vs. Outsourcing: "The Altoona Story" Hydrogen-Fuelcell Hybrid Switch Locomotive for the Los Angeles Basin
- Session 405 - Mobile Wheel Truing: A Profile of Success Traction Motor Maintenance Concerns
- Session 406 - Preventing Fuel and Fuel Filter Headaches Alignment Control Couplers

### **TRACK 5 - MARKETING**

- Session 504 - Demurrage Application and Collections Problems? Extended Asset Utilization Tariff: Offering Innovative and Proven Options for Short Lines
- Session 505 - Trucks and Trains: Friends or Foes?
- Session 506 - ASLRRR Marketing Award Winners: Profiles in Excellence

## Tuesday's Breakout Tracks (cont.)

### TRACK 6 - OPERATIONS & SAFETY

- Session 604 - Switching Operations Fatality Analysis (SOFA), Causative Factors for Injuries, Accidents, and Fatalities
- Session 605 - Suicide by Train: How To Deal With This Growing Phenomenon
- Session 606 - Fitness for Duty - Evaluating New Employees and Employees Returning to Work

### TRACK 7 - TECHNOLOGY

- Session 704 - It's More Than Point A to Point B: Get a Grip on Your Operation with Locomotive GPS
- Session 705 - What's Up Doc? Industry System Updates From Railinc (UMLER, EMIS, etc.)
- Session 706 - Get Revved Up About Fuel Conservation and Green Initiatives: Options and Practices for Your Short Line

## Familiar Faces: Long-time attendees discuss ASLRRRA Convention experiences with *The Manifest*

By Eileen Keane, ASLRRRA Staff Assistant

While some attendees will look back on Las Vegas as their first Annual ASLRRRA Convention, many others will add the meeting to a long list of other annual conferences with the association that they have attended over the years. During that time, they have witnessed dramatic changes, both to the railroad industry and to the ASLRRRA Convention, some of which long-time attendees Cathy Hale, Don Connor, and Pete Kleifgen shared with *The Manifest*.

### What is your most memorable meeting with ASLRRRA?

**CH:** Indian Wells (Palm Springs), California. The setting for the meeting was awesome...hotel, pool and the mountain setting. The substance of the program, along with the networking opportunities was great. After the meeting, I took the opportunity, along with a part of the ASLRRRA staff, to take a "road trip" to Palm Springs...one of my fondest memories ever.

**DC:** Annual meeting in Baltimore, MD a few years ago. Why? It was an exciting, almost overwhelming experience. It was electric- enormous crowd- energetic vendors and booths. A great location- so much to do. All this resulted in a special learning experience. Our executive committee and board were energized and productive.

**PK:** Any meeting chaired by Walter Rich. Walter had a way of making the audience feel at ease. He would make fun of you or embarrass you with his constant barrage of jokes while at the same time making you feel appreciated by being included. When Walter chaired events, the house was unusually full. [Also] 1999 New York, Marriott Marquis in Times Square. As a social event, NYC was memorable for the great weather, the US Open being played opening weekend of the convention and wonderful dining and cruising. [Lastly,] the 1997 annual meeting, more than one year following the UP-SP merger. Short lines were suffering and angered by the "meltdown" which significantly reduced their revenues and put some businesses at risk.

### How have meetings changed since you started attending?

**CH:** The variety of topics, and educational opportunities have greatly expanded. Unfortunately, I believe the newer generation of railroaders is not as close and do not share the same camaraderie of my generation. This is something I feel the industry is losing, as a result of the fact there are fewer independent railroads. Because of the multiple owned companies, the individual touch is almost a thing of the past. Whether good or bad for our industry, remains to be seen.

**DC:** Many more topics and opportunities to learn useful information pertinent to your railroad(s). Better structured- more flexible with informed speakers. Breakout sessions continue to get better.

**PK:** Today's meetings are much more functional and create more value for members than in the mid 80's and 90's. In the past, our meetings rarely included program participation by Class I railroad executives. In recent years, Class Is have been anxious to participate because small railroads have grown in importance to Class I revenues and, I believe, because Class Is have a better understanding of the value of small railroads to their franchises.

#### **What would you tell younger colleagues about the association?**

**CH:** Fully utilize the time you have to "pick their brains". There is [so] much knowledge already available. There is no dumb question....well, I guess there are a few! There is no reason to reinvent the wheel. Ask for help when needed and spend your time on something more important.

**DC:** ASLRRRA is many things to many members. It is impossible to know how the association benefits all members. Members come away with what they choose to come away with, [whether it be]: new technology, new equipment, new approaches to short line problems, [information on] legal issues, [information on] legislative issues and approaches with solutions, or Class I railroads interface. I would tell young colleagues to learn what ASLRRRA has to offer to its members. It is impressive and will get their attention toward considering the railroad and short line industry as a long term career.

**PK:** The earlier you begin to volunteer and participate in association meetings, events and committees, the sooner your influence will be felt. Get involved early, make a commitment and contribute the industry's long term future.

#### **How has attending been beneficial to you and your business?**

**CH:** Attending the meeting opened up a whole new world for me, both as a manager and as an individual. When I arrived at my first meeting in Traverse City, Michigan, I was "green" and thought I would be able to hang out with my "phone friends". Upon arriving, I realized quickly that this is the time they spring into action and take care of their members...no time to just hang out. That is the moment I made one of the most

important decisions in my career...whether to join in and get to know people, or to retreat to my room, feeling overwhelmed with the fact that I had never met a single person there. Well, the rest is history. I dove in, made lasting friendships, contacts and memories. The "rolodex" of people willing to share their knowledge has been the single most valuable tool I have developed as a manager. Our business has gained, in terms of dollars. As a result of attending these meetings, I learned about car storage potential, and when 17 miles of rail inside a closed military base became available, I was able to visualize the potential, as a result of the contacts I had made through these conferences. That was a turning point for our railroad. We are owned by a local governmental agency and can now stand on our own two feet, without subsidies for operating expenses.

**DC:** Networking is probably the number 1 benefit derived. It's amazing how much you learn by merely talking to your colleagues about business, problems and solutions. From every annual meeting, I came away with 3 or 4 major things that I explored upon returning home. Normally 1 or 2 of these learnings produced positive results.

**PK:** Early in my railroad career (mid-80s) the Association was a learning and networking center for me. Later, as I began StatesRail, it became valuable as a way to develop relationships with other owners and executives. Now with government playing such a large role in our industry, the Association has provided easy access to those in government who would or could affect our businesses.

#### **When it comes to the convention, I hope I walk away with...**

**CH:** Additional knowledge beneficial to the railroad, new contacts, and the feeling that I have given something back to an industry that has given so much to me.

**DC:** I hope I walk away with a new network; a new business potential; a new personal relationship; a new business approach; and the memory of a good time.

**PK:** A sense that there is a cadre of smart, young and aggressive managers and executives who will lead the industry for many years to come. The problems we face in the immediate future are bigger than we have seen since before "Staggers" and it will take leadership and perseverance to overcome them.

What is your favorite Elvis song?

CH: "You'll Never Walk Alone"

DC: "Jailhouse Rock"

PK: "Always on My Mind"

Cathy Hale is the CEO of Madison Railroad in Madison, IN.

Don Connor\*- Genesee & Wyoming Consultant; Previously ASLRRRA Executive Committee Member & Board of Directors Member in Panama City, FL.

Pete Kleifgen is the Chairman & CEO of RMI in Atlanta, GA.

*\* no photo provided*



Cathy Hale



Pete Kleifgen

## Attendees Hit the Links at the ASLRRRA Golf Tournament



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On Tuesday, April 28<sup>th</sup>, attendees will travel to the Angel Park Golf Course to participate in ASLRRRA's Annual Convention Golf Tournament. Railroaders and suppliers alike will make their way through Angel Park's two expansive and tropical courses, experiencing award-winning golf at one of Golf Digest's "Best Places to Play for 2008-2009." Join fellow attendees from 1:30pm to 6:00pm for an exciting golf experience sure to make your ASLRRRA Convention experience all the more memorable. RMI's Gary Griswell, who is heading up this year's golf outing, said, "The ASLRRRA Annual golf outing is organized to allow for a fun time for golfers of all levels of play. We have also played some very interesting courses with this year being no exception. Due to the popularity of our golf outing we require two courses which necessarily separates the group. However, this year we are fortunate to have a venue that offers 36 holes of golf at the same location."

Transportation to and from Angel Park Golf Course from the Red Rock will be available and lunch will be provided to the golfers. Prizes for the 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> place foursomes will be presented at Tuesday night's dinner. This year's Golf Tournament is sponsored by:

Golf Prizes: HDR, Inc.

1<sup>st</sup> Prize: \$75 American Express Gift Card

2<sup>nd</sup> Prize: \$50 American Express Gift Card

3<sup>rd</sup> Prize: \$25 American Express Gift Card

Closest to the pin: \$50 American Express Gift Card

Longest Drive, Mens & Ladies: \$50 American Express Gift Card

Golf Beverage Carts: National Railway Equipment Co. and RailSoft Systems, Inc.

Golf Tee Signs: Arch Insurance Group – Balfour Beatty Rail, Inc. – Bowers & Company CPA's, PLLC – Capehart Scatchard – DeAngelo Brothers, Inc. – Loram Maintenance of Way, Inc. – NRC – Pioneer Railcorp – Rail Systems, Inc. – RMI – Tangent Rail Corporation – TieTek, LLC. – Unitrac Railroad Materials, Inc.

## Plan your Tuesday Afternoon with a Unique Las Vegas Excursion!

In a city like Las Vegas, there are truly countless ways to create an experience unlike any other. Maybe a trip to the Las Vegas strip is in order or a tour of the Hoover Dam. If you'd like to stay closer to your convention home, look into the Red Rock's Adventure Spa or shop at the Summerlin Outlets. With an afternoon of free time, let the city be your playground and enjoy one of the many activities suggested by the ASLRRRA staff:

Near the Red Rock:

- Visit the Spa
- Red Rock Lanes
- Red Rock Movie Theaters
- Bike Up Into Red Rock Canyon on the Bike Trail
- Hike Red Rock Canyon
- Horseback Riding
- Shop at the Outlets
- Tour Hoover Dam

Las Vegas Strip:

- The Coral Reef at Mandalay Bay
- The Titanic at the Tropicana
- Ride the Inclinator at Luxor
- Rollercoaster at New York New York
- See the lions at MGM
- See the Cars at Imperial Palace
- Stroll through the Forum Shops at Caesars
- See the flowers, art, and the fountains at the Bellagio
- Visit the animals at the Mirage
- Meet your favorite celebrity at Madame Tussauds at the Venetian
- See the Ferraris at Wynn
- Ride the Monorail
- Travel to another galaxy at the Star Trek Experience at the Hilton
- Ride the rides at the Sahara
- Try the scream machines on top of the Stratosphere
- Shop at Fashion Center Mall

For more information, visit the Red Rock Hotel, Casino, and Spa's Concierge Desk on the Lobby Level.

## Don't Forget Dessert at the Loco Lizard Lounge Tonight!

Plan to close out this year's Convention with a stop at ASLRRA's Loco Lizard Lounge on Tuesday night from 10pm-12am following the closing Reception and Dinner. Relax with a drink, enjoy the dessert selections, and dance the night away with your new friends from the convention. Join the Southern Region members as they kick off the preparations and excitement for next year's Annual Convention, which they will host at the fabulous new *Hilton Bonnet Creek Resort in Orlando, Florida*. Keep checking the ASLRRA website ([www.aslrra.org](http://www.aslrra.org)) for more information and we will see you in Orlando!

## The ASLRRA recognizes and thanks all of the 2009 Annual Convention Sponsors:

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## Only a Year Away! Gear Up for the ASLRRA 2010 Annual Convention

As you enjoy the exhibits and events around the 2009 Annual Convention, the ASLRRA staff asks that you look forward to next year and our 2010 Annual Convention in Orlando, Florida at the Hilton Bonnet Creek Resort! Join us from May 2-4, 2010 for even more exhibits, more attendees, and more exciting events where you can meet and greet your fellow railroaders, suppliers, and vendors. Visit [www.aslrra.org](http://www.aslrra.org) throughout the coming year for more information.

See you in Orlando!

## Red Rock Restaurant Hours

### *T Bones Chophouse*

Open nightly from 5:30pm – 10pm  
Patio open until 11pm and 2am on the weekends

### *Terra Rossa*

Open nightly from 5:00pm – 10pm, weekends until 11pm

### *Hachi*

Open nightly from 5:00pm – 10pm, weekends until 11pm

### *Grand Café*

Open 24 hours

### *Feast Buffet*

Breakfast 8am – 11am  
Lunch 11am – 4pm  
Dinner 4pm – 9pm  
Sunday Brunch from 8am – 4pm

### *Salt Lick BBQ*

Open for dinner daily from 4pm – 9pm  
Saturday & Sunday 2pm – 9pm

### *Cabo Cantina*

Monday -Thursday 5pm-9pm  
Friday 5pm-10pm (appetizers served @ the bar until midnight)  
Saturday 12pm-10pm (appetizers served @ the bar until midnight)  
Sunday 12pm-9pm

### *LBS: A Burger Joint*

Open daily from 11am – 11pm

### *Turf Grill*

Monday thru Friday from 12:00pm – 9:00pm  
Saturday & Sunday 8:00am – 7:00pm

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