



# REMSA MAINLINE

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## REMSA Elects New Directors, Secretary/Treasurer to Board at Annual Meeting

At the REMSA annual meeting on Tuesday, September 11, in Chicago, IL, REMSA elected three directors to terms beginning January 1, 2008.

In addition, Phillip J. Homan, vice president marketing of Loram Maintenance of Way, was appointed to fulfill the unexpired term of Richard Jarosinski as secretary/treasurer. Jarosinski resigned due to increased responsibilities at Portec Rail.

In accordance with association Bylaws, the Board of Directors nominated by secret ballot three candidates for Director. Representatives of active REMSA member companies then voted at the annual meeting. There were three vacant positions, and all three nominees were elected.

The association's Bylaws state that a Director's term is for two years, with an option to extend the term for another two years. This allows all directors to be considered for election as an officer of the Board.

### 2007 REMSA Election of Directors

*(Newly elected Directors appear in alphabetical order)*

**Richard L. Ebersold**, *President*,  
Herzog Services.

Rick Ebersold has been with Herzog companies for 34 years in various levels of management, including President of Herzog Services the last five years. He worked for the Chicago and North Western Railroad for three years prior and has had the honor of being elected to the Board of Directors of the National Railroad Construction and Maintenance Association the past 10 years and the privilege to serve as the Chairman in 2004 and 2005. "I feel I have the experience and contacts in the industry to serve on the REMSA board," he said. "I will serve the REMSA organization with the same dedication and loyalty I have exhibited with my employer and the NRC."

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**Raymond P. Mangan, Vice President-Sales,**  
Cleveland Track Material, Inc.

Ray Mangan has been in the railroad supply industry for 38 years and has worked for several supply companies in various capacities. He has been with Cleveland Track for 14 years. "I previously served on the REMSA board and enjoyed being involved with the running of the association," he said. Cleveland Track has recently joined Vossloh A.G. of Werhdol, Germany, a worldwide manufacturer of railroad track material.

**Trent Marshall, President,** FCM Rail, Ltd.

Trent Marshall joined FCM Rail and the railroad supply industry in 1999. He currently serves as President of the maintenance-of-way equipment leasing company. He is involved with several professional associations and also sits on the curriculum advisory council for Railway and Transportation Studies at Michigan State University.




# With Less Than a Year to go, Act Now for World Rail Expo 2008 Exhibit Space

World Rail Expo 2008 will be welcoming its first visitors in much less than a year, so now is a good time to reserve your space, select your ideal booth location and start solidifying plans for the m/w industry's top showcase.

REMSA began selling space in World Rail Expo 2008 to exhibitors Sunday, September 9, in Chicago, where many REMSA member companies were attending AREMA's annual gathering.

REMSA is offering a prospectus that includes an application for exhibit space, a diagram of the show floor, rate sheet and other important information to help exhibitors of all sizes reserve a booth and begin making plans.

World Rail Expo 2008, an indoor-only exhibition, will be held September 21-23, 2008, at the Salt Palace Convention Center in Salt Lake City, Utah, concurrently with the annual conference of AREMA.

Don't hesitate if you want your company represented among the premier maintenance-of-way companies in the United States, Canada, Mexico and overseas. Reserve your space now to be part of World Rail Expo 2008. 




## Join NRC in Palm Springs in January

Anybody out there want to escape January weather for a little golf, networking and knowledge exchanging? Then join the National Railroad Construction and Maintenance Association (NRC) at its annual meeting, this time in Palm Springs, CA, January 3-6, 2008.

REMSA will have a booth at the NRC meeting to show the flag and to promote booth sales for World Rail Expo 2008 in Salt Lake City, Utah, September 21-23, 2008.

For more information, visit the NRC Website, [www.nrcma.org](http://www.nrcma.org).

See you there. 



# Jon Reilly Presents REMSA's Greetings to AREMA Conference

REMSA President Jon Reilly of Harsco Track Technologies delivered REMSA's greeting to AREMA at the opening session of the AREMA Conference at the Palmer House in Chicago in September. The remarks are presented below



I am very glad to be here today, and appreciate the opportunity to speak on behalf of the board of directors of REMSA and its members. I want to first convey our sincere best wishes for a great conference. Coming back to the Palmer House is like visiting an old friend, one who's in

the middle of a major renovation project—though, happily, one who is unlikely to ask that we pitch in and help.

AREMA week represents a time for learning and a time for renewing friendships. All of us look forward to it and know that it is time well spent.

As in all the years of close collaboration between our associations, REMSA and AREMA face many challenges, both individually in our respective functions as trade and professional associations and together in our common goal of serving the North American Railway industry, an industry often characterized by budgetary uncertainties, shifting political priorities and periodic natural disasters. It is in this rarified atmosphere that our associations must provide constant support while maintaining the balance between pragmatic relevance and financial viability.

In a recent letter from the North American Chief Engineers, we received a further challenge—one that reflects the need to optimize the expenditure of both time and money. REMSA, AREMA and RSSI have been enjoined to collaborate in achieving a new level of synergy in the scheduling of our trade shows and technical conferences. The three associations have all risen to the challenge admirably and have formed a working committee to develop plans for a joint conference and exhibition in Minneapolis in 2010. As soon as discussions began, the Railway Supply Institute (RSI) also offered its commitment and enthusiastic support for what will certainly be the largest and most diverse exhibition and conference ever held in North America, with professionals and suppliers from virtually every facet of the railway industry in attendance.

I want to take a moment here to commend the executive directors, Chuck Emely from AREMA, Judi Meyerhoeffer from REMSA, Bucky Remaley from RSSI and Tom Simpson and Howard Tonn from RSI for the positive and constructive energy that they are bringing to this endeavor. They are the ones who will be responsible for hammering out the details. Talk about a challenge!

While the daunting challenge of such an undertaking is both real and immediate, the success and obvious benefits remain unrealized potential. To be realized, there must be both dedicated support from the railroads and seamless collaboration among the four associations. If we are successful, we will have provided the supplier and professional communities of the North American railway industry with a forum for the exchange of new ideas on products and processes that will surely attract participants from the international railway community. For herein lies another challenge that is not unique to the railway industry, one that every industry must face if it is to survive.

Globalization is not just a buzzword. The planet grows smaller at an ever-increasing rate and political borders continue to lose their relevance in strategic planning. The challenge, then, is to be ready for change in our perspective and in the way we approach the future. The first step will be in Minneapolis in 2010. At this time next year, I'll be talking with you again in Salt Lake City, where REMSA will hold its indoor trade show concurrently with AREMA's conference. Stop by booth 300 in the third floor exhibit hall and reserve your company's booth or pick up a package of material with tradeshow details. Judi Meyerhoeffer, REMSA's executive director, will be there to help you through the process and answer any questions you may have. It's going to be another great event.

Incidentally, the difficulties you may have heard about concerning access to REMSA's show in 2006 have been fixed. In Salt Lake, anyone registered for AREMA's conference and wearing a conference badge will be admitted to our show at no additional cost. Railroaders, of course, are always REMSA's guests.

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# REMSA Pleased to Award Five \$2,000 Scholarships

No one knows better than students and their parents how much it costs to pursue a higher education these days. So REMSA is proud to be able to help five hard-working students and their families with \$2,000 scholarships for the 2007-08 academic year. The association selected deserving students within the REMSA family who have a potential interest in railway-related careers.

"Year-in and year-out, it's very difficult to make a selection among the many deserving students who apply for the REMSA scholarships," said Dave Barry, Lewis Bolt & Nut, chairman of the REMSA Scholarship Committee. "We were all very impressed by the applicants' credentials and they all performed well on the required essay. Every single one of us on the committee wishes the best of luck to all the applicants, and we urge them to continue their good work in pursuing higher education."

## Chairman Barry's REMSA's Scholarship Committee includes:

Scott Brace, RailWorks Track Systems; Steve Orrell, Georgetown Rail Equipment; George Sokulski, Simmons Boardman Publishing Corp.; and Rich Zemencik, Progressive Railroading magazine.

"The scholarship committee has an important job to do in helping ease the financial burden of higher education for deserving students. It takes time to carefully review each applicant's file. The committee members deserve the thanks of the entire organization" said Barry.

Eligibility rules require that a candidate must be an employee or the spouse, son, daughter, grandson or granddaughter of a current full-time employee of a REMSA member company. In order to qualify, a candidate must be enrolled and in attendance at the time of application as a full-time college student at an accredited two-year college offering an associate's degree or an accredited college or university offering a bachelor's degree. In addition, the candidates must

demonstrate successful completion of the previous year of study and a willingness to continue.

Also, the student's orientation should be toward working for a railroad, a rail transit system, a contractor whose primary business is construction and maintenance of railroad track and structures, railway-industry consultants or for a railroad-oriented supply company.

As part of the competition, entrants must complete an essay of 500 words or less on a topic chosen by REMSA. This year, students were asked to address the following: Will more public benefits justify government funding of railroads, which are private companies? Will more public money be required in the future? Why or why not?

Applicants also wrote a narrative about present and future studies, research projects or school activities, post-graduate plans and why the applicant thought he or she deserved the scholarship.



Each of the following students received one of the five REMSA \$2,000 scholarships for the 2007-2008 academic year:

### Meredith Browne

The daughter of Thomas Browne of Loram Maintenance of Way, Inc., she is a junior at Bethany Lutheran College in Mankato, Minnesota, majoring in mathematics and Spanish. Ms. Browne is a previous REMSA scholarship win-



### Jeffrey Green

The son of James Green of HNTB Corporation, he is an economics and Spanish major at Yale University.



### Patrick Preusser

An employee of Herzog Contracting, he is a business management major at the University of Phoenix.



### Sloan Stryffeler

The daughter of Warren Stryffeler of Sperling Railway Services, Sloan is a health services administration major at Ohio University.



### Lindsey Ungar

Daughter of Robin J. Ungar, Detroit Diesel. She is a sophomore at the University of Michigan, Ann Arbor, Michigan, majoring in business and mathematics.



## REMSA Railroader Profile:

# Larry Etherton

Director Engineering, Norfolk Southern, **AREMA President 2007-08**



Larry Etherton, AREMA's president for 2007-08, has worked for Norfolk Southern and its predecessor, Norfolk and Western Railway Company, since 1971. He held many positions, including Junior Engineer (training program), Assistant Engineer, Assistant Division Engineer,

Structural Designer, Engineer Planning, Assistant Regional Engineer, Regional Engineer, Assistant Chief Engineer – Construction, Assistant Chief Engineer Track Engineering, Assistant Chief Engineer – Design, Assistant Chief Engineer Project Planning and Engineering Administrative Services and Director Engineering.

He earned a BSCE in 1971 from the University of Illinois, Champaign-Urbana. While there, he studied under Dr. W. W. Hay, the man for whom AREMA named its annual award for excellence.

Etherton is a licensed Professional Engineer in seven states and a member of Chi Epsilon National Civil Engineering Honor Society.


"I have been married to my best friend, Teresa, for 36 years," Etherton said. "We have two daughters, Jennifer (Jenny) and Erin. Jenny is an employee benefits specialist with The Northwestern Mutual Life Insurance Company and is married to Glenn Bruce.

They are the proud parents of Maren Elizabeth, who will be two in November. They reside in Woodstock, GA. Erin is a third grade teacher and is married to Jack West. They reside in Chehalis, WA. Our 'dog kids' (two Labs) are Owen and Baileigh."

When time permits, Etherton is an avid boater and owner of the vessel "Wye Knot." He is also a licensed private pilot.

Etherton joined AREMA in 1973 and is a Life member. He has served on Committees 14 (Yards and Terminals) and 24 (Education and Training). He has been a member of the Conference Operating Committee since the mid-1980s and its chair since 1998. Etherton served as Director 2003-2005, Group Vice President – Track 2005-2006 and Senior VP 2006-2007 before stepping into the President's role at the 2007 AREMA Annual Conference in Chicago.

"Serving as AREMA's President is truly an honor and privilege," Etherton stated. "For me it's a career event. I look forward to leading AREMA into the future."

He continued: "AREMA's long relationship with REMSA is growing stronger, as evidenced by inclusion of a REMSA's Buyer's Guide in the AREMA Membership Directory (now in its fourth year), and the close cooperative relationship between our staff executives. We are also very pleased with REMSA's establishment of a \$1,000 annual scholarship to be administered by the AREMA Educational Foundation. We look forward to working with REMSA in the future as we work together on projects of mutual interest and move to meet the goals of the North American Chief Engineers in creating a multi-organization industry event." 


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## Jon Reilly Presents REMSA's Greetings...

I want to assure you, too, that, in the continuing spirit of collaboration and cooperation, the relationship between REMSA and AREMA has never been better. Our staffs talk on nearly a daily basis and the Boards talk frequently, as well. Many of you have heard me

quote Ben Franklin when he said, "We must, indeed, all hang together or, most assuredly, we shall all hang separately." REMSA remains committed to working in close harmony with AREMA and with the other associations as well.

Finally, let me add, again, REMSA's best wishes to AREMA for a successful conference here in Chicago and for continued success in meeting the challenges of the future.

Thank you. 

## REMSA Member Profile

# Niemeyer & Associates, P.C.

Established in 1989 by Ted Niemeyer after many years of service with Chicago & North Western Transportation Company, Niemeyer & Associates, P.C., is a full-service railroad engineering firm providing planning, design, maintenance and construction-related engineering services to clients throughout the U.S. and abroad. N&S provides services to all fixed-facility railroad disciplines. Above all, N&A has been founded on the basic principles of honesty, integrity, safety and quality. With this in mind, N&A strives to present clients with timely, well-evaluated and thoroughly documented services.

“N&A delivers, exceeding the needs of its clients and their customers,” Ted Niemeyer said.

Initially working as a sole proprietor, Niemeyer has developed a network of more than 100 associates throughout the United States, with engineers licensed in 22 states. The vast majority of these associates are former railroaders from properties both large and small and, combined, represent an experience base of more than 2,000 years in the railroad industry.

Incorporated in 1994 as a Wyoming Professional Corporation, N&A is now a licensed professional engineering firm in the States of Florida, Illinois, Texas and Wyoming. N&A is pre-qualified to do business with the Illinois Department of Transportation and is pre-certified with Texas DOT.

To date, N&A has provided construction management/observation for hundreds of millions of dollars of completed construction work on railroads, due diligence reviews of transactions in

excess of \$3 billion and railroad construction projects valued at more than \$1 billion and has designed projects with construction values in the tens of million of dollars. N&A conducts safety training classes and has been recognized nationally for its safety training.

In the area of railroad structural engineering, N&A provides a full range of services to the rail industry. Starting

and rehabilitation of bridges, such as the Indiana Harbor Belt Bridge over Lake Street in Melrose Park, IL.

In the area of signals, N&S has audited personnel and facilities, trained personnel and designed, maintained and installed signals on small projects and is currently working of design projects overseas.


From its offices located from California to Florida, with the corporate office in Ringwood, IL, N&A provides services to railroads and clients requiring railroad-related services and has master agreements with BNSF, IHB, Norfolk Southern and Union Pacific.

N&A’s international business is growing, such as the company’s work with a new rail line to Elga in the Russian Far East.



with inspections, N&A has extensive experience in providing these services to railroads so that they can comply with all FRA requirements and develop long-term maintenance and upgrade programs that are easily updated with annual inspection. In the area of evaluations, N&A continues to provide condition assessment and load ratings to railroads for both system improvement and upgrade as well as for clearance of specialty loads. For new construction N&A provides full-spectrum design services from initial site investigations, through preparing all plans and documents to providing construction observation services for construction, maintenance



“Niemeyer & Associates, PC, offers services to the railroad industry,” Niemeyer said. “We feel that an important part of providing these services includes contributing back to those entities through our association with rail-related organizations.” 

## Landmark Study Puts Rail Infrastructure Needs at \$148 Billion

About \$148 billion must be invested to expand the nation's freight rail infrastructure over the next three decades to make sure that adequate rail capacity exists to meet future demand, according to the results of a first-of-its-kind study to measure rail capacity needs. The National Rail Freight Infrastructure Capacity and Investment Study explores the long-term capacity expansion needs of the continental U.S. freight railroads.

"These investments will help the freight rail industry ease highway congestion, reduce stress on highways and bridges, significantly lower transportation-related energy consumption and emissions, and maintain existing capacity for Amtrak and local commuter rail," said Association of American Railroads President and CEO Edward R. Hamberger. "If these investments aren't made, everyone in the country will feel

the impact."

The study, conducted by Cambridge Systematics, paints a dire picture if freight rail capacity isn't increased: "Without this investment, 30 percent of the rail miles in the primary corridors will be operating above capacity by 2035, causing severe congestion that will affect every region of the country and potentially shift freight to an already heavily congested highway system."

The study highlights needed investment in new tracks, signals, bridges, tunnels, terminals and service facilities that railroads need to keep pace with demand for rail freight transportation, which is expected to almost double over the next 30 years.

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## FCM's Gilstad donates \$1 million for railway management course at MSU

Dennis Gilstad, the founder, president and controlling owner of rail equipment and financial services firm FCM Rail Ltd., recently contributed \$1 million to help establish the Edward A. Burkhardt Chair in Railway Management at Michigan State University (MSU).

Gilstad has played a leading role in bringing together leaders in the rail industry and MSU to develop a certificate program in railway operations to provide an educational and knowledge base for mid-career railroad managers seeking to become tomorrow's executives.

"This effort should culminate in degree programs that will be determined by the market demand of the national and international rail communities," said Gilstad in a prepared statement. "The rail and transportation industries have substantial academic and executive development needs."

Scheduled to launch in January 2008, the certificate program will include classroom and online components that can be completed within six months. Participants will use case studies and work in teams on projects designed to reinforce management principles. Course content will include railroad operations and networking, strategic planning, and management and decision-making skills.

Program developers named the chair in honor of Edward A. Burkhardt, founder, president and chief executive officer of Rail World Inc. and Rail World Holdings L.L.C., who ran the former Wisconsin Central Ltd. during part of his nearly 50-year career in railway management. The Burkhardt Chair will serve as the program's foundation. 

## Landmark Study Puts Rail Infrastructure Needs at \$148 Billion

The study found that most of that investment — \$135 billion — would be needed on the rail networks operated by the nation's major freight railroads. The study notes that under current conditions, the railroads anticipate that the marketplace will allow them to raise most of the needed investment — \$96 billion. However, it states that a gap would remain of about \$1.4 billion per year, an amount to be funded through railroad infrastructure tax incentives, public-private partnerships and other sources.

Hamberger said the study underscores how important it is to ensure a stable regulatory environment that promotes rail investment.

"Since the railroad industry's partial deregulation in 1980, railroads have been able to invest over \$400 billion back into their operations, creating a national freight rail system that is second to none," said Hamberger. "The primary message from this report is that railroads need to materially increase their investments to expand capacity. Railroad earnings and productivity are the key to making these investments.


"The study also shows how important it is for legislators to approve the bipartisan infrastructure tax credit currently pending in Congress," he said. "Its passage would significantly reduce the \$1.4 billion gap that exists between what the railroad industry needs to spend each year to meet future demand and what it can raise on its own.

"It's important not just to railroads, but also to the railway supply industry," he said. "That's because the tax credit will allow railroads to invest even more for expansion than otherwise would be possible. That means track can be expanded, more equipment can be acquired and signaling systems can be upgraded more rapidly than otherwise would be possible.

"But for this legislation to pass, it will take a concerted effort by all of us in the railroad and the supply industries. We need to let Congress know just how important this is," Hamberger said.

The legislation would provide a 25 percent tax credit to any company — not just railroads — that invests in projects to increase the rail network's capacity.

Hamberger said, "The study's findings point clearly to the need for more investment in rail freight infrastructure and a national strategy that supports rail capacity expansion and investment."

The study has been submitted to the National Surface Transportation Policy and Revenue Study Commission, established by Congress to report on the nation's future transportation needs and how to finance them. The study, commissioned by the AAR, is the first report to benchmark the existing national rail network freight capacity and size of needed investment to meet projected demand. 



# Events to Note

## October

**31-November 2.** AREMA Committee 36-Highway-Rail Grade Crossing Warning Systems. Overland Park, KS. 301-459-3200.

## November

**4-6.** 2007 ASLRRA Southern Region Meeting. Marriott at Grande Dunes. Myrtle Beach, SC. Contact: Kathy Cassidy. E-mail: kcassidy@aslrta.org. Website: www.aslrta.org.

**4-7.** Texas Transportation Institute National Highway-Rail Grade Crossing Safety Conference. San Antonio, Texas. Contact: Jessica Franklin. E-mail: j-franklin@ttimail.tamu.edu. Website: http://tti.tamu.edu/conferences.

**6-7.** AREMA Committee 2-Track Measuring Systems. Crete, IL. 301-459-3200.

**9-13.** IANA Intermodal Expo. Atlanta, GA. E-mail: iana.expo@intermodal.org. Website: www.intermodal.org.

**10-14.** NIT League Annual Meeting & TransComp. Atlanta, GA. E-mail: info@nitl.org. Website: www.nitl.org.

**14.** AREMA Committee Chairs' Meeting. San Diego, CA. 301-459-3200.

**28-30.** 2007 Rail Industry Safety & Operations Conference. New Orleans, LA. Website: www.aslrta.org.

**29-30.** Railway Bridge Engineering. Riviera Hotel and Casino-Las Vegas. Las Vegas, NV. Contact: C. Allen Wortley. Phone: 800-462-0876 or 608-262-2061. E-mail: wortley@engr.wisc.edu. Website: http://epd.engr.wisc.edu/webJ597.

## January 2008

**3-6.** NRC Conference and Exhibition. Palm Springs, CA. Contact: Chuck Baker. Phone: 202-715-2920. E-mail: info@nrcma.org. Website: www.nrcma.org.

**9-11.** Engineering Fundamentals of Rail Transit Passenger Systems: Light Rail, Commuter Rail, Rapid Transit. Pyle Center. Madison, WS. Contact: C. Allen Wortley. Phone: 800-462-0876 or 608-262-2061. E-mail: wortley@engr.wisc.edu. Website: http://epd.engr.wisc.edu/webJ607.

**14-16.** The Maintenance, Rehabilitation and Upgrading of Conventional Railroad Track. Pyle Center. Madison, WS. Contact: C. Allen Wortley. Phone: 800-462-0876 or 608-262-2061. E-mail: wortley@engr.wisc.edu. Website: http://epd.engr.wisc.edu/webJ608.

**17-18.** Highway-Rail Grade Crossing Safety Course. Pyle Center. Madison, WS. Contact: C. Allen Wortley. Phone: 800-462-0876 or 608-262-2061. E-mail: wortley@engr.wisc.edu. Website: http://epd.engr.wisc.edu/webJ609.

**28-29.** Fourth Annual Railway Security Forum & Expo. *Railway Age* in cooperation with AAR, ASLRRA, APTA and RSI. Arlington, VA. Contact: Jane Potala. Phone: 212-620-7209. Fax: 212-633-1165. E-mail: conferences@sbpub.com.

## February

**18-19.** Railway Track Systems: Engineering and Design. Holiday Inn Orlando International Drive Resort. Orlando, FL. Contact: C. Allen Wortley. Phone: 800-462-0876 or 608-262-2061. E-mail: wortley@engr.wisc.edu. Website: http://epd.engr.wisc.edu/webJ599.

**18-19.** Engineering Fundamentals of Rail Freight Terminals, Yards, and Intermodal Facilities: Current Practices in Design and Construction. Holiday Inn Orlando International Drive Resort. Orlando, FL. Contact: C. Allen Wortley. Phone: 800-462-0876 or 608-262-2061. E-mail: wortley@engr.wisc.edu. Website: http://epd.engr.wisc.edu/webJ600.

## Mission Statement:

To provide global business development opportunities to members.

To transfer knowledge about markets, products & the industry to members & their customers.

To support government initiatives that advance the North American railroad industry.