

Crossties

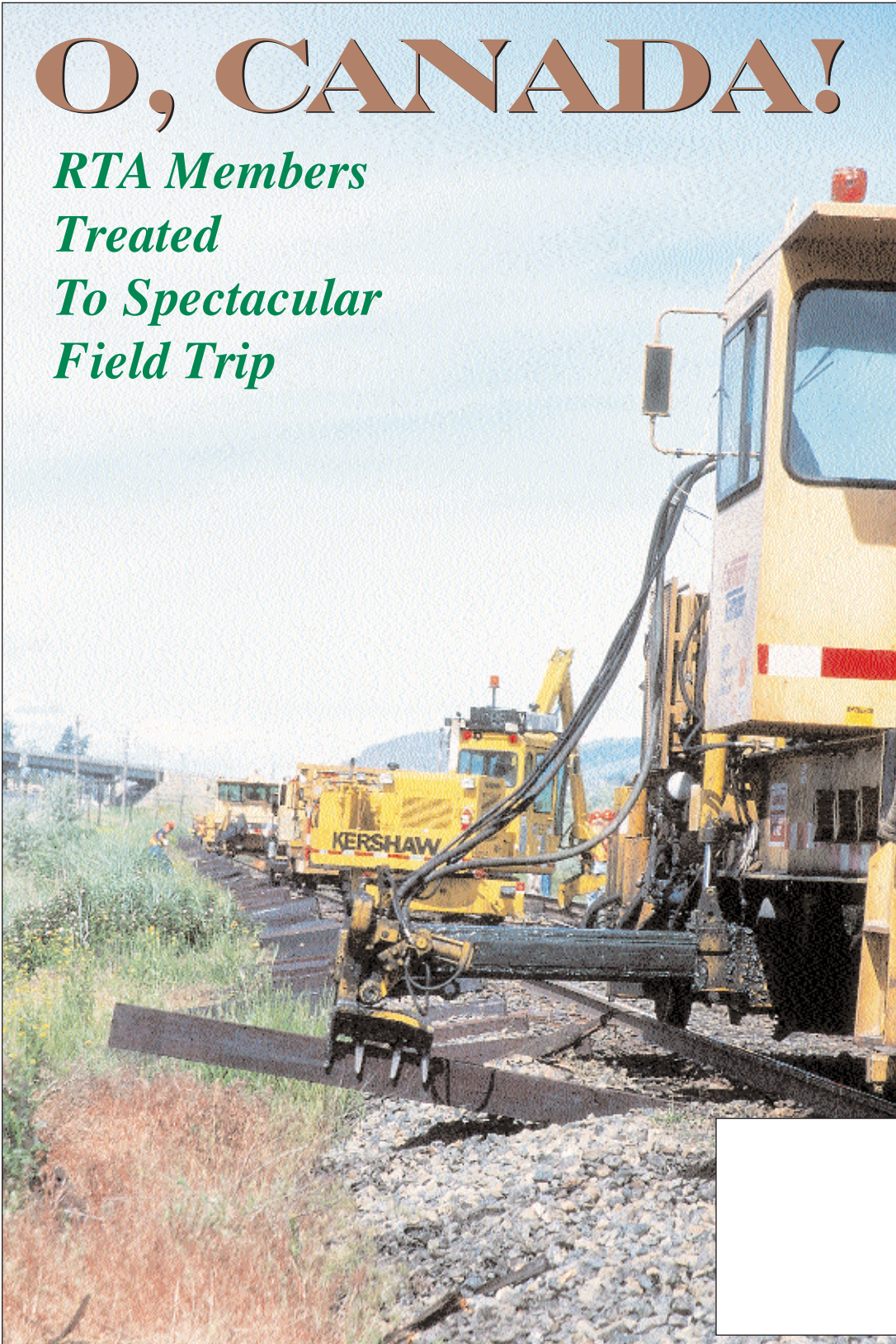
The Magazine For Producers And Users Of Treated Wood Crossties And Related Products.

JULY/AUGUST 2000

REGISTRATION FORM FOR
ANNUAL RTA CONVENTION
SEE PAGE 18

O, CANADA!

*RTA Members
Treated
To Spectacular
Field Trip*



Special Reports

AWPA Meets In San Francisco; Incoming President States Goals

RTA Convention Promises To Be A Very Special Edition

Convention Agenda Details The Focus On Educational Sessions

Study Explores Competitive Position Of Wood In U.S. Railroad Market

“Reflections” Looks Back At Tie Industry 30, 45 & 70 Years Ago

Tie Trends Explores Rail Industry In Mississippi

RTA Convention 2000 VSE

(Very Special Edition)

Grove Park Inn



In what promises to be the most exciting convention ever conducted by the Railway Tie Association, producers and users of crossties will gather Nov. 1-3, at the Grove Park Inn in Asheville, N.C., to discuss and plan for the future. The convention carries a "VSE," very special edition, designation to kick off the new millennium.

The idea for the special edition of this very successful business conference, in its 82nd year, comes in part from the spectacular setting. Situated near the geographic center of Eastern hardwood tie production, the Grove Park Inn offers an unmatched fall location for any gathering. That more tie producers, sawmills and railroaders will be able to attend because of the location's "driveability" is a solid bonus.

The special edition idea also comes from the expansion of RTA's now famous breakout sessions. This year, each session will be longer, create greater depth to the topics of the day, and run consecutively rather than concurrently. This means every session will have maximum attendance and every participant can enjoy each session.

And, what spectacular sessions. The first session, "Railroad and Tie Economics" will feature a keynote address from Craig Rockey, senior vice-president of policy for the Association of American Railroads. Rockey's presentation will focus on the economic health of Class I railroads in a state of the industry speech. He will be followed by Frank Turner, president of the American Short Line and Regional Railroad Association, who will discuss the short line railroads' financial condition. Rounding out the first panel will be an in-depth look at the economics relating to tie production and purchasing practices conducted by Fred M. Norrell, consulting economist to the electric utility industry and the RTA.

Session II will focus on the future ability of tie producers to serve the railroad industry. Presentations on the changing nature of the forest, the sawmill industry and sawmilling attitudes will be made. Bill Luppold of the United States Department of Agriculture, Gene Parker of the Hardwood

Market Report and others will tackle this ever-changing market topic.

The RTA business luncheon will feature RTA annual awards and a special keynote address from Wayne Burkes, vice-chairman of the Surface Transportation Board. Burkes has agreed to share his thoughts on the subject of railroad re-regulation.

In afternoon focus sessions, vice-presidents of engineering, purchasing directors and agents from all six Class I railroads will make comprehensive presentations on construction, maintenance and procurement plans for 2001 and beyond. These intensive sessions are designed to bring up-to-the-minute planning information to all producers and users of crossties.

Finally, on Friday morning, a wrap-up session will be hosted by CNN Headline News anchor Sachi Koto. The session will begin with an entertaining look at the dramatic nature of railroading on the Alaska Railroad by Robert Gonzales, who is in charge of material procurement and inventory management for the railroad. He will unveil Alaska Railroad's dramatic plans for future expansion. The session will continue with Koto leading a discussion on improving business communica-

tion. Included in the session will be Wilson Wong, recently heralded in the *Wall Street Journal* for the creative exercises he has developed for improving team communications.

There will be great social and personal activities as well. A private "Halloween Candlelight Tour" of the famed Biltmore Estate, golf on the spectacular Donald Ross course on property, and a superb banquet event featuring "The Embers," North Carolina's very own original dance band.

This mega-event cannot fully be described in words; attendance is a must for anyone associated with tie manufacturing and use. And, the setting could not be more perfect. So, make plans to see the fall colors and be with your friends and associates at the 82nd annual convention of the Railway Tie Association. §

Want more information from Crossties' advertisers? Simply FAX us this request and we will pass it along to the advertiser. A response will be on its way to you in a jiffy!

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Early Registration Information for the

2000 RTA Annual Convention

Note: Fees cover all meetings and functions, including President's Reception and Annual Banquet. Golf Registration is not covered (see attached form).

Producer, Supplier, Contractor & Consulting Members

(Includes Consulting Engineers) **\$295.00**

Each Representative

Associate Members

(Railroads, Government and Academic) **\$150.00**

Each Representative

Non-Members Who Are Railroad, Government & Academic

\$250.00

Per Person

Other Non-Members

(Members and Non-Members) **\$495.00**

Per Person

Spouses

(Members and Non-Members) **\$150.00**

Per Person

2000 ANNUAL CONVENTION

November 1-3, 2000

The Grove Park Inn - Asheville, N.C.

Caution: Fall is Grove Park Inn's busy season. Book now to ensure your reservation.

Hotel Reservations: (800) 438-5800

Early registration ends Sept. 19, 2000.

Late registration surcharges: Additional \$75/person after Sept. 19.

Cancellation Policy: Full refund prior to Sept. 19. No refunds after Sept. 19.

2000 RTA Convention Pre-Registration Form

Name _____ Title/Firm _____

Address _____

City _____ State _____ Zip _____

Tel. _____ Fax _____

E-mail _____

Name of Spouse to Appear on Badge _____

Return this form with your check for the full registration fee to:

The Railway Tie Association

115 Commerce Drive, Suite C, Fayetteville, Georgia 30214

(770) 460-5553 • (770) 460-5573 fax

2000 RTA Convention Golf Registration Form

I will play golf in the RTA tournament and have added \$125 to my enclosed registration fees.

Name _____

Handicap _____

2000 RTA CONVENTION SCHEDULE & AGENDA

PLEASE NOTE THAT THIS AGENDA IS DIFFERENT FROM PAST YEARS—

Attendees should note that all business sessions run consecutively and do not conclude until noon, Friday Nov. 3, 2000.

MONDAY, OCT. 30, 2000

AREMA Committee 30 Meeting (Time: TBA)

TUESDAY, OCT. 31, 2000

AREMA Committee 30 Meeting (Time: TBA)

8 a.m. – 5 p.m. RTA committee meetings

9 p.m. **“Halloween by Candlelight”**

A special private tour of The Biltmore House
(Appropriately scary music will be played
from the new Biltmore House pipe organ)

WEDNESDAY, NOV. 1, 2000

9 a.m. RTA Golf Tournament – on property at the
Donald Ross-designed golf course

3 – 6 p.m. RTA guest-sponsored hospitality suites

6:15 – 7:15 p.m. President’s Reception

THURSDAY, NOV. 2, 2000

SPECIAL EDITION CONVENTION FORMAT

8 – 8:30 a.m. RTA General Business Session

8:30 – 10 a.m. INTERACTIVE FOCUS SESSION I

“Railroad & Crosstie Economics”

Keynote Address

“Class I Railroad Financial Status – The Current Reading”

Craig Rockey, Senior Vice-President Policy, AAR

“An Examination And Interpretation Of Tie Market Data”

Fred M. Norrell, Consulting Economist

“Short Line Railroads – Economic State Of The Industry”

Frank Turner, ASLRRA President

10:30 a.m. – noon INTERACTIVE FOCUS SESSION 2

“Changes Affecting The Future Of Tie Supply”

Forest/Sawmill Structural Changes – William Luppold, USDA

Marketplace Changes – Gene Parker, Hardwood Market Report

The Sawmill View – Panel Of Sawmill Experts

Dick Buchanan – Buchanan Lumber

Jim Duncan – Monticello Hardwood

Other Experts Will Also Participate

12:15 – 1:45 p.m. RTA Business Luncheon

Keynote Address

“Will Railroads Be Able To Avoid Regulation?”

Wayne Burkes, Surface Transportation Board Vice-Chairman

Annual RTA Awards Presentation

Comments from Byron Hawkins, AWPAA President

2 – 3:30 p.m. INTERACTIVE FOCUS SESSION III

“Maintenance & Construction Plans

For North American Class I Railroads 2001-2002”

Industry Experts

Mike Roney, Canadian Pacific Railway

Tom Schmidt, CSX Transportation

Dave Kelly, CN/IC

Gary Woods, Norfolk Southern Corporation

Mike Armstrong, Burlington Northern Santa Fe

Bill Wimmer, Union Pacific Railroad

3:30 – 5 p.m. INTERACTIVE FOCUS SESSION IV

“Purchasing Objectives For Class I Railroads 2001-2002”

Industry Experts

Bill Rousis, Norfolk Southern Corporation

Gary Hunter, Union Pacific Railroad

Clyde Lobb, Burlington Northern Santa Fe

Doug Fox, Canadian Pacific Railway

Bruce Emberly, Canadian National

Fritz Horn, CSX Transportation

8 p.m. - RTA BANQUET, with the sounds of “The Embers”

FRIDAY, NOV. 3, 2000

9 a.m. – noon SPECIAL INTERACTIVE SESSION V

“Change And Communication –

Making It All Work By Working Harder At Both”

Keynote Address

“The Alaska Railroad -

Changing The Face Of America’s 49th State”

Robert Gonzales, Manager Materials Management

Town Meeting

“TIEing It All Together

As ‘Suppliers’ Of Information”

Sachi Koto,

CNN Headline News, moderator

Special Presentation

“Let’s Do Lunch

Challenges Of The Task –

What Teams Learn In New

Environments”

Wilson Wong,

Jackson, Wong & Associates

(Wong’s techniques have recently
been reviewed in a feature article in
the *Wall Street Journal*.)



**CNN Headline News
Anchor Sachi Koto
will moderate a
special Friday session.**