

Albert A. DeGregorio

President/Executive Consultant
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QUALIFICATIONS

Seasoned railroading professional with over 24 years of results driven executive management experience with particular expertise in:

- Financial management including P&L responsibility of \$300M million:
 - Budgeting, forecasting, financial analysis, and control.
 - Identified inefficiencies and reduced costs.
- FRA compliance and operational safety.
- Preparation and negotiation of numerous complex business proposals and contracts.
- Asset management—valuation, negotiation of leases and rental value.
- Design and management of safe, cost effective and profitable operations
- Strategic planning based on keen insight and thorough analysis of operational and financial factors—identifying critical factors necessary to drive success.
- Recruitment and development of high performance management teams.
- Analytical consultative management approach; visionary, decisive problem solving leadership style. Relationship builder.
- Creating value-added solutions for complex problems.
- Optimizing productivity of people, processes, and safety.
- Collaborating with company attorneys and preparing business cases for litigation.
- Strong track record of creating value-added solutions that produced financial benefits for complex problems for US and Mexican companies.
- Advanced educational and professional achievements —MBA / CPA

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

EXECUTIVE MANAGEMENT & CONSULTING

- More than 14 years of negotiation experience for Conrail and numerous short line railroads. Negotiated over 5,000 equipment agreements involving over 2 million freight cars that resulted in over \$20 million in benefits.
- Monitored contract performance and ensured compliance. Worked with other railroads to develop win-win solutions to operational challenges.
- Collaborated with company attorneys in preparation for arbitration/litigation. Prepared business cases and appeared as expert witness resulting in \$3 million of annual benefits to clients.
- Reduced costs of operations and equipment usage through in-depth studies of cost components resulting in over \$5 million in annual savings.
- Developed and managed \$300 million equipment budget—consistently exceeded profitability expectations.
- Member of hand-selected team of consultants engaged for the privatization and NAFTA integration of TFM (Mexican railroad), and assisted this company in becoming one of the most profitable and valuable companies in Mexico (1999-2001).
- Conducted numerous special projects including profitability studies, due diligence, safety, risk assessment, cost analysis, and operational efficiency. Prepared detailed reports and recommendations to senior management that resulted in combined benefits of over \$5 million.
- Established strategies, policies, and procedures for equipment management operations, including budgets, measuring tools, and reporting methods.
- Designed job descriptions, candidate profiles, hired and trained managers and staff.
- Provided equipment valuation and cost recovery services to Hurricane Katrina devastated railroad in New Orleans valued at over \$2 million.

**FINANCIAL
MANAGEMENT**

- Financial management and control including P&L responsibility of \$300 million.
- Ensured the integrity of financial data, compliance with GAAP, SEC, FRA, AAR, and other regulations through continuous review and improvement of control designs.
- Managed budgets, forecasts, cash flow, tax reports, special projects and analyses, monthly and fiscal trial balances and closings; provided analytical support to operations, and external consultants and auditors.
- Developed and conducted numerous and increasingly more complex financial, operational, and IT audits for all areas of the company, and prepared comprehensive reports and recommendations to senior management that resulted in over \$12 million in cash recoveries and savings.
- Designed departmental organization and structure. Interviewed, hired, and trained management and staff personnel. Managed and trained up to 24 direct-report staff members throughout career.

**PROCESS
IMPROVEMENT &
IT INTEGRATION**

- Led process improvement team responsible for the design of accounts payable control system. Prepared detailed system specifications, coordinated efforts with programmers, and reported progress to senior management. System managed \$300 million in payable transactions and completely eliminated rework and overpayments valued at \$5 million annually.
- Represented company to industry regulatory agencies that formulate industry policies. Effectively influenced policy decisions resulting in benefits to company estimated in the millions of dollars.
- Designed and coordinated development of statistical measurement system for railroad industry. Engaged by Railinc to define and document system specifications, features and functionality, and coordinate the production of the system prototype.
- Designed and developed analytical applications that provided executives with the ability to produce ad-hoc or pre-defined reports, and identified over \$4.5 million in cost-saving opportunities to date.

**PROFESSIONAL
EXPERIENCE:**

MANAGEMENT CONSULTANT <i>President—Railroad Consulting Network</i>	1999 - Present
CONSOLIDATED RAIL CORPORATION, Philadelphia, PA <i>Director—Asset Management</i>	1994 - 1999
<i>Manager—Special Projects</i>	1991 - 1994
<i>Supervisor of Internal and IT Audits</i> (Internal Auditing Department)	1984 - 1991

EDUCATION

Drexel University, Philadelphia, PA. M.B.A.	Villanova University, Villanova, PA. B.S. Accountancy
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**PROFESSIONAL
CERTIFICATION**

Certified Public Accountant—Commonwealth of PA

**COMPUTER
SKILLS**

Expert level proficiency in personal computers, and common business and accounting applications. Developed complex analytical models and databases with Microsoft Excel and Access.

**PERSONAL
INTERESTS**

Volunteer business advisor, church volunteer and little league coach. Enjoy golf, fishing, reading, and travel.