



# Southeast Association of Rail Shippers

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## Southeast Association of Rail Shippers (SEARS) 2016 Fall Meeting Agenda

September 27 – 29, 2016

DOUBLETREE BY HILTON IN HISTORIC CHARLESTON  
181 Church Street, Charleston, SC 29401

### Tuesday, September 27, 2016

|                 |                                  |
|-----------------|----------------------------------|
| 2:30pm – 4:30pm | Board Meeting & Support Team     |
| 5:00pm – 7:00pm | Registration                     |
| 5:30pm – 6:00pm | New Attendee Welcome/Orientation |
| 6:00pm – 7:00pm | Networking Reception             |
| 7:00pm          | Dinner on your own               |

### Wednesday, September 28, 2016

THEME: "Managing in the Head Winds for Future Growth"

|                  |  |
|------------------|--|
| 7:00am – 11:30am | Registration   |
| 7:00am – 8:00am  | Light Breakfast Buffet   |
| 8:00am           | General Meeting  |
| 8:00am           | <b><i>Welcome Address and Introductions</i></b><br><b><u>Chuck Camp</u></b><br>President, Southeast Association of Rail Shippers (SEARS)<br>Manager of Logistics, Alabama State Port Authority |
|                  | <b><u>AAR Rep TBD</u></b> , Safety Briefing  |
|                  | Anti-Trust Overview  |
| 8:20am           | <b><i>Opening Speaker</i></b><br><b><u>Dave Garin</u></b><br>Group Vice President Industrial Products<br>BNSF  |
| 9:00am           | <b><i>Economic Update</i></b><br><b><u>Walter Kimmsies</u></b><br>Managing Director, Economist & Chief Strategist<br>JLL   |

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## **September 28, 2016**

- 9:40am** Refreshment Break
- 10:00am** *Equipment Issues*  
**Paul Titterton**  
Senior Vice President and Chief Commercial Officer, Rail North America  
GATX
- 10:30am** *The Intermodal Perspective*  
**Jason Bohannon, VP Sales, J.B. Hunt**  
Vice President Sales  
J.B. Hunt
- 11:00am** *Short Line Initiatives*  
**Mike Peters**  
SVP Real Estate & Industrial Development  
Genessee & Wyoming
- 11:30am** *Port Perspectives*  
**Jack Ellenberg**  
SVP Strategic Projects  
South Carolina Port Authority
- 12:00pm** *Break*
- 12:15pm** *Lunch and presentation of Person of the Year Award to Paul Hoben.*  
**Chuck Camp**  
President, Southeast Association of Rail Shippers (SEARS)  
Manager of Logistics, Alabama State Port Authority
- 1:30pm** *Academic Perspective*  
**Kent Gourdin**  
Professor of Logistics  
College of Charleston
- 2:00pm** *Engineering Significant Terminal Efficiencies: CapEx is the last step of the process*  
**Richard Stroot**  
Principal  
Stroot Rail Consulting
- 2:30pm** *Meeting Adjourn*
- 2:30pm-4:30pm** *Free Time*
- 4:30pm** *Shippers Only Meeting (by invitation only)*  
**David Little**  
VP Transportation and Operation Services  
Martin Marietta Materials
- 6:00pm** *Evening Reception (Hosted Bar)*
- 7:00pm-9:00pm** *Dinner (Cash Bar)*

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## **Thursday, September 29, 2016**

- |               |   |
|---------------|---|
| <b>7:30am</b> | <b>Golf Tournament Registration and Warmup</b><br>Patriot's Point Golf Course<br>Charleston, SC |
| <b>8:30am</b> | <b>Shotgun Start</b>  |
| <b>1:30pm</b> | <b>Luncheon &amp; golf prizes</b>   |
| <b>3:00pm</b> | <b>Board and Support Team Meeting</b>   |
| <b>6:00pm</b> | <b>Board Dinner (TBD)</b>   |

**Rev. 9-23-16**