



Southeast Association of Rail Shippers

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Southeast Association of Rail Shippers (SEARS) 2018 Fall Meeting Agenda

September 10 – 13, 2018

THE FRANCIS MARION HOTEL
387 King Street, Charleston, SC 29403

Monday, September 10, 2018

5:00pm - 7:00pm Board of Directors, Advisory Board and Staff Meeting

Tuesday, September 11, 2018

8:30am – 9:30am Golf Registration and Warmup at Wild Dunes at Isle of Palms, SC (optional)
9:30am – 4:00pm Golf at Wild Dunes (golfers provide their own transportation)
10:30am – 1:30pm Member Registration Opens
1:00pm – 4:00pm Port of Charleston Tour (Bus leaves at 1:15pm and arrives back by 4:00pm) (optional)
4:00pm – 7:00pm Member Registration
5:30pm – 6:00pm New Attendee Welcome/Orientation
6:00pm – 7:00pm Networking Reception (Hosted Bar)
7:00pm Dinner on your own

Wednesday, September 12, 2018

THEME: "Improving the Customer Experience in a Tight Transportation Market"

7:00am – 11:30am Registration

7:00am – 8:00am Light Breakfast Buffet

8:00am General Meeting

8:00am **Welcome Address and Introductions**
Shanon Wiley
President, Southeast Association of Rail Shippers (SEARS)
Manager, Rail Operations and Sourcing, International Paper

AAR Rep TBD, Safety Briefing

Anti-Trust Overview

8:30am **Opening Speaker**
John Miller
Group Vice President
BNSF

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- 9:10am** ***Market Analysis***
 Tony Hatch
 ABH Consulting
- 9:45am** ***The Shortline Perspective***
 Keith Borman
 Vice President and General Counsel
 American Shortline and Regional Railroad Association (ASLRRA)
- 10:15am** **Refreshment Break**
- 10:30am** ***The Economic Perspective***
 Walter Kemmsies
 Managing Director, Economist and Chief Strategist
 JLL
- 11:00am** ***Trucking capacity, innovation, productivity, and driver retention***
 Craig Paulson
 VP of Sales and Marketing
 Schneider
- 11:30am** ***Railroading - Past and Future***
 Clarence Gooden
 Former President
 CSX
- 12:15pm** ***Lunch***
- Infrastructure and Technology Issues***
- 1:30pm** ***Infrastructure***
 Bill Everett
 Business Development
 Rockwell Collins
- 2:00pm** ***Railcar Tracking Management***
 Don Loftis
 Principal Software Engineer
 Olin Corporation
- 2:30pm** ***Railroad Security Technology***
 Jim Kniestedt
 Founder and President (Advisor to Kansas City Southern)
 Gravick Consulting Group, LLC

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- 3:00pm** ***Train Control Systems***
 Lewis Ray
 Positive Train Control Systems
 Norfolk Southern
- 3:30pm** ***Break***
- 4:00pm** ***Shippers Only Meeting (All Shippers Welcome)***
 Harris Hornbuckle
 Manager, Rail Logistics
 WestRock Company
- 5:30pm** ***Break***
- 6:00pm** ***Evening Reception (Hosted Bar)***
- 7:00pm-** ***Progressive Dinner (Cash Bar)***
8:30pm
 Shanon Wiley
 President
 Southeast Association of Rail Shippers (SEARS)
 Manager, Rail Operations and Sourcing, International Paper

Thursday, September 13, 2018

8:00am - 9:30am **Board of Directors, Advisory Board and Staff Meeting**