



Southeast Association of Rail Shippers

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Southeast Association of Rail Shippers (SEARS) 2019 Spring Meeting Agenda

March 18-21, 2019

The DeSoto Hotel
15 E Liberty, Savannah, GA

Monday, March 18

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

Tuesday, March 19

8:30am – 9:30am	Golf Registration and warmup at The Club at Savannah Harbor
9:30am – 4:00pm	Golf at The Club at Savannah Harbor (golfers provide their own transportation)
10:30am – 1:30pm	Member Registration Opens
12:30pm – 4:00pm	Port of Savannah Tour (bus will depart from the hotel)
4:00pm – 7:00pm	Member Registration
5:30pm – 6:00pm	New Attendee Welcome/Orientation Networking
6:00pm – 7:00pm	Reception (Hosted Bar)
7:00pm	Dinner on your own

Wednesday, March 20

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

7:00am - 8:30am	Registration
7:00am - 8:00am	Light Breakfast Buffet
8:00am	General Meeting Begins

Welcome Address and Introductions

Shanon Wiley

President, Southeast Association of Rail Shippers (SEARS)
Manager Rail Operations and Sourcing, International Paper

Safety Briefing

Anti-Trust Overview

Nominations for SEARS 2019-2021 President & Board of Directors

8:40am - 9:15am	<i>Opening Speaker</i>
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John Miller

Group Vice President, BNSF

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9:15am - 9:50am ***Market Analysis***
 Tony Hatch
 ABH Consulting

9:50am - 10:15am **Break**

10:15am - 10:45am ***The Shortline Perspective***
 Ben Tarbutton, III
 President, Sandersville Railroad
 American Shortline and Regional Railroad Association (ASLRRA) Exec. Committee

10:45am - 11:15am ***The Economic Perspective***
 Walter Kemmsies
 Managing Director, Economist and Chief Strategist
 JLL

11:15am- 12:00pm ***Railroading - Past and Future***
 Clarence Gooden
 Former President, CSX Transportation

12:00pm - 1:30pm **Lunch**

Transition to Afternoon Sessions: Infrastructure & Technology

1:30pm -1:45pm ***Trucking Capacity, Innovation, Productivity, and Driver Retention***
 Michael Cooper
 Intermodal Regional Vice President
 XPO Logistics

1:45pm - 2:30pm ***Overview of PTC***
 Bill Everett
 Business Development
 Collins Aerospace

2:30pm - 3:00pm ***Railroad Security Technology***
 Jim Kniestedt
 Founder and President, Gravick Consulting Group, LLC
 (Advisor to Kansas City Southern)

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- 3:00pm - 3:30pm** ***Train Control Systems***
Lisa Wilson
Director Advanced Train Control Systems
Norfolk Southern
- 3:30pm - 4:00pm** **Break**
- 4:00pm - 5:30pm** ***Shippers Only Meeting (All Shippers Welcome)***
Harris Hornbuckle
Manager, Rail Logistics
WestRock Company
- 6:00pm - 8:00pm** ***Progressive Dinner/Prizes/Remarks***
Shanon Wiley
President, SEARS

Thursday, March 21

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