



# Southeast Association of Rail Shippers 2019 Fall Conference September 10-11, 2019

The Marriott Hilton Head Resort

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## Agenda

### Tuesday, September 10

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| 11:00 - 1:00 | Golf Registration, Warm-up and Lunch at Palmetto Dunes                   |
| 1:00 - 5:00  | Golf Outing at Palmetto Dunes, Robert Trent Jones Course (shotgun start) |
| 10:30 - 4:30 | Meeting Registration Opens   |
| 4:30 - 5:30  | SEARS Board of Directors, Advisory Board and Support Team Meeting        |
| 5:30 - 6:00  | New Member Welcome Reception & Orientation                               |
| 6:00 - 7:00  | Opening Reception  |
| 7:00         | Dinner on Your Own, Enjoy Hilton Head Island                             |

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### Wednesday, September 11

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| 7:00 - 11:30 | Registration Opens  |
| 7:00 - 8:00  | Breakfast   |
| 8:00         | General Session Begins  |
|              | Welcome and Introductions<br><i>Bob Gerard, President SEARS</i>   |
|              | Safety and Antitrust Briefings  |
| 8:30 - 9:15  | Keynote Speaker<br><i>Nate Asplund</i><br>President, Florida East Coast Railway                                     |
| 9:15 - 9:45  | Opportunities and Efficiencies in Transloading<br><i>Arturo Sanchez</i><br>President, Omni Transloading & Logistics |

9:45 - 10:15	A Review of the North American Fleet: The Impact of PSR <i>Bob Pickel</i> VP Marketing & Sales, National Steel Car
10:15 - 10:30	Networking Break
10:30 - 11:15	Panel Discussion: Present and Future Challenges Facing the Boxcar Fleet Host: <i>David Sellers</i> Manager, Sellers Transportation Consulting
11:15 - 12:00	Panel Discussion: Railroads Address the Challenges Facing Boxcar Shippers <i>Jack Vierling</i> : VP Fleet Management, CSX <i>Paddy O'Neill</i> : Senior Director Equipment Planning, Norfolk Southern
12:00 - 1:30	Networking Lunch
1:30 - 2:15	Economic Growth in the Southeast: How the Palmetto State Attracts and Serves Industry <i>Patrick McCrory</i> Chief Commercial Officer, Palmetto Railways
2:15 - 2:45	Anti-Terrorism and Security Regulations for Chemical Facilities & Shippers <i>Frank Bernhard</i> US Department of Homeland Security Chemical Industry Security and Anti-Terrorism
2:45 - 3:15	Case Study: A Shipper, Short Line and Port Collaborate for Success <i>Eric Cunningham</i> : VP, Plastics Express <i>Andy Chunko</i> : SVP, Genesee and Wyoming
3:15	Networking Break
4:00 - 5:00	Shipper Advisory Meeting: All Shippers Welcome A SEARS exclusive: this “shipper only” meeting provides shippers a forum to help shape future meeting and highlight topics of interest to rail shippers
6:00 - 7:00	Closing Networking Reception
7:00	Closing Dinner

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## **Thursday, September 12**

8:00 - 9:30	SEARS Board of Directors, Advisory Board and Support Team Meeting
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