



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

The Marriott Hilton Head Resort

---

## Agenda

### Tuesday, September 10

- |              |  |
|--------------|--|
| 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                             |

---

### Wednesday, September 11

- |              |   |
|--------------|---|
| 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  
*Bob Pickel*  
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: *David Sellers* - Manager, Sellers Transportation Consulting  
Panel Members:  
*Darwin Joslyn* - PCA  
*Mona Moorman* - Domtar  
*Mike Peters* - G&W  
*Shanon Wiley* - IP
- 11:15 - 12:00      Panel Discussion: Railroads Address the Challenges Facing Boxcar Shippers  
Host: *David Sellers* - Manager, Sellers Transportation Consulting  
Panel Members:  
*Paddy O'Neill* - Norfolk Southern  
*Paul Titterton* - GATX  
*Jack Vierling* - CSX
- 12:00 - 1:30      Networking Lunch
- 1:30 - 2:15      Economic Growth in the Southeast: How the Palmetto State Attracts and Serves Industry  
*Patrick McCrory*  
Chief Commercial Officer, Palmetto Railways
- 2:15 - 2:45      Anti-Terrorism and Security Regulations for Chemical Facilities & Shippers  
*Frank Bernhard*  
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  
*Eric Cunningham*: VP, Plastics Express  
*Andy Chunko*: SVP, Genesee and Wyoming
- 3:15      Networking Break
- 4:00 - 5:00      Shipper Advisory Meeting: All Shippers Welcome  
Host: *Harris Hornbuckle* - WestRock  
A SEARS exclusive: this “*shipper only*” meeting provides shippers a forum to help shape future meetings and highlight topics of interest to rail shippers
- 6:00 - 7:00      Closing Networking Reception
- 7:00      Closing Dinner
- 

**Thursday, September 12**

8:00 - 9:30

SEARS Board of Directors, Advisory Board and Support Team Meeting