



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

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- 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

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

Rev. 9-23-16