

Southeast Association of Rail Shippers

Spring Meeting

March 27 – 29, 2012

PINEHURST resort – Carolina Hotel

Pinehurst Village, NC 28374

Preliminary AGENDA

Tuesday, March 27

2:30 p.m. – 4:30 p.m.

5:30 p.m. – 7:00 p.m.

5:30 p.m. – 6:00 p.m.

6:00 p.m. – 7:00 p.m.

Board of Directors & Support Team Meeting

Registration

New Attendee Welcome & Orientation (Amex gift card drawing)

Networking Reception @ the Main Golf Club Veranda

Putting Contest sponsored by Carolina Stalite Company

Dinner on your own

TRACKING EMERGING OPPORTUNITIES

Wednesday, March 28

7:00 a.m. – 7:45 a.m.

7:00 a.m. – 8:00 a.m.

7:30 a.m.

8:00 a.m.

8:30 a.m.

Buffet Breakfast

Registration

Presenters Orientation

General Meeting

Key Note Speaker

Donald Seale

Executive Vice President & CMO

Norfolk Southern Corporation

9:15 a.m.

Shipper Speaker

Mark Ramsey (invited)

Manager Carrier Relations

Lowe's Companies, Inc.

9:30 a.m.

Spouse/Guest Breakfast

11:00 a.m.

Spouse/Guest Wine & Wickets

9:45 a.m.

Break

10:00 a.m.

Shortline Railroad Challenges & Opportunities

Garland Horton

President

Aberdeen & Rockfish Railroad

Robert Menzies

President

Aberdeen, Carolina & Western Railroads

Bill Jasper

Senior Vice President

Rail Link (Genesee & Wyoming Railroad)

10:45 a.m.

Hazardous Shipments & Tank Car Committee Issues

Robert Fronczak

Asst. Vice President Environment & Hazardous Materials

Association of American Railroads

11:15 a.m. **Dr. Walter Kimmsies**
Chief Economist
Moffat & Nichol

11:45 a.m. **Lunch**

12:30 p.m. **The Steel Interstate**
Ken Marsh
Vice President & CFO
March Investments, LLC

1:15 p.m. **Tony Hatch**
Rail Analyst
ABH Consulting
Michael McBride
Lawyer
Van Ness Feldman

6:-00 p.m. – 7:00 p.m. Reception
7:00 p.m. – 9:00 p.m. Dinner

Thursday, March 29

8:00 a.m. **Golf Tournament**
Pinehurst Golf Course No. 5

1:30 p.m. **Lunch Buffet & Golf Prizes**

3:00 p.m. **Board Meeting**

6:00 p.m. **Board Dinner**

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