

Shipping, Receiving & Warehousing Workshop

April 8-9, 2014 • New Orleans, Louisiana, USA



The Times of Individual Presentations still Subject to Change

MONDAY APRIL 7th

3:00pm – 6:00pm **Registration Open**

TUESDAY APRIL 8th

6:30pm – 8:00am **Breakfast on your own**

7:00am – 5:00pm **Registration Open**

8:00am – 8:15am **Opening Remarks and Anti-Trust Statement**

8:15am – 9:00am **Keynote Address: Guy Gleysteen, Sr. Vice President Production – Time Inc.**

9:00am – 10:15am **PANEL: Trailer Safety Inspections 101**

Panelists:

Rod Ehrlich, SVP/CTO, Wabash National Corporation

Bryan Rollins, Regional Trailer Sales Manager, Allstate Utility

John Vinje, CEO/President, Halvor Lines

This panel will detail the basic construction of an over- the- road trailer, preventative maintenance from an owner's perspective and what shippers should incorporate into their safety inspections prior to loading.

10:15am – 10:45am **Coffee Break Sponsored by UPM**

10:45am – 12:00pm **PANEL: Trucking Industry Outlook: Key Challenges Facing the Industry in 2014 and Beyond**

Facilitator: *Glenn Schicker, VP – Operations, NorCell, Inc*

Panelists:

Art Nourot, Vice President, Carrier Procurement, Supply Chain Solutions, Unyson Logistics

Bob Darden, Director of Sales, Con-Way Truckload

TBD, Total Transportation of Mississippi

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There has been no shortage of challenges for the trucking industry, from the great recession and subsequent slow recovery to the cost of fuel and government regulation. It does not appear that the road ahead is going to be any easier. Hear from three industry experts on the current and future challenges facing the industry and their impact on the transportation providers, shippers and the industry as a whole.

12:00pm – 1:00pm **Complimentary Lunch Sponsored by Cascades Sonoco**

1:00pm – 1:45pm **AAR Update**

Speaker: Tom Feltault, Senior Manager Damage Prevention, Engineering Damage Prevention & Loading Services, AAR

Tom Feltault will share highlights of the major revisions in the Best Practices Guide (publish date yet TBD, 2014), progress on the 60' boxcar trials and new patterns approved in 2013 for both intermodal and boxcar shipments.

1:45pm – 2:45pm **The Strength of Collaboration**

Speakers:

Julie Furbee, Materials Supervisor, RR Donnelley-Danville

Russ Gordon, Senior Operations Specialist – Logistics, Resolute Forest Products

The Whole is Greater than its Parts – A Printer, Paper Mill and Two Railroads developed a new AAR Approved Load Plan; Improved Boxcar Quality; and Reduced Transit Damage...all while Keeping Safety the # 1 Priority.

2:45pm – 3:15pm **Coffee Break Sponsored by UPM**

3:15pm – 3:45pm **How a Software Program can assist you in Loading Paper – Load Expert & NewPage**

Speakers:

Cédric Guerrier, Sales and Marketing, LoadXpert

Danelle Ramsey, Load Safety & Damage Prevention Manager, NewPage

A look at how Software Programs can assist Loaders in Shipping according to AAR and FMSCA Regulations; Calculating the Center of Gravity for Rail Loads; and Balancing Weights in Truck Shipments... just to name a few.

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3:45pm – 4:45pm **Third Party Warehousing: How Do Shippers Assess Quality and How Operators Provide It**

Speakers:

Stephan Schwarzl, General Manager, CFO, Jerich USA, Inc

Glenn Schicker, VP – Operations, NorCell, Inc

Selecting a warehouse provider is a key decision made by shippers that has a significant impact on the quality of service they provide to their customers and on their bottom line. Understanding what the shipping community is looking for and how to deliver those services in a high-quality, cost effective way is how third party warehouses make their living. In this segment, you will hear from both parties of this critical partnership on what each expects and must to do to ensure success.

4:45pm – 5:00pm **Wrap Up for Day**

5:30pm – 7:00pm **Networking Reception Sponsored by Hexacomb**

Come join your colleagues for cocktails, hors-du-oeuvres and networking before you head out to dinner. While you visit, you can browse the vendor displays and learn about their products and services. We look forward to seeing you there!

WEDNESDAY APRIL 9th

7:00am – 8:00am **Breakfast on your own**

7:00am – 12:00pm **Registration Open**

8:00am – 8:15am **Welcome & Recap/feedback**

8:15am – 9:30am **PANEL: The Role of the Receiver in Reducing Transit Damage**

Panelists:

Steve Coulter, Business Resource Manager, Quad Graphics

Julie Furbee, Materials Supervisor, RR Donnelley

Rick Lotz, Paper & Manufacturing Materials Process Specialist, Brown Printing

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North America's Largest Fine Paper Printers Discuss the Impact of Transit Damage on the Printing Process; and How They are Working with Paper Mills and Railroads to Reduce this type of Damage.

9:30am – 10:30am

PANEL: Railroading at its Best

Panelists:

*Scott Apple, Manager Closed Car Commodities, Norfolk Southern Railroad
Steve Legge, Damage Prevention Officer, Canadian National Railroad
Don Silk, General Manager – Car Maintenance, Pan Am Railways
Doug Stewart, Superintendent of Transportation Services, Pan Am Railways
Bill Foust, Director – Equipment, BNSF Railway*

Hear from our rail carriers how they have been working to enhance the transportation of your paper goods.

10:30am – 10:45am

Coffee Break Sponsored by UPM

10:45am – 11:30am

PANEL: Introducing the Equipment Quality Register – Technical Advisory Group (EQR TAG)

Panelists:

*Kathy McGrath, Director, General Equipment & Wreck Administration, TTX Company
Gary Gaule, Director, Fleet Management – Boxcars, Union Pacific Railroad
Angela Buccrigrosse, Business Analyst, Asset Health, RailInc.*

The EQR Improves Boxcar Reject Reason Visibility and the Tracking of Boxcars Rejected by Shippers for Mechanical Reasons

11:30am – 12:30pm

Complimentary Lunch Sponsored by Southern Bracing Systems

12:30pm – 1:15pm

Classification Yard Optimization

Speaker: *Gary Johnson, Director, Merchandise and Intermodal, CSX*

CSX will be present their optimization process to reduce load shift incidents in their classification yards. CSX will also share innovative loading techniques that have assisted in preventing damage to other commodities and may be transferable to the Paper Industry.

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1:15pm – 1:45pm

Anatomy of a Boxcar

***Speaker:** Robert Pickel, Senior Vice President Marketing & Sales, National Steel Car*

One of North America's Freight Car Builders dives into the mechanical parts of a Boxcar. Learn how the different components of a Boxcar impact paper as it "Rides the Rails" and what to look for when Inspecting Boxcars.

1:45pm – 2:30pm

The Challenges & Opportunities for Paper shippers in a Growing Intermodal Market

***Speaker:** Matthew Hardin, Damage Prevention Commodity Manager Intermodal, Norfolk Southern Railroad*

An Intermodal Damage Prevention Expert discusses the existing intermodal fleet; intermodal damage prevention; and the growth expected in this mode of transportation. Our expert will share recent photos of paper shipments, offer suggestions and address your concerns.

2:30pm – 2:45pm

Wrap Up