

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

Buck Hammann, Chief Operating Officer, 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

John Stomps, President/CEO, Total Transportation of Mississippi, LLC

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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 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:

Jim Cappy, System Manager, Prevention and Field Services, 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**

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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.

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

2:45pm-3:00pm

2015 SRW Planning Committee Meeting – OPEN TO ALL THAT WANT TO JOIN