

Agriculture Transportation Coalition

"The principal voice of agriculture in U.S. transportation policy"

27th Annual Meeting

The Largest Annual Gathering of Ag Shippers Sourcing and Delivering to Foreign Markets

Wednesday - Friday June 24 - 26, 2015

Hotel Nikko, 222 Mason Street, San Francisco

Early Bird AgTC Members \$390 Non Members \$500

[**Click Here to Register**](#)

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WEDNESDAY, JUNE 24

5:30 PM SHARP Bus leaves Nikko for Pier 40
Board boat at Pier 40 for cruise of San Francisco Bay with dinner, drinks hosted by Port of Oakland. **Boat departs at 6pm SHARP.** (Limited to AgTC Members and Meeting Sponsors)

7:30 pm Boat returns to Pier 40, Board Buses to return to the Nikko, arrive at Nikko by 7:45pm

7:30 pm **No-Host Early Bird Gathering** - Kanpai Lounge - Hotel Nikko Lobby Level

THURSDAY, JUNE 25 - Nikko Ballroom

7:00 am **2nd Annual Wine & Spirits Shippers Association Run-Walk**

8:00 am **REGISTRATION**

9:30 am **BEST PRACTICES SESSION** (*No press - off the record: for AgTC members only.*)
Wolfgang Freese, President, Hapag-Lloyd (America) engages in face-to-face discussion with ag shippers to address operations, equipment, service, booking, fulfillment and documentation- what the shipper needs from the carrier and what the carrier needs from the shipper. Open and frank.

11:45am **Premium Sponsor and Member Luncheon: "The Year In Review"**

- Peter Friedmann, Executive Director, AgTC

1:45 pm **GENERAL SESSION**

➤ *Welcome to All*

- **The Shipper Perspective.** Leading ag exporters and importers present experiences and strategies: routing to avoid port disruption, documentation, carrier service challenges; container availability; rail service; trucking shortages, and more.

Michelle Staples, CellMark

Hal Shenson, Nature's Sun Grown

Valarie Armstrong, Mariani Packing

Marlon Jones, International Paper

Duncan McGrath, Cargill

Coffee Break

- **The Carrier Perspective.** A panel of senior ocean carrier and NVO executives: senior executives review reefer service, carrier alliances, mega ships, etc.
 - **Ed Zaninelli, OOCL**
 - **Thorsten Meincke, Senior Vice President of Global Sea Freight, Kuehne + Nagel**

5:45 pm **Wine and Cocktail Reception**

7:30 pm **ANNUAL DINNER**

Remarks from Jon Slangerup, Chief Executive, Port of Long Beach

Presentation of 9th Annual Ocean Carrier Performance Survey Results. Recognition of "Ocean Carrier(s) of the Year." The benchmark by which carriers can determine how they are perceived by agriculture shipper customers.

9:30 pm **Post Dinner Networking:** Nikko 25th Floor Windows Over the City

FRIDAY, JUNE 26 – Nikko Ballroom

7 am **Continental Breakfast**

8:00 am **GENERAL SESSION**

John Cushing, President, Pier Pass

Lea Bogatch, President Americas, Canada & Caribbean Area; Zim America

- **Port Drayage/Truck Transport** – When ag exporters (and importers) compete on delivered price, every wasted dollar cuts into the margin. Inland and port drayage is a costly part of the export business, and every exporter has horror stories.
- **Chassis** In just 5 short years the chassis situation has gone from clarity (part of the basic ocean carrier service) to chaos - where most, but not all, of the steamship lines have stopped providing chassis "for free", except when they still do provide the chassis. Each port and inland terminal has its own practice, and each steamship line has its own rules in each port. The leading expert on intermodal chassis will shed light on the industry's latest trends and the cost implications.

12:30 pm **KEYNOTE LUNCHEON – The New Trade Balance**
Walter Kemmsies Moffat and Nichol Chief Economist

2:00 pm **GENERAL SESSION**

- **Rail Service for Ag:** Competing with oil, gas and coal; limiting service for ag shipments both east bound and west bound.
- **Post departure filing of export documentation. New requirements, how to comply and avoid penalties and missed sailings.** CBP proposing reduced documentation for many agriculture and forest products exports. Who will qualify?
- **Customs-Trade Partnership Against Terrorism.** What will be the impact of bringing your entire export supply chain under Customs and Border Protection security scrutiny

3:15 pm **AgTC Member-Only Wrap up – Frank discussion: what we've learned at this year's Annual Meeting; what we want to achieve in coming months to advance members' interests.**

4:00 pm

Meeting Adjourns

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Questions? Call 202-783-333 or email info@agtrans.org