# 30th Annual Meeting

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

**June 12 – 15, 2018**  
(Tuesday evening – Friday morning)

**Greater Tacoma Convention Center**

Register Here: [www.agtrans.org/events](http://www.agtrans.org/events)

## TUESDAY, JUNE 12

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<th>Time</th>
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| 5:00 PM| **BOAT CRUISE OF COMMENCEMENT BAY ON PUGET SOUND**– Waterside views of terminals and vessels  
For AgTC members and Annual Meeting sponsors only |
| 7:30 pm| NO-HOST EARLY BIRD GATHERING                                         |

## WEDNESDAY, JUNE 13

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<th>Time</th>
<th>Event</th>
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<tr>
<td>6:45 am</td>
<td><strong>4th ANNUAL WINE &amp; SPIRITS SHIPPERS ASSOCIATION RUN-WALK</strong></td>
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<td>8:30 am</td>
<td><strong>REGISTRATION</strong></td>
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| 9:00 am| **BEST PRACTICES SESSION** No press – completely off the record; for AgTC members only. Free-flowing discussion, Q&A throughout.  
- Carrier: Paul Devine, President North America, OOCL, engages in face-to-face, open and frank conversation. Real answers to tough questions about operations, equipment, service, booking, fulfillment and documentation—what the shipper needs from the carrier and what the carrier needs from the shipper.  
- Terminal: Ed DeNike, Exec. VP Stevedore Services of America, discusses marine terminal productivity, the truth about per-diem charges, addresses congestion, dealing with ever-bigger ships, fewer sailings and the alliances. |
| 11:30 am| **PREMIUM SPONSOR AND AGTC MEMBER LUNCHEON:**  
- “**The Hot Button Issues Unvarnished**” – Intimate, intensive lunch session for AgTC members and our Premium Sponsors –only- What do shippers really think, want, and need and how we’re achieving this.  
  - Peter Friedmann, Executive Director, AgTC |
| 1:00 pm| **GENERAL SESSION**  
- Welcome  
- **The Shipper Perspective.** Leading AgTC members’ experiences and strategies: avoiding port disruption; documentation/carrier service challenges; container availability; rail service; dealing with the trucking crises.  
  - Brad Cunningham, Leprino Foods (cheese/dairy)  
  - Allison Leavitt, Wine and Spirits Shipper Association (wine)  
  - Jennifer Sidis, Wilbur Ellis (hay)  
  - Carl Varner, Fornazor (grain and feed)  
  - Karen Zapata, Superior Foods (seafood)  
- Amazon – exporters and importers need each other  
  - Josh Dolan, Director, Global Inbound Supply Chain & Logistics, Amazon |
The Toughest, Controversial Challenges facing Carriers, Ports, Truckers, Shippers
- Bill Rooney, fmr. Pres. NA Hanjin, Sr. VP. Kuehne+Nagel

BNSF Senior Leadership

Our Export Gateways – With marine terminals in major seaports nationwide, Ports America is key to addressing exporters’ challenges
- Peter Ford, Chief Strategy Officer, Ports America

5:15 pm
Bus to LEMAY “AMERICA’s CAR MUSEUM”
Experience the World’s Largest Private Auto Collection – breathtaking historic cars!

5:30pm
NORTHERN CALIFORNIA WINE PAVILION RECEPTION

6:45pm
ANNUAL DINNER

Greetings from our Dinner Hosts
- Port of Los Angeles Executive Director Gene Seroka
- Port of Long Beach Executive Director Mario Cordero

2018 Ocean Carrier Performance Survey Results Announced Recognition Plaques Presentations to Top 3 carriers ranked by AgTC shippers

8:00 – 10:00 pm
DESSERT NETWORKING RECEPTION AND OPEN MUSEUM ACCESS
Explore the museum and network over cocktails and dessert.

THURSDAY, JUNE 14

7:00 am
CONTINENTAL BREAKFAST

8:00 am
GENERAL SESSION
- Turmoil in Export Markets - China and More, the Global Outlook
  Walter Kemmsies, JLL Managing Director, Chief Strategist and “the Economist that all other economists listen to”

- Maersk & IBM: Creating the Industry Standard for an Ocean Shipping Digital Paper Trail – Blockchain

- Trucking in Crises: ELD’s, Hours of Service, Driver Shortages, What Shippers Must Do
  Ken Kellaway, President, RoadOne

- Increasing Truck Weights: Essential for Productivity
  James Farrell, VP Logistics, Distribution & Transportation, PepsiCo

- Where are the Chassis, who gets them, who pays?
  Donna Lemm, Executive Vice President of National Sales, IMC Companies
  Michael Symonanis, Director, North America Logistics / Global Container Logistics Group, Louis Dreyfus

12:00 pm
LUNCHEON - Buffet
- Keynote: Creating the new ONE: What the NYK, K-Line, MOL merger means- update from Singapore Global HQ
  Jeremy Nixon, CEO, Ocean Network Express
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<td>2:00 pm</td>
<td>GENERAL SESSION</td>
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<td>➢ Clean Trucks Around the Country What’s Next?</td>
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<td>Mario Cordero, Executive Director, Port of Long Beach</td>
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<td>➢ Why we are investigating the demurrage, detention, per diem controversy</td>
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<td>Rebecca Dye, Federal Maritime Commissioner</td>
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<td>➢ Food Safety Modernization Act Sanitary Transportation Rule – Are you compliant?</td>
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<td>Stephen Neel, Ph.D, Senior Technical Director, Global Cold Chain Alliance</td>
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<td>4:00 pm</td>
<td>WRAP UP: AgTC MEMBERS ONLY</td>
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<td>➢ Setting the AgTC’s Policy Agenda</td>
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<td>Evening</td>
<td>DINNER ABOUT TOWN – Many options: waterfront views, craft breweries, local cuisine</td>
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**FRIDAY, JUNE 15**

8:30 am PORT TERMINAL AND FACILITY TOURS-

Sign up this spring and before May 30. Select your choice of tour online. *(AgTC Members have priority; non-members accommodated as space allows)*

Register Here: [www.agtrans.org/events](http://www.agtrans.org/events)

Over 400 agriculture and forest products logistics professionals. Frank and open conversation in unique off-the-record (no press) sessions about the state of the industry. Unparalleled networking.

Questions? Email [info@agtrans.org](mailto:info@agtrans.org) or call 202-783-3333

Thanks to our growing list of sponsors!

| Dreisbach Economic Development Board for Tacoma-Pierce County | Northwest Seaport Alliance |
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| Hamburg Sud | ONE |
| Hapag Lloyd | OOCL |
| IMC Companies | PCC Logistics |
| INTTRA | Pierce County |
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| | Port of Los Angeles |
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