

Agriculture Transportation Coalition

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

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

TUESDAY, JUNE 12

5:00 pm Board **BOAT CRUISE OF COMMENCEMENT BAY ON PUGET SOUND**– Waterside views of terminals and vessels
For AgTC members and Annual Meeting sponsors only
BOARD AT DOCK G – 1817 Dock Street – 10 minute walk from Hotel Murano!

5:30 pm SHARP - Sail *Sponsored by NW Seaport Alliance; Beverages by G3 Enterprises; Appetizers by Westwood Shipping Lines*

7:30 pm **NO-HOST EARLY BIRD GATHERING**
Hotel Murano

WEDNESDAY, JUNE 13

6:45 am **4th ANNUAL WINE & SPIRITS SHIPPERS ASSOCIATION RUN-WALK**
All are welcome – from slow walkers to fast runners. *Meet in Hotel Murano Lobby*

8:30 am **REGISTRATION at TACOMA CONVENTION CENTER**
Sponsored by Hamburg Sud

9:00 am **BEST PRACTICES SESSION** *No press – completely off the record; for AgTC members only. Free-flowing discussion, Q&A throughout.*
Convention Center Ballroom
Sponsored by Port of San Diego

- **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:** *Intimate, intensive lunch session for AgTC members and our Premium Sponsors –only–*
Convention Center
Sponsored by ONE

- **“The Hot Button Issues Unvarnished” – Frank talk, no press -** What shippers really think now.
Peter Friedmann, Executive Director, AgTC
- **Making the Ag Export Supply Chain Work in the Midst of Trade Wars**
Walter Kemmsies, JLL Managing Director, Chief Strategist and “the Economist that all other economists listen to”

1:00 pm **GENERAL SESSION**
Convention Center Ballroom
AV Sponsored by South Carolina Ports

- **Welcome and Overview**
 - *Peter Friedmann and Abigail Struxness, AgTC*
 - **Welcome:** *John Wolfe, CEO, Northwest Seaport Alliance*

- **The Shipper Perspective.** Leading AgTC members' experiences and strategies: how we are dealing with trucking crisis, avoiding port disruption; documentation/carrier service challenges; getting containers; rail service.
 - *Alison Leavitt, Wine and Spirits Shipper Association (wine)*
 - *Brad Cunningham, Leprino Foods (cheese/dairy)*
 - *Jennifer Sidis, Wilbur Ellis (hay)*
 - *Carl Varner, Fornazor (grain and feed)*

Sponsored by Kuehne + Nagel

- **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*

Sponsored by Port of New York/New Jersey

Coffee Break

Sponsored by APL

- **Rail Outlook for Ag Exporters**
 - *Tom Chmielowski, Director of International Sales and Marketing, BNSF*
- **Trucking Crisis I: Perspective of a National Dray, Regional, Long Haul Trucker - ELD's, Hours of Service, Driver Shortages, What Shippers Must Do**
 - *Ken Kellaway, President, RoadOne*

Sponsored by Avantida, an INTTRA company

5:15 pm

Bus to LEMAY "AMERICA'S CAR MUSEUM"

Experience the World's Largest Private Auto Collection – breathtaking historic cars!

Sponsored by RoadOne

5:30 pm

NORTHERN CALIFORNIA WINE PAVILION RECEPTION

LeMay Car Museum

Sponsored by Port of Oakland and SSA Terminals

Local Beer Donation by 7 Seas Brewing and Harmon Brewing Co.

6:45 pm

ANNUAL DINNER

LeMay Car Museum

Sponsored by Port of LA and Port of Long Beach; Wine Donation by Dreisbach

- **Greetings from our Dinner Hosts**
 - *Port of Los Angeles Dpty. Executive Director, Michael DiBernardo*
 - *Port of Long Beach Executive Director, Mario Cordero*
- **Getting Politicians to Listen to Ag Exporters – Electing one of our own!**
- **2018 Ocean Carrier Performance Survey Results Announced** Recognition Presentations to Top 3 carriers ranked by AgTC shippers

8:00 – 10:00 pm

DESSERT NETWORKING RECEPTION AND OPEN MUSEUM ACCESS

LeMay Car Museum

Explore the museum and network over cocktails and dessert.

Museum Access Sponsored by PCC Logistics

Reception Sponsored by California Cartage Company

THURSDAY, JUNE 14

7:00 am CONTINENTAL BREAKFAST

Convention Center

8:15 am GENERAL SESSION

Convention Center

AV Sponsored by Georgia Ports Authority

- **China and US trade policies: agriculture exports in jeopardy**
 - *Paul Bingham, Economist, Hackett Associates, widely-recognized authority on Global Trade and Transportation*

 - **Block Chain: the Ocean Shipping Digital Paper Trail – Maersk-IBM building the Industry Standard**
 - *Annette Mueller, Commercial Manager - Global Trade Digitization, Maersk*
- Sponsored by IMC Companies*
- **Mounting Pressure on Port Drayage - What it means to Exporters.**
 - *Weston LaBar, CEO, Harbor Trucking Association*

 - **Can Big Data Solve Marine Terminal Congestion Nationwide?**
 - *David Casey, Sr. Dir. Port Solutions, GE Transportation*

Coffee Break

Sponsored by Port of Portland

- **Trucking Crisis II: Shipper must protect yourself – how to be a desired customer; how to get a chassis**
 - *Donna Lemm, Executive Vice President of National Sales, IMC Companies*
 - *Michael Symonanis, Director, North America Logistics / Global Container Logistics Group, Louis Dreyfus*

- **Increasing Truck Weights: Essential for Productivity**

James Farrell, VP Logistics, Distribution & Transportation, PepsiCo

Sponsored by Ports America

12:00 pm LUNCHEON - Buffet

Convention Center

- **Keynote: Creating the new ONE: What the NYK, K-Line, MOL merger means- update from Singapore Global HQ**
 - *Jeremy Nixon, CEO, Ocean Network Express*

Sponsored by Port of Houston

2:00 pm GENERAL SESSION

Convention Center

- **Clean Trucks, Night Gates, PierPass**
 - *Mario Cordero, Executive Director, Port of Long Beach*

- **Why we are investigating demurrage, detention, per diem charges**
 - *Rebecca Dye, Federal Maritime Commissioner*

- **New Demands and Threats from China: China's stepped up inspection/quarantine of fruit Import logs; China demanding much more data on the cargo; China restricting scrap metal, scrap plastic imports**
 - *Abigail Struxness, AgTC*

- **Food Safety Modernization Act Sanitary Transportation Rule – Are you compliant?**
 - *Stephen Neel, Ph.D, Senior Technical Director, Global Cold Chain Alliance*

Sponsored by Port of Hueneme

4:00 pm **WRAP UP: AgTC MEMBERS ONLY**
➤ **Setting the AgTC's Policy Agenda**
Sponsored by Ryder

Evening **DINNER ABOUT TOWN** – Many options: waterfront views, craft breweries, local cuisine

FRIDAY, JUNE 15

8:30 am **PORT TERMINAL AND FACILITY TOURS-** SSA Terminals, Ports America, New Cold, Brown & Haley Factory Tour, Tacoma Rail Facility and MacMillan Piper Transload.

Sign up online at www.agtrans.org/events or at the registration table.

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 or call 202-783-3333

Thank you to all of our sponsors!