



# Agriculture Transportation Coalition

"The principal voice of agriculture exporters in transportation policy"

[www.agtrans.org](http://www.agtrans.org) | [info@agtrans.org](mailto:info@agtrans.org)

## 36<sup>th</sup> Annual Meeting

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

### NEARLY FINAL AGENDA

May 20-23, 2024

Greater Tacoma Convention Center

[Register](#)

#### MONDAY, MAY 20

**5:00 pm** – *Opening Reception - World Famous Museum of Glass Sponsored by Northwest Seaport Alliance*  
1801 Dock St.

**7:00 pm** - NO-HOST EARLY BIRD GATHERING at Marriott Tacoma Downtown

#### TUESDAY, MAY 21

**7th ANNUAL WINE & SPIRITS SHIPPERS ASSOCIATION RUN-WALK**

**All are welcome, prizes for all – from slow walkers to fast runners!**

**6:30 am** – Meet in *Marriott Tacoma Downtown lobby*; Runners & Walkers Depart at **6:45 am**

**7:30 am** – **REGISTRATION opens** *Tacoma Convention Center 3<sup>rd</sup> floor* **Doors to Ballroom Open**. Grab coffee, find your seat and start snacking!

**7:55 am** – All Seated

**8:00 am sharp!** - Annual Meeting Called to Order *Tacoma Convention Center Ballroom ABC*

- **Call to Order; What We'll Accomplish Here, as Change is Upon Us**
  - Peter Friedmann, Executive Director, Agriculture Transportation Coalition - AgTC
- **Welcome** – John Wolfe, CEO, Northwest Seaport Alliance
- **Global Ocean Shipping Overview. new routes mandated by Panama Canal and Red Sea/Suez**
  - Dave Arsenault, Pres. GSC Logistics; formerly Pres. Hyundai Merhcant Marine-Americas
- **Five Ag Shippers' Current Challenges + Strategies.** Five AgTC members representing diverse cargoes, origins and equipment needs, share experiences and strategies: gaining export bookings, detention and demurrage charges, handling cancelations, finding trucking and rail service.
  - Will Boettcher, Columbia Grain
  - Natasha Vang, Touchstone Pistachio
  - Joey Armstrong, Saver Glass
  - Hong Do, Al Dahara
  - Rachal DeRosier, Johnsonville
- **Avalon Risk Management-AgTC Annual Meeting Scholarship Winner Presentation**
- **Ocean Supply Chain: The Importer's Perspective**
  - John Janson, SanMar (#50 volume US import)

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## Coffee Break

- **Perspective and Initiatives of the World's Largest Container Carrier – MSC-AgTC Working Committee**
  - Fabio Santucci, President North America, MSC (Mediterranean Shipping Company)
- **East Coast & Gulf Longshore Contract Negotiations Update**
  - Michael Angell, Journal of Commerce

## Working Lunch – New Rules for Everyone: Federal Maritime Commission: Implimenting OSRA: New Rules for Detention & Demurrage, Box Rules, Investigations, Enforcement

- Dan Maffei, Chairman, Federal Maritime Commission
- **Big Changes: Chassis Box Rules – how Chassis Providers, Shipper, Truckers will fare**
  - Val Noel, TRAC Intermodal (chassis provider)
  - Brian Kobza, IMCC (national trucker)
  - Steve Schult, Blue Diamond Growers
  - Ryan Houfek, DCLI (chassis provider)

[Register Here](#)

- **Can Ocean Carriers Finally Provide Data Shippers Need?**
  - Thomas Bagge, Digital Container Shipping Association  
*All ocean container carriers are members of the DCSA as they recognize that shippers, ports and increasingly, government authorities are demanding carriers provide timely accurate data. Members of the National Shipper Advisory Committee will dialogue with Mr. Bagge on the needs of ag shippers.*
- **Technology – How can the exporter predict accurate ERD to Avoid Detention & Demurrage?**
  - Kevin Speers, Splice

## Coffee Break

- **The Largest Port in the Western Hemisphere - Preparing for Return of Cargo Volumes**
  - Gene Seroka, Exec. Director, Port of Los Angeles\*
- **Post OSRA - New Relationship Between Terminals, Truckers, Carriers and Shippers**
  - Matt Schrap, Exec. Dir. Harbor Trucking Assoc.
- **Another Way to Make Contracts "Stick".**
  - Gordon Downes, NYSHEX
- **Move-it!! Streamline Supply Chain Connectivity for US Agriculture**
  - Donna Lemm, Board Member: Intermodal Association of North America (IANA), Empowering a Billion Women (EBW), American Cotton Shippers Association (ACSA), AgTC Advisory Board, Sr.VP, IMC Companies

## Day 1 Wrap Up

**5:15 pm - Bus to evening events at Historic Foss Waterway Seaport Maritime Museum - 705 Dock St**

**5:30pm - NORTHERN CALIFORNIA WINE RECEPTION**

**6:45pm – AgTC ANNUAL DINNER**

**Revealing Results: 16<sup>th</sup> ANNUAL AgTC OCEAN CARRIER PERFORMANCE SURVEY**

**8:00 – 10:00 pm - NETWORKING RECEPTION** Cocktails and dessert

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## WEDNESDAY, MAY 22

**8:00 am Day 2 General Session Continental Breakfast in Ballroom ABC**

### **8:05 am What Happened Last Night? Ocean Carrier Performance Survey Rankings!**

- Criterion Used by Customers

### **Coffee and Danish with Lars. Observations of The Preminent Ocean Supply Chain Authority**

- Lars Jensen, CEO, Vespucci Maritime, Copenhagen  
*Lars, globally recognized premier authority-ocean shipping strategies + practices. His observations and advice highly valued by ocean carriers and shippers alike. In constant demand to speak throughout the world. We are indeed fortunate Lars accepted our invitation- it confirms the importance of our Annual Meeting internationally.*

- **Terminal Operations During Reduced Container Volumes**

- Ed DeNike, President, Stevedore Services of America (SSA) Largest West Coast Terminal Operator

### **Coffee Break**

- **The Zero Emission Crusade – Threatening Port Drayage and the entire Supply Chain – Not Just in California**

- Chris Shimoda, California Trucking Association
- Ken Uriu, IMC Companies

- **Rail – Still the Most Efficient**

- Hassan Hyder, Director International Intermodal, Union Pacific
- Jim Bishop, Director International Sales, Union Pacific

**Register**

- **Inland Load Points - Essential for Ag Exports**

- Greg Oberling, Rail Modal Group. (Consolidation Locations for Ag Exports around the US)
- Ted Prince, Tri-Cities Intermodal

### **Working Lunch - What's Coming This Year and Next for Ocean Shipping?**

### **Closing Remarks - What Have We Learned, What Do We Do Now?**

**1:00 – 4:00 pm AgTC MEMBERS ONLY: AgTC Strategy & Policy** Ballroom D

Detention and demurrage and the new required information elements, who gets billed, who must pay, and all issues AgTC Members wish to explore.

- **FMC Commissioner Rebecca Dye leads off-the-record discussion: intricacies of the new rules.** We'll review our objectives, our positions, which do we support, which do we oppose, what should we propose?

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

## THURSDAY, MAY 23

**8:30 am - PORT TERMINAL AND FACILITY TOURS - unique opportunities.**

AgTC Members have priority; non-members accommodated as space allows. Sign up at registration table.