



Agriculture Transportation Coalition

"The principal voice of agriculture exporters in transportation policy"

www.agtrans.org | info@agtrans.org

36th 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

SUNDAY, MAY 19

7:00 pm - Early Bird No Host Gathering, Marriott Tacoma Downtown Lobby Bar

MONDAY, MAY 20

All Day is set aside for Annual Meeting Sponsors to make arrangements to meet with Customers.

For information on arranging meeting space, please contact Spencer@AgTrans.org

Afternoon - National Shipper Advisory Committee Meeting

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

6:30 am -- **7th ANNUAL WINE & SPIRITS SHIPPERS ASSOCIATION RUN-WALK**

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

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

7:30 am – **REGISTRATION opens Tacoma Convention Center 3rd 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; formerly Pres. Hyundai Merchant 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.
 - Rachal DeRosier, Johnsonville
 - Natasha Vang, Touchstone Pistachio
 - Joey Armstrong, Saver Glass
 - Hong Do, Al Dahara
 - Janelle Stahl, SB&B Foods

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- **Avalon Risk Management-AgTC Annual Meeting Scholarship Winner Presentation**

- **Ocean Supply Chain: The Importer's Perspective**
 - John Janson, SanMar (#50 volume US import)

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, IMC (national trucker)
 - Steve Schult, Blue Diamond Growers
 - Mike O'Malley, 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. AgTC members 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
 - Vijay Harrell, TradeLanes

Coffee Break

- **The Largest Port in the Western Hemisphere - Preparing for Return of Cargo Volumes**
 - Gene Seroka, Exec. Director, Port of Los Angeles*
- **Now, 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

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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: 16th ANNUAL AgTC OCEAN CARRIER PERFORMANCE SURVEY

WEDNESDAY, MAY 22

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

8:05 am Ocean Carrier Performance Survey Rankings Recap

- 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 authority - ocean shipping strategies + practices. Observations and advice sought by ocean carriers and shippers alike. In constant demand, speaking worldwide. We are fortunate Lars accepted our invitation- 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
- Matt Schrap, Harbor Trucking Association

- **Rail – Still the Most Efficient**

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

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

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

- **Fending off Gov't Attacks on Agriculture Transportation**

- Representative Shelly Boshart Davis (R-Oregon)

Register

Working Lunch - **INDUSTRY LEADER: 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

Details on following page

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

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.