



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

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.

Afternoon - National Shipper Advisory Committee Meeting email info@agtrans.org for full details

1:00 – 4:00 pm – Registration *Marriott Tacoma Downtown Lobby*

5:00 pm – OPENING RECEPTION - World Famous Museum of Glass *Sponsored by NW 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

7:45 am – REGISTRATION opens *Tacoma Convention Ctr 3rd floor* **COFFEE, PASTRIES, NETWORKING, EXHIBIT TABLES**

Pick up your badge if you haven't already, get free giveaway items and visit exhibitors!

8:25 am – All Seated

8:30 am *sharp!* - Annual Meeting Called to Order *Tacoma Convention Center Ballroom*

- **Call to Order; What We'll Accomplish Here, as Change is Upon Us**
 - Peter Friedmann, Executive Director, Agriculture Transportation Coalition - AgTC
- **Welcome**
 - NWSA Commissioner Kristin Ang
 - NWSA CEO John Wolfe, 'Announcement: Keeping the Gates Open'
- **Move-it!! Streamline Supply Chain Connectivity for US Agriculture**
 - Donna Lemm, AgTC Advisory Board, Intermodal Association of North America (IANA), IMC Chief Commercial Officer
- **Global Ocean Shipping Overview. new routes mandated by Panama Canal and Red Sea/Suez**
 - Dave Arsenault, Pres. GSC; formerly Pres. Hyundai Merchant Marine-Americas

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- **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
- **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
- **Finally! Electronic Bills of Lading and Container Trackers**
 - Hardy Pearson, Hapag Lloyd

Working Lunch – New Rules for Everyone: Federal Maritime Commission: Implementing 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)
- **Can Ocean Carriers Finally Provide Data Shippers Need?**
 - Tony Wringe, 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. Wringe on the needs of ag shippers.*
- **Technology – How can the exporter predict accurate ERD to Avoid Detention & Demurrage?**
 - Kevin Speers, Splice
 - Vijay Harrell, TradeLanes

[Register](#)

Coffee Break

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

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- **Now, Another Way to Make Contracts "Stick".**
 - Gordon Downes, NYSHEX
- **7 Days to Become OSRA-Compliant**
 - Alexandra Griffon, BlueCargo
- **The Essential Role of the NVO for the shippers and hwo it's changing.**
 - Rich Roche, Mohawk Global
- **Fending off Gov't Attacks on Agriculture Transportation**
 - Representative Shelly Boshart Davis (R-Oregon)

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

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

WEDNESDAY, MAY 22

8:30 am Day 2 General Session *Continental Breakfast in Tacoma Convention Center Ballroom*

- **Welcome Back – Criteria for Ocean Carrier Performance Survey Results**

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.

- **Terminal Operations as Container Volumes Return – Who Pays the D&D?**
 - Ed DeNike, President, Stevedore Services of America (SSA) Largest West Coast Terminal Operator

Coffee Break

- **Trucking Stress: Zero Emission Crusade + D&D Invoicing – not the Trucker Anymore!**
 - Chris Shimoda, California Trucking Association
 - Matt Schrap, Harbor Trucking Association
- **Rail – Always the Vital Mode for Agriculture**
 - Hasan Hyder, Director International Intermodal, Union Pacific
 - Jim Bishop, Director International Sales, Union Pacific
 - Steven Haywood, Manager, International Intermodal, Union Pacific

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- **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

Working Lunch - Shipper and Carrier Negotiate Contracts

- Alison Leavitt, Wine & Spirits Shippers Association
- Tim Walsh, VP, Sales, ONE

Register

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

1:00 – 4:00 pm AgTC Members Only * Strategy and Policy - completely off the record discussion, no press, carriers, ports Ballroom

- **Peter Friedmann, AgTC Executive Director**, leads the off-the-record discussion of AgTC members – what do ag shippers need, and how can we gain it?
- **FMC Commissioner Rebecca Dye** is the Commissioner who tackled the Detention and demurrage onslaught 4 years ago, the 'brains' behind the FMC's Interpretive Rule, leading to OSRA and the new D & D rules set to go into effect in just 5 days. She will closely monitor OSRA's implementation, and if necessary, launching another campaign to resolve remaining inefficiencies. The best opportunity for US shipper/truckers/forwarders to share your experiences directly with the Commissioner.
- **Rich Roche, Mohawk Global** is among the most effective and successful challengers to unfair carrier practices (detention/demurrage, etc.), He uses OSRA and FMC processes to gain relief from unreasonable charges, including detention and demurrage.
- **FMC Consumer Affairs** staff explaining how they address shipper complaints

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.

*** Exporters, Importers, Freight Forwarders, Truckers, & Certain Service Providers are Eligible to Join the AgTC. Questions? Email: info@agtrans.org or see AgTC Staff**