



Agriculture Transportation Coalition

"The principal voice of agriculture exporters in transportation policy"

www.agtrans.org | info@agtrans.org

37th Annual Meeting

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

"Almost Final" AGENDA

Times are set, but changing tariffs and carrier deployment mean changing **up-to-the-minute** program.

June 16-19, 2025

Greater Tacoma Convention Center

Register

SUNDAY, JUNE 15

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

MONDAY, JUNE 16

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

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

5:00 pm – **OPENING RECEPTION** *Marriott Tacoma Downtown 6th Floor Patio Sponsored by NW Seaport Alliance*

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

TUESDAY, JUNE 17

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 John McCarthy
 - NWSA CEO John Wolfe, Keeping the Ships Coming
- **Global Ocean Shipping Overview. Dramatic Changes.**
 - Bill Rooney, Exec. VP Kuehne + Nagel, formerly President Hanjin

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- **Ag Shippers' Current Challenges + Strategies.** AgTC members representing diverse cargoes, origins and equipment needs, share experiences and strategies: gaining export bookings, detention and demurrage charges, handling cancellations, finding trucking and rail service.
 - Bill Parker, Wonderful
 - Janie Ogg, Green Plains
 - Jakob Sadd, Pacific Seafood
 - Tara Roseberry, Simplot - with Chad Smith, BuyCo
- **Importers Power the Supply Chain in the United States. How can Exporters Benefit?**
 - Ken O'Brien Gemini Shippers Assoc. (Top 10 U.S. Container Importer)

Register

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)
- **Tariffs: What's Coming Next? Where? When?**
 - Paul Bingham, S&P Global
 - Peter Friedmann – Path to Tariff Peace? – Trump Video
 - Bob Sinner, SB&B Foods
 - Joe Schuele, U.S. Meat Export Federation

Working Lunch – The Federal Maritime Commission's: Essential Role in the U.S. Supply Chain; Protecting U.S. Exporters and Importers

- Louis Sola, Chairman, Federal Maritime Commission
- **Chassis, Who Owns Them? Will there be enough chassis at seaports and inland rail ramps?**
 - Val Noel, TRAC Intermodal (chassis provider)
 - Robert Loya, Exec. VP, T.G.S Logistics; President, CA Trucking Assoc. & Harbor Trucking Assoc.
 - Jonathan Beltran, DCLI (chassis provider)
- **Will Carriers Finally Provide Data Shippers Need? How can exporters gain accurate ERD to Avoid Detention & Demurrage?**
 - Andrew Hwang, Industry Advisor, formerly Wan Hai, APL, CSX, Hyundai, Port of Oakland
 - Debbie McMillan, Derco Foods
 - Kevin Speers, Splice
 - Vijay Harrell, TradeLanes
- **Protecting the Shipper from Dramatic Rate Fluxuation**
 - Gordon Downes, NYSHEX - with Thomas Mershon, The Andersons

Coffee Break

- **Are Ports Ready for Post-Tariff Cargo Volumes? Will Exporters be Protected?**
Largest Port Complex in Western Hemisphere: Can the Congestion Crisis be Prevented This Time?
 - Gene Seroka, Exec. Director, Port of Los Angeles
 - Mario Cordero, CEO, Port of Long Beach
The Nation's Largest Operating Port:
 - Flavio Batista, Chief Commercial Officer, Georgia Ports Authority
A Different Model:
 - Kristin Decas, CEO, Port of Hueneme

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- **How NVOs get Exporters More Carrier Options and Empty Containers to Where Exporters Need Them**
 - Rich Roche, Mohawk Global
- **Chinese Built Ships – Shippers' Choice Restrictions Coming**
- **Restoring Supply Chain Security**
 - Donna Lemm, IMC Chief Strategy Officer, Intermodal Association of North America (IANA)
 - AgTC Member Experience: Cargo Theft, Container Break-In, Fraud

Day 1 Wrap Up: The Evening Ahead – Revealing Ocean Carrier Survey Results

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

AgTC's 2025 Ocean Carrier Review Results – Quite Surprising

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

WEDNESDAY, JUNE 18

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

- **What the Heck Happened Last Night? How Carriers Were Ranked.**
- **Representing all the Carriers: World Shipping Council Position on Detention/Demurrage, Position on FMC Investigations, and Opposing USTR's Rule Making Shippers Pay for U.S. Shipbuilding & Merchant Marine**
 - Joe Kramek, President and CEO, World Shipping Council
- **One of the Top Ranked Carriers in 2024 AgTC Ocean Carrier Performance Survey – Working to Stay on Top**
 - Felix Lo, Executive Vice President North America, OOCL

Coffee Break

Register

- **Nationwide Trucking Stress Impacts Every Ag Exporter and Importer**
 - **Top 10 Challenges: U.S. Trucking & Anyone who Ships** - Jon Eisen Trucking Association
 - **Drayage at Seaports & Inland Depots** - Matt Schrap, Harbor Trucking Association
- **Rail – Always Vital for Agriculture**
 - Ryan Steinbach, AVP Intermodal Sales, Union Pacific
 - Ben Murray, Director, International Sales, BNSF
 - Midwest Ag Exporters
- **What Else Exporters and Carriers Must Know – Documentation and Compliance. What if the Foreign Customer Can't Afford or Rejects our Export? Ship it Back? Destroy it?**
 - Kiera Conlan, Laufer Group International
 - Tina Lyons, Double River Forwarding

Working Lunch - What Shippers Associations and NVOs Accomplish for Shippers that Carriers Can't

- Alison Leavitt, Wine & Spirits Shippers Association
- Paul Snell, British American Shipping

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

12:30 – 3:00 pm AgTC Members Only * Strategy and Policy - completely off the record discussion, no press, carriers, ports Ballroom

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AgTC Member Session at the Annual Meeting "The Best Part"?

Immediately after Wednesday Lunch, 12:30 to 3:00 - or as long as we want!

Some AgTC members say the closing afternoon Member Session is the highlight: press is gone, we said goodbye to carriers, ports and railroads. Now only AgTC members: exporters, importers, NVO's, forwarders, truckers, shippers associations.

Experts lead free-wheeling discussion, vent, share, strategize (*no speeches!*). **All off-the-record.**

- What Shippers Need to Know, What the Carriers Aren't Telling You. Andrew Hwang, Industry Advisor, former Hyundai, Wan Hai, CSX
- How to fight demurrage+detention charges, how to effectively pursue a complaint to the FMC? Gabe Padilla, former FMC Investigator, now advising exporters and importers
- Exporters' Headaches. Example -- what to do? your export arrives but your overseas customer refuses it (changed its mind? Seal is broken? tariffs made it too expensive?) Tina Lyons (Double River) + Kiera Conlan (Laufer Group)
- We want carriers to share with us their routing and timing plans and changes, ACCURATELY and RIGHT AWAY. Strategy to accomplish this?
- Why can the ocean carrier dictate what brand container we have to use?
- Blue Diamond said: *"Only the trucker knows what actually happens at the marine terminals or rail ramps, and only trucker will tell us the truth!"* We'll hear the truth, and what to do keep our shipments moving, from our AgTC Trucking Leaders.
- What else? Whatever you want!

Plus, **MSC Cruise Raffle!** Participate in the AgTC Member-Only Session for your chance to win a free MSC Cruise! – *Sponsored by MSC*

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

THURSDAY, JUNE 19

- **8:30 am - Climb Container Crane** at Husky Marine Terminal (limited availability, must request via email to info@agtrans.org) AgTC Members have priority; non-members accommodated as space allows.

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

Register