



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 Terrace* 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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Agriculture Transportation Coalition

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

- **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 Jones, 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