31st Annual Meeting
The Largest Annual Gathering of Ag Shippers Sourcing and Delivering to Foreign Markets
June 11 – 14, 2019
(Tuesday evening – Friday morning)
Greater Tacoma Convention Center
Register Here: www.agtrans.org/events

TUESDAY, JUNE 11

5:00 pm - BOAT CRUISE OF COMMENCEMENT BAY ON PUGET SOUND
Waterside views of terminals and vessels
For AgTC members and Annual Meeting sponsors.
4:45 pm Depart Murano and Courtyard, walk together to Dock G - 1817 Dock St.
5:00 pm boarding; Boat sails at 5:20 SHARP!

7:30 pm - NO-HOST EARLY BIRD GATHERING

WEDNESDAY, JUNE 12

6:45 am - 5th ANNUAL WINE & SPIRITS SHIPPERS ASSOCIATION RUN-WALK
All are welcome – from slow walkers to fast runners Gather in Hotel Murano lobby

8:30 am – REGISTRATION Tacoma Convention Center

9:00 am - BEST PRACTICES SESSION No press – completely off the record; for AgTC members only. Free-flowing discussion, Q&A throughout.

- Ocean Carrier Executive engages in face-to-face, open and frank conversation. Real answers to tough questions about operations, demurrage, free time, service, equipment – what the shipper needs from the carrier and what the carrier needs from the shipper.
  - Uffe Ostergaard, President North America, Hapag Lloyd
- Marine Terminal Executive discusses marine terminal productivity, demurrage, free time, the truth about per-diem charges, addresses congestion, dealing with ever-bigger ships, fewer sailings, alliances and solutions.
  - Ed DeNike, President, Stevedore Services of America (Seattle, Tacoma, Oakland, Long Beach, Jacksonville, Charleston, Savannah, Wilmington, Gulfport)

11:30 am - SPONSOR AND AGTC MEMBER LUNCHEON:

- “The Hot Button Issues Unvarnished” – Penalizing Street Turns, Unrelenting Congestion, Low Sulfur and More: Intimate, intensive lunch session for AgTC members and our Premium Sponsors What do shippers really think, want, and need and how we’re achieving this.
  - Peter Friedmann, Executive Director, AgTC
  - Walter Kemmsies, Managing Director, JLL Ports Airports/Global Infrastructure
1:00 pm - GENERAL SESSION

Welcome - NWSA and Tacoma elected officials

- The Shipper/Forwarder Perspective. Leading AgTC members’ experiences and strategies: avoiding port disruption; documentation/Carrier service challenges; container availability; rail service; dealing with the trucking crises.
  - Traci Hamilton, International Paper
  - James Ford-Hutchinson, Flexport
  - Jennifer Sidis, Wilbur Ellis
  - Lori McGinty, Barenbrug
  - Jesse Madrigal, Simplot

- The Toughest, Controversial Challenges facing Carriers, Ports, Truckers, Shippers
  - Bill Rooney, Senior VP, Kuehne + Nagle, former President Hanjin NA

Coffee Break

- “The New Normal” China-U.S. Trade Relations – What it means for Ag exports to China and Ocean Carriage
  - Erin Ennis, VP, US-China Business Council

- New Short Haul Rail Services into all Major Ports

5:15 pm - Bus to Tacoma’s Landmark and evening events

5:30pm - NORTHERN CALIFORNIA WINE RECEPTION Overlooking Puget Sound and Mt. Rainier

6:45pm - ANNUAL DINNER Historic Temple Theatre

- Greetings from the Largest Port Complex in the Western Hemisphere
  - Port of Los Angeles, Exec. Dir. Gene Seroka
  - Port of Long Beach, Exec. Dir. Mario Cordero

- 2019 AgTC Ocean Carrier Performance Survey Results Announced
  Presentations to the Top 3 carriers ranked by AgTC shippers

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

THURSDAY, JUNE 13

7:00 am - CONTINENTAL BREAKFAST

7:00 am – AgTC Members Only: What’s going on at NWSA
  - John Wolfe, Executive Director

8:00 am - GENERAL SESSION

- Low Sulfur Fuel Mandate and Surcharges – How much should an exporter pay?
  - Derik Andreoli, Principal, Mercator Intl.
Coffee Break

- **Trucking: What you need to know to trucking services you need:** Where are the Chassis? ELD and Hours of Service changes coming, but when? What shippers must do to get trucking service
  - Ken Kellaway, President, RoadOne

- **Chassis Crisis: A root cause of congestion, delay, per diem charges, demurrage - at ocean ports and inland rail ramps**
  - Donna Lemm, IMC Companies, Moderator
  - Rebecca Dye, Federal Maritime Commission
  - Gene Seroka, Executive Director, Port of Los Angeles
  - Jennifer Polli, TRAC Intermodal
  - Dick Craig, North American Chassis Pool Cooperative
  - Jeffrey Lawrence, Ocean Carrier Equipment Mgmt. Assoc. - OCEMA. (invited)

**Noon - LUNCHEON - Buffet**
- Keynote: Ocean Shipping Global Perspective

**2:00 pm - GENERAL SESSION**

- **Export Compliance: Lifting the CBP Yoke on Exporters – Countering Penalties Heaped on Exporters and Forwarders**
  - James Swanson, Cargo and Conveyance Security, Customs and Border Protection
  - Kate Weiner, Director, North America Customs, Cargill

- **When things go wrong: Are you and your cargo protected?**
  - Ocean Carrier Executive (invited)
  - Keith Sanchez, Avalon Risk Management
  - Terry Cummings, Roanoke Trade

**4:00 pm - WRAP UP: AgTC MEMBERS ONLY**

- Setting the AgTC's Policy Agenda

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

**FRIDAY, JUNE 14**

**8:30 am - PORT TERMINAL AND FACILITY TOURS**
Online sign-ups opening soon!
AgTC Members have priority; non-members accommodated as space allows
(Note: Tours subject to change: new tours being added)
- Ports America Husky Terminal Tour + ONE vessel tour (if ship is at berth)
- Pierce County Terminal (PCT) Tour + Evergreen vessel tour (if ship is at berth)
- SSA Terminal (Matson) Tour Aboard Vessel
- Washington United Terminal (WUT) Tour
- MacMillan Piper Transload Facility Tour
- Brown and Haley (Almond Roca) Factory Tour
- Cold Storage Facility Tour