

Derik Andreoli - principal at Mercator International. Based in Seattle, with 15 years of experience in transportation economics, international trade dynamics, and energy markets, Mr. Andreoli has conducted numerous economic and international trade forecasts. Mr. Andreoli has a passion for exploring data, and he has a keen eye for not only recognizing patterns, but for recognizing when outliers mark important inflection points. Mr. Andreoli's primary focus is on commercial analysis – forecasting tradelane, port, and terminal level volumes, rates, and revenues. Mr. Andreoli also writes an Oil & Fuel column for Logistics Management magazine, and he regularly gives presentations on these subjects at logistics conferences.

Richard (Dick) Craig is currently working with NACPC (North America Chassis Pool Cooperative) as VP Business Development, based in the San Francisco Bay Area.

Dick was previously with MOL for 15 years, most recently as President/CEO of MOL (America) Inc, until last June. Earlier assignments included heading Yield Management and North America Operations.

Previously he was with APL for 23 years, including assignments in Hong Kong and Singapore.

Industry activities include the OCEMA (Ocean Carrier Equipment Management Association) Executive Committee and the Pacific Maritime Steamship Assoc Board, and previously the Board of Consolidated Chassis Management, the BNSF Customer Advisory Board and the Hampton Roads Chassis Pool Board.

Dick is a Chicago-area native with an MBA from Wharton and a BA in Economics from the University of Illinois.



Terry L. Cummings - With over 37 years of insurance industry experience, Terry Cummings is Vice President for Roanoke Trade's San Francisco office. As a licensed insurance broker, her technical expertise is concentrated in cargo insurance, errors & omissions, property/casualty and bonds for the international trade community. This technical competence coupled with consistent follow-through ensures a quality service experience for Roanoke Trade clients. Terry's efforts are supported by a top-notch service and claims team.

As a seasoned speaker, Terry is frequently called upon by the transportation industry for her insights on transportation liabilities and risk management. She has delivered numerous presentations, workshops and webinars nationwide for customers; trade groups, conferences, Universities and the National Educational Institute. In addition to frequently speaking on a variety of logistics, insurance and risk management topics Terry writes articles for various trade publications.

Roanoke Trade, a division of Roanoke Insurance Group and part of Munich Re Specialty Group Ltd., operates as a specialty insurance broker focused on surety and insurance solutions for transportation intermediaries, 3PLs, customs brokers and companies with supply chains, and is a leading provider of customs bonds, marine cargo insurance and ATA Carnets for the industry.

The joy of my job is I am constantly challenged by my clients to sync my insurance experience with their particular business model and find the best way to minimize their risk...while encouraging their growth.

-Terry Cummings

Gordon Downes is the CEO of New York Shipping Exchange, Inc.

Gordon has well-balanced perspective from all sides of the shipping industry. Prior to joining NYSHEX, Gordon was an executive at SABMiller, a large multi-national shipper. He has also held numerous leadership positions at Maersk Line, the world's largest shipping line, and Damco, a global freight forwarder. Gordon has lived and worked in Asia, Africa, Europe and North America.



Gordon holds an MBA from the University of Cambridge, as well as a bachelor of commerce degree majoring in maritime economics and a post graduate degree in maritime law.

About New York Shipping Exchange:

NYSHEX has been developed in collaboration with leading global carriers, shippers and forwarders to provide freight contracting systems and standards for global shipping.

Erin Ennis has been Senior Vice President of the US-China Business Council (USCBC) since February 2015, after serving as Vice President for 10 years. She directs USCBC's government affairs and advocacy work and oversees USCBC's Business Advisory Services. Founded in 1973, USCBC provides extensive China-focused information, advisory, and advocacy services, to more than 215 US corporations. She is a cleared advisor as part of the US Government's International Trade Advisory Committee (ITAC) system.

Prior to joining USCBC, Ennis worked at Kissinger McLarty Associates, assisting clients on trade matters, primarily in Vietnam and Japan. At the Office of the US Trade Representative from 1996 to 2000, Ennis worked in Congressional Affairs on Asia issues, and as assistant to Deputy US Trade Representative Richard Fisher. From 1992 to 1996, Ennis was a legislative aide to then-US Senator John Breaux, working on international trade and commerce issues.

A native of Louisiana, Ennis has a BA from Mount Holyoke College and a Masters in International Affairs from The Catholic University of America.

Traci Hamilton leads a team responsible for procurement of ocean freight for one of the top exporters in the United States. Additionally, she is involved with the development and execution of IP's North American ocean strategy, focused on; strategic initiatives, sourcing, carrier relationships and operational excellence. Traci has held several strategic sourcing positions at International Paper including truck and intermodal transportation. Before coming to International Paper, Traci worked in the fuel industry responsible for pricing strategies, strategic sourcing and risk management for companies located in both the Pacific Northwest and Georgia.

James Ford-Hutchinson is the Director of Seafreight at Flexport. He runs Flexport's North American Export and Transatlantic Westbound (TAWB) ocean business which allows clients to easily export goods in an increasingly complex global trade environment. Backed by Flexport's expert operation teams and engineers, James is working with our customers to find unique ways to do more with their resources, create transparency and lower their costs. Before Flexport, James worked on the carrier side with United Arab Shipping Company, Hapag Lloyd, and CP Ships where he ran various trades routes including from the United States to and from Asia, and from Oceania to and from North and Latin America, in addition to working with dry and reefer exporters from the Pacific North West.

Jeffrey F. Lawrence is Executive Director of the Ocean Carrier Equipment Management Association (OCEMA), which deals with inland and equipment issues in the United States and oversees a system of co-op pools with more than 120,000 intermodal chassis.

In addition to his role with OCEMA, Jeffrey is Chairman of the Transportation and Trade Practice Group at the Cozen O'Connor law firm. Jeffrey is based in Washington D.C. and focuses his practice on U.S. and international corporate, commercial, financing and joint venture activity, transportation regulation and competition regulation. Prior to joining Cozen O'Connor, Jeffrey was a founding and senior partner at Sher & Blackwell LLP.

He has also served as a president, officer, and board member of a number of nonprofit organizations in the Washington, D.C., area.

Jesse Madrigal is the Director of Transportation with J. R. Simplot Food Group where he partners with executives and teams to grow their business and deliver superior service. Jesse is firm believer in the value of building strong relationships through open and honest dialogue. After spending nearly a decade, in a Sales Support function Jesse has returned to his Distribution and Logistics roots where he is responsible for ocean, over the road carriers and rail logistics.

Deputy Mayor Conor McCarthy - At-Large Position 7 - is a dedicated private attorney, devoted husband and father of two small children, and committed public servant. He formerly worked in the trenches with City and Tacoma Public Utilities staff for over seven years, first as an attorney and then as a manager. His combination of private sector and municipal government experience, along with his passion for community service, makes him uniquely qualified to be an effective City council member. He is proud to serve the City as an at-large council member, recognizing the tremendous value and unique contributions from all of our different neighborhoods, business districts and residents.

Born and raised in Tacoma, Deputy Mayor McCarthy is a Lowell Leopard, Jason Lee Bobcat and Stadium Tiger. He is proud of our City and dedicated to making Tacoma even better. While he loves our City, he recognizes that Tacoma continues to face significant challenges which we must work tirelessly to overcome. To that end, he is focused on fixing our road infrastructure, increasing job growth, helping local businesses thrive, improving public safety, supporting schools and students, and protecting the most vulnerable in our community.

Deputy Mayor McCarthy believes that good City government and exceptional public service can make a positive impact on the quality of life and opportunities for everyone in Tacoma. He is dedicated to working diligently to ensure that our entire community thrives.

Lori McGinty is the International Logistics Manager for Barenbrug USA, Inc., in Tangent, Oregon. Barenbrug is one of the world's largest grass seed producers, exporters & importers. With over 30 years' experience in the seed industry, she has seen many changes on the transportation side of the business.

Lori has negotiated several ocean carrier contracts & worked with many trucking companies. She became an "in-house" forwarder almost 10 years ago by making direct carrier bookings on the INTTRA platform, filing AES with the Census Bureau, writing bills of lading, and preparing all export documents. She also handles all the inter-company sales within the Barenbrug group of subsidiary companies. Her responsibilities start at the beginning of a customer inquiry and extend all the way through the supply chain to the customs clearance side. Her "customer-centric" perspective drives her to go the extra mile for the buyer.

Don Meyer, commissioner, is the former executive director of the Foss Waterway Development Authority and a former deputy executive director of the Port of Tacoma.



Meyer currently serves on the Pierce County Regional Council, South King County Transportation Board, Tacoma Waterfront Association and Tacoma-Pierce County Economic Development Board. He is a member of the Alaska State Chamber of Commerce, the Fife/Milton/Edgewood Area Chamber of Commerce and the Transportation Club of Tacoma.

He served on former Gov. Christine Gregoire's Connecting Washington Task Force on transportation issues, is a member of Tacoma Rotary #8 and owns a small business in Pierce County.

Born and raised on a South Dakota farm, Meyer holds a bachelor's degree in business from Pacific Lutheran University and a master's degree in business administration from the University of South Dakota.

Val T. Noel joined TRAC Intermodal as Senior Vice President and Chief Operating Officer in November 2013. Mr. Noel is responsible for the day-to-day operations of the company. Before joining TRAC Intermodal, he held several senior leadership positions at Pacer International, Inc., and its affiliate, Pacer Cartage, most recently as Executive Vice President of Intermodal Operations and President, respectively. Prior to Pacer, Mr. Noel worked at CSX from 1983 to 2004 where he held several management positions to include drayage, terminal operations, equipment management, and President of the Intermodal Division. Mr. Noel is active in the intermodal industry and has been a past board member of TTX and IANA, the past chairman of the IANA Operations Committee and currently participates on the IANA Scholarship Committee.



Doug Richardson - Council Chair Serving the citizens of Anderson and Ketron Islands, Steilacoom, JBLM, DuPont, Lakewood and Parkland. Council chair Richardson was raised in West Groton, Massachusetts, and came to the Lakewood area while serving on active duty with the 2nd Ranger Battalion on Fort Lewis. He is a graduate of The Citadel in Charleston, South Carolina, and was awarded a Masters in Strategic Studies from the U.S. Army War College. Council chair Richardson retired from the Army Reserve as a brigadier general after completing 32 years of active and reserve service and was awarded the Distinguished Service Medal.

Council chair Richardson and his wife, Charlene, have two grown children and enjoy spending time with their two grandchildren.

William F. Rooney has 46 years of experience in transportation management covering a broad range business functions. He is currently Vice President, Strategic Development for Kuehne + Nagel Inc. and has been with Kuehne + Nagel for 8 years. Prior to Kuehne + Nagel Mr. Rooney's positions have included President of Hanjin Shipping America; Senior Vice President, Service Delivery for CMA-CGM; and Vice President, Ocean Services for GT Nexus, a logistics software provider. He also held a number of senior management positions with Sea-Land

Service over a span of 25 years. Mr. Rooney started his career doing economic research for the US Department of Transportation. Mr. Rooney's board memberships have included: the Pacific Maritime Association, the Pacific Merchant Shipping Association, The US Maritime Alliance, Consolidated Chassis Management, OCEMA, and the Maritime Association of the Port of New York and New Jersey. Mr. Rooney received a bachelor's degree in economics from Marist College in New York and a master's degree in economics from Northeastern University in Boston.

Keith Sanchez is a licensed insurance broker and one of the founding partners of Avalon Risk Management, Inc. He currently oversees Avalon's Western Division offices, consisting of Los Angeles, San Francisco and Seattle. With 10 offices nationwide, Avalon has positioned itself as a Premier Provider of innovative insurance and surety solutions and products for the International Trade and Transportation community. Keith has spent the last 35 years in the financial services industry with 26 years specifically catering to the International Trade and Transportation community.



Keith is a member of the District Export Council of Southern California, a position appointed by the Secretary of Commerce, Wilber Ross of the U.S. Department of Commerce. He is Board Member and Past President of the Foreign Trade Association, a past President of the Harbor Transportation Club and is currently on the board of the International Seafarers Center in Long Beach, CA. He is an active member in several other organizations such as the Los Angeles Customs Brokers & Freight Forwarders Association, National Customs Brokers & Freight Forwarders Association, Los Angeles Transportation Club, LA Air Cargo Association, and California Trucking Association to name a few. He is also a past instructor at the Global Logistic Specialist (GLS) program offered at the California State University – Long Beach

Jennifer Sidis is the International Logistics Manager for Wilbur-Ellis Nutrition, an industry leader in the international distribution and marketing of nutrients for the livestock, pet food, aquaculture and animal nutrition industries headquartered in Vancouver, WA.

Jennifer Sidis has over 25 years of experience in logistics and is recognized leader within Wilbur-Ellis as a subject matter expert in ocean freight logistics, contract negotiation and conflict resolution.

Boasting a diverse background in all facets of transportation, Jennifer has previously held positions working for an ocean carrier, domestic freight forwarder, 3rd party logistic provider where she was responsible for managing their NVOCC program and most recently with a beneficial cargo owner. Known for her wealth of knowledge, Jennifer is appreciated for her understanding of shipping regulations, flexibility and keen eye for potential complications.

Gene Seroka - An industry-known leader, Gene Seroka brings more than 30 years of experience in shipping, global logistics and executive management to the Port of Los Angeles. As executive director of the busiest container port in North America, he is responsible for managing more than a \$1 billion budget, leading a team of more than 900 employees, advancing major capital projects, growing cargo volumes, and promoting innovative, sustainable practices that improve Southern California's economy and quality of life. His duties involve interacting with a wide range of stakeholders, including Port customers worldwide, supply chain partners, labor, community members, and elected and appointed officials at all levels. He is a member of the U.S. Department of Commerce Advisory Committee on Supply Chain Competitiveness, U.S. Department of Transportation Bureau of Transportation Port

Performance Freight Statistics Working Group, U.S. Maritime Administration Marine Transportation System National Advisory Committee, and Federal Maritime Commission Supply Chain Innovation Team. He is an alumnus of the University of New Orleans, where he earned a Bachelor's Degree in Marketing and a Master's Degree in Business Administration.

Michael Symonanis has worked for over fourteen years at Louis Dreyfus Company based in Memphis, Tennessee. Before LDC, he worked at NOL/APL for fourteen years in sales and operations roles in the Midwest and Mid-South.

Within American Cotton Shippers (ASCA), Texas Cotton Association (TCA), and Agriculture Transportation Coalition (AgTC), Michael focuses on domestic and international logistics and supply chain issues with members and stakeholders. In these roles, he furthers LCD's active engagement to address industry opportunities and challenges led for so many years by Sheila Bracken and the late Steve Wyman.

Kate Weiner is the Director of North America Customs at Cargill, a Minnesota-based provider of food, agricultural, financial and industrial products and services to the world. Cargill's purpose is to nourish the world in a safe, responsible and sustainable way. Kate proudly represents one region of a global team at Cargill that focuses on customs planning and strategy, governing customs compliance and managing customs controversy. In short, moving food and agriculture products from where it is produced to where it needs to be adding value along the way.



Kate has been active in the trade industry for over 20 years beginning in the US Senate, then moving on to the International Trade Administration at the US Department of Commerce, the State of Texas, E. & J. Gallo Winery and now Cargill based out of their global headquarters in Minneapolis, MN. Additionally, she has supported numerous trade associations and was appointed to the 15th Term of the Commercial Operations Advisory Committee (COAC) for US Customs and Border Protection and Treasury in 2018. On the COAC, she serves as Subcommittee Co-Chair of the Intelligent Enforcement Subcommittee, Export Modernization Work Group Co-Chair, a member of the Secure Trade Lanes Subcommittee, a member of the Working Group on Forced Labor and a Representative to the Border Interagency Executive Committee. Prior to her appointment, Kate served on the COAC One Government Working Group on FDA, and COAC Export Subcommittee Working Group on Post Departure Filing.

Kate is a graduate of James Madison College at Michigan State University where she earned her Bachelor of Arts in International Public Policy. Kate also holds a certification from the International Food Law Institute at Michigan State University and is a Licensed U.S. Customs Broker since 2009.

John Wolfe is chief executive officer of The Northwest Seaport Alliance. He sets the organization's vision and strategy, and guides the NWSA's unique customer-focused culture.

Wolfe also serves as the CEO of the Port of Tacoma, a position he was named to in 2010. Before being named CEO, he had served as the Port of Tacoma's deputy executive director since June 2005.

Prior to joining the Port of Tacoma, Wolfe served for two years as the executive director of the Port of Olympia, and before that as Olympia's director of operations and marine terminal general manager.

Wolfe also spent 10 years with Maersk Sealand/APM Terminals in Tacoma, most recently as the terminal's operations manager.

He is on the boards of the American Association of Port Authorities (AAPA), Executive Council for a Greater Tacoma, Tacoma-Pierce County Chamber of Commerce, the Washington State Fair Board, Federal Maritime Commission's Export Innovation Team and Maritime Innovation Advisory Council for the Department of Commerce. Wolfe is also an executive board member of the Economic Development Board for Tacoma-Pierce County.

Wolfe earned a bachelor's degree in business administration from Pacific Lutheran University.

