

Agriculture Transportation Coalition

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

34th Annual Meeting

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

AGENDA

June 14-17, 2022

(Tuesday afternoon – Friday midday)

Greater Tacoma Convention Center

TUESDAY, JUNE 14

1:00 pm – Registration open in Marriott Tacoma Downtown lobby

3:00 pm – **GROUP THERAPY?** in Convention Center Ballroom D

Informally, ag shippers share our experiences and the human toll -- how we and our colleagues are coping with the stress of the on-going shipping confusion and disruption. (Open to AgTC Members and Sponsors)

5:30 pm - *Exciting new venue!* WATERSIDE RECEPTION for AgTC members and Annual Meeting sponsors: Tacoma's world famous Museum of Glass. Participate in live glass blowing demonstration
1801 Dock St. Open to AgTC Members & Sponsors

WEDNESDAY, JUNE 15

6:30 am - 6th ANNUAL WINE & SPIRITS SHIPPERS ASSOCIATION RUN-WALK

All are welcome, prizes for all – from slow walkers to fast runners *Gather in Marriott Tacoma Downtown lobby*

7:30 am – REGISTRATION opens Tacoma Convention Center

8:30 am - 34th Annual Meeting Called to Order: Peter Friedmann Executive Director. Spencer Young, Program Manager

Welcome – John Wolfe, CEO, NWSA

- **The Ocean Shipping Crisis Overview.** Bill Rooney, Exec. VP, Kuehne + Nagel

Message from Congressman John Garamendi of California

- **The Shipper/Forwarder Perspective.** Five AgTC members share experiences and strategies: gaining export bookings, detention and demurrage charges, handling cancelations, finding trucking and rail service.
 - Lanie Moules, Driscolls (Fresh Fruit)
 - Don Barton, GoldRiver Orchards (Walnuts)
 - Brad Hamilton, Seaboard (Protein)
 - Mishelle Walsh, J.R. Simplot Company (Potatoes)
 - Rob Prather, Global Processing (Identity Preserved Non-GMO Soybeans), SSGA Chairman
- **Major Importer: Where Importer and Exporter Needs Can Align**
 - John Janson, SanMar

Coffee Break

- **Where's the Congestion?**
 - Lori Ann LaRocco, CNBC

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- **Ocean Carriers, Alliances – The Perspective of Ocean Carrier Executive**
 - *Fabio Santucci, President USA, MSC*
- **Get a Contract and Make it Binding**
 - *Gordon Downs, CEO, NYSHEX*
- **The Ports -- Unique Perspective: from West Coast Terminal Operator, to East Coast Operating Port.**
 - *Stephen Edwards, CEO and Executive Director, Port of Virginia*

Message from Congressman Dusty Johnson of South Dakota

Working Lunch - Unprecedented Expectations: The Tip of the Federal Spear

- *FMC Chairman Dan Maffei*
- **Chassis – What’s the Problem, What’s the solution?**
 - *Peter Schneider, President, T.G.S. Logistics*
 - *Mike O’Malley, SVP Government & Public Relations, DCLI*
 - *Val Noel, EVP & COO, TRAC Intermodal*

[Register Here](#)

Message from Congresswoman Kim Schrier of Washington

- **Pop-Ups and Inland Loading**
 - *Managing containers at “Pop-Ups”– Sue Coffey, Pacific Terminal Services Company (Subsidiary of PCMC)*
 - *Inland ports – facilitating ag exports - Brig Skoy, Savage Railport – Southern Idaho*
- **Alternative Ports**
 - *Alternative Coastal Ports – Dona Toteva Lacayo, Chief Commercial Officer, Port of Hueneme*
 - *An Entirely New West Coast Container Port – Chad Meyer, President and COO, NorthPoint*

Message: Senator Maria Cantwell, Washington, Chair, US Senate Commerce Science & Transportation

Coffee Break

- **West Coast Longshore Contract Negotiations Update**
 - *Bill Mongelluzzo, Journal of Commerce*
- **Our Approach to Help Agriculture Exporters**
 - *Joseph Dokus, TransPacific Westbound, Maersk*

Message: West Coast Longshore- ILWU

- **What the Industry Needs to Hear Now**
 - *Jim Newsome, Exec. Dir. South Carolina Ports, Frmer Hapag-Lloyd, AgTC Person of the Year*
- **Day 1 General Session Wrap Up – Peter Friedmann/Spencer Young**

ANNUAL DINNER, FOSS MARITIME MUSEUM, AgTC MEMBER CARRIER RECOGNITIONS – [DETAILS NEXT PAGE](#)

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5:15 pm - Bus to evening events

5:30pm - NORTHERN CALIFORNIA WINE RECEPTION

6:45pm - ANNUAL DINNER in Exciting New Venue

Historic Foss Waterway Seaport Maritime Museum - 705 Dock St

**Recognizing the ones holding the ag supply chain together: Our Truckers
Nominated by AgTC Members**

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

THURSDAY, JUNE 16

6:45 am – **Two Carriers Bring their Management Teams – for an interactive engagement with [AgTC Members and other ag shippers, forwarders, truckers ONLY \(Questions? Email \[info@agtrans.org\]\(mailto:info@agtrans.org\)\)](#).** Grab the continental breakfast and join back to back meetings in *Convention Center Ballroom D*

7:00 am – 7:45 am *CMA-CGM*

7:45 am – 8:30am *ONE*

Coffee and Breakfast in the Ballroom

8:45 am

- **Terminal Operations, during the Crisis and on the Cusp of the Longshore Contract**
 - *Ed DeNike, President, Stevedore Services of America*

Message from Senator Amy Klobuchar of Minnesota

- **Case Study: Multi-prong Approach - Almonds**
 - *Steve Schult, Blue Diamond Growers*
 - *Aubrey Bettencourt, Almond Alliance of CA*
- **Supply Chain 'Fixes' - New Carriers, New Matchback**
 - *New Services, Duncan Wright, President, UWL*
 - *Getting Containers to Exporters, Reade Kidd, EDRAI*

Coffee Break

- **Still at the center of the Crisis – Next Steps at the Largest Gateway**
 - *Port of Long Beach, Exec. Dir. Mario Cordero*
 - *Port of Los Angeles, Exec. Dir. Gene Seroka*
- **Trucking Challenges and Costs Mounting: Drayage and Long Haul – Key to the entire supply chain**
 - *Matt Schrap, CEO, Harbor Trucking Association*
 - *Donna Lemm, Chief Commercial Officer, IMC Companies*

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- **Rail** -- IPI -- what's next? Getting containers to inland exporters? Serving exporters closer to the Coasts. Serving WC exporters via EC ports?
 - Hasan Hyder, General Director International Intermodal Sales, Union Pacific

Working Lunch – What is already changing, what will Change with the Ocean Shipping Reform Act OSRA?

- Peter Friedmann, Exec. Director, AgTC

General Session Closing Remarks

1:00 – 4:00 pm AgTC MEMBERS ONLY WRAP UP - Setting the AgTC's Policy Agenda – Ballroom D

What can we do, with, or without gov't? Working with carriers. Success in California. Congress, FMC, White House wants to do more – Alliances, port operations, detention/demurrage, chassis. What do we need/want?

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

FRIDAY, June 17

8:30 am - PORT TERMINAL AND FACILITY TOURS - unique opportunities.

AgTC Members have priority; non-members accommodated as space allows

[Register Here](#)

Thank you to our growing list of Sponsors!



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