



## AgTC's *Virtual* Major Midyear Meeting

Tuesday December 8 and Wednesday December 9

10AM - Noon Pacific Each Day

**REGISTER HERE**

**Start the Morning Right:** *Wine & Spirits Shippers Assoc. - AgTC Walk-Run. Take a picture, email it to [info@agtrans.org](mailto:info@agtrans.org). Then break open your Major Midyear Meeting Box and enjoy! (First 300 to register will receive a Meeting Box)*

### **DAY ONE - Tuesday, December 8, 10 AM Pacific**

#### **How this Meeting Works – How to Ask Your Questions**

- Spencer Young, Program Manager, Agriculture Transportation Coalition

**Undeterred:** right now, the supply chain is **not** working – the Federal government is stepping in. The challenges and solutions we will tackle in today's Meeting.

- Peter Friedmann, Executive Director, Agriculture Transportation Coalition

#### **Covering the Ocean Trade Crisis: The Journalist's View**

- Lori Ann Larocco, CNBC

#### *Greetings, Port of Long Beach*

**Almonds and Ag Chemical Exporters Speak –Surviving Cancelled Bookings, Detention, Demurrage, bad ERD's, no containers, and everything else**

- Beverly Altimore, US Shippers Assoc. – ag chemicals and resins
- Maria Zermeno, Hughson Nut – almonds

**The Ocean Carrier Perspective** – Grappling with the Import Surge, while serving the Ag Exporters

- Franck DeDenis, Sr. VP. Maersk, North America Ocean

**Drayage** – Dray truckers feeling the brunt when the supply chain breaks down,

- Weston LaBar, Harbor Trucking Assoc.

#### *Greetings, PCC Logistics*

**Marine Terminals** – Where all the modes meet, and where the supply chain stress is greatest.

- Ed DeNike, Stevedore Services of America

**Chassis. Shortages and Costs**

- Bill Shea, DCLI

**Coffee and Restroom Break Plus Your Pics from WSSA Run Walk**

## Demurrage, Detention, Export Bookings: Beyond Guidelines to Enforceable Practices

- Federal Maritime Commissioner Rebecca Dye – Untiring commitment to improving the supply chain

*Greetings, Port of Los Angeles*

## Peas, Dried Beans, Lentils, Lumber, Paper Exporters Speak

- Stephen Paul, Ray-Mont -- peas, dried beans, lentils
- Hayden Swofford, PNW Asia Shippers Assoc. – lumber, paper, other forest products

*Greetings, Port of Oakland*

## Reigning in CBP Export Documentation Penalties – Relief is on the Way

- Jim Swanson, Director, Cargo and Conveyance Security and Controls, U.S. Customs & Border Protection

*Greetings, Port of New York & New Jersey*

## Rail to West Coast Gateways

- James Titsworth, BNSF

**Global Trade Outlook** – Who will buy our exports? Will the Tariff War continue? where will you be shipping?

- Paul Bingham, IHS Markit

**REGISTER HERE**

*Greetings, Port Houston*

**Raffle drawing for model ONE ships and containers!** - (Listen for your name. All AgTC MMM registrants eligible to win.)

**Noon Pacific** – Adjourn for the Day

---

**Start the Morning Right: Wine & Spirits Shippers Assoc. - AgTC Walk-Run. Take a picture, email it to [info@agtrans.org](mailto:info@agtrans.org). Then break open your Major Midyear Meeting Box and enjoy! (First 300 to register will receive a Meeting Box)**

## **DAY TWO - Wednesday, December 9, 10 AM Pacific**

### How this Meeting Works – How to Ask Your Questions

- Spencer Young, Program Manager, Agriculture Transportation Coalition

**Undeterred: right now, the supply chain is **not** working - the challenges and solutions we will tackle in today's Meeting.**

- Peter Friedmann, Executive Director, Agriculture Transportation Coalition

### Ocean Shipping – Shippers Gain Unvarnished Insight From Carrier Insiders

- Bill Rooney, VP Strategic Dev., Kuehne + Nagle, former President N.A. Hanjin

*Greetings, TRAC Intermodal*

## Shippers: from Fresh Fruit to Dry Dairy

- Raymond 'Big Ray' Keffer, J & K Fresh -- reefer fruit imports to West and East Coast
- Emily Korte, LGI -- Proliant Dairy and APC – volume railed from Midwest origins

## Marine Terminals – Where all the modes meet, and where the supply chain stress is greatest

- Alan McCorkle, YTI Terminals, Port of Los Angeles

## *Greetings, Port of Hueneme*

## Earliest Return Date – bad ERD's driving supply chain dysfunction; can we get accurate ERD's?

- Dave Arsenault, Blume Global

## *Greetings, Blume Global*

## How an Operating Port is Serving More and More Ag Exporters – grabbing market share

- Griff Lynch, CEO, Georgia Ports Authority – Savannah

## *Greetings, Georgia Ports*

## **Coffee and Restroom Break Plus Your Pics from WSSA Run Walk**

## Trucking – long Haul, Regional, Drayage

- Mason George, Donna Lemm – IMC Companies

## *Greetings, Northwest Seaport Alliance*

## Addressing needs of US exporters – role of the Federal Maritime Commission

- Federal Maritime Commissioner Dan Maffei – former US Congressman, Upstate NY.

## *Greetings, Port of Virginia*

## Carrying Ag East – How it's working

- Sean Healy, Scoular
- Jason MacMackin, Norfolk Southern
- Tom Capozzi, Port of Virginia

**REGISTER HERE**

## *Greetings, Gulf Winds International*

## Ocean Shipping – Shippers Gain Unvarnished Insight From Carrier Insider

- Ed Zaninelli, Griffin Creek, former VP Westbound, OOCL

## *Greetings, ONE*

**Raffle drawing for model ONE ships and containers! - (Listen for your name. All AgTC MMM registrants eligible to win.)**

## **Noon Pacific – Adjourn AgTC Major Midyear Meeting**