

# Agriculture Transportation Coalition

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

## 29<sup>th</sup> Annual Meeting

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

June 6 – 9, 2017

(Tuesday evening – Friday morning)

The Renaissance (Marriott), Long Beach CA

[Click here to Register](#) | [Book your Hotel Room](#)

### TUESDAY, JUNE 6

**5:00 PM** **BOAT CRUISE OF SAN PEDRO BAY**  
Sponsored by the Ports of LA and Long Beach  
*For AgTC members and Annual Meeting sponsors only*

**7:30 pm** **NO-HOST EARLY BIRD GATHERING**  
Renaissance  
Hotel Lobby Level

### WEDNESDAY, JUNE 7

**6:45 am** **3RD ANNUAL WINE & SPIRITS SHIPPERS ASSOCIATION RUN-WALK**  
Renaissance  
Hotel Lobby  
*Open to All Attendees*

**8:30 am** **REGISTRATION** Sponsored by Hamburg Sud

**9:00 am** **BEST PRACTICES SESSION**  
Bixby Ballroom

- **President, North America for major ocean carrier** engages with ag, forest products, resins shippers, face-to-face. Real answers to tough questions about operations, equipment, service, booking, fulfillment and documentation- what the shipper needs from the carrier and what the carrier needs from the shipper. Open and frank.  
*No press – off the record; for AgTC members only*  
Coffee Sponsor—Port of Portland

**11:30 am** **PREMIUM SPONSOR AND AGTC MEMBER LUNCHEON:**  
Pike Ballroom

- **"The Hot Button Issues Unvarnished"** – An intimate and intensive lunch session for the cargo and our Sponsors to assess the relationship between Carriers, Shippers, Terminals, and Labor.  
*Peter Friedmann, Executive Director, AgTC*
- **Avalon – AgTC Scholarship Award Presentation**  
Luncheon Sponsor—Ryder

**1:15 pm** **GENERAL SESSION**  
Bixby Ballroom  
*Welcome to All*

- **The Shipper Perspective.** A panel of leading ag exporters and importers present experiences and strategies: routing to avoid port disruption, documentation and carrier service challenges; container availability; rail service; trucking shortages, VGM, and more.

**Coffee Break**

- **The Carrier Perspective.** Where have all the carriers gone? Fewer carriers, just 3 Alliances. Does carriers return to profitability, consolidation, mega ships help ag exporters (and importers):  
*Senior Carrier/NVO Executives*  
Sponsored by PCC Logistics

**5:00 pm** **Bus to QUEEN MARY FOR COCKTAILS, ANNUAL DINNER GALA *and the ENGINE ROOM***

**5:15 pm** **NORTHERN CALIFORNIA WINE PAVILION RECEPTION**  
Veranda Deck (4<sup>th</sup> Floor)  
Sponsored by Port of Oakland

**6:15 pm** **ANNUAL DINNER**  
Grand Salon

- **Welcome – Ports of LA and Long Beach Chief Executives**
- **2017 Ocean Carrier Performance Survey Results Announced – carriers ranked by AgTC shippers**  
Sponsored by Ports of LA and Long Beach

9:00 pm  
The Engine Room

**Post Dinner Networking– A rare opportunity to see the Engine Room, unchanged since 1936**  
Sponsored by California Cartage Company and NW Seaport Alliance

## THURSDAY, JUNE 8

7:00 am  
Bixby Foyer

**Continental Breakfast**

8:00 am  
Bixby Ballroom

**GENERAL SESSION**

- **Port disruption – Extending the longshore contracts or will Trump take charge?**  
*Live dialogue with labor and management leaders.*
- **Will the FMC respond to US exporters needs? Per Diem fees, Carrier Consolidation, Terminal, PierPass**  
*President Trump's appointed Chairman, Federal Maritime Commission*
- **Rail –avoiding terminal gate congestion, by loading at new inland ports and transload facilities**

**Coffee Break** Sponsored by Port of Hueneme

- **Trucking Challenges Unrelenting** – The reality of draying into ports, mega ship congestion, govt. imposing restrictions and cost– how are truckers and shippers coping? East and West Coast.
- **Sanitary Transportation Rule** now enforced – exporters, importers, truckers beware!
- **NYSHEX – New York Shipping Exchange** – a new way to lock in freight rates.  
*Gordon Downes, President*
- **VGM Container Weight Documentation – still stamping out the last embers of a bad idea**  
Sponsored by South Carolina Ports Authority

12:00 pm  
Bixby Foyer

**LUNCHEON**

- **2017– Scary Year for US exporters: Strong Dollar, Weak Markets, Trade Wars**  
*Paul Bingham, Vice President, Economic Development Research Group*  
Sponsored by Port of Houston

2:00 pm  
Bixby Ballroom

**GENERAL SESSION**

- **Zika– as the mosquito spreads, will China's fumigation requirements expand?**
- **Imposing Burdens and Penalties on Exporters, Carriers, Terminals–** Federal advance manifest/documentation deadlines and enforcement, penalties, will post departure filling survive? Is C-TPAT for exports our friend? AES Direct Migrating Into ACE.
- **Reefer Cargo Supply Chain–** Cold Storage, Carriers, and Shippers' Role  
Coffee Break Sponsored by GA Ports Authority

4:00 pm  
Bixby Ballroom

**WRAP UP: AgTC MEMBERS ONLY**

- **Setting the AgTC's Policy and Legislative Agenda**

**Evening**

**DINNER ABOUT TOWN**

Show your AgTC Annual Meeting badge to receive discounts at local restaurants

## FRIDAY, JUNE 9 – Port Terminal Tours

8:30 am Break into small groups and tour new automated terminals, ILWU facilities, cold storage warehouse

[Click here to Register](#) | [Book your Hotel Room](#)

Over 400 agriculture and forest products logistics professionals. Frank and open conversation in unique off-the-record (no press) sessions about the state of the industry. Unparalleled networking.

Questions? Email [info@agtrans.org](mailto:info@agtrans.org) or call 202-783-3333