

# Agriculture Transportation Coalition (AgTC)

## **20th Annual Meeting \* June 7-8, 2007**

**Marines Memorial Club & Hotel in San Francisco, CA  
609 Sutter Street (at Mason)**

### **Registration information at [www.AgTrans.org](http://www.AgTrans.org)**

*The Journal of Commerce has dubbed AgTC "the principal voice of agriculture exporters in U.S. transportation policy."  
The Annual Meeting is the premier opportunity for agriculture transport/logistics managers to meet with each other  
and with leading ocean carriers to do business and resolve transportation and trade problems.*

### **AGENDA\***

#### **THURSDAY, JUNE 7**

- 12:00 pm AgTC Board of Advisors Luncheon & Meeting (Heritage Room – 10<sup>th</sup> FL)
- 2:00 pm **Annual Meeting Registration** sponsored by China Shipping, NA (Foyer, 10th FL)
- 2:30 pm **AFTERNOON GENERAL SESSION** (Commandant's Room -- 10th FL)  
Welcome & Opening Remarks
- 2:40 pm **The Shipper Perspective.** Leading ag exporters/importers review impact of ocean carrier consolidation; documentation crisis; container availability; rail and trucking service; and what they are doing about it.
- Tom Vander Weide, G3 Enterprises / E&J Gallo Winery
  - Sabine Przysucha, CalDak International
  - Donna Lemm, Mallory Group
- 3:50 pm *Coffee Break* sponsored by OOCL
- 4:10 pm **2007 AgTC Ocean Carrier Documentation Performance Survey – Objectives and Results.**  
The shippers' rating of 21 carriers' performance in providing timely and accurate Bills of Lading.
- Peter Friedmann, AgTC Counsel
- 4:20 pm **The Carrier Perspective.** A leading ocean carrier executive will present freight rate forecasts; surcharges including fuel; impact of new security regulations; expansion of vessel capacity; future of West Coast all water routes; where are the reefers?
- Sheila Bracken, Allenberg Cotton
  - Ed Zaninelli, OOCL
- 6:30 pm **Cocktail Reception** Sponsored by Port of Long Beach (Crystal Lounge -- 11<sup>th</sup> FL)
- 7:15 pm **Annual Dinner** Sponsored by Port of Los Angeles. (Crystal Lounge -- 11<sup>th</sup> FL) Included in registration fee -- all meeting participants invited to attend.
- **The Transpacific Trade: A New Way Forward.** Ron Widdows, CEO of APL and Executive Committee Chair, TransPacific Stabilization Agreement.
  - Recognition: Joe Ponder, Sun-Maid Growers
- 9:30 pm *After Dinner Drinks* sponsored by Roanoke Trade Services. (Leatherneck Bar -- 12<sup>th</sup> FL)

#### **FRIDAY, JUNE 8**

- 7:30 am **Shipper-Only Breakfast Meeting w/ Port of Oakland.** The Port of Oakland is developing a user fee to meet infrastructure needs and environmental obligations as an alternative to the container fee proposed in SB 974 (Lowenthal). The Port invites all ag shippers and forwarders to participate in this off-the-record discussion to learn more about the user fee proposal and to provide input to the Port. There is no additional charge for this meeting, but all shippers and forwarders must RSVP in advance. Sponsored by Port of Oakland.
- 8:45 am **MORNING GENERAL SESSION** (Commandant's Room -- 10th FL)

**Port Truck Drayage** – Dramatic changes proposed for Ports LA/Long Beach will limit trucking competition. Is this the model for other ports?

- Moderator/Shipper Speaker: Brian McGuire, Dunavant Enterprises;
- John McLaurin, Pacific Merchant Shipping Assn;
- Marcel van Dijk, Port of LA;
- Patty Senecal, California Trucking Association

9:40 am **Port User Fees** - Will California start nationwide trend and impact agriculture competitiveness?

- Moderator/Shipper Speaker: Matt Harris, Washington Potato Commission;
- Norman Fassler-Katz, Advisor, California Senator Lowenthal;
- Mike Jacob, Pacific Merchant Shipping Assn.

10:30 am *Coffee Break* Sponsored by Port of Portland

10:50 am **In Pursuit of Enhanced and Competitive Rail Service for Ag**

- Terry Whiteside, Alliance for Rail Competition

11:30 am **The Drive to Increase Ag Trucking Efficiency and Capacity**

- Kevin Knight, CEO, Knight Transportation
- Russell Laird, Executive Director, Agricultural & Food Transporters Conference;

12:15 pm **National Ag Transport Infrastructure White Paper** - Progress Report from Washington DC

- Peter Friedmann, AgTC Counsel

1:00 pm **Keynote Luncheon** -- Finding Essential New Rail Options for Ag Exporters  
(Crystal Ballroom -- 11th FL) Sponsored by APL

- Ted Prince, VP and Intermodal International , Kansas City Southern Railroad

2:30 pm **“SHIPPERS ONLY” CLOSED SESSION** (Commandant's Room -- 10th FL)  
**Roundtable Discussion.** AgTC is unique in providing a forum for Ag shippers to interact with other shippers. We meet in roundtable format, without press or carriers (forwarders always welcome), to discuss issues openly and informally.

4:30 pm Meeting Adjourns

[www.AgTrans.org](http://www.AgTrans.org)

#### **HOTEL AND ANNUAL MEETING INFORMATION:**

Hotel reservations can be made at the Marines' Memorial Club by calling (415) 673-6672, or the nearby Cartwright Hotel (800) 919-9779

For further information regarding hotel reservations and Annual Meeting registration, contact the AgTC at 202-783-3333 or email [info@agtrans.org](mailto:info@agtrans.org)