



SHIFTING TRADE

January 29-30, 2020

Tampa Marriott Water Street

Wednesday, January 29

8:00 a.m. – 8:30 a.m.

Registration and Continental Breakfast

8:30 a.m. – 8:45 a.m.

Welcome and Opening Remarks

Speakers:

*A. Paul Anderson, President & CEO, Port Tampa Bay
Christopher J. Connor, President & CEO, AAPA*

8:45 a.m. – 9:15 a.m.

Keynote Address – Trade Policy in Action

Trade policy is a key consideration for all U.S. business, especially those that export goods and services. The United States is working to ensure that exporters have adequate financing to maintain and expand export markets, ultimately benefitting American jobs and a robust U.S. economy.

Introduction:

Christopher J. Connor, President & CEO, AAPA

Speaker:

Kim Reed, President & Chairman, Export-Import Bank of the United States

9:15 a.m. – 9:30 a.m.

Partnerships to Support U.S. Gateways

The United States Maritime Administration recognizes that U.S. maritime ports are critical links in the U.S. domestic and international trade supply-chain. MARAD supports these efforts through its Port Infrastructure Development Program and also provides critical marine transportation outreach activities at our major U.S. gateway ports.

Introduction:

Christopher J. Connor, President & CEO, AAPA

Speaker:

William Paape, Acting Associate Administrator, U.S. Maritime Administration

9:30 a.m. – 10:45 a.m.

Technology Deep-Dive

On both small scales and large scales, technology is changing the supply chain. This session will examine how technology is changing and improving marine terminals, shipping lines, third party logistics providers, trucking companies and rail companies.

Discussion Leader:

Joe Greco, Ports America

Speakers:

*Hunter Yaw, Loadsmart
Chris Skotarczak, Container Port Group
Robert Inchausti, Tedivo*

Wednesday, January 29 (continued)

10:45 a.m. – 11:00 a.m. **Break**

11:00 a.m. – 12:00 p.m. **Distribution Center Case Studies**

Hear from those who made decisions and struck deals regarding the location and terms surrounding distribution centers. Find out what criteria were the tipping point for site selection and brought multiple parties to agreement.

Discussion Leader:

Wade Elliott, Vice President Business Development, Port Tampa Bay

Speakers:

John Morris, Executive Managing Director, Americas Industrial & Logistics Leader, CBRE

Carl Warren, Director, Business Development, CSX Intermodal

Jesse Kreinbrink, Vice President of Supply Chain, Rooms to Go

12:00 p.m. – 1:00 p.m. **Lunch**

1:00 p.m. – 1:20 p.m. **Market Snapshot: Containers**

Each market snapshot will offer a quick overview of trends in one of three port business lines and a brief outlook at what factors are driving the outlook for each commodity.

Moderator:

Jim Pyburn, Director of Business Development, Port Everglades

Speaker:

Vijay Agrawal, Vice President, Americas Ports & Marine, Transportation, AECOM

1:20 p.m. – 1:40 p.m. **Market Snapshot: Ro/Ro**

Each market snapshot will offer a quick overview of trends in one of three port business lines and a brief outlook at what trends or factors are driving the outlook for each commodity.

Moderator:

Jim Pyburn, Director of Business Development, Port Everglades

Speaker:

Flavio Batista, Vice President of North American Sales, Wallenius Wilhelmsen Ocean

1:40 p.m. – 2:00 p.m. **Market Snapshot: Cold Chain**

Each market snapshot will offer a quick overview of trends in one of three port business lines and a brief outlook at what trends or factors are driving the outlook for each commodity.

Moderator:

Jim Pyburn, Director of Business Development, Port Everglades

Speaker:

Howard Posner, President, NAGA Logistics

Wednesday, January 29 (continued)

2:00 p.m. – 2:45 p.m.

New Leadership at the Panama Canal Authority

In September 2019, the Panama Canal Authority welcome a new executive director, beginning a new era of leadership for this critical transportation agency.

Introduction:

Juan Kuryla, Port Director, PortMiami

Speaker:

Dr. Ricaurte Vásquez Morales, Administrator, Panama Canal Authority

2:45 p.m. – 3:00 p.m.

Break

3:00 p.m. – 4:00 p.m.

Shifting Supply Chains in China and Southeast Asia

Many U.S. manufacturers, especially technology, furniture and textile companies, are changing their practices in China and other southeast Asian nations. Whether shifting their factories to other southeast Asian countries, such as Vietnam, or sourcing their materials elsewhere, these actions will ripple out through the entire supply chain.

Discussion Leader:

Sage Chandler, Vice President, International Trade, Consumer Technology Association

Speakers:

Carlos Halasz, Customs Compliance Officer, HP Inc.

Andrew Durant, Managing Director, Samuels International Association, Inc.

4:00 p.m. – 5:00 p.m.

Global Fuel Standards in Effect

2020 is here, and so are new global sulfur standards for marine fuel. Speculation about what this change may or may not do to the industry has passed, and it's time to see how this policy is playing out in real time.

Moderator:

Christopher Chope, Vice President, Sustainability, The Port of Virginia

Speakers:

Howard Posner, President, NAGA Logistics

Margaret Kaigh Doyle, Senior Manager, Business Development - Marine, Eagle LNG Partners

Casey Grigsby, Vice President of Programs & Planning, Florida Ports Council

5:00 – 6:00 p.m.

Reception

Co-sponsored by **Port Tampa Bay** and **Ports America**



Thursday, January 30

8:00 – 8:30 a.m.

Continental Breakfast

8:30 – 9:30 a.m.

How Foreign Trade Zones Drive Cargo Activity

Learn from several case studies of how companies and ports are successfully using the FTZ program to expand their cargo business and drive import, export, manufacturing and distribution activity.

Moderator:

Torrey Chambliss, Director, FTZ & Cargo Business Development, Port Tampa Bay

Speakers:

*Erik Autor, President, National Association of Foreign Trade Zones
Andy Wang, Operations and Training, Hit Promotional Products*

9:30 – 10:30 a.m.

Critical Junctures for Energy Related Commodities

U.S. oil production is setting new records, and the supply chain is working to accommodate the export market for U.S. crude. Expansion of the shale gas sector has resulted in significant growth of containerized resin exports. LNG continues to grow its footprint as a commodity, while coal struggles to maintain its market share. These changes are affecting ports throughout the Hemisphere.

Moderator:

Jim Quinn, President and Chief Executive Officer, Port Saint John

Speakers:

*Barry Worthington, Executive Director, United States Energy Association
Joel Morales, Executive Director Polyolefins, IHS Markit*

10:30 – 10:45 a.m.

Break

10:45 – 11:45 a.m.

Ensuring a Workforce for the Supply Chain

The maritime industry is doubling down on efforts to train and prepare the next generation of its workforce, while the long-haul trucking industry is struggling to attract and retain drivers in the face of an aging workforce. The supply chain must be able to ensure that the modern workforce is prepared to keep pace with industry demands.

Moderator:

Dr. Noel Hacegaba, Deputy Executive Director of Administration and Operations, Port of Long Beach

Speakers:

*Rod Pickens, Wallenius Wilhelmsen Logistics
Lauren Brand, National Association of Waterfront Employers*

11:45 a.m. – Noon

Closing Remarks
