



## SHIFTING INTERNATIONAL TRADE ROUTES

January 21-22, 2016

Presented by AAPA in cooperation with the U.S. Maritime Administration

— Hosted by Port Tampa Bay —

Le Méridien Tampa

### Thursday, January 21

8:00 – 8:30 a.m.  
(Courthouse Ballroom –  
Foyer – 4th Floor)

#### Registration and Continental Breakfast

*Breakfast sponsored by*

**CSX Transportation**



8:30 – 8:45 a.m.  
(Courthouse Ballroom –  
4th Floor)

#### Welcome and Opening Remarks

**Speakers:**

*Kurt J. Nagle  
President & CEO  
AAPA*

*Paul Anderson  
Port Director & CEO  
Port Tampa Bay*

*Jim Quinn  
President & CEO  
Port Saint John  
AAPA Chairman of the Board*

8:45 – 9:45 a.m.  
(Courthouse Ballroom –  
4th Floor)

#### The Changing Global Economy — Impacts on Seaports and Trade

*Learn about the impacts of rapidly changing global economic factors on international trade, financial forecasts, customer demographics and demand, together with the effects these impacts have on vessel sizes, carrier alliances and supply chain shifts.*

**Speaker:**

*Walter H. Kemmsies, Ph.D.  
Chief Economist  
Moffatt & Nichol  
New York, NY*

9:45 – 10:30 a.m.  
(Courthouse Ballroom –  
4th Floor)

#### Creating a New Trade Map for the Americas

*As other regions of the world look to reap benefits from interregional trade agreements, this session will discuss how to further integrate the economies of the Western Hemisphere through a region-wide free trade and investment agreement.*

**Speaker:**

*The Honorable Carlos Gutierrez  
Chair  
Albright Stonebridge Group  
Washington, DC  
U.S. Secretary of Commerce 2005-09*

**Thursday, January 21** *(continued)*

<p>10:30 – 10:45 a.m. (Courthouse Ballroom Foyer – 4th Floor)</p>	<p><b>Break</b> Sponsored by <b>Cardno</b></p>	
<p>10:45 – 11:30 a.m. (Courthouse Ballroom – 4th Floor)</p>	<p><b>The Changing Asian Market</b> <i>This session will address shifting manufacturing centers, the economic transformation happening in Asia, and how it is affecting world trade.</i></p>	
	<p><b>Speakers:</b> Greg Brinkman Senior Vice President of Supply Chain Badcock Home Furniture Mulberry, FL</p>	<p>James R. Brennan Partner Capstan Consulting, LLC Vienna, VA</p>
<p>11:30 a.m. – 12:15 p.m. (Courthouse Ballroom – 4th Floor)</p>	<p><b>Trade Trends in the Western Hemisphere</b> <i>The panelists will discuss trade patterns in the Western Hemisphere and the impact of the Panama Canal expansion, and the prospect of opening Cuba to US trade.</i></p>	
	<p><b>Speakers:</b> Rodolfo Sabonge Consultant LogiTrans Advisory Services</p>	<p>Ricardo Sánchez Acting Director Natural Resources and Infrastructure Division United Nations ECLAC</p>
<p>12:15 – 1:45 p.m. (Sidebar I &amp; II – 1st Floor)</p>	<p><b>Luncheon</b></p>	
<p>1:45 – 2:30 p.m. (Courthouse Ballroom – 4th Floor)</p>	<p><b>Update on the Panama Canal Expansion</b></p>	
	<p><b>Speaker:</b> Jorge L. Quijano Administrator Panama Canal Authority</p>	
<p>2:30 – 3:45 p.m. (Courthouse Ballroom – 4th Floor)</p>	<p><b>Marine Terminal Operator Perspectives</b> <i>The panelists will present and discuss their views on how trade networks are likely to evolve over the next 2-5 years and what the implications may be for ports.</i></p>	
	<p><b>Speakers:</b> Paul Birnbaum Vice President – Sales &amp; Marketing Ports America Stevedoring Jersey City, NJ</p>	<p>Bruce E. Cashon Senior VP &amp; Chief Comm. Officer Ceres Terminals Incorporated East Brunswick, NJ</p>
	<p>Charles Baker Director General Terminal de Contenedores Mariel Mariel, Cuba</p>	<p>Ricardo Sproesser Consultant in Ports and Logistics Partner, Pauta Comm. Sao Paulo, Brazil</p>
<p>3:45 – 4:00 p.m. (Courthouse Ballroom Foyer – 4th Floor)</p>	<p><b>Break</b></p>	

**Thursday, January 21** *(continued)*

4:00 – 5:15 p.m.  
(Courthouse Ballroom –  
4th Floor)

**Port Perspectives**

*Panelists will discuss their views on national freight infrastructure policies, the impact of shifting trade patterns, and infrastructure needs and investment plans.*

**Speakers:**

*Jim Quinn  
President and Chief Executive Officer  
Saint John Port Authority  
AAPA Chairman of the Board*

*M. Kathleen Broadwater  
Deputy Executive Director  
Maryland Port Administration  
Baltimore, MD  
Chairman, AAPA U.S. Delegation*

*John P. LaRue  
Executive Director  
Port Corpus Christi*

5:30 – 6:30 p.m.

**Reception**

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

*The reception will be held at The Crumb and Cork, just a short walk from the hotel.*



**Friday, January 22**

8:30 – 9:00 a.m.  
(Courthouse Ballroom  
Foyer – 4th Floor)

**Continental Breakfast**

9:00 – 9:45 a.m.  
(Courthouse Ballroom –  
4th Floor)

**Emerging Trends in Port Investments**

*This session will discuss emerging trends in the acquisition and P3/concession markets for U.S. port assets.*

**Speakers:**

*Travis Hemphill  
Director  
KPMG Corporate Finance  
Dallas, TX*

*Justin Clarke  
Director  
KPMG Corporate Finance  
Dallas, TX*

9:45 – 10:45 a.m.  
(Courthouse Ballroom –  
4th Floor)

**Highway and Rail Perspectives**

*Speakers will discuss national freight infrastructure policies, inland infrastructure needs and how they view the future.*

**Speakers:**

*Elaine Nettle  
Executive Director  
Coalition for America's Gateways &  
Trade Corridors  
Washington, DC*

*Derrick Smith  
Vice President, Emerging Markets  
CSX – Transportation  
Jacksonville, FL*

*Joe Morrissey  
President & CEO  
CTL Transportation, LLC  
Auburndale, FL*

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**Friday, January 22** *(continued)*

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10:45 – 11:00 a.m.

(Courthouse Ballroom  
Foyer – 4th Floor)

**Break**

*Sponsored by the*  
**American Association of  
State Highway and  
Transportation Officials (AASHTO)**



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11:00 – 11:45 a.m.

(Courthouse Ballroom –  
4th Floor)

**Trade, Logistics & DC Site Selection Strategies –  
Positioning Your Port for Growth**

*This session will address changes in inland distribution and the current factors driving investment decisions and site selection for distribution centers and manufacturing.*

**Moderator:**

*Scott Brotemarkle  
Senior Program Office/Marine/Intermodal  
Freight Specialist  
Transportation Research Board  
Washington, DC*

**Speaker:**

*Kostas Stoilas  
Senior Associate  
CBRE  
Tampa, FL*

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11:45 a.m. – Noon

(Courthouse Ballroom –  
4th Floor)

**Closing Remarks**

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