

SUNDAY, MAY 14

4:00-6:00 PM

REGISTRATION

Location: Salon F Foyer

5:00-6:30 PM

WELCOME RECEPTION

Location: Salon F Foyer

SPONSORED BY CONTAINERPORT GROUP

MONDAY, MAY 15

7:30 AM-6:00 PM

REGISTRATION

Location: Salon F Foyer

8:00-8:45 AM

NETWORKING BREAKFAST

Location: Salon F Foyer

SPONSORED BY ALABAMA STATE PORT AUTHORITY AND APM TERMINALS MOBILE

8:45-9:00 AM

WELCOME REMARKS

Location: Salon F

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

Chris Brooks, Executive Editor, The Journal of Commerce and JOC Events, Maritime & Trade, IHS Markit

Roger Guenther, Executive Director, Port Houston

9:00-9:45 AM

KEYNOTE ADDRESS

Location: Salon F

INTRODUCED BY

Chris Brooks, Executive Editor, The Journal of Commerce and JOC Events, Maritime & Trade, IHS Markit

KEYNOTE SPEAKER

Dr. Walter Kemmsies, Managing Director, Economist and Chief Strategist, JLL Ports Airports and Global Infrastructure

9:45-10:45 AM

GULF CONTAINER SHIPPING OUTLOOK: WHAT SHIPPERS SHOULD EXPECT IN THE SECOND HALF OF 2017 AND BEYOND

Location: Salon F

Many shippers are starting to worry that increased resin exports will constrain already-tight capacity on container services at Gulf ports. Though vessel sizes have been increasing at Gulf ports, average capacities still remain in the range of 4,000 to 6,000 TEUs, just about half of the capacity of the 8,000 TEU- to 14,000 TEU- vessels calling West and East coast ports. But with some of the world's largest ocean carriers, including Maersk Line, Mediterranean Shipping Co., CMA CGM and Cosco Shipping launching new services into the region over the past year, and with the fallout of the severe disruption tied to West Coast disruption during longshore labor talks in 2014-2015, Gulf ports are increasing their share of Asia-origin goods moving into the United States. The Panama Canal expansion has created possibilities for larger ships on all-water Asia services to the Gulf. In short, BCOs have more options than ever to use Houston, Mobile, New Orleans, and other Gulf ports. With that as the backdrop, this opening panel will analyze the outlook for container shipping through the Gulf as well as current and future container services in this era of mega-ships and mega-alliances. It will also examine import-export imbalances and how Gulf ports aim to close the gap, the outlook for rates, and what shippers need to know as they plan their supply chains.

SPONSORED BY THE PORT OF NEW ORLEANS

SUNDAY

MONDAY

TUESDAY

INTRODUCED BY

Lori Louviere, Commercial Manager, Port of New Orleans

SESSION CHAIR & PRESENTER

Mark Szakonyi, Executive Editor, JOC.com, Maritime & Trade, IHS Markit

PANELISTS

Mario Moreno, Senior Economist, Maritime & Trade, IHS Markit

Peter Tirschwell, Senior Director, Content, Maritime & Trade, IHS Markit

10:45-11:15 AM

 **NETWORKING BREAK**

Location: Salon F Foyer

11:15 AM-12:15 PM

US-MEXICO TRADE: MAKING NAFTA WORK BETTER FOR THE SHIPPER

Location: Salon F

Amid the rhetoric over rebooting the North American Free Trade Agreement and even building a wall between US and Mexico, shippers and their transportation providers are barreling ahead by expanding cross-border truck networks and introducing new intermodal rail services. There's plenty of non-political headwinds, though, from rising fuel prices on both sides of the border to a weak peso. Equipment shortages are only getting worse and Customs cargo clearance still isn't where it needs to be. Get past the NAFTA scaremongering headlines to understand how cross-border networks are morphing and what shippers and BCOs can do to guarantee more reliable, and possibly cheaper, transport.

SESSION CHAIR

Mark Szakonyi, Executive Editor, JOC.com, Maritime & Trade, IHS Markit

PANELISTS

Brenda Mainwaring, Vice President, Public Affairs, Union Pacific

Daniel Cullen, Director, Applied Knowledge, Breakthrough Fuel

Jordan Dewart, President, Yusen Logistics (Mexico) SA de CV

Carlos Godinez, Director, Mexico, Celtic International

12:15-1:45 PM

📍 NETWORKING LUNCH*Location: Salons G-H*

1:45-2:30 PM

LONGSHORE LABOR WATCH: WHAT CAN BCOS EXPECT IN THE NEXT ROUND OF ILA BARGAINING?*Location: Salon F*

Following difficult negotiations between longshore labor and management in the past two contracting periods, which led to disruption on all three US coasts, beneficial cargo owners are monitoring the process more closely than ever. The topic is getting especially keen attention as the International Longshoremen's Association and its employers prepare for coast-wide bargaining on a new master contract to replace the one that expires Sept. 30, 2018. Bargaining on supplementary local contracts already has begun at the district and local levels. In this round-table discussion, leaders of the ILA's South Atlantic and Gulf District and the West Gulf Maritime Association will discuss the status of negotiations and provide a look at how the ILA and employers have approached this round of bargaining. The discussion will provide a well-rounded understanding of longshore labor-management relations and what's involved in contract negotiations.

SPONSORED BY ALABAMA STATE PORT AUTHORITY AND APM TERMINALS MOBILE**INTRODUCED BY**

Denson White, Client Services, APM Terminals

SESSION CHAIR

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

Alan Robb, President, South Atlantic and Gulf District, International Longshoremen's Association

Nathan Wesely, President, West Gulf Maritime Association

SUNDAY

MONDAY

TUESDAY

2:30-3:30 PM

PORT OF MOBILE: ANALYZING THE ALABAMA PORT'S RISING TIDE

Location: Salon F

The Port of Mobile had big news on March 29, when Wal-Mart announced construction of a 2.6 million-square-foot distribution center near the Alabama port. The new DC is expected to add some 25,000 FEUs a year to the port's volume, and could lure additional Asia all-water services to join the three that already serve the port. Mobile's container terminal, operated by APM Terminals, is being expanded to stay ahead of demand that grew 19 percent in 2016 to 277,302 TEUs, a record year. Canadian National Railway plans to use the port's intermodal rail terminal, opened in 2016, to develop Mobile as a southern gateway to the US Southeast and Midwest, with the idea of potentially replicating the successful model it has at the Port of Prince Rupert, British Columbia. Mobile also has a thriving breakbulk trade, and is one of the largest steel ports in the United States. For shippers considering different US southern gateways, this panel will provide a close look at Mobile as a potential new option and allow for questions.

SESSION CHAIR

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

Howard Finkel, Executive Vice President, Cosco Shipping Lines (North America)

Brian Harold, Managing Director, APM Terminals

Lonny Kubas, Director of Marketing, International Intermodal, CN

3:30-4:00 PM

NETWORKING BREAK

Location: Salon F Foyer

4:00-5:00 PM

BREKBUK AND HEAVY-LIFT OUTLOOK: ANALYZING A CHANGING MARKET

Location: Salon F

The Gulf Coast is the pre-eminent US port range for breakbulk and project cargoes. Houston, the nation’s energy capital, is the hub for engineering, procurement, and construction companies. Ports from Brownsville, Texas, to Port Manatee, Florida, handle project shipments in addition to traditional breakbulk cargoes such as steel, aluminum, rubber, and forest products. Like their container shipping cousins, breakbulk and heavy-lift operators have been fighting an extended downturn driven by overcapacity and middling demand that has affected ports, terminals, and logistics providers. That may be changing. In its January Multipurpose Shipping Market Review and Forecaster report, Drewry Maritime Research said dry cargo demand is weak but strengthening, while scrapping rates are rising and new vessel orders have slowed. Some industry leaders and analysts, including Drewry, say supply and demand could come closer into balance by later this year. This panel will discuss how companies are preparing for the market recovery, and how the increased modularization of high-value project shipments is influencing port and carrier selection, insurance requirements, and relationships among supply chain partners.

SESSION CHAIR

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

Edwin Bastian, Global Sales Director, BBC Chartering USA

Dennis Devlin, Senior Director and Head of North American Business Development, Global Oil & Gas Projects, DB Schenker

Jake Swanson, Global Logistics Director, Engineering and Construction, CB&I

Dennis M. Mottola, Corporate Manager, Traffic and Logistics, and Process Owner Manager, Bechtel Global Logistics

5:00-6:30 PM

 **HOSPITALITY RECEPTION**

Location: Salon F Foyer

SPONSORED BY PORT HOUSTON

TUESDAY, MAY 16

SUNDAY

7:30 AM-4:00 PM **REGISTRATION**
Location: Salon F Foyer

8:15-8:55 AM **☉ NETWORKING BREAKFAST**
Location: Salon F Foyer
 SPONSORED BY ALABAMA STATE PORT AUTHORITY AND APM TERMINALS MOBILE

MONDAY

8:55-9:00 AM
WELCOME REMARKS
Location: Salon F

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

TUESDAY

9:00-10:00 AM
THE APPROACHING IMPACT OF THE RESINS BOOM ON NON-RESINS SHIPPERS
Location: Salon F

The resins boom already is starting to have collateral impact on non-resins exporters who use Gulf Coast ports and are beginning to experience tightness in container availability as the equipment demands of chemical companies grow. The impact will be felt more acutely in the fourth quarter of this year when the multibillion-dollar Exxon Mobile Chemical Baytown facility begins generating an estimated 200 containers a day for export through Port Houston. It will become more acute as at least 13 new resins plants come online throughout the Gulf region in the next 24 to 36 months. Projections are that total resins exports will double from current levels to 1 million TEUs. Such a sustained and elevated demand for limited container supply will be felt by shippers of commodities and mid-size commodity traders, forcing them to re-evaluate their overall supply chains. The import market also will

be affected. Compounding the challenge, seasonal shippers such as those moving cotton are at a disadvantage in comparison to resin shippers whose volumes are consistent throughout the year.

SESSION CHAIR

Peter Tirschwell, Senior Director, Content, Maritime & Trade, IHS Markit

PANELISTS

Edward Zaninelli, President, Griffin Creek Consulting

Richard McDuffie, Chief Operating Officer, Dunavant Global Logistics Group

Neil Woods, Head of Operations, Americas (Cotton and Coffee), Engelhart Commodities Trading Partners

10:00-11:00 AM

IMPORTING THROUGH THE GULF: ARE SERVICE PROVIDERS MEETING SHIPPER NEEDS?

Location: Salon F

Cargo at Gulf ports historically has been dominated by exports, but that's starting to change. Population growth, manufacturing expansion, and problems on other coasts are encouraging growth in containerized imports through the region's ports. During the last year, carriers have added or expanded all-water services to the Gulf from Asia, and other services are being discussed. It's still a tough competitive environment, however. Gulf ports must compete with faster transit times for Asian shipments using intermodal routings through West Coast ports, and frequent services and improving rail connections via the South Atlantic. Attracting import cargo to Gulf ports has an important export component: Petrochemical shippers need empty containers to load growing volumes of synthetic resins for export. This panel discussion will feature beneficial cargo owners who will provide insights on cargo demand, port competition, and challenges and opportunities for imports through Gulf ports.

SESSION CHAIR

Mark Szakonyi, Executive Editor, JOC.com, Maritime & Trade, IHS Markit

PANELISTS

Patrick Poole, Senior Director, Supply Chain, Igloo Corp.

Darryl Cline, Supply Chain Manager, FBD Partnership LP

11:00-11:30 AM



NETWORKING COFFEE BREAK

Location: Salon F Foyer

11:30 AM-12:30 PM

REFRIGERATED CARGO: WHY THIS GULF STAPLE IS ABOUT TO HEAT UP

Location: Salon F

Refrigerated cargo at Gulf ports means more than bananas, which are top commodities at Gulfport, Galveston, and Port Freeport. Poultry, produce, and other perishables are important cargoes throughout the region, and ports are gearing up to handle more. Houston is adding perishables warehouses. Gulfport is an emerging perishables transshipment point and has made refrigerated shipments a central part of its post-Hurricane Katrina rebuilding. Ports such as Tampa and New Orleans also have expanded reefer capacity. How do Gulf ports stack up in competition with perishables import centers on other coasts? What's driving market trends? How do Gulf ports fit distribution patterns? What are the strategic and operational challenges? These questions will be examined in this panel.

SESSION CHAIR

Lara L. Sowinski, Editorial Director, Food Logistics and Supply & Demand Chain Executive

PANELISTS

Jonathan Daniels, Executive Director and CEO, Mississippi State Port Authority
Wade Elliott, Vice President, Marketing & Business Development, Port Tampa Bay
Jim Henderson, Vice President, Sales and Marketing, New Orleans Cold Storage

12:30-1:30 PM



NETWORKING LUNCH

Location: Salons G-H

SUNDAY

MONDAY

TUESDAY

1:30-2:30 PM

PORT PERSPECTIVES I: A DISCUSSION WITH THE GULF'S CONTAINER PORT LEADERS

Location: Salon F

Container trade through the Gulf is changing rapidly. The region's three largest container ports — Houston, New Orleans, and Mobile — are expanding container facilities while continuing to serve breakbulk and project markets. Houston is investing \$2 billion to expand facilities and is working with local governments to improve intermodal connectors. New Orleans is updating its master plan to prepare for growth. Proposed distribution centers will cement Mobile's position as a regular port call for all-water services from Asia. Executives from these ports will provide an unvarnished look at what's ahead, and will answer questions on how they'll meet expected challenges and what shippers should expect.

SESSION CHAIR

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

Roger Guenther, Executive Director, Port Houston

Brandy Christian, President and CEO, Port of New Orleans

Frank Fogarty, Vice President, Trade & Development, Alabama State Port Authority

2:30-3:15 PM

PORT PERSPECTIVES II: A DISCUSSION WITH LEADERS OF REGIONAL AND SPECIALIZED GULF PORTS

Location: Salon F

Gulf ports defy easy categorization. Unlike container-dominated ports on other coasts, many Gulf ports also handle breakbulk, project, and bulk cargoes. Some have developed specialties in forest products, steel, construction materials, bagged food, and other cargoes that don't necessarily move in containers. What special considerations go into handling these cargoes? What trends are driving these markets? How are these ports investing to maintain or hone their edge in the breakbulk/project markets and continue to meet shipper needs? What market

challenges and opportunities do they see? Top executives at several ports will offer their perspectives.

SESSION CHAIR

Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

Bill Rase, Executive Director, Port of Lake Charles

Eduardo Campirano, Director and CEO, Port of Brownsville

Matty Appice, CPE™, Chief Commercial Officer, Port Manatee

3:15 PM **CLOSING REMARKS**

Location: Salon F

3:30-5:30 PM

ON LOCATION

**AN EXCLUSIVE TOUR FOR GULF SHIPPING CONFERENCE
ATTENDEES: KATOEN NATIE HOUSTON POLYMERS TERMINAL**

Departure Location: Marriot Marquis Lobby. Bus departs promptly at 3:30 PM.

SPACE IS LIMITED. Registration inquiries can be made at the Conference registration desk.

Katoen Natie's Houston Polymers Terminal in La Porte, Texas, is one of the largest resins warehousing and packaging facilities in the region. The state-of-the-art facility features 1.8 million square feet of warehousing space, 24 packaging silos, 320 loading spots, 500 railcar slots, and up to 40 bulk transload spots. Antwerp, Belgium-based KTN is one of the world's largest resins warehousing and packaging companies in the world, with more than 9 million square feet of space in the Houston market alone. Frank Vingerhoets, president of Katoen Natie USA, will lead this tour, offering insight into the US Gulf's largest growth driver for containerized volumes. Attendees will get an up-close view of resin packaging and its role in the supply chain.

TOUR HOST

Curtis Spencer, President, IMS Worldwide

TOUR GUIDE

Frank Vingerhoets, President, Katoen Natie USA



3:30-5:30 PM

SHIPPER ROUNDTABLE

Location: Salon H

RESERVATION ONLY. You must be a BCO/Shipper (*you must own the goods that are being shipped*) in order to take part in this event. If you would like to participate, please email Mina Patel at mina.patel@ihsmarkit.com or go to the registration desk.

This roundtable is for a small group of beneficial cargo owners. The aim is to provide a forum for discussion of issues dominating the shipping, trucking, and intermodal markets in the US Gulf. The discussion will be led by one of our JOC editors in a confidential, off-the-record environment. This will be a senior-level discussion in which you will have the opportunity to share experiences and hear the views of your peers on key transportation and logistics challenges.

SPONSORED BY GULF WINDS, MSC, AND PORT HOUSTON

ROUNDTABLE LEADERS

Mark Szakonyi, Executive Editor, JOC.com, Maritime & Trade, IHS Markit
 Joseph Bonney, Senior Editor, Breakbulk/Project Cargo and US Gulf Coast, JOC, Maritime & Trade, IHS Markit

TEXAN BALLROOM



RESTROOMS



ESCALATORS



- 1 NYSHEX
- 2 ContainerPort Group
- 3 MSC
- 4 Dunavant Global Logistics Group, LLC
- 5 Port Houston

LUNCH
Salons G-H

GENERAL
SESSIONS
Salon F

Registration

1

2

3

4

5

Maersk
Lounge

NETWORKING BREAKFAST, BREAKS,
RECEPTIONS AND TABLE TOPS

Salon F Foyer