

SUNDAY, FEBRUARY 26



SUNDAY

MONDAY

TUESDAY

WEDNESDAY

9:00 AM

2017 TPM GOLF TOURNAMENT

LOCATION: Pelican Hill Golf Club

**SPONSORED BY: C.H. ROBINSON, CONTAINERPORT GROUP,
VANGUARD LOGISTICS SERVICES, WAN HAI LINES LTD.**

11:00 AM-7:00 PM **REGISTRATION**

LOCATION: Hyatt Regency Long Beach, Lobby

SPONSORED BY: PORT OF LONG BEACH

3:00-4:00 PM

ORIENTATION TO TPM

LOCATION: Hyatt Regency Long Beach, Beacon Ballroom

How can you get the most out of TPM 2017? In this brief introductory session, open to new and veteran TPM attendees, members of the JOC editorial and event operations teams will provide a roadmap of the four-day event, providing details about what topics will be covered, how to obtain information you may be looking for, networking events, and generally how to maximize your experience in Long Beach.

5:00-7:00 PM

🎯 HOSPITALITY RECEPTION

LOCATION: Hyatt Regency Long Beach, Pool Deck

SPONSORED BY: IHS MARKIT

All sessions will take place at the Long Beach Convention Center unless otherwise indicated.

MONDAY, FEBRUARY 27

7:00 AM-6:00 PM **REGISTRATION**

LOCATION: Hyatt Regency Long Beach, Lobby

SPONSORED BY: PORT OF LONG BEACH

7:30-8:30 AM **📍 NETWORKING BREAKFAST**

LOCATION: 1st Floor

SPONSORED BY: INTTRA

8:30-9:00 AM

WELCOMING REMARKS

LOCATION: Grand Ballroom, 2nd Floor

Stuart Strachan, Senior Vice President, Maritime & Trade, IHS Markit

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

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

The Honorable Robert Garcia, Mayor, City of Long Beach

Lori Ann Guzman, President, Long Beach Board of Harbor Commissioners

9:00-9:45 AM

OPENING KEYNOTE ADDRESS

LOCATION: Grand Ballroom, 2nd Floor

Six years ago, Bradley Jacobs invested \$150 million in a \$160 million-a-year trucking, forwarding, and brokerage firm called Express-1 Expedited Solutions. Now XPO Logistics, the company is a \$15 billion global logistics and transportation juggernaut, with supply chain, e-commerce fulfillment, and contract logistics subsidiaries across North America and Europe, as well as asset- and non-asset trucking, intermodal, and freight forwarding subsidiaries. XPO's biggest acquisitions have included Pacer International and Con-way in the US, and Norbert Dentressangle in Europe. Its business now spans multiple continents and countries, and its broad portfolio crosses modal and market lines. XPO's rapid growth is transformative not just for Jacobs' company but also for the logistics business as a whole. As an enterprise builder, Jacobs has defied expectations, broken boundaries, and refused to accept limitations on his vision within a more conservative marketplace. As the leader of one of the largest, most diverse and increasingly global logistics companies, he will share his outlook for a business still

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aggressively expanding and discuss evolving solutions and options for international shippers struggling to meet increasingly complex distribution challenges.

SPONSORED BY: CONTAINERPORT GROUP

INTRODUCED BY

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

KEYNOTE SPEAKER

Bradley Jacobs, Chairman and CEO, XPO Logistics

9:45-10:30 AM

THE ECONOMIC OUTLOOK FOR TRADE FOLLOWING THE TRUMP VICTORY: A PRESENTATION BY IHS MARKIT CHIEF ECONOMIST NARIMAN BEHRAVESH

LOCATION: Grand Ballroom, 2nd Floor

The political earthquakes of 2016 have upended conventional thinking about the global economy and have — ironically — brightened the outlook, IHS Markit Chief Economist Nariman Behravesh said before the TPM conference. “The expectation that the Trump administration will enact sizeable fiscal stimulus has increased optimism about US and global growth, as well as trade growth. This, in turn, has pushed US stock indexes to record highs, while pushing up both US interest rates (with a resulting rout in the bond market) and the dollar,” he said. Among his predictions for 2017: The US economy will accelerate — even before any Trump stimulus; Europe’s economic momentum will slow a little, primarily because of Brexit and political uncertainties; Japan’s growth will be slow and steady, helped by a weaker yen; China’s growth will grind down further, led by a housing construction slowdown; Emerging markets will do better, despite recent financial market pressures; commodity prices will continue their upward trend; inflation rates will move up in many parts of the world; US interest rates will keep rising — also pulling rates up in some emerging markets; the US dollar will appreciate further. The level of uncertainty has risen, but the risks of recession remain low — IHS Markit estimates that the risk of either a US or global recession in 2017 is no more than 25 percent. Behravesh added that, in the end, the outlook for global GDP and trade growth will depend on whether policies in the United States and Europe will be determined by pro-growth populism or protectionist populism. In the former case (which seems most likely), the outlook of the world economy and trade will be bright. In the latter case, the risks of a recession would be high. In a wide-ranging solo presentation at TPM, Behravesh will discuss the US and global economic outlook with a particular focus on the impact on container trade.

SPONSORED BY: LAUFER GROUP INTERNATIONAL

INTRODUCED BY

Mark Laufer, CEO, Laufer Group International

FEATURED SPEAKER

Nariman Behravesh, Chief Economist, IHS Markit

10:30-11:00 AM ☕ **NETWORKING COFFEE BREAK**

LOCATION: 1st Floor

SPONSORED BY: JACKSONVILLE PORT AUTHORITY

11:00 AM-12:30 PM

TRANSFORMATION IN CONTAINER SHIPPING: IT'S FINALLY HAPPENING, SO WHAT DOES IT MEAN?

LOCATION: Grand Ballroom, 2nd Floor

Even before the Oct. 31 announcement that the three Japanese shipping companies would merge their container operations, 2016 was already the most transformational year the industry had ever seen. Cosco and China Shipping merged. CMA CGM acquired APL, Hapag-Lloyd was acquiring UASC and Hanjin collapsed. That led to a massive alliance restructuring that will take effect in the first half of 2017. On top of that the world's largest carrier, Maersk, announced plans to divest its energy businesses and significantly refocus its transportation business to accelerate digital transformation and achieve synergies across container shipping, terminals, and logistics.

Against a backdrop of slowing global trade — likely exacerbated by the Trump victory — and overcapacity that most analysts say will remain in place at least for the next two years if not longer, shippers are facing a completely new environment in 2017 with many unknowns. Trans-Pacific spot rates following the Aug. 31 Hanjin collapse were more than \$1,800 per 40-foot container, more than two and a half times the level in June, when they were below \$700. Given all these moving parts, what is the pricing and demand outlook for 2017? How will the new alliance rollouts impact service? Is there more M&A in the industry yet to come?

A series of speakers will address these issues head on, setting the stage for the extensive discussions at TPM that will follow.

SPONSORED BY: CARGOSPHERE

INTRODUCED BY

Neil Barni, President, CargoSphere

SESSION CHAIR

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

PANELISTS

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

Tan Hua Joo, Executive Consultant, Alphaliner

Ronald D. Widdows, Executive Chairman, American Intermodal Management; Chairman, World Shipping Council; Former CEO, NOL/APL

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12:30-2:00 PM  **LUNCH WITH SPEAKER***LOCATION: Hyatt Regency Long Beach, Regency & Beacon Ballrooms***SPONSORED BY: KUEHNE + NAGEL**

2:00-3:00 PM

VIEW FROM THE TOP: A ROUNDTABLE DISCUSSION WITH INDUSTRY LEADERS*LOCATION: Grand Ballroom, 2nd Floor*

Where is the industry now headed? What does the future look like following the transformational year of 2016, which included not only unprecedented container carrier upheaval — the latest being the Dec. 1 Maersk/Hamburg Sud deal — but historic developments such as the Brexit vote and Trump elections that will inevitably affect the growth of trade volumes. What are the lasting lessons from the Hanjin collapse? What will the new emerging mega-carrier organizations like the so-called Japan Line look like, and how will they behave in the market? What new minefields will shippers confront in 2017? How do the executives of a leading shipper, carrier, third-party logistics provider, and terminal operator see the industry evolving for their businesses and for beneficial cargo owners? This panel of leaders will address these and many other topics in what will be a wide-ranging, open, and engaging discussion meant to chart the path forward through the haze and uncertainty confronting the industry today.

SPONSORED BY: HALIFAX PORT AUTHORITY**INTRODUCED BY**

Paul E. DuVoisin, Vice President, Commercial, Halifax Port Authority

SESSION CHAIR

Dr. Melinda Crane, Chief Correspondent, Deutsche Welle TV, USA and Germany

PANELISTS

Rob Kusiciel, Vice President, Logistics & Transportation, Honeywell

Otto Schacht, Executive Vice President, Global Sea Freight, Kuehne + Nagel

Peter Levesque, CEO, Modern Terminals Ltd., Hong Kong

Jeremy Nixon, CEO, NYK Line

3:00-3:30 PM  **NETWORKING COFFEE BREAK***LOCATION: 1st Floor***SPONSORED BY: HECNY GROUP**

3:30-4:30 PM

MAERSK'S NEW DIRECTION: WHAT IT MEANS FOR CUSTOMERS AND THE INDUSTRY

LOCATION: Grand Ballroom, 2nd Floor

In one of many significant industry developments in 2016, Maersk Group on Sept. 22 announced plans to focus the group's activities on freight transportation and likely divest itself of its oil and oil-related business within the next two years, with subsequent news suggesting the divestment could happen sooner. Maersk elaborated on its plans at its Dec. 13 capital markets day. It said its transport-related companies, including Maersk Line, APM Terminals, and Damco, would go forward as an "integrated transport and logistics company" with a mission to "enable and facilitate global supply chains and provide opportunities for our customers to trade globally." Key to the strategy will be achieving synergies and investing in digital technology to improve profits and drive revenue growth while delivering a superior online customer experience akin to Fedex or UPS — an elusive goal for most container carriers. The move raises many questions, among them how synergies can be created between a forwarder such as Damco and a carrier such as Maersk, when Damco benefits from being carrier-neutral while Maersk benefits from being forwarder-neutral? How can APMT, which in recent years developed as a third-party terminal operator, become more aligned with Maersk without losing its ability to generate third-party business? In this session featuring Maersk Chief Commercial Officer Vincent Clerc and other speakers, we will discuss what this move means for Maersk, its customers, and the broader industry.

SPONSORED BY: CATAPULT INTERNATIONAL

INTRODUCED BY

Virgil Ferreira, Vice President, Business Development, Catapult

SESSION CHAIR

Dr. Melinda Crane, Chief Correspondent, Deutsche Welle TV, USA and Germany

PANELISTS

Vincent Clerc, Chief Commercial Officer, Maersk Line

Lars Jensen, CEO and Founder, SeaIntelligence Consulting

Annelies Vermeulen, Vice President, European Transportation Equity Research, Morgan Stanley

3:30-4:30 PM

IS THE FUTURE OF PRICING PUBLIC OR PRIVATE? A TPM DEBATE

LOCATION: 102, 1st Floor

Will the future of containerized freight pricing be public or private? In other words, will the future purchase of slot capacity be dominated by the traditional practice of private, non-visible transactions among carriers, forwarders, and beneficial cargo owners, as has been the case from the beginning of containerization in the late 1950s? Or will pricing come to be dominated by public exchanges, where transparent Expedia-like services for quoting and booking become the medium

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for transactions? Two leading technology companies that represent these fundamentally divergent visions will debate where the industry is headed in the critical area of pricing.

In 2016 Freightos, building on its freight rate management platform, launched “the world’s first online marketplace for international freight,” providing instant comparison, booking, and management of freight services from multiple logistics providers. Users can compare prices much the same way that airline customers compare flights. Freightos represents the “public” vision. CargoSphere, founded in 1999, operates “the industry’s first cloud-based, confidential global rate solution.” It is a rate platform for carriers, forwarders, and beneficial cargo owners. According to CargoSphere, it strengthens collaboration and relationships through its on-demand rate management and distribution platform. Its solution is premised on a continuation of the private system that dominates the industry today. CargoSphere represents the “private” vision. Where is the industry headed? The two sides will debate the future in what will surely be a highlight of the 2017 TPM.

SPONSORED BY: PORT AUTHORITY OF NEW YORK AND NEW JERSEY

INTRODUCED BY

Robert LaMura, Manager, Maritime Industry Relations, Port Authority of New York and New Jersey

SESSION CHAIR

Dean Tracy, Managing Director, Global Integrated Solutions

PANELISTS

Neil Barni, Founder, President, CargoSphere

Zvi Schreiber, CEO, Freightos

3:30-4:30 PM

INTERMODAL I

WHEN WILL THE MARKET TURN? AN ANALYSIS OF THE TRENDS AND OUTLOOK

LOCATION: 103, 1st Floor

Compared to sagging carload volume, the Class I railroads appear to be chugging along when it comes to international intermodal volume. But changes are lurking. Growth in the shipment of ocean containers by rail has floundered as more goods are transloaded into domestic containers at the largest US intermodal gateway, Los Angeles-Long Beach. Furthermore, some cargo has shifted from the West Coast to East and Gulf Coast ports, and those shipments don’t require a rail move. The ports of Los Angeles and Long Beach are spending billions of dollars to expand on-dock rail yards and staging areas in the harbor area, and the ports are working with the Class I railroads, importers, and exporters to study the economic feasibility of establishing shuttle trains from the harbor to intermodal staging yards in the Inland Empire. The need for near- and off-dock yards to build unit trains is more pressing now because the large ocean carrier vessel-sharing alliances are scattering containers across 13 marine terminals, making it more difficult for the railroads to build full unit trains on dock. East Coast ports, meanwhile,

face their own challenges in expanding intermodal business because of tunnel-clearance issues and land-strapped ports that make it difficult to expand on- and near-dock intermodal rail transfer facilities. These developments are occurring as pressure mounts on both coasts to mitigate port-area congestion by shifting more cargo from truck to rail.

SPONSORED BY: NORTH CAROLINA PORTS

INTRODUCED BY

Hans Bean, Vice President, Trade Development, North Carolina Ports

SESSION CHAIR

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

PANELISTS

Lawrence J. Gross, Partner and Senior Consultant, FTR Associates; President, Gross Transportation Consulting

Steve Rand, Executive Vice President, Sales, Hub Group

Mark Simon, Assistant Vice President, International Intermodal M&S, Union Pacific Railroad

Adam D. Hall, Principal, Adam Hall Advisory Services

3:30-4:30 PM

COOL CARGOES I

WILL THE REEFER MARKET STAY HOT?

LOCATION: 104B, 1st Floor

While 2017's TPM theme, "A New Day Dawns," applies fittingly to the ocean carrier sector at large, the sun continues to shine brightly on the reefer shipping segment, which according to global shipping consultancy Drewry, "will reach a staggering 120 million tonnes — increasing by an average of 2.5 percent per annum," by 2020. The westbound US-Asia trade lane leads in terms of reefer container volume, while vegetables, meat and poultry, fish and seafood, bananas, and deciduous fruit comprise three-quarters of all global containerized reefer cargo, adds Drewry. At the same time, temperature-controlled commodities such as pharmaceuticals, cut flowers and bulbs, confectionary, wine, and health and beauty products are also helping expand overall containerized reefer shipments, opening up new revenue streams for ocean carriers and shipping options for beneficial cargo owners. Join our panelists as they explore trends and issues important to importers-exporters and service providers, including a look at how changing demographics and consumer trends are impacting the global reefer market.

SPONSORED BY: EAST COAST WAREHOUSE & DISTRIBUTION CORP.

INTRODUCED BY

Jamie Overley, CEO, East Coast Warehouse & Distribution

SESSION CHAIR

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

PANELISTS

Philip Damas, Director, Drewry Supply Chain Advisors

Jim Blaeser, Vice President, AlixPartners

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4:30-5:30 PM

WORKSHOP I

AN HOUR WITH TAN HUA JOO OF ALPHALINER*LOCATION: Grand Ballroom, 2nd Floor*

Tan Hua Joo is widely regarded as the leading analyst covering container shipping globally. He is the founder and editor of the Alphaliner Weekly and Alphaliner Monthly reports. He has over 20 years of experience in the container shipping industry and has held senior positions in leading container shipping, container leasing, and shipowning companies. Among his roles, he served as director of strategic planning for NOL, managing director of APL Vietnam, and vice president for the equipment lessor Seacastle. He graduated with a B.A. in politics, philosophy, and economics from Oxford University and holds an MBA from Stanford University. He is regularly invited to speak at liner industry events to provide his perspective on current trends and developments. In this session he will expand upon his analysis of the current container shipping environment and take questions.

SPONSORED BY: NATIONAL RETAIL SYSTEMS**INTRODUCED BY**

Juan Arriola, Vice President, Sales, National Retail Systems

SESSION CHAIR

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

SPEAKER

Tan Hua Joo, Executive Consultant, Alphaliner

4:30-5:30 PM

BILLING AND INVOICING: PROBLEMS AND SOLUTIONS*LOCATION: 102, 1st Floor*

Beneficial cargo owners and non-vessel-operating common carriers on a daily basis experience an enormous inconsistency in ocean freight invoicing and dispute management. Although some carriers are better than others, improper billing by the industry as a whole is a chronic headache for shippers, collectively costing them billions of dollars in overcharges and dedicated staff resources. That different teams within BCO organizations — logistics and back-office staffs — often must interact to get issues resolved only compounds the problem. Many freight overcharges never go identified, and BCOs lose an estimated 1 percent of their ocean freight spend to overcharged billing. Why are these problems continuing? Is it just a symptom of low freight rates and carriers' consequent inability to invest in quality customer service? Do carriers benefit financially from shippers paying more than they should and thus ignore the issue? Do shippers use disputed billings to delay paying carrier bills — that is, only agreeing to pay once billing problems are resolved? What are some particularly egregious examples of billing nightmares; what lessons can be learned; and what can BCOs do tactically and in the short term to make the process more efficient? Can freight audit systems, a legacy of US

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domestic trucking, play a role in helping BCOs cut costs and improve efficiency? This session will probe the issue in depth.

SPONSORED BY: AFMS

INTRODUCED BY

Mike Erickson, CEO, AFMS

SESSION CHAIR

Steve Ferreira, Founder, Ocean Audit

PANELISTS

Jack Conaghan, Director, International Logistics & Small Parcel, Guitar Center

John L. Wierzbicki, Vice President, Sea Freight, Americas, Hellmann Worldwide Logistics

Jason Lloyd, Director, Freight Trade, Interra International

Dr. Anil Vitarana, President, Cranford Consulting; Former President, United Arab Agencies

4:30-5:30 PM

INTERMODAL II

USING TECHNOLOGY TO IMPROVE TRUCK TURN TIMES AT MARINE TERMINALS

LOCATION:103, 1st Floor

West Coast ports are using mobile phone apps and GPS technology to obtain real-time information on gate queues and bottlenecks within container terminals, and drayage operators are reaping the benefits. Average truck-visit times in Los Angeles-Long Beach are down to 87 minutes from 110 minutes or longer in 2015, according to the Harbor Trucking Association.

Mobile phone apps are helping drivers in Oakland navigate bottlenecks at marine terminals. The technology in use at Northern California ports has also been adopted at the Northwest Seaport Alliance of Seattle and Tacoma. Drayage company dispatchers get real-time visibility into truck queues outside the gates, taking delivery of containers, conditions at the chassis pit, and how long it takes to pass complete roadability inspections. The technology providers — Leidos in Oakland and Seattle-Tacoma, and InfoMagnus in Los Angeles-Long Beach — say beneficial cargo owners and terminal operators also are using these technologies to pinpoint problem areas and take corrective actions. Reducing truck-visit times at the marine terminals help drayage companies reduce overall operating costs in an increasingly high-cost environment. For example, import drayage rates from Los Angeles-Long Beach to such California inland points as Anaheim, Carson, and San Bernardino have more than doubled over the past three years to anywhere from \$500 to \$1,000 per trip. This session will analyze the latest service and technology solutions in play as terminal operators look to improve efficiency in and out of their gates.

SPONSORED BY: DRAYAGE.COM

INTRODUCED BY

Jason Hilsenbeck, President, LoadMatch & Drayage.com

SESSION CHAIR

Bill Mongelluzzo, Senior Editor, West Coast, JOC, Maritime & Trade, IHS Markit

All sessions will take place at the Long Beach Convention Center unless otherwise indicated.

PANELISTS

Weston LaBar, Executive Director, Harbor Trucking Association
Mitch J. Bernet, CEO, Atadex
Caryn Blanc, Managing Partner, The Triangle Group
Allen Thomas, Chief Strategy Officer, Advent Intermodal Solutions

4:30-5:30 PM **COOL CARGOES II**

SHIPPER-CARRIER PERSPECTIVES: ACHIEVING TOTAL COLD CHAIN INTEGRITY THROUGH COLLABORATION, INNOVATION, AND RISK MANAGEMENT

LOCATION: 104B, 1st Floor

Despite depressed shipping rates for containerized cargoes, beneficial cargo owners of perishable, temperature-sensitive commodities pay a premium to transport their goods with the goal of optimizing freshness, maximizing shelf life, assuring product safety and security, and meeting consumers' growing demands for a greater variety of fresh foods, both in developed and emerging markets. Opportunities abound for reefer BCOs — but so do obstacles, including supply chain disruptions that jeopardize cold chain integrity. The 2014-2015 US West Coast port slowdown hit reefer shippers disproportionately hard and resonates still. Although shippers of dry cargoes were able to divert containers to alternative gateways in many cases, most containerized reefer cargoes, especially food-related, spoiled at the ports, racking up huge losses for growers and shippers and damaging relationships with overseas buyers that could take years to mend. This panel of reefer shippers and carriers will engage in a candid, possibly controversial, roundtable discussion that will explore best practices and insights about achieving cold chain integrity through collaboration; examine innovative software and technologies that are delivering real-time tracking, monitoring, and intervention capabilities, along with improved atmospheric conditions inside the reefer container. The discussion will address strategies and tactics for dealing with supply chain disruptions and mitigating risks, and will dive into the challenges and opportunities in the coming year.

SESSION CHAIR

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

PANELISTS

Timothy O'Connell, Senior Director, Trade and Marketing, Maersk Line
Girish Nair, Director, Multimodal Innovation, Canadian National Railway
Trevor Sears, Director, Sales and Marketing, Global Division, Maple Leaf Foods
Rick Margaritov, Founder and Managing Director, The Drinkery

5:30-7:30 PM **WELCOME RECEPTION**

LOCATION: Hyatt Regency Long Beach, Beacon Ballroom

SPONSORED BY: PORT OF LOS ANGELES

TUESDAY, FEBRUARY 28

SUNDAY

7:00 AM-6:00 PM **REGISTRATION**

LOCATION: Hyatt Regency Long Beach, Lobby

SPONSORED BY: PORT OF LONG BEACH

MONDAY

7:30-8:30 AM **☉ NETWORKING BREAKFAST**

LOCATION: 1st Floor

SPONSORED BY: PORTMIAMI

TUESDAY

8:30-8:45 AM

WELCOMING REMARKS AND LOG-NET E-COMMERCE EXCELLENCE AWARD

LOCATION: Grand Ballroom, 2nd Floor

SPONSORED BY: LOG-NET

INTRODUCED BY

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

AWARD PRESENTED BY

John Motley, CEO and Founder, Log-Net

WEDNESDAY

8:45-9:45 AM

ONE-ON-ONE: A CONVERSATION WITH CMA CGM'S RODOLPHE SAADE

LOCATION: Grand Ballroom, 2nd Floor

Rodolphe Saade is chief executive officer of CMA CGM, the world's third-largest container line, having assumed that role on Feb. 8 when his father, company founder Jacques Saade, turned 80. He joined CMA CGM Group in 1994, working in New York and Hong Kong before moving to the head office in Marseilles, France. From 1997 to 2000 he headed different services for the company before taking responsibility for the trans-Atlantic and trans-Pacific trades.

In 2004 Saade was named executive officer in charge of developing regular services on the north-south axis. In 2006, he directed Delmas Shipping's expansion into Africa and the Indian Ocean, turning the subsidiary into an efficient and profitable operator. In 2008, when a cruise yacht owned by Le Ponant, a CMA CGM subsidiary at that time, was hijacked, he was the one

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who led negotiations with the pirates, which ended with their release. After being appointed vice chairman and member of CMA CGM's board in 2010, Saade managed the group's financial restructuring. More recently, he conducted the pre-conditional voluntary general cash offer for NOL, the parent of APL, and became president of the board in June 2016, shortly after CMA CGM acquired a majority of the NOL shares following the all-cash tender offer. On behalf of CMA CGM, he led the April 2016 talks that resulted in the signing of the Ocean Alliance, which includes Cosco, Evergreen, and OOCL. In this one-on-one discussion, we'll hear from one of the industry's key leaders assessing the impact of a tumultuous 2016.

SPONSORED BY: PHILADELPHIA REGIONAL PORT AUTHORITY

INTRODUCED BY

Sean Mahoney, Director, Marketing, Philadelphia Regional Port Authority

SESSION CHAIR

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

FEATURED SPEAKER

Rodolphe Saade, CEO, CMA CGM

9:45-10:30 AM

WHAT'S ATTRACTING SILICON VALLEY TO FREIGHT?

LOCATION: Grand Ballroom, 2nd Floor

Never before has there been greater interest by technology investors in freight transportation. Dozens of startups have sprung up over the last three years, attracting more than \$100 million in venture financing. Supply chain technology accelerators are being established and big names such as Uber and Amazon say they plan major forays into freight transportation. What is attracting all of this interest? What does it mean for incumbent players, and how will it transform the industry? Wesley Chan, a leading Silicon Valley investor and Google pioneer with a particular interest and experience in freight investments, will offer his unique perspective.

Chan is a managing director at Felicis Ventures, and has a special interest in logistics, having led Felicis' investments in Flexport, Zipline, and a stealth transportation and trucking logistics company. He also understands logistics challenges and the need for reinvention through his experience in hardware investments such as Luma, Ring, and Fitbit. He has led investment rounds and holds board or observer seats at Canva, CultureAmp, HyperScience, and Dialpad. He was previously a general partner at Google Ventures, where he led investment rounds and held board or observer seats at Angelist, Crittericism, iPerian (acquired by Bristol Myers-Squibb), Cool Planet Energy Systems, and Switch Communications. As an early employee at Google, Chan founded and launched Google Analytics and Google Voice, which reach tens of millions of users worldwide. He is a recipient of Google's Founders Award, the company's most prestigious recognition, for leading the development of Google's early client efforts, which led to the development of Google Chrome.

Chan is an inventor with 15 US patents, many from his work on building Google’s early advertising products. He also has held technical positions both at HP Labs and Microsoft. He holds both master’s and bachelor’s degrees in computer science and electrical engineering from Massachusetts Institute of Technology, where he completed his graduate research at the Media Laboratory. He was selected as a “Top 35 Under 35” innovator by Technology Review magazine in 2010. He has been featured in The New York Times, The Wall Street Journal, Fortune, and his story as an early product innovator at Google is covered by Steven Levy’s book “In The Plex: How Google Thinks, Works and Shapes Our Lives.”

INTRODUCED BY

Ryan Petersen, CEO, Flexport

FEATURED SPEAKER

Wesley Chan, Managing Director, Felicis Ventures

10:30-11:00 AM ☕ **NETWORKING COFFEE BREAK**

LOCATION: 1st Floor

SPONSORED BY: GULF WINDS INTERNATIONAL

11:00 AM-12:00 PM

THE PORT OF NEW YORK-NEW JERSEY: WITH VESSEL ACCESS SECURED, WHAT’S HAPPENING ON THE LAND SIDE?

LOCATION: Grand Ballroom, 2nd Floor

By the end of 2017 the Port of New York and New Jersey — navigationally speaking — will be ready for 18,000-TEU ships, with the likelihood that 15,000- to 16,000-TEU vessels will begin arriving perhaps as early as 2017. A decade-long, 50-foot deepening was completed in September 2016, and the Bayonne Bridge elevation is scheduled to be done by the end of 2017, creating true mega-ship access at the second-largest container gateway in the Western hemisphere. But these big ships will bring more cargo and cargo surges, which has prompted the port in recent years to focus on ensuring landside container flow through its six marine terminals. The surges are only growing: Today 55 to 60 percent of the total East Coast discharge of a typical ship in Asia service occurs at New York-New Jersey. This is up from 30 percent a decade ago, and officials believe the port could see up to 75 percent of a ship’s East Coast discharges in coming years. To manage those flows, the port has been expanding on-dock rail, moving toward implementing trucker appointment systems, a chassis pool, and extended terminal hours in an effort to improve fluidity of cargo movements. The port faces increasing competition from other regional ports that also have deepened harbors and upgraded other infrastructure to attract the big ships. This session

will address these and other pressing issues that shippers face when using the New York-New Jersey port.

SESSION CHAIR

Hugh Morley, Senior Editor, US Northeast and Mexico, JOC, Maritime & Trade, IHS Markit

PANELISTS

Molly Campbell, Director, Port Department, Port Authority of New York and New Jersey

John J. Nardi, President, New York Shipping Association

Gary Cross, President, Maher Terminals

Keith E. Lovetro, President and CEO, TRAC Intermodal

Robert Fredman, Director, Global Logistics, Big Lots Stores

11:00 AM-12:00 PM

EXPORTS I

THE RESINS BATTLEGROUND

LOCATION: 102, 1st Floor

With ExxonMobil, Chevron Phillips 66, Dow Chemical and other large multinational companies pumping billions of dollars into massive new petrochemical plants, Gulf ports are racing to prepare for the huge amount of new containerized trade coming their way in the form of resins and other plastics products. In Texas alone, new petrochemical plants could generate more than 500,000 TEUs a year by 2020 — equivalent to a quarter of Houston's total containerized trade in 2015. But how will Houston and other Gulf ports handle this surge? Will other carriers follow Maersk and MSC with services through the Gulf to capitalize on these new containerized cargoes? What infrastructure improvements must occur and what projects do ports have underway? Meanwhile, Savannah, South Carolina, Los Angeles-Long Beach, and other ports also have designs on attracting resin shipments. This session will analyze the huge opportunities — and challenges — the petrochemical boom presents for ports on all three coasts, and examine what options make the most sense for petrochemical exporters, and in what measures.

SPONSORED BY: MARYLAND PORT ADMINISTRATION-PORT OF BALTIMORE

INTRODUCED BY

Donovan Murray, General Manager, Intermodal/Trade Development, Maryland Port Administration

SESSION CHAIR

Joseph Bonney, Senior Editor, Breakbulk and Project Cargo, JOC, Maritime & Trade, IHS Markit

PANELISTS

Roger Guenther, Executive Director, Port of Houston Authority

Edward Zaninelli, President, Griffin Creek Consulting

Seana Fairchild, Senior Director, International Intermodal Sales, Union Pacific Railroad

All sessions will take place at the Long Beach Convention Center unless otherwise indicated.

11:00 AM-12:00 PM

INTERMODAL III**HOW CAN PORTS OPTIMIZE CHASSIS EFFICIENCY, AND WHAT DOES THIS MEAN FOR SHIPPERS?***LOCATION: 103, 1st Floor*

It's been more than five years since most ocean carriers sold their chassis fleets to intermodal equipment providers, but the new regime hasn't worked to the advantage of shippers and truckers in some port and inland locations. This is especially true in the largest port complexes, Los Angeles-Long Beach and New York-New Jersey. Although beneficial cargo owners and truckers say chassis availability has improved noticeably since the grey chassis "pool of pools" was established in Southern California in March 2015, they still must contend with chassis shortages, rising lease rates, and longshore labor roadability inspections. Part of the problem is that ocean carriers haven't completely exited the chassis business. Carriers still provide chassis to customers for so-called store-door moves that include delivery of the container and use of the chassis. Even truckers that own chassis must use equipment designated by the ocean carriers, leading to delays for truckers in securing equipment. Most ocean carriers yield to competitive pressures to grant their preferred customers extensive free time for chassis usage, which diminishes overall availability of equipment in the harbor area. Marine terminal operators attempt to keep adequate chassis on hand to satisfy their customers' needs, but are they hoarding chassis and contributing to equipment shortages? New York-New Jersey, which has yet to fulfill its commitment to establish a market-based chassis pool, has its own challenges, including longshore jurisdiction claims for maintenance and repair. This session will examine how ports, ocean carriers, truckers, BCOs, equipment providers, and longshore labor can work together to build a more efficient chassis regime.

SESSION CHAIR

Bill Mongelluzzo, Senior Editor, West Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

William J. Shea, CEO, Direct ChassisLink Inc.

Fred Johring, President, Golden State Express; Chairman, Harbor Trucking Association

Steve Schulein, Vice President, Drayage and Industry Relations, National Retail Systems

11:00 AM-12:00 PM

COOL CARGOES III**STAYING AHEAD OF RISKS RELATED TO REGULATORY COMPLIANCE, SAFETY, AND SECURITY***LOCATION: 104B, 1st Floor*

Fresh food, pharmaceuticals and biologics, certain chemicals, and a host of other temperature-controlled cargoes are subject to a wide range of rules and regulations — a complex landscape that is continually in flux, from the US Food and Drug Administration's Food Safety Modernization Act and Europe's Good Manufacturing and Good Distribution Practice programs

All sessions will take place at the Long Beach Convention Center unless otherwise indicated.

to dangerous goods transportation rules for certain chemicals and compounds. Maintaining compliance with these and other regulations associated with refrigerated shipments can be daunting and costly. Understanding current regulations and responding effectively with the right processes and procedures to assure compliance is paramount. Meanwhile, reefer cargo safety and security is a shared concern for BCOs, ocean carriers, and other logistics partners. Temperature excursions and mishandling of reefer cargoes compromise product viability, minimize shelf life, and exacerbate food waste. Furthermore, cargo theft and tampering remains a serious threat to food and pharmaceutical shippers in particular, ultimately putting the public's health and welfare at risk. As a BCO, what are your responsibilities in regard to regulations? How can BCOs protect their cargoes from theft? What resources are available to BCOs?

SPONSORED BY: AMBER ROAD

INTRODUCED BY

Corey Rhodes, Vice President, Sales-Americas, Amber Road

SESSION CHAIR

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

PANELISTS

Philippa Williams, Supply Chain Risk Advisor, Latin America, BSI Group, Supply Chain Services and Solutions

Don Durm, Vice President, Customer Solutions, PLM Trailer Leasing

12:00-1:15 PM **🍷 NETWORKING LUNCH**

LOCATION: Hyatt Regency Long Beach, Regency & Beacon Ballrooms

SPONSORED BY: COSCO SHIPPING

1:15-2:15 PM

LEARNING FROM HANJIN

LOCATION: Grand Ballroom, 2nd Floor

When shippers awoke last Aug. 31, they faced a new reality: Hanjin Shipping, the world's seventh-largest ocean carrier by deployed capacity, with more than 600,000 TEUs on the water, had collapsed — its primary creditor no longer willing to support its \$5 billion debt load. The fallout was devastating. Even with Hanjin controlling just 7 percent of trans-Pacific capacity, unraveling its trapped cargo — some of it for months — came at the worst possible time: the peak shipping season when holiday goods move from Asia to US store shelves. In the South Korean carrier's wake shippers are left with critical and important questions, because, although their fears of another carrier collapse in the near term have receded, the threat

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remains very real. In an increasingly complex container shipping market where strong carriers are partnering with weak and shippers can book with one carrier and unknowingly have their goods move on another, how can beneficial cargo owners protect themselves? What are the real warning signs that a carrier collapse might be imminent? How can shippers scrutinize their carriers' health, when several are private and release no financial information? When a carrier goes under, where do shippers turn for information about the status of their cargo, who is liable, and what can you expect in terms of disruption? This session will discuss the key takeaways from the Hanjin debacle and present best practices for BCOs in scrutinizing their transportation providers to minimize risk in the event of another carrier collapse. The discussion will arm shippers with the information needed if their cargo is stuck.

SPONSORED BY: PERFORMANCE TEAM

INTRODUCED BY

Fred Gilbert, Vice President, Strategy and Marketing, Performance Team

SESSION CHAIR

Nicola Good, Executive Editor, IHS Fairplay

PANELISTS

Karyn A. Booth, Partner and Transportation Practice Group Leader, Thompson Hine

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

David J. Arsenault, President, Logistics Transformation Solutions; Former President, Hyundai Merchant Marine America

Commissioner William P. Doyle, Federal Maritime Commission

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1:15-2:15 PM

INDUSTRIAL REAL ESTATE: A COMPARATIVE PRICING ANALYSIS OF THE NORTH AMERICAN MARKET

LOCATION: 102, 1st Floor

Beneficial cargo owners make their routing decisions and choice of gateways based largely on the delivered cost of their freight. The ocean freight rate, port fees, intermodal rail rates, time-to-market and inventory carrying costs are the key determinants in calculating the delivered cost of freight.

Dr. Robert Leachman, a University of California, Berkeley, professor of industrial engineering and operations research, has calculated the delivered cost of low-, medium- and high-value freight from Asia through 21 US gateways to major inland and coastal destinations. Through 2016's third quarter, there was no doubt where the hotspots were: in the prime locations near major seaports and inland distribution hubs. Among the tightest large industrial markets where Los Angeles (1 percent vacancy rate), Detroit (2.7 percent), Central New Jersey (3.3 percent), Chicago (3.8 percent, and California's Inland Empire (4.3 percent), according to CBRE's Third Quarter Industrial Real Estate report. That shortage of capacity, and the high pricing it demands, is forcing BCOs to rethink distribution strategies as they

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All sessions will take place at the Long Beach Convention Center unless otherwise indicated.

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look for the right balance between costs related to inland versus coastal locations.

Logistics experts and industrial real estate professionals will join Leachman in discussing the importance of freight rates, cargo value, intermodal rail rates, trucking rates, labor and land costs, interest rates, and inventory-carrying costs in determining routing and gateway choices. Because each BCO is unique in requirements for transit-time, access to consumer markets and merchandise-handling requirements, building the right facility in the right location requires an individually tailored solution. The equation becomes even more complex when e-commerce fulfillment is the end game.

SESSION CHAIR

Bill Mongelluzzo, Senior Editor, West Coast, JOC, Maritime & Trade, IHS Markit

PANELISTS

Dr. Robert Leachman, Professor, Industrial Engineering and Operations Research, University of California, Berkeley

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

William F. Rooney, Vice President, Trade Management, North America, Kuehne + Nagel

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1:15-2:15 PM

WORKSHOP II

LINER SHIPPING IN 2025: WHAT WILL IT TAKE TO SURVIVE AND THRIVE?

LOCATION: 103, 1st Floor

“Liner Shipping 2025” is the new book by SealIntel founder Lars Jensen, author of the 2014 book “Culture Shock in Maersk Line.” Jensen spent six years heading market intelligence for Maersk and three years focused on e-commerce innovation for A.P. Moller-Maersk. He will discuss his new book in this TPM workshop and do a book signing afterwards.

“Overall we are facing a transition where the industry will no longer be a tradecraft but will shift into a data- and process-driven era,” he says. “The underlying core, which is incredibly important for all market stakeholders to understand, is that this requires a transformation of business models, processes, relationships, skillsets, and — most importantly — industry culture. Current key topics such as digitization, carrier discipline, big data, overcapacity etc. are the tools and catalysts for this change, but it is the underlying fundamental transformation of culture and business models that will determine the fate of the existing industry players. In very simple terms, only industry players that make this transformation have a chance of seeing the new day dawning.”

WORKSHOP LEADER

Lars Jensen, CEO and Founder, SealIntelligence Consulting

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1:15-2:15 PM

TECHNOLOGY

HOW START-UPS ARE MAKING INROADS INTO TRANSPORTATION

LOCATION: 104b, 1st Floor

Hundreds of technology startups have jumped into freight transportation over the past few years. Despite lofty ambitions to disrupt, disintermediate, and revolutionize an industry rife with inefficiencies and legacy practices, few will actually succeed. On the one hand, a start-up will sidestep many legacy anachronisms that plague traditional transportation entities. And, recognizing where those anachronisms lie enables start-ups to bring fresh approaches to age-old challenges and leverage technology in innovative and agile ways. On the other hand, start-ups face practical realities such as the size and scale needed to achieve pricing advantages and access to assets. This session will place a few well-known transportation start-ups in the spotlight, explore the benefits they've been able to exploit and the challenges they're confronting. It also will explore how traditional businesses can think and act more like start-ups, and how concerned they need to be about them.

SPONSORED BY: DE WELL GROUP

INTRODUCED BY

Jon Monroe, Chief Information Officer, De Well Container Shipping Corp.

SESSION CHAIR

Mike Simon, Principal Consultant, DefinedLogic

PANELISTS

Ryan Petersen, CEO, Flexport

Stefan Seltz-Axmacher, CEO, Starsky Robotics

2:15-3:15 PM

BOOK SIGNING: LARS JENSEN, CEO AND FOUNDER SEAINTELLIGENCE CONSULTING

LOCATION: 103, 1st Floor

After giving a presentation based on his book, "Liner Shipping 2025" Lars Jensen, CEO and Founder, SeaIntelligence Consulting, will be signing copies of his book for TPM attendees.

Lars Jensen, CEO and Founder, SeaIntelligence Consulting

2:15-2:45 PM



NETWORKING COFFEE BREAK

LOCATION: 1st Floor

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2:45-3:45 PM

WORKSHOP III

WHY GETTING CONTAINERS THROUGH MAJOR US GATEWAYS IS ABOUT TO GET MORE PROBLEMATIC AND WHAT TO DO ABOUT IT

LOCATION: Grand Ballroom, 2nd Floor

If 2016 was the year when ocean carriers consummated unprecedented mergers and acquisitions, 2017 will be when they're implemented. From a flow perspective, that and the new alliance structure those deals have created, should raise red flags for shippers. With different carriers' cargo moving on different carriers' ships, those ships calling at new terminals, and chassis provision still a wildcard, a recipe for chaos is brewing and shippers must be aware. Veteran shipping executive Ron Widdows, the former CEO of NOL/APL and current chairman of the World Shipping Council, will lead a discussion of the dynamics shippers need to be prepared for as the consolidation and alliance restructuring of 2016 actually gets implemented. It could be a wild ride. To this point, Port of Los Angeles Executive Director Gene Seroka warned BCOs and truckers in December to expect "another wave of confusion" as carriers and terminal operators get used to their new partners and the spreading out of containers across the marine terminals.

WORKSHOP LEADER

Ronald D. Widdows, Executive Chairman, American Intermodal Management; Chairman, World Shipping Council; Former CEO, NOL/APL

PANELISTS

Gene Seroka, Executive Director, Port of Los Angeles
 Todd Zaninelli, Director, International Transportation, Lowe's
 Thomas Lorenzo, International Transportation Manager, Domtar Corp.

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2:45-3:45 PM

COMMUNICATING INTERNALLY: BEST PRACTICES IN MANAGING INTERNAL STAKEHOLDERS FROM THE C-SUITE TO MERCHANDISERS

LOCATION: 102, 1st Floor

A key aspect of the role of any logistics director is setting expectations effectively and communicating internally. Low rates may not stay low and cargo might get disrupted by longshore labor or some other cause like blanked sailings or, say, a container carrier collapse. While freight-rate gyrations or cargo disruption are dynamics external to the organization, internal expectations among key stakeholders such as CFOs, CEOs, merchandisers, and other internal customers must be adequately managed or the logistics function can lose critical internal support. What are best practices for ensuring logistics directors effectively communicate to internal stakeholders, including those at the top of the management chain? How should they best communicate the intricacies of the logistics business in a nomenclature

that doesn't get bogged down in technical, industry terms, while preventing overreaction in times of disruption and financially related change?

SESSION CHAIR

Greg Knowler, Senior Editor, Asia, Maritime & Trade, IHS Markit

PANELISTS

Richard Markovich, Former Senior Global Supply Chain Executive, Michaels Stores Inc. and Pier 1 Imports

Meg Osuch, Director of Transportation, Claire's Stores

Jack Oney, CEO, Oney Consulting; Former Purchases Group Manager, Procter & Gamble

2:45-3:45 PM

TRANSPORTATION UNDER TRUMP: WHAT THE INCOMING ADMINISTRATION AND CONGRESS MEAN TO FREIGHT TRANSPORTATION

LOCATION: 103, 1st Floor

The incoming Trump administration is promising \$1 trillion in infrastructure investment; a reset — or withdrawal from — trade deals, most notably NAFTA; and the repeal of regulation or at least a curb of new rules. That's a tall order and not just the tip of threat and opportunities to importers and exporters.

Hidden behind the headlines are critical issues relating to how the administration will steer port funding, create port productivity metrics, and deal with potential longshore labor disputes. Panelists will zero in on what the administration can do in the short term, what challenges it faces (Hint: funding) and, most importantly, what the real world impact will be on shippers and the transportation providers they rely on. In addition to the challenge of assembling a team to implement these goals, President Trump faces strong corporate pressure to avoid a trade war or do anything too radical to hurt already fragile US consumer spending. The reworking of trade deals is onerous, and politicians generally support freight infrastructure spending until they have to figure out how to pay for it — typically a career-killing vote to raise fuel taxes. Trump's foreign policy also will determine the direction of trade as sanctions on Iran, Russia, and Cuba are now in play.

SPONSORED BY: VENABLE LLP

INTRODUCED BY

Ashley Craig, Partner and Co-Chair, International Trade Group, Venable LLP

SESSION CHAIR

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

PANELISTS

Jonathan Gold, Vice President, Supply Chain and Customs Policy, National Retail Federation

Paul H. Bea Jr., Government Relations and Policy Advisor, PHB Public Affairs

Steven Hughes, Vice President, Supplier Development, Government Affairs and Logistics, Centric Parts

Susan Kohn Ross, Partner and International Trade Counsel, Mitchell Silberberg & Knupp LLP

All sessions will take place at the Long Beach Convention Center unless otherwise indicated.

2:45-3:45 PM

TECHNOLOGY II**BLOCKCHAIN FOR FREIGHT: HYPE OR A COMING REVOLUTION?***LOCATION: 104B, 1st Floor*

Blockchain, or distributed ledger technology, got its start enabling bitcoin transactions but is rapidly gaining interest in dozens of industries as a secure and cost-effective means to facilitate transactions. Blockchain aims to share a digital ledger across a network of computers without need for a central authority such as a bank. Under the concept, no single party can tamper with the records because transparency keeps all participants honest. Today, more than 40 large financial institutions and a growing number of companies across several industries, including goods movement, are experimenting with blockchain technology as a secure and transparent means to digitally track ownership of assets, according to The Wall Street Journal. The first live attempts to apply blockchain to bills of lading occurred in 2016, with a handful of forwarders and technology companies participating. Some, however, believe blockchain-based bills of lading would not come into widespread use unless it is given sufficient support from the legal infrastructure. This panel will discuss the issue in-depth and examine whether it has a viable future in freight transportation.

SPONSORED BY: GT NEXUS**INTRODUCED BY**

Monica Truelsch, Director, Transportation Solutions, GT Nexus

SESSION CHAIR & PRESENTER

Daniel James, Director, Commodities Financial Markets, IHS Markit

PANELIST

Alexander Goulandriss, CEO, essDocs

3:45-4:45 PM

WHAT DOES IT TAKE TO ACHIEVE SUCCESSFUL COOPERATION BETWEEN SHIPPER AND CARRIER?*LOCATION: Grand Ballroom, 2nd Floor*

With the industry having gone through unprecedented consolidation in 2016 — with the potential for more to come — is now an opportunity to redefine, or in many cases strengthen, the relationship between shippers and forwarders on one hand and carriers on the other? Some believe so. Shippers and forwarders (acting on behalf of their own customers) are challenged by extended transit times due to slow steaming, longer port handling times due to larger vessels, and ongoing customer service issues. Carriers experience significant no-shows, lax contract adherence, and other issues. Amid these challenges, some relationships work very well, where trust and operational coordination combine to create a win-win scenario. All sides want to continue improving, and there is active discussion about how this can happen. For example, can there be greater use of incentives for shippers to reduce no-shows, improving

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carriers' operating efficiency? Can there be firmer commitments on space? Is now the time to discuss premium products? This session will take an in-depth look at these issues.

SESSION CHAIR

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

PANELISTS

Rolf Habben Jansen, CEO, Hapag-Lloyd

Frank Hercksen, Regional CEO, Americas, Panalpina

Glenn E. Berger, Vice President, Global Transportation, Restoration Hardware

Michelle Livingstone, Vice President, Transportation, The Home Depot

Jochen Gutschmidt, Head, Global Logistics Procurement, Nestlé

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3:45-4:45 PM

THE HUMAN SIDE OF TODAY'S VOLATILE MARKET: AN EXAMINATION OF THE SHIPPING JOBS MARKET

LOCATION: 102, 1st Floor

With ocean carriers having collectively lost billions of dollars in six straight years, volatility has never been higher in the 60-year history of container shipping. With those losses forcing carriers to merge, restructure alliances, streamline networks, or declare bankruptcy, uncertainty among employees, managers, and hiring executives has seldom been higher. On ocean and land, carriers have announced significant layoffs over the past two years, and more could be on the way. Hanjin's collapse left some 5,000 employees out of work. With that in mind, how does the jobs market look? With impending mergers and realignment of carrier alliances, should senior management be looking to fill critical positions? With so much uncertainty, what challenges do companies face in recruiting talent? What opportunities exist for employees who stay, and where will those who have been downsized go? This session will analyze the human element of the turmoil impacting today's supply chain while taking a deep dive into the supply chain jobs market.

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SESSION CHAIR

Susan Shey Dvonch, Managing Partner, Shey-Harding Associates

PANELISTS

James Armstrong, Executive Director, Transportation & Warehouse, America Chung Nam

David J. Arsenault, President, Logistics Transformation Solutions; Former President, Hyundai Merchant Marine America

Janee Ortiz, Human Resources Business Partner, APM Terminals

Louis F. Gutierrez, Managing Director, Human Resources and Team Development, Port of Long Beach

3:45-4:45 PM

TECHNOLOGY III**IF TRUE VISIBILITY WERE REAL, WHAT WOULD IT LOOK LIKE?***LOCATION: 104b, 1st Floor*

What if your organization knew the whereabouts of your cargo at any time? The reality is that even in 2017 and despite huge advances in technology, most organizations don't know what ship their cargo is on, when it docked, when containers are cleared for pickup or when the truck will arrive at the warehouse — much less where their cargo is moment to moment. The reality is that most supply chains still operate in the dark when it comes to ocean container movements. But if such levels of visibility could be achieved, what would the world look like?

What kinds of decisions could it drive and what value would it unlock? Some believe that when fully available and leveraged, true visibility would save millions of dollars in detention and demurrage, late and expedited fees, theft and inventory costs, and improved customer service. For shippers, when fully available and leveraged, true visibility would save millions of dollars in detention and demurrage, late and expedited fees, theft and inventory costs, and improved customer service. For carriers, true visibility would result in a reduction in the number of forfeited loads, more miles and a reduction in overall traffic congestion. And for the planet, improved efficiency through true visibility adds up a reduction in carbon emissions and less pollution. In other words, the potential is staggering. But what is the state of the art of “real” real – time visibility today and actually using available technology for taking a detailed, and cross-lane, cross-mode, and cross-carrier look at what is occurring in your supply chain? How can humans in the supply chain take the blinders off and let machines provide the visibility?

This session will explore the “art of what’s possible” when we’re finally equipped with reliable data, Internet of Things and sensors, machine learning and many other new and emerging technologies.

SESSION CHAIR AND PRESENTER

Jack Oney, CEO, Oney Consulting; Former Purchases Group Manager, Procter & Gamble

PANELISTS

Eric Brandt, Vice President, Head of Sales-North District, Panalpina

Adam Compain, CEO, ClearMetal

Andy Souders, Chief Technology Officer and Senior Vice President, Engineering, All Traffic Solutions

Jim Hayden, Executive Vice President, Products, Savi Technology

5:00-7:00 PM

 NETWORKING RECEPTION*LOCATION: Hyatt Regency Long Beach, Pool Deck***SPONSORED BY: GEORGIA PORTS AUTHORITY***All sessions will take place at the Long Beach Convention Center unless otherwise indicated.*

WEDNESDAY, MARCH 1

8:00-11:00 AM **REGISTRATION**

LOCATION: Hyatt Regency Long Beach, Lobby

SPONSORED BY: PORT OF LONG BEACH

8:30-9:00 AM **☉ NETWORKING BREAKFAST**

LOCATION: 104 Foyer

9:00-10:00 AM

NYSHEX: A NEW WAY FORWARD FOR CONTRACTING

LOCATION: 104C

Container shipping has been correctly described as an industry that destroys value rather than creating it. The volatile market in which carriers have little to no control over pricing means they have limited ability to create value for customers through enhanced levels of service. When a quarter of booked containers fail to show up for loading with no consequences to the shipper, there is something dreadfully wrong with the way the industry functions. Is there a different way? How does an industry expect to change after it has been stuck in its ways for so many years? A promising new initiative called the New York Shipping Exchange, or NYSHEX, is building support around a new slot-exchange concept that has gained the support of carriers, beneficial cargo owners, and forwarders in an attempt to address these core issues of dysfunctionality. Participants will discuss the exchange and how it is seeking to chart a new direction for the industry.

INTRODUCED BY

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

PANELISTS

Gordon Downes, CEO, New York Shipping Exchange

Jesper Praestensgaard, Senior Advisor, Boston Consulting Group; Chairman, Unifeeder A/S

Michael A. Ehrlich, Associate Professor, Finance, New Jersey Institute of Technology

Bjorn Vang Jensen, Vice President, Global Logistics, Electrolux

David Briggs, Senior Manager, Freight Derivatives, TSC Container Freight

Tom Smart, Vice President, Tran-Pacific Trade Management, MOL (America) Inc.

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10:00-10:20 AM ☕ **NETWORKING COFFEE BREAK**

LOCATION: 104 Foyer

10:20-11:20 AM

MATCHING IMPORTERS WITH EXPORTERS TO FILL THE BACKHAUL

LOCATION: 104C

With railroads hurting from the carload volume slump and hungry for intermodal loads, ailing container lines looking for savings and shippers under constant pressure to reduce costs, match-backing — or sending back-haul loads — is as appealing as ever. Unfortunately, multiple moving parts, players with different goals, and often costs to reposition equipment make matching an export rail move to an import rail move tricky. This case study on match-backing heavy import loads with outbound freight in the Kansas City area won't shirk from the challenges. Attendees will come away with a clear-eyed view of the hurdles and potential, as well as best practices from those that have made match-backing work.

INTRODUCED BY

Reynolds Hutchins, Associate Editor, Intermodal and Government/Regulation, JOC, Maritime & Trade, IHS Markit

PANELISTS

Patrick Robinson, Vice President, Development, NorthPoint Development

Carl Wasinger, Founder and CEO, Smart Warehousing

Jakob Sadd, International Logistics Manager, JBS

11:20 AM-12:20 PM

PORT EFFICIENCY AND FLOW: A CASE STUDY IN BCO TERMINAL SELECTION

LOCATION: 104C

For beneficial cargo owners looking for the most effective way to clear their cargo through terminal gates, the challenge is as great as ever. Multicarrier global alliances already cloud visibility into which terminals your cargo may be going, and that will only become more muddled when the number of those alliances goes from four to three in April. Once a vessel reaches the port, the time it takes to unload the container is important, but so is getting it from the container yard to the gate or the train. In this era of ever larger vessels up to 18,000 TEUs and the increasing volumes each ship is unloading, there are more pressure points than ever. A shortage of equipment such as chassis, the lack of on- or near-dock rail, and long truck queues at many gates means the time it takes your cargo to clear a terminal and move to distribution centers or other destinations is often measured in days rather than hours. This is especially true at hub ports with multiple terminals. In short, not all terminals are the same from a BCO perspective in terms of efficiency and flow. This case study will examine key performance

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indicators in terminal efficiency, how BCOs can make informed port and terminal selections, and look at examples of metrics to be used in evaluating port efficiency.

INTRODUCED BY

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

PANELISTS

Chris Corrado, Vice President, Supply Chain, Ansell

Philip Damas, Director, Drewry Supply Chain Advisors

12:30-1:30 PM

SPECIAL SPONSORED SESSION WITH LUNCH

E-COMMERCE FULFILLMENT: WILL INFRASTRUCTURE INVESTMENT KEEP UP?

LOCATION: 104B

E-commerce is rapidly changing logistics as we know it. Powered by Amazon.com, other online-only platforms, and traditional retailers putting greater emphasis on omni channel networks, online sales in the US alone will increase 9.3 percent a year through 2020, to \$523 billion annually, according to Forrester Research. That pace of growth is generating annual demand for industrial warehouse space and e-fulfillment centers in the tens of millions of square feet. But other supply chain dynamics — principally the deployment of ever-larger container ships, ocean carrier consolidation, restructuring of vessel-sharing alliances, and insufficient inland road connectivity — are creating congestion that threatens to stifle e-commerce growth. This lunch session, sponsored by industrial real estate services firm JLL, will analyze the expectations and concerns shippers and logistics providers have in serving a changing industrial real estate market, while exploring the types of investment needed to support international freight flows, the rapid growth in ecommerce, and where those investments are needed most urgently.

SPONSORED BY: JLL

SESSION CHAIR

Bill Mongelluzzo, Senior Editor, JOC, Maritime & Trade, IHS Markit

PANELISTS

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

Dr. Noel Hacegaba, Chief Commercial Officer and Managing Director, Port of Long Beach