

## Monday, April 16

3:00–7:00 PM

### Registration

Location: Texan Ballroom Foyer

5:30–7:00 PM

### Welcome Reception

Location: Texan Ballroom Foyer

## Tuesday, April 17

7:30 AM–5:00 PM

### Registration

Location: Texan Ballroom Foyer

7:30–8:30 AM

### Networking Breakfast

Location: Texan Ballroom Foyer

Sponsored By: Alabama State Port Authority and APM Terminals

8:30–9:00 AM

### Welcome Remarks

Location: Salons F-G

Joseph Bonney, Senior Editor, JOC, Maritime & Trade, IHS Markit

Chris Brooks, Executive Editor, JOC Events, Maritime & Trade, IHS Markit

The Honorable Sylvester Turner, Mayor, City of Houston

Janiece M. Longoria, Chairman, Port Houston

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9:00–9:30 AM

## Keynote Address

Location: Salons F-G

As the keynote speaker of the JOC Gulf Shipping Conference, Craig Mygatt, CEO of SeaLand, will frame some of the most important issues confronting beneficial cargo owners in the US Gulf, including in the critical north-south trade between the US and South America, and in trade with Mexico. With services linking Central and South America and the Caribbean to Houston, Mobile, and New Orleans, the 4-year-old Maersk Group regional carrier has rapidly become one of the largest ocean carriers serving the Americas. Three years of growth have made it the 21st-largest global carrier in the US import trades and the 18th-largest in the export trades, with combined volumes approaching 300,000 TEU a year, double that of its first full year in 2015, according to PIERS, a sister division of the JOC within IHS Markit. Evidence of that growth was only increased in late March, when SeaLand announced its new Gulf Ocean Express Service linking the US Gulf with Colombia, Panama, Guatemala, and Honduras, and whose first sailing just arrived in Houston. Mygatt, who took over as CEO of SeaLand when the company was launched in 2014, after 10 years in senior positions with Maersk Line, will examine the outlook in the US Gulf's busiest and most important trade lane.

### Introduction

Chris Brooks, Executive Editor, JOC Events, Maritime & Trade, IHS Markit

### Keynote Speaker

Craig Mygatt, CEO, SeaLand

9:30–10:45 AM

## Container Shipping Outlook: Is The Gulf's Surge Sustainable?

Location: Salons F-G

Container volume is rising faster at Gulf ports than at East and West Coast ports, according to PIERS, a sister product of The Journal of Commerce within IHS Markit. The increase is driven by beneficial cargo owners' concerns about West Coast ports, by regional population growth that has attracted import distribution centers and Asian all-water services, and by synthetic-resin exports that are beginning to soar. For example, Houston, the region's largest container port, registered growth of more than 33 percent in Asia imports over the first 11 months of 2017, as two new services came calling earlier in the year. That was part of overall growth of more than 31 percent in all imports moving through the Gulf, as ports in the region increased their share of all US imports by 0.7 percent during the period. These trends present BCOs and ocean carriers

with opportunities — and challenges. Resin exporters need additional vessel capacity in order to move their exports via the Gulf. Carriers say they need more higher-paying imports to justify larger ships or additional vessel strings. This shipper-carrier tension will influence the future of the Gulf container trade. Other factors include market growth, port efficiency, and intermodal service. This kickoff panel discussion will analyze the PIERS data and provide thought-provoking perspectives on the future of Gulf container shipping from major stakeholders in the region.

Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Jeremy Ford, Head of Commercial, APM Terminals North America

Daniel Hackett, Partner, Hackett Associates

Jon Slingerup, Chairman and CEO, American Global Logistics

10:45–11:15 AM

**Networking Break**

Location: Texan Ballroom Foyer

11:15 AM–12:15 PM

**Importing and Exporting Through the Gulf: A Discussion With Beneficial Cargo Owners**

Location: Salons F-G

The 31.2 percent surge in imports through the Gulf Coast in the first 11 months of 2017 is challenging the longtime dominance of exports at Gulf ports and has made it the fastest-growing US coast in container volume. Containerized imports now exceed exports at Houston, which handles nearly two-thirds of the Gulf’s container traffic. Import volume in Mobile, Alabama rose 22.4 percent year-over-year during the first 10 months of 2017, to more than 100,000 TEU; it will rise further this year with Walmart’s opening of a new import distribution center near the port. Beneficial cargo owners will explain and discuss the pros and cons of importing through the Gulf, including issues such as trucking, port efficiency, container availability, vessel capacity, and proximity to markets.

**Sponsored By: Port of New Orleans**

Introduction

Janine Mansour, Commercial Director, Port of New Orleans

Session Chair

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

Panelists

Thomas Lorenzo, International Transportation Manager, Domtar Corp.

Rolando (Roly) Portal, Senior Director, Logistics, Academy Sports + Outdoor

12:15–1:30 PM

## Networking Lunch

Location: Salon E

1:30–2:00 PM

## Analyzing The Resins Trade: The Outlook from IHS Markit

Location: Salons F-G

Markets throughout the Gulf and beyond have been eagerly anticipating the wave of new North American polyethylene expansions that are adding to the supply available for export. Recent months have brought news of several expansions in polypropylene plants, a development that portends additional increases in export volume — with some experts saying total resin exports will double to nearly 1 million TEU by 2020, despite a 2017 dip tied in large part to delays in plant construction and production startups. Joel Morales Jr., IHS Markit's senior director of polyolefins in the Americas, will evaluate the current export dynamic in North America for plastic resin plants and what the future will hold as new plants come online.

**Sponsored By: Alabama State Port Authority and APM Terminals**

Introduction

Parrish Lawler, Manager, Customer Service, Alabama State Port Authority

Session Chair

Joseph Bonney, Senior Editor, JOC, Maritime & Trade, IHS Markit

Featured Speaker

Joel Morales, Executive Director, Polyolefins Americas, IHS Markit

2:00–3:00 PM

## The Resins Crush is Here: Are Ports and Equipment Providers Ready?

Location: Salons F-G

After years of planning and construction, the long-forecast surge in synthetic resin exports from the US Gulf is finally here. Dow Chemical, Chevron Phillips, and other

producers have started production at large plants in recent months. More are on the way, and another wave of new capacity is forecast to be added within the next few years. How will the product be delivered to export markets? Can Gulf ports and service providers handle the additional volume, or will much of it be pushed to other coasts? Will demand for resin exports crowd out capacity for other export commodities such as cotton? Panelists will discuss vessel, truck, rail, and warehouse capacity, and the factors that influence decisions on whether to route resin shipments through Gulf ports or to use alternative gateways.

**Sponsored By: CAI International Inc.**

Introduction

MJ Dornford, Vice President Logistics and Sales, CAI International

Session Chair

Joseph Bonney, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Russ Boullion, Vice President, Commercial, Warehousing & Packaging, A&R Logistics

Christian M. Jensen, President, Jensen Companies

Frank A. Vingerhoets, President, Katoen Natie USA

3:00–3:30 PM

**Networking Coffee Break**

Location: Texan Ballroom Foyer

3:30–4:30 PM

**US-Mexico Trade:**

**How Will an Uncertain Landscape Affect Shippers?**

Location: Salons F-G

Whether President Trump withdraws the US from the North American Free Trade Agreement or not, US trade with Mexico is on course to grow. Cross-border supply chains are linked at a deep level, and whatever trade agreements the US, Canada, and Mexico agree upon, freight will keep moving. Indeed, after a decline in 2016, total US-Mexico trade increased more than 6 percent year over year in 2017, according to the US Census Bureau's Foreign Trade Division. That doesn't mean the flow of goods can't be improved or that policy couldn't have an impact on how goods move. The bigger question may be how the US economy and available transportation capacity affects cross-border freight. How will shippers, logistics companies, and transportation operators cope with increased congestion at the border and uncertain policies in our

nations' capitals? How will proposed changes affect shippers' supply chains, and how should BCOs prepare?

Session Chair

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Angela Leonard, Director, Intermodal Marketing, Kansas City Southern Railway

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

Paul Sarrapy, President, Porteo Group, and CEO, Pilot Plus

MONDAY

4:30–5:30 PM

## **When Disruption Strikes: Mitigating Your Risk in a High-Risk Environment**

Location: Salons F-G

Disruption takes on many forms. For those in the Gulf, the devastating effects of Hurricane Harvey continue to resonate seven months after supply chains — not to mention lives — were uprooted, or worse. For Maersk Group, last June's devastating global "NotPetra" cyberattack served as a stark reminder to shipping lines, terminal operators, freight forwarders, beneficial cargo owners, and other freight stakeholders that the mechanisms protecting their IT systems are inadequate. Maersk's loss of online cargo booking capability and the crippling of terminal operations lasted nearly two weeks, and it pushed the supply chain back to the Dark Ages of manual document filing and gate operations. Finally, the more than \$50 billion in Chinese import tariffs in the Section 232 Proclamations on Steel and Aluminum that the Trump administration announced in March has manufacturers, retailers, and other beneficial cargo owners quaking at the thought that their companies will be exposed to huge cost increases and fearing an outright trade war. With the Gulf a hub of activity for steel manufacturers, heavy equipment producers, and agricultural exporters, the region and its supply chain stakeholders face enormous risk. This session will evaluate the real-life implications of these three critical, business-altering disruptive events, as well as the lessons learned and how companies should prepare.

**Sponsored By: Port Corpus Christi**

Introduction

Sean Strawbridge, CEO, Port Corpus Christi

Session Chair

Curtis Spencer, President, IMS Worldwide

TUESDAY

WEDNESDAY

# Agenda

## Panelists

Christy Coffey, Executive Vice President, Operations, Maritime & Port Security Information Sharing and Analysis Organization (MPS-ISAO)

Kyle Kristynik, President, Jetco Delivery

MONDAY

5:30–7:00 PM

## Hospitality Reception

Location: Texan Ballroom Foyer

Sponsored By: Port Houston

TUESDAY

# Wednesday, April 18

8:00 AM–3:00 PM

## Registration

Location: Texan Ballroom Foyer

WEDNESDAY

8:30–9:00 AM

## Networking Breakfast

Location: Texan Ballroom Foyer

Sponsored By: Alabama State Port Authority and APM Terminals

9:00–9:05 AM

## Welcome Remarks

Location: Salons F-G

Joseph Bonney, Senior Editor, JOC, Maritime & Trade, IHS Markit

9:05–9:45 AM

## Day 2 Keynote Address

Location: Salons F-G

Keynote Speaker Judge Ed Emmett brings a unique transportation background to his position as presiding officer of the five-member governing body of Harris County, which includes Houston and its suburbs and has a population larger than that of 24 US states. His involvement with transportation dates to his service in the Texas Legislature,

as chairman of the US Interstate Commerce Commission, and as president of the National Industrial Transportation League when it led the campaign that culminated in passage of the Ocean Shipping Reform Act of 1998, which allowed shippers and carriers to negotiate one-on-one service contracts. Judge Emmett will share his unique perspective on transportation issues affecting Houston and the Gulf Coast.

Introduction

Joseph Bonney, Senior Editor, JOC, Maritime & Trade, IHS Markit

Keynote Speaker

Edward M. Emmett, Harris County (Texas) Judge

9:45–10:45 AM

**Port Perspectives: A Roundtable Discussion with the Gulf’s Big Three Container Ports**

Location: Salons F-G

Change is afoot in the Gulf’s container trades. New all-water Panama Canal services have made Asia the region’s fastest-growing market, and the region’s three main container ports are investing to keep pace. Port Houston, which said its 2017 volumes grew 14 percent to more than 2.4 million TEU last year, is investing \$1.2 billion in expansion and modernization of its container terminals. In January, the Port of New Orleans approved a \$300,000 engineering contract to study the feasibility of developing a second container terminal to accommodate the port’s 4.5 percent annual compound growth rate over the last decade by handling larger ships and providing more expansion place. The potential project is part of a master plan the port aims to release this year. In Mobile, Alabama, APM Terminals is expanding its container terminal to meet growing demand that will be fueled further by Walmart’s opening of a 2.6 million-square-foot import distribution center. The new facility will bolster the three Asian all-water services at Mobile, which ranks second to Houston in import traffic among US Gulf ports. Executives from the ports will share details of their ports’ plans and answer questions on what shippers can expect.

Session Chair

Joseph Bonney, Senior Editor, 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 and Development, Alabama State Port Authority

10:45–11:15 AM

## **Networking Break**

Location: Texan Ballroom Foyer

MONDAY

11:15 AM–12:15 PM

## **Breakbulk Breakdown: The Outlook for Steel, Forest Products, and Other Non-Containerized Commodities**

Location: Salons F-G

It looks like a buyer's market for breakbulk and project rates through much of 2018, despite vessel supply and demand edging closer toward balance. Breakbulk and project shipping demand and rates have been in the doldrums since the Great Recession, and low commodity prices softened just as carriers were taking delivery of new ships. For carriers, the result has been years of red ink. Now the supply-demand balance is gradually starting to right itself. Drewry Maritime Research expects scrapping of multipurpose vessels to match or exceed deliveries while demand rises during the next two years. Drewry forecasts MPV demand will rise 2.3 percent this year and 3.7 percent in 2019. With US Gulf ports serving as gateways for project cargoes and other non-containerized goods — including petrochemical and refinery construction equipment, steel, wind turbines, forest products, bagged goods, and natural rubber, each of which has unique characteristics and challenges — the market outlook is critical for freight stakeholders up and down the supply chain. This diverse panel will offer informed perspectives on cargo demand, carrier competition, port capacity, rail and truck service, trade policies that influence movement of commodity and project cargoes, and the outlook for these cargoes on the Gulf.

### Session Chair

Joseph Bonney, Senior Editor, JOC, Maritime & Trade, IHS Markit

### Panelists

Andy Powell, Chartering Director, G2 Ocean US

Sean Strawbridge, CEO, Port Corpus Christi

Edwin Bastian, Global Sales Director, BBC Chartering USA

Phillip Brown, Global Chartering Manager, Fluor

12:15–1:15 PM

## **Networking Lunch**

Location: Texan Ballroom Foyer

TUESDAY

WEDNESDAY

1:15–2:15 PM

## **A New Era for Trucking: The Impact on Capacity from Heavy-Weight Corridors, ELDs, and Other Initiatives**

Location: Salons F-G

This is a pivotal year for motor carriers and their customers. The industry is adjusting to new requirements for electronic logging devices, a change that already is tightening trucking capacity through better enforcement of hours-of-service regulations. Motor carriers are struggling to attract and retain drivers, many of whom are being lured by higher pay in the booming industrial construction and oil and gas industries. In Texas, a new law allowing heavy-haul corridors near ports will affect drayage of container loads of resins and other heavy commodities. There also are new developments in chassis supply and port gate hours and truck-reservation systems. A panel of industry experts will examine these issues and more in this crucial discussion about the rapidly changing over-the-road market.

### Session Chair

Curtis D. Spencer, President, IMS Worldwide

### Panelists

Marcia Faschingbauer, Founder and CEO, Excargo Services

Randy Guillot, President, Triple G Express and Southeastern Motor Freight

Chip Kohn, Director, Business Development, AV Logistics and C&amp;K Trucking

Richard McDuffie, Chief Operating Officer, Dunavant Global Logistics Group

Patrick Maher, Executive Vice President, Gulf Winds International

2:15–3:15 PM

## **Facilitating Trade Through Blockchain**

Location: Salons F-G

Blockchain may still be in its infancy as a technology and business enabler, especially in shipping, but it's becoming tougher to ignore as an increasing number of companies and organizations forge blockchain initiatives. The idea of a decentralized system of enshrining transactions with the force of legal contracts is so compelling that it's been described, perhaps overenthusiastically, as the most powerful development in technology since the birth of the internet. In transportation and logistics, blockchain is much discussed but has yet to be felt in a meaningful way. That could change soon, given the flurry of recent blockchain announcements. In January, Maersk and IBM announced the formation of a new company to commercialize blockchain technology in shipping. Transportation and technology executives recently formed the Blockchain

# Agenda

MONDAY

in Transport Alliance, or BiTA, to create a forum for development of blockchain standards and education for the freight industry. Startup company ShipChain raised \$30 million to build a blockchain-based logistics platform. Zim Integrated Shipping, Sparx Logistics, and Wave Ltd. in November completed a pilot program of paperless bills of lading based on blockchain technology. And the Commercial Customs Advisory Committee, or COAC, in November formed a working group to study the applicability of blockchain in trade processing. This session will cut through the hyperbole to examine the practical ways blockchain could shave time and costs from trade processes.

#### Session Chair

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

#### Featured Speaker

Dr. Larry W. Shi, Associate Professor, Computer Science Department, and Lead on Strategic Partnership for the Institute for Borders, Trade, and Immigration, University of Houston

TUESDAY

3:15 PM

## **Closing Remarks**

Location: Salons F-G

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

WEDNESDAY

3:30–5:30 PM

## **JOC Shipper Roundtable**

**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 visit the registration desk.**

Location: Salon H

This exclusive, shipper-only discussion facilitated by JOC Executive Editor Mark Szakonyi and Senior Editor Joseph Bonney will bring together beneficial cargo owners in an off-the-record meeting to exchange ideas and potential solutions to the numerous challenges confronting supply chain stakeholders. Among the topics of discussion will be port and terminal efficiency, the impact of ocean carrier consolidation, mega-vessels and new alliances, new and upcoming regulatory requirements, and market and pricing trends.

**Sponsored By: Gulf Winds International and Port Houston**