

Monday, October 22, 2018

3:00 — 5:30 PM

Registration

Location: Grand Ballroom Foyer

3:00 — 5:30 PM

Shipper Roundtable

Location: Grand Ballroom A

By reservation only. You must be a BCO/Shipper (you must own the goods that are being shipped) in order to take part in this shipper roundtable. If you would like to reserve, visit the registration desk.

This exclusive, shipper-only discussion facilitated by JOC Senior Editor William Cassidy will bring together shippers in an off-the-record meeting to exchange ideas and potential solutions to the numerous challenges confronting stakeholders in the North American supply chain. Among the topics of discussion will be trucking and intermodal market trends, cargo efficiency and visibility, cross-border NAFTA trade, and the impact of new and upcoming regulatory initiatives.

Sponsored By: SMC³

Roundtable Leader

William Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

5:30 — 7:00 PM

Welcome Reception

Location: Grand Ballroom Foyer

MONDAY

TUESDAY

WEDNESDAY

Tuesday, October 23, 2018

7:30 AM — 5:30 PM

Registration

Location: Grand Ballroom Foyer

7:30 — 8:30 AM

Welcome Breakfast

Location: Grand Ballroom Foyer

8:30 — 8:45 AM

Welcome Remarks

Location: Grand Ballroom DEF

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

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

8:45 — 10:00 AM

North American Freight Outlook: When Will the Market Turn?

Location: Grand Ballroom DEF

The “great truck capacity crunch” forecast for so many years finally arrived in 2017, snarling supply chains across North America and sending ripples of disruption overseas as importers struggled to get freight from US ports inland at a reasonable cost. Truck transit times were lengthened by as much as a day or more this spring as electronic logging led many truck drivers to more carefully monitor time behind the wheel. Supply chains are expected to be stretched thin as the pre-holiday peak this fall builds toward its crescendo, with enormous pressure applied at inland markets to get freight through the middle-mile and make last-mile deliveries. Shippers need answers to questions of port selection, modal choice, capacity, inland routing, and price. In the past year, shippers have had to work much harder to find and even create freight capacity and pay much more to move freight. Will 2019 be different? Will the market turn? This panel of experts, supported by a wealth of data, will delve into what’s driving the US economy, freight demand, trucking and intermodal, and pricing as we look to 2019.

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Chris G. Christopher Jr., Ph.D., Executive Director, Economics, IHS Markit

Lawrence J. Gross, President & Founder, Gross Transportation Consulting of Durango, CO

Daniel Hackett, Partner, Hackett Associates

Lee Klaskow, Senior Analyst, Transportation & Logistics, Bloomberg Intelligence

MONDAY

TUESDAY

WEDNESDAY

10:00 — 11:00 AM

View From the Top: A Discussion With Industry Leaders

Location: Grand Ballroom DEF

There's never been greater need for cooperation and outright collaboration across the inland distribution supply chain, from the shippers to port operators, third-party logistics companies, freight brokers and forwarders, warehousing and distribution firms, and trucking and intermodal carriers. Only by breaking down walls that separate these groups can we even attempt to solve the capacity and cost crises we face. This roundtable discussion will provide context to the market indicators laid out by the preceding panel of analysts, while gauging the mindset and outlook of industry stakeholders as 2018 draws to what looks to be a frenzied close and 2019 approaches. What do they expect in imports and exports, domestic transportation volumes and pricing, in warehousing and trucking capacity, in inventories and trade, and, with mid-term elections approaching, from Washington, DC.? What keeps them on their toes all day and awake at night? Finally, what are the logistics problems for which they are most eagerly pursuing solutions, and how can they find those solutions together?

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Craig Callahan, Executive Vice President & Chief Commercial Officer, Werner Enterprises

Andrew Fuller, Assistant Vice President, Domestic, CN

Matthew Gordon, Director, Transportation Engineering, Anheuser-Busch InBev

Dr. Noel Hacegaba, Deputy Executive Director/COO, Port of Long Beach

Al Toliver, Chief Logistics Officer, Redwood Logistics

11:00 — 11:30 AM

Networking Break

Location: Grand Ballroom Foyer

11:30 AM — 12:30 PM

Bridging the Shipper-Carrier Divide

Location: Grand Ballroom DEF

In an extended period of high freight demand and tight capacity, cooperation or collaboration between shippers and carriers is critical, but it isn't easy. There are great barriers to real collaboration between enterprises accustomed to more transactional relationships and tight oversight of financial and customer data. Yet all of the challenges outlined and discussed at JOC Inland show the need for deeper partnerships if shippers want to control or even reduce logistics costs. How do we effectively build bridges and

Agenda

then actually use them? And how do we keep them functioning as economic indicators fluctuate and markets swing? We'll discuss all of that and more on this panel, including shippers' views of the top challenges of 2019.

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Edward Burns, President, Burns Logistics Solutions

John Janson, Director, Global Logistics, SanMar

Geoffrey Muessig, Executive Vice President & Chief Marketing Officer, Pitt Ohio

Rachal Snider, Vice President, Customer Supply Chain, AFN Logistics

MONDAY

12:30 — 1:30 PM

Networking Lunch

Location: Spring Room and Oak Brook Ballroom

TUESDAY

1:30 — 2:30 PM

Inland Markets: An Overview of Chicago and Beyond

Location: Grand Ballroom DEF

Surging North American freight demand collided with capacity imbalances and regulatory constraints in 2018, reshaping transportation markets. Intermodal drayage and trucking resources came under enormous pressure — especially in Chicago, but in many other leading markets, too — forcing shippers to redraw distribution maps and scramble to find new routes and solutions to meet the delivery demands of their own customers. This panel, the first of its kind at the JOC Inland Distribution Conference, will dig into the leading causes of congestion, rising costs and rates and capacity shortages plaguing the most important US inland hubs, starting with the largest of all, Chicago. But every individual hub is part of a bigger network that starts at the seaport and ends with a last-mile delivery. How does disruption at one node in this network affect the others? How are electronic logging and stricter trucking hours-of-service enforcement affecting transit times in specific lanes, and what does that mean to freight fluidity? Where do we need more intermodal yards and drayage resources? And what real-estate decisions do shippers face as they try to correct capacity imbalances and move warehouses and distribution centers closer to their customers? This panel of experts will lay out the broad themes and issues facing evolving inland distribution markets before we take a deeper dive into solutions for individual markets in a series of Inland Market Regional Think Tanks.

Sponsored By: Port of Halifax

Introduced by

Susan Nathan, US Midwest Sales Manager, Halifax Port Authority

WEDNESDAY

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Bobby Harris, President & CEO, BlueGrace Logistics

Jason Hilsenbeck, President & Founder, Drayage.com and LoadMatch Inc.

Brian McKiernan, Senior Vice President, Development, CenterPoint Properties

Mark Montague Sr., Industry Pricing Analyst, DAT Solutions

Robert Moran, President, First Logistics

2:30 — 3:00 PM

Networking Break

Location: Grand Ballroom Foyer

3:00 — 4:00 PM **Concurrent Breakout Sessions**

Trucking in the ELD Era

Location: Grand Ballroom DEF

Just a few years ago, trucking was said to be on its way to becoming a commodity in North America. You don't hear that talk about commoditization any more. Truck pricing soared in 2018, with contract and spot rates rising. Buoyed by higher revenue, profits and tax savings, trucking companies reinvested in their fleets. But the shortage of truck drivers, among large carriers at least, has kept a cap on capacity. Electronic logging also took a bite out of capacity as drivers cut back on the time they spend behind the wheel and transit times grew longer, with next-day freight shifting into two-day freight. Trucking companies increasingly are investing resources in more specialized services, such as dedicated trucking, that provide a higher return than transactional, over-the-road services. They're asking for even bigger rate increases to pay drivers, and putting pressure on customers who fall short of being so-called "shippers of choice." Freight is shifting among truckload, less-than-truckload, and ground parcel carriers as e-commerce grows and delivery demands become harder to meet. New technologies such as autonomous trucks and electric vehicles offer glimpses of new business models and efficiencies that are tantalizing, but still not within easy reach. This panel will look at the biggest issues confronting truckers and shippers as they navigate higher costs, modal choices, rate hikes, labor issues, clashes over detention practices, end-customer service demands, and more. Will the trucking market turn in 2019, or are we entering a new era of innovation and collaboration for this industry?

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Mitchell Kinney, Domestic Transportation Manager, Sanmar

Andrew Lynch, Co-Founder, President, Zipline Logistics

Mike Regan, Co-Founder & Chief of Relationship Development, TranzAct Technologies

Jeff Tucker, CEO, Tucker Company Worldwide

Andy Vanzant, Senior Vice President, Operations, Covenant Transportation

REGIONAL THINK TANKS: JOC Inland Market Report

Think tanks at the 2018 JOC Inland Distribution Conference will offer deep-dive analysis of the specific challenges and potential solutions at five US inland hubs: Chicago, Dallas-Fort Worth, Atlanta, Memphis, and the Lehigh Valley/Harrisburg, Pennsylvania. Led by industry experts in each region, these shipper-focused, hour-long sessions will go beyond the preceding general sessions overview of inland markets, and offer intimate discussion for no more than 20 attendees per session. The think tanks will be followed by a half-hour, general session wrap-up and Q&A with our think tank leaders.

Note: Because of expected high demand, the Chicago think tank will be held at both times: 3:00-4:00 PM and 4:00-5:00 PM.

THINK TANK I: Inland Markets — Chicago

Location: Grand Ballroom C

Each day, about 500 trains move freight through Chicago, according to the Association of American Railroads. Approximately 25 percent of US freight rail traffic and 46 percent of all intermodal traffic begins, ends, or travels through the Windy City. It's also one of the most congested North American rail chokepoints. Truckers struggle to find chassis at grounded rail ramps, and it's not uncommon for the railroads with wheeled operations to mount a container on the wrong chassis, costing drivers time on hauls subject to an electronic logging device. It's also becoming harder to find a driver to deliver a container to Detroit, Indianapolis, or Green Bay because some of these round trips are nearly impossible to do in a single workday. Traffic is also a big problem: a 2017 study by transportation analytics company INRIX found the average driver wastes 57 hours in Chicago traffic each year, eighth worst in the US. Prices to secure land for a warehouse in the Chicago area also are rising, climbing 16 percent last year with an average price per acre of \$250,000, according to industrial real estate developer CBRE.

Think Tank Leaders

Jon Krystek, Chief Operating Officer, Knicel Logistics

Sean McShane, President, C&K Trucking

Andrew Nutting, Independent Consultant

THINK TANK II: Inland Markets — Atlanta

Location: Grand Ballroom B

The Georgia metropolitan hub of Atlanta is a starting or midpoint for shippers to consolidate freight moving to Florida, Alabama, Louisiana, Mississippi, Tennessee, and the Carolinas. Peaches, blueberries, corn, and other fruits and vegetables grown in the state will be moved around the country during the harvest. Big-box retailers, automakers, and other small and mid-size manufacturers also station themselves in Georgia and neighboring South Carolina to move freight into and out of the port in Savannah that is served by CSX Transportation and Norfolk Southern Railway. Forest and paper manufacturers use Georgia and South Carolina as the gateway to export their products overseas. Poultry producers also send food from rural areas of Georgia to Savannah for export. Like other major cities, though, traffic and warehousing are a challenge in Atlanta. Transportation analytics company INRIX estimated drivers waste 70 hours a year in traffic, the fourth worst in the US. Warehousing pricing also shot up by 14 percent in 2017 and lease rates by \$4.75 per square foot, according to industrial real estate developer CBRE, and transloading in Savannah is growing as a result.

Think Tank Leaders

Jess Baumhoff, Manager, Middle Mile Logistics, Wayfair

Robert Burnsed, Executive Vice President, Atlantic Intermodal Services

Joseph Delussey, Logistics Director, Target Stores

Page Siplon, CEO, TeamOne Logistics

THINK TANK III: Inland Markets — Lehigh Valley and Harrisburg, PA

Location: Grand Ballroom A

From Pittsburgh to Philadelphia, Pennsylvania is historically an industrial state. But with consumers increasingly demanding speed of delivery for their e-commerce purchases and warehousing prices skyrocketing in New York and New Jersey, the I-81 and I-76 corridor in the Lehigh Valley is quickly becoming the place to set up to deliver consumer goods into the Northeast and Mid-Atlantic, especially in the food industry. In the past, truckers ran between Chicago and Pennsylvania in a single workday, but it appears electronic logging devices have caused this practice to dwindle given that it is really a two-day trip. Real estate is a hot commodity in the corridor. 2017 lease rates averaged \$11.50 per square foot in northern New Jersey and \$5.85 in Pennsylvania, both up double-digits. Traveling into the tri-state area is no easy task either. Transportation analytics company INRIX reported that drivers spent an average of 91 hours annually in traffic in the New York City-New Jersey-Connecticut-eastern Pennsylvania corridor, second only in the US to Los Angeles.

MONDAY

TUESDAY

WEDNESDAY

Think Tank Leaders

Kristy Knichel, President & CEO, Knichel Logistics

James Osborn, Manager, Logistics and Process Improvement, Hanover Foods

Sheila W. Weatherly, Director of Pricing, Knichel Logistics

MONDAY

4:00 — 5:00 PM

Concurrent Breakout Sessions

TUESDAY

Drayage and Intermodal Rail: Relieving the Choke Points

Location: Grand Ballroom DEF

This year brought great opportunity to railroads and intermodal rail operators, as trucking rates and transit times climbed. But that opportunity was hard to realize. Drayage at ports and inland rail yards proved a challenge, with drayage truckers hit by the same hours-of-service issues — thanks to electronic logging — as their general freight counterparts. Not only do they face delays in picking up freight, but drayage drivers often also have to track down chassis. Intermodal rail operators trying to improve train velocity and scheduling often found drayage issues, and congestion blamed on high demand and even bunching of containers at seaports worked against them. Even so, intermodal pricing, especially spot rates, leaped as capacity tightened. Will intermodal rail run more smoothly in 2019? How can the sector reach its potential? This session will answer these questions and more.

Session Chair

Lawrence J. Gross, President & Founder, Gross Transportation Consulting of Durango, CO

Panelists

Mike Burton, President & CEO, C&K Holdings Acquisition

Alfred (Al) Iannelli, Founder, President, & CEO, Polaris Intermodal

Patrick Maher, Executive Vice President, Gulf Winds International

Jon Slangerup, Executive Chairman & CEO, American Global Logistics

WEDNESDAY

REGIONAL THINK TANKS: JOC Inland Market Report

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THINK TANK I: Inland Markets — Chicago

Location: Grand Ballroom C

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Think Tank Leaders

T.K. Davis, President, Acme Transportation

Robert Howard, Chief Operating Officer, Dohrn Transfer

Laura Venchuk, Corporate Logistics Manager, Kuriyama of America

THINK TANK II: Inland Markets — Memphis

Location: Grand Ballroom B

From big-box retailers to cotton manufacturers, the Memphis market is a hub with supply chain challenges on the road and rails, as well as in finding chassis. Traffic on Interstate 40 can slow freight delivery. Construction near BNSF Railway's facility on Lamar Avenue also is causing bottlenecks. Truckers complain about the condition of Holmes Road near Shelby Drive. If you're visiting the Union Pacific Railroad terminal in West Memphis, plan ahead as you'll need to cross the Mississippi River. The Canadian National and BNSF rail yards suffer from chassis shortages, wasting time that truckers don't have to hunt down equipment. With electronic logs now the law, good luck finding a drayman to haul a container to Birmingham, Alabama, or Jackson, Mississippi.

Think Tank Leaders

Donnie Caldwell, Chief Operating Officer, Ozark Motor Lines

David C. Camp, Vice President, Sales Operations, Staplecotn

Donna Lemm, Executive Vice President, Sales, IMC Companies

Richard McDuffie, Chief Operating Officer, Dunavant Global Logistics Group

THINK TANK III: Dallas-Fort Worth

Location: Grand Ballroom A

A major consolidation point for freight heading south to Houston, San Antonio, and Mexico, Dallas-Fort Worth is a key junction for cargo moving from Southern California on the rails to the Lone Star State. While energy has always been an important part of the trucking market in the region, Dallas-Fort Worth has its share of other commodities flowing through its warehouses. Following the devastation from Hurricane Harvey in 2017, building materials now cycle through Dallas-Fort Worth on their way to Houston. Beef is also a big staple of the region, feeding the 6 million-strong population in Dallas-Fort Worth alone, the fourth-most-populous metropolitan area in the nation, according to 2016 Census Bureau data. But are truckers having any problems adjusting to the Food Safety Modernization Act enacted in 2017? Finding capacity is also the challenge in this market with flatbed and tank trucks hauling frac sand, steel, and other heavy items to the oilfields. And with the electronic logging device mandate, are the 500-mile trips between New Orleans and Dallas-Fort Worth now two-day affairs?

Think Tank Leaders

Jeff Blakeman, President, Blakeman Transportation

Mike Eggleton Jr., Vice President, Raider Express

Brad Elam, Vice President, Business Development, Gulf Winds International

Harrison Hoof III, Senior Vice President, Intermodal Cartage Co.

Michael Schwersenska, Director, Transportation and Logistics, Brakebush Brothers

5:00 — 5:30 PM

Inland Markets: A Roundtable Discussion With Our Think Tank Leaders

Location: Grand Ballroom DEF

The leaders of our six Inland Market Think Tanks will join us on stage to share the transportation problems and logistics solutions discussed and debated during their roundtables. By sharing highlights from each Think Tank, the goal is to move the market closer to identifying solutions to critical problems facing shippers and their partners that can work across regions and the US as a whole.

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Joseph Delussey, Logistics Director, Target Stores

Mike Eggleton Jr., Vice President, Raider Express

Donna Lemm, Executive Vice President, National Sales, IMC Companies

Andrew Nutting, Independent Consultant

James Osborn, Manager, Logistics and Process Improvement, Hanover Foods

Page Siplon, CEO, TeamOne Logistics

5:30 — 7:00 PM

Networking Reception

Location: Grand Ballroom Foyer

Sponsored By: CenterPoint Properties

MONDAY

Wednesday, October 24, 2018

8:00 AM — 3:00 PM

Registration

Location: Grand Ballroom Foyer

TUESDAY

8:00 — 9:00 AM

Networking Breakfast

Location: Grand Ballroom Foyer

WEDNESDAY

9:00 — 9:05 AM

Welcome Remarks

Location: Grand Ballroom DEF

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

9:05 — 9:45 AM

Keynote Address: The Digital Imperative

Location: Grand Ballroom DEF

Transforming your business through digital technology isn't just an option, it's an imperative, but it will take boldness and innovation for businesses to reinvent themselves and ride the disruption cycle. In a TED-style keynote, Dr. Jim Tompkins, chairman and CEO of Tompkins International and MonarchFx, will take us to another level in explaining the digital imperative that all organizations must grasp to succeed. Dr. Tompkins will share the five questions you need to ask to empower your organization to deal with the disruption cycle, uncertainty, speed, and reinvention.

Introduction

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Keynote Speaker

Jim Tompkins, Ph.D., Chairman & CEO, Tompkins International

9:45 — 10:45 AM

JOC Innovation Jam I: What Problems Can Technology Really Solve?

Location: Grand Ballroom DEF

Can the innovative use of logistics technology really solve the actual problems shippers face moving freight in North America? The JOC editorial team set out to answer that question by reaching out to shippers, asking about their most severe challenges in the North American supply chain, and inviting technology providers to propose how they would solve them. Technology providers will face a panel of shipper judges in the first of a two-part “innovation jam” to discuss proposed solutions selected by shippers before the conference. Attendees will hear about a cross-section of the most promising logistics technology, and the judging panel will vote on the solution that most convincingly resolves the pain point it addresses, with the winner announced at the end of the jam.

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Todd Ericksrud, Executive Vice President & COO, Matchback Systems

Prasad Gollapalli, Founder & CEO, Trucker Tools

Chandler Hall, Executive Vice President & COO, Lanehub

Phillip Marlowe, Founder & President, Acuitive Solutions

10:45 — 11:15 AM

Networking Break

Location: Grand Ballroom Foyer

11:15 AM — 12:15 PM

JOC Innovation Jam II: What Problems Can Technology Really Solve?

Location: Grand Ballroom DEF

Can the innovative use of logistics technology really solve the actual problems shippers face moving freight in North America? The JOC editorial team set out to answer that question by reaching out to shippers, asking about their most severe challenges in the North American supply chain, and inviting technology providers to propose how they would solve them. Technology providers will face a panel of shipper judges in the second of a two-part “innovation jam” to discuss proposed solutions selected by shippers before the conference. Attendees will hear about a cross-section of the most promising logistics technology, and the judging panel will vote on the solution that most convincingly resolves the pain point it addresses, with the winner announced at the end of the jam.

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Jim Endres, General Manager, Paragon Software Systems

Brad Hollister, Co-Founder & CEO, SwanLeap

Daniel Serewicz, Co-Founder, Dock411

12:15 — 1:15 PM

Networking Lunch

Location: Spring Room and Oak Brook Ballroom

1:15 — 2:15 PM

Reinventing the Truck: Will New Technologies Reshape the Truck and Shipping?

Location: Grand Ballroom DEF

The next 20 years will bring major change across the transportation and energy sectors, and the commercial truck is at the heart of that change. Powertrain systems will be greatly altered to meet new, stringent regulations. The decades-long dominance of diesel engines is being challenged by electric vehicle technology from companies such as Tesla and Nikola, as well as traditional truck OEMs (original equipment manufacturers). Autonomous vehicle technology is triggering a rethinking of freight network models that shippers and carriers have relied on since the 1920s. Drawing on its deep expertise across multiple industries, IHS Markit has released a multi-client study on the impact of new truck design and technology on future logistics and energy networks. What benefits and what challenges might shippers face as a result of the heavy-duty truck's reinvention? This panel will review IHS Markit's findings and discuss the stakes for shippers in potential outcomes.

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Bill Bliem, Senior Vice President, Fleet Services, NFI Industries

Daniel Evans, Vice President & Head of Global Refining and Market Research, IHS Markit

Chris Nordh, Senior Director, Advanced Vehicle Technology and Energy Products, Ryder System

Gio Sordoni, Co-founder & COO, Thor Trucks

2:15 — 2:45 PM

Networking Coffee Break

Location: Grand Ballroom Foyer

CASE STUDY: Building Value Through Real-Time Visibility and Predictive Analytics

Location: Grand Ballroom DEF

What is the value of real-time supply chain visibility? How can predictive analytics impact logistics decision-making at the shipper and carrier level? In this presentation, FourKites will join customers Pinnacle Foods and LTL carrier Frozen Foods Express (FFE) to explore the role real-time visibility technology can play in making operations more efficient and effective. In a world where speed and transparency have become paramount to satisfying end consumers, precise GPS-based location information on shipments, updated frequently, integrated with predictive data science, and analyzed properly, have become essential tools for meeting on-time delivery requirements and delivering customer satisfaction. With insight and context from FourKites, Pinnacle, and FFE will describe how visibility has impacted their operations, and where they foresee visibility driving future value.

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Craig Fiander, Senior Vice President, Global Business Development, FourKites

Chad Whyte, Vice President, Logistics, Pinnacle Foods Group

Nick Cook, CIO & Vice President, Operations, FFE Transportation Services

CASE STUDY: Dedicated Drayage and the Quest for Trucking Capacity

Location: Grand Ballroom A

Drayage costs have risen by double-digit percentages in 2018 because of the tight trucking market and the electronic-logging device mandate. Truckers who previously could fudge their logbooks to account for delays in marine or rail terminals no longer can. Long queues, chassis shortages, and other disruptions can wreak havoc on hours-of-service regulations. As a result, drivers can't accomplish as much in a single day as they were able to do in prior years, so more trucks are needed to accomplish the same workload as before. With capacity as tight as ever, shippers are looking for any answer to receive their containers before demurrage fees apply. Dedicated drayage can be a win-win solution. Shippers guarantee themselves a truck. Carriers receive guaranteed volume that can mitigate the fluctuations in cargo on a weekly basis, and a

long-term commitment from a shipper. This Case Study will feature shippers who have engaged with their carriers to successfully implement dedicated drayage programs, and it will help determine whether such a solution is right for you.

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

Charles Ferraro, Transportation and Logistics Specialist, Cabot Corp.

Richard McDuffie, Chief Operating Officer, Dunavant Global Logistics Group

3:30 — 4:30 PM

Closing Session: Gaining a Competitive Edge by Becoming a “Shipper of Choice”

Location: Grand Ballroom DEF

It's been a perfect storm for shippers this year as a strong economy, truck driver shortage, and implementation of electronic-logging devices have collided to create historical capacity shortages and rising freight pricing. By tracking every minute behind the wheel, carriers are more aware of time than ever. Wasted minutes equals money left on the table. Given rising freight volumes, shippers that don't recognize and value a driver's time are finding it difficult to compete in a market in which carriers have the power to say “No.” So how can shippers ensure that their carrier partners will devote capacity to them? In a world where time is precious, how can a shipper keep the freight flowing without supply chain delays and disruptions? Join us to see real-world examples of shippers and transportation providers doing it the right way, and learn how you might be able to improve your supply chain network by becoming a “shipper of choice.”

Session Chair

William B. Cassidy, Senior Editor, JOC, Maritime & Trade, IHS Markit

Panelists

David N. Gniewek, Director, Corporate Business Development, Averitt Express

Rollins Montgomery, CEO, Montgomery Transport

James Osborn, Manager, Logistics and Process Improvement, Hanover Foods

Rob Roberson, Director, Logistics, Nucor Corp.

4:30 PM

Closing Remarks

Location: Grand Ballroom DEF