



2019 – AIIS GULF REGION NETWORKING AND BUSINESS FORUM

Imported Steel – Trials, Tribulations and Solutions

September 26, 2019

Renaissance Mobile Riverview Plaza Hotel, Mobile, AL

The American Institute for International Steel, Inc. (AIIS) cordially invites you to register for the 2019 – AIIS GULF REGION NETWORKING AND BUSINESS FORUM on September 26, 2019, at the Renaissance Mobile Riverview Plaza Hotel in Mobile, AL. We are also pleased to advise this event will include a luncheon and facilities tour hosted by the Alabama State Port Authority

AIIS is widely viewed as the last real voice in Washington promoting free and responsible trade in steel for the benefit of all whose livelihoods are touched by the international steel supply chain. AIIS is a 69-year old organization whose 110 member company list includes a broad range of participants ranging from the thousands of stevedores that handle our country's steel imports and exports as well as the tens of thousands who work in the rail, barge, steamship and trucking sectors, Customs brokers, marine surveyors, insurance carriers, terminal operators, steel distributors and fabricators and of course, the steel traders themselves. Trade in steel, and now in many other products and materials, has been living under a cloud of uncertainty due to the unprecedented trade policies that have made the last two years one of our most volatile and challenging periods in recent memory. This business meeting and luncheon event will highlight the trials and tribulations of our shared market, as well as alert our guests to solutions in play and answer questions. The primary presenters will include John Foster, who serves as the President of the steel trading and trade services company Kurt Orban Partners as well as Chairman of AIIS, along with Richard Brazzale, Managing Director of Lake Shore Associates in Houston and V.P. of the Gulf Region for AIIS. We also expect to have remarks from Richard Chriss, President of AIIS as well as Rick Clark, Deputy Director of the Port.

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Mobile, AL

Date: September 26, 2019

Location: Renaissance Mobile Riverview Plaza Hotel, 64 South Water Street, Mobile, AL 36602

Fee: \$95

RSVP: Alexandra Jopp, jopp@aiis.org

Phone: 703.245.8079

Agenda DRAFT:

10:00AM	Registration
10:30AM	Welcoming Remarks by Rick Clark, Deputy Director of the Alabama State Port Authority
10:50AM	Presentations by John Foster, Chairman of American Institute for International Steel (AIIS) & Richard Brazzale, VP Gulf Region of AIIS on US Steel Market.
11:30AM -12:15 PM	Buffet lunch offered by the Alabama State Port Authority Q&A session with Lawrence W. Hanson, The Law Office of Lawrence W. Hanson, P.C. Networking
12:30PM – 1:30PM	Port facilities tour set up by the Alabama State Port Authority

GUEST LIST:

<u>Name</u>	<u>Company</u>
Ronald G. Moore	Alabama Power Company
Phillip T. Hughston	Alabama Power Company

Rick Clark	Alabama State Port Authority
David Wilkins	ASSOCIATED TERMINALS
SPONSOR	AST
Todd Biscan	CG Railway
Adrian Lopez	CG Railway
Eric Hansen	Cooper Consolidated LLC
Britton Cooper	Cooper/T.Smith Corporation
Frans C. Coppers	Coppers & Co.
Martin H. Cunningham	D.J. Powers Company, Inc.,
Don Hamilton	FMT Calvert
John Pizarro	FMT Charlotte
Scott Goldin	Goldin Metals, Inc.
Jason Goldin	Goldin Metals, Inc.
Gail Patrick	ILA Local 1410
Mark Bass	ILA Local 1410
Joseph Williams	ILA Local 1410
John Foster	Kurt Orban Partners
Richard Brazzale	Lake Shore Associates LLC
Lawrence Hanson	Law Office of Lawrence W. Hanson, P.C.
Anthony Barnes	Marine Inspection, LLC
Jeff Crysel	Norton Lilly International
Jeff Overstreet	Norton Lilly International
Michael Lee	Page & Jones
Bill Kraus	Page & Jones
Doug Peel	Port Captain, MACS.
Joseph Swartout	Port of New Orleans
Janine Mansour	Port of New Orleans
Dongwoo Yeon	Posco America
Michael Douglas	Premier Bulk Stevedoring
Venkat Saranadhi	QSL America Inc
Mike Richardson	Richardson Companies
Matthew R. Salkeld	Salkeld Marine Service
David Reimensnyder	Seaonus
Cole Shiver	Seaonus

Matt Sparks	SSA Gulf
Pat Downey	SSA Gulf
Francisco Martinez	Steel Warehouse
Tom Adger	Tri-State Maritime/Alabama Steel Terminals
Smitty Thorne	Tri-State Maritime/Alabama Steel Terminals
Logan Boswell	Tri-State Maritime/Alabama Steel Terminals
Jeff Henn	Tri-State Maritime/Alabama Steel Terminals
Jordan Covington	Tri-State Maritime/Alabama Steel Terminals
Skip Hastings	Watco Companies
Bill Kinzeler	Watco Companies
Wade Marbut	Wilhelmsen Ships Service