

**National Shipper Advisory Committee
Committee Meeting**

Meeting Minutes

Date: June 4, 2025

Time: 1:00 p.m. – 3:00 p.m. EST

Location: Georgia Port Authority, Garden City, Georgia

NSAC Attendees:

In-person

- Mike Symonanis, Louis Dreyfus, Chairman
- Ken O'Brien, Gemini Shippers Group, Vice Chairman
- Rich Roche, Mohawk Global Logistics
- Debb Minsky, IKEA
- Gabriel Rodriguez, A Customs Brokerage, Inc.
- Steve Hughes, MEMA/Auto Care Association
- Alison Leavitt, Wine and Spirits Shippers Association
- Adnan Qadri, Amazon
- Ken Sine, Wayfair
- David Shanks, Tractor Supply Company
- Selwyn Moore, Blue Diamond Growers
- Tony DeBower, Tyson Foods, Inc.
- Claudia Moshiri, Brenntag North America, Inc.
- Fernando Lagonell, DuPont
- Chris Crutchfield, American Commodity Company

Virtual

- Alexis Jacobson, BOSSCO Trading LLC
- Sean Healy, Cargill Incorporated
- Jay Glidden, Ocean Spray Cranberries, Inc.
- Ken Shirley, Walmart
- Justin Cauley, CHS, Inc.
- Colby Eymann, The Scoular Company

FMC Attendees:

In-person

- Mark Bragança, NSAC Designated Federal Officer

Virtual

- Rebecca Dye, Commissioner
- Max Vekich, Commissioner
- David Eng, NSAC Committee Management Officer
- Alanna Beck, NSAC Alternate Designated Federal Officer
- Lucille Marvin
- Cory Cinque
- Lauren Vint
- Jennifer Everling

Designated Federal Officer's Opening and Determination of Quorum

Designated Federal Officer Mark Bragança opened the meeting and welcomed attendees. He introduced himself as the Designated Federal Officer (DFO) of the National Shipper Advisory Committee (NSAC) and introduced Mike Symonanis, Chairman of NSAC, and Ken O'Brien, Vice Chairman of NSAC.

DFO Bragança clarified that the NSAC meeting is independent from the Georgia Port Authority and expressed gratitude for their generosity in hosting the June NSAC meeting.

DFO Bragança acknowledged Federal Maritime Commission (FMC) virtual attendees.

DFO Bragança introduced the meeting agenda and reminded attendees that the meeting is recorded and that the minutes and presentation materials will be available on the NSAC website.

The meeting of the NSAC was called to order at 1:06 p.m. eastern time. A quorum was present.

Agenda Items

I. Remarks from NSAC Leadership

Chairman Mike Symonanis expressed appreciation for the Georgia Ports Authority team for hosting the NSAC meeting and for the NSAC members in attendance. Chairman Symonanis also highlighted the importance of NSAC engaging with and hearing from the shipping

community. Chairman Symonanis noted that this meeting would be the last meeting until Q4, with no Q3 meeting planned. He then highlighted agenda items including recommendations and subcommittee updates.

Vice Chairman Ken O'Brien echoed appreciation for the Georgia Ports Authority and noted the value of getting out and spending time in different port areas. He emphasized the importance of proactive collaboration across the supply chain and cautioned that a lack of coordination could lead to unnecessary federal regulation.

II. Industry Update

a. Demurrage and Detention

External Presenter: Jake Hoffman of Gnosis Freight

Presentation Materials: Slideshow

Mr. Hoffman introduced Gnosis Freight, a company that offers supply chain visibility software developed to address supply chain data visibility concerns and support carriers' compliance with laws and regulations.

Q&A

NSAC Member inquired about how the dispute process works within the Gnosis Freight platform. Mr. Hoffman replied that an invoice can be disputed and there is a collaborative process for resolution with the data readily viewable with an explanation required if a dispute is denied.

NSAC Member Debb Minskey inquired as to whether the connection is with Gnosis Freight or with PayCargo. Mr. Hoffman replied that it is both and provided clarification.

NSAC Member Rich Roche requested clarification that the goal is to get the invoice correct in the first place. Mr. Hoffman replied with more information about the data available on the platform and how it updates. Mr. Roche followed up with a question regarding whether it is realistic that this will be all carriers and terminals. Mr. Hoffman replied that they had been in conversations with all of the ocean carriers to some extent.

NSAC Member also inquired about how variables in service contracts, such as free time, are accounted for. Mr. Hoffman replied with an explanation of carrier permission-based solutions and provided examples. NSAC Member followed up with a question regarding who is driving this process. Mr. Hoffman replied that they are provided with access to contractual information, but the indexing and calculations are made by Gnosis Freight. NSAC Member followed up again for clarification regarding whether buy-in will be required from beneficial

cargo owners (BCOs) or whether this will be carrier driven. To this, Mr. Hoffman responded with an explanation of the process and stated what part of the process is from BCOs and what must be carrier driven.

NSAC Member inquired as to whether there has been buy-in from all stakeholders and whether there is confidence that the Gnosis Freight system can be the source of correct information. Mr. Hoffman responded and addressed the importance of this.

NSAC Member inquired about Gnosis Freight competitors. Mr. Hoffman responded by distinguishing Gnosis Freight's software capabilities.

NSAC Member Adnan Qadri asked how Gnosis Freight is taking into account that there are no appointments available on a particular day at a terminal. Mr. Hoffman explained the steps taken to get the data stream established. Mr. Qadri followed up with a question regarding how validation is occurring on Gnosis Freight's end. Mr. Hoffman explained that they are using the data from terminals themselves.

b. Data Standards

External Presenter: Micheal Darden of ASTM International
Presentation Materials: Slideshow

Mr. Darden of ASTM International discussed the parallel work of the FMC's Maritime Transportation Data Initiative and ASTM in considering the standardization of supply chain terminology. Mr. Darden detailed ASTM's continued work on this project.

Q&A

Chairman Symonanis inquired as to whether there has been any engagement between the FMC and ASTM International regarding the shipping registry. Mr. Darden replied with details regarding his interactions with the FMC.

A member of the public inquired about which term had the most definitions in ASTM International's terminology research. Mr. Darden replied with the term *interoperability* and provided an explanation.

A member of the public inquired about ...

c. Electronic Bill of Lading

External Presenter: Dominique Willem of Digital Container Shipping Association (DCSA)
Presentation Materials: Slideshow

Mr. Willem of DCSA provided an industry update on electronic bills of lading (eBLs) and DCSA's continued work to promote the use of eBLs globally, including the challenges they have faced.

Q&A

NSAC Member Ken Sine inquired about whether DCSA has been successful with getting Chinese carriers on board. Mr. Willem replied that there was not a specific attempt to get Chinese carriers on board but there is collaboration.

NSAC Member Rich Roche inquired about negotiable bills of lading. Mr. Willem replied that the focus is on the negotiable bills of lading or the original bills of lading with the eBLs.

NSAC Member Debb Minskey inquired about the issues with BCOs buying into using eBLs and whether DCSA is receiving feedback from them. Mr. Willem replied that there is not a collective initiative from the shipper community and noting their members' concerns regarding which countries eBLs can be used in.

Chairman Symonanis inquired about DCSA's next steps on interoperability. Mr. Willem provided a statement on DCSA's next steps.

III. Data / Visibility NSAC Subcommittee Update

NSAC Presenter: Subcommittee Co-Chairman Gabriel Rodriquez

Presentation Materials: None

Mr. Rodriquez provided an update on Data / Visibility Subcommittee meetings that were held following the Q1 meeting. The focus of these meetings is to continue to look at how to enhance transparency, reliability, and standardization in the data available to the industry. Mr. Rodriquez highlighted that the Subcommittee continues to contemplate potential recommendations regarding the adoption of a common lexicon and meet with industry stakeholders.

Q&A

None.

IV. Fees & Surcharges Subcommittee Update

NSAC Presenter: Subcommittee Chairman Rich Roche

Presentation Materials: None

Mr. Roche discussed the Subcommittee's review of past NSAC recommendations. Going forward, the Subcommittee's focus is on the issue of rail jurisdiction. Mr. Roche described some of the issues with rail jurisdiction and stated that the Subcommittee plans to continue the dialogue.

Q&A

None.

V. Port Best Practices Subcommittee Update

NSAC Presenter: Subcommittee Chairman Debb Minskey

Presentation Materials: Slideshow

Ms. Minskey discussed new things that the Subcommittee has engaged in recently. The Subcommittee is looking into the issues with appointments at APM Terminals (NY & LA) from the perspective of the ocean carrier and the LA incentive program for terminals based on container throughput. Subcommittee Member Ken Sine is working on a port readiness document addressing how ports are preparing for the likely future surge following the current low period, specifically covering dwell times, gate turn times, readiness for the surge, cargo pickup, and empty return. The plan is that this document will be a living document that is updated frequently and will be able to serve as a temperature check. The Subcommittee would like all NSAC members to contribute this document. Ms. Minskey concluded with an update on the Northwest Seaport Alliance Task Group.

Q&A

NSAC Member Gabriel Rodriguez inquired as to whether the port readiness document could be published and available to the shipping community. Ms. Minskey deferred to the FMC regarding requirements. DFO Bragança recommended that the document be circulated internally to ensure compliant with laws and regulations prior to sharing it on the NSAC website.

A discussion among several NSAC members followed regarding industry focused conversations.

VI. Refusal to Deal Working Group Update

NSAC Presenter: Chairman Mike Symonanis
Presentation Materials: None

Chairman Symonanis discussed the limited feedback on the refusal to deal rulemaking and noted that the shipping public can send feedback to the FMC directly or to NSAC.

VII. Recommendation Discussion – Ocean Carrier Advisory Committee

- 1) Chairman Symonanis presented a recommendation that the NSAC re-recommend that the FMC establish an Ocean Carrier Advisory Committee comprised of ocean carriers serving the United States and the reasoning behind this recommendation.

Chairman Symonanis proposed a vote on this recommendation.

Vice Chairman O'Brien seconded.

The recommendation was adopted.

- 2) NSAC Member Gabriel Rodriguez proposed a recommendation that the FMC should authorize area investigators to continue operating remotely in their respective regions and he provided the basis for this recommendation. Following questions from other NSAC members, the NSAC determined to explore this recommendation further prior to voting.

VIII. Public Listening Session

DFO Bragança opened the floor for public comment and offered a reminder that the public can always provide comments to NSAC@fmc.gov. No members of the public offered comments.

IX. Other Committee Business

Chairman Symonanis reminded the NSAC that there will not be a Q3 meeting and that they will return to Washington, D.C. for the Q4 meeting. Chairman Symonanis noted that the Q4 meeting is important as a transition meeting, and that he will be in touch regarding setting the agenda. Chairman Symonanis concluded with a statement that the NSAC will consider better ways to engage with the FMC, including how to provide structured Committee responses to the FMC's requests for public comment.

Vice Chairman O'Brien followed with more regarding responses to the FMC's requests for public comment and reiterated that it is a good idea for the NSAC to offer comments even if there is not a consensus view among Committee members.

Chairman Symonanis closed this agenda item with a reminder to the public that they can submit feedback to NSAC via email at nsac@fmc.gov and a question addressed to DFO Bragança regarding the NSAC membership succession process. DFO Bragança replied that a Federal Register notice soliciting members will be issued within the next 30 to 60 days.

X. Closing Remarks from NSAC Leadership

Vice Chairman O'Brien wished everyone a good summer despite of a looming cargo surge.

Chairman Symonanis stated his appreciation for the NSAC members, who remained focused on the mission even when faced with challenges, and discussed all that had been accomplished by NSAC the past three years.

Adjournment

The meeting adjourned at 2:41 p.m. eastern time.