



Pathways For Trade

The North American Logistics & Manufacturing Symposium

COLD CHAIN: SUPPLY INNOVATIONS & TRENDS

September 20-21, 2023 | Laredo Country Club



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www.pathwaysfortrade.com



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Message from Laredo EDC's President and CEO

The Laredo Economic Development Corporation is proud to present the 30th Pathways for Trade, The North American Logistics and Manufacturing Symposium in Laredo, Texas, September 20-21, 2023.

This year's theme is entitled "Cold Chain: Supply Innovations and Trends" and will focus on top issues facing 3PLs and cold storage warehousing and transportation including power

consumption, labor and productivity, long-term contracts, industry consolidation, cold storage layout, freezer-grade solutions, multiple cold temperature zones, and multiple regulations and requirements.

We are excited to present renowned experts from across the country and the world to speak at this year's special 30th-anniversary event as we highlight and focus on this trending industry in our region's global trade and industrial sector.

Gene Lindgren



Message from Laredo EDC's Chairman of the Board

The Port of Laredo from its inception in 1755 has been the principal border crossing from Mexico into Texas and now North America and the World. Since the advent of NAFTA in 1994 and USMCA in 2020; the Port of Laredo has now become the dominant #1 port of entry in value added in the United States. This designation is not only attributed to its superior geographic location but also to its logistical efficiency, young workforce, warehousing facilities, educational opportunities, industrial parks, and infrastructural development in transportation, rail, and bridges.

In addition to its population growth, the city's Highway Transportation is expanding through the I-69 Corridor to Houston and the I-27 to West Texas and the Plains.

The Laredo EDC is committed to enhancing the Quality of Life for the region through visionary leadership. LEDC has focused its efforts on job creation, higher paying jobs, and a friendly business environment. Pathways For Trade symposium, in its 30th anniversary, is only one example of the many efforts the LEDC does to reach its strategic goals.

With changes in the Geopolitical scene in Nearshoring and Reshoring and its many reasons such as cost structure reductions and risk concern, the Laredo area will see unprecedented economic growth for many years into the future. The Laredo EDC will continue to be in the frontline of this development and retaining its superior advantage.

Ignacio Urribazo Jr.



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The Night of Trade Ambassadors Reception

Wednesday, September 20, 2023

6:00 pm - 8:00 pm

Laredo Country Club

Dress Code: Business Casual

Keynote Speaker Introduced by
Lic. Eduardo A. Garza Robles
Uni-Trade Group

Keynote Speaker:



Ken Roberts
Founder/CEO
WorldCity, Inc.



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Pathways for Trade Ambassador Honorees:



Lic. A.A. Eduardo A. Garza Robles
Uni-Trade Group.



Grupo Palos Garza, Inc.



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AGENDA

Thursday, September 21, 2023

8:30 - 9:00 am	Registration & Breakfast (The Colonnade Ballroom)
9:00 - 9:15 am	<p>Opening: Ignacio Urrabazo, Jr., President & CEO, Commerce Bank, and Chairman of the Board, Laredo EDC</p> <p>Invocation: Honorable Tano Tijerina, Judge, Webb County</p> <p>Welcoming address: Honorable Dr. Victor Treviño, Mayor, City of Laredo</p> <p>Opening Remarks: Gene Lindgren, President & CEO, Laredo EDC</p> <p>Master of Ceremonies: Eddie Aldrete, Board Member, LEDC</p>
9:15 - 10:00 am	<p>Keynote Presentation</p> <p>Presented by: Librado Piña, III, Librado Piña, Inc.</p> <p>Speaker: Dante L. Galeazzi, President & CEO Texas International Produce Association</p>
10:00 - 10:30 am	<p>Session 1: "The Challenges & Triumphs of Fresh Produce Warehousing: A Discussion on What it Takes to Build and Run Produce Facilities at the Border"</p> <p>Moderator: Dante Galeazzi, President & CEO, Texas International Produce Association</p> <p>Speakers:</p> <ul style="list-style-type: none">• Evan Thielman, General Manager, Reveam• Hector Saenz, Jr. Director of Business Operations, Member Construction
10:30 - 11:00 am	Exhibit Viewing and Networking Break at the Plantation Room
11:00 - 11:30 am	<p>Session 2: Port Laredo, Nuevo Laredo and Colombia Session</p> <p>Speakers:</p> <ul style="list-style-type: none">• Dr. Marco Antonio Gonzalez, Secretary of Regional and Agricultural Development of Nuevo Leon and Port Colombia-Laredo General Director• Yvette Limon, Bridge Director, City of Laredo• Ing. F. Ivan Torres, Director of Economic Development & Commercial Trade, City of Nuevo Laredo
11:30 - 12:00 pm	<p>Session 3: "Equipment, Facilities & Operations"</p> <p>Moderator: Eddie Aldrete, Board Member, LEDC</p> <p>Speakers:</p> <ul style="list-style-type: none">• Juan Jose De Leon, President & CEO, EBT Logistics• Dean Lindstrom, President & CEO, ARI• Fabelina Guerra, Operations Manager, Nature Fresh Farms



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Thursday, September 21, 2023

12:00 - 12:30 pm Luncheon (The Colonnade Ballroom)

12:30 - 1:00 pm

Keynote Presentation

Presented by: Ignacio Urrabazo, Jr., President and CEO,
Commerce Bank

Speaker: Frank Briseño, Senior Director of Operations
Mission Produce, Inc.

1:00 - 1:30 pm

Session 4: "Materializing Sustainability"

Speakers:

- Jake Rice, General Manager at Mission Produce Inc.
 - Luis Perez, 3PL & OPS Data Manager at Mission Produce, Inc.
-

1:30 - 2:00 pm

Keynote Presentation

Presented by: Warren Erdman, Executive Advisor Strategic Projects,
Canadian Pacific Kansas City Railway

Speaker: Timothy Franciscus-Timm, Senior Manager, Business Development,
United States Cold Storage

2:00 - 2:30 pm

Exhibit Viewing and Networking Break at the Plantation Room

2:30 - 3:00 pm

Session 5: Legacy Development Presentation

Speakers:

- David L. Earl, Founder & President, Earl & Associates, PC
 - Thomas G. Wendorf, P.E., Principal, Owner, & Co-Founder, Wendorf Beward & Partners, LLC (WB&P)
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3:00 pm

Recognitions & Closing Remarks:

Gene Lindgren, President & CEO, Laredo EDC



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