



**THE ALMOND  
CONFERENCE**  20  
25

**WELCOME!**



 CULTIVATING A HEALTHIER  
**FUTURE**



# TRANSPORTATION AND LOGISTICS: GETTING FROM HANDLER TO MARKET

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# WELCOME

## TRANSPORTATION AND LOGISTICS: GETTING FROM HANDLER TO MARKET



**Jessica Blase**

Innovative Sales International Division  
Exporter – Specialty Commodities

## MY ROLE - “Logistics Manager” - Innovative Sales International Division

- Export almonds, walnuts, pecans, and cranberries to approximately 35 countries
- I have been with the company for 12 years
- Manage daily operations
  - Logistics + Documentation
  - Accounts Receivables + Payables
  - Bank Correspondences – domestic and overseas banks
  - Insurance policies
- Almond Board of California
  - 2020 joined TRAC
  - 2025 joined GCC
  - Desire to learn, contribute, and improve

# LOGISTICS - DEFINITIONS

## Merriam Webster - Dictionary:

- The aspect of military science dealing with the procurement, maintenance, and transportation of military material, facilities, and personnel
- The handling of the details of an operation

## Shopify - Blog:

- Logistics is often the unsung hero of commerce. It's all about ensuring that products and resources are in the right place at the right time.

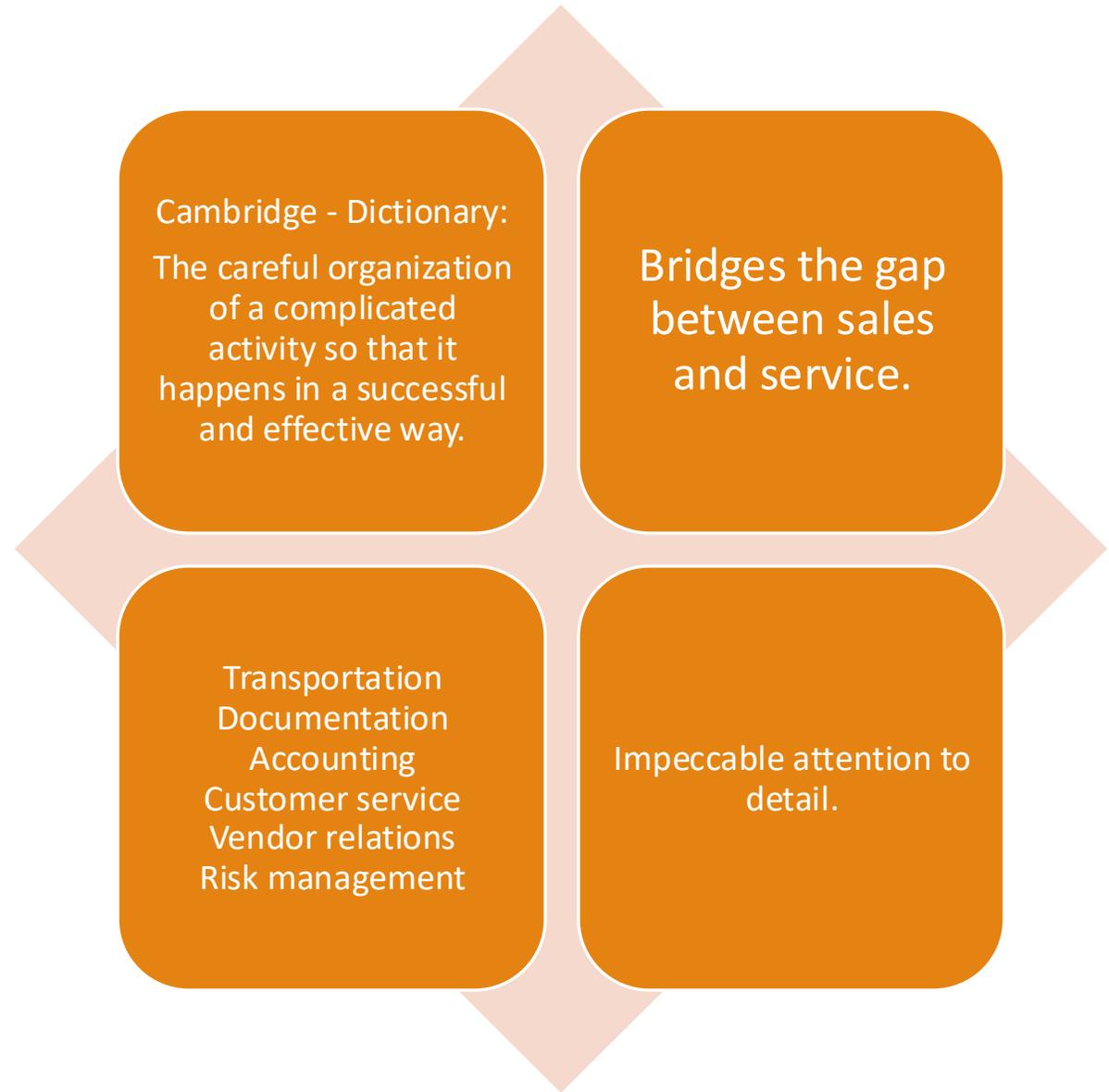
## Oxford - Dictionary:

- The commercial activity of transporting goods to customers.

## Cambridge - Dictionary:

- The careful organization of a complicated activity so that it happens in a successful and effective way.

# LOGISTICS – TO ME



# TIMELINE FOR HOW ALMONDS SHIP

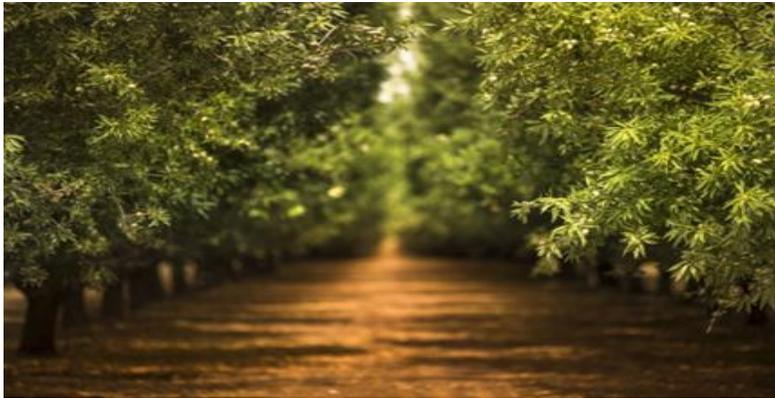
## From Orchard to Overseas

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Huller → Handler

Handler → Exporter

Exporter → Overseas Destination



# IN THE ORCHARD — year after year commitment

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## Harvest – Field Transport – Delivery to Huller / Sheller

- Orchard management practices that have a direct impact on future processing
  - Orchard Sanitation and Pest Management
    - KEY GROWER ACTIONS
      - Winter sanitation – shake and remove mummy nuts before bloom
      - Navel orangeworm control
      - Clean orchard floor
    - SHIPMENT CONNECTION
      - Potentially less intensive fumigation
      - Lower aflatoxin risk -> faster lab clearance for export -> smoother documentation and export timing
      - Reduced debris and foreign material downstream
  - Moisture and crop Maturity monitoring – harvest timing and on-ground drying
    - Help prevent mold or rancidity during overseas transit
    - Aflatoxin growth
    - Rejections or delays due to failing microbiological or visual quality tests
  - Protect Kernel Integrity During Harvest and Transport
    - Physical damage at harvest translated to broken kernels, increased dust, and greater insect and moisture susceptibility later – all which can have an impact downstream

JUST TO NAME A FEW... ABC funding, research, tools continue to evolve and benefit the industry

# HULLER + SHELLER — days to weeks

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Throughput constraints during peak harvest – logistics is more than just trucking

- Weighing, sampling, storage, drying, cleaning, processing, labor – impeccable coordination
- Early quality control: moisture, foreign material, insect control – take days off weeks

Upgrades in pre-cleaning and foreign material detection – demand for real-time quality data

- Continuous-flow dryers with moisture sensors (real-time moisture mapping)
- Automated shelling lines with vision inspection
- Inline foreign-material removal and optical sorters
- Equipment and technologies that capture data and monitor throughput will continue to play a major role in our industry.

ROI: fewer reworks, better shelling yields, faster handoffs

# HANDLER — days, weeks, months

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Inshell / kernels / variety / grade / size / destination / committed sales

Like growers during harvest, huller / shellers during peak season, handlers are working around the clock to meet global demands and expectations.

Cleaning / sizing / sorting / USDA / lab testing / fumigation / phytosanitary

- Constant cycle of meeting requirements set forth by the handler's food safety certifier, government regulators, and the customer.

Packaging / Labeling

- Managing material types / sizes / inventory
- Fast, quality printing to accommodate customer's needs from foreign text, images, to barcodes

Documentation

- Standard and customized based off customer's needs and destination requirements

# HANDLER — cont...

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Managing throughput constraints to improve turnaround speed for inbound loads

- Tools to better manage traceability requirements
- Optical sorter advancements
- Documentation digitization

ABC BTS Experts

- Fumigation and MRL requirements
- Aflatoxin – ePEC and Japan protocol
- Labeling requirements
- AND SO MUCH MORE...

# EXPORTER — The Experts In The Process

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The careful organization of a complicated activity so that it happens in a successful and effective way.

Exporter – can be the handler or trader

- International trade regulations
- Customs procedures and documentation
- Logistics and shipping
- Foreign market requirements and standards
- Payment methods and trade finance
- Trade agreements and tariffs

# MY ROLE – Exporter / Trader

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## RISK MANAGEMENT

Know Your Handler

Know Your Customer

Know Your Destination

# THE CONTAINER — The Steel Box That Changed the World

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Container shipping is an industry that underpins the global economy.

- Dates back to 3<sup>rd</sup> Century BC
- 1956 – Container invented by Malcom McLean
- 1960s – global adoption of consistent container sizes and handling equipment

DECADES OF RAPID GLOBAL EXPANSION – enabling efficient intermodal transportation

- When I started in 2013
  - Multiple carriers with multiple weekly options
  - Multiple consolidations and new carrier alliance

PANDEMIC

- Exports have always relied on imports
- Major global imbalance of the placement of empty equipment
- Suez canal amplified situation
- First time industry was competing against everything that went into (and didn't) go into a 40' container
- Vessel weight balance
- Pandemic triggered carriers to order new vessel, more capacity
- Red Sea situation

# CONTAINER SHIPPING — cont...

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## PRESENT / FUTURE

- Container shipping carries over 80% of global trade by volume
- Mega vessels with capacity over 24,000 TEU
- Tariffs and Trade
- Technologies – real-time tracking and digital documentation
- Push for carriers to reduce their carbon footprint
- Manufacturing shifts impact shipping routes
- Global peace / stability will impact capacity
- USA – ports / unions / routing
  - East Coast expansion projects to accommodate mega vessels
  - Automation

# ALMONDS & THE PORT OF OAKLAND

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We are so fortunate to have Oakland in our backyard!

- Shorter Trucking Time From Central Valley to Port
- Faster Container Turnaround
- Reduced Risk of Missing Vessel Cut-offs
- Faster Re-routing If Something Goes Wrong
- Faster Response to Global Buyer Demand

RELIABLE SERVICES OUT OF WEST COAST PORTS ARE KEY TO THE TIMELINE

# THANK YOU

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We are all doing our part to keep almonds moving.

## CULTIVATING A HEALTHIER FUTURE

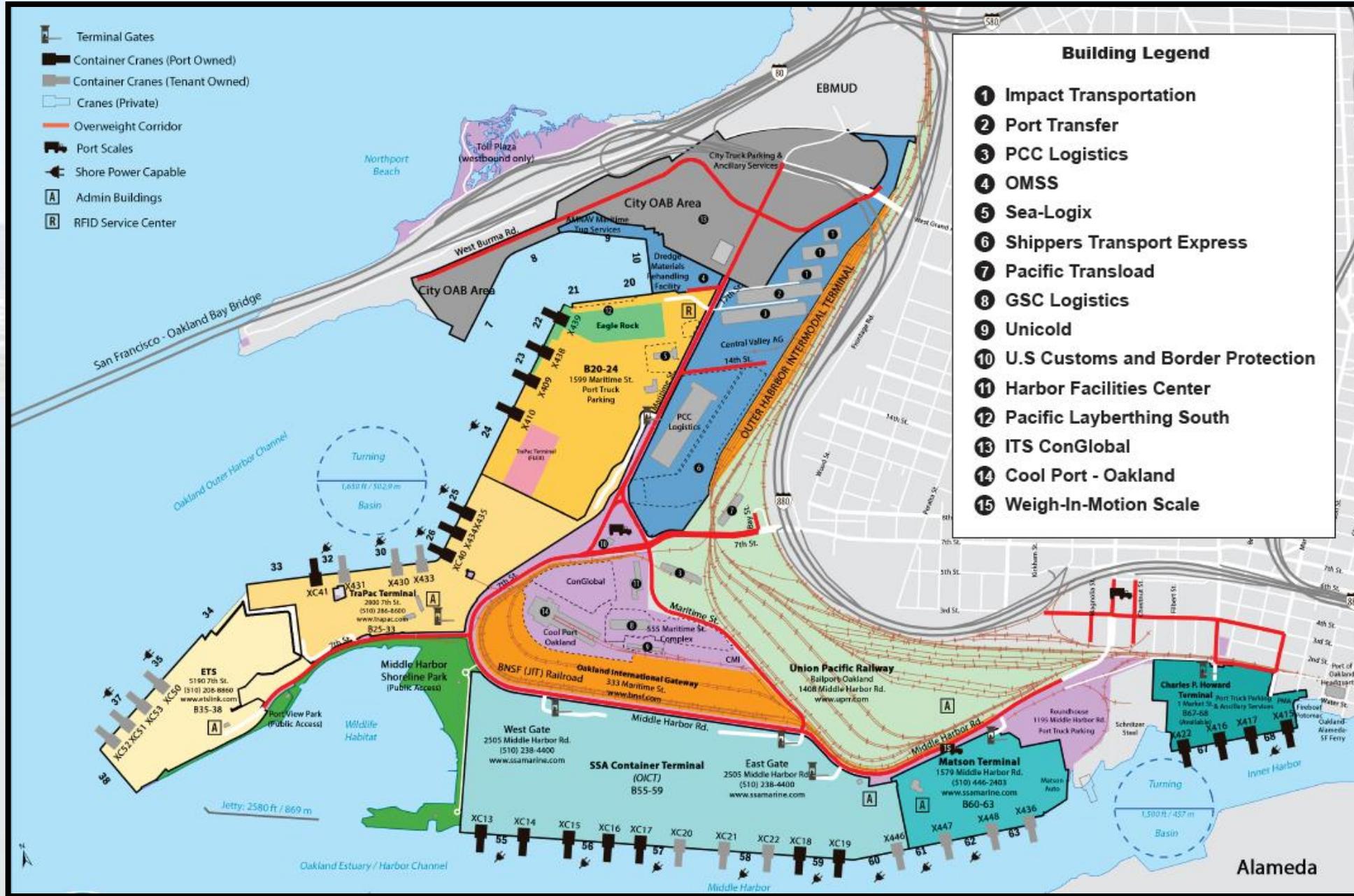


# Greetings From Port of Oakland



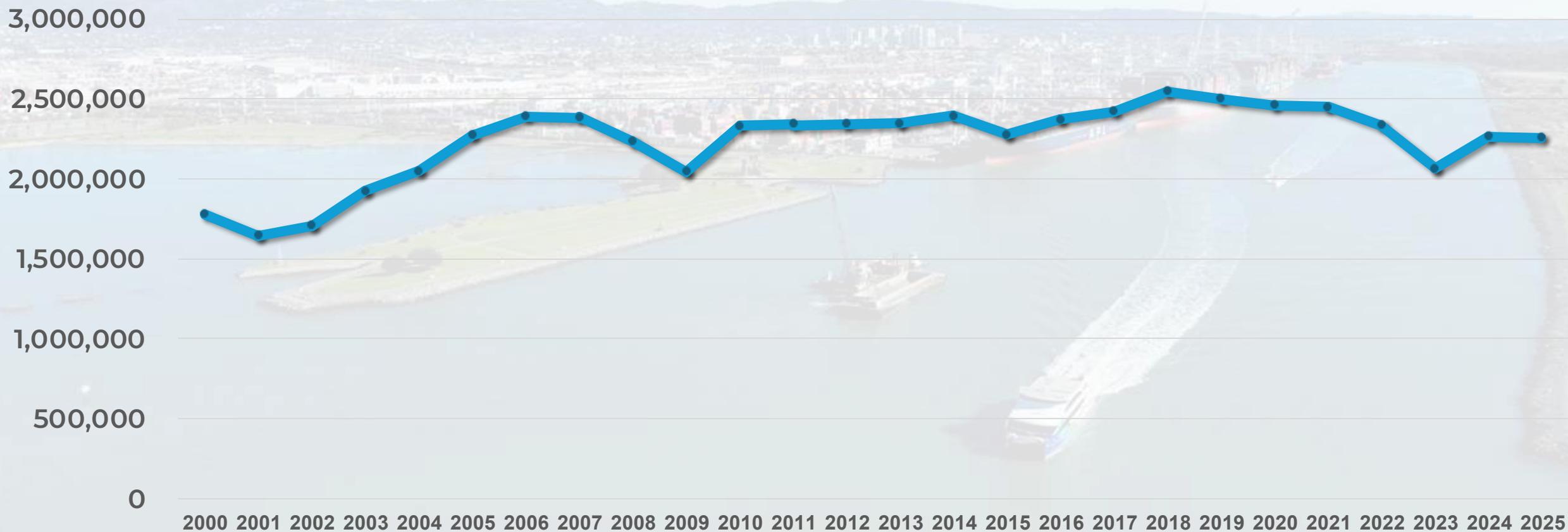


# Port of Oakland – Northern California’s Green Gateway





# Port of Oakland TEU Volumes 2000 - 2025





# 20-year Import Commodity Comparison

Rank	Commodity	Rank	Commodity
1	Furniture	1	Furniture
2	Auto Parts	2	Batteries
3	Miscellaneous Cargo	3	Wine
4	Toys	4	Glass Containers
5	Tires	5	Auto Parts
6	Wood	6	Seats
7	Wine	7	Plastics Products
8	Typewriter Parts	8	Travel Goods
9	Office Machines	9	Plastic Containers
10	Seats	10	Tires

Red arrows on the left indicate a downward shift in rank for rows 3 through 9. Green arrows on the right indicate an upward shift in rank for rows 2 through 9. Green and blue curved arrows connect the commodity names between the two tables to show their new positions.



# 20-year Export Commodity Comparison

Rank	Commodity	Rank	Commodity
1	Paper Scrap	1	Paper Scrap
2	Tech Minerals	2	Nuts
3	Wine	3	Ferrous Scrap
4	Pork	4	Beef
5	Cotton	5	Pork
6	Food Preparations	6	Rice
7	Nuts	7	Citrus
8	Hay	8	Wine
9	Waters	9	Tomatoes Prepared
10	Citrus	10	Hay

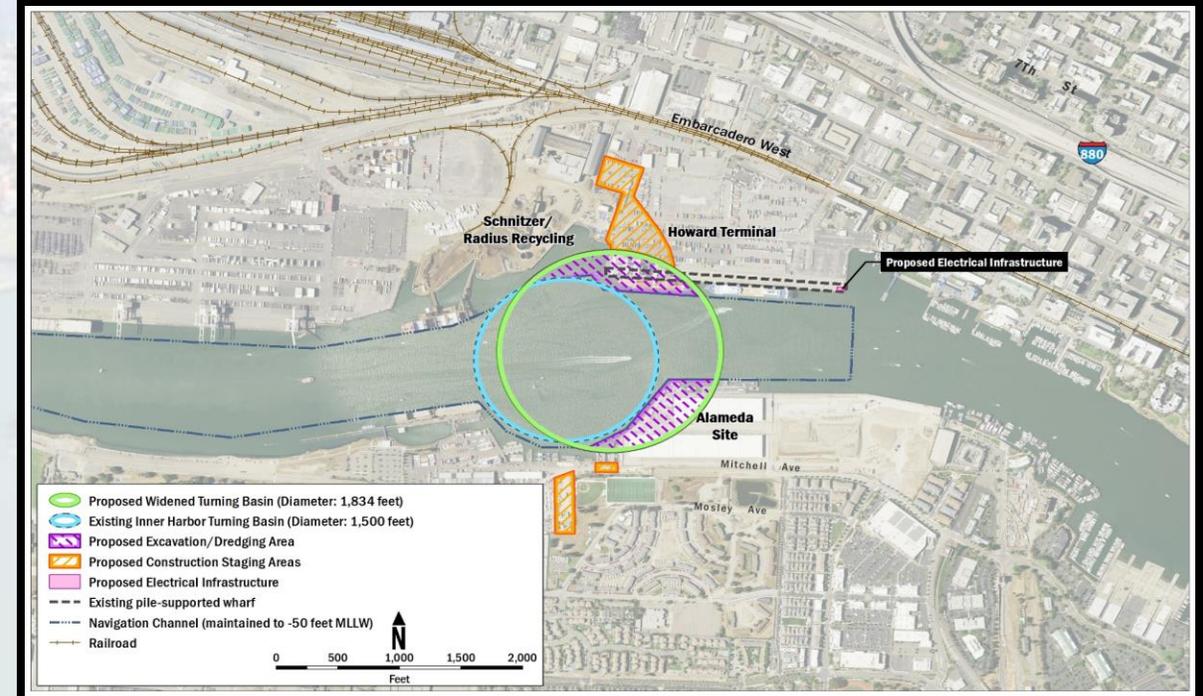
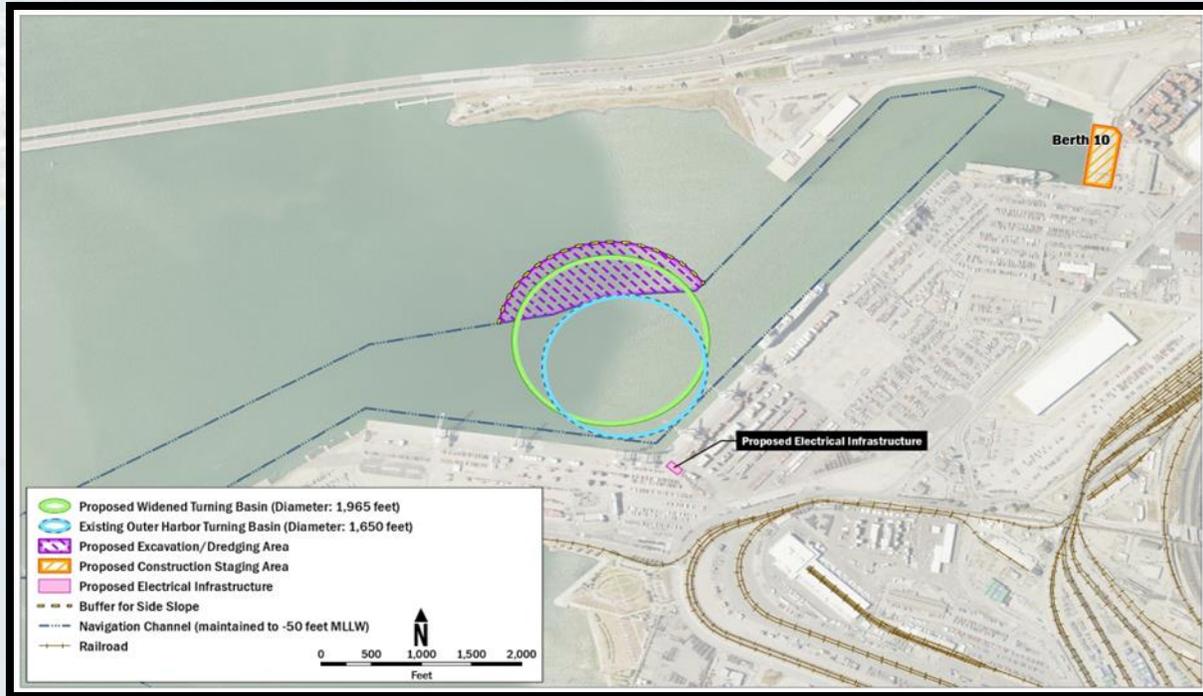
Red arrows on the left indicate rank changes: Rank 2 (Tech Minerals) down to 5 (Cotton), Rank 3 (Wine) down to 8 (Hay), Rank 4 (Pork) down to 5 (Pork), Rank 5 (Cotton) down to 6 (Food Preparations), Rank 6 (Food Preparations) down to 7 (Nuts), Rank 7 (Nuts) down to 9 (Waters), Rank 8 (Hay) down to 10 (Citrus).

Green arrows on the right indicate rank changes: Rank 3 (Ferrous Scrap) up to 2 (Nuts), Rank 4 (Beef) up to 3 (Ferrous Scrap), Rank 6 (Rice) up to 5 (Pork), Rank 7 (Citrus) up to 6 (Rice), Rank 9 (Tomatoes Prepared) up to 8 (Wine).

Blue arrows show commodity movement: Paper Scrap (1 to 1), Tech Minerals (2 to 5), Wine (3 to 8), Pork (4 to 5), Cotton (5 to 6), Food Preparations (6 to 7), Nuts (7 to 2), Hay (8 to 10), Waters (9 to 9), Citrus (10 to 7).



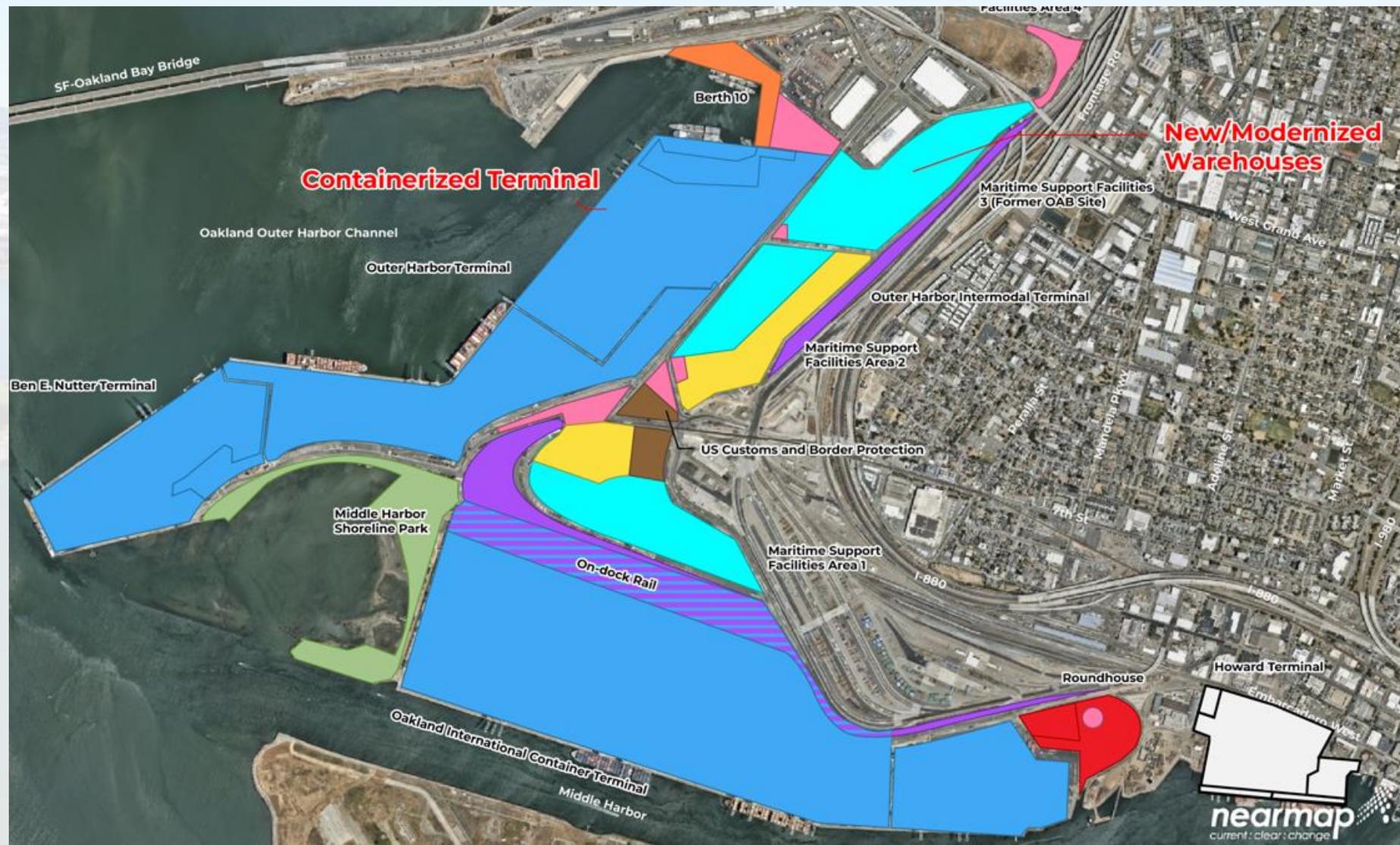
# Turning Basins Widening Project





# On-Going Discussions

- Terminal Expansions
- On-dock Rail
- Howard Terminal
- Terminal Investments





## Looking Ahead

- Advance Green Port Modernization
- Elevate Rail Capabilities
- Expand Cold Supply Chain Infrastructure
- Improve Data Sharing & Transparency





# Thank you From Port of Oakland





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Debbie McMillan, Derco Foods



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