

2017 GLOBAL DISTRICT MANAGERS MEETING

Monday, December 4th

Tuesday, December 5th

Wednesday, December 6th

Hyatt Regency Hotel / Bellevue, WA

THE PACE OF
OUR NETWORK

Keeping stride

Welcome!

We are excited to host this year's Global DM, Global RVP, Product and Service Meetings at the Hyatt Hotel in Bellevue. The city is located just 15 minutes east of downtown Seattle across Lake Washington. The hotel and surrounding area is set up nicely for our meeting.

I think all of us are excited about the fruits of your efforts over the past several months. Your focus and execution has helped drive superior financial results for Q3. Nice job! We do not want to lose the momentum that you have created. Our key strategic initiative is to "at a minimum, Grow at the Pace of the Market." This needs to be the outcome of all we do and how well we do it. This year's agenda revolves around Pace. The better we are at what we do, the more we can deliver great value to our customers. This will lead to increased business, which will drive Pace. Think about that! This is how incentives are supposed to work. This will create opportunities at all levels. Your job is to remember that everyone's contribution matters. So get into this meeting, pay attention during the sessions, be a contributor and be ready when you get back to the home base to share and execute what you have learned.

While you are here, please remember that you are representing Expeditors. We ask you to respect those around you and the facilities we are using. We also ask that you are engaged in this meeting and attentive during the sessions. When you get back to your District, be ready to share and execute what you have learned. Finally, make an effort to get talk to your fellow employees that you do not know very well. The more we are connected and committed to one another, the stronger our network is.

Let us have a great meeting, stay focused, and have some fun along the way!

Your GEO Leaders,



Rick Rostan



Allen Wang



Khoon Ling Lim



Tim Barber



Bill Romberger



Murali Krishnamurthy

LOCAL CONTACTS

Meeting Contacts

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Hyatt Regency Hotel

(425) 462-1234
900 Bellevue Way NE
Bellevue, WA 98004

6:30 - 7:30 Breakfast - Grand Ballroom A-D

GENERAL SESSION / Grand Ballroom E-K

7:30 - 8:00 **Opening - Driving Pace: The Power and People of our Network**
Rick Rostan

8:00 - 8:45 **Your Role Improving the Performance of the Network**
Jeff Musser

8:45 - 9:45 **Market Pace, Grow Europe, Grow China, Leverage North America - Updates**
Geo Leaders

9:45 - 10:00 *Break*

10:00 - 10:45 **Strategy Update**
Phil Coughlin

10:45 - 11:30 **Global Information Services Strategy**
Chris McClincy

11:30 - 12:00 **District of the Year**
Geo Leaders

12:00 - 1:30 *Lunch - Grand Ballroom A-D*

1:30 - 2:15 **The Pace of Cash**
Brad Powell

2:15 - 3:00 **Legal Updates: An Aphoristic Tour**
Ben Clark

3:00 - 3:15 *Break*

3:15 - 4:00 **Pace of Service**
Gene Alger

4:00 - 4:45 **Product & Service Provider Management Update**
Dan Wall

6:30 - 10:30 **Reception at Lucky Strike**
Casual attire - Wear a shirt or jersey that represents your city

6:30 - 7:30 Breakfast - Grand Ballroom A-D

7:15 - 5:10 **Global SVP, RVP, DM, BM, GBO Breakout Sessions** (below)
Global Product & Service Meetings (next page)
Agendas distributed in gift bags

GLOBAL SVP, RVP, DM, BM, GBO BREAKOUT SESSIONS

Measure of a Successful District: Keeping & Exceeding Pace	Topic 1 A Vibrant Sales & Account Management Program Vivek K. Alastair W. Grant C.	Topic 2 Operational Excellence Maged R. Clemens R. Kaiser L. Melissa G.	Topic 3 Reducing Our Cost to Serve Thomas S. Barthul H. Bryan B.	Topic 4 Financial Literacy John K. Frank S. Hoon J. Diego V.	Topic 5 Managing Through Volatility Paolo D. Mary Y. Todd H.	Topic 6 Revenue Recognition Finance GBO
	Evergreen A	Evergreen B	Evergreen C	Evergreen G	Evergreen H	Evergreen I
7:15 - 8:35	Team 1	Team 2	Team 3	Team 4	Team 5	Team 6
8:40 - 10:00	Team 6	Team 1	Team 2	Team 3	Team 4	Team 5
10:00 - 10:15	Break					
10:15 - 11:35	Team 5	Team 6	Team 1	Team 2	Team 3	Team 4
11:35 - 12:50	Lunch - Grand Ballroom A-D					
12:50 - 2:10	Team 4	Team 5	Team 6	Team 1	Team 2	Team 3
2:15 - 3:35	Team 3	Team 4	Team 5	Team 6	Team 1	Team 2
3:35 - 3:50	Break					
3:50 - 5:10	Team 2	Team 3	Team 4	Team 5	Team 6	Team 1

GLOBAL PRODUCT & SERVICE MEETINGS

7:15 - 5:10	Transition & Implementation - Balsam
7:30 - 4:45	Air - Evergreen F
7:30 - 5:10	Customs - Grand Ballroom I
7:30 - 4:15	Distribution - Evergreen E2
7:30 - 5:10	Information Services - Grand Ballroom F
7:30 - 4:30	Ocean - Grand Ballroom E
7:30 - 5:00	Order Management - Grand Ballroom J
7:30 - 5:10	Sales & Marketing - Regency C
7:30 - 4:45	Transcon - Grand Ballroom G
7:45 - 5:00	Project Cargo - Laurel
8:00 - 5:00	Account Management - Grand Ballroom K
8:00 - 5:00	Finance - Regency E
8:00 - 5:00	Security, Health & Safety - Regency B
8:00 - 5:00	Trade Compliance - Regency G
8:00 - 5:00	Training - Regency A
11:35 - 12:50	<i>Lunch - Grand Ballroom A-D</i>

EVENING EVENTS / All DM Meeting Attendees

6:15 - 7:00	Cocktail Hour - Grand Foyer
7:00 - 9:00	Gala Dinner - Grand Ballroom District of the Year Winner and Global District of the Year Awards <i>Formal attire</i>
9:00 - 12:00	After Party - Evergreen Ballroom

TUESDAY BREAKOUT SESSION TEAMS: SVPs, RVPs, DMs, BMs, GBO

Team 1: Belling's Hams	Team 2: Enna's Thai	Team 3: Bell's Views
<p>Agnes Phieler - BUH</p> <p>Antonio Ramos - LIM</p> <p>Benoit Hugron - YUL</p> <p>Bryan Bass - IAH</p> <p>Daniel Borsatto - CWB</p> <p>Daniel Salgado - SJO</p> <p>Deanna Wilson - CHQ</p> <p>Ed Lindblad - TUL</p> <p>Erinc Uzmez - QIN</p> <p>Felipe Balthazar - POA</p> <p>Fernando Castro - RIO</p> <p>Gavin Torpey - MAN</p> <p>Gerben Rignalda - JFK</p> <p>Greg Malter - DFW</p> <p>Guillermo Fernandez - BOG</p> <p>Igor Morais - PTY</p> <p>James Hudakoc - YYZ</p> <p>Jamie Wiltse - YYC</p> <p>John Kerner - DFW</p> <p>John Klag - MSY</p> <p>Jose Eduardo - SAO</p> <p>Keiley Ostrow - CHQ</p> <p>Kestutis Bacevicius - VNO</p> <p>Kevin White - ABZ</p> <p>Lance Hofseth - YVR</p> <p>Lawrence Tobia - ORD</p> <p>Melissa Grace - CHQ</p> <p>Michael Bellezza - BOS</p> <p>Mihrac Uzadali - IST</p> <p>Mike Robbins - YYZ</p> <p>Namik Kemal Karas - ANK</p> <p>Natalia Herrera - SJO</p> <p>Nick Banici - IAH</p> <p>Quentin Bell - AUS</p> <p>Remo Eigenmann - ZRH</p> <p>Rene Grabmuller - PRG</p> <p>Ross Hurst - YYZ</p> <p>Suleyman Ture - IST</p> <p>Todd Thomas - DFW</p> <p>Virgilio Santiago - SSZ</p> <p>Xara Omena - MAO</p>	<p>Alastair Walker - LHR</p> <p>Brian Coughlin - ORD</p> <p>Carl Hudson - EMA</p> <p>Chris LaBonte - MKE</p> <p>Claudia Richieri - MVD</p> <p>Dan Frasco - ORD</p> <p>Danny Lee - JKT</p> <p>Ebenezer Mohan - AKL</p> <p>Fabricio Scheunemann - SJO</p> <p>Fergus Cronolly - DUB</p> <p>Francis Cooke - ORK</p> <p>Franco Zafferri - FCO</p> <p>Guillermo Ayerbe - BUE</p> <p>Harold van den Herik - VIE</p> <p>Ingebeorg Drueckler - FRA</p> <p>Isaias Garcia - SDQ</p> <p>Janaina Muniz - VCP</p> <p>Jim Hornacek - ORD</p> <p>Jonathan McFetridge - BFS</p> <p>Jorge Molina - SCL</p> <p>Josephine Lim - SIN</p> <p>Juan Guilisasti - BUE</p> <p>Kirk Owers - ADL</p> <p>Laura Cayford - PER</p> <p>Lee Bell - SYD</p> <p>Lisa Welter - STL</p> <p>Mairead Craig - BRS</p> <p>Marcelo Mazze - BUE</p> <p>Mark Dobbs - BHX</p> <p>Melissa Pontaza - GUA</p> <p>Michael Guilfoyl - SNN</p> <p>P.A. Limauro - IND</p> <p>Paulo Fernandes - VCP</p> <p>Peter Molnar - BUD</p> <p>Peter Orrico - MEL</p> <p>Richard Fabia - LHR</p> <p>Robert Moody - CHQ</p> <p>Scott Walker - MCI</p> <p>Todd Hinkle - MSP</p> <p>Trevor Charon - SIN</p> <p>Troy McDonough - MSP</p>	<p>Agustin Bengochea - ELP</p> <p>Ana Cristina Pereira - LIS</p> <p>Asmizal Ahmad - KUL</p> <p>Barthul Hoefnagels - SIN</p> <p>Burak Ozgunay - BNA</p> <p>Carlos Alonso - LRD</p> <p>Damien Hagedorn - ATL</p> <p>Daniel Viro - LRD</p> <p>Daniele Valsecch - LUG</p> <p>Diego Diaz - MAD</p> <p>Dimitris Spiropou - ATH</p> <p>Eduardo Alba - MEX</p> <p>Ellis Lim - JHB</p> <p>Fernando Felix - GDL</p> <p>Frank Schaeffer - CDG</p> <p>Gianmarco Raimondi - FLR</p> <p>Giuseppe Defazio - MIL</p> <p>Grant Cusack - SYD</p> <p>Jennifer Williams - ATL</p> <p>Jim Conrad - BOS</p> <p>Joseph Coogan - JFK</p> <p>Kelly Blacker - ATL</p> <p>Lilee Kum - PEN</p> <p>Lily Barba - MFE</p> <p>Lily Ho - SUB</p> <p>Luis Gamez - MTY</p> <p>Marko Vuksanovic - BNE</p> <p>Matt Brown - RDU</p> <p>Matt Littleton - MEM</p> <p>Mike Malooly - ORF</p> <p>Mike Murphy - CLT</p> <p>Nicola Vignola - VRN</p> <p>Paolo Domante - MIL</p> <p>Robert Alsemgeest - BNE</p> <p>Robert Martinez - ELP</p> <p>Serene Chew - MEM</p> <p>Shannon Hicks - MEM</p> <p>Stefano Manenti - MIL</p> <p>Ted Baldwin - NOG</p>

Team 4: Elum's Claws	Team 5: Bain's Bridges	Team 6: Med's Diners
<p>Afsar Mahmoo - LHE</p> <p>Alain Abou Chedid - RUH</p> <p>Andrew McGann - PHL</p> <p>Carlton Ruesch - LAX</p> <p>Celia Pan - HGH</p> <p>Chris Mitchell - HNL</p> <p>Eric Mooney - LAX</p> <p>Eric Wong - HKG</p> <p>Ershad Ahmed - DAC</p> <p>Hadi El Hajj - AUH</p> <p>Hank Zhu - SZV</p> <p>Imran Khan - LHE</p> <p>James Marvin - BOS</p> <p>Janet Zhang - SZX</p> <p>Jason Bailey - SLC</p> <p>Jeff Lai - WUH</p> <p>Jeff Rhee - SEL</p> <p>Jerro Ko - XMN</p> <p>Joe Molisani - BUF</p> <p>Jose Molina - LAX</p> <p>Kai Zhang - CAN</p> <p>Kaiser Lam - HKG</p> <p>Keith Leung - TPE</p> <p>Kevin Shan - NKG</p> <p>Maged Al-Rajji - DXB</p> <p>Marta Piechel - WAW</p> <p>Mary Yao - SHA</p> <p>Matthew Springate - ORD</p> <p>Mike Hester - CLE</p> <p>Nick Griffin - PHX</p> <p>Patrick Duffy - JFK</p> <p>Rob Moore - YYZ</p> <p>Robbie Xu - NGB</p> <p>Robert Copty - CAI</p> <p>Samir Ghaoui - BEY</p> <p>Serge Boustany - JED</p> <p>Steve Walker - DTW</p> <p>Ted Stimmel - CMH</p> <p>Teri-Ann Scott - DTW</p> <p>Tony Han - CKG</p> <p>Trevor Moulton - SAN</p>	<p>Alex Liu - BJS</p> <p>Alex Chen - SHA</p> <p>Amin Gang - KHI</p> <p>Atul Penkar - BOM</p> <p>Ben Eidenschink - FRA</p> <p>Brian Carrabes - BOS</p> <p>C Joseph - BLR</p> <p>Christabel Ho - SIN</p> <p>Dave Warner - CVG</p> <p>Devang Brahembhatt - AMD</p> <p>Esko Orava - HEL</p> <p>Eugene Ravindran - BLR</p> <p>Hoon Jeong - SEL</p> <p>Gregory Nichols - SIN</p> <p>Jeff Arrow - SDF</p> <p>Joby Chu - HKG</p> <p>Joe El Deek - DMM</p> <p>Khalil Alabbasi - AMM</p> <p>Lennart Jensen - STO</p> <p>Mathew Joseph - DEL</p> <p>Nallendran Rajamanickam - MAA</p> <p>Patrick Wang - DLC</p> <p>Peter Kierland - PHL</p> <p>Peter Van Domburg - BRU</p> <p>Philip Dekker - BRU</p> <p>Prabhu Sampathkumar - HYD</p> <p>Ralf Buchberger - FRA</p> <p>Ramkrishnan Vijayakumar - DEL</p> <p>Ramzi Saad - BAH</p> <p>Rasmus Larsson - OSL</p> <p>Sajan John - MCT</p> <p>Satoshi Taira - TYO</p> <p>Sören Boskov - CPH</p> <p>Takenori Deguchi - OSA</p> <p>Thomas Sundin - STO</p> <p>Todd Ferguson - BWI</p> <p>Tony Saliba - DXB</p> <p>Tracy Peveri - BOS</p> <p>Troy Slagle - PIT</p> <p>Vivek Kumar - DEL</p> <p>Wael Hanna - KWI</p>	<p>Anthony Villanueva - SEA</p> <p>Arjan Kor - AMS</p> <p>Benjamin Koncilja - MUC</p> <p>Bjoern Adel - HAM</p> <p>Bob Keller - DEN</p> <p>Brian Flood - PDX</p> <p>Chance Kennedy - BKK</p> <p>Charles Francis - DOH</p> <p>Cindy Chen - SHA</p> <p>Clemens Reimer - AMS</p> <p>Cuong Huynh - PNH</p> <p>David Pongan - LYS</p> <p>Diego Viro - MIA</p> <p>Ed Rone - MIA</p> <p>Eric Chan - BKK</p> <p>Hans Zoellner - STR</p> <p>Heather Cannan - DUR</p> <p>Joerg Schroers - DUS</p> <p>Jude David - MNL</p> <p>Karen Oelschig - SAV</p> <p>Karl Hepokoski - BHX</p> <p>Karthikeyan Chandran - DXB</p> <p>Khaled Rihani - MCO</p> <p>Lauren Goddard - CPT</p> <p>Matthew Rios - SJJU</p> <p>Michael Mooney - SGN</p> <p>Michael van Dijk - RTM</p> <p>Mong Pheng Koh - BKK</p> <p>Randy Gould - CHQ</p> <p>Rick Catalani - SEA</p> <p>Rodrigo Funes - MIA</p> <p>Ron Kerbus - JNB</p> <p>Shannon Mostert - JNB</p> <p>Steffen Aussermeier - STR</p> <p>Steven Ross - SFO</p> <p>Taein Kim - SEO</p> <p>Teruo Miyamae - HAN</p> <p>Tim Hall - CHS</p> <p>Torsten Sweeren - DUS</p>

DAY 3 / WEDNESDAY, DECEMBER 6th

6:50 - 7:50 *Breakfast - Grand Ballroom I-K*

REGIONAL MEETINGS / Led by GEO Leaders

7:50 - 8:50 All DMs, RVPs, Product & Service

The Americas - Evergreen E

Europe - Evergreen F

MAIR - Evergreen A

North Asia - Evergreen B

South Asia - Evergreen C

8:50 - 9:00 *Break*

GENERAL SESSION / Grand Ballroom E-K

9:00 - 10:00 **Deployment**

Craig Wilwerding, Melissa Grace

10:00 - 10:30 **My Next Building: Do's and Don'ts**

Rick Rostan, Chris Pothering

10:30 - 11:15 **Customer Satisfaction & Employee Satisfaction**

Steve Grimmer

11:15 - 11:30 **Closing**

Tim Barber, Bill Romberger, Rick Rostan

11:30 - 1:00 *Lunch - Grand Ballroom I-K*



Attendees by Region

ATTENDEES BY REGION

GLOBAL

Jeff Musser	President & Chief Executive Officer
Dan Wall	President, Global Products
Gene Alger	President, Global Services
Rick Rostan	President, Global Geographies & Operations
Ben Clark	Senior Vice President, General Counsel & Corporate Secretary
Blake Bell	Senior Vice President, Global Transcon
Brad Powell	Senior Vice President & Chief Financial Officer
Bruce Krebs	Senior Vice President, Global Distribution
Chris McClincy	Senior Vice President & Chief Information Officer
Chuck Lynch	Senior Vice President, Corporate Controller
Craig Wilwerding	Senior Vice President, Global Business Operations
Dana Lorenze	Senior Vice President, Global Customs
Jonathan Song	Senior Vice President, Global Sales & Marketing
Jose Ubeda	Senior Vice President, Global Air
Karl Francisco	Senior Vice President, Global Ocean
Michelle Weaver	Senior Vice President, Global Order Management
Phil Coughlin	Senior Vice President & Chief Strategy Officer
Steven Grimmer	Senior Vice President, Account Management
Aaron Howes	Vice President, Risk Management & Insurance
Bret Backman	Vice President, Research & Development
Carlos Vega	Vice President, Financial Information Systems
Chris Pothering	Vice President & Associate General Counsel
Deanna Wilson	Vice President, Business Process
Dominic Kistner	Vice President, Accounting and Reporting
Henry Salloum	Vice President, Information Services
Ian Mallison	Vice President, Network Solutions
Kathryn McCafferty	Vice President, Training & Personnel Development
Michael Bellezza	Vice President, Tradewin
Mike Spranger	Vice President, Business Applications
Pat Roche	Vice President, Project Cargo
Pat St. Laurent	Vice President, Global Strategy
Scott Kelly	Vice President, Global Ocean Services
Sean Francisco	Vice President, Global Air
Tod Anderson	Vice President, Global Service Provider Management
Todd Brown	Vice President, Security, Health & Safety
Juan Posada	Senior Director, Global Strategy
Kevin Wilson	Senior Director, Verticals

GLOBAL
continued

Randy Gould	Global Director, Cargo Signal
Chris Peterson	Director, Global Sales Operations & Customer Solutions
Erin Talbott	Director, Marketing & Communications
Katy Greve	Director, Global Strategy
McCray Pettway	Director, Global Legal Services
Melissa Grace	Director, Global Business Operations
Noelle Berryman	Director, Global Legal Services
Patrick Douglas	Director, Global Security
Robert Moody	Director, Global Claims & Insurance Operations
Tim Baston	Director, Global Strategy
Trang Huynh-Fly	Director, Global Training Design
Justin Webster	US Senior Accounting Manager
Ruth Parrish	Strategy Program Manager, Global Strategy
Julianne Patten	Program Manager, Global Strategy
Arcelio Gerardo	Manager, FTZ
Keiley Ostrow	Manager, Global Business Operations
Matthew Springate	Manager, Tradewin
Neven Stojanovic	Technical Principal, Information Systems
Lawrence Tobia	Principal, Tradewin Drawback Services
Jim Conrad	Principal, Tradewin US
Justin Webster	US Senior Accounting Manager
Arcelio Gerardo	Manager, FTZ
Neven Stojanovic	Technical Principal, Information Systems
Lawrence Tobia	Principal, Tradewin Drawback Services
Jim Conrad	Principal, Tradewin US

**AMERICAS
PRODUCT &
SERVICE**

Bill Romberger	Senior Vice President, The Americas
John Kerner	Senior Vice President, North America
Joseph Coogan	Senior Vice President, North America
Kara Mahoney	Vice President, Account Management
Darren Bowman	Vice President, Transcon
Adam Kord	Director, Ocean
Angi Varga	Director, Transcon
Brad Muller	Director, Sales District Program
Brian McGinnis	Director, Account Management, North America
Chris Scott	Director, Enterprise Data & Analysis
David Adlam	Director, Air Export
Jason Owen	Director, North America Gateways
Jay Clay	Director, Business Process
Joe Allegra	Director, Air

ATTENDEES BY REGION

AMERICAS PRODUCT & SERVICE *continued*

John Butler	Director, Ground Network Services
John Nevelle	Director, Distribution
Jordy Moulton	Director of Operations, Distribution Services, US & Canada
Kanny Satar	Director, Sales Business Development
Madeleine Veigel	Director, Customs
Melissa King	Director, Network Solutions
Mike Barba	Director, Ocean Business Development
Nathan Mallory	Director, Risk Management & Insurance
Nicholas Panici	Director, Business Operations
Pam Robbins-Arcilla	Director, Information Services
Patrick DiDomenico	Director, Global Training & Personnel Development
Sean Kelly	Director, Transition & Implementation
Sean MacCorkle	Director, Order Management
Shannon Gonzales	Director, Project Cargo
Susan Jagiela	Director, Trade Compliance
Ted Henderson	Director, Customs, The United States
Teri-Ann Scott	Director, Program Management
Tom Finan	Director, Account Management - North America
Rob Moore	Senior Manager, Tradewin
Andre Uys	Regional Manager, Information Services Development
Dan Frasco	Regional Manager, North America Facilities
Gerben Ringnalda	Regional Manager, Service Provider
Karen Clayden	Manager, Account Management, North America
James Marvin	Regional Manager, East & Canada, Personnel Development
Armando Cadena	Regional Controller Mexico, Canada & Puerto Rico

CANADA

Ross Hurst	Regional Vice President, Canada
Benoit Hugron	District Manager
Jamie Wiltse	District Manager
Lance Hofseth	District Manager
Mike Robbins	District Manager
James Hudakoc	Branch Manager

MID ATLANTIC	Kelly Blacker	Regional Vice President, Mid-Atlantic
	Burak Ozgunay	District Manager
	Damien Hagedorn	District Manager
	Matt Brown	District Manager
	Matt Littleton	District Manager
	Mike Malooly	District Manager
	Mike Murphy	District Manager
	Jennifer Williams	Branch Manager
	Shannon Hicks	Branch Manager
MIDWEST	Todd Hinkle	Regional Vice President, Midwest
	Brian Coughlin	District Manager
	Chris LaBonte	District Manager
	Lisa Welter	District Manager
	P.A. Limauro	District Manager
	Scott Walker	District Manager
	Troy McDonough	District Manager
	Jim Hornacek	Branch Manager
NORTH CENTRAL	Steve Walker	Regional Vice President, North Central
	Dave Warner	District Manager
	Jeff Arrow	District Manager
	Joe Molisani	District Manager
	Mike Hester	District Manager
	Ted Stimmel	District Manager
NORTHEAST	Brian Carrabes	Regional Vice President, Northeast
	Andrew McGann	District Manager
	Patrick Duffy	District Manager
	Todd Ferguson	District Manager
	Tracy Peveri	District Manager
	Troy Slagle	District Manager
	Peter Kierland	Operations Manager

ATTENDEES BY REGION

NORTHWEST	Bob Keller	District Manager
	Brian Flood	District Manager
	Rick Catalani	District Manager
	Steven Ross	District Manager
	Anthony Villanueva	Branch Manager
	Zeid Houssami	Branch Manager
SOUTH CENTRAL	Bryan Bass	District Manager
	Ed Lindblad	District Manager
	John Klag	District Manager
	Quentin Bell	District Manager
	Todd Thomas	District Manager
	Greg Malter	Branch Manager
SOUTHEAST	Diego Viro	Regional Vice President, Southeast
	Ed Rone	District Manager
	Karen Oelschig	District Manager
	Khaled Rihani	District Manager
	Matthew Rios	District Manager
	Tim Hall	District Manager
SOUTHWEST	Rodrigo Funes	Branch Manager
	Jose Molina	Regional Vice President, Southwest
	Carlton Ruesch	District Manager
	Jason Bailey	District Manager
	Nick Griffin	District Manager
	Trevor Moulton	District Manager
SOUTHERN BORDER & MEXICO	Eric Mooney	Branch Manager
	Chris Mitchell	Branch Manager
	Carlos Alonso	Regional Vice President, Mexico & Southern Border
	Robert Martinez	Country Manager, Mexico
	Agustin Bengochea	District Manager
	Daniel Viro	District Manager
	Eduardo Alba	District Manager
	Fernando Felix	District Manager
	Lily Barba	District Manager
	Luis Gamez	District Manager
	Ted Baldwin	District Manager

**LATAM
PRODUCT &
SERVICE**

Guillermo Ayerbe	Senior Vice President, Latin America
Anderson Almeida	Director, Project Cargo
Diego Estrin	Director, Air
Edmir Camargo	Director, Transcon
Gabriela Fattori	Director, Ocean
Ignacio Noguer	Director, Distribution
Maria Ferreira Yu	Director, Training, Personnel Development, Security, Health & Safety
Sebastian Medina	Director, Sales
Joni Tirroniemi	Regional Controller

LATAM

Fabricio Scheunemann	Regional Vice President, CAS Region
Marcelo Mazzeo	Regional Director, Argentina, Chile & Uruguay
Paulo Fernandes	Regional Director, Brazil
Antonio Ramos	District Manager
Claudia Richieri	District Manager
Daniel Borsatto	District Manager
Daniel Salgado	District Manager
Felipe Balthazar	District Manager
Fernando Castro	District Manager
Guillermo Fernandez	District Manager
Igor Morais	District Manager
Isaias Garcia	District Manager
Janaina Muniz	District Manager
Jorge Molina	District Manager
Jose Eduardo	District Manager
Juan Guilisasti	District Manager
Melissa Pontaza	District Manager
Xara Omena	District Manager
Natalia Herrera	Branch Manager
Virgilio Santiago	Branch Manager

ATTENDEES BY REGION

EUROPE PRODUCT & SERVICE

Tim Barber	Executive Vice President, Europe
Kees Wagenaar	Senior Vice President, Europe
Andy Bryant	Vice President, Finance
Barry Baron	Vice President, Ocean Services
Jim Forristall	Vice President, Sales & Marketing
Mike Jones	Vice President, Route & Network Development
Alan Lobb	Director, Information Services
Alan Owen	Director, Customs
Aodhgan Braiden	Director, Air Cargo
Ben Erpels	Director District Sales
Cameron Smith	Director, Transition & Implementation
Christophe Richard	Director, Pricing
Des Whelan	Director, Account Management
Heather da Silva	Director, European Ocean Services
Ingeborg Drueckler	Director, European Agents & Israel
Karl Hepokoski	Director, Global Business Operations
Ketilbjorn Tryggvason	Director, Project Cargo
Kirstin Wahlig	Director, Training & Performance
Manal Sakr	Director, Trade Compliance
Marcus Stoneham	Director, Security, Health & Safety
Thomas Cros	Director, Customer Retention & Development
Tony McDermott	Director, Customs
Nick Hamer	Regional Manager, Order Management - Northern Europe
Ruairi Kearney	Manager, Airline & Gateway Development

BELGIUM, GREECE, IBERIA & LUXEMBOURG

Philip Dekker	Regional Director, Belgium, Greece, Iberia & Luxembourg
Ana Cristina Pereira	District Manager
Diego Diaz	District Manager
Dimitris Spirou	District Manager
Peter Van Domburg	District Manager

ITALY & SWITZERLAND

Paolo Domante	Regional Vice President, Italy & Switzerland
Gianmarco Raimondi	District Manager
Giuseppe Defazio	District Manager
Nicola Vignola	District Manager
Daniele Valsecchi	Branch Manager
Stefano Manenti	Branch Manager

CENTRAL EUROPE	Clemens Reimer	Regional Vice President, Central & Eastern Europe
	Agnes Phieler	District Manager
	Ben Eidenschink	District Manager
	Bjoern Adel	District Manager
	Hans Zoellner	District Manager
	Harold van den Herik	District Manager
	Michael van Dijk	District Manager
	Peter Molnar	District Manager
	Rene Grabmuller	District Manager
	Torsten Sweeren	District Manager
	Arjan Korf	Branch Manager
	Benjamin Koncilia	Branch Manager
	Joerg Schroers	Branch Manager
	Steffen Aussermeier	Branch Manager
	Ralf Buchberger	Branch Operations Manager
FRANCE	Frank Schaeffer	Regional Director, France
	David Pongan	District Manager
NORDICS	Thomas Sundin	Regional Director, Nordics
	Esko Orava	District Manager
	Sören Boskov	District Manager
	Lennart Jensen	District Manager
	Rasmus Larsson	District Manager
TURKEY	Suleyman Ture	Regional Vice President, Turkey
	Erinc Uzmez	District Manager
	Mihrac Uzadali	District Manager
	Namik Kemal Karas	District Manager
NORTHWEST EUROPE	Alastair Walker	Regional Vice President, Northwest Europe
	Carl Hudson	District Manager
	Fergus Cronnelly	District Manager
	Francis Cooke	District Manager
	Gavin Torpey	District Manager
	Jonathan McFetridge	District Manager
	Kestutis Bacevicius	District Manager
	Kevin White	District Manager

ATTENDEES BY REGION

NORTHWEST EUROPE *continued*

Mairead Craig	District Manager
Mark Dobbs	District Manager
Marta Piechel	District Manager
Michael Guilfoyle	District Manager
Remo Eigenmann	District Manager
Richard Fabian	District Manager
Franco Zafferri	Branch Manager

MIDDLE EAST, AFRICA, & INDIAN SUBCONTINENT PRODUCT & SERVICE

K Murali	Senior Vice President, Middle East, Africa, & Indian Subcontinent
Emile Zakka	Vice President, Distribution
Joseph Jamal	Vice President, Products
Abraham Moukarzel	Director, Trade Compliance
Billy Griffiths	Director, Africa Agents
Claude Sader	Director, Training
Essam Eid	Director, Sales
Halim Maamari	Director, Accounting
Karthikeyan Chandran	Director, Global Business Operations
Natalie Dow	Director, Account Management
Rajesh Thoppil	Director, Information Services
Shailesh Mor	Director, Ocean
Sudesh Bhagat	Director, Air
Toufic Hankache	Director, Order Management
Ziad Sarkis	Director, Customer Retention & Development
Elie Bachar	Transcon Manager, MENA
Imad Ghobril	Manager, Customs

MIDDLE EAST & NORTH AFRICA

Maged Al-Rajji	Regional Vice President, Middle East & North Africa
Alain Abou Chedid	District Manager
Charles Francis	District Manager
Hadi El Hajj	District Manager
Joe El Deek	District Manager
Khalil Alabbasi	District Manager
Ramzi Saad	District Manager
Robert Copty	District Manager
Sajan John	District Manager
Samir Ghaoui	District Manager
Serge Boustany	District Manager
Tony Saliba	District Manager
Wael Hanna	District Manager

PAKISTAN	Afsar Mahmood	Regional Vice President, Pakistan
	Amin Gang	District Manager
	Imran Khan	District Manager
	Ershad Ahmed	Country Manager
SOUTH AFRICA	Ron Kerbus	Regional Vice President, South Africa
	Shannon Mostert	District Manager
	Heather Cannan	District Manager
	Lauren Goddard	District Manager
INDIA	Vivek Kumar	Regional Vice President, India
	C Joseph	District Manager
	Devang Brahembhatt	District Manager
	Mathew Joseph	District Manager
	Nallendran Rajamanickam	District Manager
	Prabhu Sampathkumar	District Manager
	Atul Penkar	Branch Manager
	Eugene Ravindran	Branch Operations Manager
	Ramkrishnan Vijayakumar	Branch Operations Manager
NORTH ASIA PRODUCT & SERVICE	Allen Wang	Senior Vice President, North Asia
	TH Chiu	Vice President, Sales & Marketing
	Andy Park	Director, Ocean Product, China
	Eddy Ho	Director, Order Management
	Houston Goh	Director, Ocean Product
	Ivan Lee	Director, Transcon
	Johnny Ng	Director, Distribution Services
	Johnny Yip	Director, Gateway Development & Pricing, North & South Asia
	KK Chan	Director, Information Services, North & South Asia
	Margaret Lee	Director, Order Management Operations, North & South Asia
	Matt Ching	Director, Trade Compliance
	Paul Tan	Director, Air Product
	Ricky Wang	Director, Administration, Training & Personnel Development
	Seline Eng	Director, Customs Operations
	Wang Ping Yap	Director, Account Management
	Houston Liu	Regional Manager, Customer Retention & Development
	Vincy Wong	Regional Manager, Security, Health & Safety
	Cindy Chen	General Manager, Tradewin, China
	Taein Kim	General Manager, Tradewin, Korea

ATTENDEES BY REGION

NORTH ASIA PRODUCT & SERVICE *continued*

David Steinbach	General Manager, Project Cargo
Jasmine Bian	Manager, Transition & Implementation
Joby Chu	General Manager, Global Operations
Bo Lee	Financial Controller
Calvin Leung	Financial Controller, North & South Asia

CENTRAL CHINA

Mary Yao	Regional Vice President, Central China
Alex Chen	District Manager
Celia Pan	District Manager
Robbie Xu	District Manager
Tony Han	District Manager
Hank Zhu	Branch Manager
Jeff Lai	Branch Manager
Kevin Shan	Branch Manager

NORTH CHINA, JAPAN, KOREA & TAIWAN

Hoon Jeong	Regional Vice President, North China, Japan, Korea & Taiwan
Alex Liu	District Manager
Jeff Rhee	District Manager
Satoshi Taira	District Manager
Takenori Deguchi	District Manager
Patrick Wang	Branch Manager

HONG KONG & SOUTH CHINA

Kaiser Lam	Regional Vice President, Hong Kong & South China
Eric Wong	District Manager
Janet Zhang	District Manager
Jerro Ko	District Manager
Kai Zhang	District Manager
Keith Leung	District Manager

MALAYSIA, SINGAPORE & INDONESIA

Barthul Hoefnagels	Regional Vice President, Malaysia, Singapore & Indonesia
Danny Lee	Country Manager
Asmizal Ahmad	District Manager
Lilee Kum	District Manager
Trevor Charon	District Manager
Ellis Lim	Branch Manager
Lily Ho	Branch Manager

**SOUTH ASIA
PRODUCT &
SERVICE**

Khoon Ling Lim	Senior Vice President, South Asia
Iain Heydon	Director, Global Trade Compliance
Jean-Marie McKnight	Director, Training & Personnel Development
Jeffrey Tan	Director, Ocean
Michael Leong	Director, Customs
Rex Wang	Director, Air
Serene Chew	Director, Business Operations
Sonia Milanovic	Director, Sales & Marketing
Vincent Ho	Director, Transcon
Alphonsus Heng	General Manager, T&I
Alvin Lian	General Manager, Project Cargo Services
Christabel Ho	General Manager, Trade Compliance
Josephine Lim	General Manager, Security, Health & Safety
Leng Siang Lee	General Manager, Order Management
Marko Vuksanovic	General Manager, Tradewin
Patrick Thompson	General Manager, Information Services
Soo Leng Tay	General Manager, Customer Retention & Development
Wee Thoe Seet	General Manager, Distribution Services
Gregory Nichols	Principal, Expeditors Tradewin, Asia
Ken Loh	Financial Controller

**INDO CHINA &
PHILIPPINES**

Mong Pheng Koh	Regional Vice President, Indo China & Philippines
Chance Kennedy	District Manager
Cuong Huynh	District Manager
Jude David	District Manager
Michael Mooney	District Manager
Teruo Miyamae	District Manager
Eric Chan	Branch Manager

SOUTH PACIFIC

Grant Cusack	Regional Vice President, South Pacific
Ebenezer Mohan	District Manager
Laura Cayford	District Manager
Lee Bell	District Manager
Peter Orrico	District Manager
Robert Alsemgeest	District Manager
Kirk Owers	Branch Manager

FOR A SUCCESSFUL MEETING

We Highly Encourage:

- Participate 100%
- Be curious
- Listen to understand
- Seek unity, not separation
- Share your unique perspective and experience
- Be positive
- Have fun!

The Rules

- Be on time
- Phones and laptops are not to be in use during meeting hours, unless it is requested by your presenter as a part of your working session.

The Events

- Monday's evening event will take place at Lucky Strike, located in walking distance from the hotel. There are options to walk inside or outside. The event will begin at 6:30pm.
- Tuesday Cocktail Hour, Gala Dinner and After Party will take place at the hotel. The Cocktail Hour will begin at 6:15pm in the Grand Foyer.
- Wednesday evening is open. There are no group events planned.
- Your GEO, Product & Service Leaders will hold Thursday evening events.

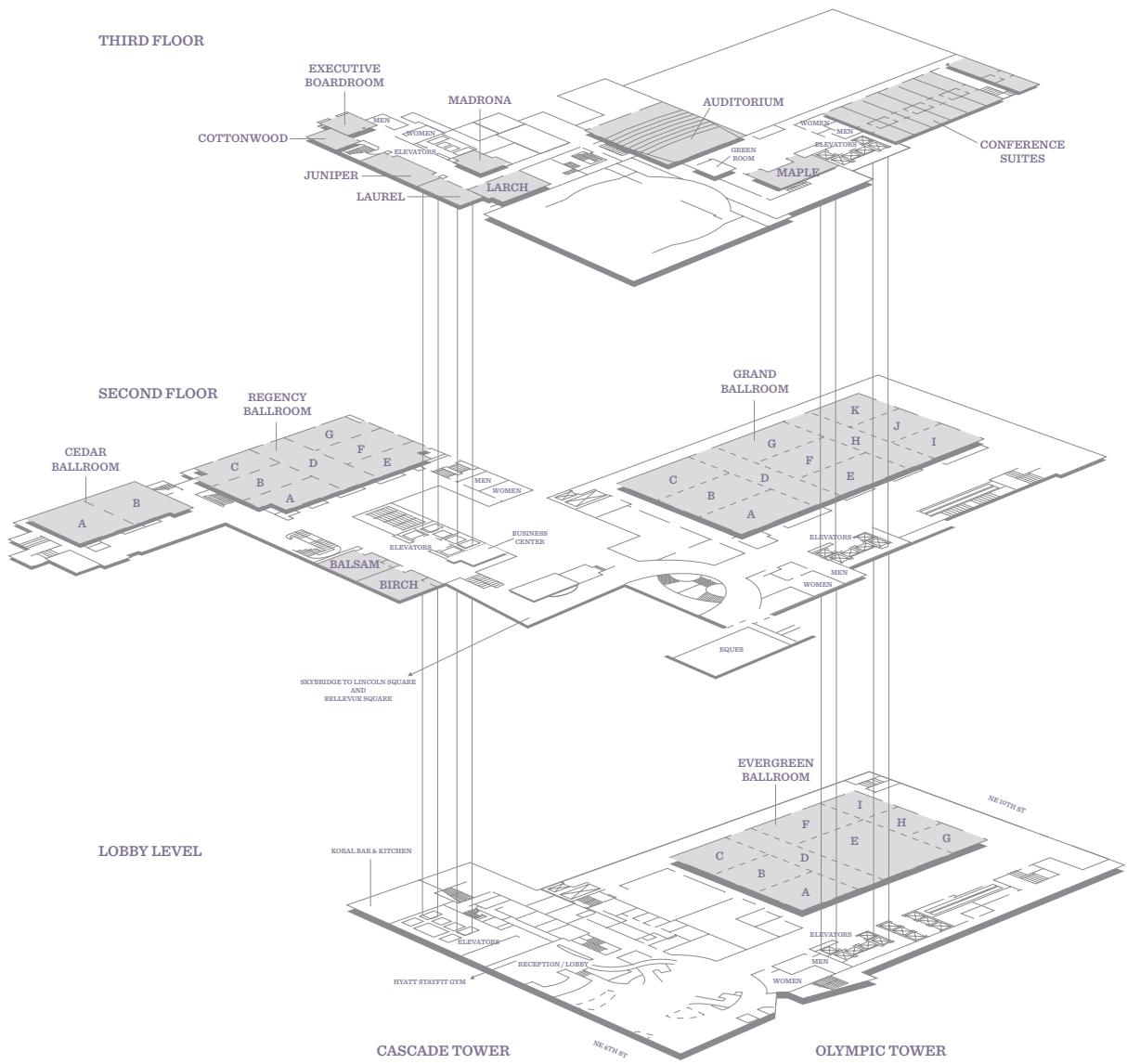
Dress Code

- Monday - Friday meetings are business casual attire. No jeans allowed.
- Monday's evening event is casual. Jeans are allowed. Wear a shirt or jersey that represents your city!
- Tuesday's evening event is cocktail attire for women, suit and tie for men.
- Bellevue and Seattle weather in December is generally overcast and averages 40-50°F. Be prepared for light rain and wind.

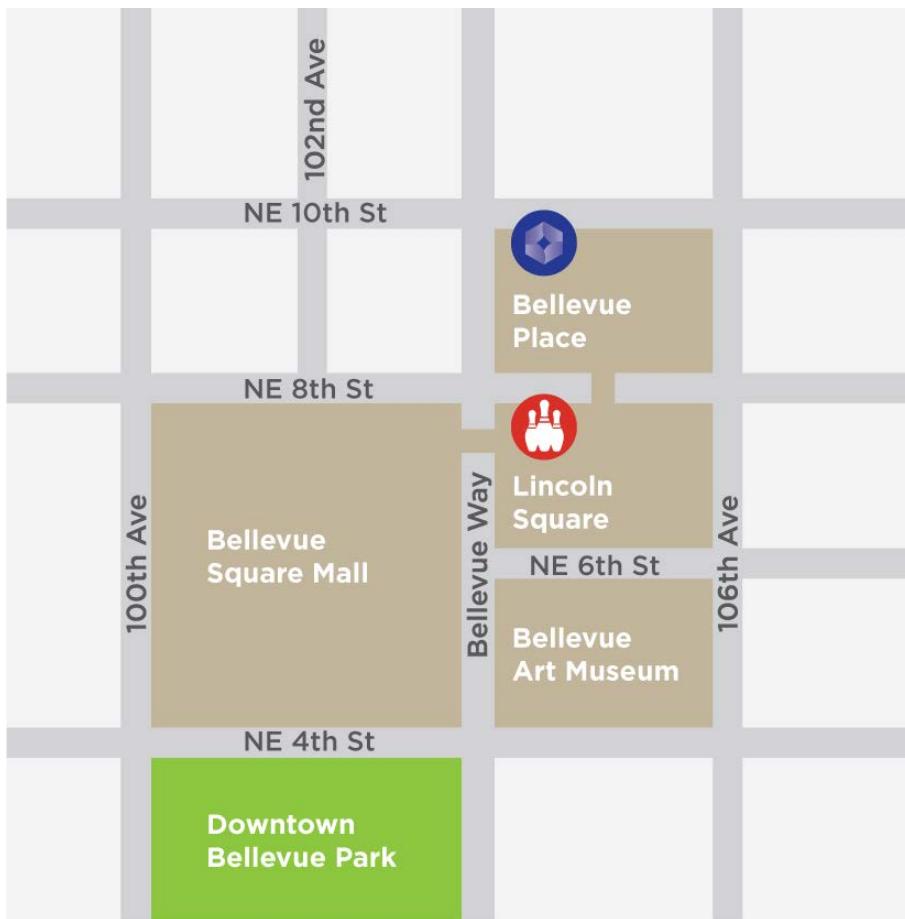
EXPECTATIONS OF A DISTRICT MANAGER

ETHICS	The District Manager is expected to conduct themselves, those they lead, and the Company's business to the highest standards and to protect the Company's reputation.
SACRIFICE	The District Manager is expected to sacrifice their personal and branch gain for the sake of the Company as a whole.
OBSESSED WITH DETAIL	The District Manager is expected to be obsessed with the fundamental details of running the business. This means being passionate about the basics of operations and consumed with making them consistently correct in order to achieve our goals.
OPERATIONS	The District Manager is expected to be literate in all aspects of Expeditors' business and operations, including our systems and accounting.
SALES	The District Manager is expected to have a comprehensive sales program that involves each person (including themselves) proportionately within each branch to secure and maintain new customers.
TRAINING	The District Manager is expected to address the training needs of the individuals within their branch, which includes fulfilling their personal growth goals as well as those of the company.
COMPANY DYNAMICS	The District Manager is expected to know Expeditors' working dynamics (where our offices are, our different product and services, and our organization) and to strictly adhere to Expeditors' mission statement.
CREDIT & COLLECTION	The District Manager is expected to follow Expeditors' credit and collection policy.
BUDGET	The District Manager is expected to prepare a yearly budget that increases and challenges their revenues over the current year.
FIRM BUT FAIR	The District Manager is expected to deal firmly with all of our people, all the time.

HYATT MEETING ROOMS



DOWNTOWN BELLEVUE MAP



Hyatt Regency Hotel
900 Bellevue Way NE
Bellevue, WA 98004



Lucky Strike
Monday evening event
700 Bellevue Way NE Suite 250

RESTAURANTS NEARBY

Name	Walking distance	Phone	Cuisine
13 Coins	In hotel	425.455.1313	American
Black Bottle	1 minute	425.223.5143	American/Tapas
Daniel's Broiler	2 minutes	425.462.4662	Steakhouse
Joey Bellevue	2 minutes	425.637.1177	American
Maggiano's Little Italy	4 minutes	425.519.6476	Italian
McCormick & Schmick's	4 minutes	425.454.2606	Steakhouse/Seafood
Cactus	5 minutes	425.455.4321	Mexican
Din Tai Fung	5 minutes	425.968.1095	Taiwanese
Earl's Kitchen + Bar	5 minutes	425.452.3275	American
P.F. Chang's	5 minutes	425.637.3582	Chinese
Ruth's Chris Steakhouse	5 minutes	425.451.1550	Steakhouse
Tavern Hall	5 minutes	425.454.7500	American/Gastropub
The Melting Pot	5 minutes	425.646.2744	Fondue
Fogo de Chao	6 minutes	425.450.4004	Brazilian Steakhouse
Wild Ginger	6 minutes	425.495.8889	Thai
Palomino	7 minutes	425.455.7600	Italian
Lot No. 3	8 minutes	425.440.0025	Comfort Food
Purple Café & Wine Bar	8 minutes	425.502.6292	American
El Gaucho	11 minutes	425.455.2715	Steakhouse/Seafood
99 Park	13 minutes	425.999.3991	American-PNW
Pogacha	13 minutes	425.455.5670	Italian
520 Bar & Grill	14 minutes	425.450.0520	American
Bake's Place	14 minutes	425.454.2776	American
Bis on Main	14 minutes	425.455.2033	American
Local Burger	15 minutes	425.454.8559	Burgers



Expeditors®

The logo for Expeditors International features the word "Expeditors" in a white, serif font. A red, stylized arrow or swoosh graphic is positioned above the letter "i". A small registered trademark symbol (®) is located at the top right of the "s".