



AgTC/Midwest Shippers Association/USDA Ag Shipper Workshop – Minneapolis Thursday, December 6th, 2018

9 AM -- Registration, Coffee and Danish, Workshop: 9:30 AM to 2:00 PM

Location: Minneapolis Airport Marriott, 2020 American Blvd. East, Bloomington, MN.

[Click here to Register](#)

Ag Shipper Workshops -- off-the-record, informal, round table discussion of the most pressing challenges facing exporters and importers.

No press, ocean carriers or ports -- with the exception of invited high level carrier and rail guests and port sponsor.
Discussion continues over lunch, which will be served mid-day.

AgTC Member Fee: \$45 Midwest Shippers Association Member: \$100 Non-Member Fee: \$145

We keep topics timely, and talk about any transportation concern you have! Here are a few:

- **Trade & Transportation Overview** – China tariffs; Japan opening; new US-Canada Mexico Agreement; low sulfur fuel and other emerging challenges for exporters. Discussion facilitated by:
Peter Friedmann, Executive Director, AgTC
- **Ocean carrier service to Midwest shippers** – Alliances, mergers, new routes – What we need from ocean carriers (and what they need from us). Forecast on the year ahead.
Paul Devine, President - OOCL (USA) Inc
Mike Young, Vice President - OOCL (USA) Inc
- **Port Update from Port of Virginia and NW Seaport Alliance:** Challenges and solutions shipping through West and East Coast ports
- **Rail:** Outlook for rail service and rates, repositioning equipment inland, new services for time sensitive exports.
Tom Chmielowski, Director of International Marketing, BNSF
- **Chassis:** New pools to reduce shortages.
- **Free Time Penalties:** Detention, demurrage – profit center for the carriers and terminal operators? Federal Maritime Commission investigation.
- **Export (and import) Documentation & Compliance:** Customs & Border Protection penalties
- **Trucking Stress:** ELD and Hours of Service enforcement. More rail, less truck? Inland container load points. Amazon and other importers' interest in match-back with exporters.
- **Labor at West Coast terminals.** AgTC's ground-breaking initiatives with ILWU.

YOUR concerns + questions –encouraged throughout the Workshop. Discussion, not speeches!
Questions? Call 202 783 3333 or info@agtrans.org

