



## AgTC/USDA Ag Shipper Workshop – Kansas City Tuesday, November 13<sup>th</sup>, 2018

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

**Location:** NorthPoint Logistics Conference Center  
 4825 NW 41st Street, Suite 500, Riverside, Missouri  
**Hotel Accommodations:** Argosy Hotel - (816) 746-3100

[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      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 for Midwest Shippers** – carrier service levels, consolidation, alliances, changing routes, detention/demurrage, forecasting coming challenges/opportunities – what we need from carriers, and what the carriers need from us.  
**Pierre-edouard Eouzan, from CMA CGM Headquarters, Marseille.** Overseeing TransPacific liner business  
**Richard Conser, Vice President, CMA-CGM (America)**
- **Rail:** Outlook for rail service and rates, repositioning equipment inland, new services for time sensitive exports.  
**Tom Chmielowski, Director of International Marketing, BNSF**
- **Southern California Port Update:** On-Dock Rail, automation, clean air mandates, new shipper liability for dray drives  
**Russell Mahakian, Business Development Manager, Port of Long Beach**
- **Free Time Penalties:** Detention, demurrage – enhancing efficiency or profit center for the carriers and terminal operators? Federal Maritime Commission Report.
- **Export (and import) Documentation & Compliance:** Customs & Border Protection penalties
- **Trucking Stress:** ELD and Hours of Service enforcement. More rail, less truck? Inland load points. Amazon's interest in match-back.
- **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](mailto:info@agtrans.org)

