



## AgTC/USDA Ag Shipper Workshop – Portland Wednesday January 30, 2019

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

**Location:** Sheraton Portland Airport 8235 NE Airport Way, Portland, OR

[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, labor 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 Pacific Northwest shippers** – Alliances, mergers, new routes, free time policy – What we need from ocean carriers (and what they need from us). Forecast on the year ahead.  
***Allen Clifford, Executive Vice President for Sales, MSC***  
***Niko Beci, Transpacific Services Trade Manager, MSC***
- **Northwest Cargo Flow:** Terminal congestion, automation, trucking and rail solutions into terminals  
***Puget Sound Gateway***– Tacoma and Seattle terminals, carriers challenging terminals, congestion, clean truck mandate, peel-off and eDray  
***Load points serving exporters and importers***- Port of Portland's T6/BNSF Shuttle, NW Container Services, possible new load points in Willamette Valley, Eastern Oregon and Eastern Washington.
- **Rail:** Outlook for rail service and rates, repositioning equipment inland, new services for time sensitive exports.  
***Patrick Kinne, General Director, International Marketing, BNSF***
- **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 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)

