



AgTC/USDA Ag Shipper Workshop – Sacramento

Tuesday, February 19, 2019

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

Location: The Dante Club 2330 Fair Oaks Blvd, Sacramento

[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 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 to California shippers** – Alliances, mergers, new routes, free time – 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
- **California Port Update:** On-Dock Rail, cold storage warehouse, automation, clean air mandates, Central Valley terminal container load point.
 - *Ron Brown, Port of Oakland*
 - *Susan Ransom, SSA Terminals*
 - *Brian Bauer, VP Operations, TraPac Terminal*
- **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



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