



## AgTC/USDA Ag Shipper Workshop – Fresno

Wednesday, February 19, 2020

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

**Location:** Double Tree- Convention Center 2233 Ventura Street, Fresno

[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:

- **Coronavirus** – Latest update on changes to China exports
- **Trade Update: China reducing barriers for US ag, European Union tariffs and threats, Japan market opening, U.S. Canada Mexico Agmt. (USMCA):** Shifting trade routes and carrier service.  
*Peter Friedmann, Executive Director, **Agriculture Transportation Coalition***
- **Ocean carrier service for ag shippers** – Low Sulfur Fuel Surcharges, alliances, consolidation, new routes, free time policy – What we need from ocean carriers (and what they need from us)  
*Uffe Ostergaard, President North America, **Hapag-Lloyd***
- **Marine Terminal:** Increasing productivity and reducing turn times at SoCal terminals.  
*Stephen Edwards, CEO, **TraPac** + Andrea Connolly, **TraPac***
- **Port Update:** *Wendy Fung, **Port of Long Beach***
- **Free Time Penalties** – Detentions (per diem) and demurrage – What can you do to protect yourself? AgTC Contract Language, Federal Maritime Commission takes action.
- **Trucking Stress:** AB5 independent contracted trucking, zero emissions fees to fund CA mandate.  
*Weston LaBar, **Harbor Trucking Association***
- **Chassis:** Ocean Carrier 'Box Rules' add cost/congestion at ports and rail ramps. What are the solutions?  
*Dick Craig, **North American Chassis Pool Cooperative***
- **Export (and import) Documentation CBP Penalties:** How we're fixing them.

**YOUR concerns + questions –encouraged throughout the Workshop. Discussion, not speeches!**  
Questions? Call 202 783 3333 or [info@agtrans.org](mailto:info@agtrans.org)



Specialty Crop  
Trade Council



Port of  
**LONG BEACH**  
The Green Port

