



AgTC/USDA Ag Shipper Workshop – Kansas City Wednesday, November 8th, 2017

9 AM -- Registration, Coffee and Danish, Workshop: 9:30 AM to 2:00 PM
Post-Workshop Bus Tour of KC Rail and Warehouse Facilities

Location: *NorthPoint Logistics Conference Center*
4825 NW 41st Street, Suite 500 Riverside, MO

Hotel Accommodations: Available across the street at Argosy Hotel

[Click here to Register](#)

Ag Shipper Workshops are a great opportunity for off the record, informal, round table style discussion of the most pressing current 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 discuss the most pressing concerns facing exporters in ocean, port, rail and trucking. Following are some topics, if you have others, let us know and/or bring them with you!

- **Introduction to General Discussion**, forum for all attendees to raise issues. Discussion facilitated by:
 - **Peter Friedmann, Executive Director, AgTC**
- **Ocean carrier service to Midwest shippers** – Alliances, mergers, new routes – What we need from ocean carriers. Forecast on the year ahead.
 - **Tim O'Connell, Senior Director of Refrigerated Sales, Maersk**
Maersk is the world's largest reefer container carrier; Mr. O'Connell is responsible for North America reefer container services, and will lead discussion on export and import, both dry and reefer, including container availability in the Midwest, and other issues facing Midwest agriculture and forest products shippers.
- **Rail:** Outlook for rail service and rates, repositioning equipment inland, new services for time sensitive exports.
 - **Burlington Northern Santa Fe**
- **Port Update:** On-Dock Rail, automation, new clean air mandates
 - **Joel Perler, Business Development Manager, Port of Long Beach**
- **ELDs and Trucking:** Electronic Logging Devices are coming, are you ready? Plus truck weights, hours of service
- **On-going labor issues at West Coast and East Coast terminals.** Disputed ILWU and ILA jurisdiction – short term and longer term impacts
- **Federal Maritime Commission.** Petition to prevent unfair congestion/per diem charges, etc.
- **YOUR concerns and questions –encouraged throughout the Workshop. This is a Discussion, not speeches!**

Questions? Call Abigail or Stephen at 202 783 3333 or info@agtrans.org

