



**AgTC/USDA Ag Shipper Workshop – Kansas City**  
**Thursday, November 3<sup>rd</sup>, 2016**

**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: The Argosy Hotel and Casino 777 NW Argosy Casino Pkwy (Room Block Group under "NorthPoint")**

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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: \$25      Non-Member Fee: \$125**

**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!**

- **Ocean carrier alliances**, mergers, bankruptcies – What we need from ocean carriers. Forecast on the year ahead.  
**Fabio Santucci, President, MSC (USA) and Allen Clifford, Executive VP, MSC**
- **Rail:** Outlook for rail service and rates, repositioning inland, latest STB regulations.  
**Tom Chmielowski, Director of International Marketing, BNSF**
- **SOLAS:** Mostly resolved, but some problems remain, requiring oversight
- **Hanjin Bankruptcy:** impact on exporters, freight rates, and export competitiveness
- **Zika Virus:** China requiring containers/ships from Florida (*who's next?*) certified as fumigated.
- **West and East Coast Ports:** labor contract negotiations: impact on export supply chain  
**Wendy Fung, Business Development Manager, Port of Long Beach**
- **New York Shipping Exchange:** A new means to lock in ocean freight rates.  
**Ed Zaninelli, on behalf of NYSHEX**
- **Trucking:** Hours of service, weight limits, electronic monitoring logs, air quality standards, and more
- **Federal Maritime Commission** supporting exports -- prevent unfair congestion/per diem charges, etc.
- **Port Performance Metrics:** Will the Dept. of Transportation Working Group effect change?

**YOUR concerns and questions –encouraged throughout the Workshop. This is a Discussion, not speeches!**

[Click here to Register](#)

**Questions? Call Abigail or Stephen at 202 783 3333 or [info@agtrans.org](mailto:info@agtrans.org)**

