



AgTC/USDA Ag Shipper Workshop – Tacoma
Tuesday, January 24, 2017

8:30 AM -- Registration, Coffee and Danish. **Workshop: 9:00 AM to 1:15 PM**

Location: Hotel Murano, 1320 Broadway St.

NW Seaport Alliance Terminal Tours Begin at 1:30 PM

Choose your own adventure! Tour a terminal/vessel, crane, rail and intermodal yard, or cold storage facility

[Click here to Register](#)

[Click here to book your hotel room at 15% discounted rate](#)

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.

Following are some topics to be discussed. If you have others, let us know and/or bring them with you!

- **Overview: What Ag and Forest Products Exporters Need Now to Deliver to Foreign Markets**
Peter Friedmann, Exec. Director, AgTC
- **Ocean carrier alliances**, 3 Japan carriers merging, bankruptcies – What we need from ocean carriers.
 Forecast on the year ahead.
Bill Payne, Vice Chairman, NYK North America
Jeanine Gabiola, Corporate Manager of Customer Service and Documentation, NYK
- **VGM:** Mostly resolved, but some problems remain, requiring our intervention
- **Hanjin Bankruptcy and Its Aftermath:** impact on exporters, freight rates, export competitiveness
- **Zika Virus:** China requiring containers/ships from Florida (*who's next?*) certified as fumigated.
- **West Coast Ports:** addressing congestion, labor contract negotiations, improving export supply chain
John Wolfe, CEO, NW Seaport Alliance
John Akre, Terminal 6 Manager, Port of Portland
Dean McGrath, President ILWU Local 23
Rich Austin, President ILWU Local 19
- **New York Shipping Exchange:** New means to lock in ocean freight rates. *Ed Zaninelli, NYSHEX*
- **Trucking:** Hours of service, weight limits, electronic logs, more efficient drayage program proposals
- **Recovering Your Per Diem/Demurrage/Detention Charges**

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

