



News Release

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Kansas Logistics Park partners with Port Authority of Kansas City, Mo

The Kansas Logistics Park (KLP) and the Port Authority of Kansas City, Missouri (PKCM) have partnered to enhance cooperation and foster a generation of new business. Through this partnership, both parties will benefit through the promotion and further development of connections and transportation links between them.

John Waltner, Chair of the Kansas Logistics Park Development Authority (KLPDA), and Michael Collins, President and CEO of PKCM, represented the agencies as the signing authorities for the Memorandum of Understanding (MOU). They shared their interest in the impact to economic development this partnership will have in the long term and in building a sustainable and competitive region. The document calls for a number of joint initiatives, including:

- Joint marketing activities to generate new shipping ventures.
- Data interchange to aide in determining future markets and strategies.
- Market studies pertaining to trade and statistics.
- Modernization and improvements information sharing which increases customer service and current national and international working practices.
- Training programs.
- Technological interchange that allows for the sharing of technological products and information.

Waltner shared his belief that economic development depends on the relationships that are built. "We very much appreciate the Port Authority and their support of this project. We look forward to lots of years of working on economic development on a global level.

Collins shared Waltner's belief, stating "in this region, if we are not looking at our core competencies and strengths as to what we can do for each other, we will lose the game of freight in economic development very quickly."

The partnership between the KLP and PKCM will be increasing valuable over the coming years as international trade grows in importance. China's economy is already the second largest in the world and is expected to double the U. S. economy by 2050. Asia will become the United States' primary trading partner. At the same time, Panama Canal is scheduled for expansion in 2014, allowing for much larger ships to transport foreign trade goods to the western hemisphere.

"We can't do it alone," Collins emphasized, "that is why we are working to find where those synergies are (and) why we are doing this strategic alliance with the KLP."