

## TUESDAY, DECEMBER 6

7:30 AM - 5:30 PM **REGISTRATION**  
*Location: Ballroom Foyer*

7:30 - 8:30 AM  **BREAKFAST**  
*Location: Ballroom Foyer*

8:30 - 8:45 AM  
**WELCOME REMARKS**  
*Location: Metropolitan Ballroom*

Chris Brooks, Executive Editor, The Journal of Commerce and JOC Events, IHS Maritime & Trade  
 Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime & Trade

8:45 - 9:30 AM  
**KEYNOTE ADDRESS**

### **MARKET OUTLOOK: WHAT VOLUME PROJECTIONS MEAN FOR PORT EFFICIENCY**

*Location: Metropolitan Ballroom*

The sheer volume of North American container traffic, which now exceeds the pre-recession peak, has exposed fault lines that started to show 10 years ago. Carriers are compounding the cargo-handling challenges with the deployment of ever-larger vessels, including the arrival this year at West Coast ports of the 18,000-TEU CMA CGM Benjamin Franklin. Carrier alliances are in a state of flux, with long-standing alliances disintegrating and transitioning to new arrangements in early 2017. What are the financial implications of these developments for ports and terminal operators considering their need for deeper berths, larger, modern terminals and more efficient cargo-handling? In his keynote address, Ronald Widdows, executive chairman of American Intermodal Management, chairman of the World Shipping Council and former group chairman of NOL (parent company of APL), will analyze the impact of larger vessels, ocean carrier consolidation, and restructured alliances on marine terminal productivity and the carriers and shippers they serve.

#### INTRODUCED BY

Chris Brooks, Executive Editor, The Journal of Commerce and JOC Events, IHS Maritime & Trade

#### KEYNOTE SPEAKER

Ronald D. Widdows, Executive Chairman, American Intermodal Management

9:30 - 10:30 AM

## SHIFTING ALLIANCES AND THE IMPACT ON TERMINAL OPERATORS

*Location: Metropolitan Ballroom*

A series of carrier mergers and acquisitions in 2016 is playing havoc with traditional vessel-sharing alliances and causing headaches for terminal operators. The alliances already are straining terminal resources and making cargo handling more complex because each vessel can carry containers belonging to five, six or more lines. With a new slate of alliances scheduled for rollout in early 2017, carriers that had been calling at some terminals will be shifting vessel calls to other terminals. This will further complicate an already complex supply chain and cargo-handling regime. Ports and terminal operators will have to get it right, and fast, in order to prevent gridlock.

### SESSION CHAIR

Joseph Bonney, Senior Editor, JOC, IHS Maritime & Trade

### PANELISTS

Philip Damas, Director, Supply Chains Advisors, Drewry

Sal Ferrigno, Vice President, SSA Marine

James J. Devine, Senior Consultant, Mercator International

10:30 - 11:00 AM



## NETWORKING COFFEE BREAK

*Location: Ballroom Foyer*

SPONSORED BY: THE NORTHWEST SEAPORT ALLIANCE

11:00 AM - 12:00 PM

## PORT INFRASTRUCTURE: IDENTIFYING AREAS OF GREATEST NEED

*Location: Metropolitan Ballroom*

Every North American gateway faces huge infrastructure development needs in order to accommodate growing container traffic and the mega-ships. These requirements include dredging of deeper harbors, taller bridges, reconstructing marine terminals, including in some cases installation of costly automated cargo-handling systems, large super post-Panamax cranes, on-dock rail development and enhanced intermodal connectors. A panel of experts will detail these needs.

### SESSION CHAIR

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime & Trade

### PANELISTS

Dr. Walter Kemmsies, Managing Director, Chief Economist and Strategist, JLL

Larry Nye, Senior Vice President, Port Planning, Moffatt & Nichol

Alex Cherin, Senior Vice President, Englander Knabe & Allen, and Director, Intermodal Conference, California Trucking Association

12:00 - 1:00 PM

 **LUNCH***Location: Bacalls and Bogarts*

1:00 - 1:45 PM

**LONGSHORE LABOR: A VIEW FROM THE TRENCHES***Location: Metropolitan Ballroom*

No one understands cargo handling better than longshoremen who have spent their careers on the docks. These industry veterans have lived through the evolution of port operations. They understand the differences in working a 4,000-TEU, single-carrier ship and a 14,000-TEU alliance-operated ship with containers from multiple carriers on board. It's time to seek their advice on how to improve port productivity in this era of mega-ships and mega-alliances.

**SESSION CO-CHAIRS**

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime &amp; Trade

Joseph Bonney, Senior Editor, JOC, IHS Maritime &amp; Trade

**PANELISTS**

Dean McGrath, President, ILWU Local 23

Joe Gasperov, Vice President, ILWU Local 63 Marine Clerks Association

Bernard Dudley, General Vice President, Atlantic Coast District, ILA Local 1233

Larry Bachtell, Vice President, Atlantic Coast District, ILA

1:45 - 2:30 PM

**PORT EFFICIENCY: THE WASHINGTON PERSPECTIVE***Location: Metropolitan Ballroom*

A roundtable discussion with FMC Commissioner Rebecca Dye. Appointed this year to direct the Federal Maritime Commission's supply-chain efficiency task force, Dye is working with private-sector teams to pinpoint the causes of port congestion and to develop best practices for improving port and supply-chain performance. The commissioner is receiving input from beneficial cargo owners and transportation providers with the goal of developing an FMC white paper on improving port and transportation productivity.

**SESSION CHAIR**

Mark Szakonyi, Executive Editor, JOC.com, IHS Maritime &amp; Trade

**PANELISTS**

Rebecca Dye, Commissioner, Federal Maritime Commission

Debb Minskey, Trade Lane Americas Manager, IKEA Purchasing Services (US)

Richard Craig, President and CEO, MOL (America)

Richard Roche, Vice President, International Transport, Mohawk Global Logistics

2:30 - 3:00 PM

**NETWORKING COFFEE BREAK***Location: Ballroom Foyer*

3:00 - 4:00 PM

**REMOVING PAIN FROM THE DRAY:  
TRUCK APPOINTMENT SYSTEMS ARE HERE**
*Location: Metropolitan Ballroom*

Terminal operators must have greater access to truck arrival information in order to plan their equipment and labor needs each day. Truckers must move efficiently through marine terminals, with no queues and with efficient in-terminal processing, to get the turns they need each day to earn a profit. It sounds simple, but it's not. Terminal operators at major gateways continue to experiment with mandatory trucker appointment systems. Seven of the 13 container terminals in Los Angeles-Long Beach have appointment systems. Terminals in New York-New Jersey continue to work with the port authority and truckers to develop trucker-friendly mandatory appointment systems that work for the terminals and the truckers. Nobody is there yet, but best practices are being developed.

SPONSORED BY: ADVENT INTERMODAL SOLUTIONS

**SESSION CHAIR**

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime &amp; Trade

**PANELISTS**

Weston LaBar, Founding Partner, PEAR Strategies, and Executive Director, Harbor Trucking Association and Foreign Trade Association

Ryan Molinaro, Terminal Manager, West Basin Container Terminal, Los Angeles

Michael DiVirgilio, Principal, Michael J. DiVirgilio &amp; Associates

Steve Schulein, Vice President, Drayage, National Retail Transportation

4:00 - 5:00 PM

**DEFINING SHIPPERS' NEEDS: A ROUNDTABLE DISCUSSION  
WITH INDUSTRY STAKEHOLDERS**
*Location: Metropolitan Ballroom*

Logistics directors from enlightened retailers and other shippers know that the only way to ensure that their cargo will be handled efficiently every day, including during weather events and labor disruptions, is to maintain a close working relationship with the terminals that regularly handle their shipments. Unenlightened BCOs leave this task to the shipping

lines with which they have service contracts. This hands-off approach can lead to cargo being rolled and demurrage and detention charges. Successful BCO logistics experts will share with us some tricks of their trade.

**SPONSORED BY: PORT AUTHORITY OF NEW YORK AND NEW JERSEY**

**SESSION INTRODUCED BY**

Bethann Rooney, Assistant Director, Port Department, The Port Authority of New York and New Jersey

**SESSION CHAIR**

Dean Tracy, Managing Director, Global Integrated Solutions

**PANELISTS**

Ken Kellaway, Co-Founder, President and CEO, RoadOne IntermodaLogistics

Jeff Evanoff, Vice President, International Logistics, Bob's Discount Furniture

William F. Rooney, Vice President Trade Management, North America, Kuehne + Nagel

Brian E. Clark, Managing Director, APM Terminals

5:30 - 6:30 PM

 **NETWORKING RECEPTION**

*Location: Ballroom Foyer*

## WEDNESDAY, DECEMBER 7

8:00 - 11:00 AM

### REGISTRATION

*Location: Ballroom Foyer*

8:00 - 8:30 AM

### BREAKFAST

*Location: Ballroom Foyer*

8:30 - 8:35 AM

### WELCOME REMARKS

*Location: Metropolitan Ballroom*

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime & Trade

8:35 - 9:15 AM

### DAY 2 KEYNOTE ADDRESS

### OPTIMIZING EFFICIENCY THROUGH COLLABORATION

*Location: Metropolitan Ballroom*

The ocean shipping, marine terminal and harbor trucking industries today are in the same predicament airlines faced 20 years ago, with excess capacity, poor asset utilization, and the inability to command compensatory rates. The airlines corrected these problems through consolidation, improved processes and the use of predictive analytics to achieve higher asset utilization. Each sector of the maritime industry has access to technology and systems that drive greater efficiency within their operations, but they are siloed and their systems don't talk with those of other supply-chain participants. Jonathan Rosenthal, a Southern California transportation investment fund manager and attorney, will launch a day of Port Performance panels on technology and supply-chain efficiency with a gripping presentation on how the fractured port-related transportation industry must abandon its silo mentality and think of itself as an end-to-end system based on a culture of collaboration. The operating systems of ocean carriers, marine terminals, truckers, and warehouses must be linked in an environment of "many talking with many" in order to optimize total system efficiency.

#### INTRODUCED BY

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime & Trade

#### FEATURED SPEAKER

Jonathan Rosenthal, Managing Partner, Saybrook Capital

9:15 - 10:15 AM

**TECHNOLOGY I****MARINE TERMINAL AUTOMATION: FINDING THE RIGHT FIT***Location: Metropolitan Ballroom*

The world's largest ports are turning to automation for a basic reason: The existing marine terminal footprints will be unable to handle growing cargo surges from mega-ships unless the terminals densify their cargo-handling and storage operations. Automation is the only way to accomplish this goal, but automated cargo-handling equipment is dreadfully expensive, and many North American, European and Middle Eastern terminals that have automated their operations have learned that one size does not fit all. What does an automated terminal look like? How does automation improve cargo-handling efficiency and increase density? In what areas has automation failed to live up to its promises? Where will the investment money come from to satisfy the port industry's huge appetite for capital? A panel of experts will analyze existing automated terminals around the globe.

**SESSION CHAIR**

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime &amp; Trade

**PANELISTS**

Dr. Felix Kasiske, Partner, Hamburg Port Consulting

Richard Ceci, Senior Vice President, Technology, Virginia International Terminals

10:15 - 10:30 AM

**NETWORKING COFFEE BREAK***Location: Ballroom Foyer*

10:30 - 11:30 AM

**TECHNOLOGY II****TOOLS TO ENHANCE TRUCK DISPATCHING AND GATE EFFICIENCY***Location: Metropolitan Ballroom*

Data-driven, real-time programs are in use at key gateways and are producing measurable improvements in truck turn times at marine terminals. The programs use the latest technologies to provide real-time visibility on wait times in truck queues and in truck processing within terminals. Dispatchers using this real-time information can respond on the fly to terminal bottlenecks. Data-driven technology is in use in Los Angeles-Long Beach, where the Harbor Trucking Association has worked with a technology provider that has developed a system to provide truckers and beneficial cargo owners with real-time data on gate queues

and bottlenecks within the marine terminals. The ports of Oakland and the Northwest Seaport Alliance also have worked with stakeholders and a technology provider on a system that is in place to provide truckers and BCOs real-time information on marine terminal operating conditions. In both cases, terminal operators, truckers and BCOs can use the technologies to accumulate historical data that uncovers systemic problems at the terminals. This session will analyze best practices to ensure efficient flow into and out of marine terminals.

**SESSION CHAIR**

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime & Trade

**PANELISTS**

J. Christopher Lytle, Executive Director, Port of Oakland

Sal Manzo, Co-Founder, InfoMagnus

Taso Zografos, DrayLink Program Director, Leidos

George Boyle, President and CEO, Quik Pick Express

11:30 AM - 12:30 PM

**TECHNOLOGY III****CONNECTING THE MARINE TERMINAL WITH THE DISTRIBUTION CENTER**

*Location: Metropolitan Ballroom*

Numerous technology pools are in use and more are being developed in the crucial space between the marine terminal gate and the first point of rest for the container at the local distribution facility. Nearly every segment of the supply chain, including cargo booking, freight forwarding, truck street turns, equipment control and cargo tracking has access to technology that is taking traditional manually controlled operations to newer, more efficient levels. This panel will discuss how technology is revolutionizing the critical link between the marine terminal and the distribution warehouse.

**SESSION CHAIR**

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime & Trade

**PANELISTS**

Kevin Higgins, COO, Chassis Finder

Brett Parker, Co-Founder and President, Cargomatic

Caryn Blanc, Managing Partner, The Triangle Group

Dr. David Widdifield, Director, Retail Solutions, Crane Worldwide Logistics



12:30 - 1:30 PM

 **LUNCH**
*Location: Bacalls and Bogarts*

1:30 - 2:30 PM

## **PORT PERSPECTIVES: A DISCUSSION WITH US PORT LEADERS**

*Location: Metropolitan Ballroom*

Any numbers of landmark events are disrupting port operations throughout the US, for better and for worse. The openings of the Panama Canal's new locks are bringing East Coast ports further into the mega-ship era. Carrier consolidation and restructuring of alliances are creating winners and losers among ports and terminals, sometimes both within their own harbors. Labor is a continuing concern for some ports, while others are looking to capitalize on relative calm. And, of course, all ports and terminals are looking for solutions through infrastructure upgrades, technology and other means to build efficiency into their operations. This closing conference session will bring together a panel of port CEOs to discuss what we've learned over the previous day-and-a-half, what they see in the way of cargo projections for 2017 and what they are doing to build greater efficiencies into their operations.

### SESSION CO-CHAIRS

Joseph Bonney, Senior Editor, JOC, IHS Maritime &amp; Trade

Bill Mongelluzzo, Senior Editor, JOC, IHS Maritime &amp; Trade

### PANELISTS

James I. Newsome III, President and CEO, South Carolina Ports Authority

Gene Seroka, Executive Director, Port of Los Angeles

Dr. Noel Hacegaba, Chief Commercial Officer and Managing Director, Port of Long Beach

John Wolfe, CEO, The Northwest Seaport Alliance

Roger Guenther, Executive Director, Port of Houston Authority

Bethann Rooney, Assistant Director, Port Department, The Port Authority of New York and New Jersey

Ed McCarthy, Chief Operating Officer, Georgia Ports Authority

2:30 - 2:45 PM

**CLOSING REMARKS WITH AWARDS***Location: Metropolitan Ballroom**Based on the JOC Port Productivity data, JOC Events will recognize the top three ports and top three terminals in North America for 2015.***TOP PORTS**

- No. 1** Port of Baltimore
- No. 2** Port of New York and New Jersey
- No. 3 (tie)** Port of Charleston *and* Georgia Ports Authority

**TOP TERMINALS**

- No. 1** APM Terminals, Port Elizabeth
- No. 2** Maher Container Terminal, Port of New York and New Jersey
- No. 3** North Charleston Terminal, Port of Charleston

3:00 - 5:30 PM

**JOC SHIPPER ROUNDTABLE***Location: Room 202***RESERVATION ONLY. YOU MUST BE A BCO/SHIPPER (YOU MUST OWN THE GOODS THAT ARE BEING SHIPPED) IN ORDER TO TAKE PART IN THIS EVENT.***This exclusive, shipper-only discussion facilitated by JOC.com Executive Editor Mark Szakonyi and Senior Editor Bill Mongelluzzo will bring together beneficial cargo owners in an off-the-record meeting to exchange ideas and potential solutions to the numerous challenges confronting supply chain stakeholders. Among the topics of discussion will be port and terminal efficiency, the impact of ocean carrier consolidation, mega-vessels and new alliances, new and upcoming regulatory requirements, and market and pricing trends.*