

Tuesday, December 12, 2017

7:30 AM — 5:00 PM

REGISTRATION

Location: Grand Ballroom Foyer

7:30 — 8:30 AM

WELCOME BREAKFAST

Location: Grand Ballroom Foyer

8:30 — 8:45 AM

WELCOME REMARKS

Location: Salon AB

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

Chris Brooks, Executive Editor, JOC Events, Maritime & Trade, IHS Markit

8:45 — 9:30 AM

KEYNOTE ADDRESS

Location: Salon AB

Carriers in 2017-18 are scheduled to take delivery of 150 vessels capable of carrying 10,000 to 20,000 TEU, according to Tan Hua Joo, an executive consultant with research firm Alphaliner. In the trans-Pacific, the vessel of choice soon will be in the 13,000-TEU range, said David Arsenault, president of Logistics Transformation Solutions. In addition to adjusting to the steady upsizing of vessels, North American ports must contend with the formation, in April, of three powerful carrier alliances that will pressure terminal operators to turn the mega-ships more quickly and efficiently — and at a lower cost — or risk losing their business. Jack Michael Craig, vice president and global head of operations at APM Terminals, will launch the 2017 JOC Port Performance North America Conference with a detailed analysis of the challenges terminal operators face at the berth, in the container yard, and at the gates. What key performance indicators do shipping lines deploy to measure port performance? What will be expected from North American ports in providing terminal capacity, super-post-Panamax cranes, and road

and rail infrastructure to enhance supply-chain velocity? As ports densify their operations to handle the projected increase in container volume, is automation of marine terminals the answer?

INTRODUCED BY

Chris Brooks, Executive Editor, JOC Events, Maritime & Trade, IHS Markit

KEYNOTE SPEAKER

Jack Michael Craig, Vice President, Global Head of Operations, APM Terminals

9:30 — 10:30 AM

**NEW YORK-NEW JERSEY:
ADJUSTING TO THE NEW MEGA-SHIPS**

Location: Salon AB

Now that the Panama Canal widening and Bayonne Bridge raising projects have been completed, vessels with capacities of up to 14,000 TEU are calling at the US East Coast's largest port complex on a weekly basis. How well — or not — are marine terminals handling container exchanges that can reach 10,000 in a single vessel call? Will truck queues at the gates grow even longer? Is the road and rail infrastructure in New York-New Jersey capable of accommodating the container surges each day? This session will examine how the port authority, terminal operators, truckers, and BCOs are addressing these crucial issues.

SESSION CHAIR

Hugh Morley, Senior Editor, JOC, Maritime & Trade, IHS Markit

PANELISTS

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

Jeffrey Bader, CEO, Golden Carriers, and President, Association of Bi-State Motor Carriers

Allen Thomas, Chief Strategy Officer, Advent Intermodal Solutions

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

Robert Fredman, Director, Global Logistics, Big Lots Stores

10:30 — 11:00 AM

 **NETWORKING BREAK**

Location: Grand Ballroom Foyer

11:00 AM — 12:00 PM

EXTENDED GATES: THE TIME IS NOW

Location: Salon AB

Large North American gateway ports can no longer serve their customers with only the traditional 8 a.m. to 5 p.m. shift. However, port authorities can not afford to eat the labor and equipment cost themselves. Which way are ports leaning — the PierPass model, which charges a fee of approximately \$140 per container on daytime peak-hours moves, or the Oakland model, which charges \$30 on every loaded container no matter what time of the day it moves? Seattle-Tacoma runs extended gates, but only during the peak season. GCT Global Container Terminals in New Jersey runs extended gates for two hours each morning. Vancouver, British Columbia, has an extended-gates program that is linked to mandatory appointments and penalties for non-performance. What is the best model for your port?

SESSION CHAIR

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

PANELISTS

John Cushing, President and CEO, PierPass

Dan Smith, Principal, Tioga Group

Greg Rogge, Director, Land Operations, Planning and Operations, Port of Vancouver

12:00 — 1:00 PM

NETWORKING LUNCH

Location: Salon CD

1:00 — 2:00 PM

THE NEW CHASSIS REGIME: ARE BCOS ANY BETTER OFF?

Location: Salon AB

The two largest port complexes, Los Angeles-Long Beach and New York-New Jersey, have made great strides the past three years in improving chassis availability, but frustrated shippers and truckers say there are still too many incidents of chassis shortages and dislocations. What are the intermodal equipment providers in Southern California doing to improve their ground-breaking pool of pools? What are the IEPs in New York-New Jersey doing

to improve the market pool arrangement in the largest East Coast port complex? In this session, truckers in both ports will weigh in on the problems they continue to encounter under the current chassis regimes. Are port authority efforts to establish near-dock storage yards having a positive impact on chassis availability? At the end of the day, what can be done about continued ocean carrier involvement in designating which chassis must be used in store-door moves?

SESSION CHAIR

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

PANELISTS

Dr. Noel Hacegaba, Chief Commercial & Operations Officer, Port of Long Beach

Keith Lovetro, President and CEO, TRAC Intermodal

Robert Loya, Director of Operations, California Multimodal LLC

Steve Schulein, Vice President, Drayage, National Retail Systems

2:00 — 3:00 PM

**CHASSIS VISIBILITY:
ARE PREDICTIVE ANALYTICS THE ANSWER?**

Location: Salon AB

Chassis deficits at some terminals, and surpluses at other locations in the same harbor, are an all-too-frequent occurrence as ships get bigger and vessel-sharing alliances scatter chassis over multiple terminals. Truckers and their customers pay a large price when drivers must wait for hours for chassis to be freed up at terminals where there are shortages, or when they must to drive to a surplus location to secure a suitable chassis. When chassis issues aggravate other congestion problems, drayage companies will charge BCOs congestion surcharges of as much as \$150 or they will refuse loads at certain terminals. These problems could be mitigated, and eventually brought under control, by using data and predictive analytics based on previous chassis movements to more precisely define what the chassis requirements will be every day at every terminal in the harbor. The efforts are underway, but frequent problems with chassis dislocations indicates the industry still has a long way to go. This session will offer a deep dive into technologies that allow intermodal equipment providers to accurately calculate how

many chassis are in a region, their locations, and where they will be needed.

SESSION CHAIR

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

PANELISTS

Dr. ManWo Ng, Assistant Professor of Maritime and Supply Chain Management, Old Dominion University

Nathaniel Seeds, CEO, American Intermodal Management

William Shea, CEO, DCL

3:00 — 3:30 PM



NETWORKING BREAK

Location: Grand Ballroom Foyer

3:30 — 4:15 PM

TRUCKER APPOINTMENTS: A CASE STUDY

Location: Salon AB

The Harbor Trucking Association and Yusen Terminals in Los Angeles worked for more than a year to develop a trucker-friendly appointment system that satisfies Yusen's needs to adequately plan its labor and equipment needs, but is flexible enough to work for truckers on Southern California's notoriously congested roadways. It wasn't easy, but Yusen and the truckers believe the model they rolled out in May is a good one. What did each party contribute to the process, and what were the difficulties they had to overcome? What do BCOs that use the appointment system say about it?

SESSION CHAIR

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

PANELISTS

Weston LaBar, Executive Director, Harbor Trucking Association

Alan McCorkle, Vice President, West Coast Operations, Yusen Terminals

Deborah Ryan, Vice President, Global Transportation and Logistics, Ascena Retail Group

John Atkins, President, GCT USA

4:15 — 5:00 PM

LONGSHORE LABOR: ROOM TO BREATHE?

Location: Salon AB

This summer’s agreement between the International Longshore and Warehouse Union and the Pacific Maritime Association to extend the waterfront contract to July 1, 2022, gives labor and management five years to cooperate on productivity enhancements that could help labor and management achieve their mutual goal of stemming the loss of market share to East and Gulf Coast ports. The good news for West Coast ports, according to employers, is that the contract provides all of the flexibility they need to address traditional work practices that limit productivity in this era of mega-ships. The greatest challenge labor and management face is demonstrating a willingness to change a culture and work ethic that hasn’t evolved much since the dawn of containerization 60 years ago. PMA President James McKenna will provide a frank assessment of what must be done to make West Coast ports the gateways of choice for beneficial cargo owners.

INTRODUCED BY

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

PANELISTS

James C. McKenna, President and CEO, Pacific Maritime Association

Stephen Hennessey, Senior Vice President, Labor Relations, and Chief Operating Officer, Pacific Maritime Association

5:00 — 6:30 PM

🎯 NETWORKING RECEPTION

Location: Grand Ballroom Foyer

Wednesday, December 13, 2017

7:00 — 11:00 AM

REGISTRATION

Location: Grand Ballroom Foyer

7:30 — 8:30 AM

NETWORKING BREAKFAST

Location: Grand Ballroom Foyer

8:30 — 8:35 AM

WELCOME REMARKS

Location: Salon AB

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

8:35 — 9:00 AM

DAY 2 KEYNOTE ADDRESS: THE TERMINAL OF THE FUTURE

Location: Salon AB

What will the container terminal of the future look like? Fully automated terminals such as those in Europe and Los Angeles-Long Beach aren't for everyone. The capital costs involved in automated guided vehicles and automated rail operations require huge container volumes as well as the slashing of labor costs to produce an adequate return on investment. The terminal operating systems that run fully automated facilities also are extremely complex, and labor resistance to the loss of jobs can be intense. Semi-automated terminals, with their automated stacking cranes and repositioning of the stacks perpendicular to the vessel, offer some of the efficiencies of fully automated terminals at a lower cost, reduced complexity and greater buy-in from longshore unions. Mark Sisson, a senior port planner and analyst at global infrastructure firm AECOM, will explore the key features of the "terminal of the future" in this Day 2 keynote address.

INTRODUCED BY

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

KEYNOTE SPEAKER

Mark Sisson, PE, Senior Port Planner, AECOM

9:00 — 10:00 AM

CYBER SECURITY:**HOPING FOR THE BEST BUT PREPARING FOR THE WORST***Location: Salon AB*

The brutal June 27 global “NotPetra” cyberattack that involved Maersk Group was a stark reminder to most shipping lines, terminal operators, freight forwarders, and beneficial cargo owners that their protective mechanisms are inadequate. Maersk’s loss of online cargo booking capability and the crippling of terminal operations lasted nearly two weeks, and pushed the supply chain logistics chain back to the Dark Ages of manual document filing and gate operations. It doesn’t have to be that way. Follow-up investigations by cyber security experts found that in many instances all sectors of the supply chain were operating outdated security systems. In this must-view panel, cyber security experts will provide an education on how to plan for future attacks, and develop recovery systems that will keep the pain of future attacks to a minimum.

SESSION CHAIR

Hugh Morley, Senior Editor, JOC, Maritime & Trade, IHS Markit

PANELISTS

Susan Kohn Ross, Partner and Regulatory Practice Chair, Mitchell Silberberg & Knupp LLP

Lars Jensen, Co-Founder and CEO, Cyberkeel

Mark Sisson, PE, Senior Port Planner, AECOM

10:00 — 10:15 AM  **NETWORKING BREAK***Location: Grand Ballroom Foyer*

10:15 — 11:15 AM

CARGO VISIBILITY: SEEING MORE CLEARLY*Location: Salon AB*

The technology is available to track and trace containers from the time they are discharged from the vessel through the marine terminal, out the gate, and onto the distribution warehouse. The import warehouses have their own technology to improve efficiency. What types of tools are available, how do

they work, and what are the benefits of these products that are already in use at some marine terminals?

SESSION CHAIR

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

PANELISTS

Robert Haney, Senior Product Manager, Cargomatic

Marc Held, CEO and Co-Founder, Armada

Sal Manzo, Co-Founder, InfoMagnus

Dr. David Widdifield, DM, Director, Retail Solutions, Crane Worldwide Logistics - DFW

11:15 AM — 12:00 PM

THE PORT PORTAL: READY FOR PRIME TIME?

Location: Salon AB

In late May, the Port of Los Angeles and GE Transportation launched a single portal that is built on some of the characteristics of the system that GE Transportation developed to connect the 400 plants and vendors in General Electric’s global network and saves GE \$50 million a year through improved efficiencies. How is the Los Angeles portal working? Are the shipping lines — Maersk Line and Mediterranean Shipping Co. — and the BCOs and truckers who use it happy with the results? Do they have quantifiable savings they can report?

INTRODUCED BY

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

PANELISTS

Gene Seroka, Executive Director, Port of Los Angeles

Jennifer Schopfer, Executive Director, Customer Performance Analytics, GE Transportation

Caryn Blanc, Managing Partner, The Triangle Group

Steven Alonso, Director, International Logistics, The Home Depot

12:00 — 1:00 PM  **NETWORKING LUNCH**

Location: Salon CD

1:00 — 2:00 PM

**PORT PERSPECTIVES:
A DISCUSSION WITH LEADERS OF MID-MAJOR PORTS***Location: Salon AB*

The April 1 restructuring of global shipping alliances has created significant opportunities as well as logistical challenges for North American ports. With their deployment of larger vessels at fewer ports, the alliances are clearly indicating they will concentrate their assets at ports that provide deep water, modern berths, super-post-Panamax cranes, efficient cargo-handling, congestion-free gates, and superior intermodal connections to interior destinations. Beneficial cargo owners also have a say in port selection, because they have options — they will ship their discretionary cargo through the most efficient and customer-friendly ports. Because they lack the huge local populations of the largest US gateways, the mid-major ports are working harder than ever in this hyper-competitive environment to ensure they capture their fair share of discretionary cargo. The leaders of the mid-major ports will share with us their secrets of success.

SESSION CHAIR

Mark Szakonyi, Executive Editor, JOC.com and The Journal of Commerce, Maritime & Trade, IHS Markit

PANELISTS

Chris Lytle, Executive Director, Port of Oakland

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

Dustin Stoker, Chief Operating Officer, Northwest Seaports Alliance

Edward McCarthy, Chief Operating Officer, Georgia Ports Authority

John F. Reinhart, CEO and Executive Director, The Port of Virginia

Ryan Mariacher, Director, Container Operations, Port Houston

2:00 — 3:00 PM

THE SHIPPER VIEW OF PORT PERFORMANCE*Location: Salon AB*

BCOs today get it. They know that in order to shepherd their containers through congested terminals in the era of new alliances and mega-ships, they must get to know the managers of the marine terminals that handle their cargo, and they must show up in person during times of dislocation. How are savvy beneficial cargo owners dealing with congestion, detention and demurrage issues, the new alliances, and the proliferation of trucker appointment systems? What more do these BCOs say must be done if terminals are to better serve their needs?

SESSION CHAIR

Mark Szakonyi, Executive Editor, The Journal of Commerce and JOC.com, Maritime & Trade, IHS Markit

PANELISTS

Jeffrey Solomon, Director of Operations, SG Footwear

Kenneth O'Brien, Chief Operating Officer, Gemini Shippers Association

Peter Friedmann, Executive Director, Agriculture Transportation Coalition

Carl Varner, Vice President, Logistics, Fornazor International

Todd Zaninelli, Director, Transportation and E-Commerce, The Vitamin Shoppe



We want you to be involved in the conference, so please ask questions using the microphones in the room. You may also submit questions via our online question and answer facility. Post your questions anonymously at:

www.sli.do
Event Code: #PPNA2017

Follow on Twitter: #PPNA2017

3:00 — 3:15 PM

CLOSING REMARKS WITH AWARDS*Location: Salon AB*

Based on JOC Port Productivity data, JOC Events will recognize the top three ports and top three terminals in North America for 2016.

TOP PORTS

1. Prince Rupert
2. Los Angeles
3. New York-New Jersey

TOP TERMINALS

1. Pier J - Pacific Container Terminal, Long Beach — SSA Marine
2. Everport Terminal Services, Los Angeles
3. Pier T - Total Terminals International, Long Beach

3:30 — 5:30 PM

JOC SHIPPER ROUNDTABLE

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. IF YOU WOULD LIKE TO PARTICIPATE, PLEASE VISIT THE REGISTRATION DESK.

Location: Grand Ballroom Salon D

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.

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