

Tuesday, 11 December

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

Five North American container terminals have automated their operations — in Los Angeles and Long Beach, California; New York-New Jersey; Norfolk, Virginia; and Mexico's Lázaro Cárdenas — but are they achieving the productivity gains they anticipated, and paid a great deal for? In order to handle the container surges generated by mega-ships, as well as rising cargo volumes overall, North American ports must become accelerators of cargo velocity rather than impediments in the international supply chain. Dean Davison, technical director of WSP, will open the 2018 Port Performance North America Conference with the state of productivity at North American ports, and address the following questions: How do ports in the US, Canada, and Mexico compare with ports in Asia and North Europe in handling mega-ships of 10,000 TEU and greater? Where are the productivity shortfalls in vessel, yard, on-dock rail and gate operations, and what's being done to address them?

Introduced By

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

Keynote Speaker

Dean Davison, Technical Director, Maritime, WSP

9:30 — 10:45 AM

State of the Ports: A Deep Dive Into North America's Hot Spots

Location: Salon AB

When fog problems in Shanghai threw vessels off schedule last winter, it created a knock-on effect in North America, where the ships arrived late at US ports, and served as another reminder about the urgency for quick vessel turn times. Even in ideal conditions, vessel operations in US ports face challenges related to growing cargo surges that overwhelm the container yard, resulting in crippling congestion and long truck lines at the gates, which add hours to the transportation move. In this kickoff panel discussion, JOC Senior Global Ports Editor Turloch Mooney will analyze the latest IHS Markit vessel-at-berth productivity data, examine how North American ports compare with Asian and European counterparts, and reveal what's driving the superior performance of overseas ports in quickly turning mega-ships. Industry consultants Dan Smith and Daniel Hackett will join Mooney to discuss their original research into the varying causes of vessel, yard, and gate congestion at East, Gulf, and West Coast ports, and provide performance metrics that ports should strive to achieve to most effectively serve the ultimate customer, the beneficial cargo owner.

Session Chair

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

Panelists

Daniel Hackett, Partner, Hackett Associates

Turloch Mooney, Senior Editor, Global Ports, JOC, Maritime & Trade, IHS Markit

Daniel S. Smith, Principal, Tioga Group

10:45 — 11:15 AM

Networking Break

Location: Grand Ballroom Foyer

11:15 AM — 12:00 PM

Case Study: Leveraging Digital Technology to Enhance Chassis Availability

Location: Salon AB

Chassis shortages and dislocations are the bane of the drayage industry as drivers spend precious time in non-revenue hauls locating and repositioning the chassis they need to complete container moves at marine terminals and rail yards. The shipping information truckers and terminal operators need to accurately predict how many — and what types of — chassis will be needed at port and inland locations is available 10 to 14 days ahead of vessel arrivals, if only

the data can be used in a predictive fashion that guarantees chassis availability. According to Bill Shea, chief executive of DCLI, software provided by his company's subsidiary Blume Global is making this happen. Blume Global's software is being used to track, reserve, allocate, and forecast chassis usage, and to increase billing accuracy, improving utilization by 4 to 6 percent. "That may sound minor, but it adds up when more than 200,000 chassis are involved," he said. Shea will lead this case study detailing how beneficial cargo owners, non-vessel-operating common carriers, and logistics providers are using the Blume Global solution to relieve pain in the supply chain and put money back into the pockets of truckers.

Session Chair

William J. Shea, CEO, Direct ChassisLink Inc

Panelists

Charlie Cunnion, Vice President, Global Transportation, International Forest Products

Pervinder Johar, CEO, Blume Global

Bill Rooney, Vice President, Strategic Development, Kuehne + Nagel

John Stone, Sr. Director, BPIT Strategy & Innovation, Ocean Network Express (North America) Inc.

12:00 — 1:00 PM

Networking Lunch

Location: Salon CD

1:00 — 2:00 PM

Port Portals in the Information Age: Are They Ready for Prime Time?

Location: Salon AB

Information on shipments is potentially available 10 to 14 days before vessels arrive in North America, but the data remains walled off from supply chain partners because of a lack of trust among stakeholders in the international logistics chain. "Until that problem is solved, it will be a big hurdle to participation," Jon Slangerup, CEO of American Global Logistics, told JOC.com in July. Seaports and private-sector vendors are developing information portals, but the technologies beg for a single platform through which all vendors can connect. Jennifer Schopfer, vice president of transportation logistics at GE Transportation, which is operating a "system of systems" port information portal in Southern California, told the TPM Conference in Long Beach in March that's exactly what their solution aims to achieve. "We want to partner with other technologies," she said. That portal, in particular appears poised to scale up. After launching the pilot program in Los Angeles in late 2016, and adding several Long Beach terminals this year, the portal's developers are working to bring dozens of other ports in North America and abroad into the fold. And while that's the trailblazer, other ports, including Oakland and The Northwest Seaport Alliance of Seattle and Tacoma, have their own platforms. Panelists in this session will provide an update on the status of

development of port information portals and the quest for a secure, single platform.

Session Chair

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

Panelists

David Casey, Senior Director, Port Solutions, GE Transportation

Peter Schneider, Executive Vice President, TGS Transportation

Allen Thomas, Chief Strategy Officer, Advent Intermodal Solutions

2:00 — 3:00 PM

Extended Gates 2.0: What's Next?

Location: Salon AB

The PierPass extended gates program is poised to undergo its first significant reform since its 2006 launch in Los Angeles-Long Beach, with the goal of terminal operators to replace the congestion pricing model with a flat fee. GCT Canada, meanwhile, is wrapping up a six-month pilot of a flat-fee model for pricing its extended-gates program. Is this the new direction terminal operators are headed as they make their extended gates programs more equitable and user friendly? What are terminal operators in other ports considering as they deal with the reality that the old operating model of 8 a.m. to 5 p.m., Monday through Friday is no longer adequate to handle growing cargo volumes? This session will examine how we got to this point in the extended gates debate, how extended gates are changing, which other ports and terminals are considering them, and what it all means for BCOs.

Session Chair

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

Panelists

John Cushing, President & CEO, PierPass

Dave Earle, President & CEO, British Columbia Trucking Association

Bethann Rooney, Assistant Director, Strategy and Innovation, Port Authority of New York and New Jersey

3:00 — 3:30 PM

Networking Break

Location: Grand Ballroom Foyer

3:30 — 4:30 PM

Innovations in Port Drayage in the ELD Era

Location: Salon AB

Implementation of the federal electronic logging device requirement in December 2017 may have exacerbated the truck capacity shortage, but it also motivated trucking companies to

address those capacity issues with creative solutions such as establishing intermediate depots for longer-haul trips, pre-pulling containers from marine terminals and storing them overnight for next-day delivery, and establishing dedicated drayage fleets. These measures complement existing strategies, such as dray-offs and peel-off piles, to improve efficiency of gate operations at US ports. This panel of drayage operators and solutions providers will examine how the industry is evolving as the impact of the ELD mandate intensifies.

Session Chair

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

Panelists

Weston LaBar, CEO, Harbor Trucking Association

Ken Kellaway, Co-Founder, President & CEO, RoadOne Intermodal Logistics

Reade Kidd, President & Co-Founder, E*Dray Collaborative Port Logistics

4:30 — 5:15 PM

Detention and Demurrage: Analyzing the FMC's Findings

Location: Salon AB

Detention and demurrage charges by ocean carriers are the bane of BCOs and truckers, especially because they're often charged these fees even when their late pickup or return of equipment is due to circumstances beyond their control. Those charges alone can reach hundreds of thousands of dollars a year, through no fault of their own, shippers say. Although detention and demurrage charges ebb and flow — peaking during times of equipment shortages, port labor, weather, or other disruptions, for example — they're enough of a concern that the Federal Maritime Commission conducted a multi-year investigation into the issue, with a final report due just as the Port Performance North America Conference opens. In this one-on-one discussion, FMC Commissioner Rebecca Dye will reveal what the agency's probe has unearthed and possible ways for the industry to move forward.

Session Chair

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

Featured Speaker

Rebecca Dye, Commissioner, Federal Maritime Commission

5:15 — 6:45 PM

Networking Reception

Location: Grand Ballroom Foyer

Wednesday, 12 December

7:30 AM — 2:00 PM

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 — 9:30 AM

Investing in the Future: Where Is Port Funding Heading

Location: Salon AB

Equity investors in seaports are expanding their definition of infrastructure beyond the marine terminals to include logistics centers, off-dock container storage depots, stop-start yards for chassis storage, and other creative-use activities to enhance cargo velocity in container ports. Because it will be difficult to build new marine terminals at land-starved ports, equity investors see many opportunities to turn unused parcels into revenue-producing projects that enhance port productivity. The projects range in size from the small stop-start locations for chassis that the ports of Long Beach and Los Angeles are developing, to the 110-acre Harbor Performance Enhancement Center for container dray-offs in Los Angeles to redevelopment of the former Oakland Army Base into a 360-acre logistics center for transloading and other freight-handling activities. In this session, three equity investors will discuss what they look for in a potential infrastructure project, where the money is flowing today, and where it could go in the future.

Session Chair

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

Panelists

Vincent Belcastro, Managing Director & Group Head, Santander Corporate Equipment Finance

Brian Blake, Vice President, Infrastructure Private Equity, Macquarie Group

Jonathan Rosenthal, CEO, Saybrook

9:30 — 10:15 AM

Technology and Port Productivity: Examining the Opportunities

Location: Salon AB

Shippers have long bemoaned container terminals as an area of global supply chains where technology has stagnated and visibility is poor. But in recent years, a new breed of technology providers have built tools to make terminal management more efficient, improve in-terminal visibility, and better connect terminals with landside operations. This panel will explore some of the more innovative approaches in the space, including perspective from a cloud-based terminal operating system provider that aims to provide a more modern platform that decreases the silo effect of legacy terminal operating systems; and a startup that provides shippers with insight into the granular status of their containers while in North American terminals. The session will explore what has held back innovation in terminal management and terminal connectivity to other landside operations, and how cloud-based systems, application programming interfaces, and analytics are changing that picture.

Session Chair

Eric Johnson, Senior Editor, Technology, JOC, Maritime & Trade, IHS Markit

Panelists

Luc Castera, Founder & CEO, Octopi

Eric Klein, Co-Founder & CEO, Crux Systems

Matt Morgan, Founder & CEO, FreightFlows

10:15 — 10:45 AM

Networking Break

Location: Grand Ballroom Foyer

10:45 — 11:45 AM

Visibility at the Gates: The Quest for Reliable Turn-Time Data

Location: Salon AB

If you can't measure it, you can't fix it. If there's one problem that needs fixing at container terminals, it's trucker turn times. The Harbor Trucking Association in Southern California has been measuring turn times since 2013 and publishing the results so terminal operators and drayage operators can improve their performance at the terminal gates. Now the move to measure and publish turn times is spreading to Oakland and The Northwest Seaport Alliance. What are East Coast ports doing to address trucker concerns about terminal congestion?

Session Chair

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

Panelists

Weston LaBar, CEO, Harbor Trucking Association

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

11:45 AM — 12:30 PM

The Canadian View of Port Productivity

Location: Salon AB

With Canadian import growth outpacing gains in the US, Canadian ports are increasingly challenged by the surges caused by mega-ship calls and shippers' need for faster inland delivery. Canadian container volume this year will be at least equal to the 7 percent growth in 2017, Maersk Group expects. Delays at some of the major ports during the 2017 peak season served as a wakeup call to stakeholders ranging from marine terminals to railroads that higher domestic demand and steady use by US importers looking for routing alternatives required a more aggressive approach. Armed with a bold infrastructure plan and technology innovations to speed truck turn times further, Canadian ports are working to ensure they can handle the demand for growth and increased speed for importers keen to diversify their routing.

Session Chair

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

Panelists

Marc Bibeau, President & CEO, OEC Group

Daniel Dagenais, Vice President, Operations, Port of Montreal

Greg Rogge, Director, Land Operations, Port of Vancouver

Martin Roy, Vice President, USA Transportation, Groupe Robert

12:30 — 1:30 PM

Networking Lunch

Location: Salon CD

1:30 — 2:15 PM

With Labor Peace Secured, Will Productivity Gains Follow?

Location: Salon AB

If there's one trend consistent for terminal operators that outperform their peers, it's that they have a close working relationship with their longshore unions. The dockworkers in the trenches experience firsthand the impact of mega-ships on cargo handling, and they have strong suggestions for employers on how changes in operating procedures can produce better service for BCOs and their truckers and cost reductions for terminal operators. With labor peace assured until 2022 on the West Coast and 2024 on the East and Gulf coasts following contract extensions by the International Longshore and Warehouse Union and the International Longshoremen's Association, the question now is whether those agreements will lead to productivity gains on the docks. Working longshoremen will address that and more in this highly anticipated roundtable discussion.

Session Chairs

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

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

Panelists

Joe Gasperov, President, ILWU Local 63

Brock Graber, Director, Labor Relations, ILWU Local 23

2:15 — 3:00 PM

Double Vision: A Perspective of Port Productivity From Both Sides of the Street

Location: Salon AB

Beneficial cargo owners no longer leave it up to their service providers to ensure that marine terminals handle their cargo quickly and efficiently and treat their truckers like valued consumers of their services. Logistics experts at retailers and other importers and exporters conduct on-site visits at the marine terminals and judge the performance of the terminals based on key performance indicators. BCOs will switch their bookings to other carriers if the terminals where the ships call consistently underperform. At the same time, many former BCOs now work on the provider side, and vice versa, bringing a dual perspective and greater understanding to the port productivity challenges that both sides face, while also having bought and sold international transportation services moving through North American ports. This concluding panel to the 2018 Port Performance North America Conference will feature shippers and former shippers in a roundtable format discussing the state of port productivity and their strategies to build more efficiency into their supply chain networks and service offerings, while analyzing what they've heard over the two days of the conference.

Session Chair

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

Panelists

Dean Tracy, Exec. Vice President & COO, RCS Logistics

Jeff Evanoff, Vice President, Business Development, Midwest Region, RCS Logistics

Deborah Ryan, Global Transportation and Logistics Consultant

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 North American ports and top three terminals in overall berth productivity in 2017, as well as those whose berth productivity improved the most from 2016.

Top Ports

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

Top Terminals

1. Global Gateway South Terminal, Los Angeles — P5 Infrastructure LLC
2. Everport Container Terminal, Los Angeles — Everport Terminal Services
3. Maher Terminals, Port Elizabeth, NJ

Most Improved Ports From 2016

1. The Northwest Seaport Alliance — Seattle/Tacoma
2. New York-New Jersey
3. PhilaPort — Port of Philadelphia

Most Improved Terminals From 2016

1. Pier E, Long Beach Container Terminal — OOCL
2. Norfolk International Terminals, South Container Terminal — Virginia Port Authority
3. Pier G, Long Beach — International Transportation Service

3:30 — 5:30 PM

JOC Shipper Roundtable

BY INVITATION ONLY. You must be a BCO/Shipper (you must own the goods that are being shipped) in order to take part in this shipper roundtable. If you would like to reserve, visit the registration desk.

Location: Elizabeth Salon H

This exclusive, shipper-only discussion facilitated by JOC 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.

Sponsored By: The Port of New Orleans

Roundtable Leaders

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

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