

**Savannah International Convention Center, Georgia, USA**



**(27) 28 & 29 March 2023**

# **EVENT BROCHURE & AGENDA**

**THE KEY 'MUST-ATTEND' EVENT FOR THE PORT, TERMINAL & CONTAINER INDUSTRY**

organized by



official journal



# Conference Agenda

Tuesday 28 March 2023



08.30 - 09.00 Arrival & Registration

09.00 - 09.10 Opening Remarks  
**Peter van Schie, Event Director, MCI Media, UK**

09.10 - 09.35 **Keynote presentation**  
We have invited the Georgia Ports Authority as host port for the 2023 event. Details of the presentation to be released shortly.  
**Griff Lynch, Executive Director, Georgia Ports Authority, USA (invited)**

## Session 1

Moderator: Vijay Agrawal, AECOM

09.35 - 10.00 **TopView: The smart spreader**

The presentation will explain how OCR and vision technology have turned the spreader into a smart device. The speaker will show how any spreader, on any CHE, can be retrofitted to serve as a data collection device to enhance operations and productivity. Intelligent camera systems on spreaders match box ID's and workorders in real time to help operators make better decisions leading to cost savings, increased efficiency, and safety. The spreader will save time and money on every container move and improve KPI's such as CHE utilization.  
**John Lund, Sales & Marketing Director, Visy, USA**

10.00 - 10.25 **Optimization in the digital age: the key role of human experience to boost productivity**

In the era of digitalization, artificial intelligence and automation of container terminals, there is still a key role played by humans thanks to their experience, power of observation, communication and critical analysis. On one hand technology enables measurement of process timestamps, delays, bottleneck and performances through KPIs, but on the other, the manager still takes decisions, influences strategies and motivates people. Starting from the awareness that every terminal is unique, the speaker will present how to maximize productivity using standard solutions paying attention to TOS configuration, training, process and people management, presenting actual cases and learned lessons.  
**Marco Fehmer, Chief Executive Officer, DSP, Switzerland**

10.25 - 10.35 Q&A Session

10.35 - 11.00 Refreshment break

## Session 2

Moderator: Ashebir Jacob, Moffatt & Nichol

11.00 - 11.25 **Floating automated ship-to-ship terminal**

Many ports around the world cannot accommodate very large container vessels (VLCVs) due to draught and ship-to-shore crane height and reach restrictions. The Floating Automated Ship-to-Ship Terminal (FASST™) provides a way for second tier and congested ports to receive VLCVs and large bulk carriers. Stationed offshore in deep water, the FASST is tethered to a single-point mooring which is also a weathervaning link between it and a geostatic subsea shore-power connection. It is connected to a shoreside terminal via a fleet of purpose-built oceangoing barges or by a dedicated container conveying system. The presentation examines the concept.

**Reece Shaw, Ports & Maritime Project Manager, Burns & McDonnell, USA**

11.25 - 11.50 **Port of Virginia digital transformation by air, land and sea**

Jacobs and the Virginia Port Authority have partnered together to create innovative digital tools that have improved efficiency across the terminals, and allowed the port to harness, utilize and leverage its digital data investment in a variety of ways. Herein, the speakers give an overview of the technologies and applications used including GIS, mobile applications, and drones.

**Dakota Anderson, GIS Manager, Virginia Ports Authority, Derek Lobedan, Marine Engineer, Jacobs, and Beckie Haney, Project Manager, Jacobs, USA**

11.50 - 12.15 **Port terminal lighting IES recommended practices**

In the 24/7 environment and dynamics of ports and terminals, lighting has become one of the important yet misunderstood features when engineering, designing and planning facilities. The purpose of this presentation is to put the basic guidelines introduced in RP-40 in to laymans terms so that port owners and managers can have a better understanding to start the process of switching over to this exciting technology. The speaker will address the technology, lighting design criteria and some useful tools to help you make better decisions on the implementation of LED lighting into cargo port design and retrofit.  
**Richard Racey, Vice President of Sales, eLuminaire, USA**

12.15 - 12.30 Q&A Session

12.30 - 14.00 Lunch

## Session 3

Moderator: Nigel Nixon, Nigel Nixon & Partners

14.00 - 14.25 **GPA presentation Georgia Ports Authority, USA (invited)**

14.25 - 14.50 **Title to be announced Speaker to be announced**

14.50 - 15.15 **The do's and don'ts for automated container terminals**

With over 30 years of experience in the planning and optimization, design, integration of equipment/ systems and civil infrastructure, and implementation/ realization of port terminal (conventional and automated) development projects worldwide, the speaker will explain the key do's and don'ts for automated container terminals.

**Ashebir Jacob, Vice President & Senior Port Engineer, Moffatt & Nichol, USA**

15.15 - 15.30 Q&A Session

15.30 - 15.50 Refreshment break

## Session 4

Moderator: tbc

15.50 - 16.15 **Systems designed to support climate change initiatives**

The Paris Agreement has put the shipping industry under immense pressure. While every port is unique, movable shore power systems can play a role in helping the transition. Herein, the speaker will discuss evolving technology that will help support climate change initiatives.

**Speaker tba, igus, Germany**

16.15 - 16.40 **Hybrid-Power Guardian™ - a step towards decarbonization at port**

The presentation will discuss TMEIC's approach to help ports and terminals achieve decarbonization by capturing and reusing energy on rubber-tyre gantry cranes (RTGs).  
**Niranjan Patil, Project Application and Hardware Engineering Manager - Industrial Systems, TMEIC, USA**

16.40 - 16.50 Q&A Session

16.50 - 17.00 Closing Remarks

**Complimentary networking reception**

17.00 - 18.00 More info in due course.

# speaker agenda - day one

# Conference Agenda

Wednesday 29 March 2023



08.30 - 09.00 Arrival

09.00 - 09.10 Opening Remarks

**Peter van Schie, Event Director,  
MCI Media, UK**

## Session 5

Moderator: Nigel Nixon, Nigel Nixon & Partners

09.10 - 09.35 **Title TBD**

Many people forget how dangerous working on the waterfront can be. A terminal can have many dangers. These range from unsafe vehicle handling to the way a yard is set up to damaged containers being placed at the bottom of a pile and more. There are many reasons terminals automate from improved efficiency to cost savings to staying competitive to improving processes but the number one thing at the top of this list should be safety. Herein, the speaker will go over scenarios and associated technology. For example, Automated Damage Detection-With ADD, is automatically able to identify frame damage, holes in containers, etc that could compromise the container making it unsafe to place in certain positions. Moreover, OCR cameras at the gate, rail and vessel can be used to move clerks into the office and out of harm's way.

**Peter Knox, Vice President of Business Development, North America, Camco Technologies, USA**

09.35 - 10.00 **Sustainable innovation**

Terminal operators and ports need to play an active role in contributing to sustainability whilst driving innovation. Operations need to be executed and run sustainably alongside responsible maritime practices. From automation to electric container handling equipment, there are myriad ways to expedite the shift to more environmentally-friendly operations.

**Speaker to be announced**

10.00 - 10.25 **An industry in recovery**

Although world trade has begun to recover, the on-going effects of the recent - and still ongoing - challenges endured by the port industry have taken their toll. Whether impacted by the COVID-19 pandemic, trade wars, ripple effects from the war in Ukraine, port congestion, or industry strikes, there has been much disruption to the global supply chain. So, where does the industry stand now, and how does it move forward and recover?

**Speaker to be announced**

10.25 - 10.35 Q&A Session

10.35 - 11.00 Refreshment break

## Session 6

Moderator: tbc

11.00 - 11.25 **Anti-snag load systems**

The speaker will give an explanation of snag load alongside some examples, as well as an overview of the current available anti snag load protection systems and their differences. The presentation will also focus in on prevention instead of just reaction.

**Johannes Kring, Managing Director,  
SIBRE, Germany**

11.25 - 11.50 **Automatic coupling systems - market update, pros and cons**

Beginning with an introduction on automatic coupling systems, including the benefits such as saving manual coupling time, the speaker will layout the technology's market potential for container terminals, intermodal hubs, logistic terminals and distribution centres as well as its pros and cons. Moreover, recent examples of US projects will be given.

**Dick Eichhorn, Electrical Engineer,  
Aucos Systems, Germany**

11.50 - 12.15 **Implementing crane OCR in greenfield operations**

As terminal operators consider crane OCR solutions to automate identification of container numbers, their condition and manage hand-off to and from the STS cranes, a simple installation and integration is now available. CERTUS will present a case study on the ease of installation on the crane with an integration to the crane that does not compromise on our industry leading crane OCR performance.

**Benjie Wells, Vice President Business Development - Americas, Certus Port Automation, USA**

12.15 - 12.30 Q&A Session

12.30 - 14.00 Lunch

## Session 7

Moderator: Nigel Nixon, Nigel Nixon & Partners

14.00 - 14.25 **Port and terminal steel asset protection rust proof piling in ports and terminals**

The speaker will share how rustproof MARINER™ Steel is used to protect the carbon steel assets of ports and terminals. Wentt will describe in detail the technology that allows for the steel to come with a

50 year warranty. Usage detail will be revealed along with customer ranked benefits, including health safety and environmental benefits.

**Rob Wentt, President, Sheet Pile,  
USA**

14.25 - 14.50 **Title to be announced**

Details of this presentation will be released in due course.

**Rodrigo Paiva, Lead Infrastructure Economist, Nigel Nixon & Partners,  
USA**

14.50 - 15.15 **Title to be announced**

A joint presentation alongside the Georgia Ports Authority. Details of this presentation will be released in due course.

**Vijay Agrawal, Vice President, Director - Goods Movement, Americas & Dr. Simon Lewis, Lead AM Practice, AECOM, USA**

15.15 - 15.25 Q&A Session

15.25 - 15.30 Closing Remarks

**Peter van Schie, Event Director,  
MCI Media, UK**

15.30 - 16.00 Refreshment break

16.00 Close of Event

## Travel & Accommodation

All participants are responsible for the arrangement and payment of their own travel and accommodation. You will receive further information upon registration.

## Venue

The event will take place at: Savannah Convention Center, Georgia. You will receive further information upon registration.

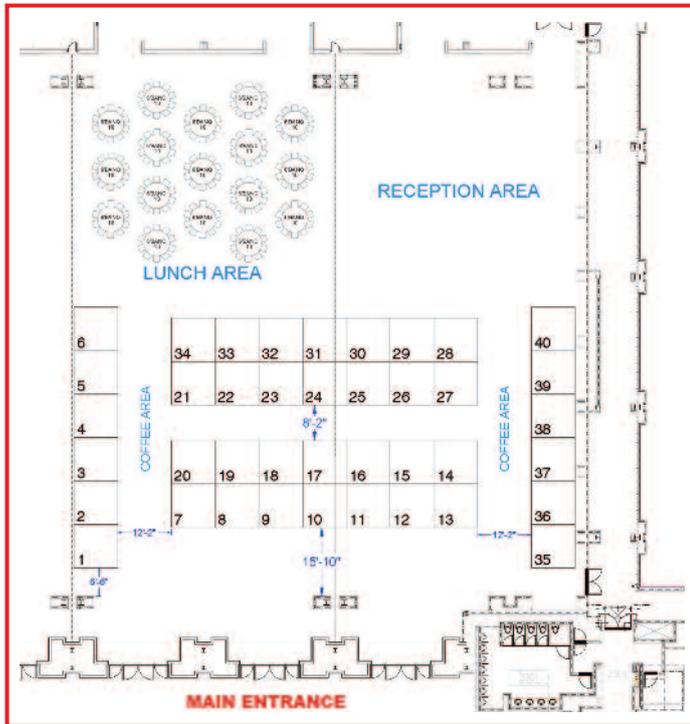
## Organizers

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Tel: [44] 1628 820 046



speaker agenda - day two

# See you in Savannah!



## 2023 exhibitors already include:

AUCOS Systems  
Control Chief  
igus  
Columbus McKinnon/Magnetek  
Musco Lighting  
World Port Development  
Phoenix Lighting  
Dellner Bubenzer USA  
SIBRE Siegerland Brakes USA  
Tsubaki - Kabelschlepp  
VAHLE  
Visy Oy  
Hyster Company  
Conductix-Wampfler  
Horsburgh & Scott  
J.R. Merritt Controls  
ZPMC USA  
Prysmian Kabel und Systeme  
ESL  
Luoyang Wire Rope Inspection Technology  
Camco Technologies

## Sponsorship

### MAXIMIZE your budget

Organizations can enhance their profile by sponsoring event materials. Take a leading role and put your name in front of decision makers, launch a new product, establish your brand and cement yourself as a market leader!

With sponsorship packages ranging from Diamond to Bronze level there are options to suit every need! Email [claire@mcimedia.com](mailto:claire@mcimedia.com)

## NETWORK with attendees

Exhibitors can maximize their prominent role at the event by taking advantage of our Silver & Gold exhibition packages offering VIP guest delegate passes. Book today and invite new, existing & potential customers!

For further information on our Silver or Gold exhibition packages and to book email [claire@mcimedia.com](mailto:claire@mcimedia.com)

## Exhibition

### BOOK your booth now

Our niche, targeted and intimate exhibition, comprising a select group of elite market leaders, provides a unique opportunity to meet companies, and organizations who service the port, terminal and maritime industry.

Unlike the big trade shows, our USP is our quality over quantity approach, ensuring exhibitors a focused, relevant and high-level audience of key port and terminal representatives - therefore, the exhibition is not open to the public and/or visitors - **it is open to registered delegates only**. Each exhibiting company is entitled to **one** delegate registration per booth.

### Additional representatives

Beyond your complimentary delegate and exhibitor staff, any other representatives wishing to attend must register as 'colleague delegates'.

## MEET clients & customers

### Standard exhibition package

8ft x 10ft (approx) pipe and drape exhibit space  
**One** complimentary delegate registration with full event access  
Skirted and dressed table, 2 chairs, waste basket & company name panel  
Recognition and company profile in the event guide  
Company logo with hyperlink to your site on the event website  
Access to the attendee list prior to the start of the event  
**Early-bird rate:** £3,100.00 - Ends 1st December 2022  
**Standard rate:** £3,225.00 - Ends 24th March 2023  
**On-site rate:** £3,545.00 - After 24th March 2023

### Exhibitor staff

Each exhibitor is entitled to book **two** booth personnel at £280.00 per person & will receive access to the exhibition, lunches & refreshment breaks.

## Who should exhibit?

*Manufacturers and suppliers of:*

Quayside cranes, crane components, crane control and drive systems, reachstackers, FLTs, terminal tractors, trailers and chassis systems, straddle carriers, mobile harbour cranes, general cargo cranes, cable reels, cables, brakes, crane rails, engines, tyres, RMGs/RTGs, gantry cranes, spreaders, ropes, terminal planning and automation systems, port construction, consultancy services, AGVs, floating cranes, heavy lift, crane transportation, paving/surfacing, fenders, steel sheetpiling, quay construction, navigation aids, mooring systems, linkspans and those who service the port industry.

**register online at [www.mcimedia.com](http://www.mcimedia.com)**

# Delegate Registration Form

28 & 29 March 2023



YES, I want to attend **PORT & TERMINAL TECHNOLOGY USA 2023**

Please use one registration form per person - complete all sections below and authorize by signing in the signature slot.  
We are unable to process registrations without full payment - please provide credit card details below - alternatively, details for bank transfer will be sent in your confirmation email.  
Fees are quoted, and taken, in UK Pounds Sterling - US Dollar fees charged by your bank/card provider will vary according to daily exchange rates.  
Primary and colleague delegate fees include access to the two-day event, lunches, refreshment breaks, conference materials, delegate pack and speaker presentations.

## DELEGATE DETAILS:

Mr/Mrs/Ms/Miss

First Name ..... Family Name .....  
Position ..... E-mail .....  
Company ..... Telephone .....  
Address .....  
County/State..... Post/ZIP ..... Country .....  
Signature ..... Date .....

## FEES:

I am the primary delegate  
The primary delegate is the first representative to register from his/her company.

	EARLY-BIRD (ends 1 Dec 22)	STANDARD (ends 24 Mar 23)	ON-SITE (after 24 Mar 23)
Delegate	UK£ 640.00	UK£ 740.00	UK£ 800.00
Speaker	UK£ 640.00	UK£ 740.00	UK£ 800.00
Full student	UK£ 400.00	UK£ 400.00	UK£ 400.00

\* Student bookings only apply to full-time students who are not employed by a commercial company.  
Student ID must be provided at the point of registration, your booking will not be processed without the required documentation and access to the event denied.

I am a colleague of an existing delegate  
Applies to any additional representatives from the same company as the primary delegate (sister/parent companies do not apply).

	EARLY-BIRD (ends 1 Dec 22)	STANDARD (ends 24 Mar 23)	ON-SITE (after 24 Mar 23)
Delegate	UK£ 540.00	UK£ 640.00	UK£ 700.00
Speaker	UK£ 540.00	UK£ 640.00	UK£ 700.00

**DON'T FORGET:**  
Register with a colleague  
and you SAVE!

**TERMS & CONDITIONS**

- MCI Media Ltd reserves the right to cancel or postpone any event it deems necessary and will, in such an instance, transfer any paid fees to a future event
- No liability is assumed for changes in programme date, content, speakers and venue
- By completing and submitting this form you are bound to the stated terms and conditions
- Upon receipt of your registration form information documents will be emailed to you including an invoice
- Payment must be made at the point of registration - bank transfers must be received within 7 days of date of invoice. A Purchase Order must be submitted with the registration form for payment by transfer
- Cancellation is not permitted and no refunds will be issued - substitutions can be made prior to the event
- If a delegate is unable to attend he/she remains liable for 100% delegate fee and/or exhibition payment
- Delegates will not be admitted access to the event unless payment has been received
- Flights, transfers and accommodation are not included in your registration fee / exhibition booking fee
- VAT will be charged to stated prices if applicable. All credit card payments will be taken in UK pounds. We are not liable for any extra charges or costs charged by the credit card company and dismiss any liability for using these details to take payments.
- The personal information shown on this form, and/or provided by you, will be held on a database and may be shared with companies in the MCI Media Group in the UK and internationally

## PAYMENT:

Full payment must accompany all booking forms

Name of cardholder: .....  
Card billing address: (if different from above) .....  
.....  
.....

Security code:  (Visa/Master only - 3 digits on back of card)

Expiry date:  /

Visa/Mastercard:  AMEX:  Signature .....

**fax: [44] 1628 822 938 or email to [claire@mcimedia.com](mailto:claire@mcimedia.com)**

# Exhibition Booking Form

28 & 29 March 2023



YES, I want to exhibit at **PORT & TERMINAL TECHNOLOGY USA 2023**

*Please complete all the relevant sections below and authorize by signing in the signature slot provided.*

*We are unable to process bookings without full payment - please provide credit card details below - alternatively, details for bank transfer will be sent in your confirmation email.*

*Fees are quoted, and taken, in UK Pounds Sterling - US Dollar fees charged by your bank/card provider will vary according to daily exchange rates.*

*Each exhibiting company is entitled to one complimentary full delegate registration only and to book & pay for a maximum of 2 exhibitor staff / booth personnel.*

*Any other representatives wishing to attend in addition to the above, or those wanting full access, must register as 'colleague delegates' as per the stated fees.*

## **YOUR DETAILS:**

*If you book the booth this does not automatically grant you event access, each exhibiting company is entitled to one complimentary delegate only to be nominated below.*

Mr/Mrs/Ms/Miss

First Name ..... Family Name .....

Position ..... E-mail .....

Company ..... Telephone .....

Address .....

County/State..... Post/ZIP ..... Country .....

Signature ..... Date .....

## **DESIGNATED COMPLIMENTARY DELEGATE:**

*Each exhibiting company is entitled to one complimentary delegate registration only.*

*Please enter the details of your designated delegate below (if details are the same as above leave blank). Name changes/substitutions are permitted prior to the start of the event.*

Mr/Mrs/Ms/Miss

Name ..... Position .....

E-mail .....

## **ADDITIONAL BOOTH STAFF:**

*Additional booth staff (max 2 people) are charged at £280.00 per person and receive two-day access to exhibition hall, lunches & refreshment breaks only*

Mr/Mrs/Ms/Miss

Name ..... Position .....

Position .....

E-mail .....

Mr/Mrs/Ms/Miss

Name .....

Position .....

E-mail .....

## **SECURE YOUR BOOTH TODAY!**

**Only a limited number of booths available.**

**Book today and secure your place at our niche technical exhibition comprising of a select handful of elite industry experts and market leaders!**

**Promote your products and services to a focused target audience and network with existing and new clients!**

**The exhibition is open to registered delegates only.**

**The booth rate is £3,100.00 until 1st December and includes:**

- 8ft x 10ft (approx) pipe and drape exhibit space
- one complimentary delegate registration with full event access
- skirted and dressed table plus 2 chairs,
- waste basket and company name panel
- recognition and company profile in the event guide
- company logo with hyperlink on event website
- access to the attendee list prior to start of event

## **PAYMENT:**

*Full payment must accompany all booking forms*

Name of cardholder: .....

Card billing address: (if different from above) .....

.....

.....

Security code:    (Visa/Master only - 3 digits on back of card)

Expiry date:   /

Visa/Mastercard:  AMEX:  Signature .....

**fax: [44] 1628 822 938 or email to [claire@mcimedia.com](mailto:claire@mcimedia.com)**