

Savannah International Convention Center, Georgia, USA



**“Thank you for a worthwhile exhibition.
We’ve already had our first booking
from the networking aspects.”
President, Crane Tech Solutions**

30th April & 1st May 2024

EVENT BROCHURE

THE ‘MUST-ATTEND’ EVENT FOR THE PORT, TERMINAL & CONTAINER INDUSTRY

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

Previous events have attracted over 200 participants from more than 95 global companies!

MCI Media are delighted to announce 'Port & Terminal Technology Conference & Exhibition USA 2024'. A "must-attend" key industry event, the conference offers a technical in-depth program delivered by an impressive line-up of market experts providing an invaluable learning opportunity and platform for discussion, debate and networking. The event is complemented by an intimate exhibition.

Who is the event for?

Representatives from engineering, maintenance and operations across the port and terminal industry examining a diverse range of topics from design to dredging, engineering to equipment and security to simulation.

What topics will the event cover?

Issues such as traffic flow, operations, maintenance, automation, quay design, visions of the future, port & terminal planning, efficiency in container handling, increasing capacity and productivity, fender systems, terminal lighting, environmental issues, dredging, simulation and much more...

Are there networking opportunities?

Yes! Ample lunch and refreshment breaks allow plenty of time for discussion. The conference is complemented by an exhibition - [open to delegates only](#). Previous events have also included port tours and drinks receptions.

Travel & Accommodation

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

Venue

The conference and exhibition will take place at:
Savannah International Convention Center, Georgia
United States
You will receive further information on the venue upon registration.

Organisers

MCI Media Limited, Suite 11, Maple Court,
Grove Business Park, White Waltham, SL6 3LW, UK
Email: claire@mcimedia.com Tel: [44] 1628 820 046



Previous attendees include representatives such as:

- Business Development Manager, ABB Ports, USA
- Port Planner, AECOM, USA
- General Manager, Africa Port Services, Nigeria
- Director, Asset Mgt Maint & Eng, APM Terminals, USA
- Sr Ops & Facilities Mgr, Aravak Port Development, Bahamas
- Territory Manager, Belgard, USA
- Design Consultant, Belgard, USA
- Senior Project Manager, BergerABAM, USA
- Vice President, Bergmann Associates, USA
- VP, Director of Civil Works, Bergmann Associates, USA
- Ass Professor, Blekinge Institute of Technology, Sweden
- CEO, Bright Light Systems, USA
- Vice President - Sales, Bright Light Systems, USA
- Regional Sales Manager, Bromma Americas, USA
- Vice President, Bromma Americas, USA
- Vice President Sales & Marketing, Cavotec USA, USA
- Regional Sales Manager, Cavotec USA, USA
- Director, CB&I GBB, USA
- Senior Engineer, CB&I GBB, USA
- Program Director Waterfont, Collins Engineers, USA
- Manager, Columbus Street & Union Pier Terminal, USA
- Market Dev Mgr - Container, Conductix Wampfler, USA
- District Sales Manager, Conductix-Wampfler, USA
- Director Marketing & Innovation, Conductix-Wampfler, USA
- Director Logistics, CSX Intermodal Terminals, USA
- Director Equip Maintenance, CSX Intermodal Terminals, USA
- GM, South Region, CSX Intermodal Terminals, USA
- Terminal Manager, CSX Intermodal, USA
- Technical Director, CSX Transportation, USA
- Senior Technology Manager, CSX Transportation, USA
- President, ESL Power Systems, USA
- Director of Sales, ESL Power Systems, USA
- Terminal Officer, Ghana Ports & Harbours Authority, Africa
- Terminal Manager, Ghana Ports & Harbours Authority, Africa
- Chairman, Ghana Ports & Harbours Authority, Africa
- Board Member, Ghana Ports & Harbours Authority, Africa
- PR Manager, Ghana Ports & Harbours Authority, Africa
- Stevedore Manager, Ghana Ports & Harbours Authority, Africa
- Traffic Officer, Ghana Ports & Harbours Authority, Africa
- Terminal Staff, Ghana Ports & Harbours Authority, Africa
- Sales Director, GKN Land Systems, USA
- Director Sales & Marketing, Global Tech LED, USA
- General Manager, Global Rigging & Transport, USA
- Construction Manager, Global Rigging & Transport, USA
- Purchasing Manager, Global Rigging & Transport, USA
- Director Sales & Marketing, Hartmann & Koenig, Germany
- Director Business Development, Hayward Baker, USA
- Director, Hayward Baker, USA
- Area Manager, Hayward Baker, USA
- Director / Mkt Mgr, Hirschmann Automation & Control, USA
- VP, Sales & Marketing, J.R. Merritt Controls, USA
- Industry Sales Mgr - Ports & Intermodal, Hyster Co, USA
- Sales Manager, Hyster Company, USA
- VP Sales - Ports & Terminals, Identec Solutions, USA
- Senior Consultant - Logistics Systems, Inform, Germany
- CEO, ISL Applications, Germany
- Marketing Coordinator, JLT Mobile Computers, USA
- Vice President, JMT, USA
- Project Manager, JMT, USA
- District Sales Manager, J.R. Merritt Controls, USA
- VP, Sales & Marketing, J.R. Merritt Controls, USA
- Manager Crane Systems, Kalmar USA, USA
- Mgr Counter Balance, Ports & Terminals, Kalmar USA, USA
- VP, Americas - Automation Sales, Kalmar USA, USA
- Sales Mgr Automation & Project Sales, Kalmar USA, USA
- Project Manager, Kalmar USA, USA
- Director, Keller Foundations, USA
- Senior Vice President, Kimley-Horn & Associates, USA
- Senior ODC, Karachi Port Trust, Pakistan
- Sales Engineer - Port Cranes, Konecranes, USA
- Sales Director - Lift Trucks, Konecranes, USA
- General Manager - Port Service, Konecranes, USA
- Sales Manager - Port Cranes, Konecranes, USA
- Product Manager, Magnetek, USA
- Director, Merford Cabins, Canada
- Technical Sales Director, Merford Cabins, USA
- Senior Sales Representative, Musco Lighting, USA
- Project Manager, Natural Sorbent Solutions, USA
- President, Natural Sorbent Solutions, USA
- Project Manager, North Carolina State Ports Authority, USA
- Snr Project Mgr, North Carolina State Ports Authority, USA
- Manager, North Charleston Terminal, USA
- National Paver Specialist, Oldcastle Architectural, USA
- General Manager - Sales, Paceco Corp, USA
- Senior Maritime Planner, Parsons Brinckerhoff, USA
- Facility Manager & FSO, Penn Terminals, USA
- Director, Planning & Dev, Philadelphia Port Authority, USA
- Regional Sales Mgr - Ports, Phoenix Terminal Solutions, USA
- General Manager, Pintsch Bubenzer USA, USA
- Dir Eng & Asset Maintenance, Prince Rupert Port, Canada
- Consultant, RA Boyle Consultant, USA
- Senior Associate, Schnabel Engineering, USA
- Principal Engineering, Schabel Engineering, USA
- Account Executive - Transport Logistics, SICK, USA
- Cranes Business Dev Mgr, Siemens Industry Inc, USA
- Managing Director, Solid Port Solutions, UAE
- President & CEO, South Carolina Ports Authority, USA
- Dir Terminal Ops, South Carolina Ports Authority, USA
- Snr VP - Terminals & Ops, South Carolina Ports Authority, USA
- VP - Engineering, South Carolina Ports Authority, USA
- Business Development Manager, Strainstall UK Ltd, UK
- Dealer, Big Red Inc, Taylor Machine Works, USA
- Regional Sales Manager, Taylor Machine Works, USA
- General Manager, TICO - Terminal Investments, USA
- Executive VP, TICO - Terminal Investments, USA
- Automated Crane Systems Specialist, TMEIC, USA
- Vice President, TranSystems, USA
- Business Area Director, Trimble, USA
- Project Manager, Trutegra, USA
- Market Manager Port Technology, Vahle, USA
- Business Dev Mgr, Vector Corrosion Technologies, USA
- Mgr, Wando Welch Terminal Container Operations, USA
- Lead Engineer, WSP / Parsons Brinckerhoff, USA
- VP Sales & Marketing, ZPMC Crane Services, USA...

email claire@mcimedia.com for more info

Conference Agenda

Tuesday 30 April 2024

09.00 - 09.30 Arrival & Registration

09.30 - 09.40 Opening Remarks

Peter van Schie, Event Director, MCI Media, UK

Session 1 - Digitalization & A.I.

Moderator: Peter van Schie, MCI Media

09.40 - 10.05 **Emerging Tech - the emergence of AI**

AI has emerged in recent years as the technology buzzword replacing blockchain, digital twins, and even automation. We see an increasing prevalence of terminals' investment agendas looking to AI to help resolve many challenges. But it begs the question, are operators looking to invest in AI because it is seen as the buzzword of the day or because it is an essential tool capable of propelling terminal operations forward into the future? This presentation will delve into this question to explore whether the new "A-word" is all hype or whether it can deliver practical outcomes for terminal operators.

Matthew Wittemeier, Director Marketing & Sales, INFORM, Germany

10.05 - 10.30 **The digitalization of data collection to drive process automation**

The speaker will discuss how advances in vision technology have created new Artificial Intelligence tools to help terminals automate processes which until recently were manual (and therefore labor intensive and error prone) or relied on heavy applications such as active RFID and DGPS. The benefit for terminals is that by using light infrastructure with vision technology, they will receive the same benefits they would from capital intensive systems.

John Lund, Sales & Marketing Director (Global), Visy Oy, Finland

10.30 - 10.55 **Digitalization and automation for sustainable terminal operations and resilience against cyber threats**

The speaker will use field experience and demonstrate via a series of case studies to show how digitalization and automation assist in sustainable terminal operations and enable resilience against cyber threats.

Marcel van Lith, BD Manager - USA, Siemens, USA

10.55 - 11.05 Q&A Session

11.05 - 11.30 Refreshment break

Session 2 - Efficiency & productivity

Moderator: tbc

11.30 - 11.55 **Providers, proponents & suppliers - products or solutions?**

Buying a solution versus a product involves considering various factors related to the problem you're trying to solve or the need you are aiming to fulfill. A presentation to compare and contrast between the two.

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

11.55 - 12.20 **From information to value - how use of data and predictive analytics can support decisions, improve efficiency and competitive advantage**

Starting from the awareness that every terminal is unique, with its own mix of equipment, cargo, vessel types, labor relations and commercial agreements, this paper will present how to implement predictive analytics to actively support operations manager in taking right decisions to maximize productivity and overall efficiency and sustainability of the terminal.

Marco Fehmer, Chief Executive Officer, DSP, Switzerland

12.20 - 12.45 **AI techniques for more versatile, robust and resilient OCR and image analysis**

One way AI can help the port sector is by increasing the ability of image analysis software, used for applications such as optical character recognition, to tolerate lower quality images. This creates a system less reliant on high quality cameras, lighting and may reduce the need for cleaning, maintenance, and repair. TMEIC is creating applications based on AI to enhance its software and enable the automatic detection and correction of images while trucks enter or leave port facilities.

Justin Hollingsworth, Business Development Manager & Rodrigo Garro, Sales Manager - TMEIC Port Technologies, TMEIC, USA

Session 3 - Operations & engineering

Moderator: Nigel Nixon, Nigel Nixon & Partners

14.15 - 14.40 **Importance of peer review**

The procurement process for container cranes is somewhat unique and faces many challenges. Unfortunately, some procurement decision makers believe buying container cranes is the

same as buying any other piece of equipment. However, container cranes are not standardized due to many factors such as geological conditions. This is why market leading crane manufacturers design each crane to fit each individual port's requirements. The speaker underlines why a competent peer review is statistically, without question, the most effective and economical way to minimize serious engineering mistakes.

Richard Phillips, Sr Mechanical Engineer, Casper, Phillips & Associates, USA

14.40 - 15.05 **ASi versus Can Bus communication - upgrade or continue**

Many ports use Actuator Sensor Interface (AS-Interface or ASi) communications on ship-to-shore cranes. This format provides limited functionality between the crane and the spreader, but it works well. Can Bus communication allows the user accessibility to additional technologies such as camera systems, flipper positioning, wireless comms to spreader, troubleshooting capabilities, etc. This discussion will cover the pros and cons of ASi, Can Bus, and other protocols as well as provide methodologies and estimated costs to migrate from ASi to Can Bus and what the terminal can achieve should they convert.

Frank Hegan, President, Crane Tech Solutions/Stinis, USA

15.05 - 15.30 **Presentation tbc**

Want your company on the agenda?

Then send your abstract today!

Speaker to be confirmed

15.30 - 15.55 **Smart ponds & off-site stormwater nutrient treatment: a P3 case study of Florida seaports**

Resilient and sustainable, Smart Ponds allow ports to protect the environment and shield against extreme weather events, while also ensuring that a port's available land be dedicated to meeting expansion demands. The speaker will provide a technical overview of Continuous Monitoring and Adaptive Control technology and Stormwater Nutrient Credits in Florida. Case studies of Port Tampa Bay and Seaport Manatee demonstrate their effectiveness in enhancing water quality and mitigating flood risks using existing stormwater infrastructure.

John (Jack) Fiveash, CEO, National Stormwater Trust, USA (tbc)

15.55 - 16.15 Q&A Session & Closing Remarks

16.15 - 17.15 Refreshments & complimentary networking reception for all attendees



**** please note: presentations & timings may be subject to change ****

Conference Agenda

Wednesday 1 May 2024



09.00 - 09.30 Arrival

09.30 - 09.40 Opening Remarks

Peter van Schie, Event Director, MCI Media, UK

Session 4 - Digitally connected ports

Moderator: Peter van Schie, MCI Media

09.40 - 10.05 **Web-based user interface: connecting operations with its digital platform**

More information to follow in due course.

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

10.05 - 10.30 **Presentation tbc**

Want your company on the agenda?

Then send your abstract today!

Speaker to be confirmed

10.30 - 10.55 **Presentation title to be announced**

Nokia, alongside a customer and end-user customer will participate in this presentation. More info to follow in due course.

Brayton Sparks, Private Wireless Sales Manager - Transportation & Logistics, Nokia, USA

10.55 - 11.05 Q&A Session

11.05 - 11.30 Refreshment break

Session 5 - Sustainability & environment

Moderator: tbc

11.30 - 11.55 **Shore power for marine terminals - achieving 100% plug-in capability today for a better tomorrow**

Every marine terminal faces its own set of unique challenges when creating a strategy to implement shore power that can range from the availability of power to space constraints for cable management systems on the waterfront. The goal of aligning both internal and external green policies and reaching global decarbonization initiatives is driving the need for creative, flexible solutions to solve these challenges. The speaker will introduce the basics of shore power, explain the shortcomings of older methodologies, and open the door to new technologies that will enable great leaps forward in reaching decarbonization goals. Use less equipment, with less construction, in less space to achieve higher plug-in percentages.

Sean McCaskill, Shore Power Solutions Manager, Americas, igus, USA

11.55 - 12.20 **Presentation tbc**

Want your company on the agenda?

Then send your abstract today!

Speaker to be confirmed

12.20 - 12.45 **Charging toward full electrification: the impact of battery-powered equipment on port operations**

This presentation provides insights and metrics on the deployment of battery-powered equipment and its profound effect on operational efficiency and environmental sustainability as the electrification wave sweeps through ports and terminals.

Jussi Suhonen, Vice President Regional Sales, Port Solutions, Konecranes

12.45 - 13.00 Q&A Session

13.00 - 14.15 Lunch

Session 6 - Planning & modernization

Moderator: tbc

14.15 - 14.40 **Design Build procurement in the port sector - when will alternative delivery be more commonly used?**

Design Build is the common mode of delivery in many countries. It is favored by owners because of risk transfer and single point of responsibility. It is also favored by contractors as it gives them control over the design so they can influence the design to be method driven. But why is it still not catching on in the US? This presentation will offer reasons why it should be.

Keith Abraham, Project Director and Cost Consultant, Nigel Nixon and Partners, USA

14.40 - 15.05 **Plans for the proposed Louisiana International Terminal**

To meet the industry's growing needs, the Port of New Orleans, with partners Terminal Investment and Ports America, is investing in a new USD1.8 billion container terminal project - The Louisiana International Terminal.

This modern maritime gateway will serve vessels of all sizes and create new jobs, generate new opportunities throughout the state, and keep Louisiana competitive. The speaker will discuss plans and investments for the greenfield development.

Tom Van Eynde, Managing Director - North America, Terminal Investment Limited, Switzerland

15.05 - 15.30 **Presentation tbc**

Want your company on the agenda?

Then send your abstract today!

Speaker to be confirmed

15.30 - 15.55 **Presentation tbc**

Want your company on the agenda?

Then send your abstract today!

Speaker to be confirmed

15.55 - 16.15 Q&A Session & Closing Remarks

16.15 Close of Event

WANT TO BE ON THE AGENDA?

Then send your abstract today!

We currently have some slots we are still considering abstracts for. If you'd like to be considered, please send an abstract to claire@mcimedia.com

Please ensure abstracts are maximum 300 words in word format or in the body of an email which clearly states the title, aim and intention of the presentation.

**** Please note ****

Speakers are required to register for the event and pay the relevant fees and are responsible for the booking and payment of their own travel and accommodation.

Presentations explore topics such as:

- Paving
- Terminal lighting
- Port and terminal design
- Quay and breakwater design
- Increasing productivity for cargo handling
- Simulation for cargo handling
- Impact of larger ships on infrastructure
- Terminal efficiency
- Fender systems
- Dredging
- Traffic flow
- Case studies
- Future operation
- Advanced optimization
- E-RTGs & RMGs
- Electrification
- Horizontal transportation
- GIS
- Laser scanning for crane structures
- Bulkhead rehabilitation
- and more...

**** please note: presentations & timings may be subject to change ****

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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

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'.

Standard exhibition package

MEET clients & customers

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 on the event website & social media posts
Access to the attendee list prior to the start of the event

Standard rate: UK £3,225.00

On-site rate: UK £3,545.00 - After 26th April 2024

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, FLT's, 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

Delegate Registration Form

30th April & 1st May 2024



YES, I want to attend **PORT & TERMINAL TECHNOLOGY USA 2024**

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 31 Oct 23)	STANDARD (after 31 Oct 23)	ON-SITE (after 26 Apr 24)
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 31 Oct 23)	STANDARD (after 31 Oct 23)	ON-SITE (after 26 Apr 24)
Delegate	UK£ 540.00	UK£ 640.00	UK£ 700.00
Speaker	UK£ 540.00	UK£ 640.00	UK£ 700.00

TOP TIP:

**Register with a colleague
and you SAVE UK £100.00!**

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)

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[illegible]

Security code: (Visa/Master - 3 digits on back of card)
(Amex - 4 digits on front of card)

Expiry date: /

Visa/Mastercard: ☐ AMEX: ☐ Signature

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

