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17 & 18 April 2018

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Conference Agenda



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

Previous events have attracted over 185 participants from more than 95 global companies!

Tuesday 17 April 2018

08.00 - 09.00 Arrival & Registration

09.00 - 09.10 Opening Remarks

09.10 - 09.35 **Keynote**

Jim Newsome, Chief Executive Officer, South Carolina Ports Authority, USA

Session 1: Visions Of The Future

Moderator: Peter van Schie, Event Director, MCI Media

09.35 - 10.00 **Tech talk: emerging technologies**

Just when it feels like we're getting our heads around big data, IoT, and automation in comes an entirely new set of tech buzzwords. This talk takes a high-level look at the emerging technologies of: artificial intelligence (AI), augmented reality, autonomous vehicles, business intelligence, blockchain, chatbots, cloud to the edge, drones, digital twins, machine learning, robots, and virtual reality before we take a deeper dive into AI and its potential impact on the port and terminal industry.

Matthew Wittemeier, Marketing Manager - Logistics Division, Inform, Germany

10.00 - 10.25 **Port & expansion overview**

South Carolina Ports Authority provides a detailed overview of the port as well as its plans for expansion and development.

James Van Ness, Director of Engineering and Permitting, South Carolina Ports Authority, USA

10.25 - 10.35 Q&A Session

10.35 - 11.00 Refreshment Break

Session 2: Productivity & Performance

Moderator: Alan Peterson, Sales Manager, TMEIC

11.00 - 11.25 **Digital revolution: using information to boost terminal performance**

The presentation explains how to put in relation tariff structure, running cost and operational performance to obtain a comprehensive KPI dashboard able to support terminal management in real time decision and long term planning, enabling operators to track performance, improve customer service, and increase profitability.

Marco Fehmer, Chief Executive Officer, Data and System Planning, Switzerland

11.25 - 11.50 **Remote operated RTG - what's under the hood?**

The presentation looks at the core technologies and IT infrastructure requirements behind successful implementation of remote operated RTGs, what the technical challenges are - especially in brownfield terminals - and how to tackle them. The speaker also shares best practice and lessons learnt from recent automated and remote operated RTG projects.

Sampo Pihkala, Product Manager, Konecranes, Finland

11.50 - 12.15 **Standardizing electrification**

With the strong move towards electrification in the port industry there is a need to provide standardized electrification solutions to reduce the implementation time of newly electrified equipment. By focusing on repeatability and modularization, equipment can be brought online with less time and cost to the operator.

Jim Andriotis, Group Innovation Market Development Manager, Cavotec, USA

12.15 - 12.30 Q&A Session

12.30 - 14.00 Lunch

Session 3: Equipment & Technology

Moderator: To be announced

14.00 - 14.25 **Brake only snag system**

Many methods have been tried to minimize snag damage with mixed results. Bubenzer developed a snag system and conducted full speed tests. Casper, Phillips & Associates was retained to develop a test procedure and witness testing. The speaker describes previous snag systems, the BOSS test procedure and results.

Rich Phillips, Structural Engineer & President, Casper Phillips & Associates, USA

14.25 - 14.50 **New techniques in vision technology to solve operational problems**

Until recently, OCR had 3 primary applications: identifying cargo at truck gates, rail heads, and in STS operations. Due to advances in vision technology, OCR has applications on spreaders, and therefore addresses other significant problems. Visy's spreader OCR system is the world's first application in use in live operations. The talk gives an overview of the technology.

John Lund, Senior Agent - Americas, Visy, USA

14.50 - 15.15 **Adapting cranes to ULVCs**

Simulation-based virtual terminal allows operators to use existing equipment and process automation to improve usage of their operation system. The presentation looks at the cheapest most green way to improve efficiency.

Rick Pope, Vice President of ZPMC North America, ZPMC USA, USA

15.15 - 15.25 Q&A Session

15.25 - 15.45 Refreshment Break

Session 4: Port Automation

Moderator: Peter van Schie, Event Director, MCI Media

15.45 - 16.10 **Encoder systems for modern and automated container cranes**

The presentation examines state-of-the-art encoder systems and electronic switches for container crane systems and other applications in the heavy equipment industry. Learn how to improve efficiency and safety as well as reduce operating and maintenance costs.

Peter Haarhoff, Sales Manager USA/Canada, Johannes Huebner, Germany

16.10 - 16.35 **Next step of automated container handling in a manned environment**

When necessity requires people to interact with lifting equipment automation reaches a kind of limitation. Combining various methods in order to safeguard such interaction could be the way to successfully expand automation into areas where human interaction is still needed. Making a step towards this will involve a combination of technology, planning and establishing new rules.

Walter Leiler, Sales Manager, Kuenz, Austria

16.35 - 17.00 **Landside automation**

Maxview4D has been running at Qingdao Qianwan Container Terminal since June 2017. The design of the system provides a platform for some exciting and rapid developments in its capabilities - including beyond landside automation. The talk gives an overview of the solution.

Dakota Lazenby, Development Engineer and Robert Kriener, Development Engineer, TMEIC Corporation, USA

17.00 - 17.15 Q&A Session & Closing Remarks

17.15 - 18.30 Networking reception

register online at www.mcimedia.com

Conference Agenda



Wednesday 18 April 2018

08.30 - 09.00 Arrival & Refreshments

09.00 - 09.10 Opening Remarks

Session 5: Planning & Digitalization

Moderator: Nigel Nixon, Chairman, Nigel Nixon & Partners

09.10 - 09.35 Cranes and terminal digitalization and automation

Traditional crane OEMs are striving to provide complete terminal automation solutions from the TOS down to crane and civil engineering. The question is: is it economical to do this in-house or it is better this technology is sourced from an automation system supplier? Siemens is proposing standardized automation module interfaces and communication protocols. **Manfred Gayer, Business Manager - Cranes, Siemens Industry, USA**

09.35 - 10.00 How does digitalization change the workflow of terminal planners?

Digitalization is one of the main topics in logistics at the moment. Decision support systems may help staff in the control room to concentrate on exceptions instead of monitoring the routine processes of the terminal. This will change the role of planners and optimize the processes on the terminal. Full automation of the terminal control - without the influence of the human planner - versus supporting the planner with pre-processed data for faster decisions are the options for the future.

Holger Schuett, CEO & Professor, ISL Applications, Germany

10.00 - 10.25 Planning and design considerations for a container terminal with electric RTG cranes

The presentation provides an overview of different types of electric RTG (ERTG) crane systems currently available with a comparison of key features along with examples. It also gives information on the proposed Hugh Leatherman Container Terminal located in Charleston which plans to use ERTGs. The talk will conclude with key notes on how to implement ERTG systems into existing or new container terminals.

Vijay Agrawal, Associate Vice President - Americas Ports & Marine - Transportation, AECOM, USA

10.25 - 10.35 Q&A Session

10.35 - 11.00 Refreshment Break

Session 6: Design & Maintenance

Moderator: Vijay Agrawal, Associate VP - Ports & Marine, AECOM

11.00 - 11.25 How and why non-traditional generic pavements are taking hold in the wet and dry port sector

The presentation will address how the implementation of a recommended comprehensive pre-planned maintenance regime can benefit appropriate repair and/or renewal intervention to prolong the asset's life. New techniques involving materials and monitoring will be examined as well as how paving technologies have advanced. It will also outline the effect of densification and automation on pavement design and the changes necessary to accommodate stricter constraints required by automated handling equipment. The paper offers lessons learnt, what's new, best and why. **Nigel Nixon, Chairman & Mark Smallridge, President, Nigel Nixon & Partners, USA**

11.25 - 11.50 Preserving port infrastructure for the future

The presentation delivers case studies to demonstrate how various methods and tools can be used to collect data to evaluate the condition of marine structures. In particular, it will demonstrate how destructive testing can be augmented with non-destructive testing methods. The resulting information is used to design appropriate and cost effective repair and cathodic protection systems to extend the life of structures.

Chris Ball, Marketing Manager, Vector Corrosion Services, USA

11.50 - 12.15 Innovative and green approach to storm water design in container terminals

Providing an overview of storm water design requirements in a container terminal the presentation involves brief discussion on engineering, regulatory and operational requirements. It also outlines the traditional methods of storm water design and how it interfaces with site grading, terminal elevation and design of underground utilities. A new approach to container terminal design with provision for stacking containers on concrete beams and keeping two thirds of the container yard unpaved with aggregates will be highlighted.

Gary Freeman, Area Manager - Charleston, AECOM, USA

12.15 - 12.30 Q&A Session

12.30 - 14.00 Lunch

Session 7: Port Operations

Moderator: Peter van Schie, Event Director, MCI Media Ltd

14.00 - 14.25 Green terminal technologies

Along with hybrid power sources, interest in full electric-powered equipment has never been higher. Environmental legislation and pure economics are driving the need to reduce emissions, noise or over-complicated maintenance in container ports. The presentation outlines and compares existing options for full-electric solutions and new infrastructure technology to support them.

Jason Gasparik, Director of Sales - Ports & Terminals, Kalmar Americas, USA

14.25 - 14.50 Infrastructure to support LNG powered vessel bunkering

The use of LNG as a fuel for newly constructed vessels is gaining popularity. Two shipping lines in Jacksonville have recently constructed new LNG powered vessels that will transport goods between Jacksonville and Puerto Rico. The talk provides an overview of the infrastructure currently being constructed to bunker these vessel and the systems used for safe bunkering. It will focus on the fuelling of container ships with LNG utilizing infrastructure constructed within a container yard - the first project of its kind for container terminal operations.

Adam Davisson, Project Manager, South Carolina Ports Authority, USA

14.50 - 15.15 First fully automated container depot for empty containers

Solid Port Solutions are currently working on the first fully automated container depot for empty containers. The presentation will examine the project and give an overview of the concept. **Joost Achterkamp, Managing Director, Solid Port Solutions, United Arab Emirates**

15.15 - 15.25 Q&A Session

15.25 - 15.35 Closing Remarks

15.35 - 16.00 Refreshment & Closing Break

16.00 Close of Event

Accommodation

All participants are responsible for the arrangement and payment of their own travel and accommodation.

*** Special room rates currently available ***

Venue

Gaillard Convention Center,
Charleston, South Carolina, USA
Further information upon registration.

register online at www.mcimedia.com

Sponsorship & Exhibition



Sponsorship

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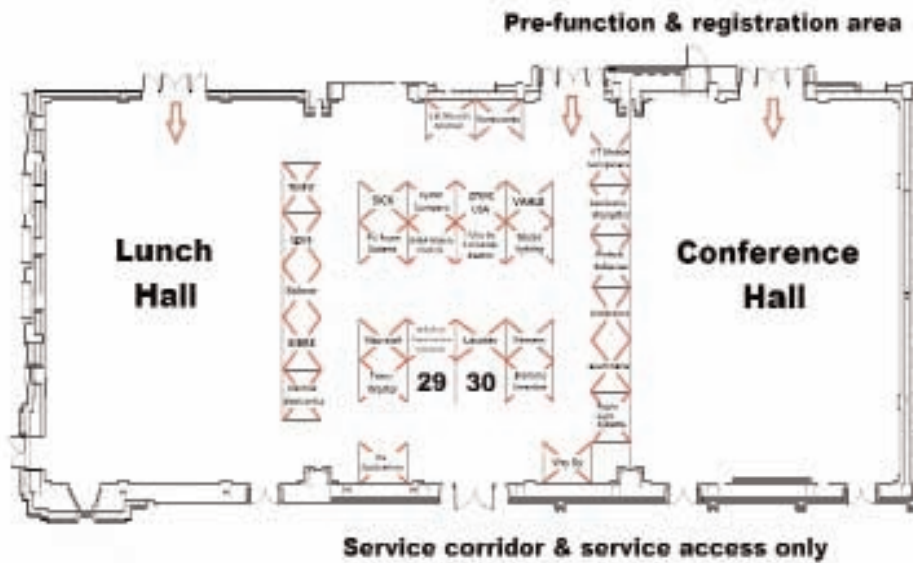
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NETWORK with attendees

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



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| 13. TMEIC Corporation | 30. |
| 14. J.R. Merritt Controls | 31. Bromma Americas |
| 15. Konecranes | |
| 16. SICK Inc | |
| 17. Hyster Company | |

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 only.

Registrations are per individual and cannot be exchanged between staff.

Additional representatives

Beyond your nominated 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 delegate registration with full event access

Skirted and dressed table

2 chairs, waste basket and 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

Standard rate: £2,895.00 - Ends 13th April 2018

On-site rate: £3,000.00 - After 13th April 2018

Exhibitor staff

Each exhibitor is entitled to book **two** exhibitor staff / booth personnel charged at £245.00 per person and will receive:

- two-day access to the exhibition hall, lunches & refreshment breaks only.

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

Delegate Registration Form

17 & 18 April 2018



YES, I want to attend **PORT & TERMINAL TECHNOLOGY USA 2018**

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 22nd Dec)	STANDARD (ends 13th Apr)	ON-SITE (after 13th Apr)
Delegate	<input type="checkbox"/> UK£ 595.00	<input type="checkbox"/> UK£ 695.00	<input type="checkbox"/> UK£ 720.00
Speaker	<input type="checkbox"/> UK£ 595.00	<input type="checkbox"/> UK£ 695.00	<input type="checkbox"/> UK£ 720.00

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 22nd Dec)	STANDARD (ends 13th Apr)	ON-SITE (after 13th Apr)
Delegate	<input type="checkbox"/> UK£ 495.00	<input type="checkbox"/> UK£ 595.00	<input type="checkbox"/> UK£ 620.00
Speaker	<input type="checkbox"/> UK£ 495.00	<input type="checkbox"/> UK£ 595.00	<input type="checkbox"/> UK£ 620.00

The event - including the exhibition - is not open to the public and/or visitors.

To attend the event you must be a registered delegate.

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

Exhibition Booking Form

17 & 18 April 2018



YES, I want to exhibit at **PORT & TERMINAL TECHNOLOGY USA 2018**

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 £245.00 per person and receive two-day access to exhibition hall, lunches & refreshment breaks only

Mr/Mrs/Ms/Miss	Mr/Mrs/Ms/Miss
Name	Name
Position	Position
E-mail	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 group 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 current booth rate is £2,895.00 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