



# Marine Terminal Management Training

October 12-16, 2020

Hyatt Regency Miami  
400 SE 2<sup>nd</sup> Avenue  
Miami, FL

## Monday, October 12

8:00 – 8:30 a.m. **Registration/Continental Breakfast**

8:30 – 9:15 a.m. **Training Program Overview**  
*Erik Stromberg, Executive Director, Lamar University Center for Advances  
in Port Management, Beaumont, TX*

9:15 – 9:30 a.m. **Welcome and Introduction**  
*Chris Connor, President & CEO, AAPA  
Juan Kuryla, Port Director, PortMiami*

9:30 – 10:30 a.m. **Fundamentals of Strategic Leadership - A Terminal Operations  
Perspective**  
*Leadership, both at the executive and operations level, must be strategic and map back  
to the organization's primary mission. This session will discuss how port authority and  
private-sector terminal managers can anticipate, envision, maintain flexibility, and  
empower others to create strategic change as necessary. Strategic leadership in port  
operations facilitates performance of the marine terminal team to achieve organizational  
objectives by influencing, setting directions, purposes, and meaning, and  
maintaining/sustaining the port's or marine terminal's competitive advantage.*

**Speakers:**

10:30 – 10:45 a.m. **Break**

10:45 – 11:45 a.m. **The Role of Marine Terminal Managers at Landlord and Operating Ports**  
*This session will first discuss differences between landlord and operating ports, with a  
pros/cons analysis on both types of operations. It will then go into what frontline terminal  
managers must understand and appreciate regarding their essential role and  
responsibilities in supervising the vessels, equipment and skilled personnel required to  
safely and efficiently move and secure cargo to meet customers' demands.*

**Speakers:**

11:45 a.m. – 12:45  
p.m. **Trade & Economic Trends - Implications for Port/Marine Terminal  
Management**  
*Hear a maritime industry economist discuss current economic trends and challenges  
facing ports, marine terminals, and the customers they serve.*

**Speakers:**

12:45 – 1:45 p.m. **Lunch**

**Monday, October 12** *(continued)*

1:45 – 3:15p.m.      **Ocean Carriers and BCOs – Containers**  
*To better understand their marine terminal requirements, you'll hear from ocean carriers and beneficial cargo owners (BCO) whose companies ship goods via container ships..*

**Speakers:**

3:15 – 3:30 p.m.      **Break**

3:30 – 5:15 p.m.      **Ocean Carriers and BCOs – Breakbulk, Ro-Ro and Bulk**  
*To better understand their marine terminal requirements, you'll hear from ocean carrier and BCO industry leaders whose companies ship goods via breakbulk, Ro-Ro and bulk carriers.*

**Speakers:**

5:30 – 6:30 p.m.      **Reception and Working Group Meet and Greet**

**Tuesday, October 13**

8:00 – 8:30 a.m.      **Continental Breakfast**

8:30 – 10:30 a.m.      **Marine Terminal Efficiency – Perspectives of Transportation Service Providers**  
*In this session, hear from transportation service providers representing Class I and short-line railroads, long-haul and dray trucking firms, and a barge operator.*

**Speakers:**

*Carl Warren, Business Development Director, CSX Railroad, Jacksonville, FL*

10:30 – 10:45 a.m.      **Break**

10:45 – 12:00 a.m.      **Optimizing Port, Supply Chain Management & Operations in a Digitized Environment**  
*Disparate systems within the supply chain must be coordinated into a holistic solution. Presenters in this session will discuss the different levels of digitalization ports and their private-sector partners must undergo to improve cargo flows; the benefits of an information exchange between parties for operational efficiency; and how ports and marine terminals can play a leadership role in new digital strategies.*

**Speakers:**

12:00 – 1:00 p.m.      **Lunch**

**Tuesday, October 13** *(continued)*

1:00 – 2:00 p.m.      **Marine Terminal Automation and Autonomous Vehicles**  
*Automation is leading-edge technology in the context of freight transportation and marine terminal operations. In this session, learn the “what, where and why” about automation’s practical applications in the maritime environment.*

**Speakers:**

2:00 – 3:00 p.m.      **Cybersecurity in the Marine Terminal Environment**  
*Ports and marine terminal operators are increasingly concerned with cyber threats. Most have made major investments in cybersecurity programs to protect confidential data and operation of critical business systems. In this session, you’ll learn about extending cybersecurity programs to address operational technology, such as industrial control systems or supervisory control and data acquisition systems that detect or cause changes through the direct monitoring and control of physical devices, processes and events.*

**Speakers:**

3:00 – 3:15 p.m.      **Break**

3:15 – 5:00 p.m.      **Crisis Management & Business Continuity Planning**  
*Unplanned events can have devastating effects on a port. Crises such as hurricanes, floods, fire, illness of key staff or an IT system failure could all make it difficult or even impossible to carry out normal, day-to-day activities. This session will help you to identify potential risks, make preparations for emergencies and test how your terminal operations are likely to cope in a disaster.*

**Speakers:**

5:00 – 5:45 p.m.      **Work Group Sessions**

**Wednesday, October 14**

7:30 – 8:00 a.m.      **Continental Breakfast**

8:00 – 9:15 a.m.      **Cruise Terminal Operations – Home Ports and Ports-of-Call**  
*Efficient, safe, secure and environmentally-sustainable cruise operations are paramount for success. Hear port authority and terminal-operating company perspectives on effective cruise terminal management protocols, both for home ports and ports-of-call.*

**Speakers:**

9:15 – 10:30 a.m.      **Marine Terminal Security – Risks, Policies & Best Practices**  
*The role port security plays in today’s modern marine terminal has been greatly expanded. A complex transnational set of security issues threaten the maritime industry and the movement of cargo in international trade. Those threats include terrorism, piracy, human trafficking, smuggling of stowaways and drugs, cargo theft and fraud, bribery and extortion. Hear case studies of how effective terminal managers are dealing with these threats through policies and best practices.*

**Speakers:**

**Wednesday, October 14** *(continued)*

10:30 – 10:45 a.m.      **Break**

10:45 – 11:45 a.m.      **Minimizing Marine Terminal Health and Safety Hazards**  
*The hazards of marine terminal work are complex, but most can be avoided with the proper protocols and training. Potential risks range from exposure to chemical or bacteriological contaminants, to extreme temperatures, heavy lifting, repetitive motions, and work in awkward postures and enclosed spaces. Additionally, working around heavy equipment, or moving containers and other heavy bulk loads has the potential to cause serious injury or death if mistakes are made. This session focuses on methods and policies to reduce health and safety risks, as well as the associated costs.*

**Speakers:**

11:45 – 12:45 p.m.      **Networking Lunch with Invited Media**  
*Prior to embarking on the afternoon tour of PortMiami, including an in-depth, behind-the-scenes look at its cruise terminal, MTMT participants will have an opportunity to meet with invited media who will report on and photograph the tour.*

**Speakers:**

1:00 – 5:00 p.m.      **Narrated Tour – PortMiami**  
*Tour will include an insider’s look at both the land-side and water-side operations of the port, including it’s massive cruise terminal and a container terminal. Print and broadcast media will be invited to participate and report on what they see.*

**Speakers:**

**Thursday, October 15**

8:00 – 8:30 a.m.      **Continental Breakfast**

8:30 – 9:45 a.m.      **Strategically Managing Physical Assets – Optimizing Terminal Operations**  
*Ports and terminal managers depend on efficient, properly functioning physical assets to drive competitive advantage. This session will detail an effective enterprise asset management strategy that is comprehensive, flexible and adaptable.*

**Speakers:**

9:45 – 10:30 a.m.      **Continuous Process Improvement – Lean Six Sigma and Other Approaches**  
*Six Sigma (6σ) is a set of techniques and tools for process improvement. Taking a Lean approach to Six Sigma helps terminal managers save time, improve quality, and cut costs. You’ll learn how Define, Measure, Analyze, Improve and Control—DMAIC—is effective for improving existing process problems with unknown causes.*

**Speakers:**

10:30 – 10:45 a.m.      **Break**

**Thursday, October 15** *(continued)*

10:45 a.m. – Noon	<p><b>Marine Terminal Labor Relations</b>  <i>Labor/management practices in North American ports are undergoing a fundamental shift, from confrontation to cooperation in order to counter competitive threats from other ports arising from intermodalism and transportation deregulation. Technological advances in port operations are reducing worker numbers and increasing the skills set required of those who remain. In addition to learning valuable labor negotiation skills, this session will focus on new management techniques to enhance motivation and productivity of the marine terminal workforce.</i></p> <p><b>Speakers:</b></p>
Noon – 1:00 p.m.	<p><b>Lunch: ILA speaker</b></p>
1:00 – 2:30 p.m.	<p><b>Human Resources – Recruiting and Training Your Most Important Assets</b>  <i>Given the large investment ports and terminal operators make in capital assets, they also must do the same with their operational personnel. Learn how proper recruitment and worker training are among the most beneficial uses of time and resources for any business, particularly one that utilizes highly-sophisticated data, heavy equipment and time/location protocols for cargo and passenger handling.</i></p> <p><b>Speakers:</b></p>
2:30 – 2:45 p.m.	<p><b>Break</b></p>
2:45 – 4:15 p.m.	<p><b>Environmental Policies &amp; Regulations Affecting Marine Terminal Operations</b>  <i>In this session, you'll learn about environmental laws and policies that impact marine terminal operations, ocean carriers and consumer-facing businesses and retailers. Hear how terminal operators can track and report diverse aspects of environmental performance, ranging from emissions management to community interaction.</i></p> <p><b>Speakers:</b></p>
4:15 – 5:15 p.m.	<p><b>Ports &amp; FTZs: The Value of Entry</b>  <i>The benefits of a Foreign Trade Zone (FTZ) designation to importers are significant, ranging from duty deferral, reduction and outright exemption, to streamlined logistics, quota avoidance, and lower security and insurance costs due to direct Customs supervision. From importing autos to Xboxes, FTZs encourage foreign commerce in the U.S., saving manufacturers and processors both time and money.</i></p> <p><b>Speakers:</b>  <i>Eric Olafson, Director, Global Trade and Business Development, PortMiami              Gary M. Goldfarb, CEO, Goldfarb Management Services LLC, Miami, FL</i></p>
5:15 – 6:00 p.m.	<p><b>Work Group Breakout Sessions</b></p>

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**Friday, October 16**

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8:00 – 8:30 a.m.      **Continental Breakfast**

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8:30 – 11:30 a.m.      **Work Group Presentations before a Panel of Industry Experts**

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11:30 – Noon      **Wrap-up remarks/Q&A**

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Noon      **Program adjourns**

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