



Marine Terminal Management Training Program

Hyatt Regency Long Beach
Long Beach, California

October 15-19, 2007

(Business casual dress is recommended for all functions)

Monday, October 15

7:30 – 8:15 a.m. **Registration and Continental Breakfast** (Shoreline AB foyer)

8:15 – 8:30 a.m. **Welcome and Opening Remarks**

(Shoreline AB)

*Kurt Nagle
President and CEO
American Association of Port Authorities*

*Dick Steinke
Executive Director
Port of Long Beach*

8:30 – 9:30 a.m. **SESSION I: Critical Issues Facing the Public Port Industry—The Southern California Port Perspective**

(Shoreline AB)

Speaker:
Mr. Steinke

9:30 --10:00 a.m. **SESSION II: Introduction to Program**

(Shoreline AB)

Speakers:
*Anthony Chiarello
Senior Vice President, Customer
Development
AMB Property Corporation
East Rutherford, NJ*

*Erik Stromberg
Hatch Mott MacDonald
Wilmington, NC*

10:00 –10:15 a.m. **Break** (Shoreline AB foyer)

10:15 a.m. – Noon **SESSION III – Structural Changes in the Marine Terminal Industry-Implications for Terminal Operations**

(Shoreline AB)

Speakers:
*Bill Mongelluzzo
West Coast Editor
JoC Group
Long Beach, CA*

*J. Michael Zachary, PE, PPM®
Senior VP, Ports and Maritime
The Supply Chain Consortium (Managed
by Tompkins Associates)
Member of DHS's 10th Commercial
Operations Advisory Committee (COAC)
Seattle, WA*

Noon – 2:00 p.m. **Lunch: Trade Growth—Fundamental Driver of Port Operations and Development Strategies**

(Seaview A)

Speaker:
*Paul Bingham
Global Insight, Inc. (fka DRI-WEFA)
Washington, DC*

Monday, October 15 *(continued)*

2:00 – 3:45 p.m. (Shoreline AB)	SESSION IV: Marine Terminal Design and Container Handling Systems Speaker: <i>M. John Vickerman, Jr.</i> <i>Principal</i> <i>TranSystems Corporation</i> <i>Norfolk, VA</i>
3:45 – 4:00 p.m.	Break (Shoreline AB foyer)
4:00 – 4:45 P.M. (Shoreline AB)	SESSION V: Critical Port Security Issues – Assuring Cargo Integrity Prior to, During and Post Marine Terminal Operations Speaker: <i>Mr. Zachary</i>
5:00-7:00 p.m.	Tour of Port of Long Beach and LA aboard the “Pacific Spirit” <i>- participants will be directed across the footbridge, located outside the front doors of the Hyatt Regency, to the Shoreline Villages dock area to board “Pacific Spirit.”</i>

Tuesday, October 16

8:00 – 8:45 a.m. (Shoreline AB)	Continental Breakfast –Presentation of Assignment Part One
8:45 – 10:00 a.m. (Shoreline AB)	SESSION VI: Trends in Cruise Terminal Operations Speaker: <i>Bruce Cummings</i> <i>Marine Terminal Supervisor</i> <i>Port of San Diego</i>
10:00 – 10:15 a.m.	Break (Shoreline AB foyer)
10:15-12:00 a.m. (Shoreline AB)	SESSION VII: Green Terminal Operations: Overview Speakers: <i>Steve Campbell</i> <i>Senior Vice President, Acquisitions</i> <i>AMB Property Corporation</i> <i>San Francisco, CA</i> <i>T.L. Garrett</i> <i>Vice President</i> <i>Pacific Merchant Shipping Association</i> <i>Long Beach, CA</i>
Noon – 2:00 p.m. (Seaview Rotunda)	Lunch: “Issues in Being Green” Speaker: <i>Julia T. Nagano</i> <i>Director of Corporate Communications</i> <i>Port of Los Angeles</i>
2:00 – 4:00 p.m. (Shoreline AB)	SESSION VIII: The Role of Marine Terminal Operations in the Global Supply Chain Speakers: <i>John Isbell</i> <i>Director, Corporate Delivery Logistics</i> <i>NIKE, Inc.</i> <i>Beaverton, OR</i>

Tuesday, October 16 *(continued)*

4:00 – 4:15 p.m. **Break** (Shoreline AB foyer)

4:15 – 5:15 p.m. **SESSION IX: Assuring Supply Chain Efficiency**

(Shoreline AB)

Speaker:

*Larry Nye
Vice President
Moffatt & Nichol
Long Beach, CA*

Wednesday, October 17

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

(Shoreline AB foyer)

8:00 a.m. – Noon **SESSION X: Foundation Skills for Personal Interaction –
The Manager as Negotiator**

(Shoreline AB)

Speaker:

*Dr. Edward C. Caprielian
Management and Negotiation Specialist
Manhattan Beach, CA*

Noon – 1:00 p.m. **Lunch**

(Seaview Rotunda)

1:00 – 6:00 p.m. **SESSION X: continued**

(Shoreline AB)

Thursday, October 18

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

(Shoreline AB foyer)

8:30 – 9:30 a.m. **SESSION XI: Terminal Safety..Hazardous Materials Handling**

(Shoreline AB)

Speakers:

*Capt. James J. McNamara
President
National Cargo Bureau, Inc.
New York, NY*

*Ronald L. Signorino
President
The Blueoceans Co.
Basking Ridge, NJ*

9:30 – 10:30 a.m. **SESSION XII: IT and Terminal Operating Systems**

(Shoreline AB)

Speaker:

*Douglas L. Albrecht
Director, Information Management
Port of Long Beach*

10:45 – 11:00 a.m. **Break** (Shoreline AB foyer)

11:00 a.m. – 12:00 p.m. **SESSION XIII: Railroad Operations: Carload and Intermodal**

(Shoreline AB)

Speaker:

*Jeannie G. Beckett
Senior Director, Inland Transportation
Port of Tacoma*

Thursday, October 18 *(continued)*

12:00 – 2:00 p.m.
(Beacon Rotunda)

Luncheon Program: — Role of ILWU

Speaker:
Chad Lindsay
V.P. Southern California
Pacific Maritime Association
Long Beach, CA

2:00 – 4:30 p.m.
(Shoreline AB)

**SESSION XIV: Surviving the Competitive Marine Terminal Industry—
Economics of Marine Terminal Operations**

Speakers:

<i>Barry Horowitz</i> <i>General Manager, Container Marketing</i> <i>Port of Portland</i>	<i>Frank N. Pisano</i> <i>Regulatory V.P. General Mgr., LA</i> <i>Trans Pacific Container Service Corp.</i> <i>(TraPac)</i> <i>Wilmington, CA</i>
<i>Alan McCorkle</i> <i>Senior Vice President</i> <i>A.P. Moeller Terminals</i> <i>Maersk Pacific Ltd.</i> <i>Terminal Island, CA</i>	<i>Sal Ferrigno</i> <i>General Manager</i> <i>Pacific Container Terminal</i> <i>Long Beach, CA</i>

4:30 – 6:00 p.m.
(Shoreline AB)

**SESSION XV: Future Challenges and Strategies for the
Marine Terminal Industry—An Interactive Session With Workshop
Teams**

6:00 p.m.

Program Concludes
