



# Marine Terminal Management Training Program

**Hyatt Regency Jacksonville - Riverfront  
Jacksonville, FL**

**October 25-28, 2010**

*(Business casual dress is recommended for all functions)*

<b>Monday, October 25</b>	
8:00 – 8:30 a.m.	<b>Registration and Continental Breakfast</b>
8:30 – 8:45 a.m.	<b>Welcome and Opening Remarks</b>  <i>Speaker:</i> <i>Kurt J. Nagle</i> <i>President and CEO</i> <i>American Association of Port Authorities</i>
8:45 – 9:15 a.m.	<b>SESSION I: Icebreaker and Introduction to Program</b>  <i>Speaker:</i> <i>Erik Stromberg</i> <i>Wilmington, NC</i> <i>Facilitator</i>
9:15 – 10:15 a.m.	<b>SESSION II: Setting the Stage: Critical Issues Facing Public Ports and the Marine Terminal Industry</b>  <i>Speakers:</i> <i>Mr. Nagle</i>  <i>Bruce E. Cashon</i> <i>Senior V.P. &amp; Chief Commercial Officer</i> <i>Ceres Terminals Incorporated</i> <i>East Brunswick, NJ</i>  <i>J. Stanley Payne</i> <i>Chief Executive Officer</i> <i>Canaveral Port Authority</i>
10:15 – 10:30 a.m.	<b>Break</b>
10:30 – 11:30 a.m.	<b>SESSION III – Trade and Economic Trends and the Impact of the Panama Canal Expansion</b>  <i>Speaker:</i> <i>John C. Martin, Ph.D.</i> <i>President</i> <i>Martin Associates</i> <i>Lancaster, PA</i>
11:30 a.m. – 12:30 p.m.	<b>SESSION IV: Port Industry Institutional and Structural Trends</b>  <i>Speakers:</i> <i>Mr. Stromberg</i> <i>Mr. Payne</i>  <i>Mr. Cashon</i>
12:30 – 1:30 p.m.	<b>Lunch</b>

**Monday, October 25** *(continued)*

1:30 – 3:00 p.m.	<b>SESSION V: The Role of Marine Terminal Operations in the Global Supply Chain and the Expectations of Our Customers &amp; Business Partners</b>  <b>Speakers:</b> <i>Steven A. Evans</i> <i>Assistant VP, Marketing Services &amp; Planning</i> <i>Norfolk Southern Railway Company</i> <i>Norfolk, VA</i>	<i>Anthony Chiarello</i> <i>President</i> <i>American Shipping Group</i> <i>Federal Way, WA</i>
3:00 – 3:15 p.m.	<b>Break</b>	
3:15 – 4:45 p.m.	<b>SESSION VI: Continuing Evolution of Marine Terminal Design and Cargo Handling</b>  <b>Speaker:</b> <i>M. John Vickerman, Jr.</i> <i>Vickerman &amp; Associates, LLC</i> <i>Williamsburg, VA</i>	
4:45 – 6:00 p.m.	<b>Team Meetings (as needed)</b>	

**Tuesday, October 26**

7:45 – 8:15 a.m.	<b>Continental Breakfast</b>	
8:15 – 9:45 a.m.	<b>SESSION VII: Trends in Container Terminal Design</b>  <b>Speakers:</b> <i>Vijay Agrawal</i> <i>Senior Port Analyst &amp; Planner</i> <i>AECOM Transportation</i> <i>Oakland, CA</i>	<i>Paul Starr PE CEng</i> <i>Vice President</i> <i>Halcrow</i> <i>Jacksonville FL</i>
9:45 – 10:00 a.m.	<b>Break</b>	
10:00 – Noon	<b>SESSION VIII: Trends in Non-container Terminal Operations</b>	
Noon – 1:00 p.m.	<b>Lunch</b>	
1:00 – 2:15 p.m.	<b>SESSION IX: Green Terminal Trends and Issues</b>  <b>Speakers:</b> <i>Joe T. Bryant, P.E.</i> <i>Vice President, Terminal Development</i> <i>South Carolina State Ports Authority</i>	<i>J. Michael Zachary, PE, PPM</i> <i>Principal Consultant</i> <i>Goods Movement Consulting Services</i> <i>Parsons Brinckerhoff Consulting</i> <i>Seattle, WA</i>
2:30 - 5:00 p.m.	<b>Tour of the Port of Jacksonville</b>	

**Wednesday, October 27**

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

8:30 – 9:45 a.m. **SESSION X: Terminal Safety Issues—from OSHA to Drug Testing to Workers Compensation**

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

9:45 – 11:00 a.m. **SESSION XI: Risk Management 360 Degrees**  
 Risk Management plays a role in every major port policy decision, financial transaction, operating practice, security implementation, technology acquisition and administrative program. This panel will illuminate and demonstrate how a 360 degree Risk Management Approach can keep seaports of any size sustainable and even reduce costs in this uncertain economic climate.

**Speaker:**  
*Finley T. Harckham, Esq.*  
 Shareholder  
 Anderson Kill & Olick, P.C.  
 New York, NY

11:00 – 11:15 a.m. **Break**

11:15 a.m. – 12:30 p.m. **SESSION XII: Supply Chain and Facility Security – Impacts on Port Operations**

**Speakers:** *Additional speaker TBA*  
*Jeffrey W. Brown*  
 Managing Partner  
 Transportation Security Associates, LLC  
 North Palm Beach, FL

12:30 – 1:30 p.m. **Lunch**

1:30 – 3:30 p.m. **SESSION XIII: Driven by IT: Innovations in Port Operations**  
*With vessels, cargo and data continuously flowing to and through the port, yard management, capacity planning tools, and domain awareness platforms are imperative in today's busy seaport terminals. Hear case studies which demonstrate how innovative information technology solutions can be the vehicle for more efficient and effective port operations and business practices.*

**Speakers:**  
*Dr. Ing Holger Schuett*  
 ISL – Institute for Shipping Economics  
 and Logistics  
 Bremerhaven, Germany  
*Daniel H. Collins*  
 Sr. Solutions Executive  
 Intelligent Transportation & Customs,  
 Ports and Border Mgt.  
 US Public Sector, IMT EAST  
 IBM  
 Marshfield MA

3:30 – 3:45 p.m. **Break**

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**Wednesday, October 27** *(continued)*

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3:45 – 4:45 p.m.      **SESSION XIV: Avoiding Legal Problems: Shipping Act Requirements, Labor Law issues, and Trucking/Chassis Regulations**

**Speaker:**  
*Paul Heylman, Esq.*  
*Saul Ewing LLP*  
*Washington, DC*

*Jeffrey Lawrence, Esq.*  
*Partner*  
*Cozen O'Connor*  
*Washington, DC*

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4:45 – 6:00 p.m.      **Team Meetings (as needed)**

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**Thursday, October 28**

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

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8:30 – 10:00 a.m.      **SESSION XV: Negotiating Strategies—Win/Win results in Terminal Leases and Carrier Agreements**

**Speakers:**  
*Frederick R. Ferrin*  
*Executive Director*  
*Jacksonville Port Authority*

*John D. Trent*  
*Director of Operations*  
*Georgia Ports Authority*

*Shawn Ewen*  
*V.P. South Atlantic District*  
*ZIM American Integrated Shipping*  
*Services Co., Inc.*  
*Savannah, GA*

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10:00 – 10:15 a.m.      **Break**

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10:15 a.m. – 12:15 p.m.      **SESSION XVI: Surviving the Competitive Marine Terminal Industry – Economics of Marine Terminal Operations**

**Speakers:**  
*Mr. Ferrin*  
*Mr. Trent*

*Mr. Ewen*

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12:15 – 2:45 p.m.      **Working Lunch -- Interactive Discussion on Future Challenges and Strategies for the Marine Terminal Industry**

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2:45 – 3:00 p.m.      **Closing Remarks**

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