



Marine Terminal Management Training Program

Hyatt Regency Jacksonville – Riverfront ♦ Jacksonville, FL

October 25-28, 2010

(Business casual dress is recommended for all functions)

Monday, October 25

8:00 – 8:30 a.m.
(River Terrace 2)

Registration and Continental Breakfast

8:30 – 8:45 a.m.
(River Terrace 2)

Welcome and Opening Remarks

Speaker:
Kurt J. Nagle
President and CEO
American Association of Port Authorities

8:45 – 9:00 a.m.
(River Terrace 2)

PPM Graduation Ceremony

Introduction:
Mr. Nagle

PPM Recipients:
Edgardo Spagnolo
Chief of Operations

Consorcio de Gestión del Puerto de Bahía
Blanca
ARGENTINA

Claudio Conte
Secretary General

Consorcio de Gestión del Puerto de Bahía
Blanca
ARGENTINA

9:00 – 9:15 a.m.
(River Terrace 2)

SESSION I: Icebreaker and Introduction to Program

Program Facilitator:
Erik Stromberg
Consultant
Wilmington, NC

9:15 – 10:15 a.m.
(River Terrace 2)

SESSION II: Setting the Stage: Critical Issues Facing Public Ports and the Marine Terminal Industry

Speakers:
Mr. Nagle

Bruce E. Cashon
Senior V.P. & Chief Commercial Officer
Ceres Terminals Incorporated
East Brunswick, NJ

J. Stanley Payne
Chief Executive Officer
Canaveral Port Authority

10:15 – 10:30 a.m.
(River Terrace 2)

Break

Monday, October 25 *(continued)*

10:30 – 11:30 a.m.
(River Terrace 2)

SESSION III: Trade and Economic Trends and the Impact of the Panama Canal Expansion

Speaker:
Jeffrey Sweeney
Principal
Martin Associates
Lancaster, PA

11:30 a.m. – 12:30 p.m.
(River Terrace 2)

SESSION IV: Port Industry Institutional and Structural Trends

Speakers:
Mr. Stromberg *Mr. Cashon*
Mr. Payne

12:30 – 1:30 p.m.
(River Terrace 3)

Lunch

1:30 – 3:00 p.m.
(River Terrace 2)

SESSION V: The Role of Marine Terminal Operations in the Global Supply Chain and the Expectations of Our Customers & Business Partners

Speakers:
Steven A. Evans *Walter H. Kemmsies, Ph.D.*
Assistant VP, Marketing Services & Chief Economist
Planning *Moffatt & Nichol*
Norfolk Southern Railway Company *New York, NY*
Norfolk, VA

3:00 – 3:15 p.m.
(River Terrace 2)

Break

3:15 – 4:45 p.m.
(River Terrace 2)

SESSION VI: Continuing Evolution of Marine Terminal Design and Cargo Handling

Speaker:
M. John Vickerman, Jr.
President
Vickerman & Associates, LLC
Williamsburg, VA

5:00 – 6:00 p.m.
(River Terrace 2)

Team Meetings (as needed)

Tuesday, October 26

7:45 – 8:15 a.m.
(River Terrace 2)

Continental Breakfast

8:15 – 9:45 a.m.
(River Terrace 2)

SESSION VII: Trends in Container Terminal Design

Speakers:
Vijay Agrawal *Paul Starr, PE, CEng*
Senior Port Analyst & Planner *Vice President*
AECOM Transportation *Halcrow*
Oakland, CA *Jacksonville, FL*

9:45 – 10:00 a.m.
(River Terrace 2)

Break

Tuesday, October 26 (continued)

10:00 – Noon

SESSION VIII: Trends in Non-Container Terminal Operations

(River Terrace 2)

Speakers:

Chris May
Vice President
Coastal Maritime
Jacksonville, FL

Robert C. Spicer
Managing Partner
Marine Development International, LLC
Boca Raton, FL

Noon – 1:00 p.m.

Lunch

(River Terrace 3)

1:00 – 2:15 p.m.

SESSION IX: Green Terminal Trends and Issues

(River Terrace 2)

Speakers:

Joe T. Bryant, PE
Vice President, Terminal Development
South Carolina State Ports Authority

J. Michael Zachary, PE, PPM
Principal Consultant
Goods Movement Consulting Services
Parsons Brinckerhoff Consulting
Seattle, WA

2:30 - 5:00 p.m.

Tour of the Port of Jacksonville

The tour will include all marine terminals at the Port of Jacksonville. The bus will depart from the Newnan Street side of the Hyatt Regency Jacksonville Riverfront at 2:30 p.m.

Wednesday, October 27

8:00 – 8:30 a.m.

Continental Breakfast

(River Terrace 2)

8:30 – 9:45 a.m.

SESSION X: Terminal Safety Issues—From OSHA to Drug Testing to Workers Compensation

(River Terrace 2)

Speaker:

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

9:45 – 11:00 a.m.

SESSION XI: Risk Management 360 Degrees

(River Terrace 2)

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.

Speakers:

Mr. Stromberg

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

11:00 – 11:15 a.m.

Break

(River Terrace 2)

11:15 a.m. – 12:00 p.m.

SESSION XII: Supply Chain and Facility Security – Impacts on Port Operations

(River Terrace 2)

Speakers:

Jeffrey W. Brown
Managing Partner
Transportation Security Associates, LLC
North Palm Beach, FL

Glenn A. Wiltshire
Deputy Port Director
Port Everglades
Fort Lauderdale, FL

Wednesday, October 27 (continued)

12:00 – 1:00 p.m.
(River Terrace 3)

Lunch

1:00 – 1:30 p.m.
(River Terrace 2)

Port Supply Chain Perspective from an Ocean Carrier

Anthony Chiarello
President
American Shipping Group, Inc.
Federal Way, WA

1:30 – 3:30 p.m.
(River Terrace 2)

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

George Klinger
Emergency Management Coordinator
URS Corporation - Miami
Emergency Management/Homeland
Security
Miami, FL

Daniel H. Collins
Senior Solutions Executive
Intelligent Transportation & Customs,
Ports and Border Management
US Public Sector, IMT EAST
IBM
Marshfield MA

3:30 – 3:45 p.m.
(River Terrace 2)

Break

3:45 – 4:45 p.m.
(River Terrace 2)

SESSION XIV: Avoiding Legal Problems: Shipping Act Requirements, Labor Law Issues, and Trucking/Chassis Regulations

Speakers:

Paul Heylman, Esq.
Partner
Saul Ewing LLP
Washington, DC

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

4:45 – 6:00 p.m.
(River Terrace 2)

Team Meetings (as needed)

Thursday, October 28

7:30 – 8:00 a.m.
(River Terrace 2)

Continental Breakfast

8:00 – 10:00 a.m.
(River Terrace 2)

SESSION XV: Negotiating Strategies – Win/Win Results in Terminal Leases and Carrier Agreements

Speakers:

Roy A. Schleicher
Chief Commercial Officer
Jacksonville Port Authority (JAXPORT)

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

Marc G. Marling, Esq.
Partner and Co-chair, Transportation &
Logistics Industry Service Group
Williams Mullen
Norfolk, VA

10:00 – 10:15 a.m.
(River Terrace 2)

Break

10:15 a.m. – 12:15 p.m.
(River Terrace 2)

SESSION XVI: Surviving the Competitive Marine Terminal Industry – Economics of Marine Terminal Operations

Speakers:

Mr. Trent
Mr. Ewen
Mr. Schleicher

12:15 – 2:45 p.m.
(River Terrace 3)

Working Lunch – Interactive Discussion on Future Challenges and Strategies for the Marine Terminal Industry

2:45 – 3:00 p.m.
(River Terrace 2)

Closing Remarks
