



Marine Terminal Management Training Program

October 6-10, 2014

Philadelphia, Pennsylvania

Monday, October 6

7:00 – 8:00 a.m.
(Washington Foyer)

Registration and Continental Breakfast

8:00 – 8:30 a.m.
(Washington Room)

Welcome and Opening Remarks

Speakers:

*Kurt J. Nagle
President & CEO
American Association of
Port Authorities*

*James T. McDermott, Jr.
Executive Director
Philadelphia Regional Port Authority*

8:30 – 9:15 a.m.
(Washington Room)

Icebreaker and Introduction to Program

Speaker:

*Erik Stromberg
Senior Port Advisor
Cardno
Wilmington, NC
Program Facilitator*

9:15 – 10:30 a.m.
(Washington Room)

Critical Issues Facing Public Ports and the Marine Terminal Industry: The Next Quarter Century

Speakers:

Mr. Nagle

*Roger Bohnert
Deputy Associate Administrator,
Intermodal System Development
U.S. DOT, Maritime Administration
Washington, DC*

*John Walsh
Chief Executive Officer
Canaveral Port Authority*

10:30 – 10:45 a.m.
(Washington Foyer)

Break

10:45 a.m. – noon
(Washington Room)

Critical Issues Facing Public Ports and the Marine Terminal Industry: The Next Quarter Century (continued)

Speakers:

*John Crowley
Executive Director
National Association of
Waterfront Employers
Washington, DC*

*Anthony Chiarello
President
Tote, Inc.
Princeton, NJ*

*James J. Devine
Senior Advisor
Global Container Terminals*

Monday, October 6 (continued)

Noon – 1:30 p.m.
(Riverview B)

Lunch

Speakers:

Lillian C. Borrone
Chairman
Eno Center for Transportation

Paul F. Richardson
President
Paul F. Richardson Associates
Holmdel, NJ

1:30 – 3:00 p.m.
(Washington Room)

Trade and Economic Trends

Speakers:

Paul Bingham
Economics Practice Leader
CDM Smith, Inc.
Los Angeles, CA

John C. Martin, Ph.D.
President
Martin Associates
Lancaster, PA

3:00 – 3:15 p.m.
(Washington Foyer)

Break

3:15 – 5:00 p.m.
(Washington Room)

Optimizing Your Most Important Asset – Human Resources

Speakers:

Mr. Walsh

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

Richard B. Koch
Vice President, Administration
North Carolina State Ports Authority

5:30 – 6:30 p.m.
(Riverview B)

Reception

**Hosted by the Philadelphia
Regional Port Authority**



Tuesday, October 7

8:00 – 8:30 a.m.
(Washington Foyer)

Continental Breakfast

8:30 – 10:00 a.m.
(Washington Room)

**Continuing Evolution of Marine Terminal Design and
Cargo Handling**

Speakers:

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

Ashebir Jacob
Senior Port Engineer
Moffatt & Nichol
Long Beach, CA

10:00 – 10:15 a.m.
(Washington Foyer)

Break

Tuesday, October 7 (continued)

10:15 a.m. –
12:15 p.m.
(Washington Room)

Container Terminal Planning and Operations

Speakers:

Edward M.A. Zimny
Principal
Paul F. Richardson Associates
Holmdel, NJ

Douglas Hansen
Director, Strategic Planning & IT
Yusen Terminals Inc.
Terminal Island, CA

Rainer P. Dehe
Director Operations
Hamburg Süd North America, Inc.
Morristown, NJ

12:15 – 1:15 p.m.
(Keating's Restaurant)

Lunch

1:30 – 5:30 p.m.
(Philadelphia Regional
Port Authority property)

Port Technical Tour and Presentation

- Packer Avenue Marine Terminal – containers, steel & perishables
- Pier 84 – cocoa
- Pier 98 – autos
- Tioga Marine Terminal – containers



5:30 – 6:30 p.m.
(Saul Ewing LLP
1500 Market Street
Philadelphia)

Reception

Hosted by

Saul Ewing LLP

(The Port Technical Tour and Presentation will conclude at the reception location, 1500 Market Street. Return transportation will be provided to the hotel following the reception.)



Wednesday, October 8

8:00 – 8:30 a.m.
(Washington Foyer)

Continental Breakfast

8:30 – 10:15 a.m.
(Washington Room)

Trends in Design and Operations of Cruise, Breakbulk, Project, RO/RO and Bulk Terminals, Part 1

Speakers:

Robert Palaima
President
Delaware River Stevedores, Inc.
Philadelphia, PA

Luis Ajamil, P.E.
President & CEO
Bermello, Ajamil & Partners, Inc.
Miami, FL

10:15 – 10:30 a.m.
(Washington Foyer)

Break

10:30 a.m. – Noon
(Washington Room)

Trends in Design and Operations of Cruise, Breakbulk, Project, RO/RO and Bulk Terminals, Part 2

Speaker:

Marcel Veilleux
Senior Associate
Cardno
Annapolis, MD

Harvey Weiner
President
Dependable Distribution Services
Pennsauken, NJ

Wednesday, October 8 (continued)

Noon – 1:00 p.m.
(Riverview B)

Lunch

Speaker:
James H. Paylor, Jr.
Vice President, ILA/Pres., Local #1566
International Longshoremen's Association
Philadelphia, PA

1:00 – 2:00 p.m.
(Washington Room)

**Strategic Asset Management — An Emerging
Port Management Imperative**

Speakers:
Mr. Stromberg

Daniel Elroi
President & CEO
NorthSouth GIS LLC
Los Angeles, CA

2:00 – 3:00 p.m.
(Washington Room)

Insurance Trends and Loss Mitigation Strategies

Speakers:
Finley T. Harckham, Esq.
Shareholder
Anderson Kill
New York, NY

Robert M. Horkovich, Esq.
Chair, Insurance Recovery Group
Anderson Kill
New York, NY

3:00 – 3:15 p.m.
(Washington Foyer)

Break

Sponsored by Anderson Kill



3:15 – 4:15 p.m.
(Washington Room)

Port Security – Current Programs and Requirements

Speakers:
Joseph M. Lawless
Director of Maritime Security
Massachusetts Port Authority

James Walsh
Director of Operations
Philadelphia Regional Port Authority

4:15 – 5:30 p.m.

Team Meetings

5:30 – 6:30 p.m.
(Riverview B)

Reception

Sponsored by Anderson Kill



Thursday, October 9

8:00 – 8:30 a.m.
(Washington Foyer)

Continental Breakfast

8:30 – 10:30 a.m.
(Washington Room)

**The Positive and Pervasive Role of IT –
Enhancing Management and Operational Efficiencies**

The business of terminal operations demands effective yard management, supply chain coordination and risk management. IT can be an effective business partner, connecting critical management and operation functions. This session will provide perspectives from management, operations and risk management.

Speakers:

*Josh Rose, LCDR, USCG
Critical Infrastructure Protection Branch Chief
Port Ops Division (CG-FAC-1)
Office of Port & Facility
Compliance (CG-FAC)
U.S. Coast Guard*

*Louis A. Noriega
Physical Security and
Port Operations
Technology Consultant
Automated Port Solutions
Miami, FL*

*Lisa Himber
Vice President
Maritime Exchange for the
Delaware River and Bay
Philadelphia, PA*

*Richard Ceci
VP Information Technology
Global Container Terminals - USA
Jersey City, NJ*

10:30 – 10:45 a.m.
(Washington Foyer)

Break

10:45 a.m. – noon
(Washington Room)

Port and Marine Terminal Policy and Legal Issues

Speakers:

Mr. Heylman

*Wayne R. Rohde
Member
Cozen O'Connor
Washington, DC*

Noon – 1:00 p.m.
(Riverview A)

Lunch and Team Meetings

1:00 – 2:00 p.m.
(Washington Room)

Safe Operations — Fundamentals and a Report Card

Speaker:

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

2:00 – 2:15 p.m.
(Washington Foyer)

Break

2:15 – 4:15 p.m.
(Washington Room)

Sustainable Port Development and Operations

Speaker:

*William A. Nurthen
General Mgr, Program Support and Perf. Mgmt
The Port Authority of New York & New Jersey*

4:15 – 5:30 p.m.

Team Meetings

Friday, October 10

7:30 – 8:00 a.m. **Continental Breakfast**
(Washington Foyer)

8:00 – 10:15 a.m. **Negotiating and Survival Strategies in the
Competitive Port and Marine Terminal Industry**

Speakers:

Mr. Stromberg

*Nathaniel “Sam” Ruda
Chief Commercial Officer
Port of Portland*

10:15 – 10:30 a.m. **Break**
(Washington Foyer)

10:30 – 11:30 a.m. **Team Presentations and Interactive Discussion on Challenges and
Opportunities in the Port and Marine Terminal Industry**

11:30 a.m. **Closing Remarks**
(Washington Room)
