MARINE TERMINAL MANAGEMENT TRAINING PROGRAM

Long Beach, CA
September 14-18, 2015
A Few Select Trends in Container Terminal Planning & Operations:

- Leveraging our experience as practitioners
- Developing and executing strategies across an unrivaled network
- Use of detailed simulation and sophisticated modeling of operations

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One of the “benefits” of providing advisory services, is that your usually cast in the “middle of several fire-fighting drills”.

We have all heard, read and maybe have been involved in the latest, to include:

- Larger vessels and alliance needs,
- Spikes in arrivals/departures,
- Delays in the stakeholder chain (e.g. labor, hours of operation, and such items as chassis),
- Required and needed improvements to port related infrastructure.
A Few Select Trends in Container Terminal Planning & Operations:

- Technology!
- Alternative Gateways!
- P3’s!
A Few Select Trends in Container Terminal Planning & Operations:

- **Gate**
  - Pre-notifies
  - Truck ID, container availability
  - RFID
  - Truck Management
  - Tracks truck in yard
  - Automates transactions

- **OCR**
  - Gate
  - Yard
  - Vessel

- **Equipment Control**
  - TOS
  - Directs ops in real time
  - Controls functions for yard.
A Few Select Trends in Container Terminal Planning & Operations:

It's the standard everywhere, even at alternative gateways.
Two years ago, it didn’t really exist........today, its “sold out”.

Why?
- Technology applications
- Throughput capabilities
- A “clean alternative”

Within the next five (5) years, Port Freeport will have to undergo the creation of a new gate complex.

This will be for all cargo, and incorporate the roadways along the port property lines.
- The “Prince Rupert of the East”……..
  - The closest port in North America to the Suez Canal.
  - Another “canvas”.
A Few Select Trends in Container Terminal Planning & Operations:

Technology and what it brings!

- **Maritime Cyber Assurance**
  - Single largest issue now coming at us....
  - If a commercial standard is not created; one will be regulated for us....
  - Where do we stand today?

Or?
A Few Select Trends in Container Terminal Planning & Operations:

- They have done it!
  - The patents are there,
  - The users and standards are there,
  - The money is there.
  - When will they be on the terminal?
They are driving the bus!

- They already have had the terminal play,
- In many instances, control operating companies,
- Dredging is being monetized with the shortfall of USACE funding,
- They are very active in most of the newer projects e.g. concessions,
- They are increasing their vessel portfolio,
- It is all about supply/demand.