

Savannah Convention Center, Georgia, **USA**

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26 & 27 March 2019

# EVENT BROCHURE & AGENDA DELEGATE & EXHIBITION REGISTRATION

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# See you in Savannah!



## THE KEY 'MUST-ATTEND' EVENT FOR THE PORT, TERMINAL & MARITIME INDUSTRY

Previous events have attracted over 185 participants from more than 95 global companies!

**M**CI Media are delighted to announce 'Port & Terminal Technology Conference & Exhibition USA 2019'. A "must-attend" key industry event, the conference offers a technical in-depth program delivered by an impressive line-up of market experts providing an invaluable learning opportunity and platform for discussion, debate and networking. The event is complemented by an intimate exhibition.

### Who is the event for?

Representatives from engineering, maintenance and operations across the port and terminal industry examining a diverse range of topics from design to dredging, engineering to equipment and security to simulation.

### What topics will the event cover?

Issues such as traffic flow, operations, maintenance, automation, quay design, visions of the future, port & terminal planning, efficiency in container handling, increasing capacity and productivity, fender systems, terminal lighting, environmental issues, dredging, simulation and much more...

### Are there networking opportunities?

Yes! Ample lunch and refreshment breaks allow plenty of time for discussion. The conference is complemented by an exhibition - [open to delegates only](#). Previous events have also included port tours and drinks receptions.

### Travel & Accommodation

All participants are responsible for the arrangement & payment of their own travel & accommodation. You will receive further information upon registration. **\*\* Special room rates currently available \*\***

### Venue

The conference and exhibition will take place at: Savannah International Convention Center; Georgia United States  
You will receive further information on the venue upon registration.

### Organisers

MCI Media Limited, Suite 11, Maple Court, Grove Business Park, White Waltham, SL6 3LW, UK  
Email: [claire@mcimedia.com](mailto:claire@mcimedia.com) Tel: [44] 1628 820 046 Fax: [44] 1628 822 938



Join these 2019 attendees, delegates and exhibitors and more...

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# Conference Agenda



## Tuesday 26 March 2019

**08.30 - 09.00** Arrival & Registration

**09.00 - 09.10** Opening Remarks

**Peter van Schie, Event Director, MCI Media, UK**

**09.10 - 09.35 Keynote remarks from Georgia Ports Authority (invited)**  
**Speaker tba, Georgia Ports Authority, USA**

### Session 1: Visions Of The Future

Moderator: Nigel Nixon, Chairman, Nigel Nixon & Partners

**09.35 - 10.00 Twenty Thirty Eight**

Twenty Thirty Eight takes listeners on a journey to the Port of Reykjavik in the year 2028 to solve a mystery. Along the way, we'll explore how the future has unfolded and what the supply chains of tomorrow look like. Here's a glimpse... the all-consuming "data war" of the early 2020's is over. Data sharing is more profitable for all companies within the supply chain. Terminals are capable of redesigning themselves via the use of predictive analytics, 3D printing, and AI. This presentation offers a glimpse into the future of our industry, assesses the socio-economic impacts of technology, and discusses how reality in 2038 depends on what we do today.

**Matthew Wittemeier, Marketing Manager - Logistics Division, INFORM, Germany**

**10.00 - 10.25 Port infrastructure challenges for the new Brazilian government and how American companies can benefit**

A general view on the Brazilian economy and infrastructure market and how the liberal agenda of the new Brazilian government can lead to investments infrastructure as well as a glimpse of concessions to come and how foreign investors could benefit.

**Rodrigo Paiva, Lead Infrastructure**

**Economist, Nigel Nixon & Partners, USA**

**10.25 - 10.35** Q&A Session

**10.35 - 11.00** Refreshment Break

### Session 2: Productivity & Performance

Moderator: Peter van Schie, Event Director, MCI Media

**11.00 - 11.25 Digitalization: fast productivity ramp up in modular automation for RTG terminals**

The presentation explains the benefits of digitalization which have arrived in automation for RTG terminals. The use of digital twinning of equipment and processes combined with simulation enables terminal operators and

suppliers to evaluate performance and optimise equipment - even before it is built.

**Thomas Foppe, Business Development Manager - Cranes, Siemens, USA**

**11.25 - 11.50 Presentation from Georgia Ports Authority (invited)**

Further information on this presentation will be announced in due course.

**Speaker tba, Georgia Ports Authority, USA**

**11.50 - 12.15 New dynamic cable management technology delivering increased service life**

The presentation will explore the new developments in dynamic cable management for guiding and protecting cables in motion on port cranes, resulting in a realized service life of 20 years or 30,000 trolley hours.

**Dave Kortkamp, Industry Manager - Ports, Intermodal & Container Handling Engineered Systems - North America, igus, USA**

**12.15 - 12.30** Q&A Session

**12.30 - 14.00** Lunch

### Session 3: Equipment & Technology

Moderator: Nigel Nixon, Chairman, Nigel Nixon & Partners

**14.00 - 14.25 Performance evaluation of custom harmonic filter design for port cranes**

The presentation investigates the performance of custom harmonic filter design for port cranes based on simulation work on EasyPower tool and quantitative results from the study. The case study is an example of a real port terminal operating multiple automatic stacking cranes and quay cranes and the challenge the port authority may encounter as far as the harmonic injection to the grid is concerned and measures taken to meet the requirements of limits provided by the local utility.

**Shashank Mathur, Associate Application Engineer, TMEIC, USA**

**14.25 - 14.50 The integration of controls, security devices and surveillance systems in high performance outdoor LED lighting for port terminals, warehouses and rail yards**

Further information on this presentation will be announced in due course.

**Michael Imparato, Transportation Vertical Manager, Hubbell Lighting, USA**

**14.50 - 15.15 Battery driven automated horizontal transport system**

The presentation will provide an overview of today's existing system elements required to operate vehicle in an automated manner.

On its path to autonomous driven vehicles related system elements will need further adaptation. One of the system elements that the presentation will dive deeper will be the different battery types and related charging technology to secure environmental demands.

**Heiko Schulz, Product Manager Automated Terminal Tractor, Konecranes, Germany**

**15.15 - 15.30** Q&A Session

**15.30 - 16.00** Refreshment Break

### Session 4: Design & Maintenance

Moderator: Vijay Agrawal, Associate VP - Americas, AECOM (tbc)

**16.00 - 16.25 The usefulness of GIS for ports and terminals and the beneficial use of dredge materials and underwater acoustics**

The presence of Geographic Information Systems (GIS) across industries is ever-growing. With its inherent ability to transform operations workflows and increase efficiency among decision makers, GIS has proven its practicality over the last 50 years. This presentation will explore the ways in which GIS can benefit the port industry including asset management, property and lease management, along with the visualization of pertinent information such as hydrographic survey and sonar data. It also offers a case study of how Port of Lake Charles is currently using GIS along with the port's future plans pertaining to further GIS integration.

**Rene Escuriex, Environmental Operational Leader, C.H. Fenstermaker & Associates, USA**

**16.25 - 16.50 How can ports benefit from a holistic approach of fender system design?**

The aim of the presentation is to share expertise and best practice examples of a durable and holistic approach to fender system design to increase productivity at marine terminals. The speaker will discuss the most important issue with marine fenders: the proper design of the overall system. Moreover, the typical problems of poor fender designs will be addressed along with the resulting consequences to the final user and the steps needed to rectify and avoid improper designs.  
**Dominique Polte, Board Member, ShibataFenderTeam, USA**

register online at [www.mcimedia.com](http://www.mcimedia.com)

# Conference Agenda



## 16.50 - 17.15 Coastal resilience for industrial facilities

The presentation will address the lessons learned from various agencies in addressing coastal resilience. It will provide the facility manager with strategies to develop a coastal resilience plan and implement measures designed to capitalize on the resources available, to minimize the disruption to normal operations, and quickly recover from damage incurred. It will also look at emerging technologies which can efficiently direct the actions of the facility to protect itself and recover after the event. Although focused on the impact of coastal storms and flooding, the lessons learned can generally be applied to any threat to a facility's resiliency.

**David Pryor, Director of Waterfront Engineering, Clark Nexsen, USA**

17.15 - 17.25 Q&A Session

17.25 - 17.30 Closing Remarks

**Peter van Schie, Event Director, MCI Media, UK**

### Networking Reception

17.30 - 18.30 - open to all registered attendees

## Wednesday 27 March 2019

09.00 - 09.30 Arrival & Refreshments

09.30 - 09.45 Opening Remarks

**Peter van Schie, Event Director, MCI Media, UK**

### Session 5: Port Automation

Moderator: Nigel Nixon, Chairman, Nigel Nixon & Partners

## 09.45 - 10.10 Automation in traditional RTG operated terminals

Automation in traditional RTG stacks is difficult due to the challenge of separating horizontal transportation and stack operation - mainly with regards manned trucking. Finding a way of separating this traffic in a safe manner from the RTG stack operation, as is done in ARMG terminals, will be crucial to a successful automation approach. Electrification often leads to reconsideration of the current port equipment already used and converting from an RTG operation to an ARMG one. Such a conversion would require significant disturbance of the ongoing operation as well as a significant capex due to required civil work and infrastructure investment. The presentation will examine automation in traditional RTG operated terminals.

**Walter Leiler, Area Sales Manager, Kuenz, Austria**

## 10.10 - 10.35 The automation of ASC and RMG

The presentation examines a new SMGX micro ways data communication system in combinations with conductor bar technology - a revolutionary advancement which brings benefits to the end user and OEM. The speaker will not only explain the technicalities of the new system but reasons why this should change industry standards.

**Diego Sanchez, Market Manager - Port Technology, Vahle, USA**

10.35 - 10.45 Q&A Session

10.45 - 11.15 Refreshment Break

### Session 6: Port & Terminal Planning

Moderator: To be announced

## 11.15 - 11.40 Presentation from Georgia Ports Authority (invited)

Further information on this presentation will be announced in due course.

**Speaker tba, Georgia Ports Authority, USA**

## 11.40 - 12.05 Adaptive innovation to design and construct Trapac Oakland's expansion

In late 2015 Trapac leased Berths 25-26 from the Port of Oakland. When the port developed new post-construction storm water management standards Trapac decided to redevelop the terminal to comply with the port's standards. The project encompassed 65 acres, which included an 11-lane entrance gate and approximately 55 acres of backland redevelopment. The new 11-lane entrance gate was designed and built to convert and expand an existing truck exit gate to an entrance gate. This paper outlines key and unique elements of the project and the need for the team to adapt and innovate through design and construction.

**Ian Sequeira, Project Manager II, Port and Marine - West Region, AECOM**

## 12.05 - 12.30 Presentation from AECOM (tbc)

Further information on this presentation will be announced in due course.

**Vijay Agrawal, Associate Vice President, Americas - Ports & Marine, AECOME, USA**

12.30 - 12.45 Q&A Session

12.45 - 14.00 Lunch

### Session 7: Port Operations

Moderator: Peter van Schie, Event Director, MCI Media Ltd

## 14.00 - 14.25 Approaching 100% automation at the gate

Although the data streams in the maritime and intermodal industries remain fragmented, isolated and sometimes elusive, new technologies and techniques are being used to complete the visibility requirements for near fully automated gate operations. Join Nascent in reviewing this convergence of technology, and how major terminals in the Western hemisphere are capitalizing on the increased efficiencies.

**Jeff Necciai, Vice President - Technology & Innovation, NASCENT Technology, USA**

## 14.25 - 14.50 The use of batteries on RTG's and potential Opex savings

Further information on this presentation will be announced in due course.

**Ariel Cabrera, Market Development Manager - Container Handling, Americas, Conductix-Wampfler, USA**

## 14.50 - 15.15 Human-machine interaction in automated container terminals and intermodal yards - Yardeye "Safe.Time."

The presentation will outline how humans and machines can coexist safely, effectively and efficiently within active, fully automated intermodal facilities. Moreover, the specifics of the Yardeye solution will be detailed.

**Adam Knipfel, Vice President - Sales & Marketing, Yardeye North America, Canada**

15.15 - 15.25 Q&A Session

15.25 - 15.30 Closing Remarks

**Peter van Schie, Event Director, MCI Media, UK**

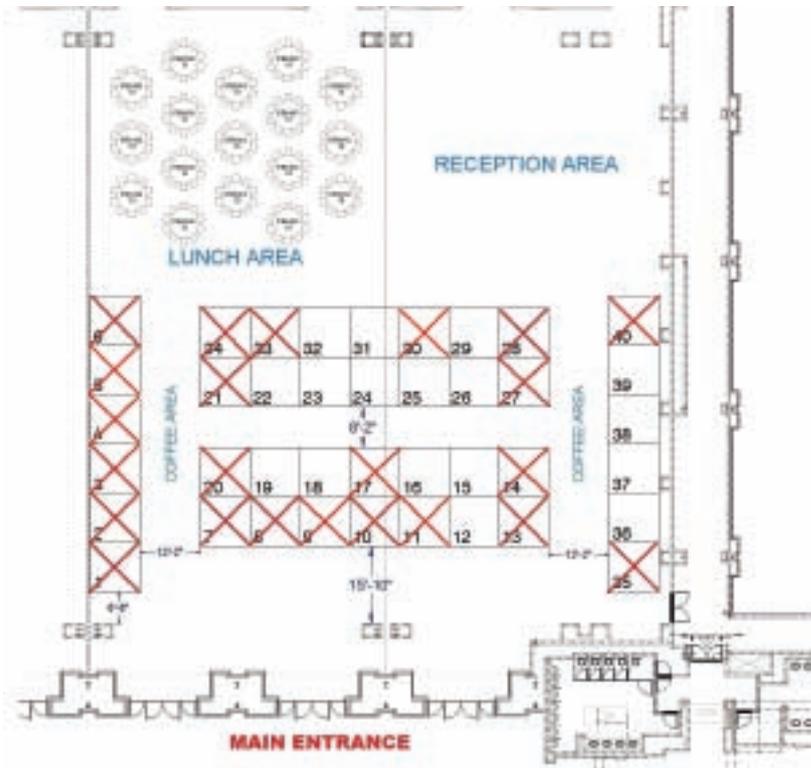
15.30 - 16.00 Refreshment & Closing Break

16.00 Close of Event

**DON'T FORGET:**  
Register with one  
or more colleagues  
and you SAVE!  
Sign up today and  
join the event...

register online at [www.mcimedia.com](http://www.mcimedia.com)

# See you in Savannah!



## 2019 exhibitors already include:

Conductix-Wampfler  
ZPMC USA  
RuggON Corporation  
J.R. Merritt Controls  
SIBRE Siegerland Brakes  
Vahle  
Siemens Industry  
Magnetek  
Merford  
C.H. Fenstermaker & Associates  
ShibataFenderTeam  
Luoyang Wire Rope Inspection Technology  
ESL Power Systems  
Bromma Americas  
Hyster Company  
World Port Development  
Nascent Technology  
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Konecranes  
Pintsch Bubenzer  
Trelleborg Marine Systems North America  
Hubbell Lighting

### Sponsorship

#### MAXIMIZE your budget

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#### NETWORK with attendees

Exhibitors can maximize their prominent role at the event by taking advantage of our Silver & Gold exhibition packages offering VIP guest delegate passes. Book today and invite new, existing & potential customers!

For further information on our Silver or Gold exhibition packages and to book email [claire@mcimedia.com](mailto:claire@mcimedia.com)

### Exhibition

#### BOOK your booth now

Our niche, targeted and intimate exhibition, comprising a select group of elite market leaders, provides a unique opportunity to meet companies, and organizations who service the port, terminal and maritime industry.

Unlike the big trade shows, our USP is our quality over quantity approach, ensuring exhibitors a focused, relevant and high-level audience of key port and terminal representatives - therefore, the exhibition is not open to the public and/or visitors - **it is open to registered delegates only**. Each exhibiting company is entitled to **one** delegate registration per booth.

#### Additional representatives

Beyond your complimentary delegate and exhibitor staff, any other representatives wishing to attend must register as 'colleague delegates'.

#### Standard exhibition package

8ft x 10ft (approx) pipe and drape exhibit space  
**One** complimentary delegate registration with full event access  
Skirted and dressed table, 2 chairs, waste basket & company name panel  
Recognition and company profile in the event guide  
Company logo with hyperlink to your site on the event website  
Access to the attendee list prior to the start of the event

Standard rate: £3,000.00 - Ends 20th March 2019  
On-site rate: £3,295.00 - After 20th March 2019

#### Exhibitor staff

Each exhibitor is entitled to book **two** booth personnel at £260.00 per person & will receive access to the exhibition, lunches & refreshment breaks.

#### MEET clients & customers

### Who should exhibit?

*Manufacturers and suppliers of:*

Quayside cranes, crane components, crane control and drive systems, reachstackers, FLTs, terminal tractors, trailers and chassis systems, straddle carriers, mobile harbour cranes, general cargo cranes, cable reels, cables, brakes, crane rails, engines, tyres, RMGs/RTGs, gantry cranes, spreaders, ropes, terminal planning and automation systems, port construction, consultancy services, AGVs, floating cranes, heavy lift, crane transportation, paving/surfacing, fenders, steel sheetpiling, quay construction, navigation aids, mooring systems, linkspans and those who service the port industry.

for more info email [claire@mcimedia.com](mailto:claire@mcimedia.com)

# Delegate Registration Form

26 & 27 March 2019



YES, I want to attend **PORT & TERMINAL TECHNOLOGY USA 2019**

Please use one registration form per person - complete all sections below and authorize by signing in the signature slot.  
We are unable to process registrations without full payment - please provide credit card details below - alternatively, details for bank transfer will be sent in your confirmation email.  
Fees are quoted, and taken, in UK Pounds Sterling - US Dollar fees charged by your bank/card provider will vary according to daily exchange rates.  
Primary and colleague delegate fees include access to the two-day event, lunches, refreshment breaks, conference materials, delegate pack and speaker presentations.

## DELEGATE DETAILS:

Mr/Mrs/Ms/Miss

First Name ..... Family Name .....

Position ..... E-mail .....

Company ..... Telephone .....

Address .....

County/State..... Post/ZIP ..... Country .....

Signature ..... Date .....

## FEES:

I am the primary delegate  
The primary delegate is the first representative to register from his/her company.

	STANDARD (ends 20 Mar 19)	ON-SITE (after 20 Mar 19)
Delegate	<input type="checkbox"/> UK£ 735.00	<input type="checkbox"/> UK£ 750.00
Speaker	<input type="checkbox"/> UK£ 735.00	<input type="checkbox"/> UK£ 750.00
Full student	<input type="checkbox"/> UK£ 200.00	<input type="checkbox"/> UK£ 200.00

\* Student bookings only apply to full-time students who are not employed by a commercial company. Student ID must be provided at the point of registration, your booking will not be processed without the required documentation and access to the event denied.

I am a colleague of an existing delegate  
Applies to any additional representatives from the same company as the primary delegate (sister/parent companies do not apply).

	STANDARD (ends 20 Mar 19)	ON-SITE (after 20 Mar 19)
Delegate	<input type="checkbox"/> UK£ 635.00	<input type="checkbox"/> UK£ 650.00
Speaker	<input type="checkbox"/> UK£ 635.00	<input type="checkbox"/> UK£ 650.00

**DON'T FORGET:**  
**Register with a colleague**  
**and you SAVE!**

## TERMS & CONDITIONS

- MCI Media Ltd reserves the right to cancel or postpone any event it deems necessary and will, in such an instance, transfer any paid fees to a future event
- No liability is assumed for changes in programme date, content, speakers and venue
- By completing and submitting this form you are bound to the stated terms and conditions
- Upon receipt of your registration form information documents will be emailed to you including an invoice
- Payment must be made at the point of registration - bank transfers must be received within 7 days of date of invoice. A Purchase Order must be submitted with the registration form for payment by transfer
- Cancellation is not permitted and no refunds will be issued – substitutions can be made prior to the event
- If a delegate is unable to attend he/she remains liable for 100% delegate fee and/or exhibition payment
- Delegates will not be admitted access to the event unless payment has been received
- Flights, transfers and accommodation are not included in your registration fee / exhibition booking fee
- VAT will be charged to stated prices if applicable. All credit card payments will be taken in UK pounds. We are not liable for any extra charges or costs charged by the credit card company and dismiss any liability for using these details to take payments.
- The personal information shown on this form, and/or provided by you, will be held on a database and may be shared with companies in the MCI Media Group in the UK and internationally

## PAYMENT:

Full payment must accompany all booking forms

Name of cardholder: .....

Card billing address: (if different from above) .....

.....

.....

Security code:  (Visa/Master only - 3 digits on back of card)

Expiry date:  /

Visa/Mastercard:  AMEX:  Signature .....

# Exhibition Booking Form

26 & 27 March 2019



YES, I want to exhibit at **PORT & TERMINAL TECHNOLOGY USA 2019**

Please complete all the relevant sections below and authorize by signing in the signature slot provided.

We are unable to process bookings without full payment - please provide credit card details below - alternatively, details for bank transfer will be sent in your confirmation email.

Fees are quoted, and taken, in UK Pounds Sterling - US Dollar fees charged by your bank/card provider will vary according to daily exchange rates.

Each exhibiting company is entitled to one complimentary full delegate registration only and to book & pay for a maximum of 2 exhibitor staff / booth personnel.

Any other representatives wishing to attend in addition to the above, or those wanting full access, must register as 'colleague delegates' as per the stated fees.

## YOUR DETAILS:

If you book the booth this does not automatically grant you event access, each exhibiting company is entitled to one complimentary delegate only to be nominated below.

Mr/Mrs/Ms/Miss

First Name ..... Family Name .....

Position ..... E-mail .....

Company ..... Telephone .....

Address .....

County/State..... Post/ZIP ..... Country .....

Signature ..... Date .....

## DESIGNATED COMPLIMENTARY DELEGATE:

Each exhibiting company is entitled to one complimentary delegate registration only.

Please enter the details of your designated delegate below (if details are the same as above leave blank). Name changes/substitutions are permitted prior to the start of the event.

Mr/Mrs/Ms/Miss

Name ..... Position .....

E-mail .....

## ADDITIONAL BOOTH STAFF:

Additional booth staff (max 2 people) are charged at £260.00 per person and receive two-day access to exhibition hall, lunches & refreshment breaks only

Mr/Mrs/Ms/Miss

Name ..... Name .....

Position ..... Position .....

E-mail ..... E-mail .....

## SECURE YOUR BOOTH TODAY!

Only a limited number of booths available.

Book today and secure your place at our niche technical exhibition comprising of a select handful of elite industry experts and market leaders!

Promote your products and services to a focused target audience and network with existing and new clients!

The exhibition is open to registered delegates only.

**The current booth rate is £3,000.00**

**and includes:**

- 8ft x 10ft (approx) pipe and drape exhibit space
- one complimentary delegate registration with full event access
- skirted and dressed table plus 2 chairs,
- waste basket and company name panel
- recognition and company profile in the event guide
- company logo with hyperlink on event website
- access to the attendee list prior to start of event

## PAYMENT:

Full payment must accompany all booking forms

Name of cardholder: .....

Card billing address: (if different from above) .....

.....

.....

Security code:  (Visa/Master only - 3 digits on back of card)

Expiry date:  /

Visa/Mastercard:  AMEX:  Signature .....

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