

Tuesday, 10 December 2019

7:30 AM — 5:00 PM

Registration

Location: Grand Ballroom Foyer

7:30 — 8:30 AM

Welcome Breakfast

Location: Grand Ballroom Foyer

8:30 — 8:45 AM

Welcome Remarks

Location: Salon AB

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

8:45 — 9:30 AM

Keynote Address: The Global Business and Economic Outlook

Location: Salon AB

Container terminal operators in North America are at the fulcrum of international supply chains, where ocean carriers meet truck and rail operators. Although their business relationships are with the liner companies, terminal operators also serve motor carriers, intermodal railroads, equipment providers, and ultimately, beneficial cargo owners. Their challenges begin with late vessel arrivals. On-time performance at North American ports this past year dropped as low as 40 percent, according to Copenhagen-based consultant and shipping analyst Sea-Intelligence. How are terminal operators responding to consistently late vessel arrivals to ensure containers are delivered to BCOs and truckers on time? What demands will ocean carriers, BCOs, and truckers place on North American ports and terminal operators in the coming years as they handle larger vessels cascaded from Asia-Europe to the trans-Pacific and trans-Atlantic trades? Will North American ports be able to handle container exchanges of 10,000 or greater from mega-ships? Wim Lagaay, CEO of APM

TUESDAY

WEDNESDAY

Terminals North America, will set the stage for the 2019 Port Performance North America Conference with his analysis of the challenges facing terminal operators.

Speaker Introduction

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

Keynote Speaker

Wim Lagaay, President & CEO, APM Terminals North America

9:30 — 10:30 AM

The Economic and Container Shipping Outlook: What It Means for North American Ports

Location: Salon AB

The fundamentals of container shipping may be improving, but the industry is hardly out of the woods, as the outlook for demand weakens and carriers grapple with higher operating costs tied to the low-sulfur global mandate. Maritime research firm Alphaliner expects global container capacity in 2020 to expand 3.3 percent while demand will grow 3.1 percent, compared with 2019 increases of 3.6 percent and 2.4 percent, respectively. But demand is fluid, particularly as the US-China trade war takes steady US economic growth down a notch, prompting Drewry Shipping Consultants in early October to downgrade its demand outlook for 2019 to 2.6 percent from 3 percent. This session will offer forward-looking analysis of the US and global economies, how they connect to containerized trade in 2020 and beyond, and what it all means in terms of port fluidity through North American ports.

Session Chair

Mark Szakonyi, Executive Editor, JOC.com & The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Paul Bingham, Director, Transportation Consulting, Economics & Country Risk, IHS Markit
Lawrence Burns, Senior Vice President, Trade & Sales, Hyundai Merchant Marine
Turloch Mooney, Senior Editor, Global Ports, JOC, Maritime & Trade, IHS Markit

10:30 — 11:00 AM

Networking Break

Location: Grand Ballroom Foyer

11:00 — 11:45 AM

Chassis I: Minimizing Disruption Through Collaboration

Location: Salon AB

Intermodal equipment providers have a rather straightforward mission: Have the right amount of chassis at the right locations at the right time. The international supply chain, however, faces so many interruptions — from weather events and consistently late vessel arrivals to peak-season spikes in volumes and excessive retention of chassis at warehouses by large BCOs — that it's becoming almost impossible to predict a terminal's chassis from day to day. Furthermore, motor carriers' demands for "trucker choice" in determining which chassis they wish to use adds more complexity to the chassis regime. Two of the largest US port complexes, Los Angeles-Long Beach with its pool of pools and the South Atlantic ports, have made progress this past year in developing solutions, but chassis shortages and dislocations are still a problem. How are these ports — and the truckers and BCOs they serve — collaborating to improve their particular chassis regimes?

Session Chair

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

Panelists

Dr. Noel Hacegaba, Deputy Executive Director, Port of Long Beach

Ken Kellaway, President & CEO, RoadOne IntermodalLogistics

Robert Loya, Vice President, CMI West, CMI Transportation

Edward McCarthy, Chief Operating Officer, Georgia Ports Authority

Barbara L. Melvin, Chief Operating Officer, South Carolina Ports Authority

11:45 — 12:30 PM

Chassis II: The IEP View of Solving the Equipment Challenge

Location: Salon AB

Every seaport and intermodal rail hub has a different operating environment with its own complexities, making intermodal equipment providers' jobs uniquely challenging. Los Angeles-Long Beach, with 12 marine terminals served by three ocean carrier alliances, is a landlord port like New York-New Jersey with its growing fleet of trucker-owned chassis. The operating ports of Savannah and Charleston have attempted to form a single gray chassis pool and a neutral manager, but that project is on hold. Inland hubs such as Chicago, Memphis, and Dallas-Fort Worth grapple with the railroads' differing operational models of stacked versus grounded containers. With no single solution in sight for all of these facilities, top executives

from the three major intermodal equipment providers will discuss the challenges they face, and their preferred solutions, to address these issues.

Session Chair

Ari Ashe, Associate Editor, Southeast Ports & Intermodal Rail, JOC, Maritime & Trade, IHS Markit

Panelists

Jennifer Polli, President and CEO, TRAC Intermodal

Nathaniel Seeds, CEO, American Intermodal Management

William J. Shea, CEO, DCLI

Charles Wellins, President and Chief Operating Officer, FlexiVan

Mike Wilson, CEO, Consolidated Chassis Management

12:30 — 1:30 PM

Networking Lunch

Location: Salon CD

1:30 — 2:30 PM

It All Starts With the Terminal: What Ports Are Doing to Improve Cargo Flow for Customers

Location: Salon AB

Recognizing the crucial role they play in the international supply chain, ports and marine terminals are taking creative steps to improve cargo fluidity, ensure equipment availability, and streamline the handoff of containers among the transportation modes. The role of facilitator is becoming increasingly complex as vessel sizes increase and container exchanges lengthen. Ports' strategies include process improvements such as container dray-offs and appointment systems for truckers. Technology advancements allow ports and terminal operators to be the trusted portal through which information is shared electronically among all members of the supply chain in a secure environment. In this highly anticipated session, representatives of East, Gulf, and Canadian ports will discuss what they are doing to improve port performance, and port users will talk about how they benefit from these efforts, and what remains to be done.

Session Chair

Ari Ashe, Associate Editor, Southeast Ports & Intermodal Rail, JOC, Maritime & Trade, IHS Markit

Panelists

Daniel Dagenais, Vice President, Operations, Montreal Port Authority

Kevin Price, Chief Operations Officer, Virginia International Terminals

Mike Shaffner, Director, Planning and Technology, Port Houston

2:30 — 3:00 PM

Networking Break

Location: Grand Ballroom Foyer

3:00 — 4:00 PM

Port Call Optimization: From Concept to Reality

Location: Salon AB

The debate over greenhouse gas emissions has brought the topic of port call optimization to the forefront of global maritime policy. An International Maritime Organization resolution adopted in May encourages cooperation among ports and shipping companies to reduce greenhouse gas emissions from ships, and optimization of port calls is highlighted as one of four key areas of focus. The concept is essentially about improving oceanside port efficiency through standardization of port call processes, improving stakeholder communication and data exchange. The goals are for vessels to spend less time in port and to facilitate just-in-time vessel arrivals. This panel will explore the issues around port call optimization in container shipping. It will discuss such challenges as developing data standards and encouraging the exchange of key operational data among stakeholders to facilitate improved port productivity and other conditions for achieving just-in-time vessel arrivals in the global container shipping network.

Session Chair

Turloch Mooney, Senior Editor, Global Ports, JOC, Maritime & Trade, IHS Markit

Panelists

Weston LaBar, Chief Executive Officer, Harbor Trucking Association & President and CEO, Ventures 52

Gene Seroka, Executive Director, Port of Los Angeles

TUESDAY

WEDNESDAY

4:00 — 5:00 PM

Port Innovation: Bridging the Communication Gap

Location: Salon AB

Container ports are traditionally where shippers and their representative parties butt their collective heads against walls. However, more than even delayed vessel arrivals, limited in-transit cargo visibility, and tight capacity, the lack of continuity between ocean and landside operations — and what goes on within the terminals — can create efficiencies that result in costs related to demurrage, detention, delays, and information black holes. Technology can solve these issues, but the tricky challenge is that each port cluster tends to act independently, with different ecosystems building separate solutions to account for the differing characteristics of each region. What approaches can be scaled effectively across regions? What specific technologies are changing the way parties interact to drive more cargo fluidity, visibility, and connectivity through ports? This session will address these questions, and more.

Session Chair

Peter Tirschwell, Vice President, Maritime & Trade, IHS Markit

Panelists

Michael Mecca, Founder and CEO, PortPro Technologies

Erin Lenzen, Vice President, Information Technology, The Triangle Group

5:00 — 6:30 PM

Networking Reception

Location: Grand Ballroom Foyer

Wednesday, 11 December 2019

8:00 AM — 2:00 PM

Registration

Location: Grand Ballroom Foyer

8:00 — 9:00 AM

Networking Breakfast

Location: Grand Ballroom Foyer

9:00 — 9:05 AM

Welcome Remarks

Location: Salon AB

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

9:05 — 9:45 AM

Day 2 Keynote Address

Location: Salon AB

At least three models for marine terminal automation have emerged. The full automation model — in use in Europe and at Long Beach Container Terminal and TraPac in Southern California — incorporates autonomous horizontal ground transportation, automated stacking cranes (ASCs) in the yard, and automation at the on-dock rail facility. Semiautomated terminals in New York-New Jersey and Virginia also incorporate ASCs in the yards, but the East Coast terminals deploy traditional yard tractors driven by longshore labor to shuttle containers within the yards. APM Terminals' Pier 400 facility in Los Angeles this year will roll out the automated straddle carrier model already in use in Australia. Each model presents different challenges and comes at a different cost for terminal operators. This Day 2 keynote address by Mark Sisson, who leads the marine analysis group at consulting firm AECOM, will discuss the operational and cost differences inherent in these automation models.

Speaker Introduction

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

Keynote Speaker

Mark A. Sisson, PE, Associate Vice President, Transportation Planner and Analyst, AECOM

9:45 — 10:30 AM

Marine Terminal Automation: The Southern California Model

Location: Salon AB

Long Beach Container Terminal and the International Longshore and Warehouse Union have worked together for the past 10 years on development of the fully automated Middle Harbor terminal. LBCT Middle Harbor, with an annual throughput capacity of more than 3 million TEU, efficiently handles some of the largest container ships calling in North America. ILWU dockworkers maintain high productivity, including among the top truck turnaround times among the 12 container terminals in Los Angeles-Long Beach. In this important employer-labor discussion, ILWU Local 63 President Joe Gasperov and Long Beach Container Terminal President Anthony Otto will explain how employer-dockworker collaboration since the genesis of the project 10 years ago resulted in a seamless transition from manual to automated operations.

Session Chair

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

Panelists

Joe Gasperov, President, International Longshore and Warehouse Union, Local 63

Anthony Otto, President, Long Beach Container Terminal

10:30 — 11:00 AM

Networking Break

Location: Grand Ballroom Foyer

11:00 — 12:00 PM

Vancouver: Enhancing Productivity at Canada's Largest Port

Location: Salon AB

The Port of Vancouver's innovative extended-gates and truck reservation system, which has made the port a leader in truck turn times on the West Coast of North America, and the measures it has taken to reduce container dwell times at its rail facilities, have returned fluidity to Canada's largest container port after a grueling winter in 2017-2018. Working with port stakeholders as well as provincial and federal government agencies, Vancouver has set a new standard for North American ports in container yard innovation, development of rail and road connectors, and providing

better visibility via technology. In a clear-eyed assessment of the challenges ahead, port stakeholders will explain how they're making better use of the tools at their disposal, providing actionable insights for other stakeholders as the gateway bumps up against the limits of existing terminal capacity.

Session Chair

Mark Szakonyi, Executive Editor, JOC.com & The Journal of Commerce, Maritime & Trade, IHS Markit

Panelists

Dave Earle, President and CEO, BC Trucking Association

Chris Ng, Vice President, Sales & Marketing, GCT Canada

Jonathan Wahba, Vice President, Sales & Marketing, Intermodal & Automotive, Canadian Pacific

12:00 — 1:00 PM

Networking Lunch

Location: Salon CD

1:00 — 2:00 PM

Landlord Ports and the Pursuit of Cargo Fluidity

Location: Salon AB

Los Angeles-Long Beach and New York-New Jersey, the two largest North American ports, face unique challenges in the era of mega-ships. Because New York and Los Angeles also serve the two largest population centers, carriers discharge and reload 65 percent to 85 percent of each vessel's containers, generating cargo surges in excess of 10,000 containers during the average call. These ports experience a "peak" season every week as their terminal operators attempt to prevent their facilities from being overwhelmed by the cargo surges. The ports are working closely with terminals, carriers, truckers, railroads, and equipment providers to develop creative cargo-handling processes to ease bottlenecks and increase cargo velocity. Because these landlord ports don't operate the terminals, however, what measures can they implement to facilitate private-sector initiatives? New York-New Jersey is working with its tenants on extended-gate programs and establishing dedicated lanes for rail cargo. Los Angeles is working with terminal operators to relocate chassis to near-dock storage yards, establish a portwide reservation system for truckers and an

information portal to share advance data on shipments as much as 14 days before vessels arrive in port. What lessons can other landlord ports in North America learn from New York-New Jersey and Los Angeles-Long Beach?

Session Chairs

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

Hugh Morley, Senior Editor, Northeast & Mexico, JOC, Maritime & Trade, IHS Markit

Panelists

Tom Heimgartner, Owner, Best Transportation

Weston LaBar, Chief Executive Officer, Harbor Trucking Association & President and CEO, Ventures 52

Sam Ruda, Director, Port Department, Port Authority of New York and New Jersey

Gene Seroka, Executive Director, Port of Los Angeles

2:00 — 3:00 PM

The Shipper Perspective of Port Productivity: A Roundtable Discussion With BCOs

Location: Salon AB

Importers and exporters don't have direct business relationships with ports and terminal operators, but they depend on the seamless hand-off of containers between marine terminals and transportation vendors for on-time delivery of their freight. In the past, most beneficial cargo owners never set foot on a marine terminal. Now they realize that building relationships with the terminal operators is just as important as the relationships they have developed with their transportation carriers and third-party logistics providers. In this concluding session at the 2019 Port Performance North America Conference, a panel of BCOs will discuss the key initiatives underway at ports and marine terminals, the state of labor-management relations, and what's working and what isn't, as well as how their relationships with ports and terminal operators are changing — and why.

Session Chair

Mark Szakonyi, Executive Editor, The Journal of Commerce & JOC.com, Maritime & Trade, IHS Markit

Panelists

Robert Fredman, Director, Global Logistics, Big Lots Stores

Andrew Gillespie, Director, Global Logistics, Ansell

Alison Leavitt, Managing Director, Wine and Spirits Shippers Association

3:00 — 3:15 PM

Closing Remarks with Awards

Location: Salon AB

Based on JOC Port Productivity data, JOC Events will recognize the top three North American ports and top three terminals in overall port productivity in 2018 and those whose berth productivity improved the most from 2017.

Top Ports — Overall Productivity, 2018

No. 1 Small Port: Port of Wilmington, N.C.

No. 1 Midsize Port: Port of Charleston

No. 1 Large Port: Port of Savannah

Top Terminals — Overall Productivity, 2018

No. 1 Small Terminal: Wilmington, N.C., North Carolina Ports Authority

No. 1 Midsize Terminal: Wando Welch, South Carolina Ports Authority

No. 1 Large Terminal: Garden City, Georgia Ports Authority

Most Improved Ports From 2017

Alabama State Port Authority-Mobile

Jacksonville Port Authority

Port of New Orleans

Most Improved Terminals From 2017

Everport Container Terminal, Los Angeles, Everport Terminal Services

Choctaw Point, Mobile, APM Terminals

Pierce County Terminal, Northwest Seaport Alliance, Everport Terminal Services

TUESDAY

WEDNESDAY

3:30 — 5:30 PM

JOC Shipper Roundtable

Location: Salon D

BY INVITATION ONLY. You must be a BCO/Shipper (you must own the goods that are being shipped) in order to take part in this shipper roundtable. If you would like to reserve a spot, visit the registration desk.

This exclusive, shipper-only discussion facilitated by JOC.com Executive Editor Mark Szakonyi and Senior Editor Bill Mongelluzzo will bring together beneficial cargo owners in an off-the-record meeting to exchange ideas and potential solutions to the numerous challenges confronting supply chain stakeholders. Among the topics of discussion will be port and terminal efficiency, the impact of ocean carrier consolidation, mega-vessels and new alliances, new and upcoming regulatory requirements, and market and pricing trends.

Sponsored by The Port of Virginia

Roundtable Leader

Bill Mongelluzzo, Senior Editor, Trans-Pacific, JOC, Maritime & Trade, IHS Markit

Mark Szakonyi, Executive Editor, JOC.com & The Journal of Commerce, Maritime & Trade, IHS Markit

TUESDAY

WEDNESDAY