

# PEMA State of the Industry Terminal Technology Forum

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This fast-paced interview-style session offers attendees the chance to hear from, and quiz, some of the major suppliers of business process automation, automated handling systems, application software, and advanced equipment technologies for marine and intermodal container terminals.

Get the latest views on where terminal technology is headed, plus practical advice on today's complex project implementation environment.

Taking place during the TOC Americas 2011 Conference & Exhibition on 15-17 November in Panama, the Forum is an open session and is free to attend for delegates, exhibitors and visitors.



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# PRELIMINARY PROGRAMME

FORUM MODERATOR:

PAUL AVERY, ASSOCIATE EDITOR, WORLD CARGO NEWS

## 10:00–10:30 AUTOMATED CONTAINER HANDLING

This session focuses on the crane and equipment technologies available for vertical and horizontal automation of container handling operations. What are the key trends in terminal yard crane, quay crane and transport automation and what can users expect to see from the vendor community within the next 2–5 years?

PANEL:

Arun Bhimani, President, Liftech Consultants

Jost Dämmgen, Sales Manager, Konecranes

Steven Deutsch, Sales Manager North America, ABB Crane Systems

R. Alan Peterson, Regional Sales Manager Material Handling, TMEIC

Siemens (speaker name tbc)

## 10:30–11:00 PROCESS AUTOMATION

This session looks at the automation of key terminal processes using technologies such as OCR, GPS, RFID and telematics. How can terminals use these technologies to gain efficiency and increase productivity, either in manual or robotic handling operations?

PANEL:

Phil Elovic, President and CEO, Hi Tech Solutions

John Scott, Vice President of Location and Telematics Solutions, Navis

Allen Thomas, COO, APS Technology Group

Beat Zwyygart, Managing Director, LASSTEC

# PRELIMINARY PROGRAMME

## 11.00–11:30 APPLICATION SOFTWARE

In the modern terminal environment, IT brings it all together. This session explores the state of the industry for application software including terminal operating systems (TOS), emulation and simulation, data collection and information management, and business intelligence (BI).

### PANEL:

Michael Dempsey, SVP Sales, Port and Terminal Solutions, IDENTEC SOLUTIONS

Robert Inchausti, Vice President Product Management, Navis

Detlef Tredop, Regional Director IT Infrastructure, Tideworks Technology

## 11:30–11:45 BREAK

## 11:45–12:30 COMPLEX IT PROJECT IMPLEMENTATION

What does it really take from both the supplier and client side to ensure successful integration of multiple IT systems at project start-up and in daily operations? A panel of vendors and users discusses the challenges of IT integration and how to manage the demands of getting “stuff” to work together.

### PANEL:

John Lund, Sales Manager, Visy Oy

(speaker name to be confirmed), Port of Santos

## PRELIMINARY PROGRAMME

### 12:30–13:00 EQUIPMENT ELECTRIFICATION AND POWER MANAGEMENT

Electrification, particularly for RTG operations, is a fast-growing trend. This session explore technology options and considerations for terminal operators when converting to electricity, including power management.

#### PANEL:

Michael Eckle, Director Global Marketing Ports, Conductix-Wampfler AG

Lars Meurling, Vice-President, Marketing and Product Business Development,  
Bromma Conquip

Michael Pavlides, Director, Vahle Group

Diego Sanchez, Group Product Manager ERTG & ASC, Cavotec MSL

### 13:00 CLOSE OF SESSION

## SPEAKER DETAILS



**PAUL AVERY**

ASSOCIATE EDITOR, WORLD CARGO NEWS

Paul Avery is an Associate Editor at World Cargo News, the leading journal for the port and cargo handling industry. Paul has been with World Cargo News since 2001 and has been in the industry since 1999, having previously been Assistant editor of Cargo Systems.



**ARUN BHIMANI,SE**

PRESIDENT, LIFTECH CONSULTANTS INC.

Arun Bhimani is Co-Founder and President of Liftech Consultants Inc. and has over 40 years of experience in all phases of container crane and wharf design. He is currently managing projects to design equipment for automated terminals.



**JOST DÄMMGEN**

SALES MANAGER, KONECRANES

Jost Dämmgen is Sales Manager Port Cranes for Konecranes in Finland where he is responsible for the Germany, Caribbean and North Americas divisions. Prior to this he worked as Sales and Project Manager Straddle Carrier for Konecranes in Germany.

**STEVEN DEUTSCH**

SALES MANAGER NORTH AMERICA, ABB CRANE SYSTEMS



**MICHAEL DEMPSEY**

SENIOR VICE PRESIDENT SALES, PORT SOLUTIONS, IDENTEC SOLUTIONS

Michael Dempsey has more than 15 years of experience in process automation technologies and is an industry thought leader in the automation of container terminal and port operations. Previously, Michael was Vice President of automation technologies for Navis.



**MICHAEL ECKLE**

DIRECTOR GLOBAL MARKETING PORTS, CONDUCTIX-WAMPFLER AG

Michael Eckle assumed his current position in May 2009 following more than 10 years' experience in the mobile electrification industry. His role also sees him responsible for the global coordination and long-term development of the groups' ports and container handling activities.



**PHIL ELOVIC**

PRESIDENT & CEO, HI-TECH SOLUTIONS

Phil Elovic is President & CEO of HTS thus oversees the company's activities and long-term growth in containers and other OCR products worldwide. During his 10 years of industry experience, Phil has worked closely with container handling companies to develop OCR and process requirements.



**ROBERT INCHAUSTI**

VICE PRESIDENT PRODUCT MANAGEMENT, NAVIS, LLC

Robert Inchausti leads the Navis product management team responsible for the development of all Navis terminal operating systems including Navis SPARCS N4 and the Marine Telematics product lines. Since joining Navis, in 1991, Robert has lead successful Navis installations at more than 12 terminals on 5 continents.



### JOHN LUND

John Lund is the international Sales Manager at Visy Oy where he has been working since 2005. John has advised numerous international ports, terminals, logistics centres and customs agencies on IT as a means to reduce operating expenses, optimise safety and security, and increase throughput capacity.



### LARS MEURLING

VP, MARKETING AND PRODUCT BUSINESS DEVELOPMENT, BROMMA CONQUIP

Lars Meurling is Vice President, Marketing and Product Business Development at Bromma Conquip, the world leader in crane spreaders. Lars has spent many years at the company and has led development efforts in the ship-to-shore and mobile harbour crane business sectors.



### MICHAEL PAVLIDIS

MANAGING DIRECTOR, VAHLE GROUP

Michael Pavlidis is Managing Director of the VAHLE group and responsible for research, development, production and quality management. Over the last 7 years Michael has managed the development of the Contactless Power System (CPS®) and of solutions for the electrical conversion of RTGs.

### R. ALAN PETERSON

REGIONAL SALES MANAGER MATERIAL HANDLING, TMEIC



### DIEGO SANCHEZ

PRODUCT MANAGER & ASC & ERTG GROUP COORDINATOR, CAVOTEC

Diego Sanchez is in charge of the international commercial department of Cavotec Specimas SpA and is thereby responsible for sales, administration, marketing and distribution of all Cavotec Specimas products/equipment, for all branches and direct clients worldwide.



### JOHN SCOTT

VICE PRESIDENT OF LOCATION AND TELEMATICS SOLUTIONS, NAVIS

John Scott is responsible for Navis' existing Marine Telematics Software (MTS) customers and for sales of new container tracking solutions. MTS provides real time location data on street trucks, and location and work status data on most types of container handling equipment.



### ALLEN THOMAS

CHIEF OPERATING OFFICER, APS TECHNOLOGY GROUP INC.

Allen Thomas oversees global operations for APS, has over 13 years of experience in IT and process automation systems, and is an industry thought leader on the application of Automated Gate Systems, OCR, RFID, and real-time container location systems worldwide.



### DETLEF TREDOP

REGIONAL DIRECTOR, IT INFRASTRUCTURE, TIDEWORKS

Detlef Tredop has accumulated vast experience of the shipping industry having worked in it since 1976, including at Hamburg-Süd, Maersk, Hertzog und Partner, Hamburg Port Consulting and for the Carrix group. He assumed his current role at Tideworks in 2009 after 8 years with the company.



## BEAT ZWYGART

MANAGING DIRECTOR, LASSTEC SARL

Beat Zwygart established LASSTEC in 2004, a container load–weighing and accident–prevention system. Beat has accumulated many years’ experience in the container handling industry including founding and directing the marketing company for ELME’s Crane Spreader division.

## HOW TO REGISTER

Attendance at the PEMA Forum is free for registered delegates, visitors and exhibitors at TOC Americas 2011, which takes place 15–17 November at the El Panama Hotel, Panama.

For more details and to register as a delegate or visitor:

1. Go to [www.tocevents-americas.com](http://www.tocevents-americas.com)
2. Email Suzanne Tiago, TOC Marketing Manager [suzanne.tiago@toc-events.com](mailto:suzanne.tiago@toc-events.com)

If you require any assistance, please contact the PEMA Secretariat at [info@pema.org](mailto:info@pema.org)

## ABOUT PEMA

Founded in late 2004, PEMA provides a forum and public voice for the global port equipment and technology sectors, reflecting their critical role in enabling safe, secure, sustainable and productive ports, and thereby supporting world maritime trade.

Chief among the aims of the Association is to enable the exchange of views on trends in the design, manufacture and operation of port equipment and technology worldwide. PEMA also aims to promote and support the global role of the equipment and technology industries, by raising awareness with the media, customers and other stakeholders; forging relations with other port industry associations and bodies; and contributing to best practice initiatives.

The Association has seen strong growth in the last few years and now has nearly 50 member companies, including crane, equipment and component manufacturers, systems and software providers, consultants and other experts.

[www.pema.org](http://www.pema.org)

PEMA was constituted by agreement dated 9 December 2004 as a non profit making international association (association internationale sans but lucratif /internationale vereniging zonder winstoogmerk)

PEMA is governed by the Belgian Law of 27 June 1921 on "associations without a profit motive, international associations without a profit motive and institutions of public utility" (Articles 46 to 57).

Company Number/ Numéro d'entreprise/ Ondernemingsnummer 0873.895.962 RPM (Bruxelles)

The Registered Office of the Association is at: p/a EIA, rue d'Arenberg 44, 1000 Brussels, Belgium

The Management and Finance offices of the Association are at: Via Balestra 27, Lugano CH-6900, Switzerland

Administration support is undertaken by the Secretariat at: 3 Pretoria Road, London E4 7HA, United Kingdom.  
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