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TOC
AMERICAS
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9-11 November 2010
Intercontinental Hotel
Rio de Janeiro, Brazil

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TOC Americas Conference

New Drivers for a New Decade



Get the latest outlook for Brazil & its role in regional maritime container trade & logistics



Understand the risks & opportunities for public & private sector investment



Hear from some of the major global & regional players on priorities for the new decade



Analyse the current obstacles & possible solutions for improved port & transport chain performance across the Americas as a whole

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New Drivers for a New Decade

As a delegate at TOC Americas you can discover & debate:

- Shipper requirements in a new era
- Ocean carrier strategy for the Americas markets in the coming decade
- Taking Brazil to the next level – robust trade needs robust infrastructure
- The regional development landscape for marine terminals – risk, reward, demand & supply
- Marine terminals – defining the performance benchmarks for the next decade
- Latest approaches and technologies to support efficient terminal design, planning & operation

Confirmed Speakers include:

- **Dr. Asaf Ashar**
Research Professor, National Ports and Waterways Institute, USA
- **Mario Aguilera Astudillo**
Logistics Director, Cartulinas CMPC, Chile
- **Giovanni Benedetti**
Director Marketing & Sales, SPRC – Contecar Terminals, Colombia
- **James R. Brennan**
Partner, Norbridge Inc., USA
- **Eduardo Bustamante**
Director of Systems & Telecommunications, SPRC – Contecar Terminals, Colombia
- **Fernando Antonio Fialho**
Director General, National Agency for Ports and Maritime Transportation (ANTAQ), Brazil
- **Capt. Paul J. Gallie**
Director, Terminal Investments & Projects, Central & South America, APM Terminals
- **Patricio Junior**
Executive Director and Partner, Transporti Logistica e Consultoria, Brazil
- **Richard Klien**
President of Latinports, President of the Administration Council of container terminals of Santos Brazil and MultiRío and cofounder of Container Terminal Association of Brazil - ABRATEC
- **Guillaume Lucci**
VP Maritime Business Group, Manager Latin America, Halcrow Group, Brazil
- **Marcelo Patricio**
Process Manager, Libra Terminais, Brazil
- **Gustavo Pecty**
President, Libra Terminais, Brazil
- **Ángel Pérez-Maura**
Member of the Board, Grup Marítim TCB, Spain
- **Tony Simkus**
President, Sarandipity LLC, USA
- **Julian Thomas**
CEO South America East Coast, Hamburg Sud, Brazil
- **Carlos Urriola**
President, Caribbean Shipping Association, Panama
- **Oliver Weinreich**
Operations Manager, TPS Valparaiso, Chile
- **Robert West**
Principal – Trade & Transportation Halcrow Group, USA
- **Howard Wren**
Director Logistics, Jade Software, Australia

Plus many more...

Go to www.tocevents-americas.com/conference for the up to date agenda and speaker list

PRE CONFERENCE DAY | Monday 8 November 2010

14:00-17:00 Registration desk open for delegates and speakers
Beat the rush on the opening morning and collect your conference badge and pack early

18:00-20:00 WELCOME DRINKS RECEPTION
Hosted by TOC Events Worldwide
Join colleagues old and new for an informal welcome drinks reception at the Intercontinental Hotel

TOC
WORLDWIDE
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CONFERENCE DAY ONE | Tuesday 9 November 2010

08:00-17:00 Registration desk open for delegates and speakers

08:00-09:00 Refreshments served in the exhibition area
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09:00-09:45 CONFERENCE OPENING & KEYNOTES

Welcome and introductory remarks from the organisers Rachael White, Conference Editorial Director, TOC Events Worldwide, UK

09:45-11:30 SESSION 1: NEW DRIVERS FOR A NEW DECADE – ECONOMICS, TRADE & MARITIME TRANSPORT

The uptick in global trade volumes first detected in the early months of 2010 now looks to be sustainable, albeit with wide regional variations in the pace of recovery. But concerns remain over the impact of sovereign debt reduction efforts in key Western consuming economies, plus the rapid resurgence of shipping capacity and the future vessel order book. Speakers explore the macroeconomic and trade data and discuss risks and opportunities for the region.

Key issues:

- Economic and trade recovery: what are the numbers telling us?
- Maritime traffic in the new decade – hemispheric import and export trends
- Ocean carrier strategy – time for new business models and priorities?
- Will the cycle be unbroken? Capacity and freight rate management
- Hub, feeder and direct call strategies – how will lines organise their Americas trade lanes going forwards?
- How will global carrier network strategies and vessel fleet developments influence regional decision making?
- Intra-regional shipping – assessing its scope and importance
- Approach with caution? The problem with forecasting and the effects for future planning and investment decisions

11:30-12:00 Refreshments served in the exhibition area
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12:00-13:00 SESSION 2: SHIPPER REQUIREMENTS IN A NEW ERA

How has the economic and financial crisis impacted shipper thinking on supply chain planning and maritime logistics management? What do BCOs need now from their transport service providers – and is it being delivered? A panel of shippers reviews “the new normal”.

Key issues:

- How have the priorities and expectations of shippers changed after the crisis?
- How are BCOs managing transport capacity in an era of demand and supply volatility?
- Does speed to market still count? The shipper view on slow steaming
- Defining service level expectations – is differentiated pricing the way forward?
- Shipping, ports and inland transport – what’s working and what isn’t?

13:00-14:30 Lunch served in the exhibition area

14:30-15:45 SESSION 3: TAKING BRAZIL TO THE NEXT LEVEL

With 95% of its foreign trade volumes handled by sea, Brazil’s ports and connecting inland transport infrastructure need serious, sustained investment and modernization to catch up, let alone keep pace, with demand.

Key issues:

- What’s in the box? How Brazil’s near-term economic and trade evolution will affect containerised commodity flows and volumes
- Building logistics and transport capacity for the future “fifth economy”
- Port and terminal infrastructure – supply, demand and performance
- Private sector and foreign investment – the regulatory and financial climate for doing business in Brazil
- Enabling import/export trade efficiencies – how do Customs processes need to change?
- Options for improving trucking and road transport
- The future role of rail and barge

15:45-16:15 Refreshments served in the exhibition area
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16:15-17:30 SESSION 3: TAKING BRAZIL TO THE NEXT LEVEL (CONTINUES)

17:30 END OF CONFERENCE DAY ONE FOLLOWED BY EVENING NETWORKING RECEPTION
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Delegates at the TOC Americas Conference also have access to the TOC Americas Exhibition where you can meet the world’s leading port equipment, IT & solutions providers.

Current exhibitors include:

- ABB Crane Systems
- ANP Uruguay
- APS Technology Group, Inc
- Auxema
- Bromma
- Camco Technologies
- Cavotec MSL
- Conductix - Wampfler
- Cyberlogitec Co. Ltd
- Drilling Systems

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CONFERENCE DAY TWO | Wednesday 10 November 2010

09:00-17:00 Registration desk open for delegates and speakers

09:00-10:00 Refreshments served in the exhibition area

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10:00-11:30 SESSION 4: THE DYNAMICS OF TERMINAL DEVELOPMENT IN THE AMERICAS

According to latest forecasts, container port throughput in Latin America will return to pre-recession levels by 2012, with North American volumes recovering by 2014. Latin America, along with the Middle East and Africa, is widely seen as a window of opportunity for the coming decade. North America remains rather more challenging. Speakers will evaluate the supply-demand landscape and discuss business expectations and priorities for the terminal operating industry in the coming decade.

Key issues:

- How much terminal capacity is really being planned and built in the Americas and how does it map against forecast demand?
- Production and financial targets – what is realistic in the “new normal”?
- Investment risks and rewards – economics and financing of new infrastructure development
- Do concession expectations and terms need to change?
- Diversification – the pros and cons of moving the terminal business outside the “facility four walls”

11:30-12:00 Refreshments served in the exhibition area

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12:00-13:15 SESSION 5: MARKET SPECIFICS AND MAJOR INVESTMENTS

Speakers take a walk through some of the major port and terminal developments across the Americas region. Which are the most significant? Which will change the game in terms of design, scale, automation and management practice?

13:15-14:30 Lunch served in the exhibition area

14:30-16:00 SESSION 6: DEFINING AND ACHIEVING PEAK PERFORMANCE

In the wake of the global crisis, speakers discuss new approaches to controlling capital and operational costs while delivering high service performance levels across the terminal.

Key issues:

- Productivity, what's the real truth? Performance and efficiency benchmarks for the new decade
- Current and future best practice in terminal design, layout and operation
- The role of automation in achieving cost and service performance
- People and productivity
- The relationship between safety and productivity

16:00-16:30 Refreshments served in the exhibition area

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16:30-17:30 SESSION 7: CRISIS PLANNING, MANAGEMENT AND RECOVERY

From Hurricane Katrina, to the earthquakes in Haiti and Chile and now the oil spill off the US Gulf, the Americas has had more than its fair share of natural and environmental disasters in recent times. Speakers look at the impact of major events and discuss response strategies.

Key issues:

- The fundamentals of crisis planning and disaster management
- Dealing with the social and economic dimensions
- Contingency planning - how to get back in business quickly

17:30-18:30 END OF CONFERENCE DAY TWO, FOLLOWED BY NETWORKING DRINKS IN THE EXHIBITION AREA

CONFERENCE DAY THREE | Thursday 11 November 2010

09:00-16:00 Registration desk open for delegates and speakers

09:00-10:00 Refreshments served in the exhibition area

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10:00-12:15 SESSION 8: FROM INFORMATION TO INTELLIGENCE: PROCESSES, SYSTEMS AND TECHNOLOGY

Data drives the modern world and the terminal industry is no exception. In this session, speakers from the terminal and technology sectors explore the evolving role of business applications and supporting IT to deliver better visibility, operational control and cost efficiencies.

Key issues:

- Developing a comprehensive systems strategy
- TOS and systems integration – implementation and management issues
- Data capture and process automation technologies for gate, yard and quay – extracting the business benefits
- Improving business process and information flows in the terminal, with customers and across the port community

- Why security legislation can be good for terminal business process efficiencies

12:15-13:45 Lunch served in the exhibition area

13:45-16:00 SESSION 9: TOWARDS NEW EFFICIENCIES IN EQUIPMENT DESIGN AND OPERATIONS

The closing session focuses in on equipment, the workhorse of the container terminal. Speakers will discuss latest advances in equipment design as well as emerging strategies and technologies to improve utilisation and life cycle cost management of valuable assets.

Key issues:

- Twins, tandem and double hoist picks – defining and realising the benefits
- Reducing equipment energy consumption and costs
- Procurement, maintenance and life cycle cost management
- Efficient asset deployment, scheduling and dispatching

16:00-17:00 END OF CONFERENCE DAY THREE, FOLLOWED BY NETWORKING DRINKS IN THE EXHIBITION AREA

• Gaussin Manugistique

• Halcrow

• Jade Logistics Pty Limited

• Liebherr

• MAFI Transport-Systeme GmbH
• MPRI

• Port Authority of Algeciras Bay
• Prysman Kabel und Systeme GmbH

• Puerto Valparaíso

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• Realtime Business Solutions

• Sany Port Machinery
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• Sort & Store
• Stemmann

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• Terex Port Equipment
• Timars Svets & Smide AB
• Tongsis
• Total Soft Bank

• Zebra Enterprise Solutions

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“Totally fulfilled my expectations to get a better insight of the market at these times of uncertainties”

Robert Grantham
Commercial Director
Port of Itajai

“TOC Americas es el mejor lugar para encontrarse con nuestros colegas y mantenerse actualizado en los temas portuarios”

Fernando Buitrago, CEO,
Ports and Logistics Consulting

Sponsorship & Exhibition Packages

There are still some sponsorship opportunities and exhibition booths available. All packages contain a free delegate pass and you will also receive invitations to the networking functions, lunches & coffees as well as unrivalled promotion before, during and after the event.

Sean Deane
Commercial Manager
Tel: +44 (0)20 7017 4391
Email: sean.deane@toc-events.com

Leonard Field
Commercial Manager
Tel: +44 (0)20 7017 4661
Email: leonard.field@toc-events.com

Víctor Gallardo
Agente en Latinoamérica
Tel: +562 326 2593
Email: victor.gallardo@toc-events.com

To discuss your commercial opportunities please contact

Who attends TOC Americas?

TOC Americas attracts senior executives and decision makers from terminal operators, port authorities, shipping lines and in the maritime transport transport chain. Past attendees have included:

- AECOM
- Alaska Marine Lines Inc
- Altamira Terminal Portuaria
- American Trucking Associations
- APL
- APM Terminals
- Arcelormittal
- Autoridad Port De Barcelona
- Autoridad Portuaria De Guayaquil
- BACTSSA
- Bermuda Container Line Ltd
- BNP Paribas Fortis
- BNSF Railway Company
- California United Terminals
- Caribbean Shipping Association
- Cia. Portuaria Mejillones
- CMA CGM Americas LLC
- Contecon Guayaquil SA
- Cosco Agencies (L.A.) Inc
- CSAV Argentina S A
- CSAV North America
- Curacao Ports Authority NV
- DnB NOR Bank
- Empresa Portuaria Arica
- Empresa Portuaria Iquique
- Empresa Portuaria Quetzal
- Empresa Portuaria Valparaíso
- Empresa Portuaria Iquique
- Exolgan Container Terminal
- Exolgan SA
- Freeport Container Port
- Georgia Ports Authority
- Halcrow
- Hanjin Shipping Ltd
- Holt Logistics Corp
- HSH Nordbank AG
- Hutchison Port Holdings
- ICAVE
- ICTSI
- ILWU
- International Finance Corporation
- Israel Port Company
- Jamaica Shipping Association
- Jeddah Port
- K' Line America Inc
- Kingston Wharves Ltd
- Libra Terminais
- Maersk Line
- Maryland Port Administration
- MIT-Panama
- New World Logistics
- New York Container Terminals Inc
- North American Terminals
- NYK Group Americas Inc
- NYK Line
- Pacific Maritime Association
- Panama Canal Authority
- Panama Canal Railway Company
- Panama Ports Company SA
- Port of Buenos Aires
- Port of Houston Authority
- Port of Itajai
- Port of Lázaro Cárdenas
- Port of Long Beach
- Port of Los Angeles
- Ports America Group
- PSA International
- PSA Panama Intl Terminal
- Puerto Bahía Blanca
- Puerto de Lirquén S A
- Rigas Karte Ltd
- SAAM SA
- San Antonio Terminal Internacional
- Santos Brasil S/A
- Saudi Ports Authority
- Sea Land Logistics Del Peru
- Sociedad Portuaria Barranquilla
- Sociedad Portuaria Regional de Cartagena
- SSA Marine
- Suez Canal Authority
- Tecon Rio Grande SA
- Terminal Contenedores Habana
- Terminal Cuenca Del Plata S.A
- Terminal De Servicios
- Terminal Pacífico Sur SA
- Terminal Zárate S A
- Terminales Internacionales de Ecuador S.A
- Terminales Portuarios Peruanos
- Terminales Río De La Plata Sa
- TPS-Valparaíso
- Transmeridian Sac
- Ttms (Argentina) S A
- TT Club
- Vancouver Port Authority
- Virginia International Terminals Inc



TOC – Over 30 Years of Success

The Terminal Operations Conference & Exhibition (TOC) is the longest-running series of trade events for the international shipping, port and terminal communities in the world. Launched in 1976, TOC brings together executives from shippers, liner shipping, ports, terminals, inland transport, finance and other stakeholder groups to discuss challenges and opportunities for maritime container trade, with particular focus on ports and terminals as critical nodes in international transport chains.

TOC is now held annually in Europe, Asia and the Americas. TOC's longevity is a testament on its continued string emphasis on providing high quality networking, business and learning opportunities.

Registration Form

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HOW TO BOOK

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Tel: +44 (0)20 7017 7165
Post: TOC Americas 2010, 5th floor, 29 Bressenden Place, London, SW1E 5EW, UK

PRICING INFORMATION

Your delegate pass includes entry to all conference sessions, workshop, exhibition, lunches & refreshments and networking events.

	Option 1: booked before 3 September 2010	Option 2: booked after 3 September 2010
Conference Package	Special early bird rate: US\$1,350	Standard delegate rate: US\$1,500
	Special Latin American early bird rate: US\$995	Special Latin American early bird rate: US\$1,250
	Special Brazilian delegate rate: US\$750	

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Payments should be made within two weeks of registration. All registrations must be accompanied with details of payment. All registrations made within two weeks of the event will require a credit card guarantee. Confirmation of your booking will only be sent when FULL PAYMENT has been received. For further information on payment, please contact +44 (0)0844 557 6500

Travel & Accommodation

Our preferred travel agent Events in Focus is on hand to help you with your travel needs at TOC Americas 2010. Preferential rates and accommodation have been organised for the event. For further information on travel and accommodation contact:

Events in Focus
Carin Erichsen-Fendige
Direct Line: +44 (0)20 7902 7767
Email: cfe@eventsinfocus.net



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Mr/Mrs/Ms/Miss/Dr/Prof
First Name
Family Name
Job Title
Tel
Fax
Email

COMPANY DETAILS

Company Name
Address
.....
City
Post/Zip Code
Country
Tel
Fax

JOB TITLE

- [001] CEO/President
- [002] Managing Director
- [003] Director/Manager
- [004] Operations Director/Manager
- [005] Engineering Director/Manager
- [006] Commercial Director/Manager
- [007] Sales & Marketing Director/Manager
- [008] Product Director/Manager
- [009] Procurement Director/Manager
- [010] Research & Development
- [011] IT/CIO

BUSINESS ACTIVITY

- [201] Port Authority
- [202] Terminal Operator
- [203] Inland Terminal Operator
- [204] Ship Owner/Operator/Agent
- [205] Shipping Line
- [206] Stevedore
- [207] Freight Forwarder
- [208] Barge Operator
- [209] Shipper/Manufacturer
- [210] Warehousing
- [211] Computer Hardware/Equipment/Manufacturer/Agent
- [212] Surveyor/Classification Society
- [213] Container/Component
- [214] Consultant
- [215] Logistics
- [216] Association/Government

JOB FUNCTION

- [101] General Management
- [102] Purchasing
- [103] Engineering
- [104] Research & Development
- [105] Finance/Accounting
- [106] Sales & Marketing
- [107] Planning
- [108] Maintenance & Repair
- [109] Operations

If your company is based in a port, please name the port here

HOW DID YOU FIND OUT ABOUT US

- [301] Past year event
- [302] Adverts
- [303] Ticket insert in press
- [304] Direct mail
- [305] Email
- [306] Fax
- [307] Exhibitor
- [308] Random web search
- [309] Word of mouth

TERMS & CONDITIONS

Cancellations: What happens if you want to cancel? Confirm your attendance in writing (letter, fax or email) before 3 September 2010 and receive a refund less 10% + service charge. Cancel between this date and 16 October 2010 and receive a refund less 50% plus service charge. Regrettably no refunds can be made after this date, although we welcome substitute delegates at no extra cost.

Event: It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of the speakers. In the unfortunate event that an event is cancelled Informa are not liable for any costs incurred by delegates in connection with their attendance. This contract is subject to English Law.

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