

PORT & TERMINAL MANAGEMENT SEMINAR (ONLINE)



Overview: Port and terminal managers have had to adapt fast to meet rising demand driven by the rapid expansion in world trade during the 21st century. Globalisation has put port models under growing pressure in increasingly competitive cargo markets. Better productivity - through expansion or more efficient use of existing assets - is crucial for economic survival. The Course examines all operational aspects of port functions, from financing, legal concerns, and planning through to operations, marketing, competition, equipment, and infrastructure. Designed by lead experts of the industry, it analyses the management techniques that can improve services and maximise profit potential.

Specific Areas Covered:

- **Ports & Their Functions**
 - Role of ports in international trade and transport and how ports can benefit or detract from the economic development of countries and their seaborne trade.
 - Different forms of the ownership structure of ports and of port services
- **Ship Types & Cargoes**
- **Port Management**
 - Ports' Organisational Structure & facilities
 - Measurement of Performance
 - Quality management systems and benchmarking
 - Cargo Operations, avoiding traffic and cargo congestion
 - Safety Management & Security
 - Role of statutory bodies and labour organisations

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➤ **Port Competition & Marketing**

- Port competition, national and international.
- The need for market information including trade growth, vessel development, commercial needs and financial viability.
- The geographic location and how it affects vessel transit time and port rotation.
- The role of shipowners/ship operators, shippers/receivers, freight contractors, forwarders and other transport interests (for example, railways, road hauliers).
- The techniques of port promotion and how they assist with identification of potential users.
- The impact of inland transportation and inland depot/handling facilities.
- Through transportation

➤ **Port Pricing**

- The cost factors in pricing including for infrastructure, navigation services, equipment, staff and labour, marketing, security and safety, and for environmental services.
- The pricing policy specifically 'not for profit', government influenced, fully commercial.
- The effects of competition on pricing policy and how pricing is used as a tool to influence demand.
- Pricing structures including lengths of time included in base charge for vessels and cargo; units on which charges are based; simplicity of application and transparency; volume rebates.
- Various regulatory mechanisms including user appeals against charges.
- The integration of port charges with charges of other port operators and inland transport organisations and through transport charges.

➤ **Port Planning**

- Port development policy including the role of government, regional needs, and competition
- Planning principles and project planning and the role of traffic forecasts, analysis of demand factors, implications for marketing, involvement of users.
- Capacity calculations and the relationship between berth occupancy, service time and waiting time, and berth throughput.
- The principles behind port layout, physical constraints, terminal planning, specialised terminals, multipurpose terminals, and support operations.
- The handling characteristics and requirements of break-bulk, neo-bulk, special cargoes, dry bulk and liquid bulk commodities

➤ **Port Finance**

- Financial management in port operating: budgets, capital and revenue expenditures and investment appraisal
- Analysis and monitoring of costs and port cost accounting
- Project evaluation, review techniques and capital budgeting; the financial and economic appraisal of port investment proposals and traffic forecasting
- Joint venture opportunities for financing or management and policies for both common and sole user terminals

➤ **Port Equipment, Port Buildings, Cargo Handling Equipment**

➤ **Port Ownership**

➤ **Legal Aspects of Port Management**

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Ideal for

Ports and Terminal Management Personnel, Port Authority personnel, Port Operations professionals, Logistics, and freight forwarding executives, Sector Consultants, Port Agents, Port Captains and Officers

Date / Hours

Dates: 12/01, 14/01, 19/01, 21/01, 22/01, 26/01, 28/01, 02/02, 04/02 & 09/02

Hours: 19:30 – 21:30

Duration: 10 sessions

Online Learning

The seminar will be delivered exclusively online by fully tutored learning sessions. Once your registration is completed, you will receive an email with information and joining instructions to the webinars. For your participation, no special equipment is needed except a camera and a microphone.

Fees

550,00 EUR (Including tuition fees, ICS Book & reading material)

ICS Members are eligible for a discount 20% on all HMC Professional Maritime Seminars

Certification

Participants will receive a certificate of attendance on completion of the course.

Tutors

Neil Davidson, Port Sector Expert

Andrew Francis, Ports & Shipping Consultant

Tutors' Resume

Neil Davidson has over 30 years' experience in the port sector, retiring in 2020 and retaining an interest in, and passion for the sector.

A graduate in International Transport from the Department of Maritime Studies, Cardiff University, his initial industry experience included working for Lloyd's of London and the Medway Ports Authority, Sheerness, UK. He then spent 8 years with the Port of Tilbury, London, specialising in market research and business planning. He was closely involved in the successful management buy-out of the port in 1992 and its subsequent trade sale to Forth Ports plc in 1995. He also gained freeport status for the port, acting as Freeport Manager for 2 years.

He joined Drewry Shipping Consultants in 1997 and founded the company's ports practice, contributing to both single-client consultancy work and publications through to 2020. His consultancy experience included participation in port projects in locations including Europe, Asia, the Americas and the Middle East. This covered assignments such as market studies, traffic and revenue forecasting, privatisations, strategic analyses and M&A due diligence. He was author and editor for Drewry's port publications and has spoken at numerous industry conferences and seminars worldwide, as well as lecturing students.

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Andrew Francis is a professional in ports operations and development with an experience of over 35 years. Experienced in operations delivery, business leadership and transformation, and most recently, in the Corporate Human Resources function of a global leader in port operations and trade facilitation.

Has worked globally, including Middle East (UAE, Saudi Arabia, Oman, Jordan), Asia (India, China, Indonesia, Philippines, Kazakhstan) Africa (South Africa, Mozambique, Egypt, Djibouti, Algeria) Europe, Australia, and the Caribbean.

Andrew has been a Container Terminal Manager at Port of Bristol and Port of Liverpool.

Then, he joined P&O Ferries North Sea, responsible for safe and efficient operation of 4 passenger and freight Ro-Ro terminals. He was responsible for safe and efficient operation of 4 passenger and freight Ro-Ro terminals. He implemented major cost-saving initiatives and projects including implementation of trans-lifter / cassette system, dynamic labour rostering, terminal layout changes and rationalization of passenger terminals. He was responsible for vessel deployment – 4 x Ro-Pax vessels plus 5 x freight vessels, in liaison with Fleet Dept. on port services, safety management and incident management system.

Andrew, then, worked for DP World as Head of Global Operational training and Development and as Director at DP World Institute. He was responsible for the management and delivery of all DP World Institute programmes and training solutions globally, as well as the leadership of all terminal business and operational initiatives. This role involved a high degree of integration and cooperation with the Talent Management team, Regional and Business Unit leaders, ensuring integrated use of resources to meet Corporate Human Capital objectives globally, and aligning L&D solutions to position-based competency standards and business needs

Now Andrew is working independently, on short, medium and longer-term global projects, advising and supporting related organisations in the development of people, resources and business activities in the ports, maritime and logistics sectors.

He holds a higher Diploma in Marine Engineering from Glasgow Nautical College and MBA from University of Wales.