



CONFERENCE SESSIONS

Executive Track

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SESSION 1

● 6/13/2022 | 10:20 a.m. – 11:25 a.m. (Texas Ballroom F)

Engaging the Next Generation in the Terminal Industry Workforce

This breakout session will feature rising leaders in the Under 35 category of the workforce at ILTA terminal company and supplier company members. Each panelist will describe what brought them to the terminal industry and what excites them about the future of their industry. In addition, these emerging leaders will share their thoughts on the best support, training, or other opportunities that they have received from their employers. Participants will also hear what our panelists recommend that hiring managers communicate to other early-career professionals during recruitment efforts to encourage that they join in creating the terminal industry of the future. Possible discussion topics include:

- How to attract, retain, market to millennials and Gen-Z
 - The importance of cross-functional development
 - Formal mentoring programs and opportunities to grow in the job
 - The value of experienced leadership guiding the development of younger workers
- **Chris O'Neil, Sprague Energy (Moderator)**
 - **Caitlin Geisinger, Burns & McDonnell Engineering**
 - **Melanie Landry, IMTT**

SESSION 2

● 6/13/2022 | 11:30 a.m. – 12:35 p.m. (Texas Ballroom F)

Introduction to Blockchain for Terminal Professionals

As marine shipping companies and ports around the world begin to embrace Blockchain, terminal operators need to understand this trend and how it is affecting the way their partners and customers will increasingly want to do business. Instructors from the prestigious Nautical Institute, headquartered in London, will be with us in Houston to instruct industry professionals on how Blockchain technology can open up new opportunities for terminals, ports, and shippers.

This conference session will provide an overview of Blockchain that will raise awareness of this new tool for supply chain management. Blockchain provides an efficient, cost-effective, reliable, and secure system for conducting and recording data documenting financial transactions. It provides framework for producing a shared, immutable ledger for recording transactions and tracking assets. Virtually anything of value can be tracked and traded on a Blockchain network, reducing risk and cutting costs for all involved.

Attendees may also wish to register for the Post-conference Training that will focus on using original hands-on, experiential methods, this program is designed to teach executives how to strategically evaluate and apply Blockchain technology in their own businesses. The program will give senior leaders the tools they need to get beyond Blockchain jargon and achieve real operational results.

- **Laurie Wilkins, Marathon Petroleum (Moderator)**
- **Anjaney Borwankar, Navozyme**
- **Qasim Masood, The Nautical Institute (NI) London**

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SESSION 3

● 6/13/2022 | 1:50 p.m. – 2:55 p.m. (Texas Ballroom F)

Executive Perspectives on the Terminal Industry

Our current ILTA Board Chairman, Tim Winters, will host a panel discussion comprised of former ILTA Chairmen. These industry thought-leaders will offer their thoughts and opinions on topics including:

- Continuous improvement in both operations and HSE performance
- Dealing with an aging workforce
- Living and working in communities with ever increasing standards
- Adopting new/newer technologies—the advantages and the challenges
- The impact of storing and handling renewables
- The everchanging fuel slate

This highly interactive, insightful session will allow plenty of time for audience questions—ensuring that all participants will have ample opportunity to discuss the issues and challenges that matter most to them. Please join us!

- **Tim Winters, Sprague Operating Resources (Moderator)**
- **Earl J. Crochet, Crochet Midstream Consulting**
- **Jack McCrossin, CITGO**
- **Kip Middendorf, Wolf Lake Terminals**
- **Bernt Netland, ITC**

SESSION 4

● 6/13/2022 | 3:00 p.m. – 4:10 p.m. (Texas Ballroom F)

Cold Service Considerations for Export Terminals: Balancing Capital Investment and Logistical Factors

For grassroots and revamped export terminals, thoughtful optimization is key to minimizing installed capital. Optimization maximizes terminal and dock utilization, while still reducing operation costs and overcoming plot constraints.

Once forecasts are made, pipeline capacity from a fractionation facility to the terminal will need to be built or expanded. Many other logistical factors need to be considered to provide plants with the ability to continue operations, while producing enough product to match demand. This presentation will address:

- Considerations to efficiently meet demand
 - Managing both total installed cost (TIC) and operational efficiency is a difficult balance to maintain. A major consideration in planning for these drivers is the decision to install a tank or use a direct load system.
 - Deciding between using a double-wall, single-wall tank or direct load concept to batch material from the fractionator or storage cavern to load a ship upon arrival
 - Considerations for potential water sources near the plan
 - Availability of space for other equipment needed for the refrigeration system
 - Plot considerations
 - Types of refrigeration system to use: Open loop or closed loop
 - How to implement these solutions safely
- **Josh Etzel, Kinder Morgan (Moderator)**
 - **Christopher Niemeyer, Burns & McDonnell**

SESSION 5

● 6/13/2022 | 4:15 p.m. – 5:15 p.m. (Texas Ballroom F)

Growing Organizational Value the Right Way

Growing organizational value is one of the primary objectives for all executive leadership teams. It's tempting to put things like shareholder and investor value or customer satisfaction or operational excellence as the primary focus of the organization. However, as important as those elements of the business are, they should be seen as “emergent factors” that arise from other more foundational elements of the business, such as employee satisfaction, organizational culture, leadership excellence and user-friendly innovative technologies. In this presentation, we will discuss how to effectively create and develop these foundational elements of the business, so that organizational value is grown the right way where everyone wins in the end.

- **Walter Nusbaum, The Nusbaum Group**

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SESSION 6

● 6/14/2022 | 9:50 a.m. - 11:00 a.m. (Texas Ballroom F)

Cybersecurity for CEOs: Industrial Cybersecurity - The Missing Link for Operational Safety + How to Talk to Your Board of Directors About Industrial Cybersecurity

Industrial Cybersecurity: The Missing Link for Operational Safety

Do you have visibility and control over your OT assets? The lack of visibility into these systems and networks causes safety and operational risks at the ports and terminal facilities level that can have catastrophic effects on operations, the environment and human life. Knowing how to manage your organization's unique cyber risk requires expertise in industrial cybersecurity and in-depth knowledge of how your operational networks and systems work.

Recent, fundamental market shifts have led to increased cyber vulnerability. Organizations are facing increasing operational risks as cyber threat actors shift focus from the Information Technology (IT) networks that run business systems to the Operational Technology (OT) networks that control industrial operations. Now that ports and terminals are embracing digitalization of their operations to increase efficiency and profitability through modern technology, cybersecurity risks and attacks are inevitable. Threat actors know the critical potential OT systems have regarding incident profiles - ultimately leading to a high value of exploitation. Real-life examples will illustrate how you can better protect, defend, detect and respond to the growing industrial cyber threats. This presentation will address:

- What your organization needs to know about cybersecurity beyond the traditional IT discussion
- The challenges of maturing your cybersecurity capabilities
- How you can gain visibility and control over your OT environment

How to Talk to Your Board of Directors About Industrial Cybersecurity

Cybersecurity is the new hot topic with boards of directors. High-profile attacks in the news, regulatory changes and customer concerns are fueling their conversations. However, too often these discussions are derailed by technical narrative, myths and misinformation, creating confusion. Few boards have a clear understanding of what cybersecurity is, how it impacts growth and valuation and what they should be doing about it.

As a result, boards tend to act in extremes, taking too little action or imposing unrealistic expectations. For industrial cybersecurity, this is a much harder problem. As attackers expand from traditional Information Technology (IT) targets to the Operational Technology (OT) networks that directly impact operations and safety, companies are forced to rethink their cybersecurity programs. Unfortunately, most boards haven't been able to get a handle on OT security, and now they must adapt to a whole new world of risk. Communicating effectively to the board of directors can mean the difference between getting the resources you need now or consistently struggling to defend your operations against attack. This presentation will provide guidance about how to present effectively industrial cybersecurity risks and solutions to boards of directors.

- **Jay Bany, Enterprise Products (Moderator)**
- **Dennis Hackney, Ph.D., CISSP, CMMC RP, ABS Group**
- **Ian Bramson, ABS Group**

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SESSION 7

● 6/14/2022 | 11:05 a.m. – 12:15 p.m. (Texas Ballroom F)

Applying a Comprehensive Design Philosophy to Terminal Facilities

This presentation includes the recommended steps for proper planning and features to include in the design basis for liquid terminals for safer, more efficient facilities that meet the operational requirements and should exceed the owner's expectations. Storage terminals provide a necessary buffer between the fluctuations of product supply and variations in subsequent demand. The proper design of liquid terminals meets the functional needs for the facility and balances the differences between the inbound and outbound product streams. These include facilities with above ground storage tanks (ASTs) and underground storage (UGS) facilities with product movements via pipelines, inbound/outbound rail car traffic, truck loading/unloading, barge and tanker marine transportation and all combinations of these modes of product transport.

A comprehensive design philosophy will enable a terminal facility to fulfill its operational requirements and to meet or exceed the owner's expectations. A proper design approach will ensure the terminal succeeds in:

- Meeting applicable codes and standard
- Minimizing personnel and environmental safety risks
- Promoting flexibility of operations, such as delivery to and from multiple sources and multiple destinations and concurrent terminal operations
- Including critical safety equipment and other features to prevent failures
- Allowing for expansion and future growth of the terminal business
- Delivering ease of maintenance activity
- Providing accessibility for ease of operations

The failure to incorporate these features may result in operational inefficiency, higher operational costs, and—in worst cases—catastrophic failures with unacceptable and preventable loss of life and property. Be sure to attend this session to expand your thinking about the elements of terminal design, and how they work together.

- **Tim Winters, Sprague (Moderator)**
- **Michael Felt, PE, Texas Registered Professional Engineer, Energy Specialists Consulting, LLC**