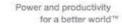


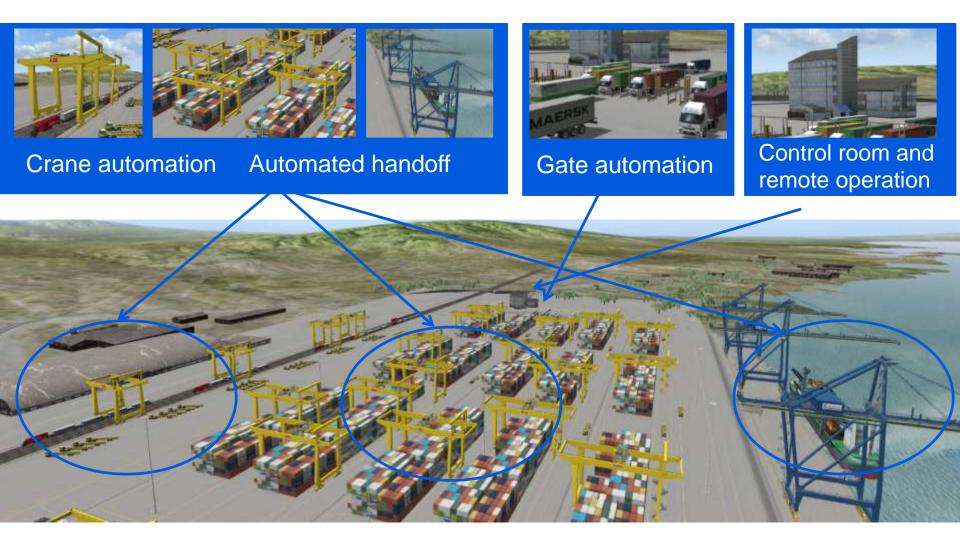
Steven Deutsch, Port & Technology Conference March 22-23

Automation from ship to gate Safer, greener and more productive





Automation from ship to gate





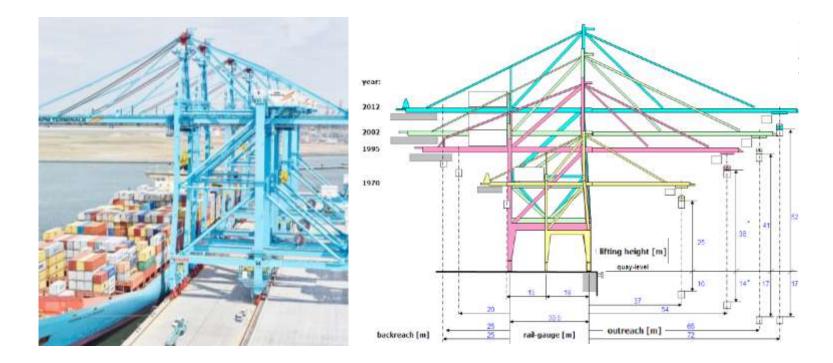
Megaships are here The industry drives automation



- World record load 18601 TEU
- 36 additional 14 000+ TEU ships to be delivered 2016



What drives the business? Bigger impact from ship size than volume growth



- Only 1% increase in worldwide container handling 2015
- Doubling of average ship size over a 5 year period requires bigger, more efficient cranes and terminals



Recent automation projects

Recent automation projects Large fleets of automated cranes in Rotterdam & Busan



Rotterdam Maasvlakte

- Rotterdam, Maasvlakte: in total 152 cranes
 - Euromax (HPH): 76 cranes
 - APMT: 60 cranes
 - RWG (DPW): 16 cranes



Busan New Port

- Busan New Port: in total 189 cranes
 - Hanjin: 54 cranes
 - Terminal Link: 53 cranes
 - DPW: 71 cranes
 - PSA: 11 cranes



APMT Maasvlakte 2 Rotterdam Eight automatic STS cranes and 48 ASC



- All STS and stacking cranes operated remotely from the control room located in the main building outside the terminal fence
 - STS: one operator per crane
 - ASCs: two operators supervise the whole fleet of stacking cranes
- Intermodal cranes equipped with automation and enabled for remote operation

DP World Jebel Ali, T3 in Dubai 19 automatic STS cranes and 50 stacking cranes





APMT – Lazaro Cardenas, Mexico Automation in Central America



- A green field terminal with
 - 7 STS cranes
 - 22 ASCs (end loading type)
 - 2 rail gantry cranes
 - Horizontal transportation: shuttle carriers



SSA – Tuxpan, Mexico Automation in Central America



- A green field terminal with
 - 4 STS cranes
 - 8 ARMGs (cantilever type)
 - Stacks oriented perpendicular to the quay
 - Horizontal transportation: terminal tractors and chassis



Automated handoff with OCR

OCR for automated handoff Total terminal coverage



Gate OCR

Crane OCR





Exception management

Rail OCR



Stacking crane automation

Stacking crane automation Two types



- Cantilever
 - Transfer area alongside the block
 - Horizontal transportation by chassis
- End loaded
 - Transfer area at the end of the block
 - Horizontal transportation by the cranes



Stacking crane automation Handling of horizontal transportation











Stacking crane automation Automatic truck handling on landside transfer area





- Verification of truck driver out of cab before load/spreader is going below safe height
- Truck driver shall have access to E-stop
- Truck driver verifies successful
 - landing, all 4 corners of container rest on trailer
 - lift off, no twistlock stuck



Automating container terminals Safer, greener and more productive







Predictable production Just in time Steady smooth pace Improved safety Environmentally friendly The way of the future



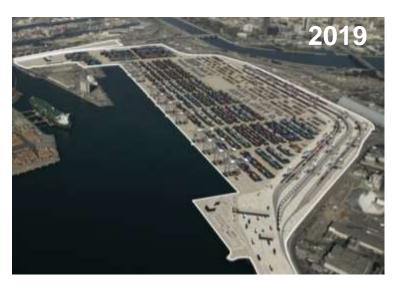
Case: Long Beach Container Terminal

Long Beach Container Terminal





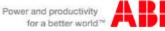
Long Beach Container Terminal The biggest terminal of the area...



- ...with 10% of the capacity of the area
- 14 STS cranes
- 70 ASCs
- 5 Intermodal Yard Cranes
- (55 mph sustained for a 8 hour period utilizing 19 AGV's)



Case: MIT Panama – modernization of terminal capacity



The first automated cranes in Central America SSA – MIT, Colon Panama ARMGs



Six ARMGs operate alongside RTG fleet



Introducing ASCs in an existing terminal MIT, Panama





Modernization of terminal capacity MIT: Crane operators Safe, Ergonomic environment



Fully automatic cycle allows the operators to handle multiple tasks making operator's role more versatile



Modernization of terminal capacity MIT: Terminal Tractors / Fencing





Crane automation today

STS automation

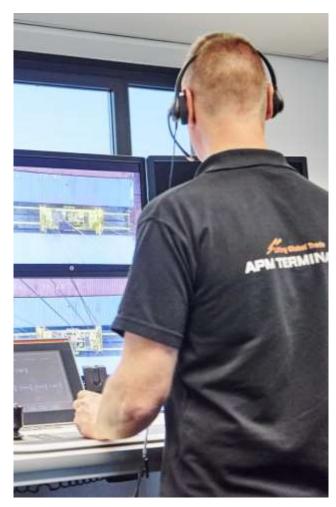




- Automation sway/skew/path control
- Automatic/guided landing on lashing platform/vehicle/quay
- Automated handoffs by means of OCR, vehicle identification and process integration
- Higher hoist/trolley speeds
- Remote operation
- Tandem/double hoist operation
- Double trolley or other means of decoupling with vehicles



Remote STS operation Benefits of automation and remote control



- Safer working environment humans separated from big machines
- Improved occupational heath
 - No exposure of operators on braking/acceleration
 - Reduced or eliminated headaches, pain in the neck and back
 - Shift easily divided into shorter working slots and several breaks (e.g. 2 hour working slot per operator then break)
- Team work and collaboration

STS automation Remote STS – a new way of operating cranes



- Modern and ergonomic Remote Control Station for operators
- Control room design
 - Optimized control room layout
 - Operator alertness solutions
 - Lighting and noise control solutions

Automated rail and intermodal facilities Strengthening the chain from ship to gate and rail



- Rail and intermodal operations are becoming similar to yard operations
- Operation based on work orders from the terminal operating system (TOS)
- Automated cranes and automatic container hand-offs
- Remote supervision
- Based on same technology as automation solutions for stacking cranes



Intermodal yard crane automation

Order	Port/operator	Qty	Automatic sequence	Automatic landing	TOS connection	Remote control	Crane mfg
2005	Rotterdam/HPH	2	Yes				ZPMC
2007	Busan/DPW	2	Yes				ZPMC
2012	London/DPW	3	Yes				ZPMC
2012	Rotterdam/APMT	2	Yes	Yes	Yes	Prepared	Künz
2012	Rotterdam/DPW	2	Yes				ZPMC
2013	Lazaro Cardenas/APMT	2	Yes				ZPMC
2014	Long Beach/LBCT	5	Yes	Yes	Yes	Prepared	ZPMC
2015	Vancouver/GCT	8	Yes	Yes	Yes	Yes	Künz
		26					



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