



# APEC

Antwerp/Flanders Port  
Training Center

A Smart Port Connecting Smart People





# WELCOME!

At APEC, we strive to continue improving the knowledge of port professionals worldwide.

With a history of more than 40 years, APEC has developed a unique offering in training port professionals in Antwerp and across the world. Its key-features are lectures, visits and presentations by a mix of port experts, academics and real business cases. We bring an international port community together and facilitate global networking.

The APEC team and Port of Antwerp (International) look forward to meeting you in one of our courses!



**Kristof Waterschoot**

Managing Director  
APEC

Port of Antwerp International

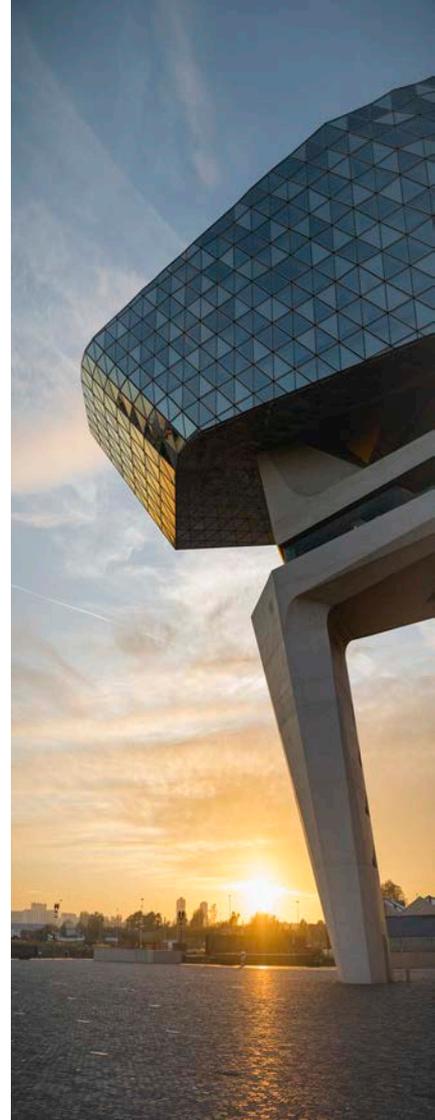
# ABOUT APEC

APEC has been giving port training seminars since 1977, transferring knowledge from one port professional to another. Around 17.000 people from all over the world have joined one of the seminars over the past four decades, gaining knowledge and skills, provided by both the private and public maritime sector in Flanders.

The short-term seminars offer not only the expertise present in Antwerp and Flanders; they also provide a platform of discussion between participants, building a unique bond of friendship amongst them. APEC brings together port professionals and experts from all corners of the world to share and learn best practices, in order to enrich their own professional careers.

Due to longstanding relationships with its partners, APEC is able to provide a wide range of subjects, fully adapted to the specific needs of the audience.

The content of the courses evolves over the years to adapt to today's topics and trends. Apart from lectures, the participants regularly break out of the classroom for visits to experience real life projects in the port.



# Content

**Product & Service Offering**

**Port Course Outline**

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**2022 Curriculum**

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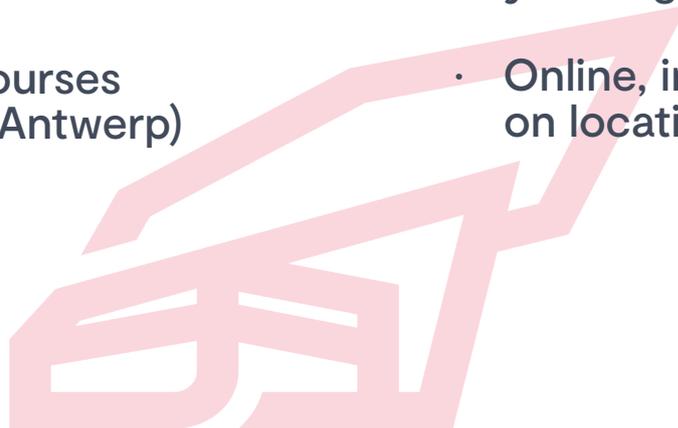
# Product & Service Offering

## 1 Yearly programme

- Courses in Antwerp
- Online courses
- Combi courses (online / in Antwerp)

## 2 Tailor - made

- Bespoke programmes upon request to fit the needs of your organisation
- Online, in Antwerp or on location





### **3 Tailor - made Blue Collar**

- Tailor-made programme
- Train the trainer

\* In cooperation with OCHA - Official training centre for blue-collar port workers in the Port of Antwerp

### **4 PAI/APEC Consultancy**

- Training needs assessment
- Review/ definition training curriculum
- Trainer assessment
- Training center business plan



# APEC Port Courses

# 1 | Port Environmental Management & Sustainability

## Course topics

- Introduction and integration of SDG's in ports
- Environmental transition: use of alternative energy sources
- Local and international environmental regulations and policy on business, planet and community
- Environmental management in the port
- Study cases at port of Antwerp and in different terminals



## For Whom

Port professionals, junior and senior managers, port consultants, HSE officers with interest in the sustainable development of a port

## What to expect

What are the possibilities and added value of implementing eco-friendly solutions in operations while being compliant with the regulations?

How to work with the SDG's, without sacrificing the economic growth of your port?



## What to expect

The international port strategy is an indispensable part of the entire port development strategy.

Building a healthy international network, sharing values and knowledge with other ports, opening up the international transportation corridors will support the port's sustainable growth

## For Whom

Port professionals directly or indirectly involved in port international strategy and business development

# 2 | International Port Strategy

## Course topics

- Discover the external and internal influences on the development of an international port strategy
- How to identify your international port position?
- International cooperation and its impact on port development
- Executing an international port strategy in terms of marketing, organizational investment and logistics

# 3 Strategic Development for a Future-Oriented Port

## Course topics

- Disruptive global trends & challenges influencing port development
- Development of strategic priorities
- Strategic goals imbedded in port policy, mission and vision  
Smart investment choices with limited resources
- Climate change & climate goals in a port environment  
Ports as incubators for innovation
- Ports as community builders
- Creating and realizing a corporate project portfolio



## For Whom

Senior policy officers from port authorities and governmental bodies, working on a medium and long term development strategy of the port

## What to expect

How can governments and port authorities develop proactive port-models with community engagement?

How to build resilience and turn challenges into opportunities?



# 4 | Port Management & Strategic Masterplanning

## Course topics

- Port management and governance models
- Port development, innovation, stakeholder management and port commercial business
- Master planning as a strategic, technical, commercial, communication and marketing instrument
- Concessions, plot allocation and revenue optimisation
- Master plan assessment and review

## What to expect

Tools and concepts for port management and strategy are constantly evolving, get up to speed on the latest trends and increase your skills and effectiveness as a port manager

## For Whom

Experienced port managers faced with decision making regarding short, medium and long-term sustainable port development and investments

# 5

## Sustainable Port Development in Changing Global Supply Chains

### Course topics

- Transformation of global supply chains impacting the port environment
- Changing role of the port authority in a sustainable port community
- Developing a port into an efficient node in the complete supply chain
- Main parameters to extend connectivity to the hinterland, outside the port area and globally



### What to expect

How ports can develop a strategy towards a resilient, efficient and competitive port in the complete supply chain with strong foreland & hinterland connections, to meet the challenges of global forces and disruptive trends

### For Whom

Senior managers involved in the managerial and strategic development of ports and terminals



*“I applied for the APEC Smart Port Technologies course to better understand the technologies being implemented in ports around the world. Even though the course had to be conducted virtually due to the pandemic, it far exceeded my expectations. Over seven weeks, the schedule allowed me to be flexible in meeting work deadlines, whilst attending the online sessions. I would highly recommend the training to anyone interested in the future of work, technology and improving port operations.”*

**---- Maxine Jacob**

Engineer, Transnet Group Capital, South-Africa  
Participant, Smart Ports Technologies Online, Summer 2020



# 7 | Health, Safety & Security

## Course topics

- Key elements and recommended practices in a Port Health & Safety programme
- Behaviour-based safety: a daily habit
- Accident prevention
- Possibilities of technology and innovation in Safety & Security
- Cyber security
- Security initiatives and ISPS: reason for existence and impact on operations



## What to expect

This programme covers all essential aspects of managing the health & safety in ports and the security of ships, their cargo, the passengers and the port terminals. It will support your organisation in developing and campaigning for a health & safety and security policy.

## For Whom

HSS officers and Port, terminal or operation managers, involved in development of the HSS policy



# 8 | Dredging Technologies

## Course topics

- Dredging processes and equipment
- Site conditions and soil characteristics
- Stages of the dredging project
- Maintenance dredging
- Environmental aspects of dredging
- Types of dredging contracts
- Visit to Port of Zeebruges and North Sea Port
- Visit to a hopper dredger

## What to expect

Hands-on programme organised in cooperation with 2 major dredging companies – DEME Group and Jan De Nul

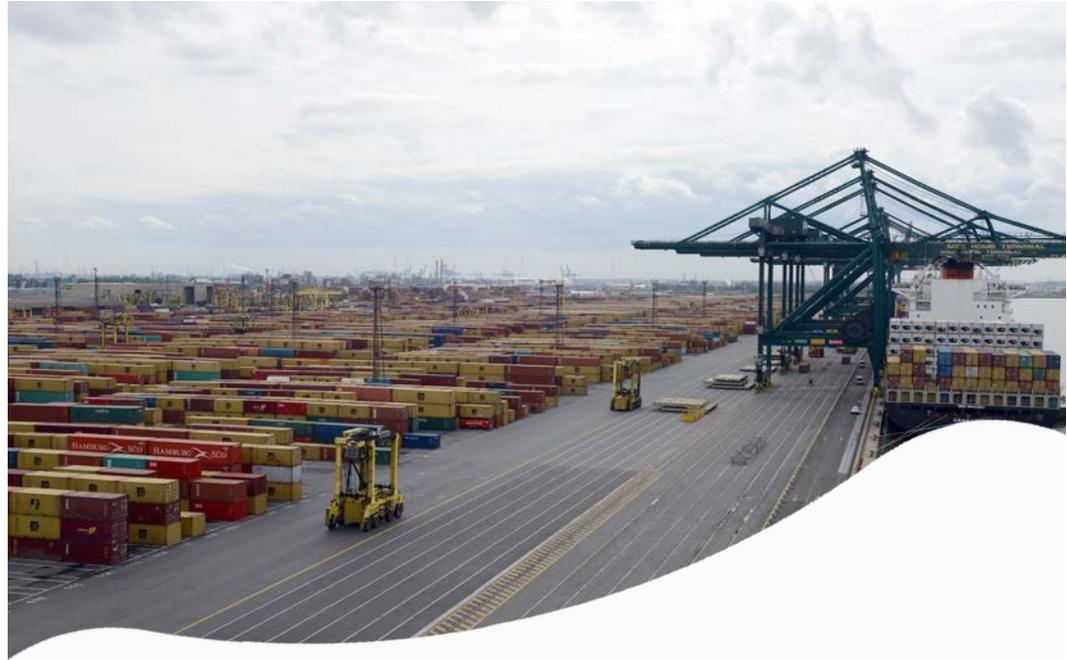
## For Whom

Dredging contractors and those involved in dredging projects at offshore companies, port authorities, construction companies, conservation agencies

# 9 | Port Logistics

## Course topics

- Supply chain management: trends and evolutions impacting global supply chains
- Efficiency and competitiveness in creating a logistic port platform
- Developing a hinterland strategy
- Corporate Social Responsibility: balancing business, planet and community
- Digitisation and automatisaton to improve logistic operations and security

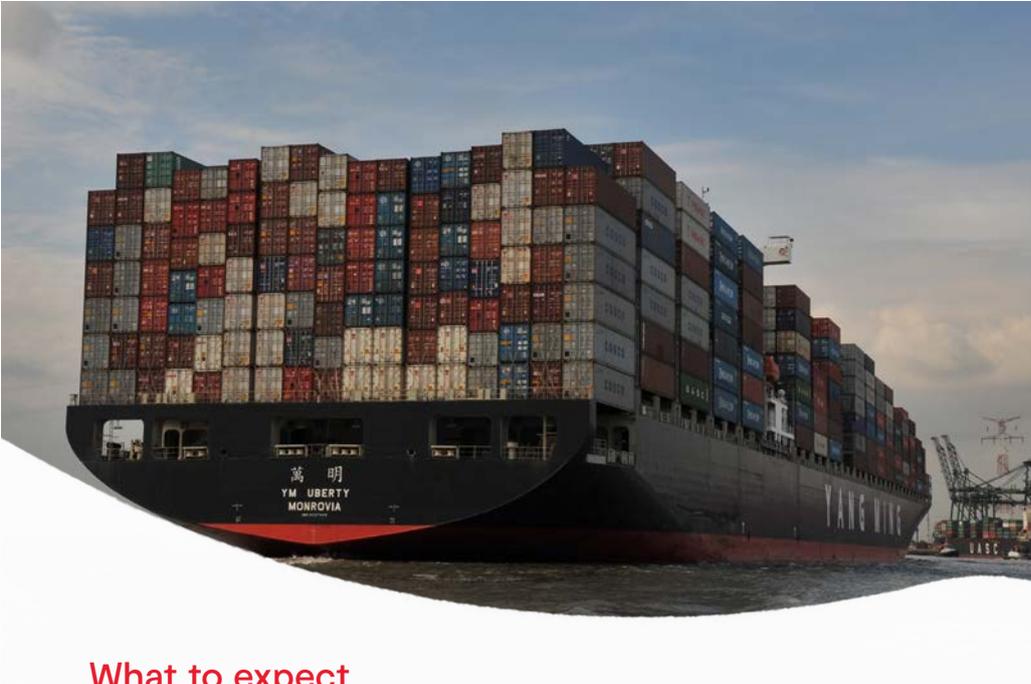


## What to expect

A detailed overview of the recent trends in logistics and supply chain management in relation to the maritime business. This course will enable port professionals to define effective logistic networks to ensure customer satisfaction and long term port sustainability

## For Whom

Port professionals directly or indirectly involved in logistics and supply chain management in relation to the maritime business



# 10 | Container Terminal Management

## Course topics

- The impact of containerisation on port development
- Intermodality, hinterland connections and stakeholder management
- Key aspects and practices in terminal operations
- Terminal equipment and configuration
- Reefer container handling
- Efficiency in customs procedures & import-export regulations
- Innovation & automation in operations and data management

## What to expect

How to face the major challenges in the terminal with ever growing container traffic? How to ensure a strong intermodal chain while being cost efficient?

## For Whom

Logistic professionals closely involved in container & container cargo handling, within a container terminal, a port authority or shipper – forwarder



*“The course helped me to set in context activities carried out at our port. I have gained many useful insights which will help me to improve and finetune our operations.*

*Sessions on sustainable innovations triggered me to think about how these new technologies can be applied at our port.*

*The session on SDG’s gave me a useful overview on how to set achievable goals.”*

**---- Rociela Molina**

Head of Quality and Environmental Management, Port of Veracruz, Mexico  
Participant, Port Environmental Management & Sustainability, Online, Summer 2020

# 11

## Port Business Development & Marketing

### Course topics

- Bringing the port to the market, gathering insights in customer needs, identifying the unique selling points and positioning the port in the marketplace
- Business plan actions to follow up on identified market opportunities
- How to build a solid communication strategy, and interact and communicate with port users and the community through all types of modern media

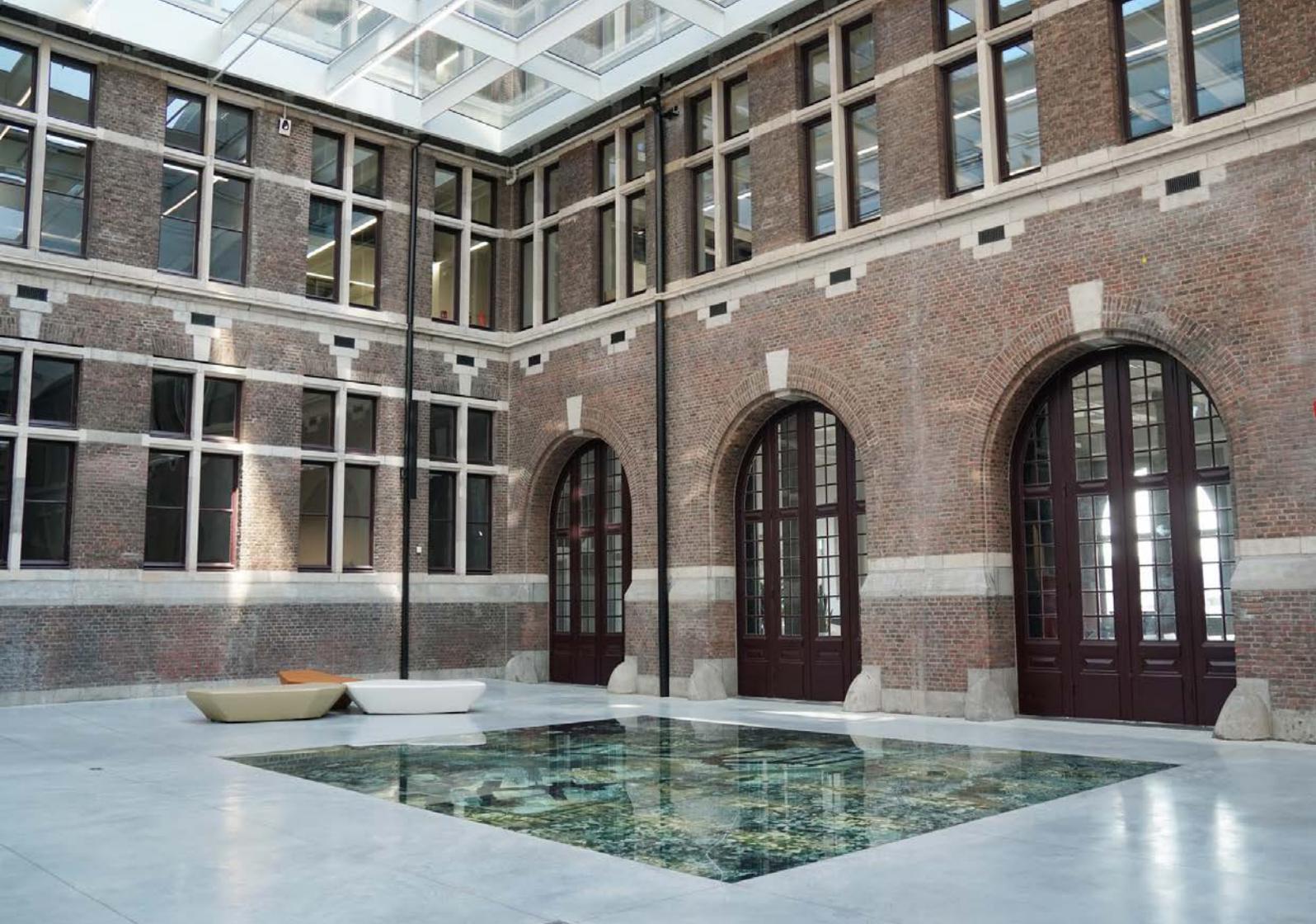


### For Whom

Experienced port professionals facing challenges regarding commercial port- and terminal development, maritime business intelligence and port promotion

### What to expect

Zoom in on the business development actions and marketing activities that will attract business wherever possible in order to encourage and stimulate trade and so traffic for the development of the port



# 12

## Opérations et Services portuaires

### Sujets du cours

- Introduction sur la gestion des services portuaires
- Les services opérationnels
- Les services commerciaux
- Les services d'infrastructure
- Gestion des risques et conformité
- Le secteur privé



### Pour qui?

- Cadres des autorités portuaires impliqués dans la gestion des services portuaires
- Cadres des opérateurs des terminaux, des entrepôts et des sociétés de logistique impliqués dans les opérations portuaires
- Fonctionnaires des ministères impliqués dans les affaires maritimes et les services portuaires

### Que pouvez-vous attendre?

Les gestionnaires de ports sont conscients de l'importance de bien gérer les services portuaires pour garantir l'opérationnalité du port et rendre les opérations portuaires plus efficaces afin de rester compétitif et attractif pour les clients et les parties prenantes actuelles et futures



# 13 | Gestion et Stratégie Portuaire

## Sujets du cours

- Comment une stratégie portuaire est-elle définie?
- Quels sont les différents modèles de gouvernance portuaire?
- Comment une autorité portuaire est-elle organisée?
- Quelle est l'importance de la connectivité et des solutions pour l'arrière-pays?
- Comment un plan directeur du port est-il élaboré?
- Projections des coûts et du développement

## Que pouvez-vous attendre?

Comment développer une stratégie claire et comment mettre en œuvre avec succès un modèle de gouvernance portuaire? Comment optimiser les flux de revenus et mettre en œuvre un modèle de croissance durable

## Pour qui?

Des professionnels portuaires confrontés à des défis liés à la prise de bonnes décisions dans les développements et les investissements à court, moyen et long terme

# 14 | Logistique Portuaire

## Sujets du cours

- Gestion de la chaîne d'approvisionnement: tendances et evolution ayant un impact sur les chaînes d'approvisionnement mondiale
- Efficacité et compétitivité d'une plate-forme logistique portuaire
- Développer une stratégie pour l'arrière-pays
- Responsabilité sociale des entreprises : équilibrer l'entreprise, la planète et la communauté
- Digitalisation et automatisation pour améliorer les opérations logistiques et la sécurité



## Pour qui?

Les personnes impliquées dans la logistique et la gestion de la chaîne d'approvisionnement en relation avec le secteur maritime

## Que pouvez-vous attendre?

Ce cours aborde tous les aspects de la logistique moderne et de la gestion de la chaîne d'approvisionnement en relation avec le secteur maritime



# 15 | Santé, Sécurité & Sûreté

## Sujets du cours

- Éléments clés recommandés dans un programme de santé et de sécurité portuaire
- La sécurité basée sur le comportement : une habitude quotidienne
- La technologie et l'innovation en matière de sûreté et de sécurité
- Cyber sécurité
- Initiatives de sécurité et ISPS: l'importance et l'impact sur les opérations

## Que pouvez-vous attendre?

Ce programme couvre tous les aspects essentiels de la gestion de santé et sûreté dans les ports et de la sécurité des navires, de leur cargaison, des passagers et des terminaux portuaires. Il aidera votre organisation à élaborer une politique de HSS

## Pour qui?

Les agents HSS et les responsables des ports, des opérations ou des terminaux qui sont impliqués dans le développement de la politique HSS



*“ La formation « Logistique Portuaire » organisée par l’APEC a été pour moi une occasion de voir ce qui se fait de mieux en la matière. Le contenu riche et diversifié touche à tous les aspects de la logistique portuaire. Grâce à cette formation, j’ai pu voir de près l’énorme potentiel du Port d’Anvers ainsi que les efforts déployés par les différents intervenants pour en faire une référence mondiale dans le traitement des différents types de flux.*

*Les connaissances acquises lors de cette formation et les travaux réalisés me permettront d’enrichir le contenu de mes cours et présentations et de partager cette expérience très enrichissante avec les apprenants.”*

**----- Younes El Azreq**

Formateur en Gestion Portuaire  
Agence Nationale des Ports, Maroc



# Courses in 3 Formats

## Online

- ◇ Interactive live sessions
  - ◇ Recorded content
  - ◇ Individual and group assignments
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- ◇ Duration: 5 – 8 weeks
  - ◇ Average study time: 8 hours/week

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Price: 1.400 EUR

## Antwerp

- ◇ Two-week full-time programme in Antwerp
- ◇ 60 course hours
- ◇ Visits to the port
- ◇ Workshops

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**Price: 4.000 EUR**

Accommodation and meals included

## Combi (online & Antwerp)

- ◇ Full blended learning format
- ◇ 4 week online programme
- ◇ 1 week Antwerp programme (workshops & port visits)

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**Price: 3.500 EUR**

Accommodation and meals included

\* All prices are VAT excluded

# 2022 Curriculum

Start	End	Programme	Format	Language
31/01	11/03	International Port Strategy	Online	EN
7/02	18/03	Strategic Development for a Future-Oriented Port Online: 7/02 – 4/03, week in Antwerp: 14-18/03	Combi	EN
21/03	1/04	Opérations et Services portuaires <i>NEW</i>	Antwerp	FR
28/03	8/04	Port Management and Strategic Masterplanning	Antwerp	EN
25/04	20/05	Smart Port Technologies	Online	EN
9/05	20/05	Gestion et Stratégie Portuaire	Antwerp	FR
23/05	2/07	Health, Safety & Security Online: 23/05 – 21/06, week in Antwerp: 27/06 – 2/07	Combi	EN
13/06	24/06	Dredging Technologies	Antwerp	EN
29/08	30/09	Port Logistics Online: 29/08 – 23/09, week in Antwerp: 26/09 – 30/09	Combi	EN
29/08	30/09	Logistique Portuaire Online: 29/08 – 23/09, week in Antwerp: 26/09 – 30/09	Combi	FR

Start	End	Programme	Format	Language
5/09	7/10	Port Environmental Management & Sustainability Online: 5/09 – 30/09, week in Antwerp: 3/10 – 7/10	Combi	FR
12/09	14/10	Santé, Sécurité & Sûreté Online: 12/09 – 7/10, week in Antwerp: 10/10 – 14/10	Combi	FR
17/10	28/10	Sustainable Port Development in changing global supply chains	Antwerp	EN
7/11	9/12	Port Business Development & Marketing Online: 7-25/11, week in Antwerp: 5-9/12	Combi	EN
14/11	27/11	Container Terminal Management	Antwerp	EN

*\* Please note: due to the exceptional worldwide circumstances, the planning is to the best of our abilities and might be subject to change, consult the website for the latest information.*

Visit [www.apecporttraining.com](http://www.apecporttraining.com) for the full programmes, practical information and registration  
Register: <https://apecporttraining.com/registration-2022/>



**Tailor-made  
Solutions**

While offering a fixed set of port courses on various subjects, APEC also provides tailor-made courses, both in Belgium and abroad. APEC can send experts from Port of Antwerp, Port of Antwerp International and the Flemish port community to all corners of the world, to conduct specialised courses on a topic of the clients' choosing. The programmes are put together jointly around the topic at hand and are therefore directly targeted to tackle all relevant challenges.

In cooperation with the training centre for dockworkers "OCHA", APEC has the capacity to provide specific skill training seminars for dock workers. These practice-oriented trainings are conducted on the simulator of the training centre.

If the focus of the client is to enrich its own experts in the methodology of port-related trainings, APEC can offer its expertise in the form of "Train-the-trainer" courses.





## Port of Antwerp

As Europe's second-largest port, Port of Antwerp ensures global connectivity through more than 300 line services to over 1000 destinations. Port of Antwerp annually handles around 235 million tonnes of international maritime freight, and is home to Europe's largest integrated chemical cluster.

Port of Antwerp accounts, directly and indirectly, for a total of 144,000 jobs and more than €20 billion added value.

[www.portofantwerp.com](http://www.portofantwerp.com)



## Port of Antwerp International

Port of Antwerp International (PAI) strengthens ports and terminals through consultancy, management solutions, investment projects and training. Active in regions with rapidly growing economies, PAI offers a connection to the excellence and network of the Port of Antwerp. PAI helps to develop ports into logistics gateways to the world, aiming for solid and long-term partnerships worldwide.

[www.portofantwerpinternational.com](http://www.portofantwerpinternational.com)



# APEC Subsidiaries



# TEAM

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