



## **Company, Team and Reference Projects**

### **Consultancy for**

**MARINE TERMINALS**

**INTERMODAL TRANSPORT**

**INLAND TERMINALS**

**BULK HANDLING**

**CAR HANDLING**

**HEALTH SAFETY AND ENVIRONMENT**

Marine  
Terminals



Intermodal  
Transports



Inland  
Terminals



Bulk Handling



Car Handling



Health Safety  
and Environment





## The Company

**Vector Port and Transport Solutions (Vector PTS)** is a UK based company offering the full range of consulting services for the Container, RoRo Port, Automotive, Bulk Handling and Intermodal Transport sector. *Vector PTS* has participated in a wide range of international projects in Europe, Middle East, South Africa and India embracing all aspects of port and transport work, both as the prime consultant and also in a supporting role to other specialists.

*Vector PTS* has an extensive portfolio of high-level expertise, with firsthand experience in operational, commercial and technical management of marine terminals and intermodal facilities ranging from throughputs of 50,000 to over 2.3 million TEU.

*Vector PTS* has a wide range of experience of assisting terminals to redesign and streamline their management and terminal organisation to provide cost effective and safe operations and management systems.

### **Professional services** cover:

- Performance and Efficiency of Operations, Engineering, Commercial and IT systems
- Port and Terminal design and Start-Up Management for :
  - General Cargo and Forest Products
  - Container and RoRo Terminals
  - Passenger Terminals
  - Bulk Terminals
- Port and Transport Management Consulting
- Implementation of Terminal Operating Systems (Change Management)
- Organisation Audits and Business Due Diligence
- Tender Management for Port Equipment
- Shareholders agreement and JV negotiations
- Market studies and Master Plans
- Claims and Litigation (Business interruption mitigation )

### **Vector PTS reference clients** include:

- APM Terminals
- COSCO Europe
- Hapag Lloyd, Italy
- Holman, Fenwick, Willan, London
- Hydro, Norway
- ICTSI
- Kumport, Turkey
- Limak, Turkey
- Reynolds Porter Chamberlain, London
- Transnet South Africa
- UniCredit Logistics, Italy
- Spinelli Group, Italy

## ***The Key Team***

### **Andreas Nigulis Principal**

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**Andreas Nigulis** has more than 30 years of experience in port operation and management of marine and inland Terminals in Europe.

He operated marine terminals and Inland terminals from 50,000 TEU to over 2.3M TEU annual throughput.

Mr. Nigulis has extensive knowledge in start up management, re-modelling organisations, efficiency improvement in Operations, Engineering and IT having worked amongst others for Eurogate/ Contship Italia Group, P&O Ports and PSA Europe.

He held a variety of senior management positions including managing director, Terminal Director, Operations Manager in Germany, Portugal and Italy.

As principal of Vector PTS he conducted consultancy projects in Europe, Middle East, India and Africa.

Andreas is German citizen and holds a Master Mariner Degree and a Diploma in Maritime Studies. He speaks German, English and Italian.

### **Detlef Kock Partner**

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**Detlef Kock** has 30 years of experience in Management of Technical Departments in German marine ports and terminals (Container- and RoRo- Terminals) and 16 years of Harbour Planning in Ro-Ro Terminals. He held the position of Chairman of the Committee for Industrial Trucks of the German Port Technology Association HTG

Mr. Kock has profound knowhow in technical management of harbour facilities and in particular:

- Layout of terminal- systems and machinery
- Supervision of civil works and constructional engineering from operator's side
- Design and development of all types of harbour- equipment
- Operation of harbour- railway systems and adjustment to cargo-development

Detlef Kock is German citizen and speaks fluently German and English. He holds a Diploma in Mechanical Engineering.



## **Igor Golec** **Partner**

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**Igor Golec** has more than 30 years of international management knowhow gained with leading shipping lines and container terminal operators. He successfully participated at the development of Italy's main transshipment hub Med Center Container Terminal. For fifteen years he directed the commercial and sales activities for Contship Italia's container terminals in Gioia Tauro, La Spezia, Livorno, Cagliari and Ravenna.

He presented Jugolijna in South East Asia with responsibility for Singapore, Malaysia, Indonesia, Thailand, Taiwan, Korea, Vietnam, Hong Kong, China and Japan.

Igor has global insight in container terminal tariff structures and assisted commercially a leading Turkish logistic and transport group during the start-up of its Intra - Mediterranean liner service.

Igor Golec is Croatian and speaks fluently Italian and English and holds a Diploma in Economy for Maritime Affairs.

## **Bozo Lipic** **Associate**

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**Bozo Lipic** has over 25 years of technical and managerial experience in European port environments, whose career highlights included technical responsibility for RoRo and container terminals in Rotterdam and Amsterdam.

He has excellent knowhow in start up processes and daily technical management of port facilities. His knowledge covers the areas of Project Management, Maintenance & Procurement Management, OHS&E and Environmental Management as well as Energy Management.

Bozo has extensive experience with the start up of ZPMC cranes and the design and construction processes of marine terminals gained as Technical Director of ACT Amsterdam, Rotterdam Short Sea Terminals and in consultancy projects.

Bozo is Dutch citizen and speaks Dutch, English, German, Slavic and Italian.

## **Elias Gedeon** **Associate**

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**Elias Gedeon** over 30 years experience in port construction, port management, airline management and maritime transportation. He started his career as construction manager of the Port of Aratu, Bahia, the largest petrochemical port in South America and then moved on to manage the Port of Ilheus, a general cargo port.

He held the position of corporate vice president of Vasp - Brazilian Airlines and directed Centronave, the largest shipping line association in Latin America.

Elias is member of FIESP - Federation of Industries of the State of Sao Paulo and AEB - Brazilian Foreign Trade Association.

Elias Gedeon maintains commercial and government relations in Brazil. He is Brazilian and Portuguese passport holder and speaks fluent English and Portuguese.

## Reference Projects



2016

### **Technical buyers due diligence for the privatisation of a Multi-Purpose Terminal, Limassol, Cyprus.**

The project regards the preparation the technical and operational part of tender documentation for the privatisation of the multipurpose terminal of the port of Limassol, Cyprus and was performed on behalf of ICTSI Middle East.

2015

### **Intermodal terminal design and equipment specifications for a Interporto Padova, Padua, Italy.**

The project targets the reorganisation of a running intermodal facility and incorporates the high-level change of business processes, the implementation of a new layout of rail handling operation and container depot operation through RMGs and ECHs and the conceptual design of an auto-gate for trucks. It comprises the elaboration of technical specifications for the rail-mounted cranes and expert support throughout the tender process.

2015

### **Technical buyers due diligence for a container terminal in Turkey**

On behalf of Royal Haskoning, The Netherlands, assessing the vendors' documentation referring to operational CAPEX and OPEX during the sales process of a 3.5 m TEU container terminal in the Marmara Sea.

2015

### **Terminal design and equipment proposal for a multipurpose terminal, Genoa, Italy**

Design of a terminal layout for RoRo and container operation for a multipurpose operator. The project comprises equipment choice and general specification boosting the facility to over 500,000 TEU annual capacity.

2014

### **Assessment of Health and Safety procedures, Djibouti**

Assessment of the applied Health & Safety procedures in relation to personnel and equipment flow of a dry bulk facility in the port of Djibouti.

2014

### **Traffic simulation study for a Turkish port**

Traffic assessment and simulation of the current and planned port infrastructure. The scope includes the proposal for a new gate configuration and locations for warehouses and workshop.

Application of state of the art OCR and RFID technology for vehicle and container recognition.



2014

**Independent port operations expert to an international arbitration case, England**

The case regards the evaluation of the applied procedures of and between the port service providers and a stakeholder in the port of Guayaquil, Ecuador. Background is an incident of a post panamax container vessel and a container terminal causing over 16 million USD damage to property.

2013

**Market study for an Italian terminal operator (confidential)**

In cooperation with Drewry Shipping Consultants: market data research on tariffs and facilities of competing ports to access the market position and competitive profile of a Italian container terminal.

2013

**Layout and terminal yard organisation proposal for a terminal operator in Livorno, Italy**

Proposal for the yard arrangement and internal container transfer chain for a reach stacker and RTG operation of a medium sized general cargo and container operator.

2013

**Independent maritime terminal operation expert in an international insurance case, England**

Advising the client on the merits of various repair locations for a damaged container crane with reference to its current operational requirements and concerns about potential injuries to individuals working at the terminal and property damage, damage to the berth apron, damage to berthed ships etc.

2012

**Port Operations Expert witness, international arbitration case, London**

Consideration of the following arguments:

- The levels of utilisation at the Port with particular emphasis on the RTG runways and the assertions made as to the percentage of their design life that has been reached;
- Operational matters in relation to the proposed remedial scheme and the Particulars of Loss.

2012

**Assessment of operational business processes for a container terminal in Catania, Italy**

The assessment of the operational organisation of a small sized high density stacking container terminal. It included the proposal of leaner operation processes and the definition of the organisation.

2011

**Validation of an automated 500,000 TEU rail handling terminal concept, Italy**



2011

**Equipment specification and tender assistance for a container terminal project in Turkey**

The validation of a new rail handling terminal concept which is based on horizontal loading and unloading operation of railcars. The assessment includes the various operational cycles and identification of potential bottlenecks.

Handling equipment specification for the container lifting equipment of a 1.2 M TEU container terminal brownfield project in Iskenderun, Turkey. The chosen handling equipment comprises 4 super-post-panamax container cranes and 12 mains powered E-RTGs.

The project also included the validation of proposed layout for the facility as well as support during the negotiations with equipment suppliers.

2011

**Equipment specification for a 1,7 M TEU container terminal in Turkey**

Enhancement of the technical specifications of 4 ZPMC super-post-panamax container cranes and 8 mains powered E-RTGs for a gateway container terminal in the Marmara Sea.

2011

**Conceptual design of a high performance rail handling terminal container in Italy**

Design, equipment and organisation proposal for a high performance rail terminal to serve the 400,000 TEU rail bound container traffic of a north Italian seaport. The system applies the latest handling and recognition technology obtaining maximum resource exploitation.

2011

**Health Check of Evyapport 's container terminal in Turkey**

Assessment of 350,000 TEU container terminal in Turkey with special focus on the areas of engineering, IT and operation. The project included a reorganisation and KPI proposal.

2011

**Business Process Mapping for APM Terminals' 750,000 TEU semi-automated container terminal project in Italy**

Assessment of the Business Process Mapping for a semi – automated container terminal in the Mediterranean. The project involves a 750,000 TEU facility which will be unique in the country's port environment. We have contributed with our specific regional industry insight.



2011

**Master plan assessment for Kumport 's container terminal**

Capacity assessment for a 1.7m TEU design capacity container terminal in Turkey. The project includes the verification of the necessary yard and quay equipment.

2010

**UniCredit Logistics, Italy**

Carbon emissions study for 3.4m TEU Italian container terminal project in the Adriatic Sea covering the sea and hinterland transport of containers.

2010 - 2011

**Kumport, Turkey**

Technical on site support for the start up of SPP STS cranes. The project includes the reorganization of the technical department.

2010

**Mercurio Group, Europe**

Bi-modal transport feasibility study for the transport of new cars from the factory to the dealership in India

2010

**UniCredit, Italy**

Market study for a 3.4 M TEU container terminal project in the Mediterranean. The study focuses on the competitiveness of an Italian container terminal project versus North European ports.

2010

**Terminal operator, Turkey**

Advisor to the executive management of a terminal operator during JV and shareholders' agreement negotiations.

2010

**Terminal operator, Italy**

Advisor to the executive management during the tender process of yard cranes with particular reference to the commercial contract conditions and technical specifications.

2010

**Lorenzini & C srl, Italy**

Logistic advice to a north Italian port operator to increase the handling capacity of its 200,000 TEU facility and operational efficiency, including

- Layout proposals
- Operating strategy
- Capacity and equipment determination

2010

**Reefer Terminal, Italy**

Commercial assistance during a marketing campaign to open new markets for an Italian container terminal operator.





**2009 - 2010**

**Kumport, Turkey**

Advisor to the executive management during the tender process for Ship-to-Shore Container Cranes with particular reference to the commercial contract conditions and technical specifications.

**2009**

**Forbes Global 500 Company, Europe**

Assistance during the procurement process of terminal services and assessment of proposed terminal contract in Qatar.

**2009**

**Port Authority Gioia Tauro, Italy**

For and with T - Bridge, Italy:  
Assessment of a port master plan with reference to a planned intermodal terminal for container and car handling.

**2009**

**Forbes Global 500 Company, Europe**

Assessment and proposal of suitable candidates for management consultancy for the start-up of a container terminal.

**2009**

**Reefer Terminal, Italy**

Assistance during the procurement process for post-panamax ship to shore cranes.

**2009**

**Forbes Global 500 Company, Europe**

Technical advice for the evaluation of mobile harbour cranes for container and break bulk operations.

**2009**

**Forbes Global 500 Company, Europe**

Technical and operational advice on a terminal study in Qatar.

**2009**

**Transnet Freight Rail, Johannesburg, South Africa**

For and with TBA, The Netherlands:  
Preparation for the successful implementation and transition to a new TOS at an Inland Rail Terminal and subsequently possible other terminals.

- "Best Practice" operating business processes for an Inland Rail Terminal and as a model for other inland terminals.
- Guidance on the Terminal Operating System changeover process.
- Description of required business and organizational changes.



2008

**Forbes Global 500 Company, Europe**

Audit of the organizational state of development of a Container Terminal project in Qatar. The following areas were identified for assessment:

- Terminal operating system, including tracking system, control of goods
- Planning and scheduling of operations
- Document handling and information exchange
- Vessel scheduling and traffic planning

2008

**Rivalta Terminal Europa, Italy**

Layout analysis & proposal, capacity evaluation, equipment and organization proposal for a green field Intermodal Container Terminal with a design capacity of more than 700,000 Load Units.

2008

**Terminal operator, Italy**

Layout analysis and capacity evaluation for the existing operation and future layout of a 400,000 TEU container terminal. The client operates reach stackers and rail mounted stacking cranes.

2008

**Kumport, Turkey**

Technical Due Diligence for a 1.5m design capacity container terminal evaluating the actual and future capacity as well as the condition of the machinery park. The consultancy covered the operational and technical aspects.

2008

**Kumport, Turkey**

Advisor to the executive management during the tender process for RTGs with particular reference to the commercial contract conditions and technical specifications. The client will enhance his operation to a combined RTG - Reach Stacker operation.

2007 - 2008

**Turin Polytechnic, Italy**

Member of the project team to analyse the operational feasibility for a new container terminal concept in the port of Genoa. The new operating system shall connect the Marine terminal via an automated transport system with an Inland gate located some 20 km off the port.

2007 - 2008

**COSCO Europe, Italy**

Advisor to the executive management of a shipping line during the tender process for a container terminal in Italy. The advice includes the evaluation and proposal of alternative terminal operating systems as well as the definition of operating agreements.



**2007**

**Hapag Lloyd Italia, Italy**

Business Due Diligence of a multipurpose terminal in Naples, Italy, assessing the operational conditions of the facility and future development possibilities including the condition of the machinery park and conditions of wharf and yard.

**2007 - 2009**

**TBA, The Netherlands**

Various terminal projects in Turkey, Central America and South Africa. The advice is related to the assessment of the organization including re-organization proposals as well as layout planning of small and medium sized container terminals.

**2004**

**APM Terminals, The Netherlands**

Management consultancy for the Port 2000 container terminal project related to the shareholders agreement between the company and the local partner including capacity calculations for the planned straddle carrier facility.

**2004**

**Ceres Paragon Terminal Amsterdam, The Netherlands, 1.5mTEU capacity**

Organisation screening of the departments Operations, Engineering and ICT. The scope included the verification of the state of readiness of the container terminal with the unique "indented berth" system to operate container ships from both sides.

**2004 – 2005**

**Klaipėdos Smelė, Klaipėda, Lithuania, 200,000 TEU capacity**

Management consultancy to the Board for the construction of a container terminal in the port of Klaipėda. The project included layout and operating system planning as well as assisting with the tender processes for civil engineering and terminal equipment.

For further information contact:

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