

3rd MED PORTS

2015

SHERATON CASABLANCA HOTEL AND TOWERS, MOROCCO
WEDNESDAY 25 AND THURSDAY 26 MARCH 2015

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Marsa Maroc

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APPLICATIONS

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Qualité Unique Officiel des Plastiques du Commerce Extérieur



- Technical Site Visit • 60 International Exhibition Stands • 30 International Conference Speakers • 500 International Decision Makers • Networking Welcome Dinner
- Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies at only GBP595! Save GBP400!
- FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •

KEY SPEAKERS.... PLUS MANY MORE!

1. Dr. Ahmed Lotfi
Senior Representative, Association Marocaine pour la Logistique (AMLOG), Morocco
2. Carlos Garzón
Principal Consultant, Ocean Shipping Consultants, United Kingdom
3. Suzana Zornada Vrabec
Marketing and Sales Manager, Port of Koper, Slovenia
4. Mustapha Loulid
Head of Infrastructures' Department, Port of Casablanca, Marsa Maroc, Morocco
5. Wissam Elassal
Information and Technology Manager, APM Terminals, Morocco
6. John Ghio
Bunkering Superintendent, Gibraltar Port Authority, Gibraltar
7. Luis Paris
Commercial Manager, Port de Barcelona, Spain
8. Richard Anamoo
Director General, Ghana Ports and Harbours Authority, Ghana
9. Rachid Houari
Director of the Port Tanger Med 1, TMSA (Port & Free Zones), Tanger Med Port Authority, Morocco

HIGHLIGHTED TOPICS

- Current market competitiveness and key economic movements in the Mediterranean region
- Energy Efficiency: Drafting an energy efficiency plan for cost savings in the current economy
- Port as engines of growth for Africa
- National Single Window: Essential components of integration in the supply chain
- Modernise operational processes by forecasting next shift's operation - Become pro-active
- Infrastructure and operation developments at the Port of Casablanca
- Gibraltar Port – Gateway to the Mediterranean
- Continued growth in port activities for the Mediterranean region
- Connecting the Mediterranean and Southern Europe for economic growth
- Improving efficiency and productivity of port service delivery
- Best practices in port and terminal operations in challenging environments
- Port Monfalcone – Intermodal and green economy initiatives

For more Information or to Register

Tel. + 60 87 426 022 Fax. + 60 87 426 223 Email: enquiries@transportevents.com Website: www.transportevents.com

SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 3rd Med Ports 2015 Morocco Exhibition and Conference will benefit from international publicity offered by sponsorship. As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All international event advertising, direct mail and public relations
- The official 3rd Med Ports 2015 Morocco Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- **3 Free of Charge Conference Delegate Registrations worth GBP 2,985**

Event Name Tag Lanyards

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants. Your company's colour logo will be exclusively printed on the length of the lanyard in a highly visible format. Sponsorship is GBP4,985. **This does not include nametag sponsorship.**

Sponsored by 

Event Name Tags

All event participants are given an identification name tag. Your company's colour logo will be exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is GBP4,985. **This does not include lanyard sponsorship.**

Event Website

Have your latest colour logo exclusively on the event homepage linking all event website viewers directly to your website for more information on your company's products and services. Sponsorship is GBP3,985.

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff at the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is GBP2,985.

Conference and Exhibition Directional Signage

Have your company's latest full colour logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is GBP3,985.

Corporate Banners

Have 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, outside the Conference hall and inside the Exhibition area. Sponsorship is GBP3,985 per 3 banners.

Technical Site Visit (TSV) Transportation Sponsorship

The Technical Site Visit to leading local ports will be organised one (1) day before the event as part of the agenda for participating delegates. Sponsoring the TSV transportation is an excellent way of branding your company's active participation in the local ports and terminal operations industry. The Sponsor is invited to say a few words of Welcome before the start of the TSV and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus, etc. Sponsorship is GBP3,985.

Networking Welcome Reception – Tuesday 24 March 2015

The Networking Welcome Reception is first of two main evening social functions. All participants enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed sociable evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Conference Sessions Sponsorship

An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a topic related conference session. You are guaranteed of the full attention of this captive audience for up to 5 minutes plus an additional 5 minutes for a few words from the sponsor and time for questions and answers before the conference session commences. The cost of this commercial opportunity is GBP3,985 per Conference Session Sponsorship.

Session 1 

Session 2 

Session 3 

Session 4 

Session 5 

Session 6 

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's colour logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is GBP3,985.

Break 1 

Break 2 

Break 3 

Break 4

Break 5

Break 6

Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure distributed worldwide. Your company has the opportunity to display promotional literature and posters in the delegates' dining room as well as words of welcome before the start of the lunch. Exclusive lunch sponsorship per day is GBP4,985.

Wednesday 25 March 2015 Sponsored by 

Thursday 26 March 2015 Sponsored by 

Networking Welcome Dinner – Wednesday 25 March 2015

The Networking Welcome Dinner is the social highlight of the event. All participants enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with wonderful local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Sponsored by 

Tuesday 24 March 2015

TECHNICAL SITE VISIT

9am	Transport departs from the Sheraton Casablanca Hotel and Towers lobby to the Port of Casablanca
9 30am	Arrival at Marsa Maroc for presentation and tour of the terminal which includes: <ul style="list-style-type: none"> • The container terminal • General cargo terminal • RoRo terminal • The new TC3 container terminal
11am	Transfer to Somaport for presentation and tour of terminal
12pm	Light lunch for all participants sponsored by
	
1pm	Visit to Hassan II Mosque, the largest mosque in Morocco and the 7th largest in the world
2pm	Transport departs for the Sheraton Casablanca Hotel and Towers lobby
2 30pm	Arrival at the Sheraton Casablanca Hotel and Towers lobby (approx.)

Wednesday 25 March 2015 Opening Ceremony

8am	Conference delegate registration. Refreshments served in the exhibition sponsored by
	
9am	Organiser's Remarks Rory J. Doyle, Managing Director Transport Events Management Malaysia
9 05am	Welcome Address Mohammed Abdeljalil President of the Executive Board Marsa Maroc Morocco
9 10am	VIP Keynote Address His Excellency Minister Aziz Rabbah Minister of Equipment and Transport Ministry of Equipment and Transport Morocco
9 20am	Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments sponsored by
	

SESSION 1 Sponsored by

Current market competitiveness and key economic movements in the Mediterranean region

10 20am	Chairperson's Opening Remarks Mohamed Bajjou, Head, Human Resource Department Port of Casablanca Morocco
10 20am	Transport infrastructure and logistics - The strategic levers of trade and competitiveness Dr. Ahmed Lotfi, Senior Representative Association Marocaine pour la Logistique (AMLOG) Morocco
10 40am	Energy efficiency in ports – Impact on money savings Vincent Ernoux, Project Manager Fundación Valenciaport Spain
11am	Ship size revolution and transhipment patterns in the West Mediterranean Carlos Garzón, Principal Consultant Ocean Shipping Consultants United Kingdom
11 20am	Port of Koper – Much more than just an excellent location Suzana Zornada Vrabec, Marketing and Sales Manager Port of Koper Slovenia



11 40am Port and maritime diplomacy
Mohammed Adnane Ouzzine, Desk Officer
Ministry of Foreign Affairs and Cooperation
Morocco

12pm Current global trends and challenges in the container market
Emre Eldener, Vice Chairman of Executive Board
Association Of International Forwarding And Logistics Service Providers (UTIKAD)
Morocco

SESSION 2 Sponsored by

The Mediterranean supply chain – Shaping a value added supply chain cycle in the Mediterranean economy

12 20pm The logistics clusters in Mediterranean a trend or a necessity?
Imad Dridi, Logistics Manager
Hanjin Logistics
Morocco

12 40pm Questions and answers followed by conference delegates networking lunch sponsored by



SESSION 3 Sponsored by

Securing competitive technology infrastructures for port and terminal modernisation in improving operations and cost savings

2pm Mobile harbour cranes in managing terminal operation requirements
Andreas Czwalina, Regional Sales Manager
Sales Mobile Harbour Cranes
Terex Port Solutions
Germany

2 20pm Crane Simulators to increase port productivity and safety
Anthony Martin - Garin, Manager
Liebherr
Austria

2 40pm Dust Free Loading Systems
Frank van Laarhoven, Sales Manager - Europe
RAM Spreaders
NSL Engineering Pte Limited
United Kingdom

3pm Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



4pm Operation automations for improved time management and cost saving measures
John S. Dunlop, International Development
Solon Software
Turkey

4 20pm Modernise operational processes by forecasting next shift's operation - Become pro-active
Dr. Holger Schuett, Managing Director
SL Applications GmbH
Germany

Supporting Media



4 40pm Questions and Answers followed by Chairperson's closing remarks

6 30pm - 9pm Networking Welcome Dinner for all participants at Océanic Club de Casablanca. Transport leaves from Sheraton Casablanca Hotel and Towers lobby at 6 30pm sharp and will return back to the Sheraton Casablanca Hotel and Towers lobby at approximately 9pm. Smart Casual Attire. Generously sponsored by



Thursday 26 March 2015

8am Conference delegate registration. Refreshments served in the exhibition

SESSION 4 Sponsored by

Securing competitive technology infrastructures for port and terminal modernisation in improving operations and cost savings

9am Chairperson's Opening Remarks

Dr. Holger Schuett, Managing Director
ISL Applications GmbH
Germany

9am European Maritime Single Windows and Customs trade lanes linking Europe to non EU med countries

Alexio Picco, Business Development and Funding Director
Log@Sea (Circle – IB Network)
Italy

Caterina Cerrini, European Project Coordination
Log@Sea (Circle – IB Network)
Italy

9 20am Port Automated Horizontal Transportation 3.0

Michel Lyrstrand, President Global Sales Manager
Gaussin Manugistique
France

SESSION 5 Sponsored by

Port operations and trade: Harmonising ports and terminal operators in Europe, the Middle East and Africa (EMEA) in facilitating economic growth and maritime operations in the Mediterranean

9 40am Managing safety in port terminals: Case of Marsa Maroc in the Port of Casablanca

Mustapha Loulid, Head of Infrastructures Department
Port of Casablanca
Marsa Maroc
Morocco

10am Technology integration outlook in container terminals

Wissam Elassal, Information and Technology Manager
APM Terminals
Morocco

10 20am Questions and answers followed by conference delegates refreshments served in the exhibition

11 20am PortNet, a strategic alliance of the port and foreign trade community at the service of the economic operator

Jalal Benhayoun, General Manager
PORTNET S.A
Morocco

11 40am Continued growth in port activities for the Mediterranean region

Rachid Houari, Director of the Port Tanger Med 1
TMSA (Port & Free Zones)
Tanger Med Port Authority
Morocco



12pm Balance for growth towards a global shipping and logistics network
Gerardo Landaluce, Development & Commercial Director
Port Authority of Algeciras Bay
Spain

12 20pm EUROGATE Tanger as Africa's gateway to the world
Marco Mignogna, President of the Management Board
Eurogate Tanger
Morocco

12 40pm Improving efficiency and productivity of port service delivery
Richard Anamoo, Director General
Ghana Ports and Harbours Authority
Ghana

1pm Questions and answers followed by conference delegates networking lunch sponsored by



SESSION 6 Sponsored by

Port operations and trade: Harmonising ports and terminal operators in Europe, the Middle East and Africa (EMEA) in facilitating economic growth and maritime operations in the Mediterranean

2pm Port as engines of growth for Africa
Truong Bui, Project Manager
Roland Berger
Singapore

2 20pm Barcelona, a diversified productive port
Lluís París, Commercial Manager
Port de Barcelona
Spain

2 40pm Questions and answers followed by conference delegates refreshments served in the exhibition

3 10pm Gibraltar Port – Gateway to the Mediterranean
John Ghio, Bunkering Superintendent
Gibraltar Port Authority
Gibraltar

3 30pm Euro - Mediterranean trade: Infrastructures and innovation solutions for gateway ports
Francesco Ghio, Research Department
Livorno Port Authority
Italy

Francesco Ghio, Research Department
Livorno Port Authority
Italy

3 50pm Huelva port of discovery
Pedro García, General Manager
Port of Huelva
Spain

4 10pm Questions and answers followed by Chairperson's closing remarks

Supporting Trade Organisations

REGISTRATION INFORMATION

To Participate in The 3rd Med Ports 2015 You Need to Register as a Conference Delegate
• Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Dinner • Official Colour Photographs From The Event;

CONFERENCE DELEGATE REGISTRATION

Please Complete And Fax Back This Form or Register Online at www.transportevents.com
Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email to: alin@transportevents.com

Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Tuesday 24 March 2015
 I Wish to Attend The Networking Welcome Dinner on Wednesday 25 March 2015.

Name: _____ 23 / 03 / 2015

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

METHOD OF PAYMENT (NON SOUTH AFRICAN RAND)

- On or Before Wednesday 25 February 2015: The 'Early Bird' Conference Delegate Registration is GBP895 - Save GBP100! **Special Offer!** - 3 Delegates For The Price of 2 in This Category! Save GBP895!
- From Thursday 26 February 2015: The Regular Conference Delegate Registration is GBP995. **Special Offer!** - 3 Delegates For The Price of 2 in This Category! Save GBP995!
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is GBP595. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is **FREE**. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration on Wednesday 25 March 2015 is GBP595
One Day Conference Delegate Registration on Thursday 26 March 2015 is GBP595
- For Moroccan Nationals, Citizens And Residents of Morocco, The Conference Delegate Registration is MAD4200. ID required.**
- No Delegate Registration Will be Accepted Without Full Payment

Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com Follow The Instructions on Our Registration Page

Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 87 426 223 or Email to: alin@transportevents.com For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. Transmitting Bank Charges Must be Paid by The Sender.

I Have Transferred GBP995 / GBP895 / GBP595 (Circle Correct Amount) Per Delegate to HSBC
 I Have Transferred MAD4200 Equivalent in GBP300 Per Delegate to HSBC

*Bank Transfer to:

Agent Bank : HSBC Bank PLC, London, UK (Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15)
IBAN Code : GB32MIDL40051535674259

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)
Account Name: Transport Events Management Limited
Account Number: 801 - 005521 - 725

Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

METHOD OF PAYMENT (SOUTH AFRICAN RAND ONLY)

Payment in South African Rand Only Can be Paid Into

Account name: TRANSPORT EVENTS MANAGEMENT LIMITED

ZAR account no.: 121 - 011126 - 001

Bank Name HSBC : Johannesburg Branch

Branch Code: 587000

Swift Code: HSBCZAJJ

Account Type: Current

Address: 2 Exchange Square, 85 Maude Street, Sandown, Sandton, 2196 South Africa

- On or Before Wednesday 25 February 2015: The 'Early Bird' Conference Delegate Registration is ZAR16,600 - Save ZAR1,800 **Special Offer!** - 3 Delegates For The Price of 2 in This Category! Save ZAR16,600!
- From Thursday 26 February 2015: The Regular Conference Delegate Registration is ZAR18,400. **Special Offer!** - 3 Delegates For The Price of 2 in This Category! Save ZAR18,400!
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is ZAR11,000. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is **FREE**. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration on Wednesday 25 March 2015 is ZAR11,000
One Day Conference Delegate Registration on Thursday 26 March 2015 is ZAR11,000

1) **Electronic Deposits Must be Made Directly to HSBC.**

2) **For Deposits Via Any of The First National Bank Electronic Delivery Channel, Please Advise That Due to a Technical Limitation on FNB, Please Drop The First Character of The Account Number Reducing it to Eleven i.e 121 00XXXX 001 on FNB Would Need to be 21 00XXXX 001**

Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

TERMS AND CONDITIONS

- No Delegate Registrations Will be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt of Your Registration Form And Full Payment, a Set of Delegate Information Documents Will be Emailed to You Including Your Proforma Invoice And, if Required, a Letter of Invitation For Entry Visa Applications
- No Refunds Will be Given However, Substitutions Can be Made at Any Time
- Delegates Will Not be Admitted Unless Payment Has Been Received in Full
- Flights, Airport Transfers And Accommodation Are Not Included in Your Delegate Registration Fee
- This Event Programme is Subject to Change Without Notice. E&OE

I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Signed: _____

Dated: _____

CONTACT DETAILS

Transport Events Management Limited (Head Office)

Tel. + 60 87 426 022

Fax. + 60 87 426 223

enquiries@transportevents.com



www.transportevents.com



The Official Hotel And Venue is **Sheraton Casablanca Hotel & Towers, Morocco**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Sheraton Casablanca Hotel & Towers

100 Avenue Des F. A. R.,
Casablanca 20000, Morocco



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Website: www.sheratoncasablanca.com

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, to Booking Through Email, Please Contact kulenquiries@my.qatarairways.com For The Attention of The Supervisor on Duty With Subject Matter: OS QR DC/KULX017. You May Also Contact Tel: +60 3 2118 6100 Fax: +60 3 2118 6002 or Visit www.qatarairways.com And Key in The Promo Code: **CASMEDPORT15** (Valid From 11 November 2014 to 26 March 2015). Travel Period From 14 March 2015 to 5 April 2015.



EXHIBITION VISITORS ONLY

Free Registration For Visiting The Trade Exhibition Only, Should be Done During The Event On-Site at The Registration Desk

Exhibition Opening Times are:

Wednesday 25 March 2015

Thursday 26 March 2015

9am to 5pm

9am to 3pm