

# 1<sup>st</sup> MED PORTS

## 2013

Hilton Alexandria Green Plaza, Egypt  
 Tuesday 23 and Wednesday 24 April 2013

Hosted By



• Technical Site Visit! • 70 International Exhibition Stands! • 35 International Conference Speakers! • 500 International Decision Makers! • Networking Gala Dinner!  
**Exclusive Offer: Conference Delegate Registration for All Shipping Lines; Port Authorities And Terminal Operating Companies 40% off at only GBP595 Per Person!**

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Official Hotel and Venue



- Recent Developments of Containerised Infrastructure Development in Mediterranean Ports
- Challenges in Financing Infrastructure Development Projects in Mediterranean Ports
- Reviewing Shipping Liner Growth in Mediterranean Ports
- Building Sustainable Shipping Operations as Industry Players Rise From The Dip
- Achieving Greater Efficiency And Performance Improvement of Port Operations
- Strategies in Optimising Capability And Efficiency of Terminal Utilisation
- Technology, Innovations And Cutting Edge Solutions For Port Operations
- Key Success Factors For Improved Productivity

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SUPPORTING TRADE ORGANISATIONS





# اتحاد الموانئ البحرية العربية ARAB SEA PORTS FEDERATION



الأمانة العامة للإتحاد

December 2010

## **1<sup>st</sup> MED PORTS 2013** **Alexandria, Egypt** **Tuesday 23 and Wednesday 24 April 2013**

Dear Colleague,

*The inaugural MED PORTS 2013 Exhibition and Conference will take place for the first time in our beautiful Egyptian maritime city of Alexandria and is set to become the essential annual maritime trade event for the Mediterranean Ports and Terminals marketplace.*

*The event will comprise a world-class Conference consisting of presentations from 35 international business leaders involved in Container and General Cargo terminal operations and will be attended by more than 300 Senior executive decision makers from the world's leading ports, shippers, cargo owners, shipping lines, freight forwarders, logistics companies terminal operators, railways operators and port-rail equipment services suppliers.*

*A concurrent two days Trade Exhibition will comprise more than 80 international companies providing an invaluable commercial opportunity to market products and services to the participants at this prestigious annual trade event.*

*This annual event is designed to promote the movement of containerised and general cargo throughout the Mediterranean region and your participation and support in making this event a great success will be much appreciated and good for our industry.*

*We look forward to meeting you in Alexandria in 2013 for what promises to be a most enjoyable and memorable two days international trade event.*

Yours Faithfully,

**Adm. Essam El Din Badawy**

**Secretary General**

**Arab Sea Ports Federation**

## Monday 22 April 2013

### TECHNICAL SITE VISIT

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|         |  |
|---------|--|
| 9am     | Depart Hilton Alexandria Green Plaza   |
| 9 30am  | Arrive Alexandria Port Authority for a presentation in the auditorium and tour of the Maritime Museum        |
| 10 30am | Depart to Alexandria Container & Cargo Handling Terminal   |
| 10 45am | Arrive Alexandria Container & Cargo Handling Terminal  |
| 11 45pm | Depart to Dekheila Port / Container Terminal   |
| 12 15pm | Arrive to Dekheila Port / Container Terminal for refreshments and snacks followed by a presentation and tour |
| 1 15pm  | Depart to Hilton Alexandria Green Plaza  |
| 2pm     | Arrive Hilton Alexandria Green Plaza   |

## Tuesday 23 April 2013

|     |   |
|-----|---|
| 8am | Conference delegate registration. Refreshments served in the exhibition |
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### OPENING CEREMONY

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|        |   |
|--------|---|
| 9am    | Organiser's Remarks<br><b>Rory J. Doyle</b> , Managing Director<br><b>Transport Events Management<br/>Malaysia</b>        |
| 9 05am | Welcome Address<br><b>Admiral Essam El Din Badawy</b> , Secretary General<br><b>Arab Seaports Federation<br/>Egypt</b>    |
| 9 10am | Opening Address<br><b>Khalid Taha</b> , Chief Foreign Public Relations<br><b>Suez Canal Authority<br/>Egypt</b>           |
| 9 20am | Keynote Address<br><b>Dr Walid Abdel Ghaffar</b> , Head of Technical Secretariat<br><b>Suez Canal Authority<br/>Egypt</b> |
| 9 45am | Exhibition opening ceremony and tour of the exhibition by the VIP group   |

### SESSION 1

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#### Regional Maritime Developments in the Mediterranean and its Influence on the Industry

|         |   |
|---------|---|
| 10 45am | Chairperson's Opening Remarks<br><b>Hamdy Mahmoud Barghout</b> , Business Development Director<br><b>Egytrans<br/>Egypt</b> |
|---------|---|

|         |   |
|---------|---|
| 10 45am | The new horizons of the modernized Alexandria ports in the Mediterranean<br><b>Salma Zaki</b> , Economic Analyst, Maritime Research & Consultation Center<br><b>Arab Academy for Sciences and Technology &amp; Maritime Transport<br/>Egypt</b> |
| 11 05am | Primary regional container port and terminal development projects in the Mediterranean<br><b>Jens Floe</b> , Senior Vice President<br><b>ICTSI Africa<br/>South Africa</b>  |
| 11 25am | Developing public-private partnerships for regional development<br><b>Shahd El Sadat</b> , Vice President<br><b>Sadat Marine<br/>Egypt</b>  |
| 11 45am | Project Financing in Transport Infrastructure – The IFC Experience<br><b>Dalia Wahba</b> , Investment Officer MENA<br><b>International Finance Corporation<br/>Egypt</b>  |

|         |  |
|---------|--|
| 12 05pm | Container shipping Mediterranean sea in 2013: Overview and development prospects<br><b>Simon Brown</b> , Managing Director Egypt Cluster<br><b>Maersk Line<br/>Egypt</b>                                       |
| 12 25pm | The intermodal connections in the Mediterranean: The Egyptian connectivity<br><b>Dr Amira Shawky</b> , Chief Executive Officer<br><b>Logistics International Outsourcing Networking<br/>Services<br/>Egypt</b> |
| 12 45pm | Questions and answers followed by conference delegates networking lunch  |

### SESSION 2

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#### Shipping in the Mediterranean - Where Does the Industry Stand Now and its' Regional Impact

|        |  |
|--------|--|
| 2pm    | North Adriatic serving the Mediterranean markets – trends and prospects<br><b>Captain Fabrizio Zerbini</b> , Representative, <b>North Adriatic Ports Association</b> & President, <b>Trieste Marine Terminal Spa<br/>Italy</b> |
| 2 30pm | EuroMed Ro Ro services and its effect on Egyptian / European trade<br><b>Waleed Badr</b> , Chairman & Chief Executive Officer<br><b>EastMed Shipping &amp; Maritime Services<br/>Egypt</b>                                     |
| 3pm    | Questions and answers followed by conference delegates refreshments served in the exhibition   |

4pm Role of Port State Control and Accident Technical Investigation in Improving Maritime Safety and Security  
**Former Captain Eng. Elsayed E. Agrama**, General Manager of Technical Investigations for Maritime Safety  
**Egyptian Authority for Maritime Safety  
Egypt**

4 20pm Seafarers under Maritime Labour Convention 2006 - Where we stand in East Med Ports  
**Captain Haytham Chaaban**, Chief Executive Officer  
**Robban Assafina Magazine  
Lebanon**

4 40pm The current problems for affecting the electronic bill of lading in Egypt and Arab states  
**Nabil Farag**, Managing Partner  
**Nabil Farag Law Firm  
Egypt**

5pm Questions and answers followed by Chairperson's closing remarks

6 30pm - Gala Dinner for all participants and spouses at San Giovanni Hotel & Restaurant (Beach View). Transport leaves the lobby of Hilton Alexandria Green Plaza at 6 30pm sharp and will leave back to Hilton Alexandria Green Plaza at approximately 9pm. Smart casual attire. Sponsored by



## Wednesday 24 April 2013

8am Conference delegate registration. Refreshments served in the exhibition

### SESSION 3 Port Infrastructure Growth and Prospects in the Mediterranean

9am Chairperson's Opening Remarks  
**Captain Haytham Chaaban**, Chief Executive Officer  
**Robban Assafina Magazine  
Lebanon**

9am Ports and infrastructure developments in the Red Sea region  
**Ayman Badawy**, Commercial Manager  
**DP World Sokhna  
Egypt**

9 20am "The East Port Said Port" as a logistic hub for Egypt and East Med  
**Klaus Holm Laursen**, Managing Director  
**Suez Canal Container Terminal  
Egypt**

9 40am The ports around the Suez Canal Corridor  
**Dr. Ismail E Mobarek**, Senior Advisor, Amiral Holdings & Professor, Faculty of Engineering  
**Cairo University  
Egypt**

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

11am Efficient handling of bulk and general cargo in ports  
**Abdel Fatah El Sayed Montasser**, General Manager  
**Trans Marine Shipping Agency  
Egypt**

11 20am Contship Italia Group: Serving the Global Supply Chain  
**Michael Cashman**, Commercial Service Unit Director  
**Contship Italia Group  
Italy**

11 40am Port management information systems - port performance measurement  
**Shailendra Shukla**, Managing Director  
**Transas Middle East DMC Est  
United Arab Emirates**

### SESSION 3A Improving Intermodal and Cross-Border Logistics in the Mediterranean

12pm Intermodal connections and facilities in the Mediterranean: Industry trends and issues  
**Dr Salah Sadek**, Managing Director  
**Eitrans Group  
Egypt**

12 20pm Sustainable hinterland logistics - Cooperation and responsibility in intermodal transport  
**Hamdy Mahmoud Barghout**, Business Development Director  
**Egytrans  
Egypt**

12 40pm Challenges of Road Freight in Egypt  
**Nader Mishriky**, Managing Director  
**Top Transport  
Egypt**

1pm Questions and answers followed by conference delegates networking lunch

### SESSION 5 Port Equipments' and Technology for Efficient Cargo Handling

2pm Latest technologies which boost cargo handling operation  
**Anthony Martin - Garin**, Manager  
**Liebherr - Werk Nenzing  
Austria**

2 20pm Improving staff comfort and safety with specialised harbour and overhead cabins crane operators  
**Mario Antonioli**, Sales Coordinator  
**Brieda Cabins  
Italy**

2 40pm Introduction of Terex Port Solutions - New reach stacker for reliable cargo handling  
**Paolo Dazi**, Sales Director  
**Terex Operations  
Italy**

3 10pm Bulk handling in Ports with Sennebogen Material Handling Machines  
**Benjamin Blumel**, Area Sales Manager  
**Sennebogen  
Germany**

3 10pm Diepa & SMAG  
**Ahmed Ali**, Engineering Manager  
**3e  
Egypt**

3 20pm Questions and answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the exhibition

## REGISTRATION INFORMATION

To Participate in The **1st Med Ports 2013** You Need to Register as a **Conference Delegate** or as a Trade Exhibition Visitor. Conference Delegate Registration Benefits Include: • Technical Site Visit • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Gala Dinner • Participants' Full Contact Details And Official Colour Photos From The Event. Conference Delegate Registration Fees are:

- On or Before Saturday 23 March 2013: 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 Sunday 24 March 2013: 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.
- One Day Conference Delegate Registration on Tuesday 23 April 2013 is GBP595
- One Day Conference Delegate Registration on Wednesday 24 April 2013 is GBP595
- For Egyptian Nationals, Citizens And Residents of Egypt, The Conference Delegate Registration is EGP1,900
- No Delegate Registration Will be Accepted Without Full Payment

## REGISTRATION

Please Complete And Fax Back This Form or Register Online at [www.transportevents.com](http://www.transportevents.com) if You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email [alin@transportevents.com](mailto:alin@transportevents.com)

### Conference Registration

- I Wish to Attend The Technical Site Visit on Monday 22 April 2013
- \*I Wish to Attend The Networking Gala Dinner on Tuesday 23 April 2013
- \* Spouses Welcome to Attend

Registration to Visit The Trade Exhibition Only, Must be Done at The Registration Desk

### Exhibition Opening Times are:

Tuesday 22 April 2013 9am to 5pm  
Wednesday 23 April 2013 9am to 3 30pm

Name: \_\_\_\_\_ 26 / 04 / 2013

Position: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

- I am Not Able to Attend The Event But I Wish to Purchase The Username And Password to Access The Presented Conference Papers And Speaker Biographies Online at GBP200 / EGP1,900.

## METHOD OF PAYMENT

- Credit Card - Secure Online Registration And Payment Via Paypal at [www.transportevents.com](http://www.transportevents.com) Follow The Instructions on Our Registration Page.
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## 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
- If a Delegate is Unable to Attend, The Delegate Remains Liable For Full Delegate Registration Payment
- Delegates Will Not be Admitted Unless Payment Has Been Received
- Flights, Airport Transfers And Accommodation Are Not Included in Your Delegate Registration Fee
- This Event Programme is Subject to Change Without Notice. E&O.E

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

Signed: \_\_\_\_\_

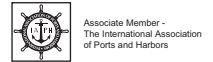
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The Official Hotel And Venue is **The Hilton Alexandria Green Plaza**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

### Contact Person

Marwa Kasrawi  
Assistant Sales Director – Sales

### The Hilton Alexandria Green Plaza

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