

8th TRANS Middle East BAHRAIN 2012

Gulf International Convention And Exhibition Centre, Kingdom of Bahrain
Tuesday 20 and Wednesday 21 November 2012

Hosted By



مملكة البحرين
وزارة المواصلات
Kingdom of Bahrain
Ministry of Transportation



• Technical Site Visit • 60 International Exhibition Stands • 30 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!

Official Hotel and Venue



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Conference Delegates Refreshment Breaks Sponsors



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Conference Delegates Lunch Sponsor



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Gala Dinner Sponsor



Kingdom of Bahrain
Ministry of Transportation

Official Carrier



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- Growth Strategies Driving Maritime Players Within The Region
- Forthcoming Challenges in Relation to Strong Demand in Global Containerisation
- Current State of Infrastructure And Investor Sentiments For Ports And Shipping Development
- Global Trends in The Ownership of Ports And Its Significance For Shipping Lines
- The Outlook For Container Traffic And The Growth Prospects For Intra-Regional Trades

- Maritime Supply Chain Integration – Realising The Part of Ports in Global Logistics
- Port Modernisation And Capacity Improvements: Catching up With Growth Opportunities
- Putting The Right Cargo Handling And Heavy Lifting Equipment in Place
- Achieving Greater Cargo Visibility, Security And Tracking in Your Ports
- Cost Effective Container Inspection And Detection Technology

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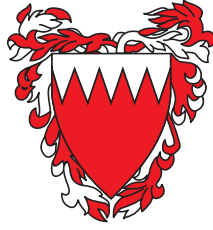
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SUPPORTING MEDIA



SUPPORTING TRADE ORGANISATIONS





6th November, 2012

To Whom It May Concern

8th TRANS MIDDLE EAST 2012 BAHRAIN EXHIBITION AND CONFERENCE

Spurred by the success of the 5TH Trans Middle East 2009 Exhibition and Conference, held in the Kingdom of Bahrain. The Ministry of Transportation, Ports & Maritime Affairs is delighted to host the **8th Trans Middle East 2012 Exhibition and Conference in Bahrain on Tuesday 20th and Wednesday, 21st November 2012.**

The event, which will be held at the Gulf International Convention and Exhibition Centre, is expected to attract over **500** international sea freight conference delegates. A two day Exhibition, in which around **80** international companies are expected to participate, will provide an ideal marketing platform for companies to promote and market their products and services to the participants from a number of countries and thereby gain wider regional and international exposure.

The concurrent two day Conference will feature around **30** senior executive level expert speakers and will highlight latest issues affecting the development of cargo shipping and transport logistics throughout Europe, the Middle East and Africa as well as latest developments in cargo shipping.

This important event will also give the participating companies, conference delegates and other overseas visitors an ideal opportunity to see for themselves the rapid strides the Kingdom of Bahrain has made in recent times in the maritime and logistics sectors, highlighted by the state-of-the-art Khalifa Bin Salman Port (KBSP) and the Bahrain Logistics Zone. These two facilities are committed to transforming Bahrain into a major transshipment hub and an ideal gateway for overseas businesses to efficiently and cost-effectively access the billion dollar regional markets, especially in the Northern Gulf region.

Your participation and support in making this event a great success will be of enormous value.

We look forward to the pleasure of welcoming you at this prestigious event.


Hassan Ali Al Majed
Ports and Maritime Affairs

Monday 19 November 2012

TECHNICAL SITE VISIT

- 9am Transport departs from lobby of Gulf Hotel, Bahrain
- 9 30am Arrival at Ports & Maritime Affairs, Ministry of Transportation main building - A brief presentation on Ports & Maritime Affairs , Ministry of Transportation
- 10pm Visit Khalifa Bin Salman Port and Seafarers Centre
- 10 45am Visit Arab Shipbuilding and Repair Yard Company (ASRY)
- 11 30am Refreshments and networking at Arab Shipbuilding and Repair Yard Company (ASRY)
- 12 30pm Depart from Port
- 1pm Arrive at Lobby of Gulf Hotel, Bahrain (approx.)

Tuesday 20 November 2012

- 8am Conference delegate registration. Refreshments served in the exhibition sponsored by



Almoayed Wilhelmsen Ltd.



Wilhelmsen
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OPENING CEREMONY

- 9am Organiser's Remarks
Rory J. Doyle, Managing Director
**Transport Events Management
Malaysia**
- 9 05am Welcome Address
Hassan Ali AlMajed
**Ports & Maritime Affairs , Ministry of Transportation
Kingdom of Bahrain**
- 9 15am VIP Keynote Address
H.E. Mr. Kamal Ahmad Mohammed, Minister of
Transportation
Kingdom of Bahrain
- 9 30am Exhibition opening ceremony and tour of the
exhibition by the VIP group

SESSION 1

Middle East Transportation: Discovering regional market position & growth opportunities

- 11am Chairperson's Opening Remarks
Neil Brimson, Managing Partner
**Herbert Smith Freehills
Qatar**
- 11 10am Volume and trade outlook in the Upper Gulf - Change in
trade patterns and opportunities for shipping line
Marco Neelsen, Chief Executive Officer
**APM Terminals Bahrain- Khalifa Bin Salman Port
Kingdom of Bahrain**

- 11 30am Challenges and opportunities in Middle East logistics
Madhav Kurup, Chief Executive Officer (Middle East
& North Africa)
**Hellmann Worldwide Logistics LLC
United Arab Emirates**
- 11 50am Bahrain Logistics Zone and its role in the Middle East
transport sector
Terki bin Daij Al-Khalifa, Director of Operations
**Bahrain Logistics Zone
Kingdom of Bahrain**
- 12 10pm The role of free zones in integrating logistics within
the GCC
Dr Rashid Al Leem, Director General
**Sharjah Department of Seaports & Customs and
Sharjah Free Zones Authority
United Arab Emirates**
- 12 30pm Bahrain International Investment Park - Business
Support and International Services
Paddy Gallagher, Marketing Manager
**Bahrain International Investment Park
Kingdom of Bahrain**
- 12 50pm Questions and answers followed by conference
delegates networking lunch sponsored by



BAHRAIN
INTERNATIONAL INVESTMENT PARK

SESSION 2

The Future of Shipping - Managing Challenges and Opportunities

- 2pm Crisis management and maritime security in the
Middle East
Commander Todd J. Offutt, Officer in Charge
**Maritime Liaison Office (MARLO)
Kingdom of Bahrain**
- 2 20pm The ship owners perspective: Innovations and
developments within the shipping industry
Mohan Ipe, General Manager
**APL Bahrain
Kingdom of Bahrain**
- 2 40pm Sustainability in container shipping
Timothy Paul, Sustainability Manager
**Maersk West & Central Asia Operations Cluster
United Arab Emirates**
- 3pm The effect of pricing on the shipping sector- Creating
a competitive advantage
Ivan Bodanza, Head of Transport
**Nestle Middle East FZE
United Arab Emirates**
- 3 20pm Questions and answers followed by conference
delegates refreshments served in the exhibition
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SESSION 2A

Ports & shipping business continuity planning

- 4 20pm Maritime security: Compliance, complexities and cost
Jennifer Maclean, Global Compliance Officer
Maritime Services, Control Risks
United Arab Emirates
- 4 40pm 4-Step Supply Chain Risk Audit Program
David Jacoby, President
Boston Strategies International
United States of America
- 5pm Questions and answers followed by Chairperson's closing remarks
- 7pm - 9pm Gala Dinner for all participants and spouses at Pool Side, Gulf Hotel, generously sponsored by Ports & Maritime Affairs, Ministry of Transportation. Smart casual attire.



Wednesday 21 November 2012

SESSION 3

Regional port developments and sustainable operations in the Middle East

- 9am Chairperson's Opening Remarks
Steve Cameron, Marine Director
RTI Group
United Kingdom
- 9 10am Regional port developments and the importance of combining marine, road and rail terminal operations - A case study of Oman
Andre Toet, Chief Executive Officer
Port of Sohar
Sultanate of Oman
- 9 30am New Development of Port of Duqm and the Duqm Free Trade Zone
Reggy Vermeulen, Commercial Director
Port of Duqm
Sultanate of Oman
- 9 50am Greener container transport system in ports: From ATT (Automotive Terminal Trailer) to AIV (Automotive Intelligent Vehicle)
Elvio Simonetti, Sales and Marketing Director
Gaussin Port Equipment
Singapore

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

SESSION 3A

Intermodal connectivity and investments in the Middle East

- 11 10am Intermodal connections and facilities in the Middle East: Industry trends and issues
Robert Moss, Executive General Manager
Kanoo Shipping
Saudi Arabia
- 11 30am Reducing accidents and insurance claims for ports and terminals
Andrew Huxley, Regional Development Director
TT Club
United Kingdom
- 11 50am Optimizing horizontal container transportation
Gino Cherradi, Managing Director Middle East
MAFI Transport- Systeme
Germany
- 12 10pm Delivering logistics education in Bahrain to meet local and international expectations
John Webb, Programme Leader
Bahrain Polytechnic
Kingdom of Bahrain
- 12 30pm Questions and answers followed by conference delegates refreshments served in the exhibition

SESSION 5

Port equipments and technology for efficient cargo handling

- 2pm Bird song - New Tukan generation. High class cranes for optimum product handling
Dr Wolfgang Melzer, Managing Director
Ardelt
Germany
- 2 20pm New TOS technology for all terminals in breakbulk/general cargo/RoRo and containers
Frans Jol, Managing Director
Jol Consultancy
United Kingdom
- 2 40pm AS Tronic - fuel and cost savings at the terminal
Georg Ehling, Head of Marketing, Business Development Special Driveline Technology
ZF Friedrichshafen
Germany
- 3pm - 3 30pm Questions and answers followed by Chairperson's closing remarks and conference delegates refreshments served in the exhibition

REGISTRATION INFORMATION

To Participate In The 8th Trans Middle East 2012 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 20 October 2012: 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 21 October 2012: 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 20 November 2012 is GBP595
- One Day Conference Delegate Registration on Wednesday 21 November 2012 is GBP595
- For Bahraini Nationals, Citizens And Residents of The Kingdom of Bahrain, The Conference Delegate Registration is BHD125
- No Delegate Registration Will be Accepted Without Full Payment

REGISTRATION

Please Complete And Fax Back This Form or Register Online at 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

Conference Registration

- I Wish to Attend The Technical Site Visit on Monday 19 November 2012
- *I Wish to Attend The Networking Gala Dinner on Tuesday 20 November 2012
- * Spouses Welcome to Attend

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

Exhibition Opening Times are:

Tuesday 20 November 2012 9am to 5pm
Wednesday 21 November 2012 9am to 3 30pm

Name: _____ 23 / 11 / 2012

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 / BHD125.

METHOD OF 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 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 / GBP200 / BHD125 (Circle Correct Amount) Per Delegate to HSBC

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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.

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: _____

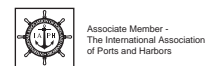
Dated: _____

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Management Limited
Level 1, Lot 7, Block F, Saguing Commercial Building,
Jalan Patau-Patau, 87000 Labuan F. T., Malaysia

Tel. + 60 87 426 022
Fax. + 60 87 426 223
enquiries@transportevents.com

www.transportevents.com



The Official Hotel And Venue is Gulf Hotel And Gulf International Convention & Exhibition Centre, Bahrain.
Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Gulf Hotel And Gulf International Convention & Exhibition Centre
P.O. Box 580, Manama
Kingdom of Bahrain
Tel: +973 17 746 342 / 343 / 341
Fax: +973 17 712 088
E-mail: rgc@gulfohotelbahrain.com
Website: <http://www.gulfohotelbahrain.com>



The Official Carrier For This Event is Gulf Air. For Airfares, Reservations And Information, Please Visit www.gulfair.com



8th TRANS Middle East
BAHRAIN 2012



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