

7th TRANS Middle East ABU DHABI 2011

Fairmont Bab Al Bahr, Abu Dhabi, United Arab Emirates
Wednesday 26 and Thursday 27 October 2011

Hosted By



مرفأ أبو ظبي
ABU DHABI TERMINALS



• Technical Site Visit • Networking Welcome Reception • Networking Gala Dinner • 70 International Exhibition Stands • 25 International Conference Speakers • 500 International Decision Makers

Official Hotel and Venue



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Official Carrier



- 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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SUPPORTING TRADE ORGANISATIONS





7th TRANS MIDDLE EAST 2011 ABU DHABI EXHIBITION AND CONFERENCE

Abu Dhabi, United Arab Emirates
Wednesday 26 and Thursday 27 October 2011

Dear Colleague

Trans Middle East is the largest annual Container Ports, Shipping and Transport Logistics Exhibition and Conference business to business trade event throughout the Middle East.

Abu Dhabi Terminals is delighted to host the captioned event in the modern and prosperous Emirate of Abu Dhabi on Wednesday 26 and Thursday 27 October 2011.

Abu Dhabi Terminals comprises of three main ports. Mina Zayed the main gateway for container and general cargo vessels; Musaffah located in the heart of the industrial city and the Freeport catering for smaller vessels, tugs, barges and service crafts.

Mina Zayed is located in the North-East section of Abu Dhabi, it covers an area of 510 hectares and contains 21 berths with depths ranging from 6 to 15 meters and a total berth length of 4,375 meters. In addition, Mina Zayed has over 143,000 m² of covered warehousing space and cold storage facilities with a capacity of 20,000 tons.

The 7th Trans Middle East 2011 Exhibition and Conference comprises of a world-class Exhibition and Conference consisting of **35** international business leaders responsible for global transport and logistics, 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, railway operators and port-rail equipment services suppliers. A concurrent two days Trade Exhibition will comprise more than **80** international exhibiting 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 cargo throughout the Middle East and your participation and support in making this event a great success will be much appreciated.

We look forward to meeting you in Abu Dhabi in 2011 for what promises to be a most enjoyable and memorable two days international trade event.

Yours sincerely

Martijn Van de Linde
Chief Executive Officer



Tuesday 25 October 2011

Technical Site Visit

- 9am** Transport Departs From Fairmont Bab Al Bahr Hotel Lobby
Video Presentation by Abu Dhabi Terminals En Route to Site Visit Location
- 10am** Arrive at Khalifa Industrial Zone in Taweelah For Presentation And Safety Briefing
Tour Khalifa Industrial Zone And Transfer to Terminal Island
- 10 30am** Arrive at Terminal Island For Presentation And Tour
Visit to The Terminal Control Tower
- 11 30am** Depart For Fairmont Bab Al Bahr Hotel. Light Refreshments Served En Route to Hotel
- 12 30pm** Arrive Fairmont Bab Al Bahr Hotel (approx.)

Welcome Reception

- 7 30pm - 9 30pm** Welcome Reception For All Participants And Spouses at The Poolside, Fairmont Bab Al Bahr Hotel Abu Dhabi.
Smart Casual Attire. Sponsored by



Wednesday 26 October 2011

- 7 30am** Conference Delegates Registration. Refreshments Served in The Exhibition
- 9am** Conference And Exhibition Opening Ceremony
- 9am** Organiser's Remarks, Rory J. Doyle, Managing Director, Transport Events Management, Malaysia
- 9 05am** Welcome Address, Martijn Van de Linde, Chief Executive Officer, Abu Dhabi Terminals, United Arab Emirates
- 9 15am** Keynote Address, Tony Douglas, Chief Executive Officer, Abu Dhabi Ports Company, United Arab Emirates
- 9 30am** Exhibition Opening Ceremony And Tour of The Exhibition by The VIP Group

Session 1 The Transformation And Vision of Middle Eastern Port Developments

- Keeping up With Demand: Latest in Port Modernisation And Capacity Improvements
- Business Development Strategies For Ports And The Key Drivers to Maintaining Good Customer Relations
- Towards a Socially Sustainable Port: Strategies in Optimising Capability And Efficiency of Terminal Utilisation
- Ports in Proximity: Competition And Coordination Among Neighbouring Seaports
- The Human Capital Investment: Challenges in Recruitment, Skills And Training Development of Port Personnel

- 10 45am** **Chairman's Opening Remarks, Prof. Dr.-Ing. Holger Schuett, Chief Executive Officer, ISL Applications, Germany**
- 10 45am** Julian Skyrme, Chief Commercial Officer, Abu Dhabi Terminals, United Arab Emirates
- 11 10am** Keith Nuttall, Group Commercial Manager, Gulftainer, United Arab Emirates
- 11 35am** Hamad Fakhro, Assistant Director General, Bahrain Logistics Zone, Kingdom of Bahrain
- 12pm** Jonathan Beard, Managing Director, GHK, Hong Kong
- 12 25pm** Questions And Answers Followed by Conference Delegates Lunch Sponsored by





2pm **Chairman's Opening Remarks, Julian Skyrme, Chief Commercial Officer, Abu Dhabi Terminals, United Arab Emirates**

2 20pm Prof. Dr.-Ing. Holger Schuett, Chief Executive Officer, ISL Applications, Germany
2 40pm Martin Sharp, Business Development Manager, BMT Hi-Q Sigma, United Kingdom

3pm Conference Delegates Refreshments Served in The Exhibition

Session 2 Building Sustainable Container Shipping And Multimodal Operations

- Shipping Liner Strategies on Maintaining a Profitable Bottom Line
- The Outlook For Container Traffic And The Growth Prospects For Intra-Regional Trades
- The Shipowner's Perspective - Innovative Developments Within Shipping
- Decoding Free Trade Zones as a Trade Facilitator
- Developing Effective Synergies Between Ports, Shippers And 3PLs in The Supply Chain
- Tapping New Efficiencies Through Integration With Economic Zones
- Integrated Project Logistics Challenges For Oil And Gas in Emerging Markets

4pm **Chairman's Opening Remarks, Martin Sharp, Business Development Manager, BMT Hi-Q Sigma, United Kingdom**

4pm Sameer Mubarak, Chairman, Nafith Logistics, Kingdom of Jordan
4 20pm Andreas Mohr, Chief Executive Officer, Jassim Transport And Stevedoring Company, Kuwait
4 40pm Chuck Schneider, Vice President, Business Development, Navis, USA

5 20pm Questions And Answers Followed by Chairman's Closing Remarks

7pm - 10pm Gala Dinner For All Participants And Spouses at Villa 9, Fairmont Bab Al Bahr Hotel, Abu Dhabi. Smart Casual Attire. Sponsored by



7pm Welcome Arrival
7 45pm Dinner begins

Thursday 27 October 2011

8am Conference Delegates Registration. Refreshments Served in The Exhibition

Session 3 Technology, Innovations And Cutting Edge Solutions For Port Operations

- Increasing Terminal Throughput Via Intelligent Logistics Control
- Key Success Factors For Wireless Productivity
- Recent Developments of Technology And Systems at The Terminal
- The Productivity, Technological And Economic Benefits to Terminals in Outsourcing Maintenance
- Keeping The Cranes on Their Rail Construction

9am **Chairman's Opening Remarks, Bill Burns, General Manager, Ajman Port And Customs, United Arab Emirates**

9am Teun Drujff, Managing Director, Bemo Rail BV, The Netherlands
9 25am Jost Daemmgen, Sales Manager, Port Cranes, Konecranes, Germany
9 50am Ziad Banna, Regional Account Manager, Middle East, India And Africa, Navis, United Arab Emirates

10 15am Conference Delegates Refreshments Served in The Exhibition

11 15am Christian Schuster, Regional Sales Manager, MAFI Transport-Systeme, Germany
11 40am Leendert Kats, Sales Manager, Merford Cabins, The Netherlands
12 05pm Dr. Peter Koch, Global Market Manager, Conductix-Wampfler, Germany

12 30pm Questions And Answers Followed by Conference Delegates Lunch

2pm Theo Diehl, Head of International Cranes And Materialhandling, Energy Chain Systems, igus, Germany
2 20pm Helmut Mittelstädt, Chief Executive Officer, KOCKS, Germany
2 40pm Arno Weil, Vice President – Sales, Pintsch Bubenzer, Germany

3pm Questions And Answers Followed by Chairman's Closing Remarks And Conference Delegates Refreshments Served in The Exhibition



REGISTRATION INFORMATION

To Participate in The 7th Trans Middle East 2011 Exhibition And Conference You Need to Register as a Conference Delegate or as a Trade Exhibition Visitor. Conference Delegate Registration Benefits Include:

- Technical Sit Visit (Tuesday 25 October 2011) • Networking Welcome Reception (Tuesday 25 October 2011) • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Gala Dinner (Wednesday 26 October 2011) • Participants' Full Contact Details And Official Colour Photos From The Event. Conference Delegate Registration Fees are:

- On or Before Sunday 25 September 2011: 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 Monday 26 September 2011: The Regular Conference Delegate Registration is GBP995. Special Offer! - 3 Delegates For The Price of 2 in This Category! Save GBP995!
- For UAE Nationals, Citizens And Residents of UAE, The Conference Delegate Registration is AED1,195
- 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 Tuesday 25 October 2011 at 9am
- *I Wish to Attend The Networking Welcome Reception on Tuesday 25 October 2011
- *I Wish to Attend The Gala Dinner on Wednesday 26 October 2011
- * Spouses Welcome to Attend

Exhibition Registration Only

- I Wish to Visit The Trade Exhibition Only - Free of Charge

Exhibition Opening Times are:

Wednesday 26 October 2011 9am to 5pm
Thursday 27 October 2011 9am to 3 30pm

Name: _____ 31 / 10 / 2011

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 GBP199 / AED1,195.

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 / GBP199 / AED1,195 (Circle Correct Amount) Per Delegate to HSBC

* Bank Transfer to:

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)
IBAN Code : GB32MIDL40051535674259
Agent Bank : HSBC Bank PLC, London, UK (Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15)
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, Saguking Commercial Building,
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Tel. + 60 87 426 022

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enquiries@transportevents.com

www.transportevents.com

Entry Visa

Please Email alysan@transportevents.com if You Need a Visa Invitation Letter With Your Visa Application. This Will Only be Provided For Registered Participants

The Official Hotel And Venue is Fairmont Bab Al Bahr, Abu Dhabi, United Arab Emirates. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

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Abu Dhabi,
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Email: babalbah.reservations@fairmont.com

Website: <http://www.fairmont.com/babalbah>

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7th TRANS Middle East
ABU DHABI 2011



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