

2ND BLACK SEA PORTS & SHIPPING 2013

The Marmara Taksim Hotel, Istanbul, Turkey
Wednesday 11 and Thursday 12 September 2013



Full Day Technical Site Visit to Two Major Container Terminals! **60** International Booths! **30** International Conference Speakers!
300 International Decision Makers Participating! Networking Welcome Reception!

Exclusive Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies 40% off GBP995 at only GBP595! Save GBP400! Subject to Availability! Book Now!

Leading Supporting Organisation Official Hotel and Venue Lanyards Sponsor Name Tags Sponsor Directional Signage Sponsor Conference Delegates Refreshment Sponsor Conference Delegates Lunch Sponsor



- Current Developments in Black Sea Port Operations
- The Rapid Growth Of Ports And Logistics In The Black Sea
- The Future of Supply Chain And Maritime Logistics in The Black Sea
- Strengthening The Backbone Of Black Sea's Supply Chain

- The Black Sea Perspective: Port And Terminal Operations
- Emerging Technologies in Black Sea Port Operations
- Risk Management in Black Sea Port Development Projects
- Globalisation And Regional Trade Growth Developments in Black Sea Ports

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SUPPORTING MEDIA



SUPPORTING TRADE ORGANISATIONS



Tuesday 10 September 2013

TECHNICAL SITE VISIT

- 9am Transport leaves from The Marmara Taksim Hotel lobby to Marport
- 11am Arrival at Marport for site visit
- 12pm Light lunch for all participants
- 12 45pm Transport leaves from Marport to Yilport
- 2 30pm Arrival at Yilport for site visit
- 3 30pm Boat tour and light refreshments for all participants
- 6pm Transport leaves from Yilport to The Marmara Taksim Hotel
- 8pm Arrival at The Marmara Taksim Hotel lobby (approx)

Wednesday 11 September 2013

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



OPENING CEREMONY

- 9am Organiser's Remarks
Rory J. Doyle, Managing Director
Transport Events Management Malaysia
- 9 10am Welcome Address
Sean Pierce, Chief Executive Officer
Yilport Holding Turkey
- 9 20am Welcome Address
Alp Çapa, Trade and Customer Relations
Marport Terminal Operators S.A Turkey
- 9 30am Opening ceremony and tour of the displays by the VIP group

SESSION 1

Trends and dynamics in an evolving Black Sea maritime economy

- 10 30am Chairperson's Opening Remarks
Sean Pierce, Chief Executive Officer
Yilport Holding Turkey
- 10 30am How the Black Sea is connected to the world – by container ships – now and in future
Dirk Visser, Senior Shipping Consultant, Managing Editor
Dynamar BV The Netherlands

- 10 55am How Black Sea ports can be part of global logistic supply chain
Halit Bezek, Terminal Manager
Samsunport Turkey
- 11 20am Turkey's expansion plans in the Black Sea region within the next 10 years
Jolke Helbing, Associate Consulting Director
ICF GHK Hong Kong
- 11 45am Demand outlook in Turkish / Black Sea maritime economy
John Fossey, Maritime Transport Consultant
Moffatt & Nichol United Kingdom
- 12 10pm Overview of Black Sea container import and export markets; risk and opportunities
Turgut Erkeskin, President
Association of International Forwarding and Logistics Service Providers (UTIKAD) Turkey
- 12 35pm Questions and answers followed by conference delegates networking lunch sponsored by



SESSION 2

The Turkish shipping industry: Gateway to the Black Sea; Hinterland connections to / from Black Sea ports

- 2pm Turkish Shipping: Ten years of progress and planning for the future
Harun Duzgoren, Managing Director
V.Ships Istanbul Marine Services Ltd Turkey
- 2 20pm Container and Ro-Ro transportation market in Turkey and its role in serving Black Sea as a hub
Murat Hatabay, Deputy General Manager & Line Manager
Catoni Maritime Agencies S.A. Turkey
- 2 40pm The role of free zones in integrating logistics within the supply chain
Saud Al Mazrouee, Commercial Director
Hamriyah Freezone Authority Sharjah - United Arab Emirates
- 3pm Questions and answers followed by conference delegates refreshments served in the displays area sponsored by



SESSION 3

Managing and improving terminal operations through technology

- 4pm Improving staff comfort and safety with specialised harbour and overhead cabins crane operators
Siro Brieda, Managing Director
Brieda Cabins Italy

4 20pm	Efficient and Economical Dry Bulk Handling Pierre Ohrwall , Senior Sales Manager Siwertell Sweden	9 40am	Yilport's CRM focused port management systems in building its brand Erhan Ciloglu , Business Development Director Yilport Holding Turkey
4 40pm	E-ChainSystems(R) for cranes and Heavy Duty applications Jens Göbel , International Project Manager, Cranes & Material Handling igus Germany	10am	Black Sea developments of Marport in the global supply chain Alp Çapa , Trade and Customer Relations Marport Turkey
5pm	Improving operational efficiency at bulk terminals using IT Systems David Trueman , Sales Director DBIS (Software and Automation) Ltd United Kingdom	10 20am	Port of Bandirma current developments; investments and planned upgrades Özgür Durmaçalı , General Manager Port of Bandirma Turkey
5 20pm	Gaining operational efficiencies through innovations Coşkun Demirboğa , Sales Responsible, Sales & Marketing Department SoftTech Turkey	10 40am	Questions and answers followed by conference delegates refreshments served in the displays area
5 40pm	Questions and Answers followed by Chairperson's closing remarks		
5 30pm - 8pm	Welcome Reception for all participants and spouses at the poolside of The Marmara Taksim Hotel. Smart Casual Attire. The Welcome Reception will feature a traditional Turkish Sufi dance performance by Damla Organizasyon accompanied by a Traditional Turkish musical performance.		

Thursday 12 September 2013

8am	Conference delegate registration. Refreshments served in the displays area	11 40am	Mechanical snag overload protection on STS cranes Michael Spiegel , Managing Director M.A.T. Malmedie Antriebstechnik GmbH Germany
		12pm	RTG electrification basis for automation Claus Burger , Global Market Manager Focus Market Container Handling Conductix Wampfler Germany
		12 20pm	Energy efficiency in container and cargo handling Nathalie Valendiek , Marketing Manager Kocks Krane GmbH Germany

SESSION 3A

Black Sea ports and Container Terminals - Their role in the global supply chain connecting with Eastern and Central Europe

9am	Chairperson's Opening Remarks Dirk Visser , Senior Shipping Consultant, Managing Editor Dynamar BV The Netherlands	2pm	Fender Systems – One step ahead Jan-Christoph Schoeler , Sales Manager Fender Team Germany
9am	Emerging risk in the port and terminal sector and how best to manage them Andrew Kemp , Regional Director – Europe, Middle East and Africa TT Club United Kingdom	2 20pm	Moving forward with maritime technology in Turkey Ömer Ağaoğlu , Head of Maritime Cranes – Turkey Liebherr Turkey
9 20am	Key Factors for attracting partners for Port Development Project – The experience on Port of Samarinda and Balikpapan in Indonesia Max K. Lumempouw , Director PT. Pelindo IV (Persero) Makassar Indonesia	2 40pm	Crane Operator Ergonomics Leendert Kats , Sales Manager Merford Cabins The Netherlands
		3pm	Questions and answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the displays area

SESSION 5

Staying ahead with maritime technologies in Turkey and the Black Sea

REGISTRATION INFORMATION

To Participate in The **2nd Black Sea Ports and Shipping 2013** You Need to Register as a **Conference Delegate** Conference Delegate Registration Benefits Include: • Technical Site Visit • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Reception • Participants' Full Contact Details And Official Colour Photos 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 10 September 2013
- I Wish to Attend The Networking Welcome Reception on Wednesday 11 September 2013. Spouses Welcome to Attend

Name: _____ 18 / 09 / 2013

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

METHOD OF PAYMENT (NON TURKISH LIRA)

- On or Before Sunday 11 August 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 Monday 12 August 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 Wednesday 11 September 2013 is GBP595
- One Day Conference Delegate Registration on Thursday 12 September 2013 is GBP595
- No Delegate Registration Will be Accepted Without Full Payment

Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com and 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. Please Quote Both Delegate And Company as Reference. **Transmitting Bank Charges Must be Paid by The Sender.**

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

* Bank Transfer to:

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)
Account Name: Transport Events Management Limited
Account Number: 801 - 005521 - 725
IBAN Code : GB32MIDL40051535674259
Agent Bank : HSBC Bank PLC, London, UK (Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15)
Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

METHOD OF PAYMENT (TURKISH LIRA ONLY)

- For Turkish Nationals, Citizens And Residents of Turkey, The Conference Delegate Registration is TRY600
- Business / Photo ID is 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. The TRY Amount Will be Converted to GBP During The Transaction Process at The Prevailing Rate

I Have Transferred TRY600 in GBP Equivalent Per Delegate to HSBC

* Bank Transfer to:

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)
Account Name: Transport Events Management Limited
Account Number: 801 - 005521 - 725
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Agent Bank : HSBC Bank PLC, London, UK (Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15)

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 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&O.E

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

Signed: _____

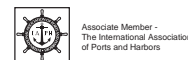
Dated: _____

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

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

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Fax: + 60 87 426 223
enquiries@transportevents.com

www.transportevents.com



The Official Hotel And Venue is **The Marmara Taksim Hotel, Istanbul, Turkey**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

The Marmara Taksim Hotel
Taksim Meydani
34437 Istanbul, Turkey

Contact Person
Başak Candan
Group Sales Executive

Tel: + 90 212 334 8300
Fax: + 90 212 293 9375
E-mail: bcandan@themarmarahotels.com
Website: www.themarmaracollection.com



TRADE VISITORS ONLY

Registration to Visit The Free of Charge Trade Displays Only, Must be Done During The Event On-Site at The Registration Desk

Displays Opening Times are:

Wednesday 11 September 2013
Thursday 12 September 2013

9am to 5pm
9am to 3pm



If undelivered, please return to:-

Transport Events Management Limited
Kuala Lumpur Marketing Office
27-11 Penthouse Signature Office, The Boulevard Mid Valley City,
Lingkaran Syed Putra, 59200 Kuala Lumpur, Malaysia

If You Wish to be Removed From The Mailing List, Please Fax + 60 87 426 223 or email: norizah@transportevents.com

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