Istanbul Marriott Hotel Asia, Istanbul, Turkey
Thursday 28 and Friday 29 May 2015

Sponsored By

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

FEATURED SPEAKERS.... PLUS MANY MORE!

• Antonio Barbare
  Facility Manager, Yilport Gemlik, Turkey
• Dr. Ismail Karakis
  Secretary General, Turkish Logistics Association (LODER), Turkey
• Oguz Soy
  Chief Executive Officer, Kumport, Turkey
• Joseph Crowley
  Deputy Managing Director, APM Terminals Poti, Georgia
• Lars Oestergaard Nielsen
  Managing Director, Maersk Line Black Sea Cluster, Turkey
• Andrew Huxley
  EWEA Regional Development Director, TT Club, United Kingdom
• Dr. Jonathan Beard
  Vice President, Global Lead Ports & Logistics, CIF International, Hong Kong
• Andrei Naraevskiy
  Director, Liner and Business Development, Ruscon Limited, Russia
• John S. Dunlop
  International Development, Solon Software, Turkey
• Elvio Simonetti
  Port Business Developer, Gaussin Manugistique, France

HIGHLIGHTED TOPICS

• Black Sea maritime logistics and transportation outlook in 2015
• Key factors for successful infrastructure financing: The importance of IFI involvement
• Improving port capacity in Turkey and in the Black Sea
• Container transportation via South Russian ports: New challenges and outlooks
• Creating business value in the logistics sector as a shipping agency
• Adding strategic value to supply chain activities in Turkey and the Black Sea
• Port & Terminal Intelligent Sensor Solution for enhanced Safety and Efficiency
• Single hoist tandem lifting - Case study of benefits to London Gateway Terminal
• Barcelona, the best partner in the West Med
• Effective port management activities in a competitive environment
SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 4th Black Sea Ports and Shipping 2015 Turkey 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 4th Black Sea Ports and Shipping 2015 Turkey website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the event
- 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 lanyard sponsorship.**

Sponsored by *navis*

**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 name tag sponsorship.**

Sponsored by *TT Club*

**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.

**Event Directional Signage**

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.

Sponsored by *Marpport*

**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 Event 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 — Wednesday 27 May 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.

<table>
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<tr>
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**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: *Solon*  
Break 2: *Kumpor*  
Break 3: *Foyt & Sullivan*  
Break 4:  
Break 5: *Sick*  
Break 6: *Sick*

**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.

Thursday 28 May 2015  
Sponsored by *MCS*

Friday 29 May 2015  
Sponsored by *Oesterreichischer Lloyd*

**Networking Welcome Reception Cruise — Thursday 28 May 2015**

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.

Sponsored by *Yilport*
**DISPLAY ALLOCATION** (updated on 22 / 05 / 2015)

- 20 APM Terminals Izmir
- 21 APM Terminals Izmir
- 55 Batumi International Container Terminal LLC (BICT)
- 43 BM Makina San. Ve Tic. A.S.
- 42 Compania Nationala Administratia Porturilor Maritime S.A. Constanta
- 45 Compania Nationala Administratia Porturilor Maritime S.A. Constanta
- 56 Conductix - Wampfler
- 31 Efesanport
- 2 FenderTeam AG
- 1 Gaussin Manugistique
- 26 Houcon Cargo Systems B.V
- 39 Hyster Europe
- 55 International Container Terminal Services, Inc.
- 41 Kalmar
- 36 Kumport Port Services and Logistics
- 30 Log@Sea (Circle – IB Network)
- 10 Maktas Makinali Tasima San. Ve Tic. A.S.
- 52 Marport Terminal Operators S.A.
- 53 Marport Terminal Operators S.A.
- 37 MCS International Co. LLC
- 38 MCS International Co. LLC
- 28 Port of Barcelona
- 27 Port of Civitavecchia
- 3 Port of Livorno
- 14 Port of Livorno
- 34 Port of Monfalcone – ITALY
- 24 Prysmian Group
- 5 RAM Spreaders
- 32 Samusport
- 25 SIBRE
- 47 SICK
- 35 Solon Software
- 15 Stemmann - Technik GmbH
- 46 STFA Construction Group
- 48 STFA Construction Group
- 40 Stinis Holland B.V
- 17 The Medi/Telegraph
- 43 Vahle

**DISPLAY PACKAGE**

- 3 x 2 Square Metres and include:
  - A Guaranteed Speaker Place in The Concurrent Conference Programme For Companies That Book a Minimum of 5 Events in a Calendar Year.
  - Professional Standard Shell Scheme
  - 1 Table
  - 2 Chairs
  - Display Lighting
  - Electrical Power Point
  - Display Carpet
  - Name Panel
  - WiFi Broadband Internet Access
  - 3 Free of Charge Conference Delegate Registrations
  - The Rate Per Display Is GBP5,985
  - There is a Registration And Administration Fee of GBP395 Per Display
  - There are Multiple Events Booking Discounts

Please Visit: [www.transportevents.com](http://www.transportevents.com)
Wednesday 27 May 2015

TECHNICAL SITE VISIT

8am  Transport departs from the Istanbul Marriott Hotel Asia
10 30am  Arrival at Marport for presentation, tour and refreshments
11 30am  Transport leaves from Marport to Yilport
1 30pm  Arrival at Yilport for presentation and tour
2 30pm  Light lunch for all participants kindly provided by
3pm  Arrival at EfesanPort for presentation and tour
3 30pm  Transport departs from EfesanPort to the Istanbul Marriott Hotel Asia
5 30pm  Arrival at the Istanbul Marriott Hotel Asia (approx.)

Thursday 28 May 2015

Opening Ceremony

8am  Conference delegate registration and refreshments sponsored by

9am  Organiser’s Remarks
Rory J. Doyle, Managing Director
Transport Events Management
Malaysia

9 10am  Welcome Address
Erhan Ciloglu, Chief Marketing Officer
Yilport Holding Inc.
Turkey

9 30am  Opening ceremony and tour by the VIP group followed by conference
deleagates refreshments sponsored by

SESSION 1 Sponsored by

Economic movements in the Black Sea — Current and future market and
economic outlook to double up capacity for container terminals

10 30am  Chairperson’s opening remarks
Andrew Huxley, Director
IT Club
United Kingdom

10 30am  Container market movements and current economic opportunities in the
Black Sea
Jolke Helbing, Director
Royal HaskoningDHV
The Netherlands

10 45am  Transformation from transportation to logistics in Turkey
Dr. Ismail Karakis, Secretary General
Turkish Logistics Association (LODER)
Turkey

11am  Improving port capacity in the East Mediterranean and Black Sea — Impacts
from larger vessels and new alliances
Dr. Jonathan Beard, Vice President
Global Lead Ports & Logistics, ICF International
Hong Kong

11 15am  Terminal capacity and port investments in Turkey
Emre Ender, Vice Chairman of Executive Board
Association of International Forwarding and Logistics Service Providers
(UTIKAD)
Turkey

11 30am  An overall update on container movements in Europe and the Black Sea
Capt. Eberhard Koch, Chairman, CEO & Partner
Österreichischer Lloyd Seereederei (Cyprus) Ltd
Cyprus

SESSION 2 Sponsored by

Port infrastructure financing — Key factors for successful infrastructure
financing in expanding Turkish trade

11 45am  Private Public Partnership for Ports - Global Experience and trends
Shaukat Consulting LLC
United States

12pm  Key factors for successful infrastructure financing: The importance of
IFI involvement
Nazli Arikan, Associate Banker
European Bank for Reconstruction and Development (EBRD)
Turkey

SESSION 3

Developments in port infrastructures in Turkey

12 15pm  Current port development in Aliaga Region
Suleyman Cokan, Operations Manager
Petlim Limanilik Ticaret AS
Turkey

SESSION 4

Black Sea Supply Chain - Managing growth in domestic and international
trade demands through an integrated supply chain cycle

12 30pm  Latest trends and development in the Black Sea shipping market
Omar Otaz, General Manager for Project and Rolling Cargo
Lam Lyonel A. Makzume Shipping Agencies Co. Inc.
Turkey

12 45pm  Container transportation via South Russian ports: New challenges and outlooks
Andrey Naravevsky, Director
Linier and Business Development
Roscon Limited
Russia

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

SESSION 5

Improving shipping operations and capitalising in domestic and international trade

2pm  Improving shipping operations and capitalising in domestic and international trade
Lars Oestergaard Nielsen, Managing Director
Maersk Line Black Sea Cluster
Turkey

2 15pm  Transhipment Activities in the Black Sea Region / Kumport as a Hub-Port
Ozgur Soy, Chief Executive Officer
Kumport
Turkey

2 30pm  A perspective on container and supply chain activities in the Black Sea
and its impact to the economy
Capt. Umur Uygarlu, Seaway Logistics Group Manager
ODSAN Lojistik A.S
Turkey

2 45pm  Borusan Port – An alternative connection for the Black Sea trade
Ibrahim Dolen, Deputy General Manager
Borusan Lojistik
Turkey

3pm  The role of a marine services provider in managing complex ship operations
Efe Sipahi, Commercial Manager
Y. Group Limited
Turkey

Supporting Trade Organisations

[Logos and names of various supporting organisations]
Friday 29 May 2015

8am  Conference delegate registration and refreshments

SESSION 6  Investing in sophisticated technology infrastructures for smoothening trade operations and increasing port operation productivity

9am  Chairperson’s opening remarks
Roy van Eijsden, Director Economics and Operations
Royal HaskoningDHV
United Kingdom

9am  Single hoist tandem lifting - Case study of benefits to London Gateway Terminal
Frank van Leerhoven, Sales Manager — Europe
Ram Spreaders
United Kingdom

9 15am  Port Automated Horizontal Transportation 3.0
Elvio Simonetti, Port Business Developer
Gaussin Manugistique
France

9 30am  Management of ports using innovative 3D visualization technologies
Emre Cebecioglu, International Business Development Manager
Transas Marine Port Management Information Systems
Turkey

9 45am  Achieving higher efficiency on RTG crane operation
Jari Jylhä, Sales Manager
Kalmar RTG & STS
Finland

10am  Questions and answers followed by conference delegates refreshments

11am  Black Sea Corridor opportunities for and from EU countries; Intermodal corridor management, gate automation and terminal efficiency
Andrea Lughi, MILOS Product Manager
Log@Sea
Italy

11 15am  Tools and technologies for electrifying container terminal yards: Case of E-RTGs
Dr. Lawrence Henesey, Key Account Manager
Vahle - Port Technology
Germany

12pm  Questions and answers followed by conference delegates networking lunch

SESSION 8  Black Sea ports in facilitating economic growth - New trade opportunities, current port developments and maximising productivity in the region

2pm  Port of Constanza - The Black Sea Maritime - River Gateway to the European Market
Emilio Horove, Head of Marketing Department
Compania Nacionala Administratia Porturilor Maritime S.A. Constanta
Romania

2 15pm  Port of Livorno and the development of Euro-Mediterranean trade: Infrastructures and innovation solutions for gateway ports
Francesco Ghio, Research Department
Livorno Port Authority
Italy

2 30pm  Reducing accidents and claims in ports and terminals
Andrew Huxley, EMEA Regional Development Director
TT Club
United Kingdom

2 45pm  Adopting the principle of “customer satisfaction” in daily operations
Halit Bezek, Marketing and Terminal Manager
Samsunport – Cey Group
Turkey

3pm  Questions and answers followed by Chairperson’s closing remarks followed by conference delegates refreshments

Supporting Media
To Participate in the 4th Black Sea Ports and Shipping 2015 You Need to Register as a Conference Delegate • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Reception Cruise • 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 Wednesday 27 May 2015. Registration For The Site Visit Will Not Be Accepted Without Receipt of A Black And White Copy of The ID Page of Your Passport Or Local ID For Port Security Check In Advance. Please Email To: aqilah@transportevents.com

I Wish to Attend The Networking Welcome Reception Cruise on Thursday 28 May 2015.

Name: ____________________________
Job Title: __________________________
Company Name: _____________________
Address: ____________________________

Tel: _______________________________
Email: _______________________________
Website: ____________________________

What Best Describes Your Industry Sector? (Please Tick One)

☐ Port Authority/Terminal Operator
☐ Inland Terminal Operator
☐ Stevedoring
☐ Dredging
☐ Surveying/Civil Engineering
☐ Classification Society/Registry
☐ Maritime Consultancy/Analysis
☐ Shipping/Logistic Company
☐ Banking/Credit Services
☐ Barge Operation
☐ Ship Owning and Operating Service
☐ Freight Forwarder/Third Party Logistics Provider (3PL)
☐ Road/Rail Operation
☐ Shipper/Beneficial Cargo Owner (BCO)
☐ Association/Government Agency
☐ Finance/Insurance P&I/Banking/Legal Services
☐ Equipment Manufacturer/Service Supplier
☐ IT Systems/Software
☐ Other

METHOD OF PAYMENT (TURKISH LIRA ONLY)

- For Turkish Nationals, Citizens And Residents Only Of Turkey, The Conference Delegate Registration is TRY1200
- Business / Photo ID Is Required
- No Delegate Registration Will Be Accepted Without Full Payment
- No payment will be accepted by bank transfer within 7 days of the dates of the event. In this case, payment will only be accepted by credit card online or by cash on site at the event registration desk

☐ 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 Of The Prevailing Rate

☐ I have Transferred TRY1200 in GBP Equivalents Per Delegate to HSBC

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 (NON TURKISH LIRA)

- On or Before Tuesday 28 April 2015: The “Early Bird” Conference Delegate Registration is GBP995
  - Save GBP100! Special Offer! - 3 Delegates For The Price of 2 in This Category! Save GBP995!
- From Wednesday 29 April 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
- 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 Thursday 28 May 2015 is GBP595
- 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 GBPP95 / GBPP95 / GBPP95 (Circle Correct Amount) Per Delegate to HSBC

• Bank Transfer to:
  - 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.

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 Application
- 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 87 426 027
Fax. + 60 87 426 223
enquiries@transportevents.com

www.transportevents.com

The Official Hotel And Venue is Istanbul Marriott Hotel Asia, Istanbul, Turkey. Special Reduced Hotel Rates Will Be Made Available To All Registered Participants. Subject To Availability.

Istanbul Marriott Hotel Asia
Kayboglu Caddesi No 1/1
Atasehir Istanbul
34750 Turkey

Contact Person
Mrs. Evren DEMIR
Event Coordinator
Tel: +90 216 570 0000
Fax: +90 216 469 9995
E-mail: evren.demir@marriottisthotels.com
Website: www.marriott.com

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, To Booking Through Email, Please Contact kulenpuriesri@my.qatarairways.com For The Attention Of The Supervisor On Duty With Subject Matter: OS OR DC/ISTBSP.S15. You May Also Contact Tel: +90 3 2118 6100 Fax: +90 3 2118 6012 or Visit www.qatarairways.com And Key In The Promo Code: ISTBSP.S15 (Valid To Fly To ANK, SAW And IST between 17 May To 8 Jun 2015)

DISPLAY VISITORS ONLY

Registration To Visit The Free Of Charge Trade Display Should Be Done During The Event On-Site At The Registration Desk

Display Opening Times Are:
Thursday 28 May 2015 9am To 5pm
Friday 29 May 2015 9am To 5pm