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6th MED PORTS 2018
GRAND HOTEL PALAZZO, LIVORNO, ITALY
TUESDAY 17 TO THURSDAY 19 APRIL 2018

KEY SPEAKERS.... PLUS MANY MORE!

1. Stefano Corsini
   President, Port Network Authority of North Tyrrenian Sea, Italy

2. Gerry Cairns
   Associate Director, WSP UK Limited, United Kingdom

3. Tarik Maaouni
   Director of Organisation and Information Systems, The National Ports Agency (ANP), Morocco

4. Stefano Recalcati
   Masterplanning and Urban Design Skills Leader, Arup, Italy

5. Andrea Kirschen
   Infrastructure, Local Authorities & Energy, European Investment Bank, Italy

6. Lars Meurling
   Vice President Marketing, Bromma, Sweden

7. Christina Priesser
   Project Director Economics, HPC Hamburg Port Consulting GmbH, Germany

8. Lamiri Chokri
   Director, Port of Sousse, Tunisia

9. Luca Abatello
   Chief Executive Officer, Circle, Italy

10. Massimo Dieana
    President, Port Network Authority of the Sardinia Sea, Italy

HIGHLIGHTED TOPICS

• Future developments in the containers market and how this impacts Mediterranean ports
• Understanding the maritime supply chain cyber threat in the current economy
• Port investments and maritime connectivity: The role of Italy for the Mediterranean region
• The European Investment Bank’s activity and support to the Italian ports
• Acquiring a competitive edge through smart port city developments
• The role of port authority in improving supply chain connectivity
• Digital transformation of ports: Disruptive technologies for motorways of the sea
• Internet of things, blockchain and digitalisation among international logistic chain: Industry 4.0 projects and fast trade lane experiences
• Eco-efficient technology at port container terminals
• Key challenges for container terminal operators globally and in the Mediterranean
June 2017

Dear Valued Colleague,

6th MED Ports 2018 Exhibition and Conference
Livorno, Italy
Tuesday 17 to Thursday 19 April 2018

To provide a networking opportunity between foreign and local investment in the Mediterranean region’s maritime transport infrastructure, the Port of Livorno is delighted to host the 6th MED Ports 2018 Exhibition and Conference in Livorno, Italy from Tuesday 17 to Thursday 19 April 2018.

Holding this event in Livorno will promote Mediterranean ports, shipping and transport logistics infrastructure to foreign investment.

A two days Conference Programme will feature 30 world-class conference speakers addressing topical issues and challenges for the Mediterranean region’s transportation and logistics infrastructure attended by a gathering of 300 senior executive harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region’s leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the Mediterranean region.

There will be the commercial opportunity for a limited number of just 25 exhibitors and sponsors to network directly with delegates at this major annual international maritime transport Exhibition and Conference trade event for the Mediterranean region.

You are invited to reserve your first choice of exhibition stand from the Exhibition Floorplan and register a conference delegation while there is still limited availability!

We look forward to welcoming you to our beautiful country and to your participation at the 6th MED Ports 2018 Exhibition and Conference in Livorno, Italy from Tuesday 17 to Thursday 19 April 2018.

Yours sincerely,

Dr. Gabriele Gargiulo
Manager
Promotion and Research Dept.
Companies wishing to maximise their profile at the 6th MED Ports 2018 Italy Exhibition and Conference 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 6th MED Ports 2018 Italy Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- 3 Free of Charge Conference Delegate Registrations worth €3,995

### Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company’s colour logo will be exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €6,695 including all production costs. This does not include nametag sponsorship.

### Delegates Name Tags Sponsorship

All event participants are given an identification name tag to wear throughout the two days of the event. 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 €6,695. This does not include lanyard sponsorship.

### Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €5,295.

### Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is €3,995.

### Conference and Exhibition Directional Signage

Have your company’s latest full colour logo exclusively displayed across the front of all directional signs in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €5,295.

### Company Banners

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is €5,295 per 3 banners.

### Technical Site Visit Transportation Sponsorship

The Technical Site Visit takes place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is €5,295.

### Networking Welcome Reception — Tuesday 17 April 2018

The Networking Welcome Reception is the first of two social highlights of the whole event. 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 conference session. Cost is €5,295 per Conference Session Sponsorship.

### 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 Delegates Refreshment Break is €5,295.

### Conference Delegates Lunches

Your company’s colour logo will be displayed as a Main Sponsor in the conference brochure. 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, plus a VIP lunch area for up to eight of your top clients or partners. Exclusive lunch sponsorship per day is €6,695.

### Networking Welcome Dinner — Wednesday 18 April 2018

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

### Conference Delegates Nametags Sponsorship

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LIEBHERR

STAND ALLOCATION (updated on 11 / 04 / 2018)

26 ADC Maritime
35 Auxema Stemmann Espanola
32 Bromma
23 Conductix – Wampfler
17 Houcon Cargo Systems BV
7 Hyster
30 igus GmbH
9 Kalmar
22 Kalmar
20 Kocks Ardelt Kranbau
11 Konecranes
28 LASE GmbH
15 Liebherr
21 Log@Sea (Circle – IB – Aitek Network)
14 MAFI Transport-Systeme GmbH

EXHIBITION STAND PACKAGE

2 x 2 Square Metre Stands Include:
- A Guaranteed Speaker Place in The Concurrent Conference Programme
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
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- 3 Free of Charge Conference Delegate Registrations
- 2 x 2 Square Metre Exhibition Stand Package is €5,295
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

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www.transportevents.com
**Tuesday 17 April 2018**

**TECHNICAL SITE VISIT**

9am  Transport departs from Grand Hotel Palazzo to Port Network Authority of North Tyrrhenian Sea
9 10am  Arrival at Port Network Authority of North Tyrrhenian Sea followed by a Welcome Presentation
9 25am  Transport departs from Port Network Authority of North Tyrrhenian Sea to Darsena Toscana Terminal
10am  Arrival at Darsena Toscana Terminal. Brief presentation of Terminal Darsena Toscana Srl by Giuseppe Caleo, Manager of TDT followed by a tour of the terminal facilities
11am  Transport departs from Darsena Toscana Container Terminal to RO RO Terminals
11 30am  Arrival at RO RO Terminals for a brief and tour
12pm  Transport departs from RO RO Terminal to Commercial Port Terminals
12 30pm  Arrival at Commercial Port Terminals for a short brief and tour of forest products terminals, pulp and paper warehouse and general cargo.
1pm  Transport departs from Commercial Port Terminals to A. Vespucci Freight Village
1 30pm  Arrival at A. Vespucci Freight Village for a brief and tour
2pm  Transport departs from A. Vespucci Freight Village to Grand Hotel Palazzo. Finger food and refreshments will be served at the hotel

7 30pm - 9pm  Networking Welcome Reception for all registered delegate at Grand Hotel Palazzo rooftop restaurant. Smart casual attire. Generously sponsored by

**Wednesday 18 April 2018**

8 30am  Conference delegates registration and refreshments served in the exhibition sponsored by

**OPENING CEREMONY**

9am  Organiser’s Remarks
Rory James Doyle, CMILT, Managing Director
Transport Events Management
Malaysia

9 05am  Welcome Address
Stefano Corsini, President
Port Network Authority of North Tyrrhenian Sea
Italy

9 15am  Opening Address
Alessandro Aurigi, Counsellor (Representing Mayor)
Livorno
Italy

9 20am  Keynote Address
Zeno A. D’Agostino, President
Italian Ports Association (Assoporti)
Italy

9 30am  Exhibition Opening Ceremony and Tour of the exhibition by The VIP Group followed by conference delegates refreshments sponsored by

**SESSION 1**

**Sponsored by KALMAR**

The impact and role of Mediterranean ports in the global economy

10 30am  Chairperson’s Opening Remarks
Luca Salvetti, Journalist
Telegranducato di Toscana Srl
Italy

10 30am  Why are transshipment terminals in the Mediterranean so attractive, or are they?
Christina Prieser, Project Director Economics
HPC Hamburg Port Consulting GmbH
Germany

10 50am  Future developments in the containers market and how this impacts Mediterranean ports
James Kyritsis, Project Manager
Drewry
United Kingdom

11 10am  Understanding the maritime supply chain cyber threat in the current economy
Andrew Huxley ACII, Regional Development Director
TT Club
United Kingdom

**SESSION 2**

**Sponsored by**

Port investment strategies and infrastructure developments in improving competitiveness

11 30am  Smart Money – Investing in maritime infrastructure
Gerry Cairns, Associate Director
WSP UK Limited
United Kingdom

11 50am  Private port investments: Value the scarce opportunities in the market
Victor van Leeuwen, Director Projects
Maritime & Transport Business Solutions
The Netherlands

12 10pm  Key challenges for container terminal operators globally and in the Mediterranean
Nishal Sooredoo, Associate Director
Royal HaskoningDHV
United Kingdom

12 30pm  Port investments and maritime connectivity: The role of Italy for the Mediterranean region
Francesco Parola, Associate Professor, Department of Economics and Logistics
University of Genova
Italy

12 50pm  Questions and answers followed by conference delegates networking lunch sponsored by

**SESSION 3**

**Sponsored by reporsertek**

Port investment strategies and infrastructure developments in improving competitiveness

2pm  Intermodal connections and Maritime Ports: the next quantum leap. Livorno position in perspective
Massimiliano Cazzoni, Marketing Director
GIP - Gruppo Investimenti Portuali
Italy

2 15pm  Future of ports: The changing relationship between ports and cities
Stefano Recalcati, Masterplanning and Urban Design Skills Leader
Arup
Italy

2 30pm  The European Investment Bank’s activity and support to the Italian ports
Andrea Kirschen, Infrastructure, Local Authorities & Energy
European Investment Bank
Italy

2 45pm  Acquiring a competitive edge through smart port city developments
Arezzo Bakker, Partner
StigΔ
The Netherlands

3pm  Questions and answers followed by refreshments served in the exhibition sponsored by

Supporting Trade Organisations
SESSION 4  Sponsored by Efficiency in cargo handling through improvements in regional supply chain connectivity

4pm  The role of port authority in improving supply chain connectivity
Tarik Maaouni, Director of Organisation and Information Systems
The National Ports Agency (ANP)
Morocco

4 15pm  Digital transformation of ports: Disruptive technologies for motorways of the sea
Pano Pagano, Director of Advanced Sensing Network and Communication in Sea Port
Port Network Authority of North Tyrrhenian Sea
Italy

4 30pm  Internet of things, blockchain and digitalisation among international logistic chain: Industry 4.0 projects and fast trade lane experiences
Luca Abatello, Chief Executive Officer
Circle
Italy

4 45pm  Operating a regional container and multimodal transport service in the Mediterranean
Damilo Ricci, General Manager
Tarros Group - La Spezia -
Italy

5pm  Seals of the past to today’s intelligent seals
Bruno Ferretti, Division Manager
RFID SEALS & LABELS by Etti Sicurezza SRL
Italy

5 15pm  Eco-efficient technology at port container terminals
Marco Tosi, Market Area Director
Kalmar
Italy

5 30pm  Questions and answers followed by Chairperson’s closing remarks

8 15pm - 10 30pm  Networking Welcome Dinner for all delegates at Pesciisumante a Calafuria,
Livorno. Transport will depart from Grand Hotel Palazzo lobby at 8 15pm
sharp and will return back to the hotel at approximately 10 30pm. Generously
sponsored by

Thursday 19 April 2018

8 30am  Conference delegates registration and refreshments served in the exhibition
sponsored by

SESSION 5  Sponsored by igus Sustainable approaches to technology for the ports and shipping industry

9am  Chairperson’s Opening Remarks
Prof. Ing. Paolo Fadda, Lecturer
Faculty of Engineering, University of Cagliari
Italy

9am  Optimized spreader performance: A macro perspective on total cost of ownership
Lars Mearling, Vice President Marketing
Bromma
Sweden

9 15am  igus® - Smart plastics for crane & port applications
Jens Göbel, Industry Manager Cranes & Material handling, e-chainsystems®
igus
Germany

9 30am  Rethink your way of operation to stay competitive — Optimisation tools for container terminals
Anja Jablonski, Project Manager
ISI Application GmbH
Germany

9 45am  Technology packages for cranes and heavy duty applications
Peter Sebastian Pütz, Head of Strategic Marketing & Head of Crane Business
Tsubaki Kabelschlepp GmbH
Germany

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

SESSION 6  Sponsored by Sustainable approaches to technology in improving ports and logistics operations

11am  Crane upgrades as a way to extend the life time of your cranes
Eduardo Prat, Vice President Crane Upgrades
Konecranes Port Solutions
Italy

11 15am  Cable management for shore power in improving port operations
Georg Matzku, Sales Manager Industry
Stemmann-Technik GmbH
Germany

11 30am  Container terminal automation - The step by step approach
Thomas Saunholter, State Certified Electrical Engineer
VIAPLE
Germany

11 45am  Improving operations, staying competitive and creating value through innovations
Martin Metz, Regional Sales Manager
Siemens AG
Germany

12pm  Combining mobile cargo cranes and external power supply
Gino Ghieri, Regional Sales Manager
Kanecranes Port Solutions
Italy

12 15pm  Stepping forward with Transportation Management System (TMS)
Soliman Wadie, Sales Director - Africa and Middle East
Total Soft Bank Ltd.
Egypt

SESSION 7  Perspectives in managing ports and terminal operations - What can we learn from this region?

12 30pm  Sardinian port’s network: A unique destination for commercial shipping
Massimo Dieana, President
Port Network Authority of the Sardinia Sea
Italy

12 45pm  Questions and answers followed by conference delegates networking lunch

2pm  Port facilities – Port of Rades
Houcine Jallouli, Director
Port of Rades
Tunisia

2 15pm  The role of the Port of Ancona as gateway for the Mediterranean motorways of the sea
Matteo Paroli, Secretary General
Central Adriatic Ports Authority
Italy

2 30pm  Port of Thessaloniki: New vision as a gate to Southeastern Europe
Rui Pinto, Deputy CEO
Thessaloniki Port Authority SA
Greece

2 45pm  Can Port of Koper development bring benefits to European logistics?
Suzana Zornada Vrabec, Sales and Marketing Manager
Port of Koper
Slovenia

3pm  Questions and answers followed by Chairperson’s closing remarks. Conference
delegates refreshments served in the exhibition sponsored by

Supporting Media
ITALIAN DELEGATE REGISTRATIONS

For Italian Nationals, Citizens And Residents Only of Italy, The Conference Delegate Registration is €595.
• On or Before Sunday 18 March 2018: The ‘Early Bird’ Conference Delegate Registration is €495
• From Monday 19 March 2018: The Regular Conference Delegate Registration is €595
• Business / Photo ID is Required
• No Delegate Registration Will be Accepted Without Full Payment

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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&O.E

I acknowledge that I have read and understand the above terms and conditions.
Signed: ____________________________ Date: ____________________________

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EXHIBITION VISITORS ONLY

Registration to Visit The Trade Exhibition is Free of Charge And Should be Done During The Event On-Site at The Registration Desk.

Exhibition Opening Times are:
Wednesday 18 April 2018 9am to 5pm
Thursday 19 April 2018 9am to 3.30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is Grand Hotel Palazzo Livorno, Italy. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Grand Hotel Palazzo Livorno, Italy
viale Italia, 195
57125 Livorno, Italy

Contact Person
Mrs. Martina Bonifazio
Events - Conferences
Tel: + 39 0586 26 08 36
Fax: + 39 0586 80 61 82
Email: HA2H1-CG@accor.com
Website: https://www.ghpalazzo.it