

# 3<sup>rd</sup> MED PORTS

## 2015

SHERATON CASABLANCA HOTEL AND TOWERS, MOROCCO  
WEDNESDAY 25 AND THURSDAY 26 MARCH 2015

FULLY SUPPORTED BY

**Marsa Maroc**

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**APM TERMINALS**

**MCS**  
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**LIEBHERR**

**PORTNET**  
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• Technical Site Visit • 60 International Exhibition Stands • 30 International Conference Speakers • 500 International Decision Makers • Networking Welcome Dinner  
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) •

### KEY SPEAKERS.... PLUS MANY MORE!

1. **Dr. Ahmed Lotfi**  
Senior Representative, Association Marocaine pour la Logistique (AMLOG), Morocco
2. **Carlos Garzón**  
Principal Consultant, Ocean Shipping Consultants, United Kingdom
3. **Suzana Zornada Vrabec**  
Marketing and Sales Manager, Port of Koper, Slovenia
4. **Mustapha Loulid**  
Head of Infrastructures' Department, Port of Casablanca, Marsa Maroc, Morocco
5. **Wissam Elassal**  
Information and Technology Manager, APM Terminals, Morocco
6. **John Ghio**  
Bunkering Superintendent, Gibraltar Port Authority, Gibraltar
7. **Lluís París**  
Commercial Manager, Port de Barcelona, Spain
8. **Vincent Ernoux**  
Project Manager, Fundació Valenciaport, Spain
9. **Rachid Houari**  
Director of the Port Tanger Med 1, TMSA (Port & Free Zones), Tanger Med Port Authority, Morocco

### HIGHLIGHTED TOPICS

- Current market competitiveness and key economic movements in the Mediterranean region
- Energy Efficiency: Drafting an energy efficiency plan for cost savings in the current economy
- Port as engines of growth for Africa
- National Single Window: Essential components of integration in the supply chain
- Modernise operational processes by forecasting next shift's operation - Become pro-active
- Infrastructure and operation developments at the Port of Casablanca
- Gibraltar Port – Gateway to the Mediterranean
- Continued growth in port activities for the Mediterranean region
- Connecting the Mediterranean and Southern Europe for economic growth
- Improving efficiency and productivity of port service delivery
- Best practices in port and terminal operations in challenging environments
- Port Monfalcone – Intermodal and green economy initiatives

**For more Information or to Register**

Tel. + 60 87 426 022

Fax. + 60 87 426 223

Email: [enquiries@transportevents.com](mailto:enquiries@transportevents.com)

Website: [www.transportevents.com](http://www.transportevents.com)

# SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **3rd Med Ports 2015 Morocco 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 3rd Med Ports 2015 Morocco 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 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 nametag sponsorship.**

Sponsored by 

## 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 lanyard sponsorship.**

## 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.

## Conference and Exhibition Directional Signage

Have your company's latest full colour logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is GBP3,985.

## 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 Exhibition 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 – Tuesday 24 March 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.

Session 1 

Session 2 

Session 3 

Session 4 

Session 5 

Session 6 

## 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 

Break 2 

Break 3 

Break 4

Break 5

Break 6

## 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.

Wednesday 25 March 2015 Sponsored by 

Thursday 26 March 2015 Sponsored by 

## Networking Welcome Dinner – Wednesday 25 March 2015

The Networking Welcome Dinner is the social highlight of the event. All participants enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with wonderful 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.

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# 3<sup>rd</sup> MED PORTS

# 2015

Sheraton Casablanca Hotel and Towers, Morocco  
Wednesday 25 and Thursday 26 March 2015

Fully Supported by



Official Hotel and Venue



Official Carrier



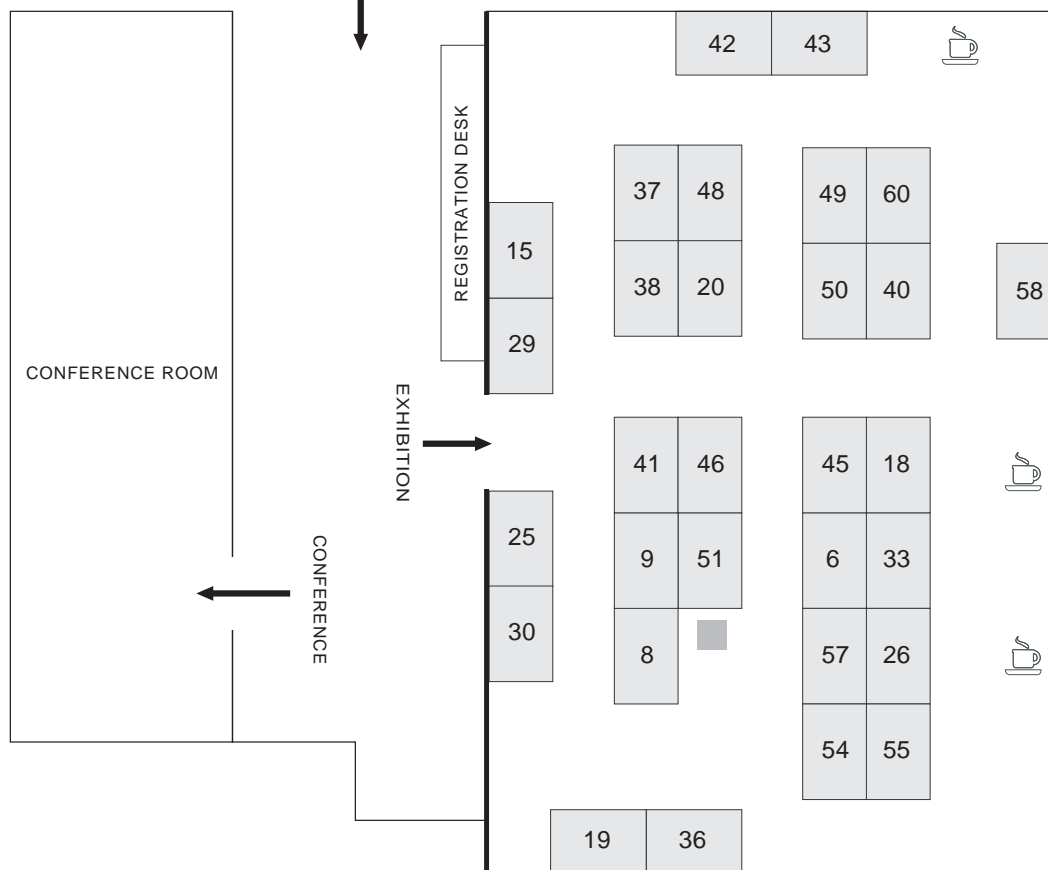
Lanyards Sponsor



Conference Sessions Sponsors



MAIN ENTRANCE



Conference Delegates Refreshment Sponsors



Conference Delegates Lunch Sponsors



Networking Welcome Dinner Sponsor



## STAND ALLOCATION (updated on 27 / 03 / 2015)

49 APM Terminals Tangier	46 MCS International LLC
60 APM Terminals Tangier	38 Port of Barcelona
15 ASMEX	48 Port of Civitavecchia
54 Eurogate Tanger	42 Port of Livorno
55 Eurogate Tanger	43 Port of Livorno
25 Gaussin Manugistique	20 RAM Spreaders
50 Houcon Cargo Systems B.V	30 Seiser-pro.com
57 Hyster Europe	37 SIBRE Brakes
40 Kalmar	18 Siemens
15 l'Association Professionnelle des Agents Maritimes (APRAM)	19 Somaport
	36 Somaport
58 Liebherr	29 Stinis Holland B.V.
45 Log@Sea (Circle – IB Network)	26 Tanger Med Port Authority
8 Marsa Maroc	33 Tanger Med Port Authority
9 Marsa Maroc	51 Terex Port Solutions
41 MCS International LLC	6 The MediTelegraph

## EXHIBITION BOOTH PACKAGE

**3 x 2 Square Metre** booths Include:

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

Please Visit: [www.transportevents.com](http://www.transportevents.com)



**TRANSPORT EVENTS**

Transport Events Management Limited (Head Office)

Tel: + 60 87 426 022

Fax: + 60 87 426 223

Email: [enquiries@transportevents.com](mailto:enquiries@transportevents.com)

Tuesday 24 March 2015

## TECHNICAL SITE VISIT

- 9am Transport departs from the Sheraton Casablanca Hotel and Towers lobby to the Port of Casablanca
- 9 30am Arrival at Marsa Maroc for presentation and tour of the terminal which includes:
- The container terminal
  - General cargo terminal
  - RoRo terminal
  - The new TC3 container terminal
- 11am Transfer to Somaport for presentation and tour of terminal
- 12pm Light lunch for all participants at Océanic Club de Casablanca. Sponsored by



## Wednesday 25 March 2015 Opening Ceremony

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



- 9am Organiser's Remarks  
**Rory J. Doyle, Managing Director**  
Transport Events Management  
Malaysia
- 9 05am Welcome Address  
**Mohammed Abdeljalil**  
President of the Executive Board  
Marsa Maroc  
Morocco
- 9 10am VIP Keynote Address  
**His Excellency Minister Aziz Rabbah**  
Minister of Equipment and Transport  
Ministry of Equipment and Transport  
Morocco
- 9 20am Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments sponsored by



### SESSION 1 Sponsored by **Marsa Maroc**

#### Current market competitiveness and key economic movements in the Mediterranean region

- 10 20am Chairperson's Opening Remarks  
**Mohamed Bajjou, Head, Human Resource Department**  
Port of Casablanca  
Morocco
- 10 20am Transport infrastructure and logistics - The strategic levers of trade and competitiveness  
**Dr. Ahmed Loffi, Senior Representative**  
Association Marocaine pour la Logistique (AMLOG)  
Morocco
- 10 40am Energy efficiency in ports – Impact on money savings  
**Vincent Erno, Project Manager**  
Fundación Valenciaport  
Spain
- 11am Ship size revolution and transshipment patterns in the West Mediterranean  
**Carlos Garzón, Principal Consultant**  
Ocean Shipping Consultants  
United Kingdom
- 11 20am Port of Koper – Much more than just an excellent location  
**Suzana Zornada Vrabec, Marketing and Sales Manager**  
Port of Koper  
Slovenia



- 11 40am Port and maritime diplomacy  
**Mohammed Adnane Ouzzine, Desk Officer**  
Ministry of Foreign Affairs and Cooperation  
Morocco

### SESSION 2 Sponsored by **EUROGATE Tanger**

#### The Mediterranean supply chain – Shaping a value added supply chain cycle in the Mediterranean economy

- 12pm The logistics clusters in Mediterranean a trend or a necessity?  
**Imad Dridi, Logistics Manager**  
Hanjin Logistics  
Morocco
- 12 20pm Questions and answers followed by conference delegates networking lunch sponsored by



### SESSION 3 Sponsored by **SIEMENS**

#### Securing competitive technology infrastructures for port and terminal modernisation in improving operations and cost savings

- 2pm Mobile harbour cranes in managing terminal operation requirements  
**Andreas Czwilina, Regional Sales Manager**  
Sales Mobile Harbour Cranes  
Terex Port Solutions  
Germany
- 2 20pm Crane Simulators to increase port productivity and safety  
**Anthony Martin - Garin, Manager**  
Liebherr  
Austria
- 2 40pm Dust Free Loading Systems  
**Frank van Laarhoven, Sales Manager - Europe**  
RAM Spreaders  
NSL Engineering Pte Limited  
United Kingdom
- 3pm Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



- 4pm Operation automations for improved time management and cost saving measures  
**John S. Dunlop, International Development**  
Solon Software  
Turkey
- 4 20pm Modernise operational processes by forecasting next shift's operation - Become pro-active  
**Dr. Holger Schuett, Managing Director**  
ISL Applications GmbH  
Germany

## Supporting Media



- 4 40pm Questions and Answers followed by Chairperson's closing remarks
- 6 30pm - 9pm Networking Welcome Dinner for all participants at Océanic Club de Casablanca. Transport leaves from Sheraton Casablanca Hotel and Towers lobby at 6 30pm sharp and will return back to the Sheraton Casablanca Hotel and Towers lobby at approximately 9pm. Smart Casual Attire. Generously sponsored by



**Thursday 26 March 2015**

8am Conference delegate registration. Refreshments served in the exhibition

**SESSION 4** Sponsored by **PORTNET**

**Securing competitive technology infrastructures for port and terminal modernisation in improving operations and cost savings**

9am Chairperson's Opening Remarks  
**Dr. Holger Schuett, Managing Director**  
 ISL Applications GmbH  
 Germany

9am European Maritime Single Windows and Customs trade lanes linking Europe to non EU med countries  
**Caterina Cerrini, European Project Coordination**  
 Log@Sea (Circle – IB Network)  
 Italy

9 20am Port Automated Horizontal Transportation 3.0  
**Michel Lyrstrand, President Global Sales Manager**  
 Gaussin Manugistique  
 France

**SESSION 5** Sponsored by **LIEBHERR**

**Port operations and trade: Harmonising ports and terminal operators in Europe, the Middle East and Africa (EMEA) in facilitating economic growth and maritime operations in the Mediterranean**

9 40am Managing safety in port terminals: Case of Marsa Maroc in the Port of Casablanca  
**Mustapha Loulid, Head of Infrastructures Department**  
 Port of Casablanca  
 Marsa Maroc  
 Morocco

10am Technology integration outlook in container terminals  
**Wissam Elassal, Information and Technology Manager**  
 APM Terminals  
 Morocco

10 20am Questions and answers followed by conference delegates refreshments served in the exhibition

11 20am PortNet, a strategic alliance of the port and foreign trade community at the service of the economic operator  
**Jalal Benhayoun, General Manager**  
 PORTNET S.A  
 Morocco

11 40am Continued growth in port activities for the Mediterranean region  
**Rachid Houari, Director of the Port Tanger Med 1**  
 TMSA ( Port & Free Zones)  
 Tanger Med Port Authority  
 Morocco



12pm Balance for growth towards a global shipping and logistics network  
**Gerardo Landaluce, Development & Commercial Director**  
 Port Authority of Algeciras Bay  
 Spain

12 20pm Port as engines of growth for Africa  
**Truong Bui, Project Manager**  
 Roland Berger  
 Singapore

12 40pm Barcelona, a diversified productive port  
**Lluís París, Commercial Manager**  
 Port de Barcelona  
 Spain

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



**SESSION 6** Sponsored by **TANGER MED** PORT AUTHORITY

**Port operations and trade: Harmonising ports and terminal operators in Europe, the Middle East and Africa (EMEA) in facilitating economic growth and maritime operations in the Mediterranean**

2pm Gibraltar Port – Gateway to the Mediterranean  
**John Ghio, Bunkering Superintendent**  
 Gibraltar Port Authority  
 Gibraltar

2 20pm Euro - Mediterranean trade: Infrastructures and innovation solutions for gateway ports  
**Francesco Ghio, Research Department**  
 Livorno Port Authority  
 Italy

**Franscalberto De Bari, Development and Innovation Department**  
 Livorno Port Authority  
 Italy

2 40pm Huelva port of discovery  
**Pedro García, General Manager**  
 Port of Huelva  
 Spain

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

**Supporting Trade Organisations**



## REGISTRATION INFORMATION

To Participate in The **3rd Med Ports 2015** You Need to Register as a Conference Delegate

- Password Protected Online Conference Papers And Speakers Bios
- Conference Lunches And Refreshment Breaks
- Networking Welcome Dinner
- Official Colour Photographs From The Event.

## CONFERENCE DELEGATE REGISTRATION

Please Complete And Fax Back This Form Or Register Online at [www.transportevents.com](http://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](mailto:alin@transportevents.com)

### Conference Delegate Registration

- I Wish to Attend The Technical Site Visit on Tuesday 24 March 2015
- I Wish to Attend The Networking Welcome Dinner on Wednesday 25 March 2015.

Name: \_\_\_\_\_ 30 / 03 / 2015

Position: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

## METHOD OF PAYMENT (NON SOUTH AFRICAN RAND)

- On or Before Wednesday 25 February 2015: 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 Thursday 26 February 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. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is **FREE**. Apply by emailing [alin@transportevents.com](mailto:alin@transportevents.com). Business/Photo ID is required.
- One Day Conference Delegate Registration on Wednesday 25 March 2015 is GBP595
- One Day Conference Delegate Registration on Thursday 26 March 2015 is GBP595
- **For Moroccan Nationals, Citizens And Residents of Morocco, The Conference Delegate Registration is MAD4200. ID required.**
- No Delegate Registration Will be Accepted Without Full Payment

- Credit Card - Secure Online Registration And Payment Via Paypal at [www.transportevents.com](http://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](mailto: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 (Circle Correct Amount) Per Delegate to HSBC
- I Have Transferred MAD4200 Equivalent in GBP300 Per Delegate to HSBC

\*Bank Transfer to:

Agent Bank : HSBC Bank PLC, London, UK ( Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15 )  
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.**

## METHOD OF PAYMENT (SOUTH AFRICAN RAND ONLY)

Payment in South African Rand Only Can be Paid Into

Account name: TRANSPORT EVENTS MANAGEMENT LIMITED

ZAR account no.: 121 - 011126 - 001

Bank Name HSBC : Johannesburg Branch

Branch Code: 587000

Swift Code: HSBCZAJJ

Account Type: Current

Address: 2 Exchange Square, 85 Maude Street, Sandown, Sandton, 2196 South Africa

- On or Before Wednesday 25 February 2015: The 'Early Bird' Conference Delegate Registration is ZAR16,600 - Save ZAR1,800 **Special Offer!** - 3 Delegates For The Price of 2 in This Category! Save ZAR16,600!
- From Thursday 26 February 2015: The Regular Conference Delegate Registration is ZAR18,400. **Special Offer!** - 3 Delegates For The Price of 2 in This Category! Save ZAR18,400!
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is ZAR11,000. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is **FREE**. Apply by emailing [alin@transportevents.com](mailto:alin@transportevents.com). Business/Photo ID is required.
- One Day Conference Delegate Registration on Wednesday 25 March 2015 is ZAR11,000
- One Day Conference Delegate Registration on Thursday 26 March 2015 is ZAR11,000

1) Electronic Deposits Must be Made Directly to HSBC.

2) For Deposits Via Any of The First National Bank Electronic Delivery Channel, Please Advise That Due to a Technical Limitation on FNB, Please Drop The First Character of The Account Number Reducing it to Eleven i.e 121 00XXXX 001 on FNB Would Need to be 21 00XXXX 001

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
  - 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: \_\_\_\_\_

## CONTACT DETAILS

Transport Events Management Limited (Head Office)

Tel. + 60 87 426 022

Fax. + 60 87 426 223

[enquiries@transportevents.com](mailto:enquiries@transportevents.com)



[www.transportevents.com](http://www.transportevents.com)

The Official Hotel And Venue is **Sheraton Casablanca Hotel & Towers, Morocco**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**Sheraton Casablanca Hotel & Towers**

100 Avenue Des F. A. R.,  
Casablanca 20000, Morocco



Contact Person

Ms. Fatiha Sennane Berrada

Tel: + 212 52 243 9468

Fax: + 212 52 243 9407

E-mail: [fatiha.sennane@sheraton.com](mailto:fatiha.sennane@sheraton.com)

Website: [www.sheratoncasablanca.com](http://www.sheratoncasablanca.com)

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, to Booking Through Email, Please Contact [kulenquiries@my.qatarairways.com](mailto:kulenquiries@my.qatarairways.com) For The Attention of The Supervisor on Duty With Subject Matter: **OS QR DC/KULX017**. You May Also Contact Tel: +60 3 2118 6100 Fax: +60 3 2118 6002 or Visit [www.qatarairways.com](http://www.qatarairways.com) And Key in The Promo Code: **CASMEDPORT15** (Valid From 11 November 2014 to 26 March 2015). Travel Period From 14 March 2015 to 5 April 2015.



## EXHIBITION VISITORS ONLY

Free Registration For Visiting The Trade Exhibition Only, Should be Done During The Event On-Site at The Registration Desk

Exhibition Opening Times are:

Wednesday 25 March 2015

Thursday 26 March 2015

9am to 5pm

9am to 3pm