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

**Fully Supported by**

**Sponsored By**

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 Paris
   Commercial Manager, Port de Barcelona, Spain
8. Vincent Ernoux
   Project Manager, Fundación 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

**KEY SPEAKERS…. PLUS MANY MORE!**

**Sponsored By**

- 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)

**For more Information or to Register**

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

**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.

**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.

**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.

**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.

Sponsored by
STAND ALLOCATION (updated on 27 / 03 / 2015)

49  APM Terminals Tangier
60  APM Terminals Tangier
15  ASMEX
54  Eurogate Tanger
55  Eurogate Tanger
25  Gaussin Manugistique
50  Houcon Cargo Systems B.V
57  Hyster Europe
40  Kalmar
15  l’Association Professionnelle des Agents Maritimes (APRAM)
29  Liebherr
45  Log@Sea (Circle – IB Network)
8  Marsa Maroc
9  Marsa Maroc
41  MCS International LLC
36  Somaport
29  Stinis Holland B.V.
26  Tanger Med Port Authority
33  Tanger Med Port Authority
51  Terex Port Solutions
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
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 TCS container terminal

11am  Transfer to Somaport for presentation and tour of terminal

12pm  Light lunch for all participants at Oceanic Club de Casablanca. Sponsored by Marsa Maroc

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 Solon

SESSION 1  Sponsored by Marsa Maroc

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 Lotfi, Senior Representative
Association Marocaine pour la Logistique (AMLOG)
Morocco

10 40am  Energy efficiency in ports – Impact on money savings
Vincent Ernoux, Project Manager
Fundación Valenciaport
Spain

11am  Ship size revolution and transhipment 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

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 Cwatalina, 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
NSL Spreaders
United Kingdom

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

APM TERMINALS

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 Schwett, Managing Director
ISL Applications GmbH
Germany

Supporting Media
4:40 pm  Questions and Answers followed by Chairperson’s closing remarks

6:30 pm - 9 pm  Networking Welcome Dinner for all participants at Océanic Club de Casablanca. Transport leaves from Sheraton Casablanca Hotel and Towers lobby at 6:30 pm sharp and will return back to the Sheraton Casablanca Hotel and Towers lobby at approximately 9 pm. Smart Casual Attire. Generously sponsored by

Thursday 26 March 2015

8 am

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

9 am

Chairperson’s Opening Remarks
Dr. Holger Schuett, Managing Director
ISL Applications GmbH
Germany

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

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

9:40 am  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

Technology integration outlook in container terminals
Wissam Elbassali, Information and Technology Manager
APM Terminals
Morocco

10 am

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

11:20 am  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

11:40 am  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

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

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

12:40 pm  Barcelona, a diversified productive port
Lluís Paris, Commercial Manager
Port de Barcelona
Spain

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

SESSION 6  Sponsored by TANGIER MED

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

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

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

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

3 pm  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
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 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 (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: 567000
Swift Code: HSBCZAJL
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 ZAR1,800!
- 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. 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&OE

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

Signed:

Dated:

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