

# 10<sup>th</sup> TRANS Middle East DOHA 2014

Wednesday 21 and Thursday 22 May 2014  
InterContinental Doha The City, Qatar

Supported By



Qatar Ports Management Company (Mwanī Qatar)

• Technical Site Visit • 30 International Conference Speakers • 500 International Decision Makers

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

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

1. **Michael Deleuran**  
*Executive Vice President — Maritime, Milaha, Qatar*
2. **Yaman Al Hawamdeh**  
*Partner, Holman Fenwick Willan Middle East LLP, United Arab Emirates*
3. **Rob van Klingeren**  
*Managing Director, Kalmar Middle East & East Africa, Kalmar Industries, United Arab Emirates*
4. **Takao Omori**  
*Chief Executive Officer, Portek International Pte. Ltd., Singapore*
5. **Alexander Borg**  
*Consultant for the Middle East Region, Wisdom Business School, United Arab Emirates*
6. **Andrew Kemp**  
*Regional Director — Europe, Middle & Africa, TT Club, United Kingdom*
7. **James Bremen**  
*Partner — Construction, Herbert Smith Freehills, Qatar*
8. **Paul van Eulem**  
*Director, Maritime Transport & Business Solutions, The Netherlands*

## HIGHLIGHTED TOPICS

- Maritime Supply Chain Integration — Realising The Part of Ports in Global Logistics
- Port Modernisation And Capacity Improvements: Catching up With Growth Opportunities
- Putting The Right Cargo Handling And Heavy Lifting Equipment in Place
- Achieving Greater Cargo Visibility, Security And Tracking in Your Ports
- Cost Effective Container Inspection And Detection Technology
- Growth Strategies Driving Maritime Players Within The Region
- Forthcoming Challenges in Relation to Strong Demand in Global Containerisation
- Current State of Infrastructure And Investor Sentiments For Ports And Shipping Development
- Global Trends in The Ownership of Ports And Its Significance For Shipping Lines
- The Outlook For Container Traffic And The Growth Prospects For Intra-Regional Trades

**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)

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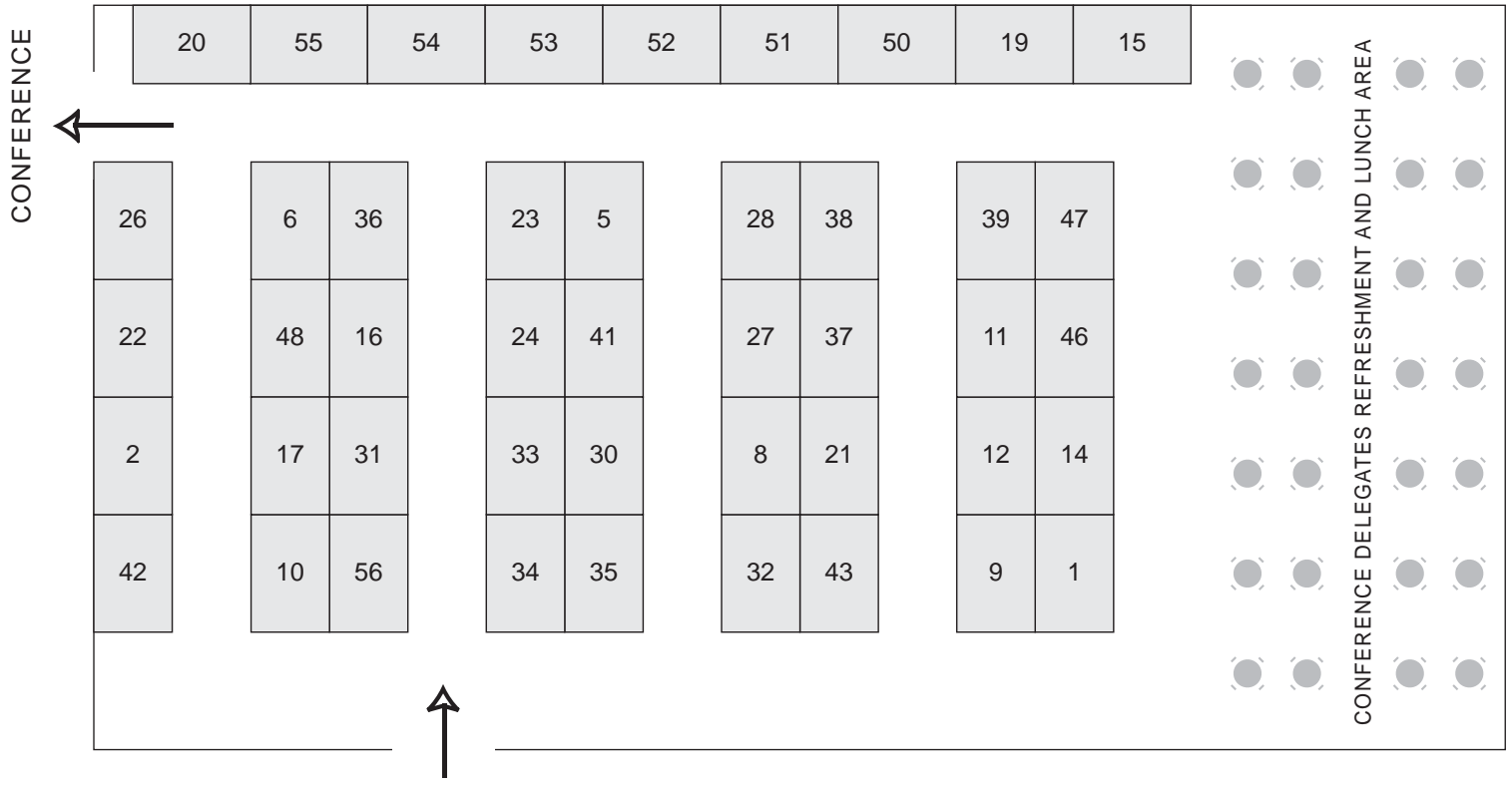
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EXHIBITION ENTRANCE

Name Tags Sponsor

Conference Sessions Sponsors

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Conference Delegates Lunch Sponsors



## STAND ALLOCATION (updated on 14 / 05 / 2014)

53 Advantech DLOG	22 Port Authority of Naples
54 APT Global Marine	8 Qatar Petroleum
55 APT Global Marine	21 Qatar Petroleum
46 Bemo Rail BV	32 Qatar Petroleum
48 Capacity Trucks	43 Qatar Petroleum
14 Chartered Institute of Logistics and Transport International	10 Qatar Ports Management Company (Mwani Qatar)
5 Copam Middle East (FZC)	17 Qatar Ports Management Company (Mwani Qatar)
38 Dutch Lanka Trailers	31 Qatar Ports Management Company (Mwani Qatar)
19 Gaussin Manugistique	56 Qatar Ports Management Company (Mwani Qatar)
39 Hyster Europe	50 Ravestein BV
11 Jade Master Terminal	41 Safmarine
12 Jade Master Terminal	30 SANY Group
27 Kanoo Freight	5 Sew Eurodrive
28 Kanoo Freight	26 Siemens
27 Kanoo Shipping Services	42 Stemann - Technik GmbH
28 Kanoo Shipping Services	20 Tantri Trailers (Pvt) Ltd
23 Kranunion	15 Terex Port Solutions
6 Liebherr	51 T.G.S. The Grab Specialist B.V.
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34 MCS International LLC	24 UniChem Limited
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10 New Port Project	47 ZF Friedrichshafen
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37 North Adriatic Ports Association (NAPA)	

## EXHIBITION BOOTH PACKAGE

3 x 2 Square Metre booths Include:

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Tel : +60 87 426 022 Fax : +60 87 426 223



Tuesday 20 May 2014

**TECHNICAL SITE VISIT**

- 9am Departure from Intercontinental Doha the City Hotel
- 11am Arrival at Mesaieed Industrial City for presentation and refreshments
- 12pm Arrival at New Port Project, Qatar for presentation
- 1pm Tour Port Basin and Container Terminal, New Port Project, Qatar
- 2pm Departure for Intercontinental Doha the City Hotel
- 3pm Arrival at Intercontinental Doha the City Hotel



**Wednesday 21 May 2014 Opening Ceremony**

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



9 15am **Organiser's Remarks**  
Rory J. Doyle, Managing Director  
Transport Events Management  
Malaysia

9 20am **Welcome Address**  
Capt. Abdulla Al-Khanji, Chief Executive Officer  
Qatar Ports Management Company  
Qatar

9 30am Exhibition opening ceremony and tour of the exhibition by the VIP group

**SESSION 1** sponsored by 

**The Future of Regional Maritime and Trade Development in the Middle East: 2014 and Beyond**

10 45am **Chairperson's Opening Remarks**  
Dr. Mohamed Briouig, Senior Ports Planning and Development Coordinator, Ports Department, Industrial Cities Directorate  
Qatar Petroleum  
Qatar

10 45am **Qatar's Ports Sector - Past, present and future prospects**  
Dr. Mohamed Briouig, Senior Ports Planning and Development Coordinator, Ports Department, Industrial Cities Directorate  
Qatar Petroleum  
Qatar

11 05am **The implications of shipping consolidation in the container sector**  
Ian Chadney, Principal Port Consultant  
Royal Haskoning DHV  
United Arab Emirates

11 25am **Public-Private Partnership (PPP) opportunities in the EMEA region**  
Paul van Eulem, Director  
Maritime Transport & Business Solutions  
The Netherlands

11 45am **Investment opportunities in ports development and terminal operations in the Middle East/GCC**  
Dr. Jonathan Beard, Vice President ICF - Global Lead Ports & Logistics  
ICF International Ltd.  
Hong Kong

12 05pm **Fostering training, cooperation and self development in the logistics sector in the Middle East region – challenges and opportunities**  
Mike Lee, Secretary General  
The Chartered Institute of Logistics and Transport UAE (CILT UAE)  
United Arab Emirates

12 25pm **Innovation and creativity to adapt in an evolving and highly competitive logistics sector**  
Alexander Borg, Consultant for the Middle East Region  
Wisdom Business School  
United Arab Emirates

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



**SESSION 2** Sponsored by 

**Emerging Trends in Maritime Transport and The Impact on Ports Development**

2pm **Coastal modelling works and challenges for New Port Project, Qatar**  
Chris Powell, Principal Infrastructure Engineer  
WorleyParsons  
Oman

2 20pm **Construction issues with regards to ports development in the Middle East region - legal perspective**  
James Bremen, Partner – Construction  
Herbert Smith Freehills  
Qatar

2 40pm **How to reduce accidents and insurance claims for ports and terminals?**  
Andrew Kemp, Regional Director – Europe, Middle East & Africa  
TT Club  
United Kingdom

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



**Supporting Media**



4pm A carrier's perspective – how can infrastructure challenges in the Middle East be overcome?  
 Michel Deleuran, Executive Vice President – Maritime Milaha  
 Qatar

4 20pm Infrastructure advantages and challenges in the Middle East and the impacts on ports development  
 Sailesh Sasidharan, Trade Manager  
 Maersk Line U.A.E., Oman, Qatar and Iran  
 United Arab Emirates

4 40pm Question and Answers followed by the Chairperson's dosing remarks

4 40pm - 7pm Networking Welcome Reception for all participants and spouses at the Intercontinental Doha the City Hotel. Smart Casual Attire



11 20am Modular loading quay – a ship loading facility with a modular system  
 Cees Ravestein, Director  
 Ravestein BV  
 The Netherlands

11 40am Kalmar a specialized company in crane upgrades  
 Rob van Klingeran, Managing Director, Kalmar Middle East & East Africa  
 Kalmar Industries  
 United Arab Emirates

12pm Establishing international standards on LNG bunkering  
 M. Shahrin Osman, M.Sc. Regional Manager – Maritime Advisory, Middle East & India,  
 DNV-GL  
 United Arab Emirates

12 20pm Environmental risk assessment to chemical transportation measures  
 Nivine Abouel Soud, Chief Executive Officer  
 UniChem Limited  
 Qatar

12 40pm Questions and answers followed by conference delegates networking lunch sponsored by

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SESSION 4 sponsored by كانو للملاحة  
 Kanoo Shipping

### Effective Management of Port and Terminal Operations in the Middle East

2pm The framework for ports' & operators liability regimes  
 Yaman Al Hawamdeh, Partner  
 Holman Fenwick Willan Middle East LLP  
 United Arab Emirates

2 20pm How technologies/services can help medium size port operators manage terminals effectively?  
 Takao Omori, Chief Executive Officer  
 Portek International Pte Ltd  
 Singapore

2 40pm North Adriatic serving Middle East Markets – trends and prospects  
 Mitja Dujc, Sales & Marketing Department  
 North Adriatic Ports Association (NAPA) / Port of Koper  
 Slovenia

3pm Questions and answers followed by Chairperson's dosing remarks and conference delegates refreshments served in the exhibition sponsored by

## Thursday 22 May 2014

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



SESSION 3 sponsored by SANY  
 Innovative Technology and Cutting Edge Solutions for Middle East Ports and Terminal

9am Chairperson's Opening Remarks  
 Neil Brimson, Managing Partner  
 Herbert Smith Freehills  
 Qatar

9am Zero noise and zero emission container terminal  
 Elvio Simonetti, Sales and Marketing Director  
 Gaussin Port Equipment  
 France

9 20am Safety and savings through simulation  
 Gordon Clark, Division Manager Sales MCCtec  
 Liebherr  
 United Arab Emirates

9 40am Choosing the right TOS  
 Mark Ginnever, Global Services Director  
 Jade Software Corporation Ltd.  
 New Zealand

10am Efficient solutions for bulk handling in the Arabic Gulf  
 Dr. Wolfgang Melzer, Managing Director  
 Kirow Ardelt GmbH  
 Germany

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



Middle East Maritime Media Partner

Supporting Trade Organisations



AMLOG



BAHRAIN SHIPPING AGENTS ASSOCIATION



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## REGISTRATION INFORMATION

To Participate in The **10th Trans Middle East 2014** You Need to Register as a Conference Delegate or as a Trade Exhibition Visitor • 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](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 20 May 2014. 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: [ika@transportevents.com](mailto:ika@transportevents.com)

I Wish to Attend The Networking Welcome Reception on Wednesday 21 May 2014

Name: \_\_\_\_\_ 23 / 05 / 2014

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

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

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

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

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

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

## METHOD OF PAYMENT (NON QATARI RIYAL)

- On or Before Monday 21 April 2014: 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 Tuesday 22 April 2014: 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 21 May 2014 is GBP595  
One Day Conference Delegate Registration on Thursday 22 May 2014 is GBP595
- 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.**

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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 (QATARI RIYAL ONLY)

- For Qatari Nationals, Citizens And Residents Only of Qatar, The Conference Delegate Registration is QAR2,000
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**Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.**

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

## COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

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The Official Hotel And Venue is **InterContinental Doha The City, Qatar**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

### InterContinental Doha The City

West Bay  
P. O. Box 22178  
Doha, Qatar

### Contact Person

**Roy Mrad**  
Senior Events Manager

Tel: + 97 44 0158 754  
Fax: + 97 44 0158 749  
E-mail: [roy.mrad@ihg.com](mailto:roy.mrad@ihg.com)  
Website: [www.ihg.com/intercontinental](http://www.ihg.com/intercontinental)

  
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## EXHIBITION VISITORS ONLY

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

Exhibition Opening Times are:  
Wednesday 21 May 2014  
Thursday 22 May 2014

9am to 5pm  
9am to 3pm