

2nd THAI PORTS & SHIPPING 2003

Endorsed by the Ministry of Transport, Thailand
Officiated by His Excellency The Honourable Suriya Jungrungreangkit, Minister of Transport
Wednesday 24 and Thursday 25 September 2003

Hosted By



Port Authority of Thailand



- An Overview of Trade and Port Development in Thailand
- Financing Across The Cycle and Positioning of Future Growth
- An Overall Global Insight – Predicting the Times Ahead – Impact of World Events (Positive and Negative) on Shipping
- Inclusion of Feeder Vessels in the Overall World's Fleet
- Differentiating Port Services Through Branding Strategies to Increase Marketability
- Redefining the Main Trade Service With High Growth in Asia
- Integration of IT in the Supply Chain Management – Key Roles of IT – Capitalizing on IT to Streamline Supply Chain Processes
- Creating the Competitive Advantage Through E-commerce Solutions for Internet Fulfillment
- The Role of IT Solutions in Streamlining The Information Flow at Ports and Terminals
- Benchmarking Port Performance – Providing The IT Solution

Supporting Organisations

- Asean Ports Association
- Association of International Shipping Lines, Inc.
- Bangkok Shipowners and Agents Association
- Directorate General of Sea Communication, Indonesia
- Exporters Club
- Federation of ASEAN Shippers' Councils
- ICHCA International Limited

Supporting Organisations

- International Association of Ports and Harbors
- Shipping Australia Limited
- Thai International Freight Forwarders Association
- The Customs Broker and Heavy Equipment Association of Thailand
- The Logistics and Supply Chain Management Society
- World Federation of Free Zones (FEMOZA)

Supporting Media

- Cargo Systems
- Cargo Times Indonesia
- Cargo Village News, Dubai
- Containerisation International
- Container Management
- Indonesia Shipping Gazette
- Lloyd's Freight Transport Buyer Asia
- Lloyd's List Maritime Asia
- Logistics Manager
- PortCalls

Official Airline



Official Hotel & Venue



Tuesday 23 September 2003

There will be a full-day Site Visit to the Port of Bangkok and Laem Chabang Port for all registered participants. Transport will leave The Imperial Queen's Park Hotel lobby at 9am and return by 5pm. Lunch will be provided by Laem Chabang Port.

Wednesday 24 September 2003

0730 Conference Delegates' Registration and Refreshments
Sponsored by **THE PORT AUTHORITY**
OF NEW YORK & NEW JERSEY

0900 Conference and Exhibition Opening Ceremony

Welcome Address
Acting Director General
Port Authority of Thailand

0910 Keynote Address - An Overview of Trade and Port Development in Thailand – Opportunities and Challenges Ahead
Suriya Jungprungreangkit
His Excellency The Honourable Minister of Transport
Ministry of Transport, Thailand

0935 Exhibition Opening Ceremony and Tour of Exhibits by His Excellency The Honourable Minister of Transport

Session 1 World Trading Growth Pattern – Future Trend – How Will it Take Shape?

1030 Chairman's Opening Remarks
Barry Cable
Director – Transport, Communications, Tourism and Infrastructure Development Division
UN ESCAP, Thailand

1040 Financing Across The Cycle and Positioning for Future Growth

- How world trade growth impacts shipping
- What is the resulting impact on capital expenditures?
- How the cycle impacts market access
- What is the right capital structure for the good times and the bad?
- Implications for funding strategy of shipping companies

Andrew F. Walters
Director, Head – Asia Pacific Transportation Investment Banking, Salomon Smith Barney, Hong Kong

1105 An Overall Global Insight – Predicting the Times Ahead – Impact of World Events (Positive and Negative) on Shipping

- Macro-economic development and container trade growth
- Transpacific and Asia Europe trade forecasts
- The intra-regional trades - an assessment of port and shipping demands
- Port and terminal capacity - what will be the structure of regional flows?
- Coping with Chinese competition - what are the implications for ASEAN trades?

Andrew Penfold
Managing Director
Ocean Shipping Consultants Limited, United Kingdom

1130 Inclusion of the Regional Operator in the Overall World's Fleet. How the Trend Has Changed?
Sumate Tanthuanit
President
Regional Container Lines Group, Thailand

Session 2 Shipping - Continuous New Challenges and Opportunities

1155 The Impact of Global Trade Development on Thailand's Ports and Shipping

- Global trade development - a historical perspective
- Deregulation, outsourcing, China
- Thailand's ports and shipping - what will the future bring and how should industry in Thailand position itself
- Drivers of growth in Thailand and their uncertainties
- A changing trade pattern for Thailand

Jakob Hansen
Managing Director
APL Thailand

1220 Mind The Gap! – City Ports Ignore Their Neighbours at Their Peril

- The challenge for some city ports – residential encroachment as a threat to future 'licence to operate'
- How can a port engage its neighbours without conflict?
- How one city port has embarked upon long term education to build unique links between cargo owners; shipping lines; ports and the community

Wendy Perkins
Director - Communications
Port of Melbourne Corporation, Australia

1245 Questions and Answers Followed by Conference Delegates' Lunch Sponsored by



1400 Differentiating Port Services Through Branding Strategies to Increase Marketability

- Using 'Branding' as the strongest marketing tool in a competitive environment
- Defining the marketing boundaries between Port Authority and Terminal Operator
- Encouraging co-operation not conflict within the port community

Geoff Adam
Head of Marketing
Port of London, United Kingdom

1425 Redefining the Main Trade Service With High Growth in Asia

- Re-routing of shipping services
- Increased port development

Stephen M. McDonagh
Technical Director
Halcrow Fox, United Kingdom

1450 Controlling Risk to Maximise Profitability in a Maritime Context

- Identifying risk
- Controlling the risk of accidents
- Controlling risk by contract and insurance

Nicholas Sansom
Managing Director
Thomas Miller (South East Asia) Pte. Ltd., Singapore
Managers of the SE Asia Branch of the TT Club

1515 Conference Delegates' Refreshment Break Sponsored by
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1600 Innovative Intermodal Concepts

- Connecting the hinterland
- Logistics concept: airport-seaport-city
- Short-sea as an effective logistics solution

Gert-Jan Nieuwenhuizen
Sales Director Asia
Amsterdam Port Authority, The Netherlands

1625 Multiple Gateway - Providing an Alternative

- The gateways to Southern Thailand - Songkhla and Phuket Ports
- Cargo volumes in the south
- This port's vision and mission

Wathanachai Raunglertpanyakul
Deputy Port Director
Chaophaya Terminal International Co., Ltd. - Songkhla Port, Thailand

Session 3 Keeping Up With The Future Trend - Creating a Competitive Edge Through IT

1650 Integration of IT in the Supply Chain Management – Key Roles of IT – Capitalising on IT to Streamline Supply Chain Processes

- Impact of US security on shipper's supply chain management
- Collaboration and real-time supply chains
- Solution selection process - a practical guide to ROI, change management and integration

- Leveraging IT to support changing demands on logistics management. Recent changes in US security information requirements

Mark T. Welles

*Regional Manager – Greater China
Infrontier, Hong Kong, PRC*

- 1715** **Creating the Competitive Advantage Through E-commerce Solutions for Internet Fulfilment / The Impact and Ramifications of the Automated Manifest System (AMS) Rule**
*Don Lee
General Manager – Business Development
Descartes Asia Pacific, Korea*
- 1740** **Questions and Answers Followed by Chairman's Closing Remarks**
- 1800** **Welcome Reception and Cultural Evening hosted by the Port Authority of Thailand**

Thursday 25 September 2003

- 0800** **Conference Delegates' Refreshment Sponsored by**



- 0900** **Chairman's Opening Remarks**
*Ashley Dinning
General Manager, Shipping and Logistics
Port of Melbourne Corporation, Australia*
- 0910** **Energy Supply on Cranes With Carrier Systems: Latest Technology and Innovation**
 - Standard carrier solutions – crane applications – examples, experience and technical background
 - Low pushing and pulling forces – the key for a successful operation of carrier systems
 - New carrier solutions – short travel up to very long travel, low and high speed, low noise and long life*Herbert Wehler
Vice President Business Unit Carrier Systems
Kabelschlepp GmbH, Germany*
- 0935** **The Role of IT Solutions in Streamlining The Information Flow at Ports and Terminals**
*Rudy Martens Ing/Lic.
Director
Cosmos, Belgium*
- 1000** **Benchmarking Port Performance – Providing The IT Solution**
 - Changing business environment necessitates the provision of common IT solutions
 - Interconnectivity of intermodal operations demands matching IT flexibility
 - International industry standards required for universal benchmark criteria*Richard A. Butcher
Director of Sales Asia Pacific and Americas
Navis LLC, United States of America*

- 1025** **Conference Delegates' Refreshments Break Sponsored by**



Session 4 Ports Privatisation – Opportunities and Threats

- 1110** **Laem Chabang Port - A Case Study**
 - Public-private co-operation: key to success
 - Sustainable development to match the growth
 - Original / destination port*Teerayudh Dumanonda
Managing Director, Laem Chabang Port
Port Authority of Thailand*
- 1135** **Privatisation Models For Asian Ports**
 - Why privatise? Who benefits?
 - Privatisation options – what are the choices?
 - The role of the global operator in the privatisation process*Chris J. Langford
Chief Executive Officer
Laem Chabang International Terminal Co. Ltd., Thailand*

- 1200** **Ports Privatisation – Opportunities and Threats**

- Joint Ventures, equity participation and asset acquisition
- BOO, BOOT, BOT, LDO – What is the investor value in these acronyms?
- Corporatisation -The buzzword for port authorities in Asia

Anil Singh

*General Manager
LCB Container Terminal 1 Ltd., Thailand*

- 1225** **Investing in Ports - What Makes For a Successful Investment?**

- What are the main causes for a port project to succeed or fail?
- How to create a bankable financial structure?
- Where to look for long term financing?

Amnon Mates

*Senior Manager – Transport Infrastructure,
Infrastructure Department
International Finance Corporation, USA*

- 1250** **Questions and Answers Followed by Chairman's Closing Remarks and Conference Delegates Lunch Sponsored by**



- 1400** **Chairman's Opening Remarks**

*Gert-Jan Nieuwenhuizen
Sales Director Asia
Amsterdam Port Authority, The Netherlands*

- 1410** **Dedicated Terminal vs. Common User Terminal**

- Who are the world's leading terminal operators?
- Carriers' dedicated terminals and common-user terminals
- Cost centre concept and profit centre concept
- Customer orientated service is key for terminal operators

Masahiro (Mark) Aoyama

*Director
NYK Line Harbour Group, Japan*

- 1435** **The Role and Development of IMT - GT**

- Satun Port and logistics services for supporting South Thai Export
- The picture of inland logistic in South Thai Area and Border Limited Services
- The situation and volume of export cargo in South Thailand
- Satun Port's future development plan

Capt. Amnat Promma

*General Manager
Satun Port Services, Thailand*

Session 5 Achieving a Competitive Edge – Providing Total Integrated Services in a Secure Environment

- 1500** **Impact of the New International Maritime Security Regime**

- What is the new ISPS Code?
- What are the requirements and what is the impact on ports and shipping?
- What can ports and shipping do to comply?

Captain Amar Hanspal

*Head of Training and Consulting, Asia Pacific Region
ABS Consulting Inc., Singapore*

- 1525** **Conference Delegates' Refreshment Break Sponsored by**



- 1610** **Improving Supply Chain Security – Electronic Tracking – Smart and Secure Trade Lanes**

*Bruce A. Jacquemard
Executive VP and General Manager, Global Field Operations
Savi Technology, USA*

- 1635** **Adding Value to the Supply Chain – A Port's Perspective**

- Business logistics moving towards provision of door-to-door value added services.
- Ports are critical gateways to greater hinterland
- Ports have to respond by not only providing physical infrastructure, but also administrative, information systems and even owning airports

Captain Hup-Cheng Tan

*Regional Director – South and South East Asia
The Port Authority of New York & New Jersey, Singapore*

- 1700** **Questions and Answers and Chairman's Closing Remarks**

REGISTRATION INFORMATION

Special Offer: If 2 or more delegates register from the same company, a 3rd delegate from the same company is entitled to **Free of Charge registration**.

To participate in the **2nd Thai Ports and Shipping 2003**, you need to register as a conference delegate. Delegate registration includes the site visit, participation in all conference sessions, conference papers, welcome reception, cultural evening, two lunches and refreshment breaks. The registration fee is: **US\$ 985**

METHOD OF PAYMENT

* **Online registration at www.transportevents.com**

Alternatively, by facsimile. Please ensure that this section is completed in full before returning the registration form. Registrations will be processed once payment is received.

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CANCELLATIONS

No refunds can be made. However, substitutions can be made at any time.

DISCLAIMER

The organiser reserves the right to change the contents of this brochure and speaker programme without notice. E&OE.

FAXBACK REGISTRATION ⓘ

To register for the **2nd Thai Ports and Shipping 2003**, please complete and return this form. If you wish to register multiple participants, please copy the form for each person and fax to: + 60 3 8023 3963

- I wish to register for **2nd Thai Ports and Shipping 2003**
- I wish to attend the Site Visit on Tuesday 23 September at 9am

Name: _____

Mr/Ms/Mrs/Dr/Other _____

Job Title: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

I will not attend the **2nd Thai Ports and Shipping 2003** but wish to purchase a set of conference papers after the event at a cost of US\$ 295 per copy including DHL delivery. A set of papers will be delivered once payment is received.

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www.transportevents.com



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of Ports and Harbors

OFFICIAL HOTEL AND VENUE

The Official Hotel and Venue is **The Imperial Queen's Park Hotel, Bangkok**. To receive discounted accommodation rates, please quote **2nd Thai Ports and Shipping 2003** when making your hotel reservation.

Reservations Department

The Imperial Queen's Park Hotel
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OFFICIAL AIRLINE

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