

# 2nd Intermodal AFRICA 2004

Officiated By The Honourable Jeffrey Thamsanqa Radebe MP, Minister of Public Enterprises

Thursday 5 and Friday 6 February 2004

Hosted By



Conference  
Conducted in  
English and French



- Special Focus on Trade Development Trends
- Global Initiatives Towards Trade Facilitation and Incorporation - Progress and Future in the Growing Markets of South Africa
- The Driving Force in Shipping Growth - The Way Forward
- Globalisation - Impact and Expectation in The Different Sectors of The Logistics Chain

- Integration of Logistics and Intermodalism - A Paradigm Shift - The Need For A Holistic Approach
- Maintaining and Expanding Future Volume Growth - The Catalyst to Remain Competitive
- Infusing The Development and Strategies of Ports to Cope With Current and Future Trends
- IT - The Enabler and Value Add to Business

#### Supporting Organisations

- ASEAN Ports Association
- Federation of ASEAN Shippers' Councils
- Federation of Clearing and Forwarding Associations of Southern Africa
- Federation of East and Southern Road Transport Associations
- ICHCA International Limited
- Institute of Road Transport Engineers
- International Association of Ports and Harbors

#### Supporting Organisations

- Pan-African Association for Port Cooperation
- Port Management Association of Eastern and Southern Africa
- Port Management Association of West and Central Africa
- Road Freight Association
- South African Association of Freight Forwarders
- South African Shippers' Council
- South African - Netherlands Chamber of Commerce (SANEC)
- Union des Administrations Portuaires du Nord de l'Afrique

#### Supporting Media

- African Shipping Review
- Cargo Info Africa
- Cargo Systems
- Container Management
- Containerisation International
- Freight & Trading Weekly
- Port Strategy

Official Airline



Official Hotel and Venue





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South Africa, 2017

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**Siyabonga Gama**  
Chief Executive Officer

July 30 2003

**Intermodal Africa 2004**  
**Hosted by National Ports Authority of SA**  
**Thursday 5 and Friday 6 February 2004**  
**Holiday Inn, Cape Town**

Dear Colleague

The National Ports Authority of South Africa is delighted to host the captioned event to be held in the beautiful city of Cape Town in February 2004.

Intermodal Africa 2004 will comprise both a World Class Exhibition and Conference. The conference will feature 25 World Class Conference Speakers involved in global logistics and transport and will be attended by no less than 250 Senior executives from the world's leading shippers, cargo owners, shipping lines, freight forwarders, ports, logistics companies, terminal operators, railway operators and port/rail equipment services suppliers.

This conference and exhibition will also provide an opportunity for companies to exhibit their products and services to at least 500 Pan African and International delegates at this prestigious event. This international event is designed to promote transportation in the region and your participation and support in making this event a great success will be much appreciated and good for our industry.

We look forward to meeting you in Cape Town on Thursday 5 February 2004 for what will be a most rewarding two-day international showcase Exhibiton and Conference.

Yours sincerely

**Siyabonga Gama**  
**Chief Executive Officer**

**Directors**

Dr B A Khumalo (Chairman) M E Mkwanazi\* (Group Chief Executive) Prof F Abrahams S N Buthelezi M M Gantsho Adv N Gomomo FP Lembede  
S N Mabaso\* (Chief Financial Officer) A M S S Mokgabudi Dr Y Muthien H N Ndude M E Ramano J H Rowlands P A Thompson

Group Company Secretary: TG Barkhuizen

\*Executive

## Wednesday 4 February 2004

**1400** There is a Site Visit to the Port of Cape Town for all conference delegates and speakers. Delegates need to be in the Holiday Inn Cape Town (Strand Street) lobby by 1 45pm. Transport leaves at 2pm sharp. Refreshments will be provided and buses return to hotel by 5pm

**1815** Welcome Reception Evening For All Participants  
Sponsored By



at the Victoria and Alfred Waterfront IMAX Theatre followed by BMW Pavilion. Transport Provided. Visit [www.waterfront.co.za](http://www.waterfront.co.za)

## Thursday 5 February 2004

**0730** Conference Delegates' Registration and Refreshments  
Sponsored by



**0900** Conference and Exhibition Opening Ceremony

**0900** Welcome Address  
*Siyabonga Gama*  
Chief Executive Officer  
National Ports Authority of South Africa

**0910** Keynote Address  
*The Honourable Jeffrey Thamsanqa Radebe MP*  
Minister of Public Enterprises  
Ministry of Public Enterprises, Republic of South Africa

**0930** Exhibition Opening Ceremony and Tour of Exhibits by  
*The Honourable Jeffrey Thamsanqa Radebe MP,*  
Minister of Public Enterprises  
Ministry of Public Enterprises, Republic of South Africa

### Session 1 Special Focus on Trade Development Trends

**1030** Chairman's Opening Remarks  
*Siyabonga Gama*  
Chief Executive Officer  
National Ports Authority of South Africa

**1040** Global Initiatives Towards Trade Facilitation and Incorporation – Progress and Future in the Growing Markets of South Africa

- What is trade facilitation?
- The role of governments and international associations, i.e. OECD, UNCTAD, WTO, etc
- The importance of e-commerce
- Deregulation, i.e. the ending of state-controlled fruit producer / marketing boards
- Containers and world trade
- The significance of modern infrastructure and freight processing facilities

*John Fossey*  
Editor, *Container Market Quarterly*  
Drewry Shipping Consultants Limited, United Kingdom

**1105** Can Trade Provide The Impetus For Sustainable Growth and Development in Africa?

- The marginalisation of Africa within the global context
- In response: The New Partnership for Africa's Development (NEPAD)
- Trends in intra-Africa trade
- Future global trade trends and the implications for the African continent
- The necessary conditions for achieving African export success

*Karen Cameron*  
Trade and Policy Specialist  
Global Insight Southern Africa, South Africa

**1130** Financing Port Developments in Africa

- How to ensure that a port project in Africa is bankable
- Success factors and pit-falls in structuring a concession
- What are typical investment risks and how to mitigate them?
- What are the lessons learnt from recent projects in Africa?

*Paul van Eulem*  
Director MTBS  
Maritime & Transport Business Solutions, The Netherlands

### Session 2 The Driving Force in Shipping Growth - The Way Forward

**1155** Impact and Implication of Trade Growth in South Africa

- History and Vision
- The need to adapt
- Plans and progress
- Global influence
- Pace of change

*Barry New*  
Managing Director Southern Africa Region  
P&O Nedlloyd Ltd., South Africa

**1220** The Driving Force in Shipping Growth

- The economic growth in Mainland China in recent years
- Out-sourcing of factories to Mainland China
- Terminal developments and new corridors to/from China
- The 'Go-West' Policy
- Intermodal in China, how to move the hinterland

*Flemming Dalgaard*  
Managing Director  
Maersk South Africa (Pty.) Ltd., South Africa

**1245** Questions and Answers, Chairman's Closing Remarks and Conference Delegates' Lunch Sponsored by



**1345** Chairman's Opening Remarks  
*Martin Cameron*  
Director – Sub Sahara Africa  
Global Insight Southern Africa, South Africa

**1350** Hub and Short Sea Shipping vs. Direct Calls – What is an Effective Solution Targeting Aggressive Expansion and Increased Market Share? A Single Operator's Perspective  
*Dominique Petit*  
Senior Line Manager -West Africa / Asia / East Coast South America  
CMA CGM & ANL, France

**1415** Combining Volumes Through Hinterland Connections and Reduce Cost Through the Need of MT Positioning – Finding Strategic Alliance and Logistic Partners – The Options Available

- The difficulties to forward cargo from seaport to inland destination whether in the country of POD or landlocked country
- The necessity to rely on a solid network and infrastructure
- The same challenges for export cargo with the additional challenge of equipment control, availability etc.

*Thierry E. Conte*  
Marketing and Business Development Director  
Delmas, France

### Session 3 Globalisation - Impact and Expectation in The Different Logistics Sectors

**1440** Avoiding Congestions In The Port – Ensuring Effective Cargo Flow and Vessel Turnaround – A Case Study

- Vision and goal alignment
- Guidelines, policies and strategies
- Infrastructure and capacity
- Information and communication
- The challenge

*Alastair Lax*  
*Director – Marketing and Business Development*  
*BidFreight Terminals and Rennie's Cargo Terminals,*  
*South Africa*

**1505** Dynamics of Supply Chain Management Techniques in a Transshipment Hub

- Changing Supply Chain Relationships
- Transshipment Hubs must adapt to new rules
- Execution challenges

*Captain Ismail Hashim*  
*Deputy Chief Executive Officer*  
*Port of Tanjung Pelepas, Malaysia*

**1530** Conference Delegates Registration and Refreshments Sponsored by



**1615** Extending Gateways to Open More Opportunities - The Development of Ports - Tapping into Landlocked Regions

- The role of ports in transport chains
- Gaining market share through hinterland activities
- From port to transport industry
- Hamburg case study: Opening of Central and Eastern Europe to world markets

*Dr. Jurgen Sorgenfrei*  
*Chairman*  
*Port of Hamburg, Germany*

**Session 4** Integration of Logistics and Intermodal - A Paradigm Shift - The Need For A Holistic Approach

**1640** Logistics and Supply Chains – A 3PL's View

- Challenges and Opportunities
- Relative Competitiveness
- Relative Efficiency

*Philip Womersley*  
*Chairman*  
*Safcor Panalpina, South Africa*

**1705** IT to Support The Integration of The Total Logistic Mode - Linking It Through The Various Modes of Transportation

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

**1730** Intermodalism In South East Asia - (The Landbridge Experience)

- Private and Public Sector Participation
- Vessel Concept of Operations
- Information System - Towards the Virtual Port Concept
- Singapore Kunming Rail Link (SKRL)
- Promise and Challenges Ahead

*Abd. Radzak Malek*  
*General Manager – Freight Services*  
*KTM Berhad, Malaysia*

**1755** Questions and Answers

**1800** Chairman's Closing Remarks

**1830** South African Gala Dinner For All Participants Sponsored By



at Nederburg Wine Estate. Transport Provided.

**Friday 6 February 2004**

**0800** Conference Delegates' Refreshments Sponsored by



**Session 5** Part I Maintaining and Expanding Future Volume Growth - The Catalyst to Remain Competitive

**0900** Chairman's Opening Remarks

*Thomas E. Falknor*  
*Senior Vice President*  
*ICTSI, United Arab Emirates*

**0910** Identifying Critical Areas As The Drivers of Growth – Providing a Robust Positioning to Create The Competitive Edge

*Siyabonga Gama*  
*President and Chief Executive Officer*  
*National Ports Authority of South Africa*

**0940** Keeping Ahead of Competition in a Competitive Operational Environment with Close Competitors

*Tau Morwe*  
*Chief Executive Officer*  
*South African Port Operations, South Africa*

**1010** Sustaining and Improving Port Performance

- Service Level
- Pricing
- Corporate Strategy
- Automation and Hinterland Connectivity

*Gichiri Ndua*  
*Corporate Services Manager*  
*Kenya Ports Authority, Kenya*

**1040** Conference Delegates' Refreshments Sponsored by



**1130** Increasing Marketability Through Branding Strategies

- Identifying the strongest marketing Tool
- Drawing the marketing boundaries between port authority and terminal operator
- Avoiding conflict within the port community

*Geoff Adam*  
*Head of Marketing*  
*Port of London, United Kingdom*

**Session 5** Part II Maintaining and Expanding Future Volume Growth - The Catalyst to Remain Competitive

**1155** Port Sector Reform and Beyond: The Mauritius Experience

*Shekur Sintah*  
*Deputy Director General*  
*Mauritius Ports Authority, Mauritius*

**1220** Customer Oriented Service Initiatives – To Increase Customer Satisfaction and Ultimately Aim For Customer Loyalty

*Dr. Djedje Gnakale*  
*Maritime and Port Economist*  
*Commercial and Marketing Director*  
*Port Authority of Abidjan, Cote d'Ivoire*

**1245** Questions and Answers, Chairman's Closing Remarks and Conference Delegates' Lunch Sponsored by



**Session 6** Infusing The Development and Strategies of Ports to Cope With Current and Future Trends

**1345** Chairman's Opening Remarks

*John Fossey*  
*Editor, Container Market Quarterly*  
*Drewry Shipping Consultants Limited, United Kingdom*

**1350** Port Modernisation and Infrastructure Expansion - Coping With the Demands of a Destination Port While Catering to Transshipments

- Characteristics needed for success
- Infrastructure needs beyond the port
- Regulatory environment
- Implications for Southern Africa

*Matthew Leech*  
*General Manager - Global Business Development*  
*CSX World Terminals, USA*

**1415** Port Privatisation – Models and Expectations

- Continued role of the government
- Implications for labour
- Implications for clients

*Jorge Ferraz*  
*Chief Executive Officer*  
*Mozambique International Port Services, Mozambique*

**1440** Port Restructuring in Eastern and Southern Africa

- Container trade patterns, main overseas markets, volumes
- Regional policies for private sector participation in the transport industry (SADC and COMESA)
- Review of current and planned port restructuring
- Lessons learnt so far

*Olivier Hartmann*  
*Secretary General, Port Management Association of Eastern and Southern Africa, Kenya*  
*Executive Secretary,*  
*Pan African Association for Port Co-operation*

**1505** Conference Delegates' Refreshments Sponsored by



**1550** Role of Ports in the Current World Globalisation – An International Terminal Operator Perspective

- Competition across countries and continents
- Inefficiencies and how to attack them
- Aligned objectives for the port stakeholders
- Involvement of government and government entities

*Capt. Franck Kayser*  
*Managing Director*  
*APM Terminals, South Africa*

**Session 7** IT - The Enabler and Value Add to Business

**1615** Making Processes Smarter and More Effective Through IT

- Information flows at ports & terminals
- The impact of IT systems
- Advantages and disadvantages of making or buying IT solutions

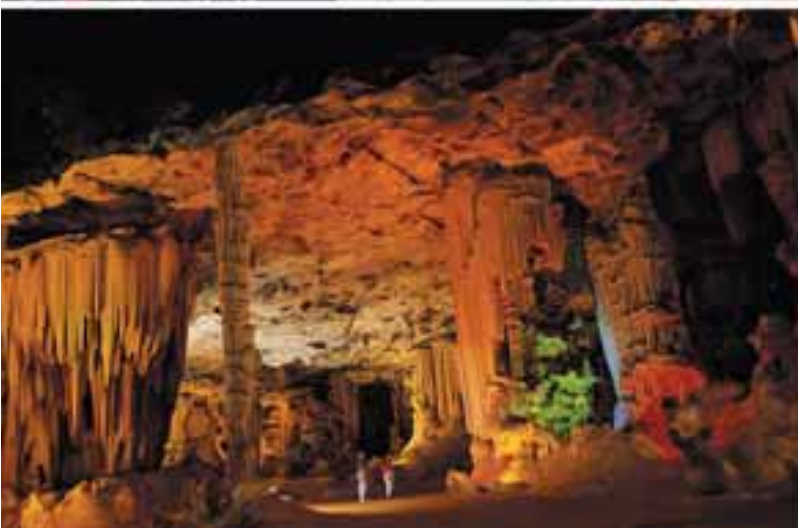
*Rudy Martens Ing/Lic.*  
*Director*  
*Cosmos, Belgium*

**1640** IT – Its Role As The Catalyst In Progress And Cost Cutting For The Shipping Lines

*Nicholas Lee*  
*Sales Director*  
*Total Soft Bank Ltd., Korea*

**1705** Questions and Answers and Chairman's Closing Remarks

## EXPLORE SOUTH AFRICA



## REGISTRATION INFORMATION

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

To participate in the 2nd Intermodal Africa 2004 Cape Town, you need to register as a conference delegate. Delegate registration includes the site visit, participation in all conference sessions, a set of conference papers, welcome cocktail reception & cultural evening, Gala Dinner, lunches and refreshment breaks. The registration fee is:

2-Day International Delegate Rate US\$1095 (Full Rate)

1-Day International Delegate Rate US\$945

2-Day African National Delegate Rate (ID required) US\$595 / R4100

## METHOD OF PAYMENT

- 1) **Credit Card** - Secure Online Registration at [www.transportevents.com](http://www.transportevents.com) or complete the Method of Payment and Fax Back Registration details on this page, together with your credit card details, and fax to: + 60 3 8023 3963.
- 2) **Telegraphic Transfer** - Complete the Fax Back Registration details on this page and fax to + 60 3 8023 3963. For TT payment, you must also fax confirmation of the TT from your bank with this application.
- 3) **Cheque Payment** per delegate: US\$1095 (US\$ Bankers Draft Only). For cheque payment, you must submit your cheque with this application by courier or postal mail.

Please charge my American Express / Diners Club / Visa / Mastercard (delete as applicable) the amount of: US\$1095 / US\$945 / US\$595 per delegate

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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 Intermodal Africa 2004 Cape Town, please complete and return this form or register online at [www.transportevents.com](http://www.transportevents.com). 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 Intermodal Africa 2004 Cape Town
- I wish to attend the Site Visit on Wednesday 4 February at 2pm
- I require English – French Conference Translation

Name: \_\_\_\_\_ **30/01/2004**

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

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

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

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

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

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

I will not attend the 2nd Intermodal Africa 2004 Cape Town but wish to purchase a set of conference papers after the event at a cost of US\$395 per set including DHL delivery. A set of papers will be delivered once payment is received. I require a printed set of papers / papers on CD ROM (Delete as applicable)

## COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

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## OFFICIAL HOTEL AND VENUE

The Official Hotel and Venue is **Holiday Inn Cape Town (Strand Street)**. To receive discounted accommodation rates, please quote **2nd Intermodal Africa 2004 Cape Town** when making your hotel reservation. Reservation can also be made on-line at [www.southernsun.com](http://www.southernsun.com)

**Holiday Inn Cape Town (Strand Street)**

Strand Street, Cape Town 8000, South Africa

Tel : + 27 21 488 5105

Fax : + 27 21 423 1861

Email : [aminas@southernsun.com](mailto:aminas@southernsun.com)

Contact : Amina Stellenboom

**Holiday Inn**  
CAPE TOWN

## OFFICIAL AIRLINE

**South African Airways** is the appointed Official Airline. Special negotiated market airfares are on offer to participants attending this event. For airfares, reservations or further information, please contact your nearest **South African Airways** office and quote the Conference reference number **AIR.GC.03.000196** or visit [www.flysaa.com](http://www.flysaa.com). Please check if you need a Visitor's Visa to enter South Africa with your local South African Embassy or High Commission

