



LOGISTICS EUROPE 2004



Thursday 25 and Friday 26 November 2004
Hotel Nadmorski, Gdynia, Poland



Principal Supporting Organisation



Principal Sponsor



- Gearing Up For A Piece Of The Action – Opportunities In Thriving Markets
- Ports And Shipping – Trends And Opportunities
- Shipping Trends – Coping With Accelerated Growth
- The Continued Need For An Integrated Intermodal Logistics System
- Key Trends In The Port IT Sector – Integration And Standardisation
- Strategic Planning – Energising Systems To Cope With Accelerating Trade Growth
- The Importance of Proper Port Planning to Cope With Future Growth
- 200 Conference Delegates, Exhibitors And Event Sponsors

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portstrategy, PORTAL MORSKI, PortCalls, Party i Specjalizacja, BALTIC, TPANGHOPTA, transportweekdy, transportweekdy

Supporting Organisations

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Official Hotel and Venue: HOTEL NADMORSKI GDYNIA

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Wednesday 24 November 2004

9.00am There is a Technical Site Visit to the Port of Gdynia and Baltic Container Terminal. Transport leaves the Hotel Nadmorski lobby at 9am. Refreshments will be provided and transport returns to the hotel by 12pm

Thursday 25 November 2004

7.30am Conference Delegates' Registration And Refreshments

9.00am Conference And Exhibition Opening Ceremony

9.00am Introduction

9.05am Opening Remarks

Jerzy Wielinski
President
Port of Gdynia Authority SA, Poland

9.15am Welcome Address

Wojciech Szczurek
Mayor of Gdynia City, Poland

9.25am Keynote Address

Witold Gorski
The Undersecretary of State
Ministry of Infrastructure, Poland

9.45am Exhibition Opening Ceremony And Tour Of Exhibits

Session 1 Gearing Up For A Piece Of The Action – Opportunities In Thriving Markets

10.30am Chairman's Opening Remarks

Juan Torrents
President
World Federation of Free Zones, Switzerland

10.40am Global Trade, Port Demand And The Baltic

- Overview of global container trade and the main drivers
- Forecast container flows, globally and regionally
- Impact on European and especially the Baltic ports of continuing trade growth
- Direct or feeder services - How should the Baltic ports position themselves for the future?
- The scope for a Baltic hub

John Fossey
Director
Drewry Shipping Consultants Limited, United Kingdom

11.10am Creating A Strategic Container Port Network – Business Strategies Adopted By Global Operators – An ICTSI Global Strategy

Mike Mundy
Principal
Mike Mundy Associates, United Kingdom

11.40am Container Shipping Trends; The Impact On Global And Regional Trades

- An analysis of the current TEU capacity on order
- Where will the near future leviathans be deployed?
- The effects of ever-larger box ships on regional and feeder networks
- Will the Baltic become the subject of direct mainline services?

Dirk Visser
Senior Shipping Consultant
Dynamar BV, The Netherlands

12.10pm Questions And Answers

12.30pm Conference Delegates' Lunch Sponsored By



Session 2 Ports And Shipping – Trends And Opportunities

2.00pm Development Of Baltic Ports

- The Baltic market
- Baltic Sea –Europe's blue maritime highway
- Growth potential of sea transportation in the Baltic
- Port infrastructure in the past, today and in the future
- Challenges of the Baltic Sea Region

Kurt Lilja
Head of Section Marketing and Sales
Port of Stockholm, Sweden
Secretary - Baltic Ports Organisation, Sweden

2.30pm BCT Success Story - The Road Ahead

- Poland's first port privatisation project
- The first 16 months under private management
- Competitive environment
- Strategic challenges and opportunities
- Plans for future development

Jan T. Mors
Executive Vice President
Baltic Container Terminal, Poland

3.00pm Conference Delegates' Refreshments Break

Session 3 Shipping Trends – Coping With Accelerated Growth

4.00pm Bottom Line And Competitive Pressures - How To Create A Profitable Mix Of Customers

- How to reach potential customers? - Intercontinental access for Baltic Sea states
- Developing patterns in the Baltic port system
- Globalisation and competition in a new European transport market
- A future market for direct intercontinental shipping lines? Consequences and requirements?
- Rail, Road, Feeder or Barge? - How to create a profitable Intermodality

Dr. Jurgen Sorgenfrei
Chairman
Port of Hamburg, Germany

4.30pm Integrating Polish Ports Into The Trans European Transport Network (TEN-T)

- Passenger and cargo flows in VI Transport Corridor
- Polish ports' investment plans
- Strategic challenges and opportunities

Janusz Jarosinski
Vice President
Port of Gdynia Authority, Poland

5.00pm Questions And Answers Followed By The Chairman's Closing Remarks

7.30pm Gala Dinner Night Sponsored By



Friday 26 November 2004

Session 4 The Continued Need For An Integrated Intermodal Logistics System

8.00am Conference Delegates' Registration And Refreshments

9.00am Chairman's Opening Remarks

John Fossey
Director
Drewry Shipping Consultants Limited, United Kingdom

9.10am Intermodality: The Last European Challenge Before Expensive Congestion

- Intermodal rail and road compared to maritime transport
- Change of landscape: EU enlargement and hinterland transportation
- 'Brussels' initiatives to facilitate long-term intermodalism
- EIA initiatives to promote short-term intermodalism

Peter Wolters
Deputy Secretary General
European Intermodal Association, Belgium

9.40am Free Zones - A Link To FDI Through Logistics

- Logistics services - the way to competitiveness
- Today logistics services attract more than tax incentives
- Free Zones within the Distribution Channels
- Outsourcing in Free Zones
- Free zones - a tool for e-commerce
- Show cases of successful logistic Free Zones - their past and future

Juan Torrents
President
World Federation of Free Zones, Switzerland

10.10am Ensuring Smooth Transaction In The Logistic Chain - Effective Fraud Prevention

- Current fraud concerns
- An appropriate response
- A fraud prevention check-up - seven elements
- Scoring and interpretation
- Benefits to companies that have effective fraud prevention policies

Eddy Sigrist
Director
Aristeed, The Netherlands

10.40am Conference Delegates' Refreshments Break

11.40am The Role Of Logistics Services Providers (LSP) Addressing Emerging Trends

- Introducing Exel as a global LSP
- Fulfilling complete logistics chains from a Principal's perspective
- The front and backyard of ports
- Managing shipments on a Principal's behalf
- LSP's system support

Willem M.J.A. de Bruijn
Senior Business Development Manager CEE region
President of the Board Exel Poland Sp. z o.o.
Exel Group Holdings, Nederland (BV)

Session 5 Key Trends In The Port IT Sector - Integration And Standardisation

12.10pm Making Processes Smarter And More Effective Through IT

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

Luc Van Hemelrijck
Sales Manager
Cosmos, Belgium

12.40pm Questions And Answers Followed By The Conference Delegates' Lunch

1.45pm SMARTRAIL®

- What is Smartrail?
- What does Smartrail do?
- Interfacing to YMS
- References

Jack Smeets
Sales Manager RTG Cranes
Kalmar Industries Oy Ab, Finland

2.10pm Developing A Pan European Integrated Port, Container And Distribution Logistics Network

- From global sources to target markets
- Container Seaports as Gateway
- Value added Services (Feeder and Intermodal Services)
- The integration of Warehousing and Distribution
- IT-Solutions (WMS; TMS; CMS; SCM; T&T; WEB, WAP ability, a.s.o.)

Marcus Granzow
Sales and Project Manager
Oceangate Distribution GmbH, Germany

2.35pm Conference Delegates' Refreshments Break

Session 6 Strategic Planning - Energising The Systems To Cope With Accelerating Trade Growth In Ports

3.00pm Automation Enabled I.T. for Ports and Terminals

- Design documentation
- Employed technologies
- System architecture & infrastructure
- Resilience, cost analysis and the user interface
- Management & supervision of equipment.
- Audit trail and case study

Andrew McKaig
Director of Central Systems & Automation
Central Systems & Automation Ltd., United Kingdom

3.25pm Building Capacity And Operational Efficiency To Cope With Next Generation Vessels

- Expected ship's sizes and related productivity requirements
- Waterside productivity, technical constraints and possible improvements
- Yard and horizontal transport
- Hinterland situation, gate process
- Conclusions

Dr. Thomas Koch
Managing Director
Hamburg Port Consulting GmbH, Germany

3.50pm Questions And Answers Followed By The Chairman's Closing Remarks

REGISTRATION INFORMATION

Special Offer: If 2 Or More International Delegates Register From The Same Company, A 3rd Delegate From The Same Company Is Entitled To Free Of Charge Registration.

To participate in the **Logistics Europe 2004 Poland Exhibition and Conference**, you need to register as a conference delegate. Delegate registration benefits include the technical site visit, conference participation, a full set of conference papers on CD, Gala Dinner Night, conference lunches and refreshment breaks.

International Delegate Rate US\$1495 / €1250.
Polish National Delegate Rate (ID required) US\$595 / PLN 2,195

You can register to visit the Exhibition only free of charge at www.transportevents.com

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

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- I wish to register for the **Logistics Europe 2004 Poland Exhibition and Conference**
- I wish to attend the Technical Site Visit on Wednesday 24 November at 9am
- I wish to attend the Gala Dinner Night on Thursday 25 November

Name: _____ **09/11/2004**

Position: _____

Organisation: _____

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I cannot attend the **Logistics Europe 2004 Poland Exhibition and Conference** but wish to purchase a set of conference papers after the event at a cost of US\$295 / PLN 1150 per set including courier delivery. A full set of papers on CD will be dispatched once payment is received.

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The Official Hotel and Venue is the **Hotel Nadmorski Gdynia**. To receive discounted accommodation rates, please quote **Logistics Europe 2004 Poland Exhibition and Conference** when making your hotel reservation. Reservations can also be made on-line at www.nadmorski.pl

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