



7th Mediterranean Ports & Shipping 2019

HYATT REGENCY CASABLANCA, MOROCCO
TUESDAY 25 TO THURSDAY 27 JUNE 2019

UNDER THE PATRONAGE OF
Ministry of Equipment, Transport, Logistics and Water, Morocco

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- Technical Site Visit • International Exhibition • International Conference • 300 Conference Delegates • Networking Welcome Receptions •
- Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies Save €500! •
- Local Delegates at Only MAD6,740 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners •

HIGHLIGHTED TOPICS

- Current market competitiveness and key economic movements in the Mediterranean region
- Key drivers that affect logistic connectivity within the Mediterranean region
- The Mediterranean economy – Projecting growth potentials in container market movements in boosting regional economy growth
- Improving and expanding regional port infrastructures in Morocco and the Mediterranean as part of a broader economic development strategy
- A regional perspective in shaping an integrated supply chain model
- The strengths and weaknesses of current port operations in the Mediterranean – Insights on improving port operations and ensuring a balanced economic growth throughout the EMEA region
- Insights on new port technologies in maximizing port operation efficiencies
- Facilitating economic growth through port reliability and performance
- Enhancing Mediterranean connections: Concrete opportunities, new EU Customs Code “International Fast Corridors”
- Improving and creating regional business opportunities in shipping and transshipment activities within the supply chain cycle

For more Information or to Register

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N° :SG/UCCO/70/2019

Rabat,

25 AVR. 2019

**MONSIEUR LE DIRECTEUR DE LA SOCIETE
TRANSPORT EVENT MANAGEMENT**

Objet : Organisation de la 7^{ème} Conférence Méditerranéenne « Ports & Shipping 2019 », Casablanca du 25 au 27 juin 2019

Monsieur le Directeur,

Suite à vos différents échanges avec le Ministère de l'Équipement, du Transport, de la Logistique et de l'Eau au sujet de l'organisation de la 7^{ème} édition de la Conférence Méditerranéenne « Ports & Shipping 2019 », du 25 au 27 juin 2019 à Casablanca, j'ai l'honneur de vous informer que le Ministère marque son accord quant à l'organisation de cet important événement sous son égide.

A cet effet, je vous saurais gré de bien vouloir faire part à ce Ministère de la plaquette et du programme final de ladite conférence afin d'examiner les opportunités de participation à ses travaux.

Veillez agréer, Monsieur le Directeur, l'expression de ma considération distinguée.

Le Secrétaire Général du Département
de l'Équipement, du Transport,
de la Logistique


Khalid CHERKAoui



Tuesday 25 June 2019

TECHNICAL SITE VISIT

8am	Delegates registration at the lobby of the Hyatt Regency Casablanca Hotel
9am	Transport departs from the Hyatt Regency Casablanca Hotel to the Port of Casablanca
9 30am	Arrival at SOMAPORT for presentation and tour of the terminals which includes: <ul style="list-style-type: none"> • The container terminal & RoRo terminal • General cargo terminal
10 30am	Transfer to MARSAMAROC for presentation and tour of terminals
11am	Transport departs for the Hyatt Regency Casablanca Hotel
11 30am	Arrival at the Hyatt Regency Casablanca Hotel (approx.)
7 30pm to 9pm	Networking Welcome Reception for all registered participants at the Hyatt Regency Casablanca poolside. Smart Casual Attire.

Sponsored by  **صومابور somaport**

Wednesday 26 June 2019

8am	Conference delegates registration and refreshments served in the exhibition
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OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle, CMILT, Managing Director, Transport Events, Malaysia
9 10am	Ministerial Keynote Address Khalid Cherkaoui, Secretary General,, Ministry of Equipment, Transport, Logistics and Water, Morocco
9 30am	Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

SESSION 1 Current macro and micro economic trends of the region - Discussing practical economic models to boost regional growth

Sponsored by  **ZEPHIR**
RAILROADS SHIPMENT LOGISTICS

10 30am	Conference Moderator's Opening Remarks Mounir Chadli, Director General, Enterprise Global Solution (EGBS), Morocco
10 30am	Capitalising on growth opportunities in linking the Mediterranean region to the world Nishal Sooredoo, Principal Consultant, Royal HaskoningDHV, United Kingdom
10 50am	Positioning for a global hub initiative through diversified economy and export-oriented trade Frank Luisman, Director, Maritime & Transport Business Solutions, MTBS, The Netherlands
11 10am	Creating commercial and economic value through port infrastructure developments in Mediterranean region Houssini Squali Dounia, Head of Strategy Studies Division, Directorate of Strategy, Programs and Transport Coordination, Ministry of Equipment, Transport, Logistics and Water, Morocco
11 30am	Development of a regional hub and its' impact on the regional economy Geoffroy Casati, CTS Senior Consultant, CTS Consulting, France

SESSION 2 Winning strategies in acquiring investment for sustainable port developments

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 **ADC maritime**

11 50am	Preparing to profiting from blue economy Fernando Camaño Garcia, Lead Advisor, Economic Resilience Initiative – PJ Regional Representative Maghreb, European Investment Bank, Morocco
12 10pm	Investments in port infrastructure in Morocco Sanae El Amrani, Deputy Director, Direction des Ports et du Domaine Public Maritime, Morocco
12 30pm	Sardinian ports a challenge in the center of the Mediterranean Sea Valeria Mangiarotti, Marketing Manager, Port Network Authority of the Sardinia Sea, Italy
12 50pm	Questions and answers followed by conference delegates networking lunch

Sponsored by  **APM TERMINALS**
Lifting Global Trade.

SESSION 3 Dynamic technology evolution in digitalisation and automation for modern ports and terminals

Sponsored by  **SIEMENS**
Ingenuity for Life

2pm	The role of PortNet in serving the community platform and economy growth Nadia Hafsi, Sales and Business Development Director, Portnet S.A, Morocco
2 15pm	Life cycle management for drive, control and automation systems in port equipment Abdessalam el Azzouzi, Head Siemens Cranes Modernization Projects and Warranty PH Projects, SIEMENS, The Netherlands
2 30pm	Intelligence, precision and robustness - Spreader functionality for Automatic Yard Cranes Lars Meurling, Vice President Marketing, Bromma, Sweden
2 45pm	Global supply chain visibility: Assuring data sharing and interoperability through the international fast & secure trade lane approach Riccardo Provenzano, Junior Business Analyst, Cirde, Italy

Supporting Trade Organisations



3pm	Questions and answers followed by conference delegates refreshments served in the exhibition	Sponsored by 
4pm	SmartApp – Leveraging on technologies to increase productivity Sebastian Köhler, Sales Manager, Liebherr, Germany	
4 15pm	Modern technology packages for port cranes Peter Pütz, Head of International Cranes and Long Travel Division & Head of Strategic Marketing, Tsubaki Kabelschlepp GmbH, Germany	
4 30pm	Seals of the past to today's intelligent seals Bruna Ferretti, Division Manager, RFID SEALS & LABELS by Etti Sicurezza SRL, Italy	
4 45pm	Optimising the terminal equipment maintenance processes with digital services Alejandro Martinez, Solution Sales Manager, Kalmar, Spain	
5pm	ShoreConnect: GREAT onshore power supply solutions Ferry charger: Charging world seaside Adam Dahak, Business Developer Manager, Stemmann-Technik, France	
5 15pm	Questions and answers followed by Conference Moderator's closing remarks	
5 30pm to 7pm	Networking Welcome Reception for all registered participants at the Hyatt Regency Casablanca. Smart Casual Attire.	

Thursday 27 June 2019

8am	Conference delegates registration and refreshments served in the exhibition	
SESSION 4	Motivation behind the acceleration of business competitiveness in the supply chain and logistics sector	Sponsored by  www.houcon-group.com

9am	Conference Moderator's Opening Remarks Nishal Sooredoo, Principal Consultant, Royal HaskoningDHV, United Kingdom	
9am	Solution for modern rail logistic Ali Alaoui, Zephir Sales Department (Morocco), Zephir Spa, Italy	
9 20am	Morocco, Euro-African logistics hub in the Mediterranean? Dr. Sanaa Hassini, Vice President, Association Marocaine pour la Logistique (AMLOG), Morocco	
9 40am	Mediterranean supply chain initiatives on becoming the centre of service and trading needs Teun Druif, Director, Bemo Rail, The Netherlands	
10am	Embracing the role of women for the blue economy in Africa Asmaa Benslimane, WISTA Morocco President, Women's International Shipping and Trading Association (WISTA) and Vice President, Women in Maritime Africa (WIMA), Morocco	
10 20am	Questions and answers followed by conference delegates refreshments served in the exhibition	Sponsored by 

SESSION 5	Infrastructure expansion projects in the region - Opportunities and challenges that lie ahead	Sponsored by  A Wabtec Company
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11 20am	The significant role of the Somaport in contributing towards economic growth in the EMEA Hervé Rouchon, General Director, Somaport, Morocco	
11 40am	Port expansion development in positioning Mauritius as the preferred gateway in the Indian Ocean region Sil Zouhair, Head of Sales Department of the Port of Casablanca, Marsa Maroc, Morocco	
12pm	Investing in human capital development: A project to increase growth in ports in the Indian Ocean region Ramalingum Maistry, Chairman, Mauritius Port Authority and President, Ports Association of Indian Ocean Islands (PAIOI), Mauritius	
12 20pm	Facilitating economic growth through port reliability and performance Mar Chao Lopez, Commercial Director, Valenciaport, Spain	
12 40pm	Port of Refuge; Current trends Julien Horn, FCII, Director, TT Club, United Arab Emirates Abdul Fahl, Senior Claims Executive, TT Club, United Arab Emirates	
1pm	Questions and answers followed by conference delegates networking lunch	

SESSION 6	Revolutionising port operations in Europe, the Middle East and Africa (EMEA) - Looking into smart port capabilities	Sponsored by  TSUBAKI KABELSCHLEPP
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2pm	Enhancing Mediterranean connections: Concrete opportunities in Europe and EMEA The Port of Monfalcone and PIXEL: Looking forward smart port capabilities Stefano Bevilacqua, Promotion And Development Officer, Port of Monfalcone, Italy Gilda de Marco, Coordinator of the European Projects, Insiel, Italy	
2 20pm	Role of Port of Castellón in promoting innovation and sustainable growth in the Mediterranean region Francisco Toledo, President, Port of Castellón, Spain Ana Ulloa, Managing Director, Port of Castellón, Spain	
2 40pm	Questions and answers followed by Conference Moderator's closing remarks. Refreshments served in the exhibition	

Supporting Media





Nishal Sooredoo
Principal Consultant, Royal HaskoningDHV

Nishal Sooredoo is a Principal Consultant for Royal HaskoningDHV. He is highly experienced in port economic feasibility, market studies and commercial Due Diligence, notably in the container and dry bulk markets. Nishal holds MSc in Maritime Economics and Logistics from the Erasmus University in Rotterdam.



Frank Luisman
Director, Maritime & Transport Business Solutions

Frank Luisman is a Director for Maritime & Transport Business Solutions (MTBS). Mr. Luisman has over 25 years of experience in the maritime & transport sector. He developed his expertise in the maritime, port and transport industry through assignments for clients in Europe, Africa, the Middle East and the Caribbean.



Geoffroy Casati
CTS Senior Consultant, CTS Consulting

Geoffroy Casati is the CTS Senior Consultant at CTS Consulting, France. CTS is an independent consultancy company dedicated to the freight transportation industry. It helps institutional and private clients in port & multimodal projects and modal shift problematics. He is responsible for several multidisciplinary projects in the fields of port, maritime and multimodal logistic.



Fernando Camaño Garcia
Lead Advisor, Economic Resilience Initiative — PJ Regional Representative Maghreb, European Investment Bank

Fernando Camaño Garcia is the Lead Adviser of the European Investment Bank responsible for Infrastructure in Maghreb (ERI), based in Tunis. He is the former Director General of Ports and Shipping and former President of Southern Ports of Portugal. He has worked at the European Commission, United Nations and Asian Development Bank at senior and managerial positions. He studied at University Professor of Transport Economics and Transport Law, with published research and several books in the field of Transportation.



Sanae El Amrani
Deputy Director, Direction des Ports et du Domaine Public Maritime

Sanae El Amrani was graduated from Hassania School of Engineers. She began her career in 2000, and held several positions within the Department of Ports and Public Maritime Domain: maritime safety and security, coastline protection, international cooperation, port projects planning and financing.



Valeria Mangiarotti
Marketing Manager, Port Network Authority of the Sardinia Sea

Valeria Mangiarotti is the Marketing Manager for Port Network Authority of the Sardinian Sea. Versatile in her abilities, she is also a lawyer, the Director of environmental issue on the Board of Medcruise and sits on the Board of the Bank of Italy.



Nadia Hafsi
Sales and Business Development Director, Portnet S.A

Nadia currently holds the position of Chief Commercial Officer within PORTNET S.A. and has a solid experience (12 years) in the maritime, shipping and foreign trade sectors. She began her career within Maersk Line before integrating in 2010 "PortNet "Moroccan National Single Window for Foreign Trade Procedures" that allows digitalization, simplification and management of international trade formalities in all its aspects: maritime, port, land, air, logistics and commercial.



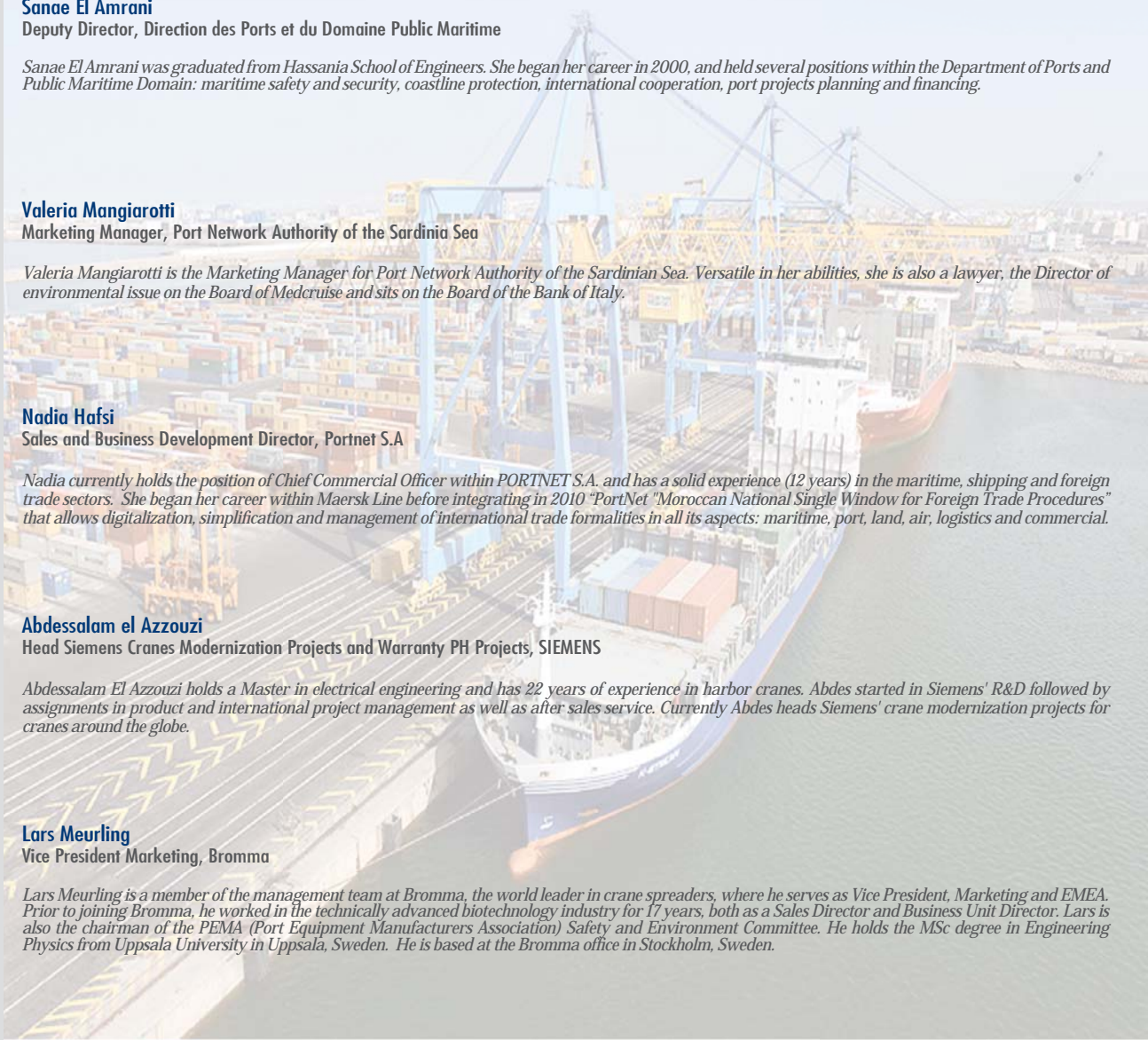
Abdessalam el Azzouzi
Head Siemens Cranes Modernization Projects and Warranty PH Projects, SIEMENS

Abdessalam El Azzouzi holds a Master in electrical engineering and has 22 years of experience in harbor cranes. Abdes started in Siemens' R&D followed by assignments in product and international project management as well as after sales service. Currently Abdes heads Siemens' crane modernization projects for cranes around the globe.



Lars Meurling
Vice President Marketing, Bromma

Lars Meurling is a member of the management team at Bromma, the world leader in crane spreaders, where he serves as Vice President, Marketing and EMEA. Prior to joining Bromma, he worked in the technically advanced biotechnology industry for 17 years, both as a Sales Director and Business Unit Director. Lars is also the chairman of the PEMA (Port Equipment Manufacturers Association) Safety and Environment Committee. He holds the MSc degree in Engineering Physics from Uppsala University in Uppsala, Sweden. He is based at the Bromma office in Stockholm, Sweden.





Riccardo Provenzano
Junior Business Analyst, Circle

Riccardo Provenzano is Junior Business Analyst at Circle SpA, a consulting company with a focus on the optimization of processes with reference to ports, inland ports and intermodal transport field. Provenzano received his diploma in 2017 from the nautical technical institute where he discovered his passion for logistics and the maritime economy. He started to work in Circle in February 2018 where, initially, he studied blockchain technology and joins Circle working on different innovative project regarding business development, R&D, technological innovation.



Sebastian Köhler
Sales Manager, Liebherr

Sebastian Köhler joined Liebherr in 2013 as project manager. He holds a master in business administration. Since 2017, he is the sales responsible for Mobile Harbour Cranes and Reachstacker for the French-speaking in countries at the headquarters in Germany.



Peter Pütz
Head of International Cranes and Long Travel Division & Head of Strategic Marketing, Tsubaki Kabelschlepp GmbH

Peter Puetz was enrolled in the German Air Force incl. vocational education and studies: Academic Studies: mechanical engineering, Vocational education: Aircraft mechanic, Vocational education: Jet engine mechanic. He began his career at European technical publisher as editorial journalist and project manager. He has 16 years' experience with cable carrier Systems for port cranes, cranes in general and bulk material handling applications. Currently, he's working with TSUBAKI Kabelschlepp GmbH as a Head of Cranes and Long Travel Division & Head of Strategic Marketing.



Bruna Ferretti
Division Manager, RFID SEALS & LABELS by Etti Sicurezza SRL

Bruna Ferretti born in the seventies with graduated at International business studies and languages, started to deal with security seals business in 1990. She was responsible of high security seals division in 1994 about ISO 17712:2013 rules in the COMMISSION TC 104. Long term cooperation with customs and consultancy with World Custom Organization involved in the SIT PROGRAM 2002/2008 (Safe and Secure Intermodal Transport) on Container Security made by European Community Conferences all around the world Antwerp, Brussels, Paris, London, New York Including United Nations Geneva in June 2004 about electronic seals innovations. Creator about the Columbus Project concerning electronic seals between United States and Italy.



Alejandro Martinez
Solution Sales Manager, Kalmar

Alejandro Martinez has been working for Kalmar since 2016. Before joining Kalmar, he has worked as account manager in several industries and as market analyst in the commercial office of the Spanish Embassy in Morocco. Alejandro is responsible for the key accounts and setting up the dealer management structure in his region. He has been working in the African Markets for 10 years having a great experience in this territory. He holds a Master degree in International Business Management.



Adam Dahak
Business Developer Manager, Stemmman-Technik

Adam Dahak joined Faiveley Stemmman Technik in 2017 as Technical Sales Engineer. He holds a master's in International Business & Mechanical Engineering. Since 2019, he is the Business Developer Manager for the industrial products for France & North African countries.



Ali Alaoui
Zephir Sales Department (Morocco), Zephir Spa

Ali Alaoui holds an MBA from Sherbrook University, Canada. Palm Motor represents ZEPHIR in Morocco, Tunisia and other countries in Africa and is active for 30 years in the following sectors: automotive, railway and ports and can provide original equipment, spare parts, expertise and maintenance.



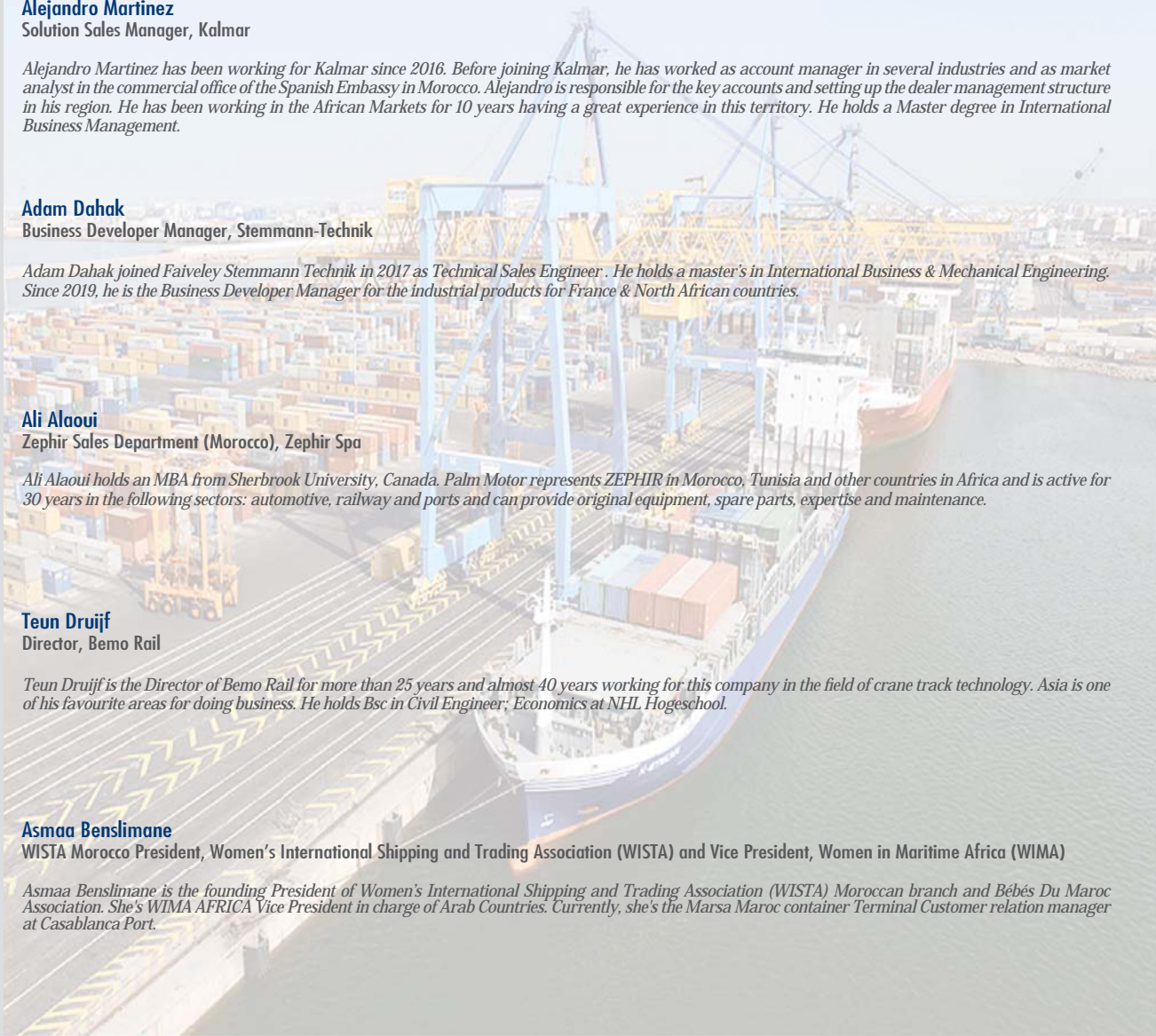
Teun Druif
Director, Bemo Rail

Teun Druif is the Director of Bemo Rail for more than 25 years and almost 40 years working for this company in the field of crane track technology. Asia is one of his favourite areas for doing business. He holds Bsc in Civil Engineer; Economics at NHL Hogeschool.



Asmaa Benslimane
WISTA Morocco President, Women's International Shipping and Trading Association (WISTA) and Vice President, Women in Maritime Africa (WIMA)

Asmaa Benslimane is the founding President of Women's International Shipping and Trading Association (WISTA) Moroccan branch and Bébés Du Maroc Association. She's WIMA AFRICA Vice President in charge of Arab Countries. Currently, she's the Marsa Maroc container Terminal Customer relation manager at Casablanca Port.





Hervé Rouchon
General Director, Somaport

Hervé Rouchon was obtained the Master Mariner and Chief Engineer diploma from French Merchant Navy school in Le Havre. He sailed several years and shifted ashore as Port Captain. After some positions in France H/O and Singapore R/O, he held managerial functions in the stevedoring activity up to now.



Ramalingum Maistry
Chairman, Mauritius Port Authority and President, Ports Association of Indian Ocean Islands (PAIOI)

Ramalingum Maistry is a seasoned professional who held senior positions in the road construction industry from 1986 to 2006. He was appointed Chairman of the Mauritius Ports Authority (MPA) in February 2015. Ramalingum Maistry was Senior Adviser to the then Vice-Prime Minister and Minister of Social Integration and Economic Empowerment in 2011 and held the same post with the then Vice-Prime Minister and Minister of Finance and Economic Development from 2011 to 2014. He is currently the Vice President of The Ports Association of Indian Ocean Islands (APIOI / PAIOI), the Board Administrator of the Association Internationale Villes Ports (AIVP) and the Director of the Board of The International Associations of Ports and Harbors (IAPH). He has also been appointed as Honorary International Ambassador of the Chartered Institute of Logistics and Transport, United Kingdom.



Mar Chao Lopez
Commercial Director, Valenciaport

Mar Chao Lopez is the Head of Commercial and Business Development at the Port Authority of Valencia. She is a civil engineer by the University of A Coruña and holds a degree in Law from Universitat Oberta de Catalunya. Since its inception in 1991, Mar Chao López has developed her work in the field of logistics in both public and private sectors. So far, she was the general manager of the Reyser group. In the public sector, she has worked for the Port Authority of A Coruña, as head of service provision unit; and at the Port Authority of Vigo, as head of port operations division and the operating department. Between December of 2006 and March of 2009, Chao was the CEO of transports of the Xunta de Galicia, being adviser in the Port Authority of Ferrol and assuming the presidency of Ports of Galicia.



Julien Horn
FCII, Director, TT Club

Julien's role as Director of TTMS (Gulf), the Dubai based Middle East Network Partner of TT Club sees him focus on Ports & Terminals and Transport & Logistics risks and operators in the Middle East and Africa as part of the TT Club EMEA region. Julien has been with Thomas Miller since 2003 initially working for the UK P&I Club then TT Club since 2006 in London before moving to Dubai in 2014. He is Fellow of the Chartered Institute of Insurance (FCII) including Post Graduate Diploma in Marine Insurance from the World Maritime University. Julien has been a Member of the Honourable Company of Master Mariners since 2013. He has extensive experience in Port and Terminals liability and Transport & Logistics insurance and risks management.



Stefano Bevilacqua
Promotion and Development Officer, Port of Monfalcone

Stefano Bevilacqua has graduated in Economics at the University of Trieste in 2005. In 2006, he joined the Chamber of Commerce of Gorizia – Special Agency for the Port of Monfalcone as responsible for the promotion and contract department, as well as project manager for some EU funded projects focused on port environment and logistics. From June 2015 till April 2019 he has been the executive officer of the Consortium for sewage purifier of the private areas of the Port of Monfalcone. He also involved for the Special Agency for the Port of Monfalcone in PIXEL project, funded by EU in Horizon 2020 programme and related to port IOT and environment.



Gilda de Marco
Coordinator of the European Projects, Insiel

Gilda de Marco graduated in Business at the University in Trieste in 1998. In 2000, she joined the Insiel – the public Information and Technology company of the Friuli Venezia Giulia Region. Since 2001, she works in Insiel as project manager of international projects within European Programmes. She is in charge of Insiel participation in the projects, curating the compilation of proposals and coordinating the company activities in different EU funding frameworks for ICT applied to Logistics, Territory, Government, Health domains. She has expertise in project management, coordination of project stakeholders, relations management among Public Administrations and public and private IT companies, implementation of innovative technologies in different domains of the Public Administrations. Currently, she is leading for Insiel the PIXEL project (Port IoT for Environmental Leverage).



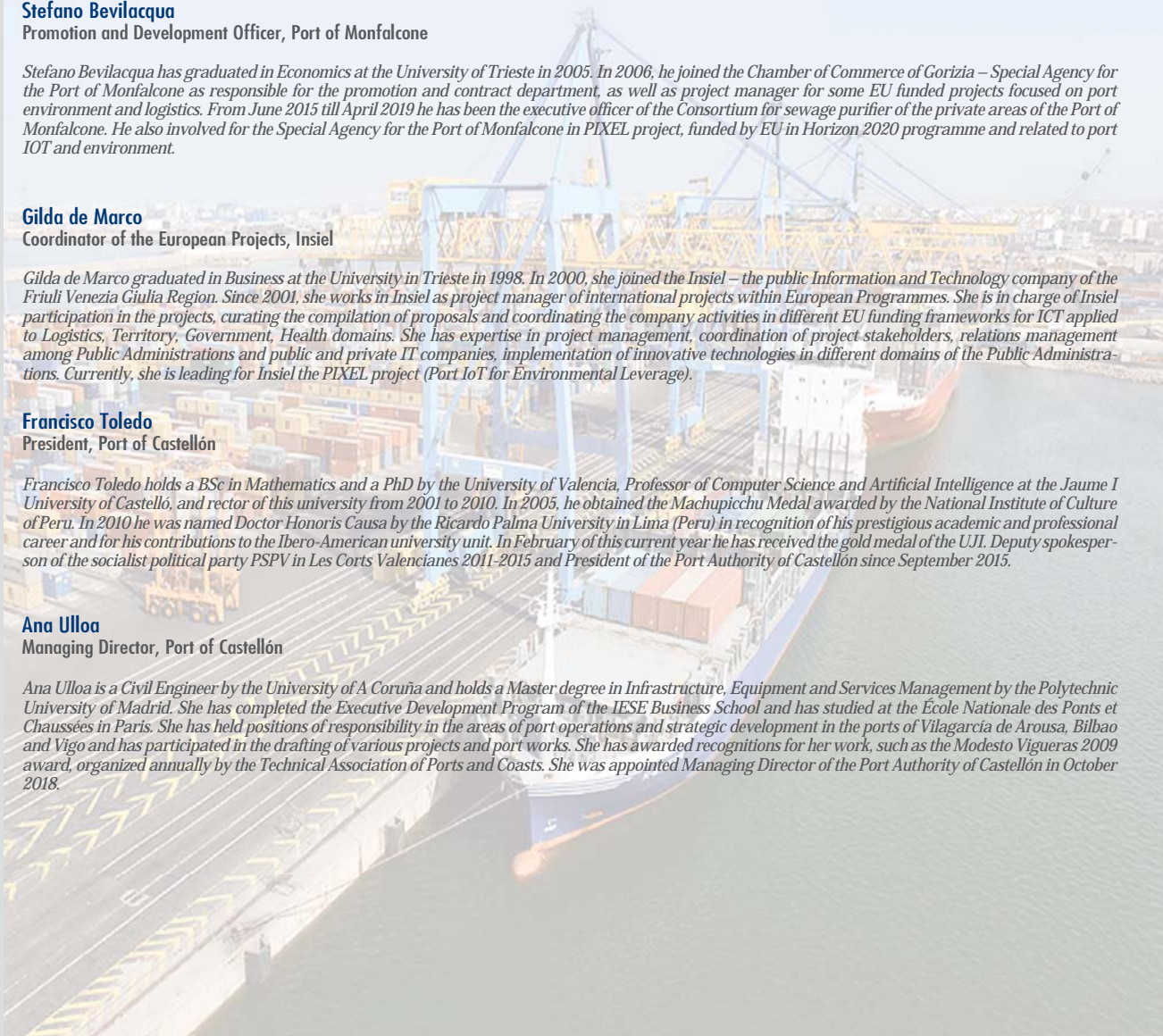
Francisco Toledo
President, Port of Castellón

Francisco Toledo holds a BSc in Mathematics and a PhD by the University of Valencia, Professor of Computer Science and Artificial Intelligence at the Jaume I University of Castellón, and rector of this university from 2001 to 2010. In 2005, he obtained the Machupicchu Medal awarded by the National Institute of Culture of Peru. In 2010 he was named Doctor Honoris Causa by the Ricardo Palma University in Lima (Peru) in recognition of his prestigious academic and professional career and for his contributions to the Ibero-American university unit. In February of this current year he has received the gold medal of the UJI. Deputy spokesperson of the socialist political party PSPV in Les Corts Valencianes 2011-2015 and President of the Port Authority of Castellón since September 2015.



Ana Ulloa
Managing Director, Port of Castellón

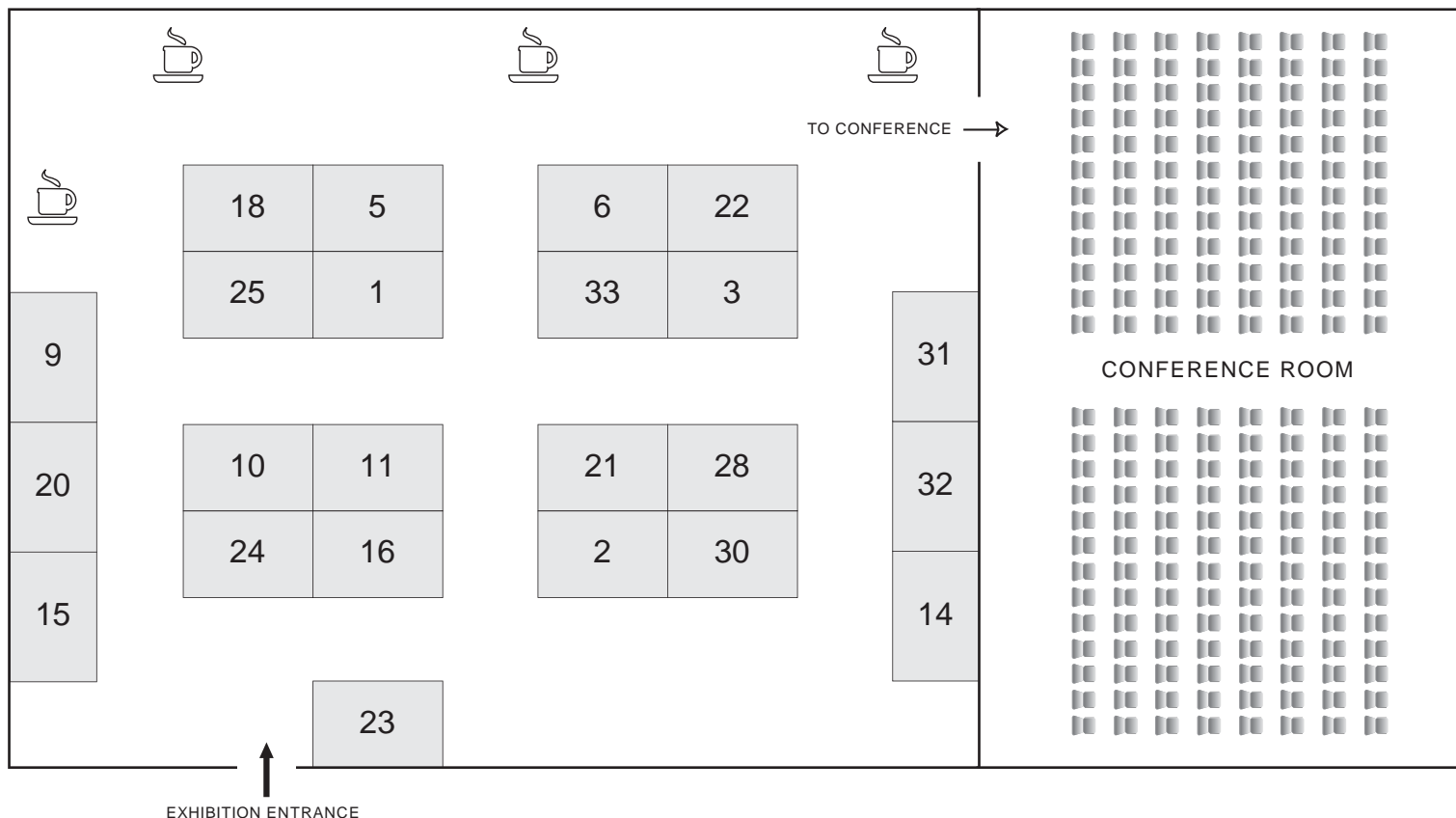
Ana Ulloa is a Civil Engineer by the University of A Coruña and holds a Master degree in Infrastructure, Equipment and Services Management by the Polytechnic University of Madrid. She has completed the Executive Development Program of the IESE Business School and has studied at the École Nationale des Ponts et Chaussées in Paris. She has held positions of responsibility in the areas of port operations and strategic development in the ports of Vilagarcía de Arousa, Bilbao and Vigo and has participated in the drafting of various projects and port works. She has awarded recognitions for her work, such as the Modesto Viguera 2009 award, organized annually by the Technical Association of Ports and Coasts. She was appointed Managing Director of the Port Authority of Castellón in October 2018.



7th Mediterranean Ports & Shipping 2019

Hyatt Regency Casablanca, Morocco
Wednesday 26 and Thursday 27 June 2019

Official Hotel and Venue



EXHIBITION ENTRANCE

CONFERENCE ROOM

Delegates Nametags Sponsor	Company Banners Sponsor	Technical Site Visit Transportation Sponsor	Conference Sessions Sponsors	Conference Delegates Refreshment Sponsors	Conference Delegates Lunch Sponsors	Networking Welcome Reception Sponsor
50 years of established expertise			Ingenuity for Life			

STAND ALLOCATION (updated on 19 / 06 / 2019)

6 ADC Maritime	20 NT Liftec Oy
32 Atlantic Dredging Maroc	2 Port Network Authority of The Sardinian Sea
33 Bemo Rail BV	14 Port of Castellón
16 Bromma	23 Port of Monfalcone
22 Circle - Log@Sea	6 Prosertek
24 Dutch Lanka Trailers	3 RFID SEALS & LABELS by Etti Sicurezza SRL
21 Forkliftcenter BV	25 Sibre Brakes
28 Forkliftcenter BV	9 Siemens
30 Franz Woelfer Elektromaschinenfabrik	32 Somaport
Osnabrueck	15 Stemmman-Technik GmbH
11 Houcon Cargo Systems B.V.	10 Stinis Spreaders
5 Liebherr	18 Tsubaki Kableschlepp GmbH
1 Marsa Maroc	31 Valenciaport

EXHIBITION STAND PACKAGE

3 x 2 Square Metre Stands Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **7th Mediterranean Ports & Shipping 2019 Morocco Exhibition and Conference** will benefit from international publicity offered by sponsorship. As an Official Sponsor, your company's latest full colour corporate logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All digital media event promotion
- All international event advertising, direct mail and public relations
- The official 7th Mediterranean Ports & Shipping 2019 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 €3,995

Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company's latest full colour corporate logo is exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €6,695 including all production costs. This does not include nametag sponsorship.

Delegates Nametags Sponsorship

All event participants are given an identification name tag to wear throughout the two days of the event. Your company's latest full colour corporate logo exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €6,695. This does not include lanyard sponsorship.

Sponsored by **TT CLUB**
50 years of established expertise

Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €5,295.

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is €3,995.

Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo exclusively displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €5,295.

Company Banners

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is €5,295 per 3 banners.

Sponsored by **Marsa Maroc**

Technical Site Visit Transportation Sponsorship

The Technical Site Visit take place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is €5,295.

Sponsored by **صوما پور somaport**

Networking Welcome Reception – Tuesday 25 and 26 June 2019

The Networking Welcome Reception is the first of two social highlights of the whole event. 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.

Sponsored by **صوما پور somaport**

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 conference session. Cost is €5,295 per Conference Session Sponsorship.

Session 1 **ZEPHIR**
RAILROAD SHUNTING LOCOMOTIVES
A Marcory/Berkshire Hathaway Company

Session 2 **prosertek** **ADC maritime**

Session 3 **SIEMENS**
Ingenuity for life

Session 4 **HOUCON**
www.houcon-group.com

Session 5 **Faiveley** Stemmman-Technik
A Wabtec Company

Session 6 **KABELSCHLEPP**
TSUBAKI KABELSCHLEPP

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's latest full colour corporate 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 €5,295.

Break 1 **LIEBHERR**

Break 2

Break 3 **VAHLE**

Break 4

Break 5 **صوما پور somaport**

Break 6

Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure. 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, plus a VIP lunch area for up to eight of your VIP clients or partners. Exclusive lunch sponsorship per day is €6,695.

Wednesday 26 June 2019 Sponsored by **APM TERMINALS**

Thursday 27 June 2019

REGISTRATION INFORMATION

To Participate in The 7th Mediterranean Ports & Shipping 2019 You Need to Register as an Exhibitor, Conference Delegate or Exhibition Visitor.

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Networking Welcome Receptions • Conference Refreshment Breaks And Lunches • Exhibition And Conference Access • A Full Set of Conference Presentations • Official Colour Photographs From The Event

Exhibition Visitors Receive: Access to Exhibition Only

CONFERENCE DELEGATE REGISTRATIONS

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 3 8023 3963 or Email to: alin@transportevents.com

Conference Delegate Registration

- ☐ I Wish to Attend The Technical Site Visit on Tuesday 25 June 2019. 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, Visa Copy if Available And Photo ID Proof/Company ID For Port Security Check in Advance. Please Email to: anis@transportevents.com
- ☐ I Wish to Attend The Networking Welcome Reception on Tuesday 25 June 2019
- ☐ I Wish to Attend The Networking Welcome Reception on Wednesday 26 June 2019

Name: _____ 01 / 07 / 2019

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

Website: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Saturday 25 May 2019**: The 'Early Bird' Conference Delegate Registration is **€1,195** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Sunday 26 May 2019**: The Regular Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is **€795**. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners Conference Delegate Registration is Free of Charge. Apply by Emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration is **€795**
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment at www.transportevents.com Please Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR, MYR, PHP And USD.

☐ Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 3 8023 3963 or Email to: 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.

☐ I Have Transferred €1,295 / €1,195 / €795 (Circle Correct Amount) Per Delegate to OCBC Bank

☐ I Have Transferred US\$1,541 / US\$1,422 / US\$946 (Circle Correct Amount) Per Delegate to OCBC Bank

Euro (EUR) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123937 - 5

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

US Dollar (USD) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123936 - 7

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

MOROCCAN MAD DELEGATE REGISTRATIONS

For Moroccan Nationals, Citizens And Residents Only of Morocco, The Conference Delegate Registration is **MAD6,740**.

- On or Before **Saturday 25 May 2019**: The 'Early Bird' Conference Delegate Registration is **MAD5,610**
- From **Sunday 26 May 2019**: The Regular Conference Delegate Registration is **MAD6,740**
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment Via PayPal at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR, MYR, PHP And USD. For Transactions in Currencies Not Listed Here, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

☐ I Have Transferred MAD5,610 / EUR495 / USD587 Per Delegate to OCBC Bank

☐ I Have Transferred MAD6,740 / EUR595 / USD705 Per Delegate to OCBC Bank

Euro (EUR) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123937 - 5

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

US Dollar (USD) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123936 - 7

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 3 8023 3963 or Email to: alin@transportevents.com

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
- 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, Visa Arrangements, 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:

Transport Events Limited
Tel: + 60 3 8023 5352
Fax: + 60 3 8023 3963
enquiries@transportevents.com

www.transportevents.com



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EXHIBITION VISITORS ONLY

Registration to Visit The Trade Exhibition is Free of Charge And Should be Done During The Event On-Site at The Registration Desk.

Display Opening Times Are:

Wednesday 26 June 2019	9am to 5pm
Thursday 27 June 2019	9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Hyatt Regency Casablanca, Morocco**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Hyatt Regency Casablanca, Morocco
Place des Nations Unies
Casablanca 20000
Morocco



Contact Person
Kamal Bouhrim
Events and Catering Manager

Tel: + 212 522 431 234
Fax: + 212 522 431 230
Email: kamal.bouhrim@hyatt.com
Website: www.hyatt.com