

Half day technical site visit
to Victoria International
Container Terminal (VICT)
site and DP World
Melbourne

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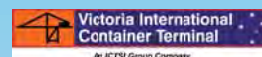
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7th INTERMODAL ASIA 2016

INTERCONTINENTAL MELBOURNE THE RIALTO, AUSTRALIA
THURSDAY 25 AND FRIDAY 26 FEBRUARY 2016

SPONSORED BY



- Technical Site Visit • 35 International Exhibition Stands • 30 International Conference Speakers • 300 International Decision Makers • Networking Welcome Reception
- Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies only GBP595
- Local Delegates Only AUD650 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •

KEY SPEAKERS.... PLUS MANY MORE!

1. **Nick Easy**
Chief Executive Officer, Port of Melbourne Corporation, Australia
2. **Tony Desira**
Operations Manager, Victoria International Container Terminal Limited, Australia
3. **Andrew Penfold**
Director, Ocean Shipping Consultants, United Kingdom
4. **David Bayne**
Port Economist, Drewry, Australia
5. **Max Kruse**
Chief Commercial Officer, DP World Australia, Australia
6. **Dato' Captain David Padman**
General Manager, Port Klang Authority, Malaysia
7. **Paul Weedon**
Chief Executive Officer, Tasmanian Ports Corporation, Australia
8. **Richard Stevens**
Associate — Senior Consultant, Thompson Clarke Shipping Pty Ltd, Australia
9. **Greg Pauline**
Managing Director Australia Region, Genesee & Wyoming, Australia
10. **Mahim Khanna**
Regional Director, TBA bv, The Netherlands
11. **Jana Blechschmidt**
Global Key Account Manager, Prysmian Group, Germany
12. **Michael Pal**
Principal Transport Analyst Fremantle Ports, Australia

HIGHLIGHTED TOPICS

- Assessing key trends in the Australian maritime economy
- Reviewing the emerging trend of port privatisation. How does it affect the industry?
- Future expansion plans in Australia's logistic economy
- Current initiatives and maintaining an extensive rail network across Australia
- Evaluating current port infrastructure and maximising growth potential
- Trends in container ship sizes and the implications for regional ports
- Developments in port and terminal infrastructure and operations
- Port operation planning - gearing towards a sustainable future
- Technology innovations for a competitive edge
- Driving port efficiencies through advanced technologies

For more information or to Register

Tel. + 60 87 426 022

Fax. + 60 87 426 223

Email: enquiries@transportevents.com

Website: www.transportevents.com

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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **7th Intermodal Asia 2016 Australia Exhibition and Conference** will benefit from international publicity offered by sponsorship. As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All international event advertising, direct mail and public relations
- The official 7th Intermodal Asia 2016 Australia 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 GBP 2,985**

Event Name Tag Lanyards

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants. Your company's colour logo will be exclusively printed on the length of the lanyard in a highly visible format. Sponsorship is GBP4,985. **This does not include nametag sponsorship.**

Sponsored by 

Event Name Tags

All event participants are given an identification name tag. Your company's colour logo will be exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is GBP4,985. **This does not include lanyard sponsorship.**

Sponsored by 

Event Website

Have your latest colour logo exclusively on the event homepage linking all event website viewers directly to your website for more information on your company's products and services. Sponsorship is GBP3,985.

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff at the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is GBP2,985.

Conference and Exhibition Directional Signage

Have your company's latest full colour logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is GBP3,985.

Corporate Banners

Have 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, outside the Conference hall and inside the Exhibition area. Sponsorship is GBP3,985 per 3 banners.

Technical Site Visit (TSV) Transportation Sponsorship

The Technical Site Visit to leading local ports will be organised one (1) day before the event as part of the agenda for participating delegates. Sponsoring the TSV transportation is an excellent way of branding your company's active participation in the local ports and terminal operations industry. The Sponsor is invited to say a few words of Welcome before the start of the TSV and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus, etc. Sponsorship is GBP3,985.

Networking Welcome Reception – Thursday 25 February 2016

The Networking Welcome Reception is first of two main evening social functions. 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 

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 topic related conference session. You are guaranteed of the full attention of this captive audience for up to 5 minutes plus an additional 5 minutes for a few words from the sponsor and time for questions and answers before the conference session commences. The cost of this commercial opportunity is GBP3,985 per Conference Session Sponsorship.

Sponsored by 

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's colour 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 GBP3,985.

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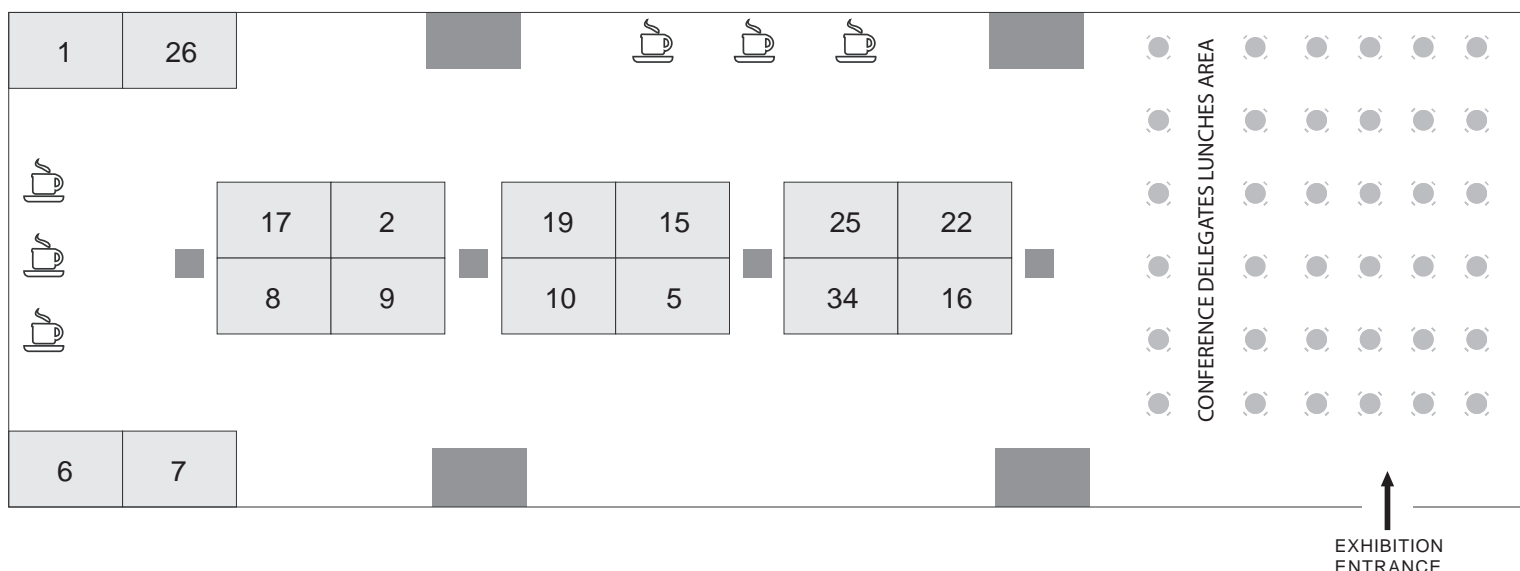
Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure distributed worldwide. 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. Exclusive lunch sponsorship per day is GBP4,985.

Thursday 25 February 2016

Sponsored by 

Friday 26 February 2016



Lanyards Sponsor



Name Tags Sponsor



Conference Delegates
Refreshment Sponsor



Conference Delegates Lunch
And Networking Welcome
Reception Sponsor



Conference Sessions Sponsor



STAND ALLOCATION (updated on 19 / 02 / 2016)

1 1-Stop Connections Pty Ltd	2 Prysmian Group
6 Bromma	8 Shibata Fender Team
7 Bromma	19 Stemmann-Technik GmbH
9 Capacity Trucks	9 TEHMAR Group
15 Clark Equipment	9 Terex Port Solutions
22 Hyster Asia Pacific	26 Tsubaki Kabelschlepp GmbH
25 Hyster Asia Pacific	17 Vahle
17 MHE-Demag Australia Pty Ltd	16 Victoria International Container
5 Northport Malaysia	Terminal
10 Northport Malaysia	34 Victoria International Container
9 Phoenix Lighting	Terminal
5 Port Klang	5 Westports Malaysia
10 Port Klang	10 Westports Malaysia

EXHIBITION BOOTH PACKAGE

3 x 2 Square Metre booths Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme
For Companies That Book a Minimum of 5 Exhibitions in a Calendar Year
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Booth Lighting
- Electrical Power Point
- Exhibition Booth Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Booth Package Is GBP5,985
- There is a Registration And Administration Fee of GBP395
- There are Multiple Events Booking Discounts

Please Visit: www.transportevents.com

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TRANSPORT EVENTS

Transport Events Management Limited (Head Office)

Tel: + 60 87 426 022

Fax: + 60 87 426 223

Email: enquiries@transportevents.com

LinkedIn



Wednesday 24 February 2016

TECHNICAL SITE VISIT

9am	Transport departs from Intercontinental Melbourne The Rialto to Victoria International Container Terminal site (VICT)
9 30am	Arrival at Lifesaving Victoria headquarters (Port of Melbourne) to begin the site walk around the VICT perimeter along Webb Trail <i>(We recommend comfortable shoes for the walk. Jackets and an umbrella would also be recommended in case of bad weather)</i>
9 45am	A stop at the observation deck on Webb Trail to view the VICT terminal site. An operation brief will be available on site
10 10am	Depart from the observation deck on Webb Trail back to the bus transport
10 30am	Transport departs from Victoria International Container Terminal site to DP World Melbourne
10 50am	Arrival at DP World Melbourne for a presentation. Refreshments will be served
11 30am	Viewing of DP World Melbourne facility at the viewing tower
12pm	Transport departs from DP World Melbourne back to the Intercontinental Melbourne The Rialto
12 30pm	Arrival at the Intercontinental Melbourne The Rialto (Approx.)

Thursday 25 February 2016

Opening Ceremony

8am	Conference delegate registration and refreshments served in the exhibition sponsored by 
9am	Organiser's Remarks Rory J. Doyle, Managing Director Transport Events Management Malaysia
9 05am	Welcome Address Nick Easy, Chief Executive Officer Port of Melbourne Corporation Australia
9 10am	Ministerial Keynote Address The Honourable Luke Donnellan MP, Minister for Ports State Government of Victoria Australia
9 20am	Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments sponsored by 

SESSION 1	Sponsored by  Regional economic outlook – Container market movements and emerging trends in a demanding economy
10 30am	Chairperson's Opening Remarks Kim Winter, Global CEO Logistics Executive Group Australia
10 30am	Vessel size and maximising shipper benefits in a competitive economy Andrew Penfold, Director Ocean Shipping Consultants United Kingdom
10 50am	Port sustainability in competitive markets: A Port Klang perspective Dato' Captain David Padman, General Manager Port Klang Authority Malaysia
11 10am	Key trends in the Australian maritime economy David Bayne, Port Economist Drewry Australia
11 30am	Mega-vessels, mega-alliances and cascades – Impacts for port operations and the Australia Market Dr. Jonathan Beard, Executive Director ICF International Hong Kong



SESSION 2	Sponsored by  Loss Prevention - Managing risks and reducing accidents in operations
11 50am	Reducing accidents within ports and terminals Phillip Emmanuel, Regional Director TT Club Asia Pacific Hong Kong
SESSION 3	Sponsored by  Maritime security – Addressing outstanding issues and risks for stakeholders
12 10pm	Potential maritime security risks: Regulations, concerns and practicalities Helen Tung, Mediator / Lawyer HT Chambers Australia
SESSION 4	Sponsored by  Building and improving terminal operation facilities
12 30pm	Webb dock redevelopment – Collaboration, fast track to operation and the contracts Rod Jeffrey, Project Director BMD Constructions Australia
12 50pm	Questions and answers followed by conference delegates networking lunch sponsored by 
SESSION 5	Sponsored by  Reviewing the emerging trend of port privatisation How does it affect the industry?
2pm	Contemporary issues in Australian ports Paul Weedon, Chief Executive Officer Tasmanian Ports Corporation Australia
2 20pm	Perspective of port privatisation and current developments in Australia Guy Reynolds, Executive Consultant – Maritime, Ports and Freight GHD Australia
2 40pm	Issues arising from the current Australian port privatisation process Richard Stevens, Associate – Senior Consultant Thompson Clarke Shipping Pty Ltd Australia
3pm	Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by 
SESSION 6	Sponsored by  Observing current initiatives and creating opportunities in regional shipping business, intermodal, supply chain and logistics networks
3 40pm	Intermodal opportunities and trends in rail networks of Australia Greg Pauline, Managing Director Australia Region Genesee & Wyoming Australia

Supporting Trade Organisations



SESSION 7 Sponsored by

Technology innovations and cutting edge solutions for port operations in creating business value

- 4pm** Alternative marine power systems
Daiel Hoffmans, International Sales Manager
Stemmann-Technik GmbH
Germany
- 4 20pm** Providing insights to freight forwarders and shippers to analyse performance and reliability of their shipments
Lydia van der Merwe, Regional Sales Director, Australia and New Zealand
INTTRA
Australia
- 4 40pm** Automatic Electrification Systems for RTGs (Rubber Tyre Gantries)
Vince di Costanzo, Managing Director
MHE-Demag Australia Pty Ltd
Australia
- 5pm** Questions and answers followed by Chairperson's closing remarks
- 5pm-6 30pm** Networking Welcome Reception for all participants at the Bluestone Wine Lounge located at the hotel lobby. Smart casual attire. Sponsored by



Friday 26 February 2016

- 8am** Conference delegate registration and refreshments served in the exhibition sponsored by



SESSION 8 Sponsored by

Technology innovations and cutting edge solutions for port operations in creating business value

- 9am** Chairperson's Opening Remarks
David Bayne, Port Economist
Drewry
Australia
- 9am** The Unseen competitive advantage
Jeremy Chee, GM Strategy & Business Development
1-Stop Connections Pty Ltd
Australia
- 9 20am** Improving productivity through new technologies
Philipp Reiter, Sales Manager Systems
Terex Port Solutions
Germany
- 9 40am** Cavotec MoorMaster vacuum mooring technology
Glynn Jones, MoorMaster Sales & Operations Manager
Cavotec Australia (Newcastle) Co. Ltd.
Australia
- 10am** How IT is transforming terminal design and performance
Mahim Khanna, Regional Director
TBA by
The Netherlands
- 10 20am** Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



SESSION 9 Sponsored by

Technology innovations and cutting edge solutions for port operations in creating business value

- 11 20am** Modern energy guiding systems for port-cranes
Peter Sebastian Pütz, Key Account Manager Business Development
Tsubaki Kabelschlepp GmbH
Germany



- 11 40am** Shear testing of marine fenders
Chris Millwood, General Manager
Shibata Australia
Australia
- 12pm** Latest innovations and solutions for effective containerisation activities
Jana Blechschmidt, Global Key Account Manager
Prysmian Group
Germany
- 12 20pm** Improving operational processes utilizing automation at container terminals
Johannes Leholm, Head of Pre-Sales Engineering – Asia Pacific
Navis
Singapore
- 12 40pm** Energy saving in container terminals through K-Motion
Michael Wahab, General Manager
Kalmar Australia
Australia
- 1pm** Questions and answers followed by conference delegates networking lunch

SESSION 10 Sponsored by

Improvements in port operations - Refining operations, creating business opportunities, handling growth and retaining a competitive edge

- 2pm** Strategic port developments - Evaluating current port infrastructure and maximizing growth potential
Tony Desira, Operations Manager
Victoria International Container Terminal Limited
Australia
- 2 20pm** Ensuring customer satisfaction through strategically ensuring effective operations of terminals
Max Kruse, Chief Commercial Officer
DP World Australia Limited
Australia
- 2 40pm** Improving Australian port operations
Warwick Sommer, General Manager – Customer
Patrick
Australia
- 3pm** Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by
- 3 30pm** Effective management of port landside operations - An innovative view (Truck control and data integration/port community systems)
Michael Pal, Principal Transport Analyst
Fremantle Ports
Australia
- 3 50pm** Intermodal connectivity through hub & spoke, expanding seaport reach to hinterland
Benny Woenardi, Managing Director
Cikarang Dry Port
Indonesia
- 4 10pm** Questions and answers followed by Chairperson's closing remarks



Supporting Media



REGISTRATION INFORMATION

To Participate in The **7th Intermodal Asia 2016** You Need to Register as a Conference Delegate

- Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Reception • Official Colour Photographs From The Event.

CONFERENCE DELEGATE REGISTRATION

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 87 426 223 or Email to: alin@transportevents.com

Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on Wednesday 24 February 2016. 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 (Only Business and Diplomatic Visas) and Photo ID Proof/Company ID For Port Security Check in Advance. Please Email to: aqilah@transportevents.com

☐ I Wish to Attend The Networking Welcome Reception on Thursday 25 February 2016.

Name: _____ 29 / 02 / 2016

Job Title: _____

Company Name: _____

Address: _____

Tel: _____

Email: _____

Website: _____

What Best Describes Your Industry Sector? (Please Tick One)

- | | |
|---|---|
| <input type="checkbox"/> Port Authority/Terminal Operator | <input type="checkbox"/> Ship Owning and Operating Service |
| <input type="checkbox"/> Inland Terminal Operator | <input type="checkbox"/> Freight Forwarder/Third Party Logistics Provider (3PL) |
| <input type="checkbox"/> Stevedoring | <input type="checkbox"/> Road/Rail Operation |
| <input type="checkbox"/> Dredging | <input type="checkbox"/> Shipper/Beneficial Cargo Owner (BCO) |
| <input type="checkbox"/> Surveying/Civil Engineering | <input type="checkbox"/> Association/Government Agency |
| <input type="checkbox"/> Classification Society/Registry | <input type="checkbox"/> Finance/Insurance P&I/Banking/Legal Services |
| <input type="checkbox"/> Maritime Consultancy/Analysis | <input type="checkbox"/> Equipment Manufacturer/Service Supplier |
| <input type="checkbox"/> Shipping/Liner Company | <input type="checkbox"/> IT Systems/Hardware |
| <input type="checkbox"/> Bunkering Sales & Service | <input type="checkbox"/> Other |
| <input type="checkbox"/> Barge Operation | |

METHOD OF PAYMENT (NON AUSTRALIAN DOLLAR)

- On or Before Monday 25 January 2016: 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 26 January 2016: 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.
- Shippers/Beneficial Cargo Owners (BCOs) Conference Delegate Registration is FREE. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration on Thursday 25 February 2016 is GBP595
- One Day Conference Delegate Registration on Friday 26 February 2016 is GBP595
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - Secure Online Registration And Payment Via Paypal at 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 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 GBP995 / GBP895 / GBP595 (Circle Correct Amount) Per Delegate to HSBC

*Bank Transfer to:

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 (AUSTRALIAN DOLLAR ONLY)

- For Australian Nationals, Citizens And Residents of Australia, The Conference Delegate Registration is AUD650
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment
- No payment will be accepted by bank transfer within 7 days of the dates of the event. In this case, payment will only be accepted by credit card online or by cash on site at the event registration desk

☐ Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com Follow The Instructions on Our Registration Page. The AUD Amount Will be Converted to GBP During The Transaction Process at The Prevailing Rate

☐ I Have Transferred AUD650 in GBP Equivalent Per Delegate to HSBC

* Bank Transfer to:
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 Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 87 426 223 or Email to: alin@transportevents.com

Electronic Deposits Must be Made Directly to HSBC.

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 And, if Required, a Letter of Invitation For Entry Visa Application
 - 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: _____

CONTACT DETAILS

Transport Events Management Limited (Head Office)

Tel. + 60 87 426 022

Fax. + 60 87 426 223

enquiries@transportevents.com

www.transportevents.com



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OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Intercontinental Melbourne The Rialto, Australia**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Intercontinental Melbourne The Rialto

495 Collins Street
Melbourne, VIC, 3000
Australia



Contact Person

Rachel Cyczcelis
Conference and Events Executive

Tel: +61 3 8627 1423

Fax: +61 3 8627 1414

Email: rachel.cyczcelis@ihg.com

Website: www.intercontinental.com/melbourne

EXHIBITION VISITORS ONLY

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

Exhibition Opening Times are:

Thursday 25 February 2016

9am to 5pm

Friday 26 February 2016

9am to 3pm

OFFICIAL CHARITY

Oasis Africa Australia began in 2005 to support vulnerable and disadvantaged children. Since then they have educated over 8,000 children and currently have over 80 students from some of the worst affected slums currently studying under an Oasis Africa Secondary School and University scholarship each year.

Oasis Africa also partners in a farming project that supports a local slum-based Primary School who are achieving self-sustainability through the sale of their crops.

Website: www.oasisafrica.org.au

