



























5th MED PORTS 2017

Wednesday 25 to Friday 27 October 2017

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5th MED PORTS 2017

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Port de Barcelona

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Port de Barcelona

TERMINALS

Port de Barcelona
Certified Companies





PORT DE BARCELONA

RAM
SPREADERS

Revolver

Tipping Spreaders
for Containerized Bulk Handling



Applications



Ship Crane



Ship-to-Shore C



Mobile Harbour Cr



- Low Capital In
- Environmental
- Equipment Lea

Performance

RAM
SPREADERS

The Right Spreader
for the Task and Equipment



Ship-to-Shore Cranes



Yard Stacking Cranes



Fork lift and
Straddle Carriers



Mobile Harbour and
Jib Cranes

RAM
SPREADERS







VAHLE

KONECRANES
Lifting Business

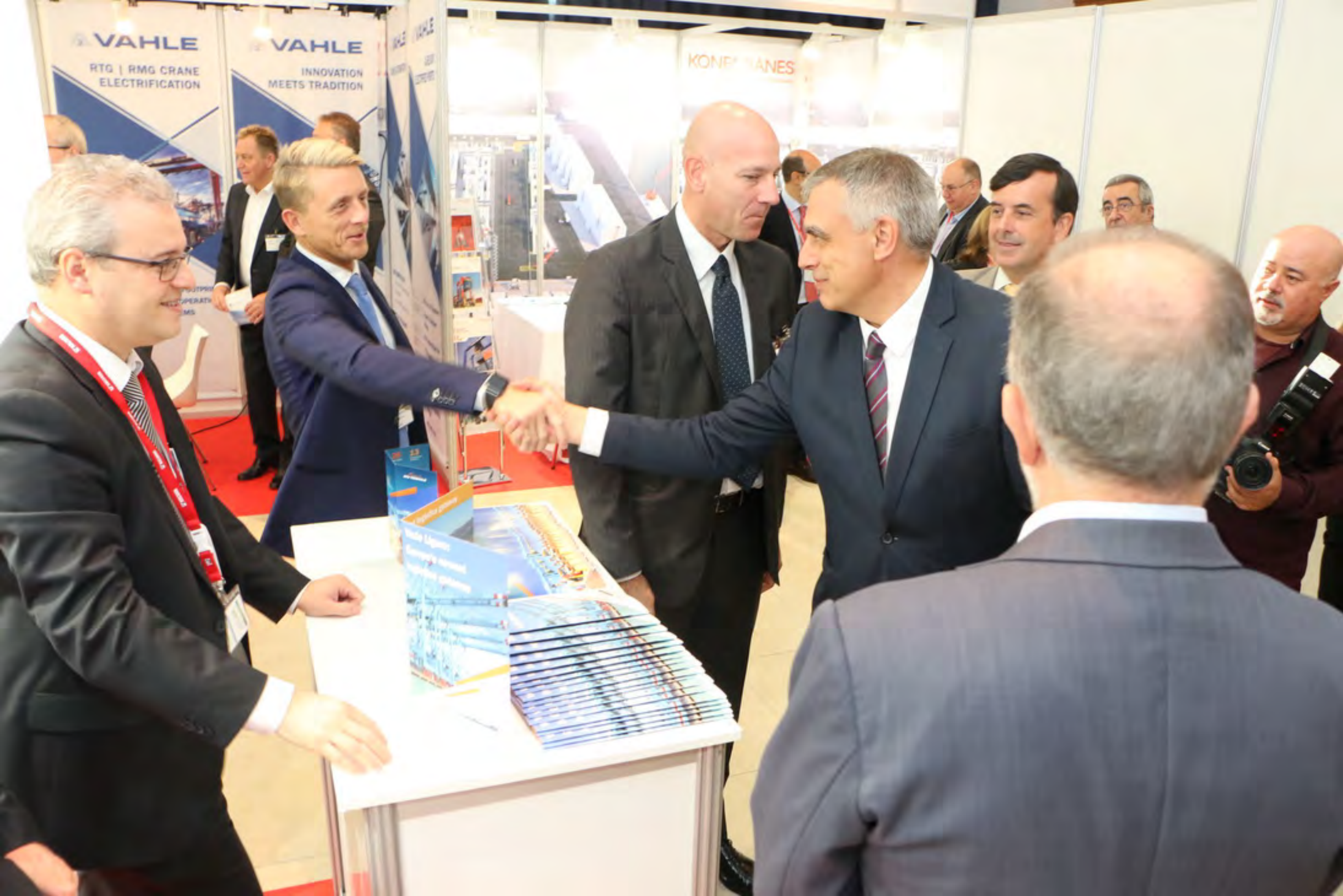
VAHLE

RTG / RMG CRANE
ELECTRIFICATION

VAHLE

INNOVATION
WITH A TRADITION

KONECRANES



IGUS S.L.U.

16





ISL APPLICATIONS GMBH

32

16

APM TERMINALS





ISL APPLICATIONS GMBH

CHESSCON
SOFTWARE Solutions
in Germany

OPTIMISE YOUR TOS





Solvo.TOS 6.0 new features

- Unified all-in-one system for any type of cargo;
- WEB interface;
- t-in yard and equipment optimization features;
- ent-pending STS-crane workstation;
- mproved interactive terminal layout;
- berth planning;
- scheduling and management;
- ID and OCR support;
- ninal automation: 3Vs, etc.;
- ing and labor

and more...





SOLVO EURO

34

6.0

Information Technology
and consulting

Terminal
Operating
Systems

SOLVO
www.solvo

Solutions for
AUTO-ID bar-codes
RFID and more

y serv
n logi





Monitoring System **NEW**
Travel applications

- internal data storage
- maintenance free (no battery charging)
- no speed limit
- for long travel ways
- protection class IP65
- components:
 - box (stainless steel)
 - force measuring unit
 - cables

TKHD SERIES

Heavy duty cable carriers for long travel lengths and high additional loads

- Massive, welded, slotted, independent stop system
- Massive, welded, through robust (double link) construction
- Sidevents easy to access
- Reinforced pin box connection
- Integrated noise
- Integrated brake
- Soft start/stop
- Low





TERMINAL PORT NOU S.A.

TSUBAKI KABELSCHLEPP GMBH

29

TSUBAKI KABELSCHLEPP GMBH

KABELSCHLEPP

TSUBAKI KABELSCHLEPP

KABELSCHLEPP

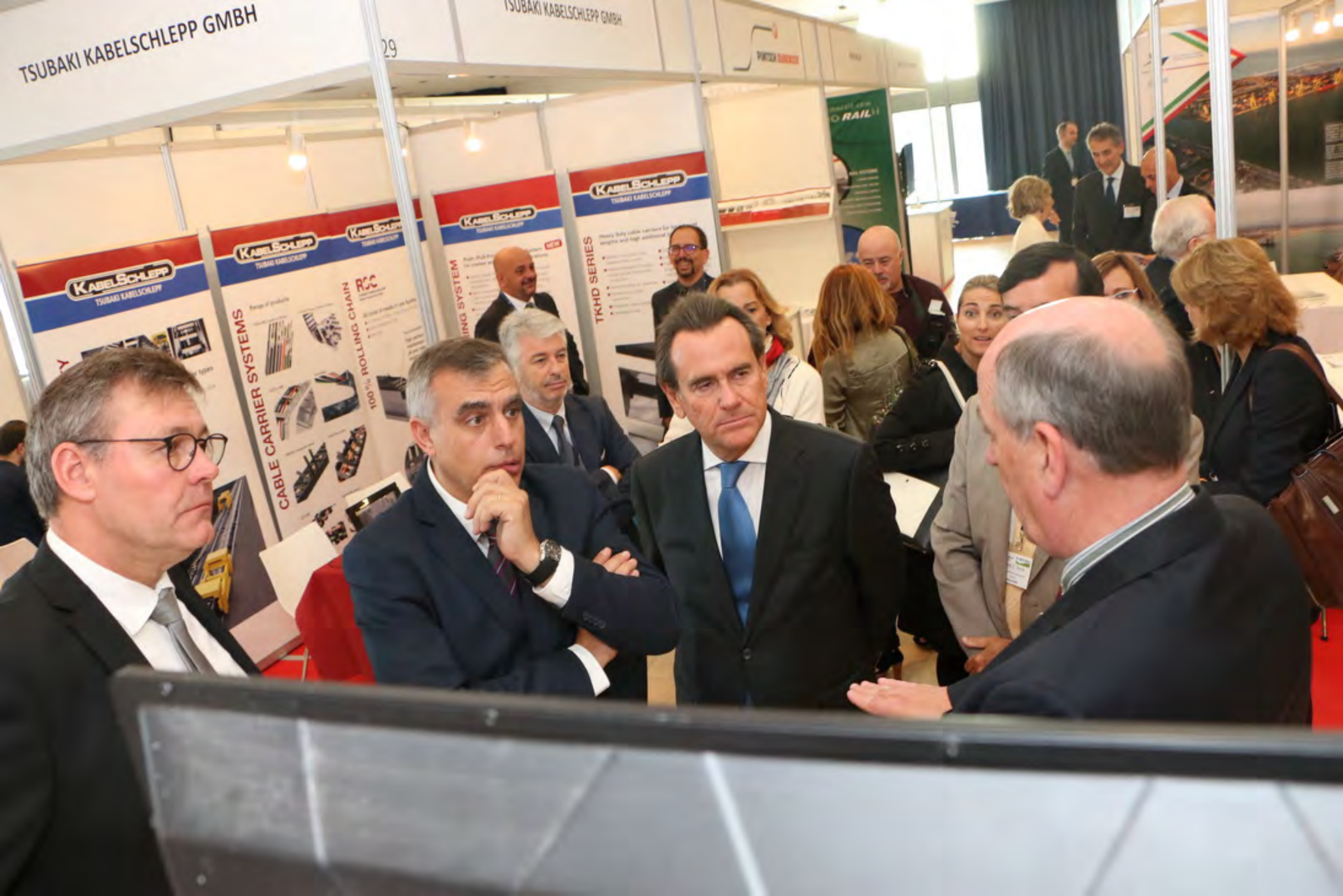
KABELSCHLEPP

TSUBAKI KABELSCHLEPP GMBH

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KABELSCHLEPP
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TSUBAKI KABELSCHLEPP

CABLE CARRIER SYSTEMS

100% ROLLING CHAIN

TKHD SERIES





PHOENIX
Terminal
A Division of The

1892

125

— THE —

PHOENIX CO

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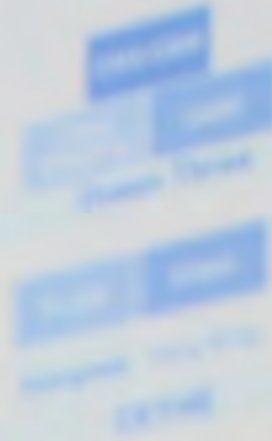
SHIPPING LINE ALLIANCES

Fast Growth and Alliance Developments are major drivers of market developments

Shipping Line Alliance Developments

Major trends in the shipping industry

- The global fleet has grown in size, with more vessels of greater capacity. Most operators (20,000 TEU) are scheduled for the next 10 years, which means more ships and a push for larger and more efficient vessels. They also have higher fuel costs and larger crews. They also have a higher cost of ownership to handle larger cargo volumes.
- Consolidation in the shipping industry has resulted in recent mergers and acquisitions activity, such as:
 - The Hamburg Süd acquisition by Hapag-Lloyd
 - The M&A (M&A) acquisition by CMA CGM



...tions and focus on tariff negotiations in particular.
...ently this has resulted in the bankruptcy of Hanjin shipping
...s, although recent trend is for positive operating profits in
...ent quarters.

... / recent demand has increased to ... major trade
...s, but vessel ordering is still growing demand.



5th MED PORTS
2017

Alvaro Rodero



Introduction

Nishal Sooredoo, MBA

Current:

**OCEAN
SHIPPING
CONSULTA**



TT CLUB

Governed by the industry for the industry

CMA CGM

OOCL

COSCO
SHIPPING





SHIBATA **FENDER** TEAM
▶ on the safe side



1. SFT Foam Filled Fenders. What is that?

- Fenders systems for dedicated berths.
- Made in Germany and the US from high quality materials.
- Highly engineered design.
- 100% closed cell foam.
- Filament reinforced.



AUTOMITA' DI SISTEMI PORTUARI
DEL MAR TIRRENO SETTENTRIONALE

Table n.1



REFERENCE BACKGROUND- Road traffic in EU 28

still
een
s.
EU 28
Road
has rem
over th
mark
201
to

Francesco Glio
President
ATA

Effectively Prepare for Tomorrow

Technology and Innovation

Striving for higher standards

Strengthen Our Capability

Building the right team

& Assurance

Validate / verify to drive improvement



SOFTWARE PRODUCTS

PROCESS AUTOMATION

UX USER EXPERIENCE
HUMAN MACHINE

PMEN

E COMP



...st euro rises: Exports from Europe Booming

...ers – Exports to china booming

...on vessels to scrap

...he board

...rldwide



ST CLARE
ST MED PORTS
Jaime Paz Burgos
SPEAKER



log sead
Logistics and Maritime Solutions

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oss industry
rspective and from
oss product experience





Demands of shipping liners

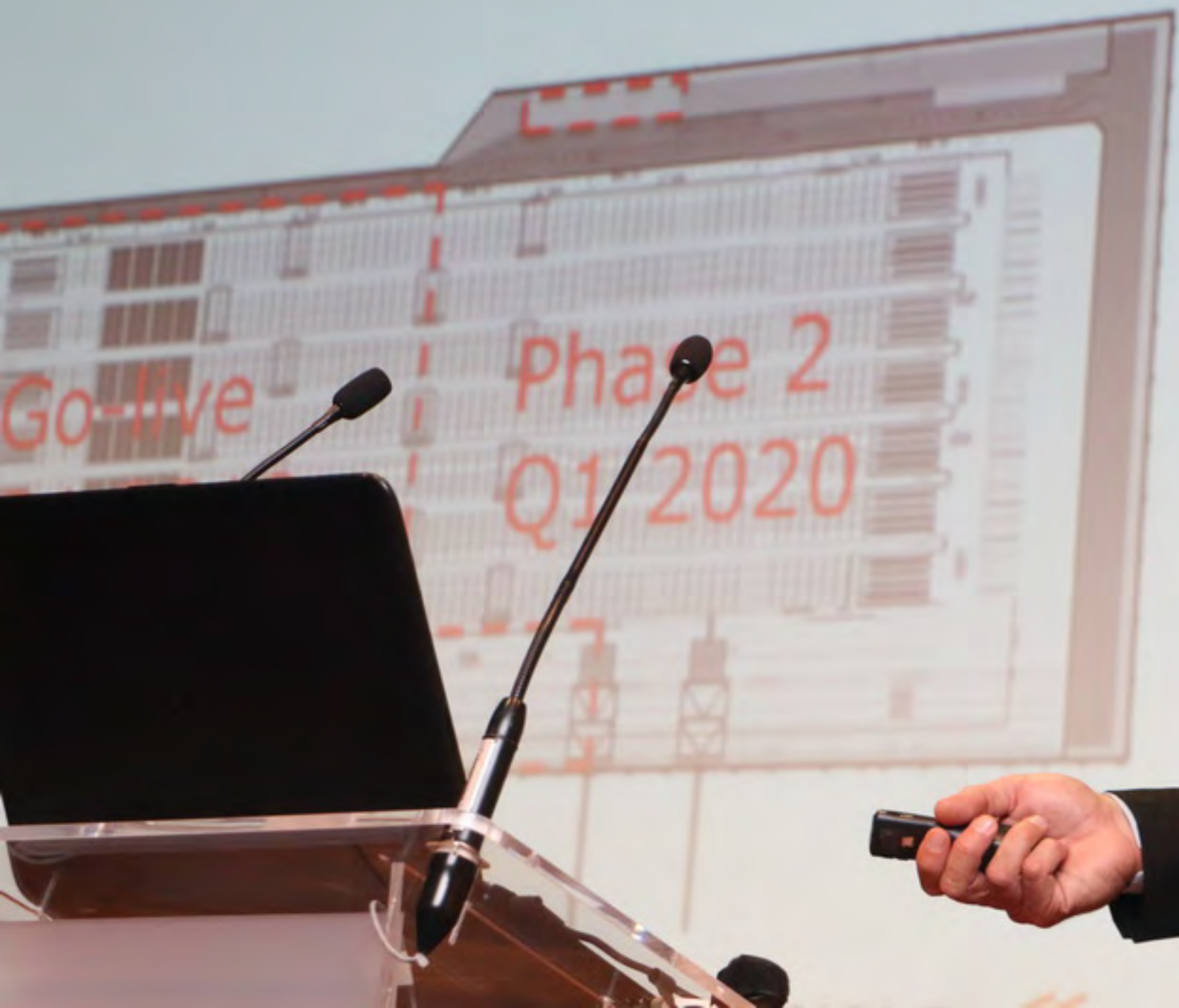
- High performance level from terminals
- throughput rate per berth
- Turnaround time of a vessel/external trucks

Consequences

- larger vessels
- bigger ports
- taller cranes

→ searching!

Figure – The new Container Terminal



Go-live

Phase 2
Q1 2020



HUTCHISON WORLD

The world of Hutchison Ports

49 Ports in 26 Countries





5th MED PORTS
2017

Rosa Puig

THE MOVIE



From Italy To Hollywood, passing through Malta: in 2013 some scenes of "Captain Phillips" were shot in Malta Freeport Terminal, with the participation of our cranes as «Supporting Actresses»





All-in-one comprehensive solution

Integrated VBS

Integrated
GOS

Combined
container and
general cargo
yard
management

MHE routing
optimization

Integrated
resource planning

Integrated terminal
information

don

Automated vessel
cargo stowage
planning



TYCLUB
SDVb
Daniel Pershin
Business Development
SDVb

- Founded 1912
- > € 125 mil. in sales
- > 750 employees worldwide (31.03.2017)
- 12 Vahle subsidiaries worldwide
(Vahle South East Asia founded in 2008)
- Representations in 52 countries
- 100 % family owned
- Production based in Germany

VAHLE
STROMZUFÜHRUNGEN

• Subsidiary

• Representative Office





Almost 65 years since the initial idea became a patented solution



1953

center
star

2013

EDINBURGH





... moving energy made easy
product range

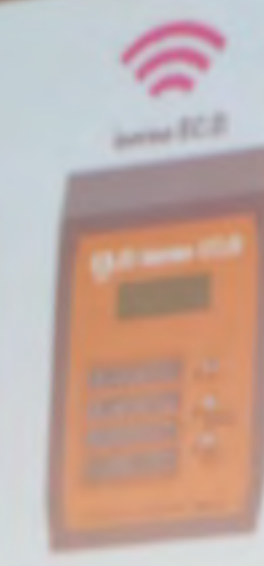
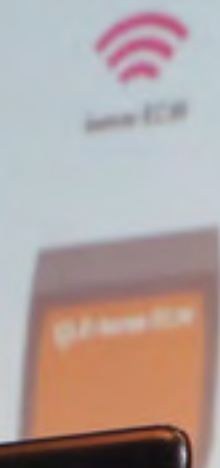
t plastics

on module

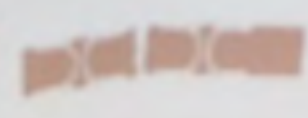
from
&

to
S.

igus



Push/Pull
force detection



Breakage
detection



Downtime
detection



/// It's not easy being green



- Nitrous Oxide (NO_x)
- Particulate Matter
- Carbon Dioxide (CO_2)



TY CLUB 5-MED PORTS
Georg Matzku
Managing Director
Germany
SEKAR

BERGÉ
Moved by Logistics

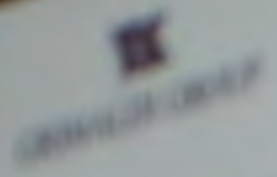
5th Med Ports 2017

"Casals

Execu Med&

s.com

MEDITERRANEAN MARCOLE



We believe that the **Short Sea Shipping** industry has still **margin to growth** due to the current market area and of the rest of European countries

Most of European economies are **reintegrating pre-crisis levels**

2017	2016
+1.8%	2.2 TONN
+3.7%	5.08 TONN

New markets could be developed due to growing economies

2017	2016
11.9 B\$	1.3 B\$
7.4 B\$	0.7 B\$

2017	2016
+1.5%	1.88 TONN
+3.2%	1.15 TONN

2016
11.9 B\$
1.3 B\$
7.4 B\$
0.7 B\$



TT CLUB / 5th MED PORTS 2017
Mario Massarotti
 Grimaldi Logistics España
 Spain
 SPEAKER



Trade Facilitation, Customs and Security Committee

- Created in 2014 in order to address those aspects of trade in terms of efficiency and costs linked to ports, border agencies

- Main topics:

- ✓ Systems performance in EU ports
- ✓ Cargo (e.g. immigration)
- ✓ (Brexit)













