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MEDITERRANEAN Ports and Logistics 2024

28 TO 30
MAY

GENERALI CONVENTION CENTER
TRIESTE, ITALY

HOSTED BY



PORT OF
TRIESTE

STRATEGIC PARTNER



PLT Italy

JON ARNUP

FOUNDER & CEO
TRENT PORT SERVICES LTD &
TRENTGO LTD
SINGAPORE & DUBAI

- The Biggest Biennial Ports and Logistics Exhibition and Conference in the Mediterranean Region
- Meet 400 Decision Makers Face to Face During the Event

For Full Detail Visit : www.transportevents.com/events



Digital transformation in procurement

*...One-Stop-Shop
e-Commerce for Ports...*



MEDITERRANEAN
Ports and Logistics **2024**

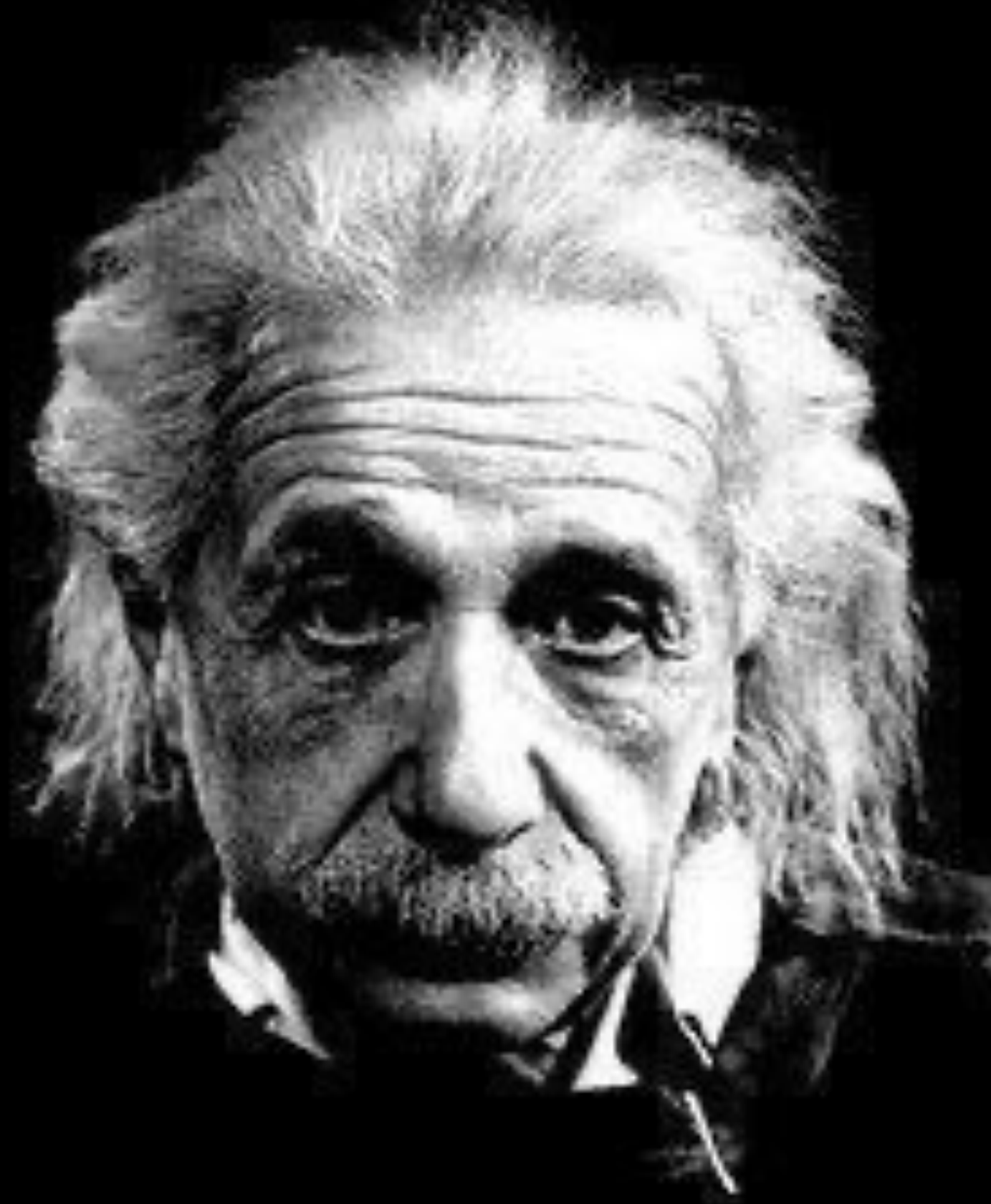


THE DILEMMA!

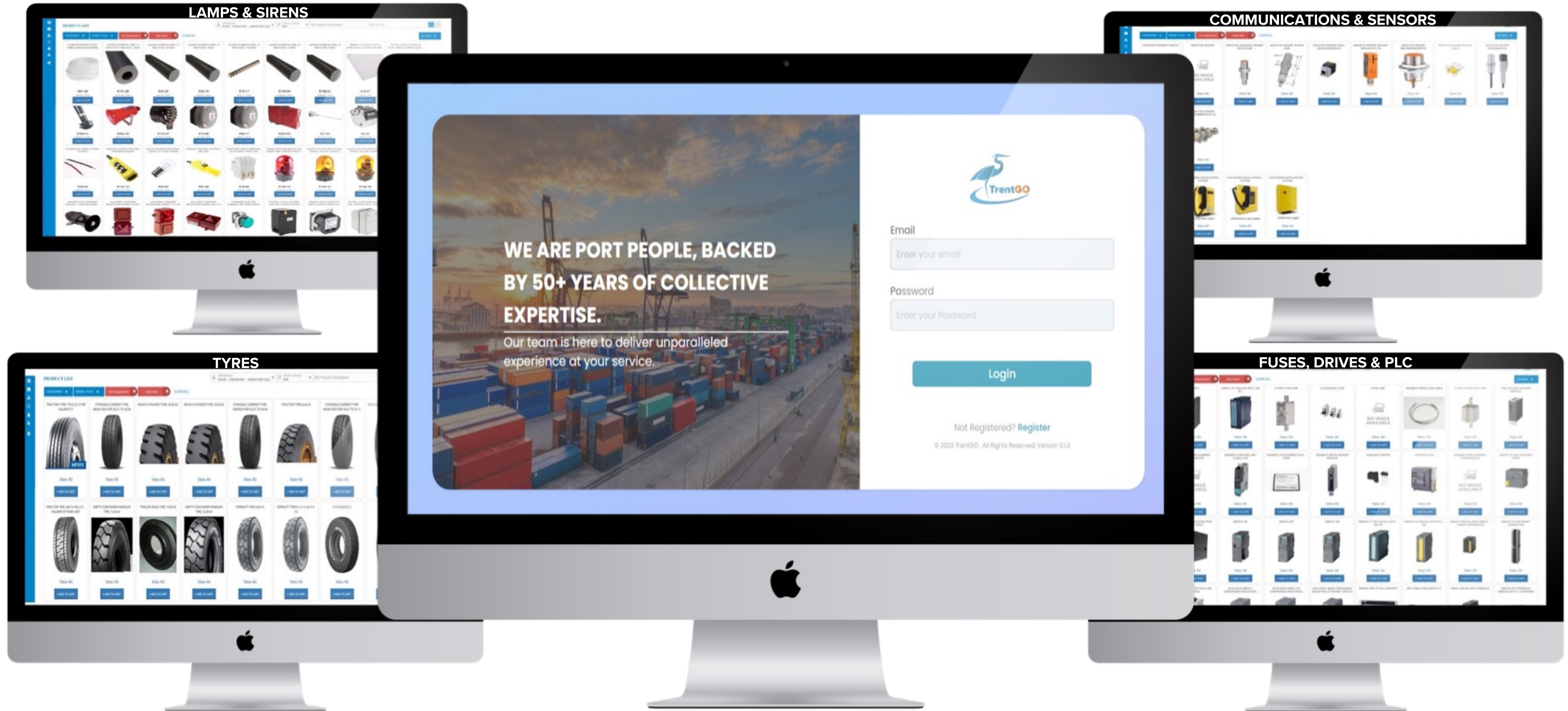
- Where should you be sourcing goods and spare parts from, and how do you decide and choose?
- It's easy to come up with 10 different sources.....
- Reality is, there are many more than that even!
- Then what about optimised logistics, consolidation & distribution strategies?

Changing the landscape through eCommerce.....

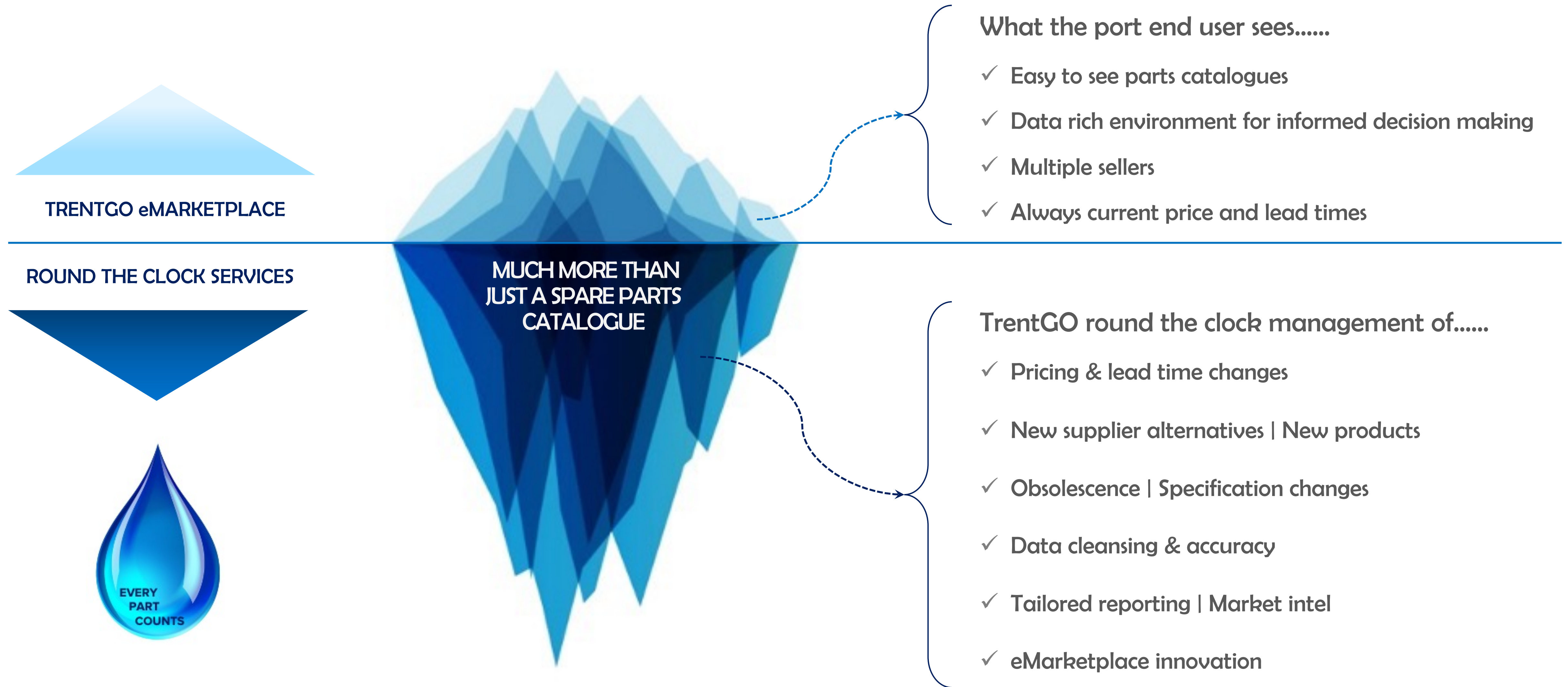
**“WE CANNOT
SOLVE OUR
PROBLEMS
WITH THE SAME
THINKING WE
USED WHEN WE
CREATED THEM”**



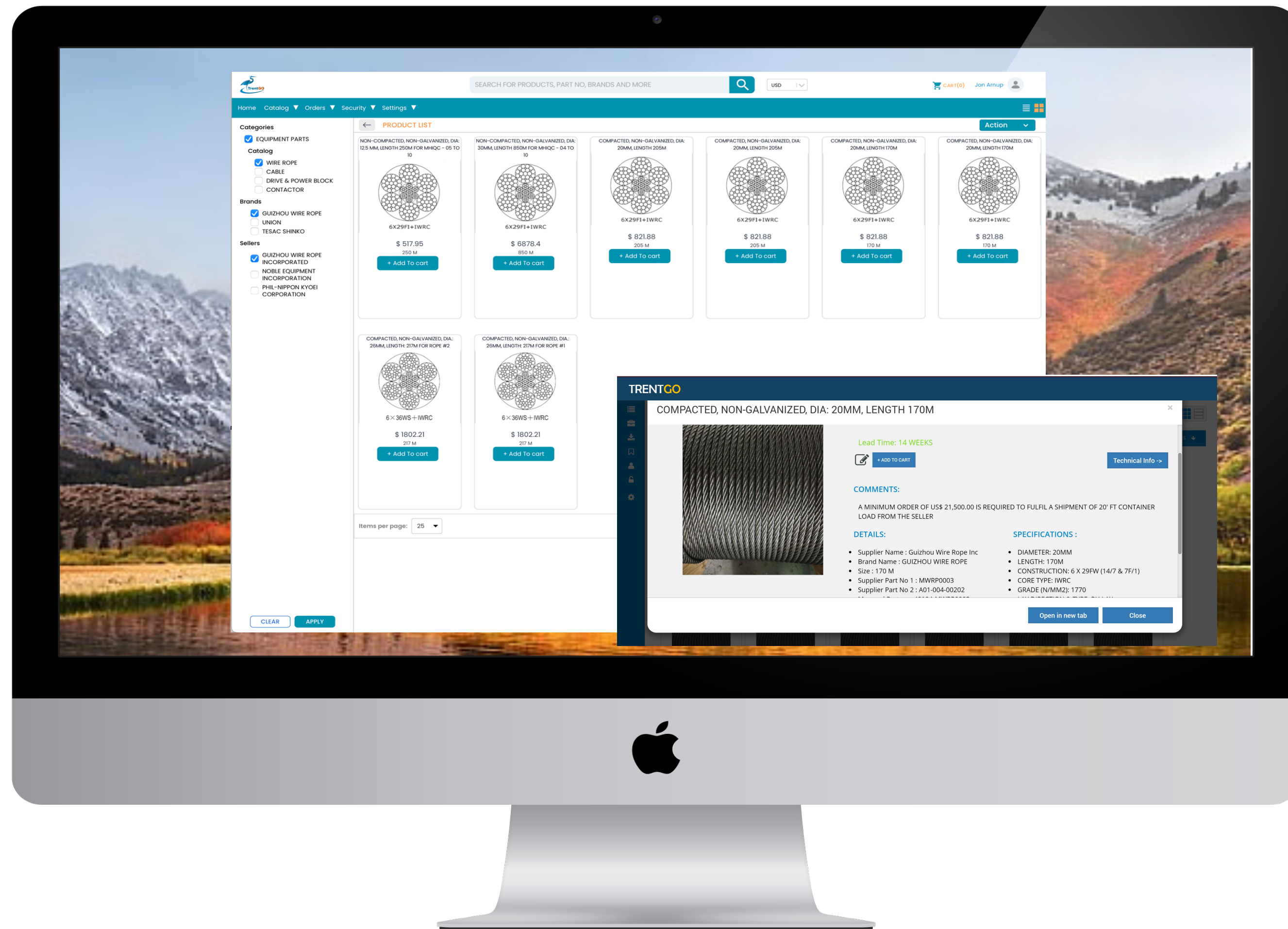
What if we can have an Amazon for ports?



The 'hidden value' of a true global eMarketplace



Catalogues 'dedicated' to your port....



- ✓ **Catalogues** of parts **dedicated** to your port, equipment & assets.
- ✓ **Correct** delivery every time.
- ✓ **Multiple** sellers **competing** & selling under one-roof.
- ✓ Last mile delivery on **every** item.
- ✓ Spare parts & logistics cost **'visible'** on every part!

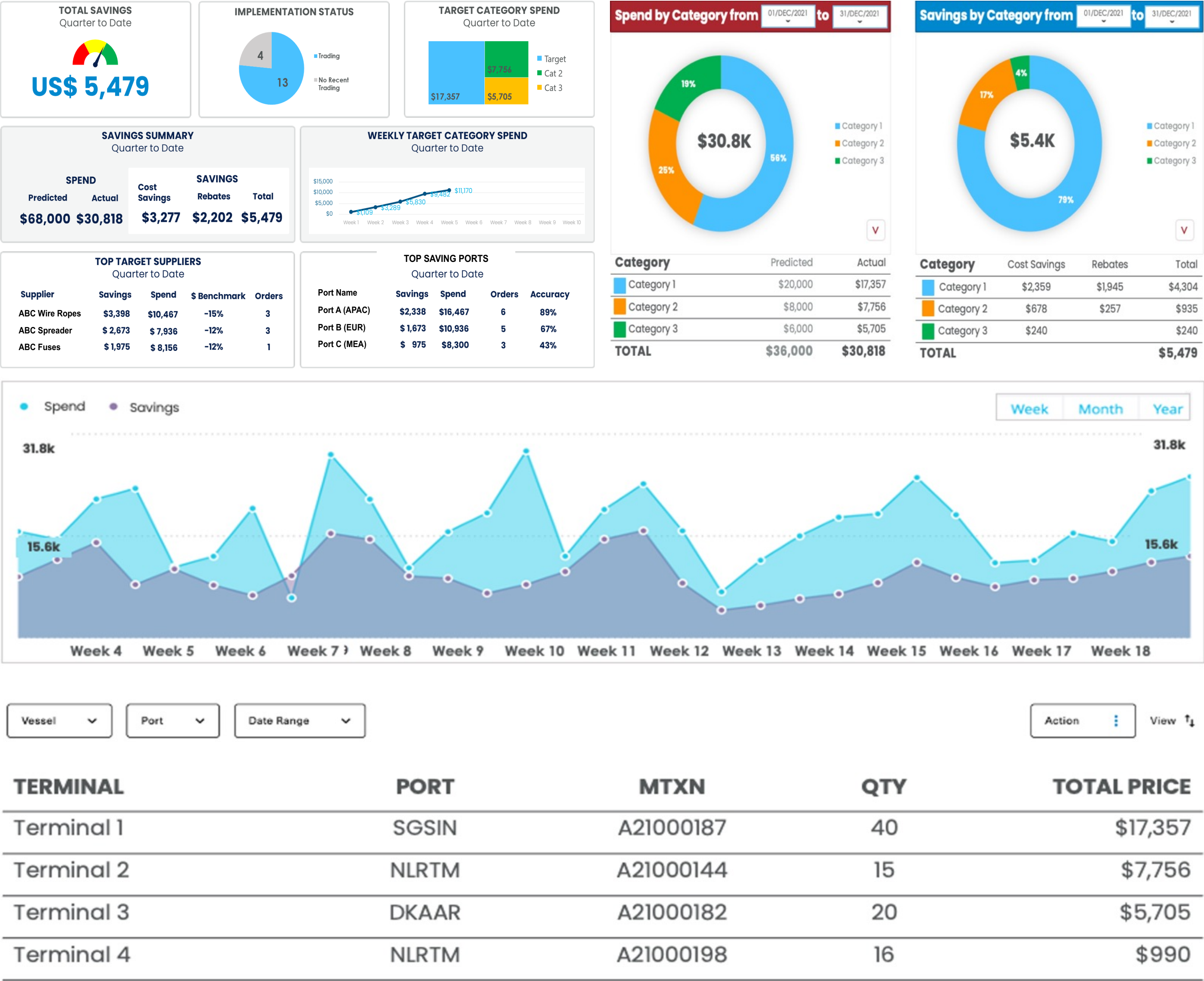
Recorded results we have seen so far.....




- ✓ Up to 90% faster procurement cycle time recorded.
- ✓ End-2-End procurement cost savings between 5-72% recorded.
- ✓ Eliminated ordering & delivery errors.
- ✓ Changing procurement strategies.
- ✓ 3-quotes at your fingertip 24/7 - choose, review, make informed decision, order placement – all within the same day!
- ✓ *Select – Check Out – Buy – Go*

Your own performance dashboard

- Can be fully integrated to port FIN SYS and business process.
- Tailored reporting and performance dashboards.
- Terminal, Regional or Global views.
- Increased spend visibility means enhanced negotiations globally.





What does the
future hold?



Dealing with a fast-changing world....

- The world is accelerating towards lower emissions.
- Your customers' needs are changing.
- Is your business ready?
- Collaboration is the only way!
- Increasing use of Ai in all aspects of the supply chain.
- Integration into Customer Procurement systems.

Visibility on kg CO2 when you purchase



SEARCH FOR PRODUCTS, PART NO, BRANDS AND MORE

USD

CART (1)

Trent Support



Home Catalog Orders Security Settings

Categories

☒ EQUIPMENT PARTS

Catalog

- ☐ CONTACTS
- ☐ ROLLER
- ☒ WIRE ROPE
- ☐ SENSOR

Brands

- ☐ ABB
- ☐ ABB LV
- ☐ BERNSTEIN
- ☐ SCHNEIDER ELECTRIC

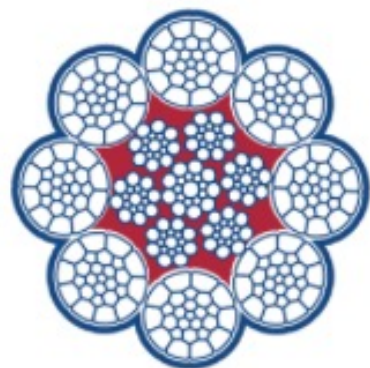
Sellers

- ☐ KPR Wire Rope Company (Merchant)
- ☐ KPR Contacts Company

PRODUCT LIST

Action

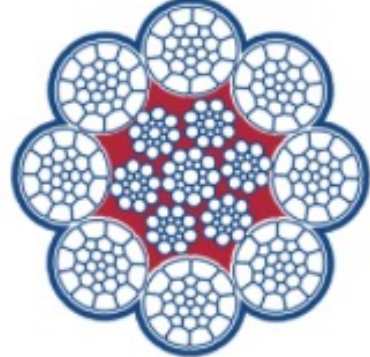
NON-COMPACTED, GALVANIZED, DIA: 14MM, LENGTH: 200M



\$ 3561.11
200 M

+ Add To cart

COMPACTED, GALVANIZED, DIA: 22MM, LENGTH: 56.78M



\$ 3558.53
56.78 M

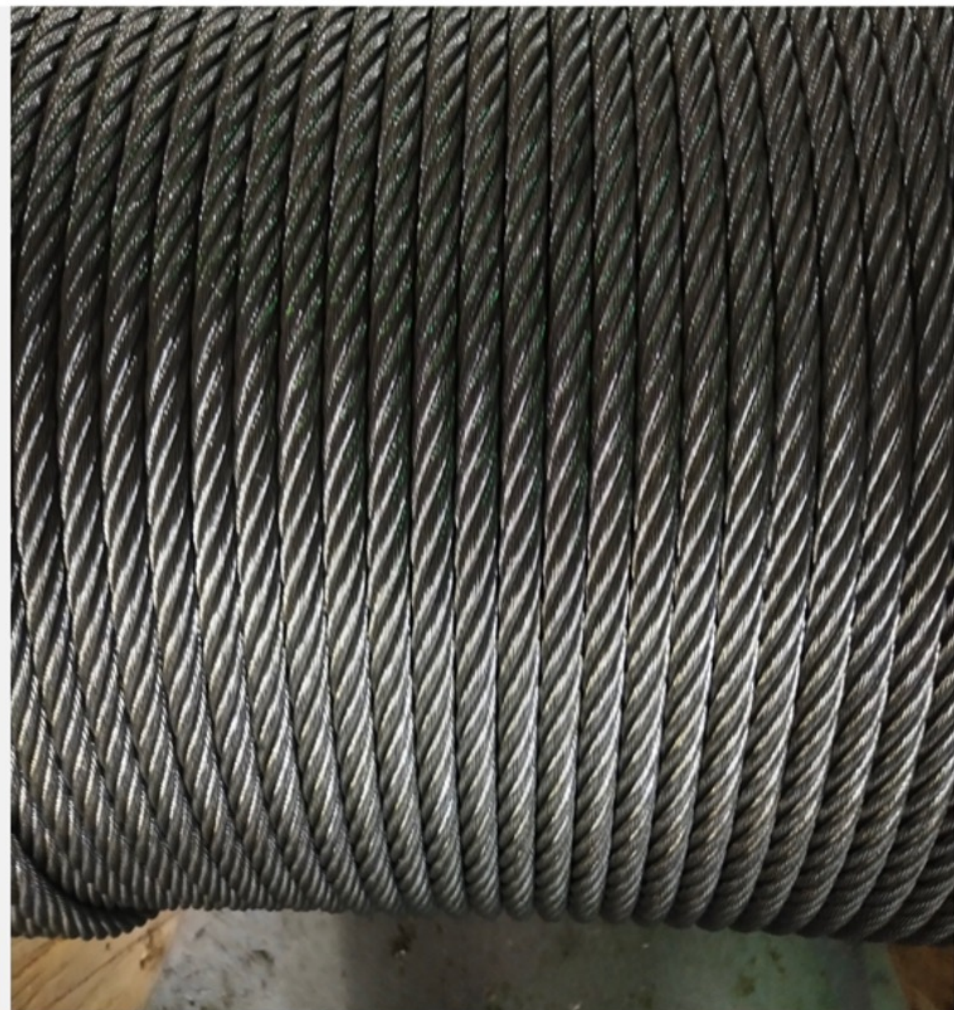
+ Add To cart

Items per page: 100

CLEAR

APPLY

COMPACTED, NON-GALVANIZED, DIA: 20MM, LENGTH 170M



Lead Time: 14 WEEKS



+ ADD TO CART

Technical Info ->

COMMENTS:

A MINIMUM ORDER OF US\$ 21,500.00 IS REQUIRED TO FULFIL A SHIPMENT OF 20' FT CONTAINER LOAD FROM THE SELLER

DETAILS:

- Supplier Name : Guizhou Wire Rope Inc
- Brand Name : GUIZHOU WIRE ROPE
- Size : 170 M
- Supplier Part No 1 : MWRP0003
- Supplier Part No 2 : A01-004-00202

SPECIFICATIONS :

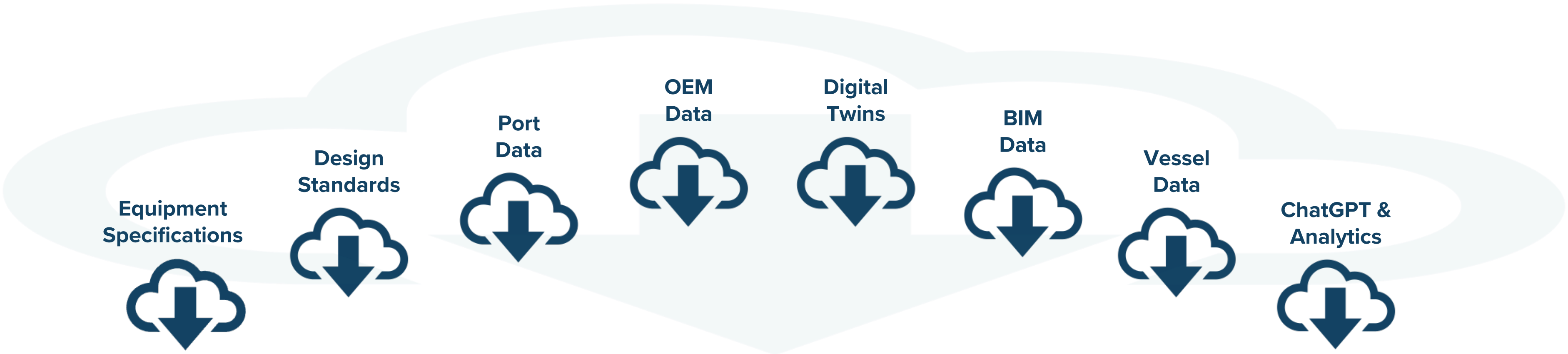
- DIAMETER: 20MM
- LENGTH: 170M
- CONSTRUCTION: 6 X 29FW (14/7 & 7F/1)
- CORE TYPE: IWRC
- GRADE (N/MM2): 1770

CARBON FOOTPRINT: 2.3 kg CO₂ per kilogram

Open in new tab

Close

One day we will have a fully connected procurement....



SEARCH FOR PRODUCTS, PART NO, BRANDS AND MORE

Q

USD

CART(0)

Jon Arnup

HomeCatalog▼Orders▼Security▼Settings▼

Categories

- ☒ EQUIPMENT PARTS
- Catalog
 - ☐ WIRE ROPE
 - ☐ CABLE
 - ☒ MOBILE EQUIPMENT
 - ☐ CONTACTOR
- Brands
 - ☒ WESTWELL
- Sellers
 - ☐ WESTWELL
 - ☐ TRENT
 - ☐

←PRODUCT LIST

Action▼

Fully autonomous, all Battery Q-Truck

US\$ 315,995

EXW / Unit Cost

+ ADD TO CART

Manual, Drive-by-Wire, all Battery E-Truck

US\$ 174,078

EXW / Unit Cost

+ ADD TO CART

Autonomous all battery Intelligent guided vehicle

US\$ 335,200

EXW / Unit Cost

+ ADD TO CART

Manual or autonomous all battery shuttle bus

US\$ 22,355

EXW / Unit Cost

+ ADD TO CART

Automated battery swapping station with intelligent battery management system

US\$ 520,195

EXW / Unit Cost

+ ADD TO CART

Smart Gate

US\$ 38,695

EXW / Unit Cost

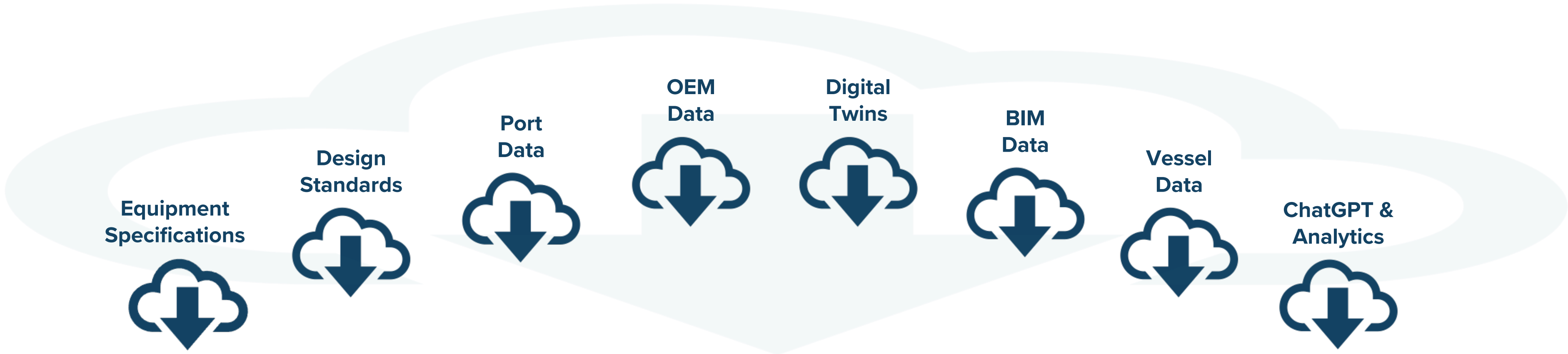
+ ADD TO CART

IS THE FUTURE.....

Being able to specify and buy your Mobile Equipment needs in minutes using ChatGPT with a fully connected digital framework behind it?

TRENTGO e-MARKETPLACE – TRANSPORT EVENTS MEDITERRANEAN PORTS & LOGISTICS TRIEST, ITALY – 28-30 MAY, 2024 ©

One day we will have a fully connected procurement....



SEARCH FOR PRODUCTS, PART NO, BRANDS AND MORE

Q

USD

CART(0)

Jon Arnup

Home

Catalog

Orders

Security

Settings

Categories

☒ EQUIPMENT PARTS

Catalog

☐ WIRE ROPE

☐ CABLE

☒ CRANES

☐ CONTACTOR

Brands

☒ S SHIP TO SHORE CRANES

Sellers

☐ HHMC

☐ ZPMC

☐ LIEBHERR

PRODUCT LIST

Action

SPP, US Spec, Twin Pick, 80T, 70m Outreach, 52m Lift Height

US\$ 10,895,000

EXW / Unit Cost

+ ADD TO CART

SPP, EU Spec, Twin Pick, 80T, 65m Outreach, 52m Lift Height

US\$ 10,495,000

EXW / Unit Cost

+ ADD TO CART

SPP, GB Spec, Twin Pick, 80T, 62m Outreach, 50m Lift Height

US\$ 9,165,00

EXW / Unit Cost

+ ADD TO CART

SPP, AUS Spec, Twin Pick, 80T, 62m Outreach, 50m Lift Height

US\$ 9,950,00

EXW / Unit Cost

+ ADD TO CART

SPP, EU Spec, Double Trolley, Tandem Lift, Automated, 120T, 72m Outreach, 55m Lift Height

US\$ 12,985,00

EXW / Unit Cost

+ ADD TO CART

SPP, US Spec, Double Trolley, Tandem Lift, Automated, 120T, 72m Outreach, 55m Lift Height

US\$ 13,9335,00


EXW / Unit Cost

+ ADD TO CART

AND.....

Doing the same, but for your more complex Port Cranes, again in minutes using ChatGPT with a fully connected digital framework behind it?

TRENTGO e-MARKETPLACE – TRANSPORT EVENTS MEDITERRANEAN PORTS & LOGISTICS TRIEST, ITALY – 28-30 MAY, 2024 ©

A close-up photograph of a blue and silver ballpoint pen writing the words "Thank you" in a cursive script on a white piece of paper. The pen is positioned diagonally from the top right towards the bottom left. The ink is a dark blue color. The word "Thank" is on the top line, and "you" is on the line below it. The pen's tip is currently at the end of the word "you", having just finished writing the final flourish.

Thank
you

FROM TRENTGO® SINGAPORE

<https://www.trentgo.com>