



Intermodal AFRICA

2020

HYATT REGENCY DAR ES SALAAM, TANZANIA
TUESDAY 14 TO THURSDAY 16 JANUARY 2020



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- Local Delegates at Only TZS1,580,000 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners •

HIGHLIGHTED TOPICS

- An overall performance of the economy in Tanzania and East Africa: Investment opportunities, trade growth and current challenges
- Global shipping trends in the East African region
- Port financing and developments - Increasing capacity and improving trade through infrastructure development projects
- Smart Port Developments: Next generation port industry
- Reducing risk and managing safety, security risks and preventing accidents in ports
- Developments in global supply chain and shaping the future of cargo transportation in East Africa
- Collaborative technology in East Africa for an efficient supply chain
- Technology digitalisation in creating Next-Gen ports for improved cargo handling capacity
- Port modernisation in creating business competitiveness and managing port infrastructure to further expand regional trade
- Improving service delivery and increasing growth in freight traffic in meeting global trade demands

For more Information or to Register

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Tanzania Ports Authority

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Telefax +255 - 22 - 2130390/2113938, Dar es Salaam, Tanzania
E-mail: dg@ports.co.tz

OUR INVITATION TO THE UNITED REPUBLIC OF TANZANIA

Ref No: JA. 566/596/01

Date: 08th May, 2019

Dear Colleague,

Intermodal Africa 2020 Exhibition and Conference
Hosted by Tanzania Ports Authority
Tuesday 14th to Thursday 16th January 2020

The Tanzania Ports Authority (TPA), on behalf of all stakeholders in the transport and logistics industry in Tanzania is delighted to announce its involvement and sponsorship for the *Intermodal Africa 2020 Exhibition and Conference* that will take place in our beautiful African country of Tanzania from **Tuesday 14th to Thursday 16th January, 2020**, in the city of Dar es Salaam, the Commercial Headquarters of the Country.

A two-day Conference Programme will be graced by about **30** World-Class Conference Speakers, addressing topical issues and challenges on global transportation and logistics. The Conference will also be attended by around **400** Senior Executive Harbour Masters, Harbour Engineers, Port Engineers, Maintenance Supervisors and Procurement Decision Makers together with the Region's Leading Shippers, Cargo Owners, Importers, Exporters, Shipping Lines, Freight Forwarders, Logistics Companies, Terminal Operators, Railway Operators, Port Equipment Suppliers and Service Providers from countries throughout Africa and beyond.

There will be an opportunity for about **40** exhibitors and sponsors to network directly with the delegates at this major Annual International Maritime Transport Exhibition and Conference Trade Event for Africa.

We look forward to welcoming you and to your participation in the renowned Annual Container Ports, Shipping and Transport Logistics Exhibition and Conference for Africa, in Dar es Salaam, Tanzania.

Last but not least, while in Tanzania, please explore the country's tourist attractions that deliver indelible memories!

Yours sincerely,

Eng. Deusdedit C.V. Kakoko
DIRECTOR GENERAL



Meet The Speakers

Hyatt Regency Dar Es Salaam, Tanzania
Tuesday 14 to Thursday 16 January 2020



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.



Dinesh Sharma
Director, Drewry Maritime Advisors

Dinesh is a Director within Drewry Maritime Advisors and leads the London advisory team. He has more than 10 years' operational experience in shipping and ports and more than 8 years' experience in research and advisory project work. He joined Drewry in 2008 with a strong operational grounding in shipping and the ports/terminals sector having been a terminal manager at a high productivity container terminal and prior to that a master mariner serving at sea. Since joining Drewry, he has completed engagements with multi-lateral development banks, private investors, terminal operators and shipping lines on a wide range of advisory assignments covering market due diligence and transaction advice, trade/freight demand modelling, tariff, revenue, financial and operations modelling, business plan appraisals and developing business strategy for container terminals and general cargo terminals.



Steve Wray
Associate Director, WSP

Steve Wray have been Associate Director Maritime & Logistics at WSP since July 2016. He responsible for maritime consultancy on a global basis. He has an extensive experience in shipping, port and development projects, primarily gained whilst working at Ocean Shipping Consultants, a premier name in the consultancy field. Since joining the firm in 2007, he has produced numerous containerisation and other studies, particularly in the African, Caribbean, Central America, Mediterranean, Black Sea and Baltic regions. Before being recruited by OSC, he worked for more than 19 years with liner shipping companies P&O Containers, P&O Nedlloyd and Maersk Line. He has an intimate understanding of the perspective of the port users to analyses in this sector and have first-hand experience of the North European and Mediterranean/Black Sea container feeder markets, as well as Transatlantic, Transpacific and African deep-sea trades.



Eng. Deusdedit C.V. Kakoko
Director General, Tanzania Ports Authority

Eng. Deusdedit C.V. Kakoko is the Director General of Tanzania Ports Authority (TPA) since June 2016. He is a registered Civil Engineer holding BSc. Eng. awarded by the University of Dar es Salaam in 1991. He is a qualified Engineer with vast and diversity experience on the Civil Engineering works. He is also a holder of Master's Degree in Business Administration awarded by Mzumbe University in 2008. Eng. Kakoko attended several courses related to Engineering, Contract Management and Transportation Management. Since 1991, Eng. Kakoko employed and worked with TANROADS in the capacity of Regional Manager Positions in several Regions in Tanzania.



Justin Serge Ndinga Essimi
Project Manager, President of African Chamber of Commerce and Industry (CACI), Cameroon

Justin Serge Ndinga Essimi holds a Bachelor of Business Management Degree specializes in Marine and Air Transport Dispute Resolution. Besides being involve as a Promoter for African Marine Chamber of Commerce, he is also the President of African Chamber of Commerce and Industry (CACI).



Ben Owusu-Mensah
Managing Consultant, Benom Consult Ltd

He is the Managing Consultant/CEO of BENOM Consult, a Maritime Management Consulting firm in Ghana, and also currently the Chairman of the Ghana Chamber of Shipping. He was the Director General of Ghana Ports & Harbours Authority (2001 - 2009), previously worked with the International Maritime Organisation (IMO) as the first Regional Co-ordinator for Technical Co-operation for West & Central Africa. He was the Chairman on IMO's Technical Co-operation Committee (2005 - 2009), and during the same period, a Member of the Board of Governors of the World Maritime University in Malmo, Sweden. He started his career in maritime transport with the State Shipping Corporation of Ghana (Black Star Line), in 1976 and became the Line's Representative in Liverpool from 1986 to 1990. He holds a first degree in Economics, (from University of Ghana) a Post Graduate Diploma in Ports & Shipping Economics, (from Alexandria Maritime Academy), Post Graduate Diploma in Coastal Zone Management, (from University of Rhode Island, USA.) MSC in Maritime Administration, (from World Maritime University, Sweden) and a Master in Business Administration (MBA) (from Cardiff Business School, University of Wales, UK). He is a Fellow of The Chartered Institute of Logistics & Transport, UK.



Julien Horn
Director, IT Club

Julien Horn has worked for TT Club, the port and transport insurance specialist since 2006 after initially gaining experience with the ship owners Mutual the UK P&I Club. He is a Fellow of the Chartered Institute of Insurance with a post-graduate diploma in Marine Insurance from the World Maritime University and a Member of the Honourable Company of Master Mariners.



Meet The Speakers

Hyatt Regency Dar Es Salaam, Tanzania
Tuesday 14 to Thursday 16 January 2020



Silvester M. Kututa

Managing Director/Chief Executive Officer - Kenya, Tanzania, Uganda, Express Shipping & Logistics EA Ltd.

Silvester Kututa is the Managing Director/Chief Executive Officer of Express Shipping & Logistics (EA) Ltd, one of the leading seas and air logistics solution providers across East Africa, with offices in Kenya (Mombasa, Nairobi, Lamu, Malaba), Tanzania (Dar es Salaam, Zanzibar, Tanga and Mtwara) and Uganda (Kampala). He counts over 30 years' experience in shipping, logistics and port operations. He holds a BA in Economics and Business Studies and holds a MSc in Shipping Management from the University of World Maritime (Malmo, Sweden). In 1992, he became the first African to be honored with the Cory Brothers Shipping Award from the Institute of Chartered Shipbrokers (UK). He has served as a Member of the Controlling Council as well as Executive Council Member of the Institute of Chartered Shipbrokers (UK) both ranging from the year 2008 to 2013 and has served as a Board Member at Kenya Maritime Authority and at Kenya Ships Agents Association respectively. Silvester is a Fellow of the Institute of Chartered Shipbrokers, London. He has also served as Chairman of the Institute of Chartered Shipbrokers, Eastern Africa Branch from 2010 to 2014. Silvester is fervent in development and delivery of distinctive shipping and logistics services.



Ashraf A. Mukri

General Manager, Afritrack

Ashraf A. Mukri has a 15 years of experience working in telecom, information technology, high end hospitality and business consulting. With expertise in business strategy, business development, technology management, contingency and continuity planning, strategic alignment, process improvement, problem solving through design thinking and value chain optimization. Driven by a passion for making a difference and an entrepreneur at heart.



Julius Nguhulla

Assistant Operations Manager, Sturrock Grindrod Maritime

Julius joined Wilhelmsen Ships Service as a Freight and Logistics co –coordinator , in a liner agency for container ships. In 2010 he joined Sturrock Grindrod Maritime as A Documentation Manager for Tramp Ships (Tankers& Dry Bulk ships). In 2018 – Julius shifted to the Operations Department, as an Assistant Operations Manager with the duty of replying the appointment from ship Owners and Nomination from Charterers, Preparing PDA's and FDA's , Announcing vessels to the port , and other authorities. From 2015 , up to this moment Julius have attended 5 shipping conference in Mombasa Kenya. In 2017 he was invited to Warwick University by the Institute of Chartered Shipbrokers in London to the conference preparing students for ICS Exams. Julius has been invited by The Government of Tanzania several times for the matter pertaining to shipping including interviewing the Directors in the Shipping Government Institution. Julius is a Chartered Shipbroker (Fellow Member of Institute of Chartered Shipbrokers) - A study From UK. He pursued MBA in Shipping from Global Business University – Cyprus. Julius is a tutor of Institute of Chartered Shipbrokers and a Maritime Consultant.



Bernard Soh

Regional Group Head of West Asia Group, OOCL

Bernard Soh is currently the Regional Group Head of West Asia Group and has the responsibility for OOCL's business in Middle East, Red Sea, South and East Africa, and Indian Subcontinent. He is based in the Regional Office of OOCL in Dubai, United Arab Emirates. Bernard Soh has been in OOCL for nearly 25 years and has been assigned on different parts of the globe as Regional General Manager to develop business to countries such as India, Philippines, Saudi Arabia. He was also in charge of expanding OOCL's business growth in the Middle East, Red Sea, and South and East Africa with our third party agencies.



Christian Schuster

Territory Manager, Hyster-Yale Group

Christian Schuster has more than 16 years working experiences with materials handling business. Before joining Hyster in 2012, he has been working for MAFI selling Port Tractors. In Hyster, he is a Big Truck Territory Manager and responsible for selling all trucks from 8 to 52t capacity in Middle East and Eastern Africa. With a focus on Big Trucks he is working with Kanoo Machinery, who is the Hyster dealer in KSA.



Laurens Zhang

Global Marketing Manager, Wuxi City Xinhua Lifting Equipment Co. Ltd.

Laurens Zhang is the Global Marketing Manager in charge of THLE brand oversea market development and Technical Solution Providing. Specialize in dry bulk and breakbulk terminal stevedoring solution innovation.



Ashley Tasker

Business Development Manager, Tideland - Xylem Analytics

Ashley joined the Tideland Signal EMEA team in January 2016 in the capacity of Business Development Manager for non-francophone speaking Africa initially for the Marine Sector but, recently taken on the Oil & Gas sector and associated product portfolio. He has been involved with business development and sales and Marketing for more than 25 years and aside from his extensive product expertise is also familiar with the manufacturing process of the Polyethylene Buoys and his background in Mechanical Engineering is an asset in this area understanding the physical attributes of the Buoy assemblies. He boasts 12 years in the Marine Industry beginning his career with a manufacturing company as Sales and Marketing Manager handling the world-wide business development for a range of Rotationally Moulded Navigation Buoys. Ashley was then seconded to Trelleborg Marine Systems to introduce and manage, globally a new range of Navigation Buoys being responsible for the complete product development and management of the portfolio and supporting sales projects with regional managers and customers alike, around the World.



Meet The Speakers

Hyatt Regency Dar Es Salaam, Tanzania
Tuesday 14 to Thursday 16 January 2020



Winfried Lux
Sales Director, Lift Trucks, Konecranes

Leading and developing a global organization of driven sales professionals and distributor network is the profession of Winfried Lux, Sales Director MEA of Konecranes Lift Trucks, a fast growing company within traditional heavy machinery manufacturing. With a degree in Mechanical Engineering and a career of more than 20 years within the Global Sales environment of ports and lifting equipment, Winfried's passion lies in meeting and exceeding customers' expectations to grow sales and profitability. How Konecranes Digitalization improve the cargo handling capacities is something Winfried will talk about in his presentation.



Buhle Yengwa
Account Manager, Siemens

Buhle Yengwa, received B.Tech Degree in Electrical Engineering (Heavy Current) from Durban University of Technology. He joined Siemens in 2003 as an MCC Testing Technician. In 2008 he joined service department working as a VSD Service Engineer for 4 years. He then joined the Sales team in 2012 as an Accounts Manger for Transnet Port Terminals, he is currently working as a Business development Manager of Cranes business Southern Africa.



Narad Dawoodarry
Director, Legal & Administrative Services, Mauritius Ports Authority

Mr. Dawoodarry obtained his Bachelor Degree in 1979 from the University of Punjab. He then qualified as a Chartered Secretary from the Institute of Chartered Secretaries and Administrators (UK) in August 1990. Master's Degree in Public Sector Management at the University of Technology, Mauritius in 2003. In April 1991, he was elected as a Chartered member of the Chartered Institute of Transport (UK) now renamed as the Chartered Institute of Logistics and Transport. He was upgraded as a Fellow of the Chartered Institute of Logistics and Transport since June 2006. Became an Associate Member of the Institute of Professional Financial Managers (UK) in July 1993. Started his career in the Civil Service in 1981 before taking employment as Administrative Officer with the Embassy of the Republic of Korea from 1988 – 1991. Thereafter, he joined the Trust Fund for Disabled Persons as Secretary/Treasurer until July 1993. He subsequently took up employment with Mauritius Marine Authority in August 1993 as Secretary before being promoted as Administration Manager in 1999. He is now serves as Director, Legal & Administrative Services at the MPA. He is a Fellow of the Mauritius Institute of Directors and is the Secretary of the Ports Association of the Indian Ocean Islands since January 2016.



Warsama Guirreh
Chief Executive Officer, Djibouti Ports Community Systems

Warsama Guirreh is the Managing Director of Djibouti Port Community Systems, a subsidiary of Djibouti Ports and Free Zones Authority focused on the development and operation of the Port Community System (PCS). DPCS provides a single digital platform that terminal operators, Ports' Authority, Corridor Authority, Free Zones authority and related govt entities use to provide their services to the logistics community.



Elias Mwenyo
Manager Business Development, NAMPORT

Elias Mwenyo is the Business Development Manager with a demonstrated history of working in the maritime industry. He has experience in Import, Operations Management, Ocean Transportation, International Shipping, and International Trade. He has strong business development professional with a Msc Shipping Management & Logistics focused in Marine Transportation from World Maritime University.



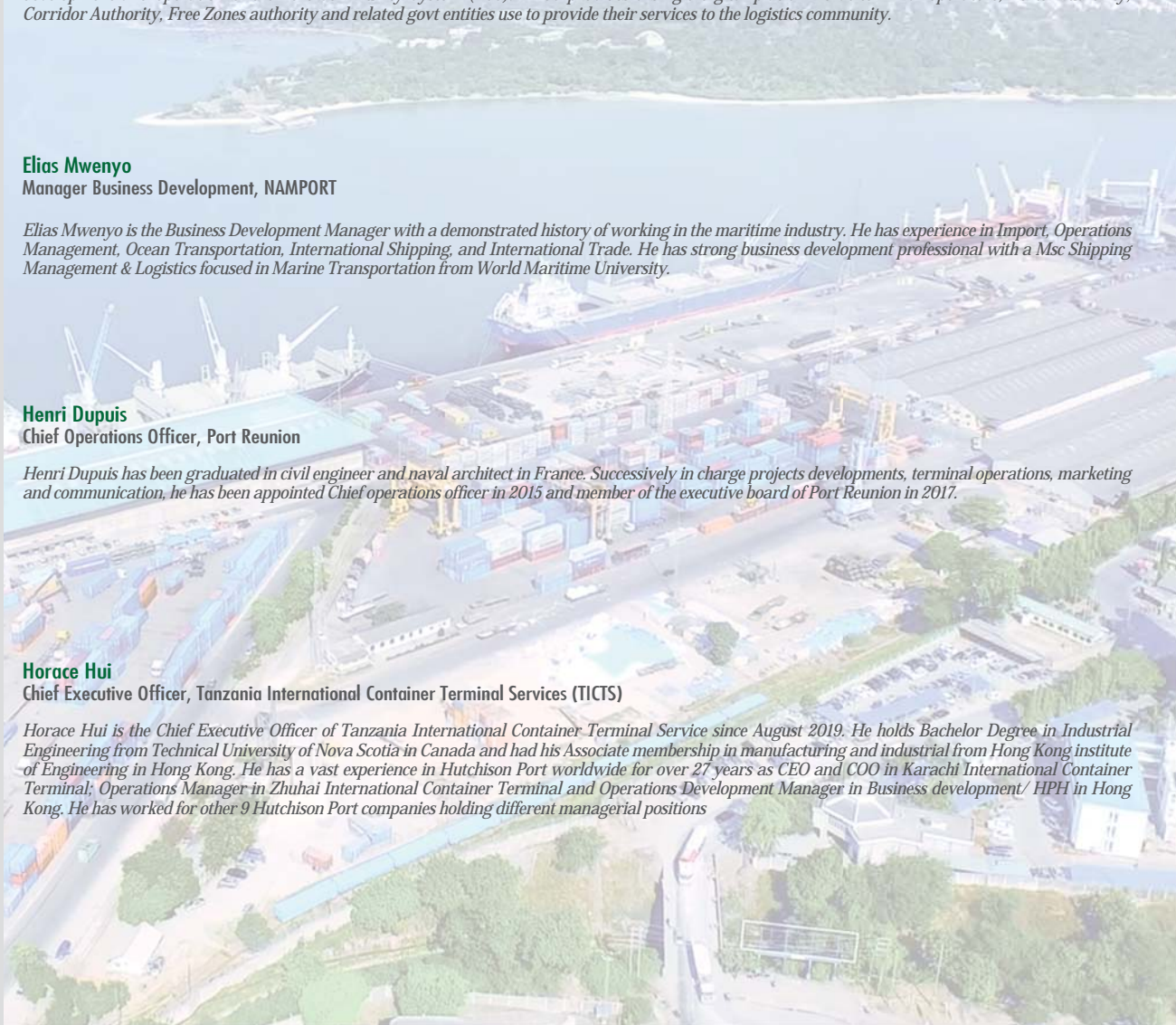
Henri Dupuis
Chief Operations Officer, Port Reunion

Henri Dupuis has been graduated in civil engineer and naval architect in France. Successively in charge projects developments, terminal operations, marketing and communication, he has been appointed Chief operations officer in 2015 and member of the executive board of Port Reunion in 2017.



Horace Hui
Chief Executive Officer, Tanzania International Container Terminal Services (TICTS)

Horace Hui is the Chief Executive Officer of Tanzania International Container Terminal Service since August 2019. He holds Bachelor Degree in Industrial Engineering from Technical University of Nova Scotia in Canada and had his Associate membership in manufacturing and industrial from Hong Kong institute of Engineering in Hong Kong. He has a vast experience in Hutchison Port worldwide for over 27 years as CEO and COO in Karachi International Container Terminal; Operations Manager in Zhuhai International Container Terminal and Operations Development Manager in Business development/ HPH in Hong Kong. He has worked for other 9 Hutchison Port companies holding different managerial positions



Tuesday 14 January 2020

TECHNICAL SITE VISIT

8am	Delegate registration at the lobby of the Hyatt Regency Dar Es Salaam
9am	Transport departs from Hyatt Regency Dar Es Salaam to Tanzania Ports Authority
9 30am	Arrival at Tanzania Ports Authority. Delegates will visit the following facilities: <ul style="list-style-type: none">• General cargo berth (1-7) from break bulk, RORO and dry bulk• Container terminal berths (Berth 8-11)• Grain terminal facility• Inland container deposits facilities• Facility for holding 6,000 vehicles at the port• Kurasini oil jetty
12pm	Transport departs from Tanzania Ports Authority to Hyatt Regency Dar Es Salaam
12 30pm	Arrival at Hyatt Regency Dar Es Salaam (approx.)

Wednesday 15 January 2020

8am Conference delegates registration and refreshments served in the exhibition

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OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle, FCILT, Managing Director, Transport Events, Malaysia
9 05am	Welcome Remarks Eng. Deusedit C.V Kakoko, Director General, Tanzania Ports Authority, The United Republic of Tanzania
9 15am	VIP Keynote Address Eng. Isack Kamwelwe, Minister for Works, Transport and Communication, Ministry of Works, Transport and Communication, The United Republic of Tanzania
9 30am	Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

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KONECRANES

SESSION 1 An overall performance of the economy in Tanzania and East Africa: Investment opportunities, trade growth and current challenges

10 30am	Conference Moderator's Opening Remarks Steve Wray, Associate Director, WSP, United Kingdom
10 30am	Global shipping trends in the East African region Nishal Sooredoo, Principal Consultant, Royal HaskoningDHV, United Kingdom
10 50am	Emerging challenges, opportunities and strategies of ports and terminal operators Dinesh Sharma, Director, Drewry Maritime Advisors, United Kingdom
11 10am	Improving regional maritime connectivity and reviewing implemented initiatives Steve Wray, Associate Director, WSP, United Kingdom
11 30am	Current developments, expansion and creating opportunities in Dar Es Salaam Eng. Deusedit C.V. Kakoko, Director General, Tanzania Ports Authority, Tanzania
11 50am	Amicable settlement of disputes in the maritime transport: Arbitration and mediation Justin Serge Ndinga Essimi, Project Manager, President of African Chamber of Commerce and Industry (CACI), Cameroon
12 10pm	Socio-economic benefits of ports concessions Ben Owusu-Mensah, Managing Consultant, Benom Consult Ltd, Ghana

SESSION 2 Reducing risk and managing safety, security risks and preventing accidents in ports

Sponsored by



12 30pm	Reducing accidents reduces claims and premium. An insurers guide to where claims come from and why Julien Horn, Director, TT Club, United Kingdom
12 50pm	Questions and answers followed by conference delegates networking lunch

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Supporting Trade Organisations



SESSION 3 Developments in global supply chain and shaping the future of cargo transportation in East Africa

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- 2pm The current main drivers of bulk freight rates
Silvester M. Kututa, Managing Director/Chief Executive Officer - Kenya, Tanzania, Uganda, Express Shipping & Logistics EA Ltd., Kenya
- 2 25pm Collaborative technology in East Africa for an efficient supply chain
Ashraf A. Mukri, General Manager, Afritrack, Tanzania
- 2 50pm Questions and answers followed by conference delegates refreshments served in the exhibition
- 3 50pm Shipping and the nature of freight market
Julius Nguhulla, Assistant Operations Manager, Sturrock Grindrod Maritime, Tanzania
- 4 15pm Innovations in the logistics chain in creating trade opportunities
Bernard Soh, Regional Group Head of West Asia Group, OOCL, United Arab Emirates
- 4 40pm Questions and answers followed by Conference Moderator's closing remarks
- 6pm - 8pm Networking Welcome Reception for all registered participants at Level 8 rooftop bar of the Hyatt Regency Dar Es Salaam.
Smart Casual Attire

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Sipek and Brossen

Thursday 16 January 2020

- 8am Conference delegates registration and refreshments served in the exhibition

Sponsored by **LIEBHERR**

SESSION 4 Technology digitalisation in creating Next-Gen ports for improved cargo handling capacity

- 9am Conference Moderator's Opening Remarks
Dinesh Sharma, Director, Drewry Maritime Advisors, United Kingdom
- 9am Technical Innovations for zero emission terminals
Christian Schuster, Territory Manager, Hyster-Yale Group, Germany
- 9 20am Solutions for improved handling capacity
Laurens Zhang, Global Marketing Manager, Wuxi City Xinhua Lifting Equipment Co. Ltd., China
- 9 40am Communication through aids to navigation
Ashley Tasker, Business Development Manager, Tideland - Xylem Analytics, United Arab Emirates
- 10am Konecranes smart connected lift trucks — A successful story
Winfried Lux, Sales Director, Lift Trucks, Konecranes, Germany
- 10 20am Efficient port operation through digitalization and automation of processes and equipment
Buhle Yengwa, Account Manager, Siemens, South Africa
- 10 40am Questions and answers followed by conference delegates refreshments served in the exhibition

SESSION 5 Port modernisation in creating business competitiveness and managing port infrastructure to further expand regional trade

- 11 40am Cruise development in Africa
Narad Dawoodarry, Director, Legal & Administrative Services, Mauritius Ports Authority, Mauritius
- 12pm Building a PCS, perspective from Djibouti
Warsama Guirreh, Chief Executive Officer, Djibouti Ports Community Systems, Djibouti
- 12 20pm The Port of Walvis Bay in managing bigger volumes of cargo
Elias Mwenyo, Manager Business Development, NAMPORT, Namibia
- 12 40pm Questions and answers followed by conference delegates networking lunch

SESSION 6 Port modernisation in creating business competitiveness and managing port infrastructure to further expand regional trade

- 2pm How Reunion see Africa logistics-synergies with Asia
Henri Dupuis, Chief Operations Officer, Port Reunion, Reunion
- 2 20pm TICTS as the vital part of the supply chain in supporting trade for East Africa
Horace Hui, Chief Executive Officer, Tanzania International Container Terminal Services (TICTS), Tanzania
- 2 40pm The Port of Mombasa as the gateway to East and Central Africa
Senior Representative, Kenya Ports Authority, Kenya
- 3pm Questions and answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the exhibition

Supporting Media





Intermodal AFRICA 2020

Hyatt Regency Dar Es Salaam, Tanzania
Wednesday 15 and Thursday 16 January 2020

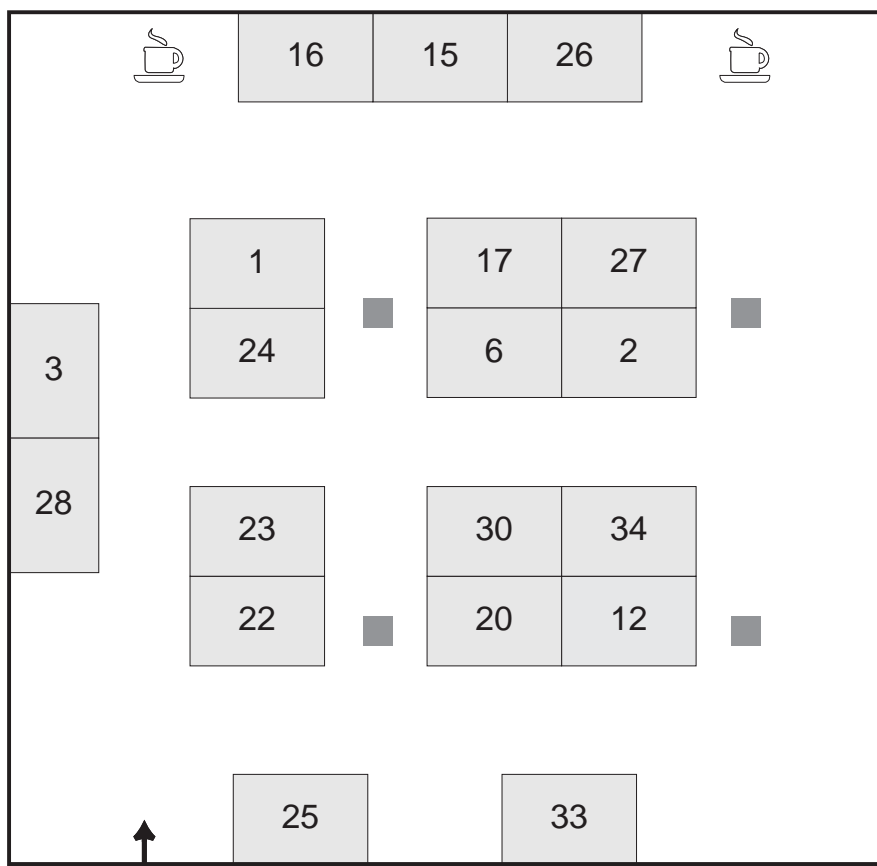
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Official Hotel and Venue



DAR ES SALAAM, THE KILIMANJARO



EXHIBITION ENTRANCE

Delegates Nametags
Sponsor

TT CLUB

Conference Sessions Sponsors

KONECRANES



Conference Delegates
Refreshment Sponsors

PORT REUNION



Conference Delegates
Lunch Sponsor

DUTCH LANKA TRAILERS

STAND ALLOCATION (updated on 15 / 1 / 2020)

2	Bromma	1	Sibre
26	China Harbour Engineering Company Ltd	30	Siemens
28	Dutch Lanka Trailer Manufacturers	24	Tanzania International Container Terminal Services
25	Hyster	22	Tanzania Ports Authority
25	Joh. Achelis & Soehne GmbH	23	Tanzania Ports Authority
15	Kenya Ports Authority	12	Tanzania Railways Corporation
16	Kenya Ports Authority	34	Tanzania Shipping Agencies Corporation (TASAC)
33	Konecranes	20	Wuxi City Xinhua Lifting Equipment Co., Ltd
17	Land Transport Regulatory Authority	3	Xylem Analytics
27	Liebherr		
6	Port Reunion		

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
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **Intermodal Africa 2020 Tanzania 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 Intermodal Africa 2020 Tanzania 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.

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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.

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.

Networking Welcome Reception – Tuesday 14 January 2020

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.

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 **KONECRANES**

Session 2  **محافظة بوابة البحر الأحمر**
RED SEA GATEWAY TERMINAL

Session 3 

Session 4

Session 5

Session 6

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  **PORT REUNION**
L'ÉCHART DU CYCLOPÈDE, LE CŒUR DE L'UNION INDIENNE

Break 2

Break 3  **SIBRE**
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Siegenland Bremen

Break 4 **LIEBHERR**

Break 5

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 15 January 2020

Sponsored by **DUTCH LANKA TRAILERS**

Thursday 16 January 2020

Networking Welcome Dinner – Wednesday 15 January 2020

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

REGISTRATION INFORMATION

To Participate In The **Intermodal Africa 2020** You Need to Register as an **Exhibitor, Conference Delegate** or **Exhibition Visitor**.

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Networking Welcome Reception • 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 14 January 2020. 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 Wednesday 15 January 2020

Name: _____ 14 / 1 / 2020

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

Website: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Saturday 14 December 2019**: The 'Early Bird' Conference Delegate Registration is **€1,195** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Sunday 15 December 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 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 Wing Hang Bank Limited

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

Euro (EUR) and US Dollar (USD) Bank Transfer to:-

Account Name: Transport Events Limited

Account Number: 035-802-538366-831

Beneficiary Bank: OCBC Wing Hang Bank Limited

Bank Address: 161 Queen's Road Central, Hong Kong

Swift Code: WIBHKKHH

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.

TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

TANZANIAN SHILLING DELEGATE REGISTRATIONS

For Tanzanian Nationals, Citizens And Residents of Tanzania, The Conference Delegate Registration is TZS1,580,000. ID required.

- On or Before **Saturday 14 December 2019**: The 'Early Bird' Conference Delegate Registration is TZS1,315,000
- From **Sunday 15 December 2019**: The Regular Conference Delegate Registration is TZS1,580,000
- 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 Either EUR or USD. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

☐ I Have Transferred TZS1,315,000 / EUR495 / USD587 Per Delegate to OCBC Wing Hang Bank Limited

☐ I Have Transferred TZS1,580,000 / EUR595 / USD705 Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) and US Dollar (USD) Bank Transfer to:-

Account Name: Transport Events Limited

Account Number: 035-802-538366-831

Beneficiary Bank: OCBC Wing Hang Bank Limited

Bank Address: 161 Queen's Road Central, Hong Kong

Swift Code: WIBHKKHH

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

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

Exhibition Opening Times Are:

Wednesday 15 January 2020 9am to 5pm

Thursday 16 January 2020 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel is **Hyatt Regency Dar es Salaam, Tanzania**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Contact Person

Johnstone Mayaka

Assistant Manager Event Sales



Hyatt Regency

Kivukoni Front

Dar es Salaam, Tanzania

Tel: + 255 764 701 234

Direct: + 255 787 394 781

Fax: + 255 222 120 777

E-mail: johnstone.mayaka@hyatt.com

Website: <https://www.hyatt.com/en-US/hotel/tanzania/hyatt-regency-dar-es-salaam-the-kilimanjaro>