

# 11<sup>th</sup> ASEAN PORTS & SHIPPING

2 0 1 3

Windsor Plaza Hotel, Ho Chi Minh City, Vietnam  
Thursday 11 and Friday 12 July 2013

## Supported By

**BỘ GIAO THÔNG VẬN TẢI**  
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- Evaluating The Current and Future Infrastructure Developments in Vietnam
- The Rise of Green Ports: Environmental Management For a Sustainable Future
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- Regional Port Competitiveness: Where Does Vietnam Stand Amongst The ASEAN Giants?

- Preparing For Rebound: Recovering From The Global Economic Crisis
- Shippers' Strategies Amidst The Booming Vietnamese Port Developments
- Building a Sustainable Port And Terminal Operation
- Innovations For The Enhancement of Port And Container Shipping

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**BỘ GIAO THÔNG VẬN TẢI**  
**CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM**  
**MINISTRY OF TRANSPORT**  
**SOCIALIST REPUBLIC OF VIETNAM**

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Hà Nội - Việt Nam

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Ref. No. 233/HTQT

Hanoi, 8<sup>th</sup> May 2012

**ENDORSEMENT LETTER**

**“11<sup>th</sup> ASEAN Ports and Shipping 2013 Vietnam”**

Dear Industry Colleagues,

The Ministry of Transport of Viet Nam (MOT) is delighted to support *the 11<sup>th</sup> ASEAN Ports and Shipping 2013 Exhibition and Conference*, which will take place in Ho Chi Minh City on Thursday 11 and Friday 12 July 2013.

This international maritime transportation event will promote Viet Nam, regional shipping and transport logistics to foreign investment and showcase Ho Chi Minh City as a cultural, tourism, and conference destination.

MOT looks forward to the prospect of welcoming colleagues to the beautiful Ho Chi Minh City for what will be a rewarding and enjoyable two-day international Maritime Exhibition and Conference in 2013. *E*

Yours sincerely,



*Đinh La Thang*  
**Đinh La Thang**  
**Minister of Transport**

## Wednesday 10 July 2013

### TECHNICAL SITE VISIT

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- 9am Buses depart from Windsor Plaza Hotel
- 10am Arrive Saigon Newport for presentation and tour
- 10 45am Depart Saigon Newport for Vietnam International Container Terminal
- 11 30am Arrive Vietnam International Container Terminal for light refreshment followed by presentation and tour
- 12 30pm Depart Vietnam International Container terminal for Saigon Premier Container Terminal
- 1pm Arrive Saigon Premier Container Terminal for presentation and tour
- 2pm Depart Saigon Premier Container Terminal
- 2 45pm Arrive Windsor Plaza Hotel

## Thursday 11 July 2013

- 8am Conference delegate registration. Refreshments served in the exhibition sponsored by



### OPENING CEREMONY

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- 9am Organiser's Remarks  
**Rory J. Doyle**, Managing Director  
**Transport Events Management  
Malaysia**
- 9 05am Welcome Address  
**Ho Kim Lan**, Secretary General  
**Vietnam Seaports Association  
Vietnam**
- 9 15am Keynote Address  
**Nguyen Nhat**, Director  
**Vietnam Maritime Administration  
Vietnam**
- 9 30am Exhibition opening ceremony and tour of the exhibition by the VIP group. Refreshments served in the exhibition sponsored by



### SESSION 1

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#### Regional Maritime Development in ASEAN in 2013 and Beyond

- 10 30am Chairperson's Opening Remarks  
**Mark Millar**, Managing Partner  
**M Power Associates  
Hong Kong**
- 10 30am Container outlook with a focus on Asia  
**Jason Chiang**, Senior Manager  
**Drewry  
Singapore**
- 10 50am Market trends and outlook - Challenges for seaports in the region  
**Rifanie Komara**, Head of Port System & Evaluation Section  
**Ministry of Transportation  
Indonesia**

- 11 10am Port operator's top 5 game-changers – and how to react: 2013-14  
**Fox Chu**, Director - Infrastructure & Transportation, APAC  
**Accenture  
Hong Kong**
- 11 30am A guide to investing in ASEAN's maritime industry: What to look out for and how to stay ahead of the curve  
**Anthonie Versluis**, Managing Partner  
**Roland Berger Strategy Consultants  
Malaysia**
- 11 50am Development of shipping and ports in Vietnam and ASEAN - Performance in 2013  
**Jonathan Beard**, Executive Director  
**ICF GHK  
Hong Kong**
- 12 10pm What is it that makes a container terminal successful in Vietnam and the ASEAN?  
**Robert Hambleton**, General Director  
**Cai Mep International Terminal  
Vietnam**
- 12 30pm Concession framework to implement and operate a Port Single Window  
**Pascal Ollivier**, Director of Corporate Development  
**SOGET  
France**
- 12 50pm Questions and answers followed by conference delegates networking lunch sponsored by



### SESSION 2

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#### Shipping in ASEAN - Where does the industry stand now and its impact on the region

- 2pm Benefits of sustainable business operations for the port and shipping industry  
**Le Huu Trung**, Deputy General Director  
**APL – NOL  
Vietnam**
- 2 20pm Container shipping trends and implications for the South East Asian and South West Pacific regions  
**Richard Stevens**, Associate - Senior Consultant  
**Thompson Clarke Shipping  
Australia**
- 2 40pm AIS vessel movements - History and current developments  
**Anthony Lim**, Senior Account Manager  
**IHS Fairplay  
Singapore**
- 3pm North Adriatic serving the ASEAN markets – trends and prospects  
**Andrea Bucella**, Port Operations  
**North Adriatic Ports Association  
Italy / Slovenia / Croatia**
- 3 20pm Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



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- 4 20pm Reducing accidents and insurance claims for ports and terminals  
**Phillip Emmanuel**, Regional Director  
**TT Club Hong Kong**
- 4 40pm Liebherr Harbour Mobile Crane – Technology through innovations  
**Yong Soon Huat**, General Manager Marine Division  
**Liebherr Singapore Ptv. Ltd Singapore**
- 5pm Ship financing in the ASEAN region - Challenges and opportunities  
**Gerald Yee**, Partner, Head, Shipping and Admiralty Practice Group, Dispute Resolution Practice Group  
**Colin Ng & Partners LLP Singapore**
- 5 20pm Questions and answers followed by Chairperson's closing remarks
- 5 15pm - 7 30pm Welcome Reception for all participants and spouses at the top of the Town Restaurant located at the rooftop of the Windsor Plaza Hotel. Smart casual attire.

## Friday 12 July 2013

- 8am Conference delegate registration. Refreshments served in the exhibition sponsored by



### SESSION 3

#### Developments of ports and port infrastructures in the region

- 9am Chairperson's Opening Remarks  
**Richard Stevens**, Associate - Senior Consultant  
**Thompson Clarke Shipping Australia**
- 9am Ports and infrastructure developments in the ASEAN region  
**Cipto Pramono**, Permanent Secretariat  
**Indonesia Port Corporation II Indonesia**
- 9 20am A new port for the region - POIC Lahad Datu Port  
**Daniel Oh**, Senior Executive, Land and Legal  
**POIC Sabah Malaysia**
- 9 40am Sustainable port development: A guide to create a Green Port  
**Jan Vannieuwenburg**, General Manager China/Asia  
**Port of Zeebrugge China**
- 10am DIEPA Special Wire Ropes  
**Ruediger Braun**, Vice President - Manager Sales & Marketing  
**DIEPA Drahtseilwerk Dietz GmbH & Co KG Germany**
- 10 20am Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



### SESSION 3A

#### Improving Intermodal and Cross - Border logistics in ASEAN

- 11 20am Logistics Services in Indonesia Archipelago : Multimodal Transport Approach  
**Siti Ariyanti**, Vice Chairman  
**Indonesia Freight Forwarders Association Indonesia**
- 11 40am Port and Shipping: Doing logistic business in Vietnam  
**Tuan Phung**, Managing Partner  
**VCI Legal Vietnam**

### SESSION 5

#### Port Equipment's and Technology in ASEAN

- 12pm Virtual Terminals as a training instrument for terminal operators  
**Holger Schuett**, Chief Executive Officer  
**ISL Applications GmbH Germany**
- 12 20pm Intelligent system for conventional terminals  
**Thai Le Bich Thao**, SQA Team Intermediate  
**Total Soft Bank Vietnam**
- 12 40pm Mechanical snag overload protection on STS cranes  
**Christof K. Lautwein**, Managing Director  
**M.A.T. Malmedie Antriebstechnik GmbH & Dick Schlameus**, Sales Manager  
**Pintsch Bubenzer Germany**
- 1pm Questions and answers followed by conference delegates networking lunch sponsored by



- 2pm Svendborg Brakes Intelligent Braking  
**Brendan David O'Brien**, Area Sales Manager  
**Svendborg Brakes A/S Australia**
- 2 10pm STM TEAM Profile  
**Giovanni Cervi**, Export Area Manager  
**STM S.p.A. Italy**
- 2 20pm E-Chainsystems for cranes and heavy duty applications  
**Jens Gobel**, International Project Manager Cranes & Material Handling  
**igus GmbH Germany**
- 2 40pm Brighter World, Brighter Future  
**Alson Tan**, Regional Sales Manager  
**Memsco Asia Singapore**
- 3pm Leveraging from technology for increased efficiency and lower operations cost  
**Andreas Gruber**, Port Application Manager  
**Terex-Fuchs Germany**
- 3 20pm Questions and answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the exhibition

## REGISTRATION INFORMATION

To Participate in The **11th ASEAN Ports and Shipping 2013** You Need to Register as a Conference Delegate  
Conference Delegate Registration Benefits Include: • Technical Site Visit • Password Protected Online Conference  
Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Reception  
• Participants' Full Contact Details And Official Colour Photos From The Event.

## CONFERENCE DELEGATE REGISTRATION

Please Complete And Fax Back This Form Or Register Online at [www.transportevents.com](http://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](mailto:alin@transportevents.com)

### Conference Delegate Registration

- I Wish to Attend The Technical Site Visit on Wednesday 10 July 2013  
 I Wish to Attend The Networking Welcome Reception on Thursday 11 July 2013. Spouses  
Welcome to Attend

Name: \_\_\_\_\_ 15 / 07 / 2013

Position: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

## METHOD OF PAYMENT (NON VIETNAMESE DONG)

- On or Before Tuesday 11 June 2013: 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 Wednesday 12 June 2013: 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.
- One Day Conference Delegate Registration on Thursday 11 July 2013 is GBP595  
One Day Conference Delegate Registration on Friday 12 July 2013 is GBP595
- No Delegate Registration Will be Accepted Without Full Payment

Credit Card - Secure Online Registration And Payment Via Paypal at [www.transportevents.com](http://www.transportevents.com)  
and 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](mailto:alin@transportevents.com) For TT Payment, You Must Supply Confirmation of The TT From  
Your Bank With This Application. Please Quote Both Delegate And Company as Reference.  
**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:

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)  
IBAN Code : GB32MIDL40051535674259

Agent Bank : HSBC Bank PLC, London, UK ( Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15 )

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 (VIETNAMESE DONG ONLY)

- For Vietnamese Nationals, Citizens And Residents of Vietnam, The Conference Delegate Registration is VND6,600,000
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment

Credit Card - Secure Online Registration And Payment Via Paypal at [www.transportevents.com](http://www.transportevents.com)  
Follow The Instructions on Our Registration Page. The VND Amount Will be Converted to GBP During The  
Transaction Process at The Prevailing Rate

I Have Transferred VND6,600,000 in GBP Equivalent Per Delegate to HSBC

### \* Bank Transfer to:

Beneficiary Bank : HSBC OBU - Offshore Banking Unit Labuan (Swift: HSBCMYKA)

IBAN Code : GB32MIDL40051535674259

Agent Bank : HSBC Bank PLC, London, UK ( Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15 )

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.**

## 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  
Applications
- No Refunds Will be Given However, Substitutions Can be Made at Any Time
- If a Delegate is Unable to Attend, The Delegate Remains Liable For Full Delegate Registration Payment
- 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: \_\_\_\_\_

## COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Management Limited  
Level 1, Lot 7, Block F, Saguking Commercial Building,  
Jalan Patau-Patau, 87000 Labuan F. T., Malaysia

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[enquiries@transportevents.com](mailto:enquiries@transportevents.com)

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The Official Hotel And Venue is **Windsor Plaza Hotel, Ho Chi Minh City, Vietnam**. Special Reduced  
Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

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Miss Thanh Thao  
Director of M.I.C.E

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Website: [www.windsorplazahotel.com](http://www.windsorplazahotel.com)



## EXHIBITION VISITORS ONLY

Registration to Only Visit The Free of Charge Trade Exhibition Must be Done During The Event On-Site From  
The Registration Desk

### Exhibition Opening Times are:

Thursday 11 July 2013

Friday 12 July 2013

9am to 5pm

9am to 3pm



**TRANSPORT EVENTS**  
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If undelivered, please return to:-

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