

# 7<sup>th</sup> PHILIPPINE

## PORTS AND SHIPPING 2013

The Peninsula Manila, Philippines  
Wednesday 30 and Thursday 31 January 2013

Hosted By



Technical Site Visit! 36 International Exhibition Stands! 30 International Conference Speakers! 400 International! Participants! Networking Gala Dinner!

**Exclusive Offer: Conference Delegate Registration for All Shipping Lines; Port Authorities And Terminal Operating Companies 40% off at only GBP595 Per Person!**

Lanyards Sponsor



Conference Delegates Lunch Sponsors



Gala Dinner Sponsor



Official Hotel and Venue



- Towards Economic Growth in The Maritime Sector: Current Initiatives And Future Outcomes in The ASEAN Region
- Tackling Future Challenges And Industry Transformation Within BIMP-EAGA
- Growth Opportunities And Impediments in Financing Infrastructure Development
- Evaluating The Direction of Growth in Shipping – The Next Hot Spots

- Understanding Volume Growth And Congestion Issues And The Effect on Port And Terminal Profitability
- How Port Logistics Are Working Towards Facilitating Integration of Supply Chains
- Technology And Solutions For The Port And Container Shipping Industry

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31 August 2011

Dear Colleague,

To understand the substantial commercial opportunities currently presented in The Philippines, you are invited to participate in the biennial **7<sup>th</sup> Philippine Ports and Shipping 2013** - now in its 7<sup>th</sup> successful year - taking place on Wednesday 30 and Thursday 31 January 2013.

This event is the largest biennial Container Ports and Terminal Operations Exhibition and Conference B2B trade event in The Philippines and one of the largest throughout the ASEAN region.

This trade Exhibition and Conference is honoured to be endorsed and hosted by the **Philippine Ports Authority**.

The event will be a two-day gathering of **250** senior executive decision-makers from the world's leading regional container shippers, cargo owners, shipping lines, freight forwarders, logistics, port authorities, importers/exporters, terminal operating companies, railway operating companies, haulage companies, container terminal equipment and services suppliers operating throughout Australasia.

There will be an Exhibition of **50** international shipping lines, container ports, logistics companies, IT companies, container terminal equipment, services providers and event sponsors.


A two-day concurrent Conference will feature **25** world-class conference speakers analysing latest global and regional transport and logistics issues facing shipping lines and cargo owners.

There were 350 participants from 23 countries at the last event in Manila in 2011.

We welcome you to our beautiful country rich in history and cultural diversity in what is one of the largest archipelagos in the World.

We encourage your participation and look forward to the pleasure of your valued company at the largest biennial Container Ports and Terminal Operations Exhibition and Conference in the Philippines.

Yours sincerely,

  
Juan C. Sta. Ana  
General Manager

*VISION*

*By 2010, PPA shall have met the international standards in port facilities and services in at least ten (10) ports in support of national development.*

*MISSION*

*We commit to provide reliable and responsive services in our ports, sustain development of our port communities and the environment, and be a model corporate agency of the government.*



## Tuesday 29 January 2013

### TECHNICAL SITE VISIT

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- 9am Depart from The Peninsula Manila Hotel lobby
- 10am Arrive at Harbour Centre Port Terminal
- 10 45am Arrive at Manila North Harbour Port
- 11 30am Arrive at Manila International Container Terminal for presentation and tour
- 12pm Arrive at Asian Terminals Inc. for tour
- 12 30pm Presentation and light lunch kindly sponsored by
- 
- Lunch for all participants will be held at Philippine Ports Authority head office, 7/F Executive Lounge
- 1pm Depart to Batangas Port
- 3pm Arrive at Batangas Port for formal welcome and proceed to Batangas Container Terminal
- 4pm Depart to The Peninsula Manila Hotel lobby
- 6pm Arrive at The Peninsula Manila Hotel lobby

## Wednesday 30 January 2013

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

### OPENING CEREMONY

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- 9am Organiser's Remarks  
**Rory J. Doyle**, Managing Director  
**Transport Events Management Malaysia**
- 9 05am Welcome Address  
**Juan C. Sta. Ana**, General Manager  
**Philippine Ports Authority The Philippines**
- 9 15am Keynote Address  
**Honourable Joseph Emilio Aguinaldo Abaya**  
Secretary  
**Department of Transportation and Communications The Philippines**
- 9 30am Exhibition opening ceremony and tour of the exhibition by the VIP group

### SESSION 1

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#### Macro and Micro Economic Drivers in the ASEAN Region

- 11am Chairperson's Opening Remarks  
**Mark Millar**, Managing Partner  
**M Power Associates Hong Kong**

- 11 10am Ports and shipping contribution, roles and future prospects as economic drivers in BIMP - EAGA - Malaysia's perspective  
**Safri Bin Haji Zainudin**, Permanent Secretary  
Ministry Of Infrastructure Development And Communications, Sarawak, Malaysia / Chairman - cum - Coordinator, BIMP-EAGA Transport, Infrastructure and ICTD (TICTD) Cluster  
**Ministry Of Infrastructure Development And Communications Malaysia**

- 11 40am AIS Live – Origins & use in present day shipping  
**Mark Windle**, Senior Sales Manager APAC, IHS Global  
**IHS Fairplay Singapore**

- 12 10pm Port efficiency in the port community  
**Mark Assaf**, Officer-in-Charge of the Human Resources Development Section/Train for Trade Knowledge Sharing, Training and Capacity Development Branch, Division on Technology and Logistics  
**United Nations Conference on Trade and Development (UNCTAD) Switzerland**

- 12 40pm Questions and answers followed by conference delegates networking lunch sponsored by



### SESSION 2

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#### Shipping and Logistics Strategies in Tackling Growing Challenges in the ASEAN Region

- 2pm Demand outlook for port capacity in Singapore basin  
**Anthonie Versluis**, Managing Partner  
**Roland Berger Strategy Consultants Malaysia**

- 2 25pm Logistics opportunities in the Philippines  
**Daniel C Ventanilla**, General Manager  
**NYK Line (Philippines) NYK Fil-Japan Shipping Corporation The Philippines**

- 2 50pm Current outlook of asian container port market  
**Jason Chiang**, Senior Manager  
**Drewry Shipping Consultants Singapore**

- 3 15pm Questions and answers followed by conference delegates refreshments served in the exhibition

- 4 15pm Improving staff comfort and safety with specialised harbour and overhead cabins crane operators  
**Mario Antonioli**, Sales Coordinator  
**Brieda Cabins Italy**

- 4 40pm Konecranes Intelligent container handling  
**Jeffrey Foo**, Regional Manager - Konecranes Ports  
**Konecranes**  
**Thailand**
- 5 05pm The role of Virtual Terminals in optimising terminal processes  
**Holger Schuett**, CEO  
**ISL Applications GmbH**  
**Germany**
- 5 30pm Questions and answers followed by Chairperson's closing remarks
- 6 30pm – 9 30pm Gala Dinner for all participants and spouses at Villa Immaculada, Intramuros, Manila. Transport leaves the lobby of The Peninsula Manila Hotel at 6.30pm sharp and will leave back to The Peninsula Manila Hotel at approximately 9 30pm. Smart Casual Attire. Sponsored by



## Thursday 31 January 2013

### SESSION 3

#### Driving Ports & Terminal Operation Efficiencies

- 9am Chairperson's Opening Remarks  
**Mark Assaf**, Officer-in-Charge of the Human Resources Development Section/Train for Trade Knowledge Sharing, Training and Capacity Development Branch, Division on Technology and Logistics  
**United Nations Conference on Trade and Development (UNCTAD)**  
**Switzerland**
- 9 05am Subic Bay: The Philippines' Premier Free Port and Logistics Center  
**Roberto V. Garcia**, Chairman and Administrator  
**Subic Bay Metropolitan Authority**  
**The Philippines**
- 9 25am Workers enterprise in port operations  
**Attorney Tom Rivala**, President and General Manager  
**Oriental Port and Allied Services Corporation (OPASCOR)**  
**The Philippines**
- 9 45am Batangas container terminal – Facilities improvement, equipment investment and port synergies  
**Sean L. Perez**, Vice President  
**Asian Terminals Inc.**  
**The Philippines**

- 10 05am Questions and answers followed by conference delegates refreshments served in the exhibition
- 11 05am Maximizing port operation efficiencies in the Philippines  
**Christian R. Gonzalez**, Vice President and Head of Asian Region  
**International Container Terminal Services, Inc.**  
**The Philippines**
- 11 25am Modernizing port facilities, equipment & systems to service domestic shipping  
**Richard Barclay**, Chief Executive Officer  
**Manila North Harbour Port Inc.**  
**The Philippines**
- 11 45am Port as the economic engine of Indonesia  
**Cipto Pramono**, Permanent Secretariat  
**Indonesia Port Corporation I, II, III & IV**  
**Indonesia**

### SESSION 3A

#### Getting the Best Returns from Technology and Maritime Solution Investments

- 12 05pm Flexible materials handling machinery for ports  
**Roberto Bencina**, Managing Director / CEO  
**Sennebogen Asia Pacific**  
**Singapore**
- 12 25pm Meeting the demands of smaller terminals in maritime and river ports - new model 2 harbour crane  
**Klaus Röhrig**, Regional Director  
**Terex Gottwald**  
**Singapore**
- 12 45pm Questions and answers followed by conference delegates networking lunch sponsored by
- 2pm Using technology to reduce the cost of ownership of materials handling equipment at the port  
**Daniel Wedgewood**, Big Truck Business Manager  
Asia Pacific  
**NACCO Materials Handling Group**  
**Australia**
- 2 20pm Driving efficiencies through advanced technologies  
**Vani Saradhi Motamarri**, Regional Sales Director  
ANZ & ASEAN  
**Psion (Australia) Pty Ltd**  
**Australia**
- 2 40pm Questions and answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the exhibition



## REGISTRATION INFORMATION

To Participate in The **7th Philippine Ports and Shipping 2013** You Need to Register as a **Conference Delegate** or as a Trade Exhibition Visitor. Conference Delegate Registration Benefits Include: • Technical Site Visit • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Gala Dinner • Participants' Full Contact Details And Official Colour Photos From The Event. Conference Delegate Registration Fees are:

- From Monday 31 December 2012: 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 Wednesday 30 January 2013 is GBP595
- One Day Conference Delegate Registration on Thursday 31 January 2013 is GBP595
- For Filipino Nationals, Citizens And Residents of The Philippines, The Conference Delegate Registration is PHP13,300
- No Delegate Registration Will be Accepted Without Full Payment

## REGISTRATION

Please Complete And Fax Back This Form or Register Online at [www.transportevents.com](http://www.transportevents.com) if You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email [alin@transportevents.com](mailto:alin@transportevents.com)

### Conference Registration

- I Wish to Attend The Technical Site Visit on Tuesday 29 January 2013
  - \*I Wish to Attend The Networking Gala Dinner on Wednesday 30 January 2013
- \* Spouses Welcome to Attend

**Registration to Visit The Trade Exhibition Only, Should be Done at The Registration Desk**

### Exhibition Opening Times are:

Wednesday 30 January 2013 9am to 5pm  
Thursday 31 January 2013 9am to 3 30pm

Name: \_\_\_\_\_ 01 / 02 / 2013

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

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

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

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

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

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

## METHOD OF 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.**
- Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 87 426 223 or Email [alin@transportevents.com](mailto: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 / GBP595 / PHP13,300 (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.

## 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**
- **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:

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

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Company Number LL05879



Associate Member -  
The International Association  
of Ports and Harbors

The Official Hotel And Venue is **The Peninsula Manila**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**The Peninsula Manila**  
1226 Makati City  
Metro Manila  
Republic of The Philippines

**THE PENINSULA**  
MANILA

### Contact Person

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**7<sup>th</sup> PHILIPPINE**  
**PORTS AND SHIPPING 2013**



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