

9th TRANS Middle East BEIRUT 2013

PORT OF BEIRUT

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Phoenicia InterContinental Hotel, Beirut, Lebanon
Wednesday 29 and Thursday 30 May 2013

Hosted By



Technical Site Visit! 70 International Exhibition Stands! 30 International Conference Speakers! 500 International Decision Makers! Networking Welcome Reception and Gala Dinner!

Exclusive Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies 40% off GBP995 at only GBP595! Save GBP400!

Lanyards Sponsor Name Tags Sponsor Directional Signage Sponsors Conference Delegates Refreshment Sponsors Conference Delegates Lunch Sponsors Welcome Reception Sponsors Gala Dinner Sponsor



- Eastern Mediterranean Economic Outlook And Trade Opportunities
- Forthcoming Challenges in Relation to Strong Demand in Global Containerisation
- Current State of Infrastructure And Investor Sentiments For Ports And Shipping Development
- Economic Factors in Discovering Growth Opportunities
- Intermodal Connections And Facilities in The Middle East: Industry Trends And Issues

- Maritime Supply Chain Integration – Realising The Part of Ports in Global Logistics
- Emerging Risks in The Port And Terminal Sector And How Best To Manage Them
- Improving Productivity While Reducing Expenditure
- Loss Prevention in a Demanding Economy
- Outlook of The Middle East Logistics And Supply Chain Business

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TRANS MIDDLE EAST 2013

Trade Exhibition and Conference

Beirut, Lebanon

Tuesday 28 to Thursday 30 May 2013

Dear Colleague,

Trans Middle East is the biggest annual Containerised Ports, Shipping and Transport Logistics Exhibition and Conference in the Middle East.


The Ministry of Public Work and Transport is delighted to host this event in the prosperous city of Beirut on Tuesday 28 to Thursday 30 May 2013.

The *Trans Middle East 2013* will comprise both a world-class Exhibition and Conference consisting of **30** international business leaders responsible for global transport and logistics and will be attended by more than **300** senior executives from the world's leading ports, shippers, cargo owners, shipping lines, freight forwarders, logistics companies, terminal operators, railway operators and port-rail equipment services suppliers.

A concurrent two days Trade Exhibition comprising more than **100** international exhibition stands will provide a valuable opportunity for companies to market products and services to the participants at this prestigious annual event.

This annual Pan European, Middle Eastern and Africa transport and logistics Exhibition and Conference is designed to promote containerised transport throughout the EMEA region and your participation and support in making this event a great success will be much appreciated and good for our industry.

We look forward to meeting you in our beautiful city of Beirut in 2013 for what promises to be a most enjoyable and memorable two days international trade event.

 Yours Sincerely,



Ghazi Al ARIDI
Minister of Public Works & Transport
Lebanon



Tuesday 28 May 2013

TECHNICAL SITE VISIT

9am Transport leaves from Phoenicia InterContinental Hotel lobby to Beirut Port

9 30am Arrival at Beirut Port and Beirut Container Terminal Consortium (BCTC) to visit the new terminal extension

10 30am Light refreshments kindly sponsored by



11am Transport leaves from Beirut Port and Beirut Container Terminal Consortium (BCTC) to Phoenicia InterContinental Hotel

11 30am Arrival at the Phoenicia InterContinental Hotel lobby (approx)

7pm - 9 30pm Welcome Reception for all participants and spouses at the Grand Cafe, Raouche, Beirut. Transport will depart the Ground Floor main entrance of the Phoenicia Hotel at 7pm sharp and will return back to the hotel at approximately 9pm. Smart Casual Attire. Sponsored by



Wednesday 29 May 2013

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



OPENING CEREMONY

9am Organiser's Remarks
Rory J. Doyle, Managing Director
**Transport Events Management
Malaysia**

9 05am Welcome Address
John Owens, Chairman & General Manager
**Beirut Container Terminal Consortium
Lebanon**

9 15am Special Address
Faten Azmi, Regional Representation Office
**Arab Seaports Federation
Lebanon**

9 25am Opening Address
Engineer Hassan Koraytem, General Manager
**Port of Beirut
Lebanon**

9 35am Keynote Address
Abdel Hafeez Kayssi, Director General
**Ministry of Public Works and Transport
Lebanon**

9 45am Special Ministerial Keynote Address
His Excellency Gazi Al Aridi, Minister of Public
Works and Transport
**Ministry of Public Works and Transport
Lebanon**

10am Exhibition opening ceremony and tour of the exhibition by the VIP group

SESSION 1

Eastern Mediterranean economic outlook and trade opportunities

11am Chairperson's Opening Remarks
Neil Brimson, Managing Partner – Doha
**Herbert Smith Freehills
Qatar**

11 25am Middle East trade opportunities, providing reliable marine transport
Atef Abou Merhi, Director
**Abou Merhi Group
Lebanon**

11 50am Creating commercial value in Middle East maritime industry
Dr. Abdullah Daou, Chairman
**Beirut International Marine Industry & Commerce
Lebanon**

12 15pm The Maritime Labour Convention 2006/MLC 2006
Mohamad Ahmad Renno, Underwriting Manager
**Islamic P&I Club
United Arab Emirates**

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



SESSION 2

Handling shipping challenges and crafting opportunities in the Eastern Mediterranean region

2pm Operating a regional container and multimodal transport service in the Mediterranean
Giovanni Bandini, Marketing & Commercial Manager
**Tarros SpA
Italy**

2 20pm The positive impact of new technologies in transportation and the economy
Jihane Abi Khalil, Assistant Manager
**Ademar Shipping Lines Corporation
Lebanon**

2 40pm Challenges and Opportunities of Global Maritime Economy: Positioning Aqaba Port, Jordan
Tarek Dajani, Board Member
Jordan National Shipping Lines
Jordan

3pm Vessels' repair cost effects the market in Middle East
Gökalp Gündoğdu, Marketing Manager
Shipyards Famagusta
Cyprus

3 20pm Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



4 20pm Intermodal connections and facilities in the Middle East: Industry trends and issues
Robert Moss, Executive General Manager
Kanoo Shipping and Freight, Middle East Kingdom of Saudi Arabia

4 40pm Classification societies (What, Why and How?)
Raymond Khawand, Regional Manager &
Aris Arvanitakis, Technical Director
Phoenix Register of Shipping
Greece

5pm Opportunities and challenges in the offshore market
Captain Abdallah Chehab, Operations Manager
Marine Capabilities LLC (MARCAP)
United Arab Emirates

5 20pm Questions and Answers followed by Chairperson's closing remarks

7pm - 10pm Gala Dinner for all participants and spouses in Chez Rachid Restaurant located on the Okaibeh Sea Road. Transport leaves the lobby of the Phoenicia InterContinental Hotel at 7pm sharp and return to the Phoenicia InterContinental Hotel at approximately 10pm. Smart Casual Attire. Sponsored by



Thursday 30 May 2013

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



SESSION 3

Port and terminal transformation in keeping up with economic and operation demands

9am Chairperson's Opening Remarks
Captain Abdallah Chehab, Operations Manager
Marine Capabilities LLC (MARCAP)
United Arab Emirates

9 05am Port and terminal improvements in the Eastern Mediterranean economy
Simon Sundboell, Group Commercial Manager
Gulftainer
United Arab Emirates

9 35am The features and attitude of Port Monfalcone
Stefano Bevilacqua, Promotion and Development Officer
Port of Monfalcone
Italy

10 05am Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by



SESSION 3A

Developments in technology for improved economic and terminal operation growth

11 05am Liebherr - The one-stop-shop for ports
Gordon Clark, Division Manager
Liebherr
United Arab Emirates

11 35am Emerging risks in the port and terminal sector and how best to manage them
Andrew Kemp, Regional Director - Europe, Middle East & Africa
TT Club
United Kingdom

12 05pm Innovation and new technology equipment for Port Operation
Elvio Simonetti, Sales and Marketing Director
Gaussin Manuistique S.A.
France

12 35pm Questions and answers followed by conference delegates networking lunch sponsored by



2pm Extremely versatile hydraulic crane for ports and terminals
Tapio Ingervo, Sales and Marketing Director
MCS International
United Arab Emirates

2 30pm Improving productivity while reducing expenditure
Ziad El Banna, Regional Sales Director
Navis
United Arab Emirates

3pm Questions and Answers followed by Chairperson's closing remarks followed by conference delegates refreshments served in the exhibition sponsored by



REGISTRATION INFORMATION

To Participate in The **9th Trans Middle East 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 • Gala Dinner • 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 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

Conference Delegate Registration

- I Wish to Attend The Technical Site Visit on Tuesday 28 May 2013
 I Wish to Attend The Gala Dinner on Wednesday 29 May 2013
Spouses Welcome to Attend

Name: _____ 04 / 06 / 2013

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

METHOD OF PAYMENT (NON LEBANESE POUND)

- On or Before Monday 29 April 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 Tuesday 30 April 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 Wednesday 29 May 2013 is GBP595
One Day Conference Delegate Registration on Thursday 30 May 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 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 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 (LEBANESE POUND ONLY)

- For Lebanese Nationals, Citizens And Residents of Lebanon, The Conference Delegate Registration is LBP470,000
- 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 Follow The Instructions on Our Registration Page. The LBP Amount Will be Converted to GBP During The Transaction Process at The Prevailing Rate

I Have Transferred LBP470,000 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

Tel: + 60 87 426 022
Fax: + 60 87 426 223
enquiries@transportevents.com

www.transportevents.com



TRANSPORT EVENTS
Company Number LL05879



Associate Member -
The International Association
of Ports and Harbours

The Official Hotel And Venue is **Phoenicia InterContinental Hotel, Beirut, Lebanon**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Contact Person

Farah Chamas
Sales Executive

Phoenicia InterContinental Hotel

Minet El Hosn, P.O. Box 11/846

Beirut

Lebanon

Tel: +961 1 369 100

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Dir: +961 1 369 110 ext 2131

E-mail: farah.chamas@phoeniciabeirut.com

Website: www.phoeniciabeirut.com



EXHIBITION VISITORS ONLY

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

Exhibition Opening Times are:

Wednesday 29 May 2013

9am to 5pm

Thursday 30 May 2013

9am to 3pm

9th TRANS Middle East
BEIRUT 2013



TRANSPORT EVENTS

Company Number LL05879

If undelivered, please return to:-

Transport Events Management Limited
Kuala Lumpur Marketing Office
27-11 Penthouse Signature Office, The Boulevard Mid Valley City,
Lingkaran Syed Putra, 59200 Kuala Lumpur, Malaysia

If You Wish to be Removed From The Mailing List, Please Fax + 60 87 426 223 or email: norizah@transportevents.com

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