

# 3<sup>RD</sup> BLACK SEA PORTS & SHIPPING 2014

Istanbul Marriott Hotel Asia, Istanbul, Turkey  
Wednesday 3 and Thursday 4 September 2014



• Technical Site Visit • 50 International Displays • 30 International Conference Speakers • 300 International Decision Makers • Networking Welcome Reception Cruise  
Exclusive Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies 40% off GBP995 at only GBP595! Save GBP400!

## KEY SPEAKERS..... PLUS MANY MORE!

1. **Roy van Eijsden**  
*Managing Director, Royal HaskoningDHV Turkey ELC Group, Turkey*
2. **Jolke Helbing**  
*Consulting Director, ICF International, The Netherlands*
3. **Capt. Umur Ugurlu**  
*Seaway Logistics Group Manager, OMSAN Lojistik, Turkey*
4. **Aysun Babaçan**  
*Oceanfreight Director, DHL Global Forwarding, Turkey*
5. **Muttalip Gurses**  
*Sales Engineer, Liebherr, Turkey*
6. **Aristos Halatsis**  
*Senior Project Manager, Hellenic Institute of Transport (HIT/CERTH), Greece*
7. **Alp Cappa**  
*Trade and Customer Relations, Marport Terminal Operators S.A., Turkey*
8. **Ian Twinn**  
*Infrastructure Portfolio EMENA, International Finance Corporation (IFC), Turkey*

## HIGHLIGHTED TOPICS

- The Emerging Black Sea Region – Economic Perspective for 2014 and Beyond
- Forecasting the Future of Maritime Transport and the Impact on the Black Sea Region
- Maximising Seaports and Intermodal Connectivity in the Black Sea Region
- Innovative Technology and Cutting Edge Solutions for Ports and Terminals in the Black Sea Region
- Enabling Ports Development & Cooperation in the Black Sea Region
- Stock-taking public-private partnership investments opportunities in the Black Sea region
- Container traffic potential in the Black Sea region
- Shipping line's criteria for hub ports selection in the Black Sea region
- Vessel cascade effects and impacts on future ports development

**For more Information or to Register**

Tel. + 60 87 426 022

Fax. + 60 87 426 223

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

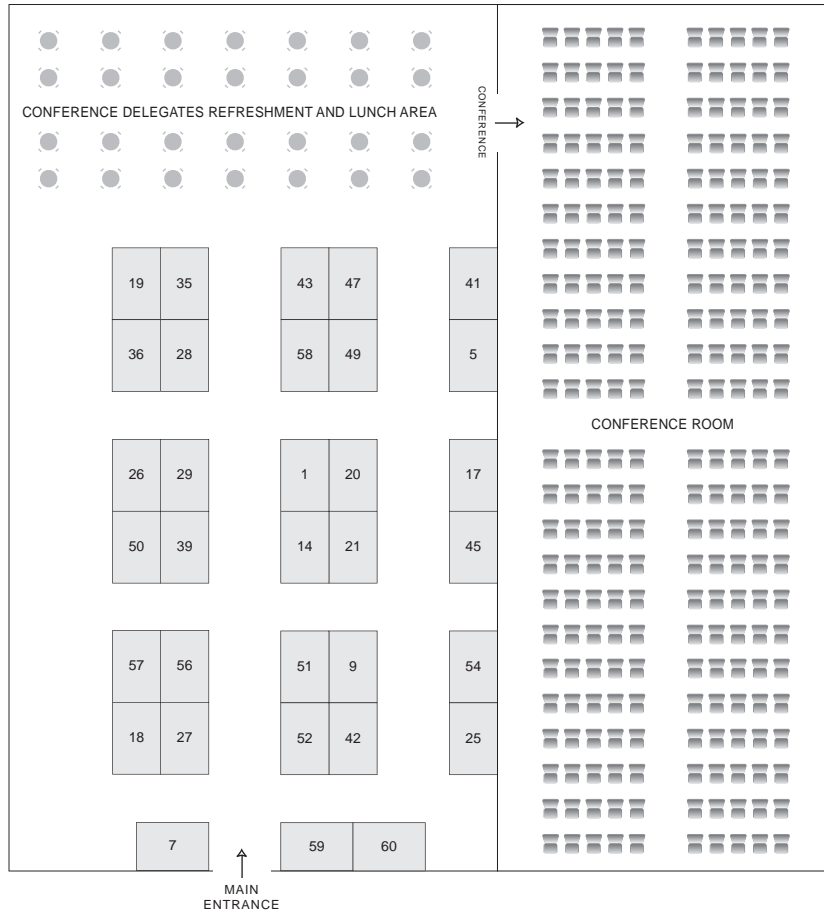
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Istanbul Marriott Hotel Asia, Istanbul, Turkey  
Wednesday 3 and Thursday 4 September 2014

Official Hotel and Venue

Official Carrier



Directional Signage Sponsor



Conference Sessions Sponsors



Networking Welcome Reception Cruise Sponsor



Conference Delegates Refreshment Sponsors



Conference Delegates Lunch Sponsors



## DISPLAY ALLOCATION (updated on 02/09/2014)

7 Advantech DLOG	58 Maktas Makinali Tasima San. Ve Tic. A.S.
17 Balen Makina A.S.	52 Marport Terminal Operators S.A.
45 Balen Makina A.S.	18 MCS International Co. LLC
35 Bemo Rail BV	27 MCS International Co. LLC
59 BM Makina	19 Merford Cabins
1 Civitavecchia Port of Rome	26 Port of Monfalcone - ITALY
20 Compania Nationala Administratia Porturilor Maritime SA Constanta	50 Port of Monfalcone - ITALY
21 Compania Nationala Administratia Porturilor Maritime SA Constanta	29 Samsunport
51 Efesanport	60 SICK
9 Evyapport	57 Solonport
39 Gaussin Manugistique	14 Stemmann - Technik GmbH
49 Hopaport	25 STFA Construction Group
36 Hyster Europe	54 STFA Construction Group
43 Kalmar	41 Stinis Holland BV
56 Kumport Port Services and Logistics	42 The MediTelegraph
47 Liebherr	17 Up Lifting Vertical S.A
28 Log@Sea (Circle – IB Network)	45 Up Lifting Vertical S.A
	59 Vahle
	5 ZF Friedrichshafen AG

## DISPLAY PACKAGE

**3 x 2 Square Metres** and Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme For Companies That Book a Minimum of 5 Events in a Calendar Year.
- Professional Standard Shell Scheme
- 1 Table
- 2 Chairs
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- Electrical Power Point
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**TRANSPORT EVENTS**

Transport Events Management Limited (Co. No. LL05879)  
Level 1, Lot 7, Block F, Sagukung Commercial Building,  
Jalan Patau-Patau, 87000 Labuan F. T., Malaysia  
Tel : +60 87 426 022 Fax : +60 87 426 223

Tuesday 2 September 2014

## TECHNICAL SITE VISIT

- 8am Transport departs from the Istanbul Marriott Hotel Asia
- 10 30am Arrival at Marport for presentation, tour and refreshments
- 11 30am Transport leaves from Marport to Yilport
- 1 30pm Arrival at Yilport for presentation and tour
- 2 30pm Light lunch for all participants kindly provided by 
- 3pm Arrival at EkesanPort for presentation and tour
- 3 30pm Transport departs from EkesanPort to the Istanbul Marriott Hotel Asia
- 5 30pm Arrival at the Istanbul Marriot Hotel Asia (approx.)

## Wednesday 3 September 2014 Opening Ceremony

- 8am Conference delegate registration and refreshments sponsored by



- 9 15am **Organiser's Remarks**  
Rory J. Doyle, Managing Director  
Transport Events Management  
Malaysia
- 9 20am **Welcome Reception Sponsor Address**  
Sean Pierce, Chief Executive Officer  
Yilport Holding Inc.  
Turkey
- 9 30am **Keynote Address**  
Promoting trade and economic cooperation in the Black Sea region – An assessment of future opportunities  
Ambassador Traian Chebeleu, Deputy Secretary General  
Organization of the Black Sea Economic Cooperation (BSEC)  
Turkey
- 10am **Opening ceremony and tour by the VIP group followed by conference delegates refreshments**

## SESSION 1 The Emerging Black Sea Region – Economic Perspectives for 2014 and Beyond

- 11am **Chairperson's opening remarks**  
Aristos Halatsis, Senior Project Manager  
Hellenic Institute of Transport (HIT/CERTH)  
Greece
- 11am **Regional market overview of maritime trade and container traffic outlook, trends & opportunities**  
Roy van Eijnsden, Managing Director  
Royal HaskoningDHV Turkey ELC Group  
Turkey
- 11 20am **Outlook on container activities in the Black Sea region and the impact on ports activities – OMSAN's perspectives**  
Capt. Umur Ugurlu, Seaway Logistics Group Manager  
OMSAN Lojistik  
Turkey
- 11 40am **Increasing ports capacity in Turkey and the Black Sea region – will the container throughput continues to rise too?**  
Jolke Helbing, Consulting Director  
ICF International  
The Netherlands



- 12pm **Assessing financial viability of infrastructure project – a case of Mersin International Port**  
Ian Twinn, Head - Infrastructure Portfolio EMENA  
International Finance Corporation (IFC)  
Turkey

- 12 20pm **International Financial Institutions (IFI) key technical factors for financing port project**  
Ahmed T. Shaukat, International Technical Expert - Ports  
Shaukat Consulting LLC  
United States

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



## SESSION 2 Forecasting the Future of Maritime Transport and the Impact on the Black Sea Region

- 2pm **Container shipping line's perspectives in the Mediterranean and Black Sea region**  
Dr. Gianluca Di Matteo, Crosstrade Sales Manager  
Tarros SPA  
Italy

- 2 20pm **Turkey as Ro-Ro shipping hub – Latest trends and development in the Black Sea**  
Fulya Erciyas, Shipping – Sales Executive  
Gulf Agency Denizcilik A.S.  
Turkey

- 2 40pm **The need for ro-ro terminals and adequate fleet to boost Turkey's strategic hub role**  
Capt. Murat Hatabay, Deputy General Manager  
Catoni Maritime Agencies SA  
Turkey

- 3pm **Questions and answers followed by conference delegates refreshments sponsored by**



- 4pm **How to reduce accidents and insurance claims for ports and terminals**  
Andrew Kemp, Regional Director Europe, Middle East & Africa  
TT Club  
United Kingdom

## Supporting Trade Organisations



### SESSION 3 sponsored by EVYAPPORT

#### Maximising Seaports and Intermodal Connectivity in the Black Sea Region

- 4 20pm **Adapting the logistics and supply chain sector to Turkey's growing economy**  
Aysun Babacan, Oceanfreight Director  
DHL Global Forwarding Tasimacilik A.S.  
Turkey
- 4 40pm **Fostering cooperation in Turkey's logistics sector**  
Dr. Ismail Karakis, Secretary General  
Turkish Logistics Association (LODER)  
Turkey
- 5pm **Questions and answers followed by Chairperson's dosing remarks**
- 7pm – 10pm **Networking Welcome Reception Cruise for all participants and spouses at Beylerbeyi iskelesi. Transport will depart from the Istanbul Marriott Hotel Asia at 7pm sharp and will return back to the hotel at approximately 10pm. Smart Casual Attire. Sponsored by**



### Thursday 4 September 2014

8am Conference delegate registration and refreshments

### SESSION 4 sponsored by HOPAPORT

#### Innovative Technology and Cutting Edge Solutions for Ports and Terminals in the Black Sea Region

- 9am **Chairperson's opening remarks**  
Dr. Gianluca Di Matteo, Crosstrade Sales Manager  
Tarros SPA  
Italy
- 9am **Improving the competitiveness of port systems through technology and innovations – FutureMed's experience**  
Aristos Halatsis, Senior Project Manager  
Hellenic Institute of Transport (HIT/CERTH)  
Greece
- 9 20am **Safety and savings through simulation**  
Muttalip Gürses, Sales Engineer  
Liebherr  
Turkey
- 9 40am **Looking into the future: Choosing the correct technologies**  
Craig Halford, Regional Sales Manager  
Navis  
United Arab Emirates
- 10am **Questions and answers followed by conference delegates refreshments sponsored by**



11am **New EU funding opportunities; Corridor Management, Gate Automation & Intermodal Optimisation**  
Luca Abatello, Chairman  
Log@Sea  
Italy

11 20am **Container Terminal: Horizontal Transportation Full Electricity or LNG? – Turkey and Black Sea Ports are aiming to use alternative energies**  
Elvio Simonetti, Sales and Marketing Director  
Gaussin Manugistique S.A.  
Italy

11 40am **ZF – AS tronic mid for terminal tractors**  
Georg Ehling, Head of Marketing  
Business Development Special Driveline Technology  
ZF Friedrichshafen  
Germany



### SESSION 5 New Ports Development in the Black Sea Region – Opportunities and Challenges

12pm **Assessing ports development in Turkey**  
Celalettin Ilhan, Deputy General Manager – ECAP  
STFA Construction Group  
Turkey

### SESSION 6 Enabling Ports Development & Cooperation in the Black Sea Region

- 12 20pm **Maximising the productivity of container terminal – a case study of Marport**  
Alp Capa, Trade and Customer Relations  
Marport Terminal Operators S.A.  
Turkey
- 12 40pm **Serving ports and container terminals with integrated logistics centre**  
Fatih Kesim, Container Terminal Executive  
Samsunport International  
Turkey
- 1pm **Questions and answers followed by conference delegates networking lunch sponsored by**



2pm **Heavy lift trans-shipment operations in the Black Sea – The experience of Hopaport**  
Meric Ozer, General Manager  
Hopaport  
Turkey

2 20pm **Developing world-class port for the Black Sea – Linking Europe, Asia, Middle East and Africa**  
Erhan Ciloglu, Chief Marketing Officer  
Yilport Holding Inc.  
Turkey

2 40pm **Handling Turkey's growing container traffic in the Black Sea region – Kumport's perspective**  
Ozgur Soy, General Manager  
Kumport  
Turkey

3pm **Borusan Port – An alternative connection for the Black Sea Trade**  
Ibrahim Dolen, Deputy General Manager  
Borusan Lojistik  
Turkey

3 20pm **Questions and answers followed by Chairperson's closing remarks and conference delegates refreshments**

### Supporting Media



## REGISTRATION INFORMATION

To Participate in The **3rd Black Sea Ports and Shipping 2014** You Need to Register as a Conference Delegate • Password Protected Online Conference Papers And Speakers Bios • Conference Lunches And Refreshment Breaks • Networking Welcome Reception Cruise • Participants' Full Contact Details And Official Colour Photographs 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 Tuesday 2 September 2014. 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 For Port Security Check in Advance. Please Email To: [yafi@transportevents.com](mailto:yafi@transportevents.com)

I Wish to Attend The Networking Welcome Reception Cruise on Wednesday 3 September 2014. Spouses Welcome to Attend

Name: \_\_\_\_\_ 08 / 09 / 2014

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

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

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

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

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

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

## METHOD OF PAYMENT (NON TURKISH LIRA)

- On or Before Sunday 3 August 2014: 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 Monday 4 August 2014: 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 3 September 2014 is GBP595 One Day Conference Delegate Registration on Thursday 4 September 2014 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) 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. 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:

Agent Bank : HSBC Bank PLC, London, UK ( Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15 )  
IBAN Code : GB32MIDL40051535674259

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

- For Turkish Nationals, Citizens And Residents Only of Turkey, The Conference Delegate Registration is TRY1100
- 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 TRY Amount Will be Converted to GBP During The Transaction Process at The Prevailing Rate

I Have Transferred TRY1100 in GBP Equivalent Per Delegate to HSBC

### \* Bank Transfer to:

Agent Bank : HSBC Bank PLC, London, UK ( Swift: MIDLGB22, Sort Code: SC 40 - 05 - 15 )  
IBAN Code : GB32MIDL40051535674259

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

Account Name: Transport Events Management Limited

Account Number: 801 - 005521 - 725

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 87 426 223 or Email to: [alin@transportevents.com](mailto:alin@transportevents.com)

1) Electronic Deposits Must be Made Directly to HSBC.

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 Application
  - 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, 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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Level 1, Lot 7, Block F, Saguking Commercial Building,  
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The Official Hotel And Venue is **Istanbul Marriott Hotel Asia, Istanbul, Turkey.** Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**Istanbul Marriott Hotel Asia**  
Kayisdagi Caddesi No 1/1  
Atasehir Istanbul  
34750 Turkey

Contact Person  
Mrs. Evren DEMİR  
Event Coordinator

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E-mail: [evren.demir@marriott.com](mailto:evren.demir@marriott.com)  
Website: [www.marriott.com](http://www.marriott.com)

The Official Carrier is Qatar Airways. For Exclusive Special Rates For Registered Participants, to Booking Through Email, Please Contact [kulenquiries@my.qatarairways.com](mailto:kulenquiries@my.qatarairways.com) For The Attention of The Supervisor on Duty With Subject Matter: **OS QR DC/KULXB11.** You May Also Contact Tel: +60 3 2118 6100 Fax: +60 3 2118 6002 or Visit [www.qatarairways.com](http://www.qatarairways.com) And Key in The Promo Code: **KULXB11** (Valid to fly to IST, SAW between 27 Aug to 11 Sep 14)

