

1ST BLACK SEA PORTS & SHIPPING 2012

Bristol Hotel, Odessa, Ukraine
Wednesday 24 and Thursday 25 October 2012

Hosted By



In Association With



Odessa 2012 - See inside for full details



Technical Site Visit! **50** International Exhibition Stands! **30** International Conference Speakers!
300 International Decision Makers Participating! 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!

Official Hotel and Venue



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established expertise

Conference Delegates Lunch and Refreshment Day 1 Sponsor



Conference Delegates Lunch Day 2 Sponsor



Gala Dinner Sponsor



- Current Developments in Black Sea Port Operations
- The Rapid Growth Of Ports And Logistics In The Black Sea
- The Future of Supply Chain And Maritime Logistics in The Black Sea
- Strengthening The Backbone Of Black Sea's Supply Chain

- The Black Sea Perspective: Port And Terminal Operations
- Emerging Technologies in Black Sea Port Operations
- Risk Management in Black Sea Port Development Projects
- Globalisation And Regional Trade Growth Developments in Black Sea Ports

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SUPPORTING MEDIA



SUPPORTING TRADE ORGANISATIONS





STATE ENTERPRISE
"Odessa commercial sea port"

Our ref: 007-327

11 August 2010

1st Black Sea Ports and Shipping 2012

Exhibition and Conference
Hosted by Odessa Commercial Sea Port
Wednesday 24 and Thursday 25 October 2012

Dear Colleague,

The inaugural *Black Sea Ports and Shipping* is set to be the largest Container Ports, Shipping and Transport Logistics Exhibition and Conference trade event in the Black Sea region.

Odessa Commercial Sea Port is delighted to host the captioned event in the modern and prosperous maritime city of Odessa on Wednesday 24 and Thursday 25 October 2012.

The *1st Black Sea Ports and Shipping 2012* will comprise a world-class Conference Programme consisting of **30** international business leaders responsible for global transport and logistics and will be attended by more than **300** senior executive conference delegates 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.

There will be a concurrent two days Trade Exhibition of **50** international companies.

This regional transport and logistics Exhibition and Conference is designed to promote containerised transport throughout the Black Sea 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 Odessa in 2012 for what promises to be a most enjoyable and memorable two days international trade event.

Yours sincerely,

Director General
SE "Odessa Commercial Sea Port"

Nikolay Pavlyuk

Tuesday 23 October 2012

TECHNICAL SITE VISIT

9am	Transport departs from Bristol Hotel
9 30am	Arrive at Odessa Commercial Sea Port for technical site visit. The site visit will cover existing facilities including: <ul style="list-style-type: none">• Port Administration Historical Building• Dry Cargoes Handling Terminal operated by Metalsukraine Corp Ltd• Technical oil handling terminal operated by Prista Oil Ukraine Ltd• Terminal for different types of cargoes handling, grain elevator operated by Olimpex Coupe International Ltd• Container terminal – Operator HPC Ukraina• Quarantine wall of the Suvorov fortress• Red warehouses• Passenger terminal (Photo stop)• Odessa Port cold store• Logistics park• Logistics center “dry port” – Logistics company Euroterminal LLC• Odessa Port Cargo Transshipment Complex (Storage of vegetable oils)• Shipyard “Ukraina”• Container terminal operated by Brooklyn-Kiev Port Ltd• Grain elevator operated by Brooklyn-Kiev Ltd• Raw sugar handling terminal• Military harbor (Watermelon Harbor) – Port fleet• Universal terminals operated by Novotech-Terminal Ltd and Transservice International Ltd
12 30pm	Depart from Odessa Commercial Sea Port for Bristol Hotel (approx)
1pm	Arrive at Bristol Hotel

Wednesday 24 October 2012

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

9am	Organiser’s Remarks Rory J. Doyle , Managing Director Transport Events Management Malaysia
9 05am	VIP Keynote Address Mikhail Sokolov , First Deputy General Manager Odessa Commercial Sea Port Ukraine
9 30am	Exhibition opening ceremony and tour of the exhibition by the VIP group

SESSION 1

An economic perspective for the Black Sea region

10 30am	Chairperson’s Opening Remarks Edgar Martin , Head of Infospectrum Central and Eastern Europe Infospectrum Ltd United Kingdom
10 35am	Black Sea container market trends and dynamics Eero Vanaale , Consultant Drewry United Kingdom
10 55am	Ukrainian Port Sector - Investment opportunities and risks Arthur Nitsevych , Partner International Law Offices Ukraine
11 15am	Maritime Danube ports – A review of the current situation (Ukraine, Moldova and Romania) Edgar Martin , Head of Infospectrum Central and Eastern Europe Infospectrum Ltd United Kingdom
11 35am	The organization and the directions of the development of the trans - Black Sea intermodal lines Georgiy Tokman , Executive Director Black and Azov Seas Ports Association (BASPA) Ukraine
11 55am	A north to south corridor as an alternative and its prospects Sirle Arro , Head of Marketing and Communication Department Port of Tallinn Estonia

SESSION 2

Black Sea Shipping – Challenges and Opportunities

12 15pm	Green Model on Container Terminal Ricardo Sanz Saiz , Head of Civil Works Area Isdefe Spain
12 35pm	Questions and answers followed by conference delegates networking lunch sponsored by
2pm	Challenges and opportunities in the Black Sea Jesper Pedersen , General Director Maersk Ukraine Ltd Ukraine
2 20pm	A shipowner’s point of view Captain Eberhard Koch , Chief Executive Officer / Managing Partner Österreichischer Lloyd Cyprus

2 40pm Effects of the new Ukrainian Port Law on the investment
Klaus Schmöcker, President
HPC
Ukraine

3pm Conference delegates refreshments served in the exhibition sponsored by



SESSION 3

The role of ports and terminals within the logistics supply chain

4pm The features and intermodal attitude of Port Monfalcone
Stefano Bevilacqua, Promotion and Development Officer
Port of Monfalcone
Italy

4 20pm The integration of Black Sea Ports within the global transport chains
Dr Carsten Boll, Professor
ISL Applications
Germany

4 40pm How dynamics of the global supply chain affect port policies
Chris Hoornaert, Ambassador
Port of Antwerp
Belgium

5pm Questions and answers followed by Chairperson's closing remarks

6 30pm – 9 30pm Gala Dinner for all participants and spouses at Sady Pobedy. Transport leaves the lobby of Bristol Hotel at 6 30pm sharp and will leave back to Bristol Hotel at approximately 9 30pm. Smart Casual Attire. Sponsored by



Thursday 25 October 2012

8am Conference delegate registration. Refreshments served in the exhibition

SESSION 3 (Cont.)

The role of ports and terminals within the logistics supply chain

9am Chairperson's Opening Remarks
Mike Mundy, Principal
Mike Mundy Associates
United Kingdom

9 05am Improving staff comfort and safety with specialised harbour and overhead cabins crane operators
Siro Brieda, Manager
Brieda Cabins
Italy

9 30am An overview of the Eastern and Southern Africa Shipping Business
Gilbert Maeti, Senior Transport Economist
Common Market for Eastern and Southern Africa (COMESA)
Zambia

SESSION 3A

Investments in latest ports and terminals technologies - maintaining a competitive edge

9 55am Concession framework to implement and operate a Port Single Window
Dr Yann Alix, General Delegate
Foundation SEFACIL
France

10 20am Questions and answers followed by conference delegates refreshments served in the exhibition

11 20am Liebherr equipment for ports and transshipment operations
Andriy Lazorenko, Regional Manager
Liebherr
Austria

11 45am Emerging risks in the port and terminal sector and how best to manage them
Andrew Kemp, Euro Regional Director
TT Club
United Kingdom

12 10pm Cloud computing for ports and terminals
Rene Bendt, Director
arl-shipping.com
Singapore

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



2pm Modern energy guiding systems for cranes
Peter Pütz, International Project Manager, Cranes and Material handling
igus GmbH
Germany

2 25pm Delivering intelligent container handling
Patrik Starck, Regional Director NEI (Nordic, East Europe and India)
Konecranes
Sweden

2 50pm Optimize your horizontal container transport
Frans Jol, Managing Director
Jol Consultancy
Netherlands

3 15pm - 3 45pm Questions and answers followed by Chairperson's closing remarks and conference delegates refreshments served in the exhibition

Odessa 2012 - taking place on 23rd to 25th October 2012 is the 10th International exhibition symposium on shipping, shipbuilding, ports development and trade. A complimentary shuttle bus service will be provided between the Bristol Hotel Odessa and the Odessa Marine Passenger Terminal every 30 minutes from 10am to 4 30pm on Wednesday 24 and Thursday 25 October. Full details at www.smc.odessa.ua

REGISTRATION INFORMATION

To Participate in The 1st Black Sea Ports and Shipping 2012 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:

- On or Before Monday 24 September 2012: 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 25 September 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 24 October 2012 is GBP595
- One Day Conference Delegate Registration on Thursday 25 October 2012 is GBP595
- For Ukrainian Nationals, Citizens And Residents of Ukraine The Conference Delegate Registration is UAH2,600
- No Delegate Registration Will be Accepted Without Full Payment

REGISTRATION

Please Complete And Fax Back This Form or Register Online at 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

Conference Registration

- I Wish to Attend The Technical Site Visit on Tuesday 23 October 2012
 - I Wish to Attend The Networking Gala Dinner on Wednesday 24 October 2012
- *Spouses Welcome to Attend

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

Exhibition Opening Times are:

Wednesday 24 October 2012
Thursday 25 October 2012

9am to 3 30pm

Name: _____ 29 / 10 / 2012

Position: _____

Organisation: _____

Address: _____

Tel: _____

Fax: _____

Email: _____

- I am Not Able to Attend The Event But I Wish to Purchase The Username And Password to Access The Presented Conference Papers And Speaker Biographies Online at GBP200 / UAH2,600

METHOD OF PAYMENT

- Credit Card - Secure Online Registration And Payment Via Paypal at 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 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 / GBP200 / UAH2,600 (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:

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

9am to 5pm



www.transportevents.com

The Official Hotel And Venue is **Bristol Hotel, Odessa, Ukraine**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Bristol Hotel, Odessa, Ukraine
15, Pushkinskya Street
65026 Odessa,
Ukraine



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1ST BLACK SEA PORTS & SHIPPING 2012



TRANSPORT EVENTS

Company Number LL05879

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Kuala Lumpur Marketing Office
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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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