

5th MED PORTS 2017

WEDNESDAY 25 TO FRIDAY 27 OCTOBER 2017
WORLD TRADE CENTER BARCELONA, SPAIN

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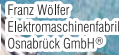
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- Technical Site Visit • International Exhibition • International Conference • 300 Conference Delegates • Networking Welcome Reception • Networking Welcome Dinner •
- Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies Save €500! •
- FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners (BCOs) •

KEY SPEAKERS.... PLUS MANY MORE!

- Sixte Cambra**
President, Port of Barcelona, Spain
- Guillermo Belcastro**
Chief Executive Officer, Barcelona Europe South Terminal, Spain
- Paolo Cornetto**
Managing Director — Italy, APM Terminals, Italy
- Mustapha El Khayat**
President, Association Marocaine pour la Logistica (AMLLOG), Morocco
- Jalal Benhayoun**
CEO of PORTNET S.A. "National Single Window of Morocco" and Vice Chair of the African Alliance for E-Commerce, Morocco
- Massimo Deiana**
President, Port Network Authority of the Sardinian Sea, Italy
- Jordi Casals**
Managing Director, Berge Maritima S.L & Chief Executive Officer, Terminal Port Nou Barcelona, Spain
- Ibrahim Dolen**
General Manager, Borusan Lojistik, Turkey
- Diego Jiménez**
Director Energy Chains, igus S.L., Spain
- Francesco Ghio**
Research Department, Port of Livorno, Italy
- Gordon Cardiff**
Managing Partner, ClearPeaks, Spain
- Anthony van der Hoest**
Senior Manager Commerce, Maritime Transport Business Solutions, Netherlands
- Nishal Soredoo**
Principal Consultant, Royal HaskoningDHV, United Kingdom
- Steve Wray**
Associate Director, WSP Group, United Kingdom
- Mikko Lehtinen**
Director Business Development, Kalmar, Netherlands

HIGHLIGHTED TOPICS

- The impact of global strategy changes on ports in the Mediterranean Sea
- Key challenges for terminal operators in the Mediterranean and globally
- Reducing accidents and insurance claims for ports & terminals
- Port concessioning: Critical success factors for private and public actors
- Green port concept — Adapting regulation and infrastructures to green energies like LNG and cold ironing systems
- Analytics in Maritime & Logistics Services for the Mediterranean region
- Integrated management system for first class port and maritime logistics service
- Mediterranean as a worldwide hub
- Integration and interoperability along the global door to door logistic chain: Building transport optimisation on European corridors and international fast trade lanes
- World class best port practices in adding value in the supply chain
- Genoa-Vado - new port system provides gateway to Europe
- New paradigms in cargo handling for the mega-ship era
- Pooling transport and logistics for a more efficient supply chain — Morocco's experience
- Ports community systems and electronic single windows: A strategic alliance between international trade stakeholders for better competitiveness

For more Information or to Register

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October 2015

Dear Valued Colleague,

5th MED Ports 2017 Exhibition and Conference

Barcelona, Spain

Wednesday 25 to Friday 27 October 2017

To provide a networking opportunity between foreign and local investment in the Mediterranean region's maritime transport infrastructure, the Port of Barcelona is delighted to host the 5th MED Ports 2017 Exhibition and Conference in Barcelona, Spain from Wednesday 25 to Friday 27 October 2017.

Holding this event in Barcelona will promote Mediterranean ports, shipping and transport logistics infrastructure to foreign investment.

A two days Conference Programme will feature **30** world-class conference speakers addressing topical issues and challenges for the Mediterranean region's transportation and logistics infrastructure attended by a gathering of **300** senior executive harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region's leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the Mediterranean region.

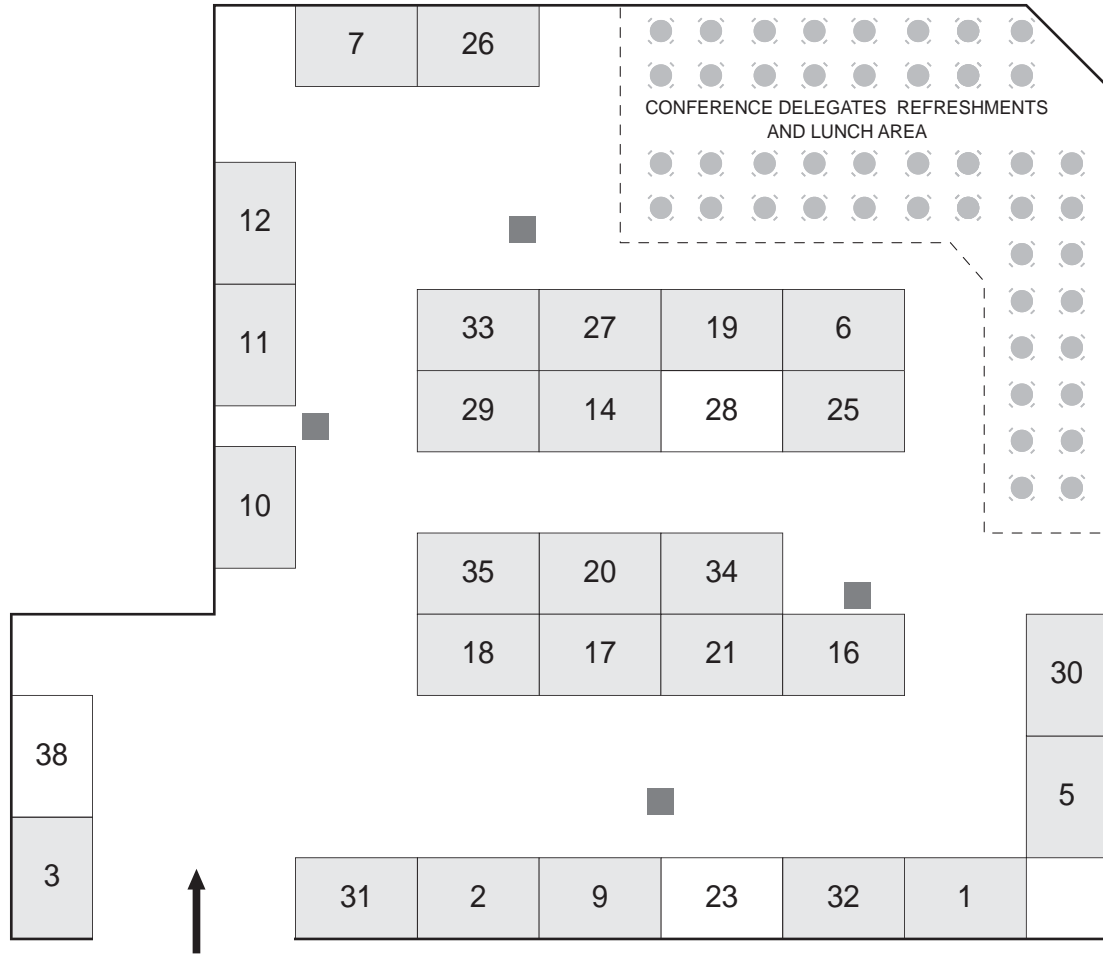
There will be the commercial opportunity for **50** exhibitors and sponsors to network directly with delegates at this major annual international maritime transport Exhibition and Conference trade event for the Mediterranean region.

You are invited to reserve your first choice of exhibition stand from the Exhibition Floorplan and register a conference delegation while there is still limited availability!

We look forward to welcoming you to our beautiful country and to your participation at the 5th MED Ports 2017 Exhibition and Conference in Barcelona, Spain from Wednesday 25 to Friday 27 October 2017.

Yours sincerely,





MAIN ENTRANCE

Name Tags Sponsor	Company Banners Sponsors	Conference Sessions Sponsors	Conference Delegates Refreshment Sponsors	Networking Welcome Reception Sponsor	Networking Welcome Dinner Sponsor

STAND ALLOCATION (updated on 04 / 10 / 2017)

16 APM Terminals	27 Phoenix Terminal Solutions
9 Bemo Rail BV	14 Pintsch Bubenzer
11 Bendezu Port Equipment	20 Port Authority System of North Tyrrhenian Sea
12 Bendezu Port Equipment	35 Port Authority System of North Tyrrhenian Sea
18 Franz Woelfer Elektromaschinenfabrik Osnabrueck GmbH	3 Port De Barcelona
	17 RAM Spreaders
2 Grimaldi Group	31 ShibataFenderTeam
19 Houcon Cargo Systems B.V.	26 Sibre
21 igus S.L.U.	34 Solvo
1 ISL Applications GmbH	10 Stinis Spreaders
32 ISL Applications GmbH	33 Terminal Port Nou S.A.
6 Kalmar	29 Tsubaki Kabelschlepp GmbH
5 Konecranes	30 Vahle
25 Log@Sea (Circle - IB - Aitek Network)	23 Available
17 MAFI Transport Systems	28 Available
7 Mersin International Port	38 Available

EXHIBITION STAND PACKAGE

3 x 2 Square Metre Stands Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme For Companies That Book a Minimum of 5 Exhibitions in a Calendar Year
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

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Wednesday 25 October 2017

TECHNICAL SITE VISIT

- 8am Delegates registration at the lobby of TRYP Barcelona Apolo Hotel
- 9am Transport departs from TRYP Barcelona Apolo Hotel to Drassanes
- 9 30am Tour of the Port of Barcelona by boat
- 11am Transport departs from Drassanes to Autoterminal
- 11 15am Arrive at Autoterminal for tour
- 11 45am Transport departs from Autoterminal to Barcelona Europe South Terminal
- 12pm Arrive at Barcelona Europe South Terminal for tour
- 1pm Transport departs from Barcelona Europe South Terminal for lunch generously sponsored by



- 2 15pm Tour of Intermodal Logistics Platform ZAL II and Energy Wharf by bus
- 3pm Tour of APM Terminals Barcelona by bus
- 3 45pm Depart to TRYP Barcelona Apolo Hotel
- 4 15pm Arrive at TRYP Barcelona Apolo Hotel followed by World Trade Center Barcelona (approx.)

- 7pm Transport departs from TRYP Barcelona Apolo Hotel to Barcelona Terminal Grimaldi
- 7 30pm - 9 30pm Tour of Barcelona Terminal Grimaldi followed by Networking Welcome Reception at VIP space, 1st Floor, Grimaldi Lines for all participants. Generously sponsored by



Thursday 26 October 2017

Opening Ceremony

- 8 15am Conference delegates registration and refreshments served in the exhibition sponsored by



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

- 9 05am Welcome Address
Sixte Cambra, President
Port of Barcelona
Spain

- 9 15am Keynote Address
Josep Rull Andreu, Minister of Territory and Sustainability
Government of Catalonia
Spain

- 9 30am Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates' refreshments sponsored by



- SESSION 1 Sponsored by **SHIBATA FENDERTEAM**
on the safe side
The Significance of the Mediterranean to Global Maritime Shipping: Opportunities, Risks and Challenges

- 10 30am Chairperson's Opening Remarks
Steve Wray, Associate Director
WSP Group
United Kingdom

- 10 30am The impact of global strategy changes on ports in the Mediterranean Sea
Steve Wray, Associate Director
WSP Group
United Kingdom

- 10 50am Key challenges for terminal operators in the Mediterranean and globally
Nishal Soredoo, Principal Consultant
Royal HaskoningDHV
United Kingdom

- 11 10am Managing challenges in global maritime shipping: Port risk matrix, a practical approach
Dorota Jill, Senior Underwriter - Iberia, France and Mediterranean & Central Europe
TT Club
United Kingdom

- 11 30am New alliances and deep-sea connectivity
Carles Mayol, Sales Manager
Port of Barcelona
Spain



SESSION 2

Sponsored by  **Port Investment and Development in the Mediterranean: Strategic Focus on Sustainability and Improving Land-to-Sea Multimodal Connections**

- 11 50am Structuring valuable port PPP's
Paul van Eulem, Director
Maritime Transport Business Solutions
Netherlands

- 12 10pm Port development and improvement in example of Mersin International Port
Emre Işbilen, Sales and Marketing Manager
Mersin International Port
Turkey

- 12 30pm Marine fender design for port operations
Alvaro Rodero, Sales Engineer
ShibataFenderTeam AG
Germany

- 12 50pm Questions and answers followed by conference delegates networking lunch

SESSION 3

Sponsored by **PHOENIX**
DURABILITY X DESIGN
Container Throughput Growth, Capacity Review and Revenue Analysis: Outlook on Global Trade and Implications for Mediterranean Route

- 2pm How to incentivise the Highways of the Sea: the "Marebonus Scheme" - an Italian perspective
Francesco Ghio, Research Department
Port of Livorno
Italy

- 2 20pm World class best port practices in adding value in the supply chain
Ibrahim Dolen, General Manager
Borusan Lojistik
Turkey

- 2 40pm Automation growth path in yard operations - Impacts on container throughput efficiency
Antti Halonen, Sales Manager
Konecranes
Finland

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



SESSION 4

Sponsored by  **International Logistics and Supply Chain: What Role Could Mediterranean Ports Play for an Integrated Strategy, Successful Outcome**

- 3 45pm Integration and interoperability along the global door to door logistic chain: Building transport optimisation on European corridors and international fast trade lanes

Alexio Picco, Business Development and Funding Director
Log@Sea - Circle
Italy

Caterina Cerrini, European Project Coordination
Log@Sea - Circle
Italy

Supporting Trade Organisations



4 05pm **Serving the customer needs today and in the future with the Kalmar Terminal Tractor portfolio**
Mikko Lehtinen, Director Business Development
Kalmar
Netherlands

4 25pm **How to get more out of your existing resources - Learn from the big ones**
Prof. Dr. -Ing. Holger Schuett, Managing Director
ISL Applications GmbH
Germany

4 45pm **The future of port and terminal lighting**
Wiam Afifi, Market Manager – Europe
Phoenix Terminal Solutions
Netherlands

5 05pm **Questions and answers followed by Chairperson's closing remarks**

7 45pm - 10pm **Networking Welcome Dinner for all participants. Transport will depart from the TRYP Barcelona Apolo Hotel to La Fonda Restaurant at 7 45pm sharp and will return back to the hotel at approximately 10pm. Generously sponsored by**



Port de Barcelona

Friday 27 October 2017

8 15am **Conference delegate registration and refreshments served in the exhibition sponsored by**



GRIMALDI GROUP

SESSION 4B Sponsored by  **International Logistics and Supply Chain: What Role Could Mediterranean Ports Play for an Integrated Strategy, Successful Outcome**

9am **Chairperson's Opening Remarks**
Mohamed Bajjou, Head, Human Resource Department
Marsa Maroc
Morocco

9am **Genoa-Vado - new port system provides gateway to Europe**
Paolo Cornetto, Managing Director – Italy
APM Terminals
Italy

9 20am **New paradigms in cargo handling for the mega-ship era**
Guillermo Belcastro, Chief Executive Officer
Barcelona Europe South Terminal
Spain

9 40am **Pooling transport and logistics for a more efficient supply chain**
Mustapha El Khayat, President
Association Marocaine pour la Logistica (AMLOG)
Morocco

10am **Ports community systems and electronic single windows: A strategic alliance between international trade stakeholders for better competitiveness**
Jalal Benhayoun, CEO of PORTNET S.A. "National Single Window of Morocco" and Vice Chair of the African Alliance for E-Commerce
Morocco

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



ISL APPLICATIONS



SESSION 5

Sponsored by



Optimization of Container Terminal Operations Through Collaboration and Business Intelligence

11 05am **Greenification of yard equipment – Optimisation of processes by smart assistance systems**
Thomas Mueller, Head of Business Unit Port Technology
Vahle
Germany

11 25am **Technology packages for cranes and port cranes**
Peter Pütz, Head of International Cranes and Long Travel Division
Tsubaki Kabelschlepp GmbH
Germany

11 45am **Maintenance for trolley rail and crane rail systems**
Teun Druif, Director
Bemo Rail BV
Netherlands

12 05pm **igus equipment for container cranes and shore power**
Diego Jiménez, Director Energy Chains
igus S.L.
Spain

12 25pm **Alternative marine power systems**
Georg Matzku, Head of Sales and Marketing
Stemmann-Technik GmbH
Germany

12 45pm **Questions and answers followed by conference delegates networking lunch**

SESSION 6

Sponsored by



Action Plan towards Smart and Green Ports: Efficiency Analysis of Mediterranean's Top Ports

2pm **The key role of the Mediterranean in the Trans – European Transport Network: Opportunities and challenges**
Mario Massarotti, Chief Executive Officer
Grimaldi Logistics
Spain

2 20pm **Sardinian port's network: A unique destination for commercial shipping**
Massimo Deiana, President
Port Network Authority of the Sardinian Sea
Italy

2 40pm **Facilitating foreign trade with effective container terminal operation**
Jordi Casals, Managing Director, Berge Maritima S.L. & Chief Executive Officer
Terminal Port Nou Barcelona
Spain

3pm **Trade facilitation and the EU agenda on single window digitalisation**
Laurens Schautteet, Policy Advisor
European Sea Ports Organisation
Belgium

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



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EQUIPMENT

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