

Optimising Port Development

Dubai, UAE
5th & 6th October 2010

CRITICAL PORT DEVELOPMENT TO MEET GLOBAL MARITIME TRADE

Optimising Port Development 2010 is the 3rd edition in ACI's successful port series and will showcase the latest infrastructural and management strategies that growing ports need to be aware of in order to expand successfully. Emerging markets in EMEA, Asia and Latin America need to match greater capacity and better services in ports to facilitate the rising volumes of trade. This event will prepare you with the knowledge of how to develop your port to a world class standard. Now is the opportunity to learn how to create successful ports that bring economic development on a national and international level.

The Agenda

Throughout the two days you will have the opportunity to hear from experts and innovators in the industry who are driving port development forward. Discover the best operating procedures for optimising your port development by:

- Attracting New Customers to Increase Business Performance
- Exploring Short and Long Term Port Development Plans
- Streamlining Internal Processes to Improve Operational Efficiency
- Understanding Financing Options for Port Projects
- Using Technology to Increase Productivity
- Synchronising Your Port Development with Hinterland Infrastructure
- Examining Development of Wider Logistics Business Zones
- Taking your port to the forefront of global maritime trade

An Interactive Two Days

ACI's meetings offer the perfect opportunity to discover the latest updates and to discuss your own challenges and solutions with your peers through an interactive and informative two day programme.

- Hear from an outstanding line-up of the industry's leading global ports
- Network informally with a relatively small, targeted group of **senior-level executives and decision-makers**
- Learn more about your peers' developments, network with key industry leaders and your industry colleagues
- Participate in roundtable sessions – giving you the chance to **discuss the latest issues** with your colleagues – and the speakers - in an open and informal setting.

All ACI's events attract a targeted group of senior level executives and decision-makers from industry. Our meetings are strictly end-user focussed. Delegates will be drawn from Port Authorities, Port Operators and Terminal Operating companies and include VPs, Directors and Managers of:

Port Planning, Operations, Terminal Development, Marine Traffic, Commercial Directors and Business Development.

WHY YOU CANNOT MISS THIS EVENT

World ports are rapidly evolving and the future volumes of international trade require first class facilities and increased capacities in order to benefit local ports, wider regions and entire nations. The knowledge shared at this event is critical to any organisation involved in delivering successful port development strategies and expansion plans. By attending this conference you will gain stronger relationships within the global port community as well as learn how to establish your port at the forefront of global maritime trade.

For more information or to register for this exclusive event, please contact:
Justyna Korfanty

By calling +44 (0) 207 981 2503

Or Emailing jkorfanty@acieu.net
Alternatively register online at <http://www.acius.net>

Invited speakers include:

Dr Geraldine Knatz
Executive Director
Port of Los Angeles

Rex Gundle
Chief Operations Officer
APM Terminals Dubai

Manuel Fernandez
Senior Vice President,
EMEA
**International Container
Terminal Services**

Captain Tamer Masoud
Harbour Master
Port Of Fujairah

Shri A Janardhan Rao
Managing Director
Indian Port Authority

Ramón Gómez-Ferrer
Boldova
General Manager
**Port Authority of
Valencia**



OPPORTUNITIES TO
MEET YOUR
TARGET AUDIENCE
Gain direct access to our
senior level audience
and have an increased
level of visibility through
branding and networking
at the conference.

Please contact:
Jean-Jacques Hermans
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ihermans@acieu.net

DAY ONE: 5th October 2010

08.00 Registration and Coffee

09.00 Chairman's Opening Address

FINANCING AND MANAGING DEVELOPMENT PROJECTS

09.10 Keynote Address: Developing Ports Ahead of the Competition

- Evolution of economic drivers in present day ports
- Inter regional shipping trends
- Evaluating financial risks and returns
- Examining the global markets and the potential for investment in emerging markets

09.50 Raising Finance and Attracting Private Business Investment

- Examining finance options for port development – where is the cash coming from?
- Revising port rates in the economic situation
- Highlighting the key factors for business growth and sustainable port development
- Exploring new capital sources

10.30 Morning Refreshments

11.00 Defining Long Term Port Development Through Master Planning

- Correct methodology
- Determining appropriate development phases
- Short-medium term plans
- Long term plans and macro-economic modelling

11.40 Making the Transition from Public to Private Ownership

- Government's role in creating successful port developments
- Key factors in converting from public to private ownership
- Ensuring high standards through compliance and policy implementation in ports
- Importance of regulating economic growth and creating sustainability

12.20 Seeking Excellence in Terminal Development and Operation

- Achieving operational excellence
- Expectations from ports
- New terminal development projects
- Integrated terminal networks

Rex Gundle – Chief Operations Officer – APM Terminals Dubai

13.00 Lunch

SYNCHRONISING HINTERLAND AND PORT DEVELOPMENT

13.20 Conducting Successful Land Reclamation

- Understanding different forms of contract and successful contract management
- Ensuring correct phasing
- Accounting for boundary conditions: economic, environmental and social factors
- Best practices, technologies

14.00 Establishing Effective Links With Hinterland Development

- Advantages of bonded areas
- Creating a multi layered approach
- Exploring connections with dry ports
- Examining collaboration needed with central government

14.40 Examining The Potential in Developing Wider Logistics Zones

- Creating intermodal logistics platforms
- Linking development with wider economic areas
- Creating integrated services – cohesive rail, air and road developments
- Marketing your logistics/ business zone to the right organisations

15.20 Afternoon Refreshments

MEETING USER REQUIREMENTS

15.50 Creating Customer Focused Port Services – What are the Needs of End Users?

Hear First Hand Accounts from:
Shipowner's Perspectives

- Terminal facilities, loading and unloading
- Ease of delivery
- Ship agency

Terminal Operator's Perspectives

- Pricing and availability

Logistics and Freight Forwarding Perspectives

- Ease with which cargo is moved inland
- Accessibility

16.50 "Interactive" Roundtable Discussions

Topics to be covered include:

Table 1: What makes ports worth investing?

Table 2: Analysing Emerging Markets

17.30 Summary by Conference Chair

17.40 End of Day One

DAY TWO: 6th October 2010

08.30 **Registration and Coffee**

09.00 **Chairman's Opening Address**

TECHNICAL AND ENVIRONMENTAL PERFORMANCE

09.10 **Keynote Address: Understanding the True Concept of Port Capacity**

- Measuring genuine performance in ports: an art and not a science
- What is the true demand for terminal capacity?
- Is there a risk of over development resulting in over capacity
- Adjusting to increased vessel sizes and volumes

09.50 **Creating Environmental Performance Strategies In Port**

- Creating strategies for greener ports
- Climate change and greenhouse gases
- Controlling in port emissions

10.30 **Morning Refreshments**

10.50 **Managing Developments in Port Terminals By Industry Sector**

Oil

- Developments in oil terminal operations

Dry Bulk

- Optimising unloading efficiency

Containers

- Ship to shore crane productivity

Cruise Vessels

- Passenger vessel requirements

12.50 **"Interactive" Roundtable Discussions**
Topics to be covered include:

Table 1: Securing, training and retaining staff in port

Table 2: Maintaining and Improving Port Infrastructure

13.30 **Lunch**

14.30 **Roundtable Summaries**

14.50 **Establishing Superior Port Communication Systems**

- Centralized port community systems
- Creating an online working community
- Facilitating more efficient movement of goods while maintaining control
- Creating business continuity

15.30 **Developing Relevant Technology to Maximize Port and Terminal Revenue**

- Container handling technology
- Port simulation in the planning stage
- Successfully implementing terminal automation

MANAGING PERSONNEL AND PORT EMPLOYMENT

16.10 **Future Generation and Investment Programmes**

- Recruiting port staff – changing the view of employment in ports
- Experiential programmes
- Retaining quality staff – career progression
- Modernising labour employment agreements

Afternoon Refreshments

16.50 **Managing the Human Factor – Ensuring Competency in Staff Activities**

- Implementing best practices and safety standards
- Establishing the right working mentality and safety culture

IMPROVING PORT SECURITY

17.30 **Staying On Top of the Threats and Minimising Risks to Port Security**

- Understanding the best practices
- What are the benefits of ISPS code
- Examining security technologies

18.10 **Closing Remarks by Conference Chair**

18.20 **Close of Conference**

OPPORTUNITIES TO MEET YOUR TARGET AUDIENCE

Gain direct access to our senior level audience and have an increased level of visibility through branding and networking at the conference.

Please contact:

Jean-Jacques Hermans on +44 207 981 2506

or email jhermans@acieu.net

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5 EASY WAYS TO REGISTER

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Web: <http://www.acius.net>
Mail: ACI Europe, 5/13 Great Suffolk Street, London, SE1 0NS

TERMS AND CONDITIONS

How to Register

Registrations must be received in writing or electronically at our secure web site. Please complete and mail or fax a copy of registration form with a cheque or credit card number. Fee includes program materials, continental breakfast, networking luncheon and refreshments.

Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Conference Co-ordinator at ACI Europe Ltd.

Discounts are available for multiple/group bookings. Please call +44 20 7981 2503 for more information

Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. By completing this registration form, the client hereby agrees that in case of dispute or cancellation ACI Europe Ltd will not be able to mitigate its losses for any less than 50% of the total contract value. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

About ACI

ACI, a UK owned company, have been running successful conferences for the last 14 years in the USA. Headquartered in Chicago with offices all around the States, they run forums in varied fields and are market leaders in Healthcare business conferences. Opening their European head office at the end of 2005, they have expanded rapidly and are launching a series of events covering emerging markets, the maritime industry and now the pharmaceutical industry.

Venue:

Dubai, UAE. Details to be confirmed.

The cost of accommodation is not included in the event fee.

Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

Prices and Payment Information

Conference (Includes Documentation Packet)	Tuesday 5th – Wednesday 6th October 2010	£1,495
Documentation Packet	Copies of all conference proceedings	£395

Documentation Packet Available

You can purchase the Optimising Port Development papers at just £395. Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be a source of invaluable reference for the future.

Discounted Registrations

Members and customers of all supporting organisations are entitled to a 15% discount off their conference package. For more information please call +44 20 7981 2502.