



**World Free Zone Convention in co-operation with DHV Group  
presents**

**3-day Training Course  
Monday 2<sup>nd</sup> June to Wednesday 4<sup>th</sup> June 2008**

## **Port Master Planning & Special Economic and Industrial Zones**

A changing economic landscape, new trends with shippers and transport operators and the implementation of new innovative logistics concepts lead to significant impacts on global supply chains. Global trade is ever expanding, trading blocks are becoming effective and new markets are opening. The result is a worldwide growth of industry and maritime transport, putting a heavy pressure on existing infrastructure and facilities in seaports. Sustainable development has become a key issue, especially regarding the optimisation of port infrastructure, shipping activities and the development of clean and safe supply chains with areas of manufacture and services integrated or close by.

Another important trend is the growing global interest in waterfront development projects and related recreational boating facilities. The waterfront lifestyle including attracting (international) tourism enhances the quality of life in cities and developing high end waterfronts with marinas on existing or new land generates significant positive economic impacts.

What is the impact of these new perspectives on seaport development, industrial zone planning and its related land use and how to manage and assemble all different aspects into one integrated project? What about financing and governance?

World Free Zone Convention ([www.freezones.org](http://www.freezones.org)) and DHV Group ([www.dhv.com](http://www.dhv.com)) one of the world's leading international consultants in port master planning have teamed up to offer a unique opportunity to learn from experts who will share their experience and knowledge with participants. Cooperating with clients such as major

shippers, transport operators and port authorities is DHV's day-to-day business. Port planning, industrial zone planning, port management, institutional development, economic development and supply chain management will all be covered in depth. DHV is involved in the masterplanning of two very prestigious projects in the maritime sector: The reconstruction of the Panama Canal and the development of the Port Said East Port and Industrial Zone in Egypt. DHV has 4,000 employees and has an outstanding reputation in Master Planning of ports, industrial zones and free zones throughout the world.

Based on their latest experiences in dealing with important trends, DHV concludes that developing port master plans and -more so- regularly updating the plans is an effective tool for port and industrial zone development and management and development of regional and national economies.

This new tailor made three day training course will facilitate an understanding of the basics of port master planning and allows participants to benefit from the latest experiences in port planning, design and engineering, land use planning, economic forecasting, feasibility studies, financing and governance and marketing. The faculty will show participants key success factors, lessons learnt and practical tips and tricks to develop first class port master plans including examples of best practices.

Professionals in the field of port planning and design, supply chain management, transport economy and port finance will be available to offer one-to-one consultancy clinics to discuss specific challenges.

**The training programme will be held at the Corporate Headquarters of the DHV Group in Amersfoort and the Rotterdam Office. Amersfoort is located 50 km. from Amsterdam and Schiphol International Airport.**

[www.freezones.org](http://www.freezones.org)

# Programme

## Day One - Monday 2 June 2008

Opening by WFZC and the CEO of the DHV Group

### Morning Session Port Master Planning: What is it?

- ✚ What is a Port Master Plan?
- ✚ The benefits of Port Master Planning
- ✚ Major trends and developments - best practices
- ✚ Market analysis
- ✚ Location requirements in shipping, industry and services

### Afternoon Session Location analysis and planning criteria

- ✚ Traffic forecasting
- ✚ Masterplan criteria and zone planning
- ✚ Relevant design criteria
- ✚ Port zoning issues
- ✚ Land Use planning
- ✚ Case Study: Port and Industrial Zone Planning

**Evening** Consultant Clinics: One-to-one meetings with key experts

## Day Two - Tuesday 3 June 2008

### Morning Session Redevelopment of ports and industrial zones

- ✚ Transforming old ports into waterfront development
- ✚ Transforming industrial zones
- ✚ Linking port and industrial zones
- ✚ Growing importance of transport, distribution and logistics zones
- ✚ Strategies to develop ports and industrial zones
- ✚ Governance of ports and industrial zones: service and management tools?

### Afternoon Session Feasibility

- ✚ Cost analysis
- ✚ Benefit analysis
- ✚ Economic and financial feasibility
- ✚ Case study

### Evening

Consultant Clinics: One-to-one meetings with key experts

Tour of Amersfoort (*optional*)

## Day Three - Wednesday 4 June 2008 Programme will be hosted at the DHV Office in the Port of Rotterdam

### Morning Session Supply chains in ports and industrial zone

- ✚ Supply Chain Management: Basic guidelines
- ✚ Trends and developments in sectors of industry
- ✚ Case Study: Setting up a supply chain for an industrial plant

### Afternoon Session Visit to the Rotterdam Port Authority and boat trip to Port of Rotterdam

The Port of Rotterdam will provide a presentation on the new Master Plan for the **Maasvlakte 2 project** in the Port of Rotterdam one of the largest port expansion projects ready for construction in the world.

**Evening** Farewell party

*Speakers will be drawn from DHV, other selected organizations and the Rotterdam Port Authority. Please see biographies at the end of this document.*

**Hotel accommodation** has been arranged at the Regardz Berghotel in Amersfoort at the DHV Corporate rate. Please fax the hotel direct using the form provide after the Registration Application at the end of this brochure.

**Fees** Euros 1800 which includes:

- ✚ Full programme as shown on the brochure with expert lecturers and consultants
- ✚ Visit to the Port of Rotterdam
- ✚ All transfers (not including from Airport to hotel)
- ✚ Full documentation manual
- ✚ Mid-session refreshments and all lunches with soft drinks
- ✚ Farewell party
- ✚ Certificate of Completion of Course

## DHV PRESENTERS



**Michiel de Jong** is a senior project manager and consultant in the field of Ports, Waterways, Marinas and Waterfronts. Mr. De Jong is one of DHV's most experienced Port Planners and has been involved in 25+ commercial port planning and design projects, 15+ waterways planning and design projects and 30+ marina and waterfront projects. His assignments have a worldwide geographical spreading covering over 20 countries, including Western Europe, Central Europe, the Mediterranean, Africa, USA, Far East and Middle East.

His role in projects is diverse and includes International Team Leader, Project Manager and Technical Expert. The project scope often comprises the early stages of development: project definition, strategy development, master planning, feasibility studies, concept and functional design, schematic and preliminary design.

Mr. De Jong has 10+ years of professional experience and is educated as a Civil Engineer at Delft University of Technology and holds a MSc degree in Ports & Waterways and a Certificate of Civil Business Administration. He is a member of PIANC, the International Navigation Association.

Projects that Michiel has recently been involved in are:

- **Master Plan Port Said East Port and Industrial Zone, Egypt:** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha.)
- **Tunisia: Masterplan for the extension of Port de Sousse:** The Port de Sousse is a medium-sized port in Tunisia. Based on a new cargo and traffic forecast, a new master plan for the port is assessed. Alternatives include restructuring of the present port and extension by creating a new port basin outside the current port.
- **Azerbaijan: Consultancy Services for the feasibility study for Baku International Sea Trade Port.** New seaport development to phase out old port facilities in downtown area that will be redeveloped into waterfront residential, office and leisure facilities.
- **Portugal: Masterplan and design New Lisbon Container Terminal.** Location analysis and site selection, master planning, economic feasibility and schematic and detailed design of a new high capacity throughput container terminal for the Port of Lisbon
- **Portugal: Regenerating the Lisbon Waterfront.** Defining projects that will guide the redevelopment of the Lisbon Waterfront, including the outphasing and replacement of commercial port activities, public space development, leisure and retail facilities, integration of scattered yachting facilities.
- **China: General Layout of Guangzhou Nansha Port Area and Related Industrial Areas:** General layout plan of a new large port project in the Pearl River Delta, in the south part of China, close to Hong Kong. Technical master plan of a new port island (65 km<sup>2</sup>), large industrial facilities (steel, petrochemical and ship building) (100 km<sup>2</sup>) and a major logistic hub function, to create a new deepwater port for Guangzhou, China's third largest city in the economic motor of South China.



**Wim Klomp** is an experienced project director in the field of ports, waterways, coastal development and flood defenses. He has more than 15 years experience with port and coastal defense projects in Europe, Middle East, Africa and Asia. He is a civil engineer who has worked at all different fields of port planning, from cargo forecasting, conceptual design of terminals, hydraulic and morphological studies to entrance channels and coastal impact and environmental impact to the surrounding. In his role as team leader and project manager for master plan studies He has also been involved in port management models, custom operations, port operation models and procurement of works.

Mr. Klomp has been actively involved in master planning of ports and inland navigation studies. Important recent projects carried out are:

- **Master Plan: Port Said East Port and Industrial Zone, Egypt:** Feasibility study of the development of a new port (3500 ha) and industrial zone (8700 ha) in Port Said East Port. Presently the port consist of a single container terminal and a plan is develop to develop to a port with some 6 container terminals, 3 multi-purpose terminals, 3 tank farms and several bulk terminals in the next 25 years.
- **Master Plan: Kyung-In Canal, Republic of Korea.** Feasibility study to develop a seaport, inland canal and inland port to connect Seoul to the West Sea and relieve the traffic between Incheon Port and Seoul Metropolitan area. Project involves 2 container terminals, sand wharves, multi-purpose terminal and Ro-Ro terminal as well as several inland ports for inland barges and recreation (yachting, cruises).
- **Master planning for container terminal in Vlissingen, the Netherlands:** Feasibility and strategic development study to develop a container terminal in the South West of the Netherlands as alternative for further extension of Rotterdam port. Environmental impact, hinterland connections and conceptual design of dredging and terminal construction were studied and discussed with stakeholders.

- **Maasvlakte II, extension of Port of Rotterdam, the Netherlands.** Mr. Klomp has been involved as senior advisor in the successful bidding of the Dutch Dredging companies for the construction of huge reclamation and terminal construction of the extension of the port of Rotterdam.
- **Pan Korea Grand Waterway Project, Republic of Korea.:** Project consists of the construction of a connection canal between the two major rivers in Korea and make both rivers suitable for inland navigation. Mr. Klomp has been involved as advisor to the government in the field of cargo transportation studies, conceptual design of facilities (locks, terminals, etc.) and dredging and sand mining operations.

Wim Klomp is a member of the Royal Association of Engineers in the Netherlands since 1990. Since 2004 he is actively involved in the development of port business in DHV and has given numerous presentations on port development and inland navigation to Government and Port Authorities, Contractors and Project Developers. He has been a speaker on seminars and public hearings as expert on inland navigation, port development and master planning of port and industrial areas.



**Ben Reeskamp** is a very experienced Project director, Project Manager and Civil Engineer in the field of civil and maritime infrastructure. He is the head of the Civil and Maritime group of DHV. He has a large national but also a large international expertise in ports, maritime and civil infrastructure. His main expertise lies in maritime works such as harbours design and planning, harbour works such as quays, dams, breakwaters, jetties and infrastructure. In these fields he has extensive experience in studies, design, making of contract documents, contracting of works and in the construction phase. A large part of the projects he has been involved in are complex multidisciplinary project. Besides the technical expertise these projects often involve economical and architectural fields of expertise. Within the total DHV group, based on his experience with complex multi disciplinary projects, he gives courses on the subject of risk management. He is an active PIANC member and is part of the Dutch Water-Front committee dealing with maritime and water related projects including research and development in and of these fields.



**Hans Vermij** is an international transport economist and has more than 22 years experience with transport, distribution and logistics in Europe, Middle East and Asia. He is an international recognized expert in economic and financial feasibility of infrastructure projects, port and hinterland development, implementation of logistics concepts and development of free zones, seaports and airports. Since 1989 Hans has been a member of the Benelux Inter-university Association of Transport Economist (BIVTEC). He has developed a strong network among regional development agencies and port authorities in Europe, Middle East and Asia. Mr. Vermij is also a frequent speaker and trainer at various events, such as MIPIM (Europe's largest real estate fair in Cannes, South of France), the World Free Zone Convention (Cape Town 2004, Izmir, Turkey 2005, Paris 2006 and Kuala Lumpur 2007) and WAIPA, World Association of Inward Promotion Agencies, in Geneva (2004 to 2006). He is an advisor to the WFZC and WAIPA boards, since 2003, and has published several articles about transport, distribution and logistics in Central and Eastern Europe.

Hans has been actively involved in port development and industrial zone development. Important recent projects carried out by him are:

- **Master Plan: Port Said East Port and Industrial Zone, Egypt:** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha.)
- **Marketing Strategy to attract Value Added Logistics Services to Incheon Airport,** in South Korea: Feasibility study and marketing and acquisition strategy to attract Value Added Logistics Services to the Airport Logistics Park in Incheon, Seoul;
- **Industrial Development Strategy Free Port Authority of Ventspils, Latvia:** Industrial development strategy to diversify the economic structure and throughput in the Port of Ventspils in Latvia. The Port of Ventspils is the main transit oil terminal for Russian oil. The Industrial development Strategy developed a land use plan for 250 ha of port area, based upon an assessment of demand, benchmark of competition, trends and developments in the oil sector and chances to generate downstream investment projects;
- **Training Ras Al Khaimah Free Zone (RAK FREE ZONE)** and developing a strategy to attract logistics companies to RAK Free Zone in the United Arab Emirates. During a one week training course 45 sales and marketing executives have been trained to promote and market the RAK Free Zone as an attractive zone for foreign investments. The training dealt with the market of investment for manufacturing plants, office projects and logistics centers.
- **Development of Logistics Sites in the Port of Rijeka, Croatia:** Second opinion on the feasibility study for the development of logistics parks around the seaport and airport of Rijeka

**The ECORYS Group** is an international consultancy and research organization specialized in economic and social development. It is one of the oldest and largest economic research and consulting companies in Europe, employing over 500 highly skilled and committed people. The company has been shaped by a remarkable history of more than 77 years, which started in 1929 with the establishment of The Netherlands Economic Institute (NEI) in Rotterdam.

Since then, its economists have achieved international recognition, most notably in 1969 when the first Nobel Prize for Economics was awarded to a former NEI director, Professor Jan Tinbergen. ECORYS is also proud to see, or have seen, several of its alumni holding ministerial and executive positions with – among other – international finance institutions.

Today the ECORYS Group is operating from 18 permanent offices in 10 countries with the head office in Rotterdam. ECORYS works with clients in the public, private and non-profit sectors and apply its expertise to improve the economic and social conditions of:

- The countries in which we live and have our offices;
- The European Union and its neighbouring states;
- Developing countries, especially for poverty alleviation

### A Sample of Ecorys Clients

#### *Multilateral Institutions and International Finance Institutions*

- European Commission
- European Investment Bank
- World Bank
- European Bank for Reconstruction and Development

#### *Public sector*

- Ministries of Transport and Infrastructure
- Regional and local authorities

#### *Private Sector*

- Various clients

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|---|--|
| <p><b>Transport, Mobility and Infrastructure</b><br/>           Roads, tunnels and Bridges<br/>           Rail and Urban Transport<br/>           Ports and Inland waterways<br/>           Airport and Aviation<br/>           Other network sectors</p>                     | <p><b>Regions, Cities and Real Estate</b><br/>           Regional Development<br/>           Urban Development<br/>           Public Real Estate</p>   |
| <p><b>Economy and Competitiveness</b><br/>           Macro-economics and Public Policy<br/>           Competition and regulation<br/>           Agriculture, Industry, Trade and Export<br/>           Knowledge society<br/>           Environment and natural resources</p> | <p><b>Social Policy and Governance</b><br/>           Social policy, employment and income<br/>           Education<br/>           Health care<br/>           Safety<br/>           Governance</p> |



**Eric van Drunen** is a maritime economist with 10 years of experience in maritime and port projects, more specifically with trade and traffic forecasts, economic feasibility studies, market studies and port masterplanning studies. He has worked in a variety of countries worldwide.

Selected recent projects carried out by Mr. van Drunen are:

- **Master Plan: Port Said East Port and Industrial Zone, Egypt:** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha.)
- **Aqaba South Zone development Project:** Update of the trade and traffic forecast for the feasibility study of new port facilities and expansion of the industrial zone in the Aqaba South Zone, with a focus on the fertilizer industry complex
- **Port relocation project on New Providence Island, Bahamas:** Feasibility study of relocation of the freight terminals from their existing downtown Nassau location to a new location in the South West corner of New Providence Island
- **Feasibility study of maritime infrastructure projects in Malta:** Masterplan for the Maltese port sector and feasibility study of a series of specific maritime infrastructure expansion and improvement projects
- **Feasibility study of the Kyung In Canal, South Korea:** trade and traffic forecast and economic feasibility of a navigable canal between Incheon and Seoul.

**Marcel van den Broek** is managing partner of ECORYS Finance, the ECORYS division responsible for providing financial advisory services. His professional experience of more than 15 years is focused on infrastructure and real estate finance and PPP's. He was founder and director of the PPP task force within the Ministry of Transport in the Netherlands and is now an internationally recognised expert in Private Sector Participation in Infrastructure.

Marcel is an internationally recognised expert in Private Sector Participation in Infrastructure. His key qualifications are characterised by:

- International experiences in Europe, Middle-East and Africa;
- Expert in infrastructure finance
- Expert in cost and management accounting
- Private sector participation experiences e.g. Privatisations, Public Private partnerships, Concessions;
- Sector experiences in rail, roads, airports, waterways, freezones and real estate;
- Broad client experience including governments, IFP's and private clients.

His key competences are in the field of:

- Feasibility Assessments (financial modelling, integrating cost estimates and demand analysis, analysing funding options, risk analysis);
- Institutional development of PPP and Capacity Building (establishing PPP units, drafting or commenting PPP legislation, developing PPP tools or manual, training);
- Designing and implementing tender & contracting strategies (including use of Public Sector Comparator, Public Private Comparator, leading negotiations);
- Project management involving multidisciplinary and multinational teams.

Marcel was among others responsible for the financial plan chapters of the business plan for a new commercial port in the southwest New Providence in the Bahamas, replacing the old downtown port. He was also one of the lead financial experts in the restructuring of the maritime sector in Lebanon. Additionally, he has broad experience in transaction advisory services, in the infrastructure sector and for the port sector in particular he has led the negotiations between the Dutch Government and the constructors for the post-tsunami reconstruction of the port of Banda Aceh in Indonesia.



**Simme Veldman** is a maritime economist with over 35 years of experience in maritime and port projects, more specifically with trade and traffic forecasts, economic and financial feasibility studies, network analysis, port competition models and port masterplanning studies. Mr. Veldman has a PhD in econometrics and has developed a seaport competition model based on logit model techniques. He has published several articles on this issue. He has worked in a large variety of countries worldwide.

Selected recent projects carried out by Mr. Veldman are:

- **Master Plan: Port Said East Port and Industrial Zone, Egypt:** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha.).
- **Port relocation project on New Providence Island, Bahamas:** Feasibility study of relocation of the freight terminals from their existing downtown Nassau location to a new location in the South West corner of New Providence Island.
- **Feasibility study of maritime infrastructure projects in Malta:** Masterplan for the Maltese port sector and feasibility study of a series of specific maritime infrastructure expansion and improvement projects.
- **Feasibility study of the Kyung In Canal, South Korea:** trade and traffic forecast and economic feasibility of a navigable canal between Incheon and Seoul.
- **Economic analysis of the Maasvlakte II expansion project in the port of Rotterdam:** development of a logit-model of port competition in the Hamburg-Le Havre range, which was used to assess future market shares per port and per hinterland transport mode for 35 hinterland regions of the HLH-range, as well as the effect of pricing on the future market share of the Port of Rotterdam.

*Participants from more than 100 countries have attended WFZC meetings in the past seven years!*

#### Partners



# COURSE APPLICATION FORM

Please register the following to the June 2008 Training Course

**Send by Fax to** +44 870 131 9578 (*Please photocopy this form for each delegate*)

|              |              |               |
|--------------|--------------|---------------|
| First Name   | Last Name    | Position      |
| Organisation | Abbreviation |               |
| Address      | P.O.Box      |               |
|              |              |               |
| City         | Postcode     | Country       |
| Telephone    | Fax          | Email         |
| Contact name | Position     | Contact email |

*Date*

*Signed*

## ADMINISTRATIVE DETAILS

**Dates of Course** Monday 2<sup>nd</sup>/Tuesday 3<sup>rd</sup>/Wednesday 4<sup>th</sup> June 2008

### **Hotel accommodation**

A number of rooms have been reserved at the **Regardz Berghotel**, Utrechtseweg 225, Amersfoort  
Single rooms € 113 per night Twin/double rooms € 123 per night Breakfast €19.75 per person, all taxes included.  
Tel : +31 33 4224222 Fax : +31 33 4650505 Email : reserveringen.berg@regardz.nl  
Website <http://www.regardz.nl> **To reserve please fax the hotel directly using the form attached.**

### **Travel to Amersfoort**

A regular train service runs from Schipol Airport to Amersfoort (30 minute journey) or participants can book a taxi on the hotel reservation form.

### **Discounts**

A 15% discount for each second and subsequent delegate from the same organisation is available, or a 15% discount for each delegate from LDC status countries. Only one discount may be applied for each delegate. ON RECEIPT OF YOUR REGISTRATION WE WILL FORWARD OUR INVOICE FOR PAYMENT BY BANK TRANSFER OR CHEQUE. FEES ARE PAYABLE IN ADVANCE – THE ORGANISERS RESERVE THE RIGHT TO REFUSE ADMISSION IF PAYMENT HAS NOT BEEN RECEIVED. *Please contact us before the event if for any reason you have not received written acknowledgment of your registration.*

**Terms and Conditions** Our full terms and conditions including Cancellation Policy are on [www.freezones.org](http://www.freezones.org)

**WFZC The No 1 Meeting Place for the World's Free Zones**

**35 Spring Gardens, London SW1A 2BA**

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Fax. +44 870 131 9578

Email: [info@freezones.org](mailto:info@freezones.org)

# HOTEL RESERVATION FORM PLEASE FAX TO : +31 33 4650505

World Free Zone Convention and DHV, The Netherlands

## Port Master Planning & Special Economic and Industrial Zones 3 Day Training Course 2<sup>nd</sup> to 4<sup>th</sup> June 2008

Accommodation at special rates has been reserved at the Regardz Berghotel for the above event. Participants should send reservation directly to the Hotel. Please fax or mail one booking form for each room required to the fax number stated below to secure your rooms. Bookings received after the cut-off date stipulated is on a space available basis.

Title First Name Surname

Company Position

Business Address  
Street Address

OR P O Box Number

City Postcode Country

Nationality Passport number & Date of Birth

Tel No. Fax No. Email

Arrival Date

Departure Date

Smoking Yes ( ) No ( )

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### ROOM RATES PER NIGHT

Single €113 Yes ( ) No ( )

Twin/Double €123 Yes ( ) No ( )

Breakfast at €19.75 per person These rates are a corporate rate and inclusive of all taxes..

### AIRPORT TRANSFERS from Schipol Airport

Arrival transfer @ € 80 per taxi Yes ( ) No ( )

Departure transfer @ € 80 per taxi Yes ( ) No ( )

All reservation for transfers must be guaranteed by credit card. Kindly note that transfer charges will be levied in the event of no-show or change of flight details without the hotel being informed 8 hours prior to arrival time. A surcharge will apply for transfers requested between 12:00am to 06:00am.

Credit card number

Card type

Cardholder's name

Expiry date

Date

Signature

### TERMS AND CONDITIONS

No bookings will be accepted without credit card details or one-night deposit. In the event of no-show or cancellation within 24 hrs days from arrival date for a guaranteed booking, one night's deposit will be forfeited. Check-in time is after 14:00 hours and check out is before 11:00 hours. Late check out is available until 17:00 hours for a supplement of €10. Rooms occupied beyond 17:00 hours will be charged a full-day rate.

**Please return the completed form by Friday 23<sup>rd</sup> May 2008. Any reservations received after that date will be subject to room availability.**

Reservation Center **Regardz Berghotel**, Utrechtseweg 225, Amersfoort, The Netherlands  
Tel : +31 33 4224222 Fax : +31 33 4650505 Email : reserveringen.berg@regardz.nl