# Improve Your Logistics Save Time, Money & Increase Your Profit











5-7 November 2012

EKo Expo Centre, Victoria Island, Lagos, Nigeria

OIL & GAS • MANUFACTURING • FMCG • CONSTRUCTION





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Logistics West Africa (LWA) brings logistics specialists from a cross-section of industries and governmental organisations together to share case studies of best practice and advocate innovative solutions. It is a platform for you to design, execute and manage cutting-edge logistics solutions to become more efficient and competitive.

Logistics West Africa: Where logistics is the **bottom line**.

### WHO WE WORK WITH













### WHAT MAKES LWA EXCEPTIONAL?

Logistics West Africa is the hub for the logistics industry. Nowhere else can you meet and collaborate with the leading West African logistics specialists.



### WHY ATTEND?

- Improve your entire logistics spectrum with key topics from project management, supply chain strategy, information technology & security
- Streamed industry sessions so you can participate in the discussions that are specific to your individual needs
- Hear case studies from colleagues & competitors & benefit from their experiences
- **Find** new ways to cut supply chain risk & operate profitably
- Network & do business with leading buyers & local & international suppliers
- **Deliver** logistics solutions to your operations to increase efficiency & cost savings
- Discover new investment opportunities in the logistics & infrastructure industries

### DAY 1

★ Workshop Led by. Detail

★ Networking Coffee Breaks



Networking Lunch



### DAY 2

- Strategic Conference
- ★ Opening Ceremony & VIP Tour
- ★ International Exhibition
- ★ Open Plan Educational Theatre
- Networking Coffee Breaks
- ★ Cocktail Reception & Cultural Evening Hosted by: Detail
- Interactive Networking Roundtable Discussions
- Metworking Lunch Hosted by: LADOL

### 6 NOVEMBER

### DAY 3

- Strategic Conference
- Networking Coffee Breaks
- International Exhibition
- Open Plan Educational Theatre
- 눚 Panel Discussion
- Metworking Lunch
- ★ Evening Cocktail Reception

7 NOVEMBER

### DISTINGUISHED SPEAKERS INCLUDE



Chris K. Appiah
Transport Facilitation
& Policy Expert
Economic Community
of West African States
(ECOWAS)



Henry Mogbolu
Corporate Logistics Manager
Shell Exploration
& Production
Companies
in Nigeria



**Stephen Opayemi**General Manager, Logistics **Promasidor, Nigeria** 



Alh Sada Ladan Baki Group Executive Director Dangote



Ashim Metia
Head of Supply Chain
Management
7-Up Bottling
Company Plc



Steve Ighorimoto
Raw & Packaging Materials
Manager
Coca-Cola Hellenic



Matthew Innih Logistics Manager Diageo Brands Nigeria



Edward Ogonnaya Supply Chain Director -West Africa Glaxo SmithKline



Eric Opah
Group CEO
Fortune Group Nigeria



Jim O'Brien
President & CEO
Tamerlane Global
Services



**Dr Amy Jadesimi**Managing Director **LADOL** 



Thomas Horn Hansen
Analyst
Risk Intelligence



Toyin Olufada
President
Association of
Nigerian Courier
Operators



Dr Karen Sumser-Lupson Commissioner & Acting Chair African Maritime Safety & Security Agency (AMASSA)



Captain John Titahena Executive Director African Maritime Safety & Security Agency (AMASSA)



Tunde Odunlami CEO GS1 Nigeria



Ziad Hamoui Executive President Boarderless Alliance



Engr. H. S. Tahir
General Manager, Materials
Management Division
National Petroleum
Investment
Management Services
(NAPIMS)



Hope Yongo
Technical Adviser to
MD/CEO
Nigeria
Export-Import Bank



Michael Ivenso
Principal
The Trident Group,
LLC

For the latest speakers list, please visit: www.cwc-logistics.com/conference/program



### NETWORKING FUNCTIONS INCLUDE



### COCKTAIL RECEPTION & CULTURAL EVENING

End the day by relaxing at the fun and informal Logistics West Africa evening featuring live music and cocktails reception. Unwind and catch-up with new and old contacts.

Hosted by: Detail



#### SITE VISIT

Experience first-hand the logistics behind a mega project. Meet the logistics professionals and learn from their experiences.

Site Visit to







#### INTERACTIVE ROUNDTABLE DISCUSSIONS

A highlight from 2011, the successful roundtable discussions are the perfect opportunity to collaborate and debate key logistical issues. Facilitated by industry experts, delegates will exchange business cards, network and collaborate to find solutions.



#### **NETWORKING LUNCHES**

Network in a relaxed atmosphere with key industry experts and representatives. Improve your logistics by sharing innovative practice and build new and lucrative business partnerships with industry leaders.

Hosted bu:





### **NETWORKING COFFEE BREAKS**

Scheduled around the conference to maximise your strategic networking, take advantage of these opportunities and connect with the right people to drive your business interests. A perfect opportunity to share innovative practice, collaborate and do business.



#### WHY ATTEND?

- Meet key West African governmental figures
- Understand key regulations from across West Africa
- **Hear** best practice case studies from logistics suppliers
- **Discuss** logistics challenges faced by leading companies



Exhibition opening: VIP delegates from NAPIMS, NNPC, GNPC, Nestle, Chevron, 7-Up Bottling Company Plc & ExxonMobil amongst others open the 2011 Logistics West Africa



MGM Logistics Solution Service showcasing their products to Hussain S Tahir, NAPIMS



Engr Ernest Nwapa attending the 2011 exhibition

DON'T DELAY, BOOK YOUR PLACE TODAY!

### or Logistics Decision Makers

Logistics West Africa, without fail, organises **valuable** behind-the-scenes site visits; offering delegates an insight into logistics.

The 2011 Snake Island Integrated Free Zone site visit, was a **unique opportunity** to see the workings of a key transport hub. It allowed the delegates to experience first-hand how free zones can **improve** their logistics efficiency and fully understand the role free zones can play in the logistics sector.

### 2011 SITE VISIT IN PICTURES







Following last year's **popular** site visit and **positive** feedback, this year we will explore the multifaceted and complex logistics needed to build a mega project.

Logistics West Africa is the meeting place for the logistics industry. With **specialised streams** for:



Oil & Gas



FMCG, Manufacturing & Construction

You can use your time smartly and attend the sessions which are most beneficial for your logistics role. The following pages will guide you through the Logistics West Africa site visit, workshop, conference and exhibition.





### EKO ATLANTIC CITY & EKO ENERGY ESTATE: THE LOGISTICS BEHIND REAL ESTATE MEGA PROJECTS IN LAGOS











Building a new city that will become the financial centre of Nigeria, if not West Africa, is a major undertaking. The scale of these projects is immense!

The site visit to Eko Energy Estate and Eko Atlantic will offer a unique opportunity to see first-hand the complex and sophisticated logistics behind a mega project. On the afternoon of the first day of Logistics West Africa Conference & Exhibition, 5th November, you will have an opportunity to visit the reclaimed portion of land that once was Bar Beach.

### ATTEND THE SITE VISIT TO

- Learn and experience the logistical best practice behind the mega building project
- Understand the logistical ingredients needed for project success
- Have an opportunity to meet the project team and ask your questions

Eko Atlantic City and Eko Energy Estate are evolving rapidly from visionary design concepts into reality; by March 2012 well over 3 million square metres of land has been reclaimed and is ready for development; Eko energy Estate should start urbanization of the land by beginning of 2013









To take part in the site visit, please go to: www.cwc-logistics.com/site-visit



## Detail



Led by:

Ayuli Jemide
Lead Partner

Detail Solicitors

# SUCCESSFUL PUBLIC PRIVATE PARTNERSHIPS (PPPS) FOR TRANSPORT LOGISTICS

Public Private Partnerships (PPPs) are used globally as a unique model for undertaking infrastructure and transport projects. PPPS can deliver significant commercial opportunities for project developers, financiers and logistics suppliers.

This interactive workshop will provide you with accurate legal advice to enhance your understanding of PPPS and stand you in good stead to be successful in West Africa transport investment opportunities. Balancing commercial and regulatory perspectives, participants will be encouraged to share their experiences and seek guidance.

### **KEY FEATURES**



**Identify** the legal issues with Public Private Partnerships (PPPs) & logistics



**Understand** the required legal framework for intermodal transportation



**Review** lessons learnt from notable Public Private Partnerships (PPPs) transactions in Nigeria & how your company can avoid the pitfalls



**Assess** the advantages & disadvantages of contractual & statutory regulation







### Conference Day 1

08:30

### CONFERENCE REGISTRATION & NETWORKING COFFEE BREAK

1

### **Ensuring West African Growth**

- Advocating solutions, not problems for logistics in West Africa
- Determining economic and fiscal instruments conducive to trade facilitation in West Africa
- Developing the international freight corridor to support economic growth
- Achieving higher performance ratings in the World Bank LPI (Logistics Performance Index)
- Uncovering dynamic future investment opportunities for infrastructure



Chris K. Appaih
Transport Facilitation & Policy Expert



Ziad Hamoui Executive President Borderless Alliance

10:15

NETWORKING COFFEE BREAK & OFFICIAL EXHIBITION OPENING & VIP TOUR

2

Panel Discussion: Strategies For Strengthening Export Growth & Driving Import Efficiencies

- Guaranteeing successful customs clearances by understanding procedures across regions
- Advice for how import and export companies can work with Nigerian authorities to speed customs processes
- Are free-trade zones and export processing zones transformative approaches to logistics?
- How can the Export Expansion Grant unleash benefits for export businesses?
- How can companies successfully raise finance to flourish and fulfil their export potential?



Senior Representative
Nigeria Export Processing Zones Authority

12:00

**NETWORKING LUNCH** 



## FOLLOW YOUR INDUSTRY STREAM

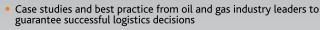


### **OIL & GAS INDUSTRY STREAM**



### Smart Movement of Large & Specialised Goods





- Uncovering best practice for moving heavy / large objects and drilling supplies
- Best practice for successfully and efficiently moving large rigs
- Secure logistics for hazardous waste



Jim O'Brien
President & CEO
Tamerlane Global Services



Captain John Titahena Executive Director African Maritime Safety & Security Agency (AMSSA)

### 30

#### **GENERAL INDUSTRY STREAM**

FMCG Industry Case Studies:

Management Techniques for Continuous
Improvement in Your Supply Chain

- Examples of successful practices and processes by leading supply chain managers
- Collaborating with suppliers and logistics stakeholders to improve the logistics function across the entire supply chain
- Performance management metrics used to evaluate and benchmark your operational efficiencies to pinpoint needed improvements
- Applying quality management processes such as total quality management (TQM) to assure logistical efficiency



Supply Chain Director - West Africa Glaxo SmithKline



Ashim Metia
Head of Supply Chain Management
7-Up Bottling Company Plc



Steve Ighorimoto
Raw & Packaging Materials Manager
Coca-Cola Hellenic

### Tuesday 6th November 2012



14:15

### **NETWORKING COFFEE**

### **OIL & GAS INDUSTRY STREAM**

**4**<sub>A</sub>

Moving People & Supplies to the Oil & Gas Fields: Comparing Methods

- Best practice and advice on multimodal transportation to guarantee that you make the right logistics decisions
- Investigating the most efficient method of infield transport
- What are the differences between international freight services?
- Best practice for moving people to the oil and gas fields
- How are emergency services and medical assistance accessed in remote locations?
- Storing and protecting essential items to guarantee the smooth running of the project operations



Engr. H. S. Tahir
General Manger, Materials Management Division
National Petroleum Investment Management Services
(NAPIMS)

### Manu

### **GENERAL INDUSTRY STREAM**



Manufacturing & Construction Case Studies: Planning & Building a Sustainable Logistics Network

- Pinpointing where and when it is more efficient to outsource logistic capabilities so valuable resources can be re-directed
- Uncovering key logistical challenges faced by the logistics managers of West African companies so you don't make the same mistakes and avoid common pitfalls
- Hear examples and advice of successful practices and solutions from logistics specialists
- Mitigating low safety standards



Alh Sada Ladan Baki Group Executive Director Dangote Group

5

### **Interactive Networking Roundtable Discussions**

Pull up a chair and grab a drink in this informal networking session designed to help you share experiences with your colleagues, meet new partners and expand your network.

For the latest programme, scan here or visit: www.cwc-logistics.com







Conference Day 2

09:00

WELCOME COFFEE BREAK



### OLLOW YOUR INDUSTRY STREAM



### **OIL & GAS INDUSTRY STREAM**



#### Spotlight on West African Free Zones

- The impact of Free Zones for the oil and gas industry, how are they facilitating logistical efficiencies?
- Local content: how are Free Zones contributing to the up-skilling of the local labour force?
- Are Free Zones sufficiently enabling technology transfer?



Dr Amy Jadesimi Managing Director



Senior Representative **Nigeria Export Processing Zones Authority** 

### **GENERAL INDUSTRY STREAM**



Ports & Shipping: Investment Opportunities in West Africa

- Identifying trends in the West African ports and shipping sector providing sustainability and investment opportunities
- Actions required to relieve congestion and make West African ports commercially more attractive?
- How can tanker owners/operators enhance commercial returns in the West African market?
- Unlocking the potential of the West African container shipping



Senior Representative Nigeria Ports Authority



Michael Ivenso Principal The Trident Group, LLC

10:30

**NETWORKING COFFEE** 

### **OIL & GAS INDUSTRY STREAM**



### **Effective Outsourcing**

- Key dynamics of a successful and sustainable oil and gas company / logistics supplier relationship which saves you time, money and increases your profit
- Preventing supplier monopolies to ensure cost effectiveness
- Improving Local Content opportunities across all partners
- Working with suppliers with no oil and gas industry experience: education and training to close the gap of supplier capability
- Ensuring suppliers comply to environmental and health and safety standards
- Applying appropriate incentives and penalties to ensure high quality and performance



Eric Opah Group CEO Fortune Group Nigeria



Henry Mogolu Corporate Logistics Manager **Shell Exploration & Production Companies in Nigeria** 

### Haulage: Ensuring the Timely Delivery of Products & Quality Assurance of



Transporters

**GENERAL INDUSTRY STREAM** 

- Mitigating risks: Training drivers and executing truck inspections to reduce road accidents and guarantee the safe arrival of products
- Identifying methods of cutting fuel costs to save money and increase profit
- Guaranteeing the durability of trucks and maintaining a fleet in good condition



Tovin Olufada President **Association of Nigerian Courier Operators** 



12:00

**NETWORKING LUNCH** 

### Wednesday 7th November 2012





### Latest Technologies to Guarantee a Return on Investment on Logistics Operations

- Justifying the cost of the latest tracking and tracing technology so you can secure management buy-in and investment
- · How can technology add value to your logistics operations?
- Assessing RFID: How can RFID be used effectively as a tool for tracking assets?
- Hear the latest innovations in technology: GPS, cellular and satellite tracking and how they can be used for ensuring accuracy of logistics planning
- · Can tracking and tracing end product scarcity?



Tunde Odunlami CEO GS1 Nigeria

14:30

### **NETWORKING COFFEE BREAK**



Panel Discussion - Security: Ensuring the Safety & Well Being of Employees & Products

- What are the top 10 recommendations for minimising supply chain risks?
- What can the West African shipping industry do to combat piracy in the Gulf of Guinea?
- How can drivers and the goods they transport be safeguarded from attacks and robbery?



Dr Karen Sumer-Lupson
Commissioner & Acting Chair
African Maritime Safety & Security Agency (AMSSA)



Thomas Horn Hansen Analyst Risk Intelligence



Matthew Innih Logistics Manager Diageo

16:30 SUMMARY & END OF CONFERENCE DAY 2







For the latest programme, scan here or visit: www.cwc-logistics.com





The Logistics West Africa exhibition is the largest logistics event of its kind in West Africa and brings exhibiting companies offering logistical solutions together with major private companies across industry and across West Africa. There is no other platform where companies looking to expand their business in the region have the opportunity to showcase their products, services and solutions to 100's of senior delegates and 1000's of industry professionals under one roof in just two days. LWA is where the logistics industry meets to do business.

#### CONFERENC

### KEY FEATURES

- · Logistics West Africa open plan education theatre
- Official exhibition inauguration and VIP opening tour
- VIP networking lounge
- 50+ exhibiting companies displaying solutions, technologies and services
- Exhibitor drinks receptions and networking opportunities

### OPEN PLAN EDUCATION THEATRE

The new Educational Theatre is positioned in the heart of the Exhibition and will host free of charge live presentations for pre-registered visitors. The Educational Theatre provides a unique platform for learning about best practices in the logistics industry.

#### Topics include:







Security



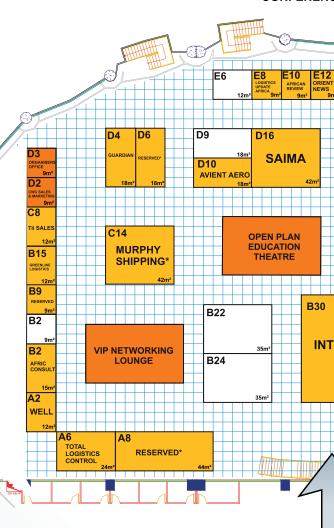
Environment Health & Safety

Lega

### CALL FOR PAPERS

The Educational Theatre will provide the perfect opportunity to demonstrate new technologies and processes to current and prospective clients on cutting edge logistics. For your opportunity to present at the Educational Theatre, please submit your presentation title with an abstract to Claire Scott at <a href="mailto:cscott@thecwcgroup.com">cscott@thecwcgroup.com</a> before 21st September for consideration.





ENTR

"Great event. Great environment.
The topics were very useful and dealt with the issues. The participants were diverse which is also good."

Adebowale Tade GM Operations Livestock Feeds PLC

### stry Meets to do Business

The exhibition is free to attend for industry and trade professionals

### Register on-line now to receive:

- Your free visitors ticket, badge and exhibition catalogue
- Fast track entry on the day

www.cwc-logistics.com

### VISITOR REGISTRATION

#### E LUNCHES



### WHY EXHIBIT AT LWA

- LWA puts you in front of the largest number of business decision makers in West Africa.
- Over 2,000 attendees, over two days, under one roof and looking for the best solution for their business!
- Exhibiting is proven to be the most cost and time effective way of developing contacts and winning new business
- In a technology-driven age, the face-to-face contact at an exhibition is vital for business success in the West Africa
- You will position your company as a major operator by association with LWA
- LWA Exhibition is the ideal way to get your target audience feedback on new or existing products or services
- 1000's of professionals will be there looking for products and solutions
- Be aware of all major projects and opportunities coming up
- Take advantage of the huge media and publicity awareness surrounding LWA
- Be a part of the next successful edition of the market leading LWA
- Value stand packages tailored to your needs and budget
- Your competitors and peers will be there. Don't leave them alone with your potential customers

### PLEASE CONTACT



Alex Moulds

+234 816 6860008 +44 207 978 0340



amoulds@thecwcgroup.com



For the latest floor plan, scan here or visit: www.cwc-logistics.com





### Exhibition Categories



🥎 3PL's & 4PL's

🥎 Cranes & Equipment





Custom Clearing & Forwarding



Dredging



Free Zones



🦴 Freight Forwarding: Sea/Road/Air





🥎 Heavy Lifting Equipment



🦴 Land & Marine Services



🥎 Lighterage & Stevedoring



Logistic Services



Offshore Vessel Support

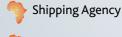


🥎 Oil Base Services





Ship Chartering



🥎 Shipping Companies



ী Solution Providers



Terminal Operators



Tracking



Transportation



ী Trucks & Fleet Vehicles



Warehousing



### **EXHIBITOR FEEDBACK**

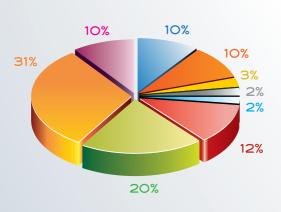
91% of LWA Exhibitors rated the quality of visitors as excellent or good

of LWA Exhibitors said the Exhibition had been successful or very successful in increasing business prospects in the region

75% of LWA Exhibitors rated their return on investment as excellent or good

## REACH THE PEOPLE WHO MATTER!

ATTENDANCE BY JOB TITLE:



- Logistics / Supply Chain Manager
- Sales / Marketing
- Commercial / Business Development Manager
- CEO / Chairman / Director / President / MD
- CFO / VP / General Manager
- Transport / Aviation
- Government
- Engineer
- Other

### "Fantastic and very educative"

Ogaragbo Solomon SCM Analyst Chevron Nigeria Ltd



### UNLEASHING AFRICA'S OIL & GAS POTENTIAL





H.E. Diezani Alison-Madueke, Hon Minister for Petroleum Resources, Dr Alirio Parra, CWC Group, Wale Tinubu, Oando, Ian Craig, Shell Upstream International, Andrew Yakubu, NNPC at Nigeria Oil & Gas 2012

President Goodluck Jonathan at Nigeria Oil & Gas 2010



Olusola Senapon Oworu, Honourable Commissioner for Commerce & Industry at Nigeria Infrastructure & Construction Exhibition 2012



2012 NIC with presentations



Gabriele Volpi, Orlean Invest West Africa Ltd, Governor Rotimi Amaechi of Rivers State & Alhaji Ado Bayero, Emir of Kano



Site visit opening ceremony



H.E. Sam Ode, Minister of State & Niger Delta Affairs at NOGTech 2011



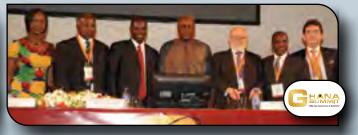
2012 NOGTech Theatre and its huge success with hundreds of attendees per day



H.E. Dipuo Peters, Minister of Energy South Africa & H.E. Gabriel Obiang Lima, Minister of Mines, Industry & Energy, Equatorial Guinea at Africa Energy Week 2009



H.E. Gabriel Obiang Lima, Minister of Mines, Industry & Energy, Equatorial Guinea & Stephen Biliot, Noble Energy at the Gulf of Guinea Oil & Gas Conference 2009



Hon Sherry Ayittey, Minister for Environment, Science & Technology, Professor Ivan Addae-Mensa, Chairman, National Petroleum Commission, Hon Emmanuel Armah-Kofi Buah, Deputy Minister of Energy, H.E. John Dramani Mahama, President, Ghana, Willy Olsen, INTSOK, formerly Statoil, Hon Moses Asaga, Minister for Employment & Social Welfare, Dai Jones, Tullow Oil at Ghana Summit 2012

### OTHER AFRICAN EVENTS INCLUDE



















### ABOUT NCI

Our extensive operations in Nigeria, which include twelve editions of Nigeria Oil & Gas (NOG) along with infrastructure, construction, technology and telecoms events, meant that it was a natural progression for us to open a Nigerian office, NCI. NCI looks after CWC's operations in Nigeria including Conferences, Exhibitions and School for Energy courses. It aims to support development in Nigeria, and is proud to work with and on behalf of senior level policy and decision makers from:





































Small and Medium Enterprises Development Agency of

FOCINIGERIA.ORG

CWC operations in Nigeria have always had the unprecedented support of the Nigerian Government and are carried out in consultation with the Nigerian stakeholders including the Ministries, State Companies, NGOs and Nigerian industry experts. NCI believes in actively nurturing businesses in Nigeria, supporting sustainability through quality-driven purchasing strategies and has a preference for Nigerian suppliers over international for its Nigerian events, including:



Exhibition Builders
Hostesses
Branding & Signage Printers
Furniture Suppliers
Caterers



AV Suppliers
Technicians
Florists
Security
Internet Providers



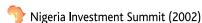
Venues
Power Generators
Photographers
Transportation
Singers

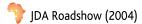


Bands Entertainers Photographers MCs Media & Press

NCI focuses on promoting Nigeria Internationally and has facilitated important meetings showcasing opportunities to international investors outside Nigeria, including:









Marginal Fields Licensing Round (2005)

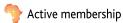


Niger Delta Roundtable (2011)

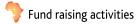


Our commitment to Nigeria extends to ensuring sustainable relationships and events, in-depth market research & understanding international standards by leveraging local knowledge & suppliers as well as having a team dedicated to Nigeria. Moreover, we organise internships, non-profit events and charity & development initiatives.

CWC and NCI also provide a longstanding support to Nigerian Business Coalition Against AIDS (NIBUCCA) as part of our corporate social responsibility.



Raised profile through CWC's Nigerian events & media





Investment for marketing tools



Business coaching & advice

### HOW TO REGISTER YOUR PLACE



Alex Moulds +234 816 6860008 +44 207 978 0340



lwaenq@thecwcgroup.com



www.cwc-logistics.com



Complete the accompanying registration form and post to the following address along with your payment: The CWC Group Limited, Regent House, 16-18 Lombard Road, London, SW11 3RB, United Kingdom

**DELEGATE RATES** 

Conference Only £1799.00

Conference & Workshop £2279.00

Conference, Workshop & Site Visit £2379.00

### **EXHIBITION OPPORTUNITIES**

To find out more information about our exhibition opportunities please contact:



#### **Alex Moulds**

+234 816 6860008 +44 207 978 0340



amoulds@thecwcgroup.com

### SPONSORSHIP OPPORTUNITIES

To find out more information about our sponsorship opportunities please contact:



#### Odiri Umusu

+44 207 978 0083 +44 79 17 190 201



oumusu@thecwcgroup.com

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