



3rd EDITION

The Med Hub Day 2019

21 - 22 November 2019
Tarragona, SPAIN

**A unique opportunity to learn the advantages
of Mediterranean area for liquid bulk activity**

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The Med Hub Day 2019

WELCOME

Welcome to Tarragona and thank you for joining us to this third edition of the **HUB DAY**.

The Port of Tarragona is a Mediterranean hub for the storage and the distribution of liquid bulk products that support local industry. With top level infrastructures and facilities, it provides a diversified storage service.

The Med Hub Day workshop is dedicated to enhance the potential of the Mediterranean region as a logistic platform for chemical and petrochemical products in order to become a sustainable alternative to ARA region.

Each year, market experts, storage terminals, ports, consignees, ship agents and chemical and petrochemical companies meet to define what should be improved to increase the competitiveness of the Mediterranean region.

Your presence means that you believe that the Mediterranean area could improve the current logistic routes, could reduce both costs and CO2 consumption and could improve the time of delivery.

We are all sharing the same vision, interests and assets, so let's talk about collaboration and how to capture new flows for the MED region!

We do hope that you will enjoy the city & the workshop and we would be pleased to welcome you once again next year in the 4th Med Hub Day edition!

WORKSHOP VENUE AND LOGISTIC SERVICES

The workshop place is taking at the **TEATRET DEL SERRALLO** on **21rd and 22nd of November**.
Address: **Moll de Pescadors, 1, 43004 Tarragona**

Daily transfer Services:

21rd of November

14:45 Bus transfer from SB Hotel to workshop site
20:30 End of Day 1: you can enjoy the city and return to the hotel walking (+/- 20 min) or use the bus transfer.

22nd of November

8:00 Bus transfer from SB Hotel to workshop site
14:00 End of the workshop.

WI-FI ACCES - Available in the Workshop site

SSDI: EAPT

Pasword: P0rtT4RR4G0n4

 Luggage Room Available



Contact Technical Secretariat: + 34 699551147
Montse Pintaluba - info@hubdaytarragona.com



The Med Hub Day 2019 Agenda Day 1

DAY 1: THURSDAY 21/11

Venue: *Teatret del Serrallo - Moll de Pescadors, 1 43004 Tarragona*

14.45 Bus departure from the **SB HOTEL** to **EL TEATRET**

15.00 **REGISTRATION & NETWORKING COFFEE**



15.15 **WELCOME**



Port Tarragona

by **Josep Maria Cruset i Domènech**
President of Port Tarragona

15.30 **ADVANTAGES OF THE MED PORTS**

by **Arnaud Waché**
AWBPsolution

16.00 **Port & Chemical Wharf extension
With an exclusive visit at VOPAK Terminal**

It is a great honour for Vopak Terquimsa to host a Tour for Delegates from The Med Hub Day at our Tarragona premises.

Your visit will consist in a drive through our Terquimsa#2 and Terquimsa#3 terminals, with tanks summing up a total of 420.000 cbm storage capacity in total, with important highlights such as the two newest tank pits, the largest mooring point, the central control room, the traffic and operations room and the completely automated oil terminal.

Vopak Terquimsa, your gate to Spain, your window to the Med.



Sponsored by



Your gate to
Spain,
Your window
to the Med.



18.00 **SPEED NETWORKING**



The best opportunity to exchange business cards, share opinions and learn more about attendees' experiences & point of views.

18.30 **NETWORKING DRINKS RECEPTION & TARRAGONA'S EXPERIENCE**



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TEPSA is offering to the attendees the musical experience Piano-bar: live music and cocktails.

They transform an old piano into a Pianobar from which they serve melodies and cocktails from the era.

The musicians/bartenders deliver a wide repertoire of songs while at the same time prepare carefully chosen drinks for the occasion.

A catering with genuinely local products will also be served.





The Med Hub Day 2019 Agenda Day 2

DAY 2: FRIDAY 22/11

Venue: *Teatret del Serrallo - Moll de Pescadors, 1 43004 Tarragona*

8.00 Bus departure from the hotel to **El Teatret**

8.15 **REGISTRATION & NETWORKING COFFEE** 

8.30 **REGISTRATION - WELCOME** by **Arnaud Waché. AWBPsolution**

8.45 **LEARNINGS FROM SUCCESSFUL PORTS IN LIQUID BULK** by *Sandra de Mey, Commercial director, North Sea Ports.*

The cross-border port known as North Sea Port was founded on 1 January 2018 and is the result of a merger between the Dutch Zeeland Seaports (Vlissingen and Terneuzen) and the Flemish/Belgian port of Gent. Despite the strong competition from Antwerp and Rotterdam, North Sea Ports has been rewarded two years in a row as best tank storage port of the year by Tankstorage magazine. Liquid bulk accounts for some 29% of all goods transhipped from sea-going vessels.

Sandra de May will share what has made North Sea Port successful and how they have managed to merge three ports (of two different countries) & grow its traffic despite the outstanding competition in their area. An inspirational session for Port authorities and logistic stakeholders to learn on how to join forces to attract new businesses.

9.15 **OUTLOOK FOR CHEMICAL PRODUCTS IN THE MED** by *Olivier Maronneaud, Director IHS Markit consulting*

IHS Markit is a world leader in critical information, analytics and solutions for the major industries and markets that drive economies worldwide. IHS Markit has more than 50,000 business and government customers, including 80 percent of the Fortune Global 500 and the world's leading financial institutions.

Olivier Maronneaud will give an update on how the chemical industry is performing in the Med and highlights the products that should get specific focus for further growth. He will also share the drivers that could influence the outlook including the status of the issue of the Rhine river that is pushing chemical players to reconsider their logistic scheme.

9.45 **OUTLOOK FOR OIL PRODUCTS IN THE MED** by *Daniel Legg, Senior Consultant, Global Gas, Nexant Energy & Chemicals Advisory*

Nexant is the leading advisory for the energy, refining, and chemical industries. Daniel Legg will provide the latest update on what is happening on the oil products side in the Med : impact of decarbonization in the industry, update on IMO 2020 impact on refining & freight, risk and opportunities created by additional refining capacity in the Med and in Africa.

10.15 **STORAGE OPERATORS (PANEL DISCUSSION) WHAT'S NEW FOR CUSTOMERS ?**

Leading liquid bulk storage operators of the Med will debate on how they see the market evolving and what they offer to attract new businesses : improved infrastructure, increased productivity, new services, ... A fresh overview on what is available to accommodate additional liquid bulk growth.

10.45 **NETWORKING COFFEE BREAK** 

11.15 **RAIL & MULTIMODAL, WHAT'S IN IT FOR GROWTH** by *Nicholas Giraud, CEO, Forwardis*

Forwardis is a leading freight forwarder in Europe specialized in bulk logistics (liquid bulk, dry bulk, solid bulk and breakbulk). Also acting on container transport, thanks to its expertise in international rail logistics, Forwardis operates and combines different transport modes (rail, waterway, road and multimodal).

Nicholas Giraud will engage us on the main route used by liquid bulk in the Med and how they compete with North West Europe, what is preventing the Med to grow more on rail activity, what are the latest success stories on rail development and what made it possible. Finally, Nicholas Giraud will share what is the outlook for rail & multimodal development in the Med.

11.45 **MEDITERRANEAN TANKER MARKET OUTLOOK** by *Andy Wilson, head of energy and tanker research, BRS*

BRS Group is one of the largest full-service ship broking firms in the world, with more than 150 years of maritime experience. Their coverage of the maritime market is one of the most comprehensive in the market, and includes Newbuilding, Sale and Purchase, and Chartering activities in all the major shipping segments: Tanker, Dry Bulk, Chemical, LNG, LPG, Offshore, Liner.

Andy Wilson will provide an update on what is happening on the shipping market that impact logistic stakeholders in the Med. He will cover the evolution of freight and fleet in the med and which infrastructure is required to optimize shipping cost. New expected flows will also be discussed in particular the impact of IMO 2020, the flows between Algeria and the rest of the Med, the impact of new refining capacity in the Med and the expected increased flow from East of Suez to the Med.

12.15 **PANEL DISCUSSION: Q&A with our experts on opportunities and challenges in the Med area**

13.15 **NETWORKING LIGHT LUNCH** 

14.00 **END OF THE EVENT**

Thanks again to our partners:



THANK YOU TO OUR SPEAKERS AND BUSINESS PARTNERS



Sandra De Mey
Commercial Manager
NORTH SEA PORT



Sandra De Mey graduated in 1991 as a bachelor in Communications Management (specialties in PR & advertising). Post graduate: port management at the Ghent University Maritime Institute.

She has been working with Ghent Port Company since 1992, where she started her career as a PR assistant (PR department). Not much later, she was appointed head of PR until in 2004 she opted for a new challenge as dry bulk manager and later as an account manager.

Today, as commercial manager her focus points are agribulk, liquids, food and (bio based)chemistry. Account management, trade, prospecting and invest are daily focus points. Since years, she was also appointed as Ambassador for Women in Agribusiness.

Sandra is a board member of FEGRA vzw (Belgian agri federation) and also of Flanders Biobased Valley (bio-energy).

Furthermore she is an ambassador for 'Women in Agribusiness'.

Today she has already been working for 28 years in the port (started as Port of Ghent) that very recently (January 1, 2018) changed to NORTH SEA PORT, the new international merged port.

PORT IN YOUR BLOOD - "To help my port clients boost their businesses and find new investments/port business for them are my daily targets. Know-how, years of experience and people management are some of my useful skills. Linking people in different languages and cultures is always a challenge."

North Sea Port is a unique combination of a deep-sea harbour and a seaport located 32 kilometers inland along the Ghent-Terneuzen Canal. Our port is easily accessible near the North Sea and it distributes incoming goods from all over the world to the European hinterland and beyond. We use 4 different transport modalities: Inland navigation, railways, road transport and pipelines.



Andrew Wilson
Head of BRS Group
BRS GROUP



Andrew Wilson is the Head of Tanker and Energy Research at Barry Rogliano Salles (BRS) shipbroker in Paris, France. Although he coordinates the company's research across the whole energy spectrum, his specialties are oil and tanker markets. He is the editor of Alphatanker, a suite of weekly and monthly publications jointly produced by BRS and AXSMarine. Before joining BRS in 2016, Andrew was a Senior Oil Market Analyst at the International Energy Agency. There he was co-author of the Agency's benchmark Monthly and Medium-Term Oil Market Reports while also being the IEA's expert on tanker and bunker fuel markets. Andrew began his career in 2005 at BP. He is regularly quoted on newswires and in international trade publications and is a regular speaker on oil, tanker and general shipping markets at international conferences. He holds a doctorate from the University of Exeter, UK.

The **BRS Group** is one of the world's leading shipbrokers, with more than 150 years' experience in the international maritime industry. The company employs 500 staff, including more than 220 brokers, and is active in all segments of the shipping industry: Dry Bulk, Tanker, Liner, Chemical, Gas, Offshore, Newbuilding and S&P. BRS maintains a network of 19 offices in Europe, Asia, the Middle East, North and South America.



Olivier Maronneaud
Director
IHS MARKIT



Olivier Maronneaud is a Director in the chemical consulting team at IHS Markit in London. Olivier joined IHS Markit over 6 years ago as a senior analyst focusing on gas-based chemicals and covering the global methanol and acetyls markets before to move to a consulting role, advising chemical producers, financial investors and wider stakeholders on the industry. Olivier started his career working for Arkema in France where he was product manager for PVC with both commercial and marketing responsibilities. Olivier graduated in business administration from Grenoble Graduate School of Business in France."

IHS Markit is the leading source of information and insight in critical areas that shape today's business landscape. Our global information expertise spans a wide set of capital-intensive industries and markets from energy to petrochemicals and transportation. Customers around the world rely on us to address strategic and operational challenges.



Daniel Legg Bio
Senior Consultant
NEXANT



Daniel is a Senior Consultant at Nexant. Daniel's primary area of focus is commercial transaction support, and whilst at Nexant he has advised numerous clients with respect to infrastructure transactions in Europe, North America and Africa. Most of these transactions have involved bulk liquid storage terminals and all major liquid product categories: refined fuels and other refined products, crude oil, basic and speciality chemicals and vegetable oils.

Nexant - For over 50 years, Nexant has provided clients with strategic advice underpinned by deep commercial and technical knowledge across the downstream oil, gas, chemicals, fertilizer and renewable industries. The company has completed thousands of assignments in more than 100 countries. Staffed by over 150 sector specialists worldwide, Nexant consultants include engineers, chemists, economists and business leaders from industry.



Nicholas Giraud
Chief Executive
FORWARDIS GROUP



Nicholas Giraud graduated from the EM Lyon Business School and cumulates today an experience of 22 years in the logistic world at a European level. He began his career in 1998 within the SNCF Group before joining a major LPG company to occupy the position of Logistics Director. He is back since 10 years in SNCF LOGISTICS where he was successively appointed General Manager of a subsidiary in Germany, Sales Director of the Intermodal division in France and Chairman of different logistic providers. Since July 2019, he has become Chief Executive Officer of the FORWARDIS GROUP, a major rail freight forwarder active in more than 20 countries in Europe and transporting 10 million tons per year with a strong modal shift orientation.

"**FORWARDIS** is a rail and multimodal freight forwarder, whose mission is to be an architect of alternative logistics solutions all over Europe and beyond. FORWARDIS combines rail freight with other transport modes (waterways, road, sea), to design the most effective solutions tailored to its clients' requirements and track their logistics, end-to-end. FORWARDIS focuses its activity on bulks and industrial and manufactured products, offering dedicated or shared solutions to its clients' needs."



ChemMed Tarragona: creating value between Port and Industry. Tarragona is the home of the most important Petrochemical complex and a large concentration of manufacturing and processing in the Mediterranean, as a consequence of the excellent location and accessibility from the area to the inner European markets.

ChemMed represents the commitment to develop and enhance the appeal and competitiveness of the area for industry, research and logistics in the chemical plant sector

THANK YOU TO OUR PARTNERS



TEPSA company, pioneering independent company involved in the reception, storage and forwarding of bulk liquids, wholly owned by the French group PETROFRANCE.

TEPSA began its operation in 1964 in Barcelona, in an area of 7,200 m³. Since that time the company has been working to become a strategic ally for its clients, through effective, flexible, and high-quality service. With 900,000 m³ dedicated to petroleum products, chemicals, biofuels and foodstuffs, spread across four terminals, located in the main ports on the Iberian Peninsula: Barcelona, Bilbao, Tarragona and Valencia. Strongly committed to growth to consolidate TEPSA as a key access and distribution company serving both the north and south of Europe.



EUROENERGO ESPAÑA, S.L. is an independent company dedicated to the storage of Petroleum Products and Biofuels in the Port of Tarragona. With the capacity of 331.000 m³ distributed in 18 tanks, two berths for vessels up to 120,000 tons and a connection through pipelines between both berths and the terminal; EUROENERGO has the major versatility and major capacity for simultaneous operations, included ship to ship service. The terminal also provides the latest advanced technologies in this industry with the aim to be of service to its customers, guarantees customized and independent approach to each client with a commitment to continuous improvement of the quality of services, safety and environment protection in its activities.



Vopak Terquimsa with a total capacity of 615.000 m³ and a strategic position in the north-east of Spain Vopak Terquimsa allows logistic access to Spain, the rest of Southern Europe and the North of Africa.

With two terminals, located in the key ports of Tarragona and Barcelona, the terminal offers storage for more than 100 different products, including chemicals, vegoils, biofuels, and petroleum products, making Vopak Terquimsa a reference and leader in the Western Mediterranean. The terminal is committed to continuously improve its activities, being more proactive in its tasks and listening to the needs of its customers, thus anticipating, reinforcing and improving the whole service.



Tank Storage Magazine has been the market leading publication dedicated to the tank storage sector for over 15 years. Its high-quality editorial is read and respected worldwide and each of the 7 issues per year are packed with topical analysis, original interviews and the latest innovations. Over 40,000 copies are printed and distributed each year & it is the only industry publication to be independently audited. A subscription costs just €210 per year and all subscribers receive a free map listing the location, capacity, number of tanks and products stored at all the major independent terminals around the globe. Find out more at www.tankstoragemag.com

Published four times a year, **Storage Terminals Magazine** is the premium business magazine for executives, technicians, engineers and all professionals working in the global bulk liquids storage industry. With its high level content, industry expert contributions and unparalleled global news coverage, Storage Terminals Magazine gives you the information you need to make your business run smoother, safer and more profitably.

Storage Terminal Magazine has been providing first-class coverage of the global bulk liquids terminal industry for 10 years now. Since the magazine's launch we have consistently provided timely, well-written and valuable editorial to our global readership of tank terminal executives. To date, Storage Terminals Magazine continues to successfully grow issue on issue and from strength to strength, consistently increasing its global circulation, distribution, readership, coverage and partnerships.

Each edition focuses on a specific geographical area: Europe, North and South America, Asia, etc. In addition each issue includes news, developments on the industry and companies in the market, information and details on terminal expansion projects, updates of safety and regulations and feature articles on terminals and industry equipment and service companies. So whether you are searching for an update on the effects of oil price movements on demand for storage capacity, technical articles on how to ensure your facility runs as efficiently as possible, or the latest updates on regulation and environmental compliance, you will find all you need in Storage Terminals Magazine.





4th EDITION

The Med Hub Day 2020

19 - 20 November 2020
Tarragona, SPAIN

Official Sponsors



Port Tarragona



Hub day – A unique opportunity to learn the advantages of Mediterranean area for liquid bulk activity



Learn about new liquid bulk flows to the Mediterranean area.

Network with prospective clients, peers and other stakeholders in the supply chain industry.

Identify business opportunities and areas of focus to improve your competitiveness.



Port Tarragona

Save the date



Port Tarragona



**THANK YOU TO ALL THE ATTENDEES
SEE YOU IN NEXT 2020 EDITION**