

Evolve

The mail, express and logistics horizon is expanding... Be prepared to think about 'co-opetition', collaboration and public-private partnerships!

As regional postal organisations gear up for liberalisation and/or privatisation, maintaining market share and developing new revenue channels are crucial to business continuity. Postal organisations can no longer operate like bureaucratic monopolies, and have to become commercially focused. Express service providers are eating into the mail space, and they are developing new products much faster than post operators can react. Logistics operators see an opportune gap. Will they all integrate or will the market just saturate? Will the 'co-opetition' business model be the only way forward?

There is no better time to stage the **Asia Pacific Mail & Express 2006** than NOW. At this in-depth conference, CEOs and postmasters from regional public and private operators will address the key issues facing the mail, express and logistics business nowadays. This definitive mail and express conference is not about meeting with the regular peers talking about the usual same old issues. **Survival, strategy, innovation** and **value creation** through cooperation and collaboration are the key words you will be hearing throughout this information-packed Conference.

Why you must attend

- If your postal organisation is planning for privatisation, you can learn from the successfully-privatised post offices.
- If you plan to develop express services products, you need to know what the other incumbents are doing.
- If you are in the logistics sector, you need to plan ahead in the face of potential integration of the mail, express and logistics sectors.
- If you are a heavy direct mail user, you can learn about the latest direct marketing tools available from your postal suppliers.

Asia Pacific Mail & Express 2006 will create a conducive business environment to foster interaction and commercialisation amongst delegates, sponsors, exhibitors and speakers.

Who should attend?

- Post offices
- Postal regulatory boards
- Postal savings banks
- Post office partners (insurance, telecoms)
- Express service providers
- Integrated logistics companies
- Supply chain solution providers
- Cargo airlines
- Investment banks
- Direct mail users
- Postal equipment suppliers
- Mail infrastructure suppliers
- Software vendors (eg RFID, security, barcoding)
- Industry consultancies
- Industry lawyers

Conference at a glance

Conference Day One – 3 October 2006, Tuesday

- Overcoming postal and regulatory challenges in Asia Pacific
- Competing in a liberalised market
- Investing in the postal industry of the future
- Regional postal trends and investment climate
- Public-private partnerships and alliances as a viable business model
- Cooperation and competition as a business model
- Successful postal sales strategies in the express area
- Diversifying and identifying new revenue streams
- Capitalising on the growth of postal financial services as a new revenue

Sundown cocktail reception 

Conference Day Two – 4 October 2006, Wednesday

- Building an independent express network in the age of consolidation
- Express market updates and investment opportunities
- Innovation, growth and mail as a "value" for customers
- Working closely with the postal service provider
- Promoting the increase in direct mail usage in Asia Pacific
- Using new technologies to drive efficiency and to develop new products
- Current trends in infocomm technology applications by the operators and the industry
- Integration of the mail and express business with logistics

Post-Conference Masterclass – 5 October 2006, Thursday

Transforming your post from a traditional bureaucratic monopoly to being a customer-focused and quality improvement-oriented organisation, that is commercial and competitive

Participating companies include:

- Korea Post
- Sri Lanka Post
- Philippine Postal Corporation
- Emirates Post
- Japan Post
- Israel Postal Company
- PT Pos Indonesia
- Pakistan Postal Services Corporation
- Vietnam Posts and Telecommunications Group
- Belgian Post International
- Swiss Post International
- Aramex International
- Pitney Bowes International
- The Association of Malaysian Express Carriers
- Express Industry Council of India
- TNT Express
- DHL
- FedEx

and many more...

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8.30 Registration and morning coffee

8.50 Opening remarks from the Chairman



Derek Osborn
Director
E-Biss International and
former member of senior management, Royal Mail, UK

OVERCOMING REGULATORY CHALLENGES IN ASIA PACIFIC

9.00 Postal and regulatory challenges in the Asia Pacific region

- Customer needs and market developments
- Postal reform and commercial challenges
- Pricing, product and channel strategy
- The big regulatory issues



Dr Tim Walsh
Director, Strategy and Regulatory Affairs
Pitney Bowes International, UK and
Chairman, Postal Affairs Committee
Federation of European Direct Marketing

COMPETING IN A LIBERALISED MARKET

9.30 Posts can compete successfully in a liberalised market

- View on Belgian Post
- Postal environment is changing fast
- Liberalisation and USO
- Privatisation in the postal world
- Successful completion



Peter Somers
Managing Director
Belgian Post International, Belgium

INVESTING IN THE FUTURE

10.00 Many roads to success - The challenges ahead for post and express

- The drivers of success
- The demand for infrastructure
- The role of country borders
- Monopoly vs competition
- The level playing field



Scott Price
Chief Executive Officer
DHL Express Asia Pacific

10.30 Investing in the postal industry of the future

- Key attributes of the postal service of the future
- Investment guidelines
- USO and regulatory dynamics
- Developing partnerships that work regionally and globally
- Setting up a wide-spread distribution network
- Encouraging innovation and flexibility



Daniel Baettig
Chief Financial Officer
Swiss Post International, Switzerland

11.00 Morning refreshments

REGIONAL FORUM

11.15 Privatization and postal service strategy of Japan Post

New
Katsuyuki Okada
Senior Managing Executive Officer
Japan Post

11.45 Postal trends in Asia Pacific

This forum brings together the postmasters and senior management from Asia Pacific's postal organisations, who will share their views on the impact of deregulation, market trends, investment climate and regional partnerships.

Panelists:



Kyung-Won Jung
Director General
Korea Post, Korea

Arshad Khan
Director General
Pakistan Postal Services Corporation, Pakistan



Elizabeth C Tungol
Assistant Postmaster General for Finance
Philippine Postal Corporation, Philippines



Shervyn Senadheera
Postmaster General
Sri Lanka Post, Sri Lanka

Soebandi

Director of Courier Business / Operation
PT Pos Indonesia, Indonesia

Senior representative
Vietnam Posts and Telecommunications Group, Vietnam

Moderator:

Rob Mayo
Business Development Manager
Asia Pacific Post

PUBLIC-PRIVATE PARTNERSHIPS AND ALLIANCES

12.45 Emirates Post – A dynamic postal organisation with innovation as key to success

- Innovative measures that Emirates Post has adopted
- Using its vast postal network to launch a variety of non-postal services
- Examples of successful private-public partnerships
- Leveraging high technology to create a new business model eg. integrated POS system
- Lessons for Asia Pacific's post offices



Abdulla Al Daboos
Director General
Emirates Post, UAE

1.15 Networking lunch

2.15 Partnerships and alliances as the way forward – Cooperation and competition as business models

- Both private and public operators have established their own networks for collection, conveyance and delivery, mostly running parallel with one another
- Is each and every segment in that supply chain profitable? Where can you speak of subsidising one which is compensated for (or not) by the other: collection – conveyance – delivery and/or handling/processing?
- Airlines and automotive industry are far advanced in the 'co-opetition' (cooperation – competition) concept. Airlines have teamed up through integrated networks, automotive industry sell parts i.e. to each other
- In today's changing postal environment, can 'co-opetition' be a sustainable and viable business model?



Carl Schelfhaut
Director, International Relations, Asia Pacific and Middle East
DHL Global Mail

2.45 Successful postal sales strategies in the express area

- What drives postal customers
- What will be the main differentiators for the future
- Partnership or stand alone
- An Asian best practice case study



Ernst Hoestra
Global Industry Director, Postal
TNT Express, The Netherlands

3.15



An **express and exciting** way to meet fellow conference delegates and industry peers. These brief meetings are the starting point for conversation and networking throughout the conference. This is where long-lasting and profitable business relationships begin.

4.00 Afternoon refreshments

NEW REVENUE AND BUSINESS OPPORTUNITIES

4.15 Panel discussion: Diversifying and identifying new revenue streams

- Innovation as key competitive tool in a competitive postal environment
- New products and services that leverage post infrastructure, brand and integrity
- Opportunities in high-value niche services
- Cost side innovation
- Retail innovation
- Developing and managing an innovative culture
- Value of innovation to postal customers

Panelists:



Kyung-Won Jung
Director General
Korea Post, Korea



Shervyn Senadheera
Postmaster General
Sri Lanka Post, Sri Lanka

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Abdulla Al Daboos
Director General
Emirates Post, UAE

Rob Mayo
Business Development Manager
Asia Pacific Post

Arshad Khan
Director General
Pakistan Postal Services Corporation, Pakistan

Moderator:
Paul Needham
Chief Editor
CEP-Research

5.00 Panel discussion: Postal financial services - International remittances - A vital growth opportunity for Asia Pacific's postal operators

In the Asia Pacific region today, 42% of total postal income is derived from postal financial services. The UN Capital Development Fund states postal savings bank is a critical provider of financial services to the poor and low income segment of the population. The challenge is in expanding retail capacity to serve the 'un-banked and under-banked'. The post office is also one of the leading providers of life insurance. The industry is witnessing an unprecedented surge in international remittance business with most postal operators gearing themselves to 'ride on the remittance wave'.

This panel of global experts from both the banking and postal community will discuss the characteristics of international remittances in the Asia Pacific, carrying out a high level SWOT analysis on the current scenario and also advising on the right price and product positioning to achieve sustainable growth. More importantly you will leave with valuable tips and real facts on how postal operators can strengthen and increase their share of the international remittance business in their respective markets.

Panelists:



Tetsuo Onda
General Manager of International Business
Postal Savings Business Department, Financial Services Headquarters
Japan Post, Japan



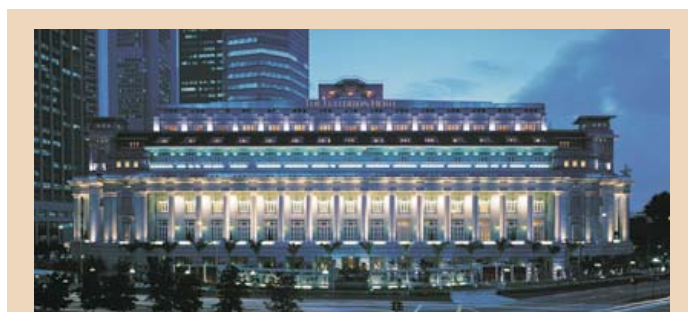
Timothy Merrell
Director, Head of Financial Institutions Payments
Global Transaction Banking - Cash Management
Deutsche Bank, USA

Moderator:
Henrik Parl
Managing Director
Eurogiro, Denmark

5.45 Close of Conference Day One

6.00 Sundown cocktail for a successful day one delivery!

Sponsored by



All speakers and delegates are invited to join in a special cocktail session hosted by Elsag, at the Fullerton Hotel, Post Bar. Post Bar is a trendy bar where style-setters call its own. At Post Bar, guests can mingle at the Cocktail Bar, or the Music Room. Amidst the sophisticated look, feel and sounds at Post Bar are historical touches such as the original ceiling and pillars of the original General Post Office, making a trip here truly a feast for the senses.

8.30 Morning coffee

8.50 Opening remarks from the Chairman Prof Matthias Finger



Chair, Management of Network Industries
College of Management of Technology
Swiss Federal Institute of Technology, Switzerland

"EXPRESS" YOUR WAY TO SUCCESS

9.00 The Middle East story – Building Aramex – An independent express network in the age of consolidation

As difficult as it may be to succeed in the China market, the Middle East economies have been growing at an exponential rate but not many operators have been able to develop a sustainable business model. Hear from the founder of Aramex, on how he faced the odds in gaining a strong foothold in the Middle East and a strong position in the Indian sub-continent and Asia. He will share his personal insights on how budding entrepreneurs can learn from the "Fred Smith" of the Arab world markets. Tapping on the brains from the Arab world guru, you will get tips on the common pitfalls in doing business in this region. He will give you an insight into the future as to how the Middle East will play in the large global trade and what you need to know to be ready to seize the opportunities.



Fadi Ghandour
Founder, President and CEO
Aramex International, Jordan

9.30 The challenges and future of express

- How globalisation changes the Express industry
- Overcoming the cross-border barriers
- Trends for air cargo
- The growth and future prospect



David J Ross
Regional Vice President
FedEx Express South Pacific

MARKET UPDATE IN KEY MARKETS

10.00 The Malaysia story – Express industry update

- A SWOT analysis of Malaysia's express industry
- Regulatory issues
- Investment opportunities within
- Future potential



Teong Teck Lean
President
The Association of Malaysian Express Carriers, Malaysia
and Chief Executive Officer, **GD Express Carrier**

10.30 Morning refreshments

10.45 Linking high performance postal express network KPG

Shuji Obu
Vice President
Japan Post

11.15 Express market update in Vietnam – The value add proposition

Senior representative
Vietnam Posts and Telecommunications Group, Vietnam

11.45 Express industry in India – The new growth story

- Overview of express industry in India: history, evolution, present scenario, markets and segments
- Opportunities within and beyond
- Regulatory issues



R K Saboo
Chairman
Express Industry Council of India and
Deputy Managing Director, **First Flight Couriers Ltd, India**

VALUE CREATION FOR YOUR CUSTOMERS

12.15 Innovation leading to growth – Creating value for your customers and growing your profitable mail volumes

- Understanding the needs of your customers and what their business objectives are
- Creating value for your customers through innovative use of mail services
- Re-inventing the post to grow profitable mail volumes
- Moving from volumes and prices to selling business solutions
- Investment in the future of mail for you and your customers



Derek Osborn
Director
E-Biss International and
former member of senior management, **Royal Mail, UK**

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12.45 Exploring and developing the benefits of working with your postal service provider from a major mail user's perspective

- Refining the lodgement process through the development of a partnership programme between mail houses and the post
- Providing additional benefits to the generators of mail, processors of mail and postal service providers by building on the lodgement process to develop an environment based on a total quality culture
- How the process has stimulated industry service providers to develop tools to assist with the lodgement and quality processes
- Current examples from Australia of the mailing industry working together with the post in the development of opportunities in growing mail volumes

Chris Smith

Managing Director
Postal and Compliance Consultancies
 Immediate Past President
Major Mail Users of Australia

1.15 Networking lunch**KEYNOTE FEATURE – PRIVATISATION IN ACTION****2.15 Special address: Israel Post - From government agency to state-owned company and beyond**

Avi Hochman
 CEO and President
Israel Postal Company, Israel

APPLYING DIRECT MAIL AND SATISFACTION MARKETING PRINCIPLES**2.45 Panel discussion: Direct mail as a revenue stream**

- Direct mail growth in Asia Pacific
- Incentives to promote direct mail
- Providing research. Targeted data. New data.
- Future trends and opportunities

Panelists:

Paul McLean

Head, Direct Mail Council
Direct Marketing Association of Singapore, Singapore



James Thornton
 Managing Director
Mailing List (Asia), Philippines

Moderator:

Carl Schelfhaut

President
Asian Mailing Association

**3.30 Afternoon tea and FUN Games****3.45 Satisfaction marketing: Transforming your business to meet the needs of today's demanding customer**

Today's empowered customer can buy from anyone at anytime anywhere and has access to nearly unlimited information to support them throughout the buying process. Marketers must learn to adapt in order to grow their businesses and maintain margins.

- Customer data infrastructure to improve the customer experience
- Requisite balance between selling and servicing to ensure optimal return on marketing investment
- Respect for customer privacy and proper data protection security measures
- Embracing the customer as an intrinsic, essential part of the marketing process



Lisa Watson
 Managing Director
Ibis Intelligence Services and
 Chairman
Direct Marketing Association of Singapore

EFFICIENCY THROUGH TECHNOLOGY AND PROCESS**4.15 Case study: Using new technologies to drive efficiency and to develop new products to augment revenue from traditional mail**

- Impact of information technology on the mail industry
- How developing countries are affected by information technology
- The Philippine Postal Corporation (PPC) experience
- New prospects and opportunities for PPC

**Elizabeth C Tungol**

Assistant Post Master General for Finance
Philippine Postal Corporation, Philippines

4.45 How do infocomm technologies (ICTs) transform the postal industry?

- Past effects of the ICTs on firms (products and process innovations)
- Past effects of the ICTs on the industry (substitution and induction)
- Current trends in both operators (e-Post) and the industry (ubiquitous post)
- What is the future for the postal industry: opportunities and threats of the ICTs?

**Prof Matthias Finger**

Chair, Management of Network Industries
 College of Management of Technology
Swiss Federal Institute of Technology, Switzerland

INTEGRATION OF FREIGHT FORWARDERS, POSTAL OPERATORS AND LOGISTICS PROVIDERS – COMPLEMENT OR COMPETE?**5.15 Panel discussion: Integration of the mail and express business with logistics**

The integrators such as DHL, UPS, TNT and FedEx have been able to dominate the global express and logistics services. But how true is this scenario? From customers who deal with these integrators, it is common to hear that the team that provides express services is completely different from the team that provides integrated logistics services. There are still opportunities for the integration of such services. How should logistics operators as well as postal service providers develop their future strategic direction in view of the challenges posed by the integrators? Will we witness the demise of the 3PLs through such integration?

Panelists:

Soebandi

Director of Courier Business / Operation
PT Pos Indonesia, Indonesia

**A/P Mark Goh**

Director, Industry Research
The Logistics Institute Asia Pacific, Singapore

**Koh Jin Kiat**

Supply Chain Director
Reader's Digest Asia Limited, Singapore

Moderator:

Paul Lim

Founder and President
Supply Chain Asia

**6.00 Question and answer session****6.30 Close of Asia Pacific Mail and Express 2006 See you in 2007!**

Media partners:

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transportweekly
 www.transportweekly.com

Post-conference Masterclass

Transforming your post from a traditional bureaucratic monopoly to being a customer-focused and quality improvement-oriented organisation, that is commercial and competitive

Objective

This participative workshop provides a strategic overview of the journey which is being undertaken by posts as the market around them changes rapidly. It includes some very practical suggestions and ideas for delegates to take away with them and use in their organisations.

Agenda

1. Strategic perspective

- Vision for the transformation journey
- Where you want to be in the future
- Understanding where you are coming from
- Knowledge and value currently embedded in the organisation
- Defining key milestones for the journey

2. Organisation culture and focus

- Defining new priorities
- Key messages and communications
- Management of change
- Maintaining the momentum

3. Customer focus

- Internal and external customers
- Understanding their needs
- Focusing on customer requirements
- Quality and improvement

4. Commercial and competitive strategies

- What is the market
- Who are the competitors
- Acquiring, engaging and retaining customers

5. Investing in your people and your future

- Recruitment and retention
- Developing management capability for the future
- Engaging and motivating your staff
- Training and career development

About your leader



Derek Osborn, Director, **E-Biss International** and former member of senior management, Royal Mail, UK

Derek Osborn is an acknowledged international postal expert and an innovative business coach and facilitator. For over 22 years Derek was in Senior Management in Royal Mail in the UK, which included responsibility for national transport projects and consultancy on delivery operations and quality performance. He also focuses on strategy and human resource development.


Masterclass will commence at 9am sharp and conclude at 5pm. Registration starts at 8.30am. Lunch and refreshments will be served at the appropriate times.

About our sponsors

Bronze sponsor:

 **BÖWE BELL+HOWELL** BÖWE Bell + Howell has over 40 years of experience in the postal/sorting automation industry; developing, manufacturing and servicing a host of stand-alone and integrated solutions for postal logistics. The company also offers best-in-class, competitive services that range from technical support to reconditioning of legacy equipment as well as customer relationship management. www.bowebellhowell.de

Cocktail sponsor:

 **ELSAG** A Finmeccanica Company
Elsag, part of Finmeccanica - Italy's largest High Technology group, a strategic leader in Aeronautics and Defence – is a benchmark player in Automation, Security and IT Solutions for Defence, Postal Services, Public Administrations, Transport and Logistics. Elsig provides the full range of automation equipment and information systems to postal services. www.elsag.it

About our endorsers



Asian Mailing Association

The **Asian Mailing Association** represents the domestic and international mail industry, and acts as a common platform in the Asia Pacific region for the Mail Providers and Users, Public Postal Operators and their respective Regulators, the UPU and APPU in social, economic regulatory and legal matters which are to the benefit, interest or concern of the Industry. As such it has a clear aim at advancing the efficiency and proficiency of the "code of conduct" in and for the industry, and to provide continuing updates, information and exchange of local and foreign knowledge and experiences amongst its members.



Founded in 1966 as the Association of Hong Kong Air Freight Forwarding Agents (AHAFA), the **Hongkong Association of Freight Forwarding and Logistics Ltd. (HAFFA)** is a non-profit making organisation which promotes, protects and develops the carriage of goods in Hong Kong. HAFFA is involved with coordinating, lobbying and liaising with government as well as other industry authorities and local terminal operators. HAFFA represents its members' interests at meetings of FAPAA, IATA and FIATA, ensuring that Hong Kong's voice is heard at international industry conference.



ADMA is Australia's principal body for information based marketing. Its mission is to create an environment for the positive growth of responsible direct marketing in Australia. ADMA represents 500 members that generally fall into one of two broad categories: (a) Direct Marketing Users: Organisations that market their products and services directly to consumers and businesses via telemarketing, advertising mail and other print media such as catalogues and magazines, direct-response television and radio, the internet, mobile marketing and other new interactive media. (b) Direct Marketing Suppliers: who provide technical and creative support, goods and services. www.adma.com.au



The **DMA: India** has nearly 100 members, belonging to various fields of marketing, including various foreign DM Associations. The most important feature of the Association is the introduction of Indian companies to foreign companies and vice versa. It also researches and prepares customised reports on specific queries from international companies, including contact details of Indian firms which serve as introduction for business partnerships. www.direct-marketing-association-india.org



The **Direct Marketing Association of Singapore (DMAS)** aims to facilitate the development of direct marketing infrastructure, promote and protect DMAS members' interests, and share information and ideas on direct marketing. Its mission is to enhance the growth and profitability of member organisations and their adherence to high ethical standards of practice. DMAS safeguards members' interests by constantly seeking to raise the stature and standards of direct marketing and building consumer trust and confidence in the discipline. www.dmas.org



Express Industry Council of India (EICI) is the apex body of Express Industry in India. It represents a cross section of members drawn from international and domestic express companies. EICI manages the Common User Express Terminals at the Mumbai and Delhi international airports and is also working jointly with the Indian Customs in developing a state of the art EDI that will increase India's global competitiveness. EICI is key driver of policies impacting the express industry and aims to create a favourable environment by promoting the common interest of its members. www.eiciindia.org



The **Hong Kong Direct Marketing Association** represents and promotes the best practices of direct marketing principles. The Association also serves to protect the common interests of those in the communication business and associated industries. The HKDMA conducts regular activities such as luncheons and seminars, networking events, newsletter and publications as educational and communication channels for industry practitioners.



The **Japan Direct Marketing Association (JADMA)** is the official representative body of the direct marketing industry in Japan, operating as a non-profit organization with the support of the Ministry of Economy, Trade and Industry. The association was founded in October 1983, to promote fair trading and a code of commercial ethics within the direct marketing industry, and to act as the central body to coordinate self-regulations within the industry. www.jadma.org



Supply Chain Asia is a community set up to bring logistics and supply chain professionals working in Asia together. As part of our community development efforts, Supply Chain Asia has remained neutral in terms of the way it align itself to all the players in the industry. Today, Supply Chain Asia is a self-funding community without any corporate sponsors, although it works closely with many organizations as well as individuals in providing a platform for them to network and conduct business. www.supplychainasia.com



For more information, please contact Mr Songpol Shanmatkit, President of Thai Direct Marketers Association, on Tel: +662 347 0099 / Fax: +662 347 0377 / Email: info@dmthai.com.



Established in 2002, The **China DMA** is a national non-profit organization based in Shanghai and operating on the PRC market. The China DMA gives you an insight into the direct marketing industry along with professional advice on many aspects of it. The objectives of the China DMA are: promotion of DM as a value-add to society, education on how to more effectively practice DM, and support for a world-class DM regulatory environment. www.TheChinaDMA.com.

Evolve

Stamp your mark in the Asia Pacific mail and express markets

Be our partner – be seen as a prestigious sponsor at the inaugural **Asia Pacific Mail and Express 2006** - the perfect learning and networking opportunity for mail, express and logistics sectors.

With intense competition, postal privatisation and sector-crossing, these sectors look to software applications and turkey technologies for operational efficiency and cost reduction. Are you ready to be part of this change and showcase your products and services?

Why sponsor / exhibit at Asia Pacific Mail and Express 2006?

Sponsorships will help your company achieve its marketing objectives:-

- A role in shaping the conference programme; selected sponsorship options offer speaking opportunities
- An excellent showcase for your products and services with prestigious association and a global branding
- The conference provides unparalleled, cost effective exposure and branding to your target audience, cumulating to face-to-face meetings with your prospects.
- Plenty networking platforms through our Contact system, speed networking session, luncheons and sundown cocktail.
- Incomparable lead generation and profiling through media partners, mail publications, direct mailers, industry associations, fax and email campaigns

Who should sponsor / exhibit?

- Mail express companies
- Integrated logistics companies and 3PLs
- Mail facilitators
- Industry consultants and lawyers
- Investment and economic development agencies
- Investment banks and project financiers
- Airport and airline cargo operators
- Pre-mail and post mail solutions
- Mailroom solutions and related equipment
- Sorting and tracking technologies such as RFID, bar-coding and wireless enterprise solutions
- Security applications
- Logistics and supply chain solutions
- Outsourcing solutions

Present your ideas and solutions to this evolving and challenging market in Asia Pacific...

**The earlier you come on board,
the more marketing mileage you get!**
We are as serious as you are about this growing market.
For sponsorship and exhibition options,
contact Anna Lee today on +65 6322 2712 or
email to anna.lee@terrapinn.com

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So do Intelligent Sorters.



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BÖWE BELL + HOWELL has over 40 years of experience in the postal/sorting automation industry; developing, manufacturing and servicing a host of stand-alone and integrated solutions for postal logistics.



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We focus on modular designed high-speed sorters, variable applications for mixed mail processing, advanced address reading technology (OCR and handwriting) and customer tailored solutions for all segments in the mailing and postal industry – everything from letter production to mail delivery.

Our list of customers includes private mail service providers to the largest postal services such as Deutsche Post (Germany), USPS (USA), UK Mail (UK), Unipost (Spain), Swiss Post (Switzerland), the Korean Post etc. We serve our customers throughout Europe and Asia from our head office in Rosbach close to Frankfurt/Main, Germany.

Don't worry about mail. Just sort it.



BÖWE BELL+HOWELL

www.boewe-bellhowell.eu

Registration form



3 – 5 October 2006, Grand Hyatt, Singapore

Attention: Kimberly Teo

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 Harbourfront Tower One, Singapore 098633
Biz Reg No.: 198902388R
 If you have any enquiries regarding this conference, please contact Kimberly Teo at congress.asia@terrapinn.com

Delegate fees

Package	Dates	Regular fee	Early bird fee (register before 31 July 2006)
<input type="checkbox"/> 3 day Gold Pass (Conference and Post Conference Masterclass)	3 – 5 October 2006	SGD 3,695	SGD 2,956 Save SGD 739
<input type="checkbox"/> 2 day Conference	3 – 4 October 2006	SGD 2,895	SGD 2,316 Save SGD 579
<input type="checkbox"/> 1-day Post Conference Masterclass	5 October 2006	SGD 1,295	SGD 1,036 Save SGD 259

REGISTER before 31 July and save up to SGD739!

* 5% of GST applies for local delegates.
 * The registration fee includes lunch, refreshments, full conference documentation and cock tail. The fee does not include hotel accommodation. Payment terms are 7 days.
 Delegates may be refused admission if payment is not received prior to the conference.
 * Members of endorsing associations are entitled to a 20% discount.

Corporate groups. Yes, I want to send a team and save even more.

Delegates	Package	Normal price	Group price
<input type="checkbox"/> 3	3 day Gold Pass	SGD 11,085	SGD 9,976.50 Save SGD 1,108.50
<input type="checkbox"/> 6	3 day Gold Pass	SGD 22,170	SGD 17,736 Save SGD 4,434
<input type="checkbox"/> 8	3 day Gold Pass	SGD 29,560	SGD 22,170 Save SGD 7,390

Benefits to corporate groups:

- Reserved seats at conference
- Priority check-in
- VIP registration packs

**Corporate booking prices cannot be used in conjunction with any other promotional prices

Attendees Details

	Mr/Mrs/Ms	Full Name	Job Title	Telephone	Email
1					
2					
3					

For groups of more than 3, please attach a separate sheet with details of all attendees. Alternatively call +65 6322 2728.

Company Details

Signatory must be authorised to sign on behalf of contracting organisation

Name:

Job title:

Authorising Signature:

Email:

Organisation name:

Industry:

Address:

Postcode: Country:.....

Tel: Fax:.....

Venue and hotel accommodation

Venue:
Grand Hyatt Hotel, Singapore
 10 Scotts Road, Singapore 228211
 Tel: +65 6738 1234 Fax: +65 6732 1696
 Email: reservations.sg@hyattintl.com

Hotel Accommodation: The conference fee does not include hotel accommodation. For special rates, please make your bookings directly with the hotel and state that you are attending Terrapinn's **Asia Pacific Mail & Express 2006**. Please book early to avoid disappointment.

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Cancellation and transfer

Should you be unable to attend, a substitute is welcome at no extra charge. Alternatively, you may choose to credit the full value of your registration towards a future Terrapinn event. A 50% refund and the course documentation will be provided for cancellations receiving in writing 2 weeks in advance. The company regrets that no refunds will be made for cancellations received less than 2 weeks prior to the conference. A complete set of course documentation will, however, be sent to you. Terrapinn reserves the right to cancel or alter the content and timing of the program or the identity of speakers for reasons beyond its control.

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Method of payment

Payment terms are 7 days. The conference registration pack will be sent to you once payment has been received.

Bank Transfer Crossed cheque payable to Terrapinn Pte Ltd

Mastercard Visa American Express JCB Please invoice me

Payment via Visa & MasterCard will be converted and charged in SGD at the prevailing rate in order to comply with the bank's policy

Cardholder's Name:

Card Number:

Cardholder's Signature:

Expiry Date:

Bank Transfers: Payment by bank transfer must quote the delegate name and reference below. Transfers should be made to Standard Chartered Bank, 6 Battery Road, Singapore 049909
Account name: Terrapinn Pte Ltd, Account No. 01-008-9045-8
Payment must be received before the conference date in order to guarantee your place. Unpaid registrations will be billed 50% of the registration fee if you do not attend the event. You will, however, be given access to our online contact system, and a copy of the conference documentation will be sent to you. Reference – 181158