

AFIF2007

ANNUAL CONFERENCE, 23-25 May
Cairns, Queensland, Australia

REGISTRATION AND CONFERENCE PROGRAM



Gold Sponsors



SECRETARIAT ADDRESS

AFIF 2007 Conference Secretariat
PO Box 180
Morisset NSW 2264

Tel: (02) 4973 6573
Fax: (02) 4973 6609
Email: afifconference@willorganise.com.au
Website: www.afif.asn.au/afifconference

VENUE

Cairns International Hotel
17 Abbott St, Cairns, QLD

Tel: (07) 4031 1300
Fax: (07) 4031 1801
Website: www.cairnsinternational.com.au

REGISTRATION

Each person attending the conference needs to complete his or her own form and return it to the conference secretariat, with payment.

You can also register online at www.afif.asn.au/afifconference

A letter of confirmation will then be forwarded by email. Your registration form acts as your tax invoice.

Please ensure you read all information in this brochure carefully before answering the questions on the registration form.

REGISTRATION FEES

All fees include GST	Earlybird Before 14 April	Standard Before 5 May	Late After 5 May
Member *	\$700	\$800	\$900
Non Member	\$810	\$910	\$1010
Accompanying Person	\$285	\$285	\$285
Day Registration	\$370	\$420	\$470

* Please note: Members of CBFC are entitled to register for the conference at the members rate.

INCLUSIONS FOR REGISTERED PERSONS:

Members and Non Members

- Attendance at Sessions
- All Official Documentation
- Morning & Afternoon Teas & Lunches
- Welcome Reception
- Conference Dinner
- Happy Hour
- Entrance to Exhibition
- GST

Accompanying Persons

- Welcome Reception
- Conference Dinner
- Happy Hour
- Lunch on Thursday at Local Restaurant
- GST

Day Delegates

All entitlements for day of attendance only

- Attendance at Sessions
- All Official Documentation
- Morning & Afternoon Tea & Lunch
- GST

PAYMENT OF FEES

Payment of fees must accompany all registrations and may be made by personal cheque or credit card (Mastercard, Visa or AMEX only). Cheques should be made payable to AFIF Conference.

GST

ABN 83 722 696 718

Your registration form acts as your tax invoice. Please refer to the accommodation section for tax invoices relating to accommodation bookings.

CANCELLATIONS AND REFUNDS

Cancellations must be notified in writing to the Secretariat.

Cancellations received:

- Before 21 April 2007 will incur a A\$110.00 cancellation fee.
- Before 5 May 2007 will receive a 50% refund of fees paid.
- After 5 May 2007 there will be no refund.

REGISTRATION DESK

The Registration Desk will be located in the foyer of the conference area and will be open the following times:

- Wednesday 23 May 4.00pm - 6.00pm
- Thursday 24 May 8.30am - 5.00pm
- Friday 25 May 8.30am - 4.00pm

INSURANCE

The conference organising committee strongly recommends that you take out insurance for your travel and attendance at the conference. The conference cannot accept any responsibility for participants failing to arrange their own insurance.

EXHIBITION AND SPONSORSHIP

A trade exhibition will be held during the conference. A list of exhibitors will be provided at the conference. Companies are also invited to take up conference sponsorship. For more information on exhibition and sponsorship opportunities contact the Secretariat on telephone (02) 4973 6573, fax (02) 4973 6609 or email: affconference@willorganise.com.au.

WHAT TO WEAR

Sessions – Neat Casual

Welcome Reception – Neat Casual

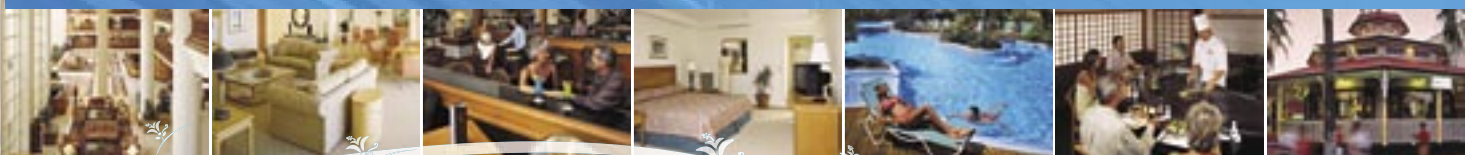
Conference Dinner – Dress in Theme – ‘Grease’ (The Movie).

Some examples of dressing in theme are:

Men – ‘T-Birds Theme’ - White T-Shirt, Blue Jeans, Leather Jackets

Women – ‘Pink Ladies Theme’ - Poodle/A-Line Skirts, Bobby Socks, Saddle Shoes

ACCOMMODATION



All accommodation offered is at the Cairns International Hotel

STANDARD ROOM \$199* per room per night
HARBOURVIEW ROOM \$230* per room per night

All rooms are offered as Single, Twin or Double Use and rates are for room only.

* Please note – this rate is inclusive of GST and the hotel will be responsible for issuing a tax invoice for accommodation payments upon departure from the hotel.

Deposit

Hotel accommodation bookings must be accompanied by a first night's deposit, or credit card guarantee in order to secure your reservation. Your deposit (or credit card number) will be passed on to the hotel and you must settle the balance of your account on check out. The deposit is non-refundable after 1 May 2007 and will be forfeited if you do

not arrive on the date for which you have booked. The hotel holds your credit card as a guarantee only and by providing the card number, you are also providing authorization for the hotel to charge this card if you fail to arrive at the hotel on the date indicated. Your credit card will not be charged until you check out (or fail to arrive), and approve the account.

How To Book

Please complete section C of the registration form. The secretariat will then book your room and send confirmation of reservation. Any change to a reservation must be notified to the Secretariat and not directly to the hotel.

Check in and check out

Check in time is 2.00pm. Check out time is 11.00am. Please let the Secretariat know if you will arrive at the hotel after 6.00pm, failure to do so may mean that your room will be released.

ADDITIONAL TOURS/ACTIVITIES

KURANDA TRAIN AND SKYRAIL TOUR

Wednesday 23 May 2007 9.15am – 5.30pm Cost: \$130 per person

Meet in the reception area of the Hotel at 9.15am, for your transfer to two of the most popular tourist attractions in the far north.

The cableway will take you up above the forest canopy to enjoy the world heritage listed rainforest, arriving in Kuranda at 11.30am. You will have lunch in Kuranda at the famous Kuranda Trading Post Restaurant and some time to explore 'the village in the rainforest'.

Your journey home will be on the world famous Kuranda Scenic Railway and departs at 3.30pm. This amazing journey will stop at Barron Gorge and cross the impressive Stoney Creek Bridge. You will then be transported back to the hotel by 5.30pm.

Please complete section D of your registration form to purchase tickets.

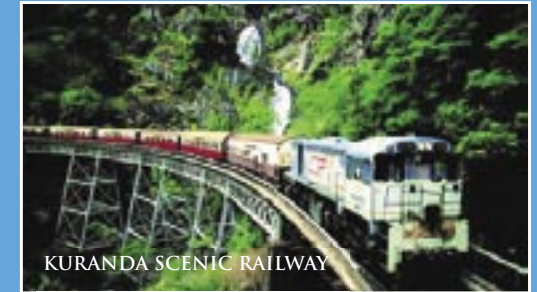
PARTNERS LUNCH

Thursday 24 May 2007

Included for all registered Accompanying Persons

Extra Tickets: \$55 per person

Meet in the reception area of the Hotel at 11.45am, for a short walk to a local Cairns Restaurant. Enjoy the relaxed atmosphere while you dine. Your lunch includes a 2-course meal, some wine and coffee.



SOCIAL PROGRAM

The following events are included in the registration fee for delegates and accompanying persons. If you require additional tickets please complete section D of your registration form.

WEDNESDAY 23 MAY 2007 7.00pm - 11.00pm

Welcome Reception, Poolside

Dress: Neat Casual

Additional tickets: \$90.00

Sit back and relax at our welcome dinner after the Golf day or your day of travel. Enjoy an outdoor function in the grounds of the Cairns International on the Pooldeck level. Tonight is an informal evening, followed by karaoke in the Bluewater Room. Get those vocal cords tuned up and be ready to join in!

THURSDAY 24 MAY 2007 6.00pm - 7.00pm

Happy Hour Drinks, Poolside

Additional Tickets: No cost – open to all

Relax after the day's sessions with some drinks by the pool, sponsored by US Lines. This evening is then free for you to explore Cairns.



FRIDAY 25 MAY 2007 7.00pm - Midnight

Conference Dinner, Cairns Convention Centre

Dress: In theme – 'Grease' (The Movie)

Additional Tickets: \$140.00

Join Delegates at this 'Grease' themed dinner to enjoy a 3 course meal and performance by Nikki Bennett and her talented cast.

Nikki Bennett is one of Australia's finest, most respected and highly sought after cabaret performers. Along with her cast, they will perform a high voltage collection of the major hits, including Grease, Summer Nights, Hopelessly Devoted, Sandy, Beauty School Dropout, Grease Lightning, You're The One That I Want, and many more!

Get your 'Grease lightening arm' ready as this show will have you up on your feet, begging for more Rock'n'Roll!

Dress code is 'Grease' to suit the theme, so have some fun dressing up and join in the action.

Some examples of dressing in 'Grease' theme are:

Men – 'T-Birds Theme' - White T-Shirt, Blue Jeans, Leather Jackets

Women – 'Pink Ladies Theme' - Poodle/A-Line Skirts, Bobby Socks, Saddle Shoes

CargoWise
edi





INVITED SPEAKER



JONAR NADER: Author, journalist, lecturer, philosopher, futurist, consultant, and a corporate and social warrior.

"In whatever you do, you must succeed brilliantly or fail miserably.

If you land in the middle, then you should not have ventured."

Jonar had an early childhood that most people could barely imagine - growing up in the thick of bloody battles on the streets of Beirut, where he tasted war and all its horrors. When Jonar came to Australia, none of the family spoke English. He left school at the age of fourteen and studied part-time while pursuing a corporate career with the likes of IBM, Acer, and Compaq/HP. His roles included Marketing Director and E business Software Manager. He was IBM's spokesman for deep-computing and high-technology. Previous roles at IBM included the Consumer Manager for Asia Pacific South.

Today, Jonar is dedicated to teaching others how to live a zestful and enchanting life. His recent book, called 'Z', is compulsive reading. It will make you think deeply about where today's human race is headed. 'Z' is a book about terrorism. Jonar advises senior government and corporate officials and policy-makers about civil unrest, social threats, national security, and the risks associated with high-technology.

Jonar is also the author of How to Lose Friends and Infuriate People and How to Lose Friends and Infuriate Your Boss. In addition, he is the author of Prentice Hall's Illustrated Dictionary of Computing and the technology writer for Butterworths' Legal Dictionary and The Concise Legal Dictionary. His books are sold and translated around the world, from Brazil to Russia.

He was the co-founder of the Australian Information Technology Society and the co-founder of the Leadership Foundation. Australia's General Peter Cosgrove said, 'Jonar is a wonderfully restless spirit. He has an unquenchable zest for life and for people that is infectious and irrepressible. He has a warm inclusive approach to leadership and team building. He is one of the most persuasive modern workers on leadership I have encountered.'

WEDNESDAY 23 May

- 9.15am Pick up for Kuranda day trip
- 10.30am Bus pick up for golf day
- 11.00am Registration for Golf Day, with 11.30am tee off

7.00pm **WELCOME RECEPTION**
Poolside, Cairns International



THURSDAY 24 May

7.00am Breakfast with Michael Carmody (by invitation only)

9.15am **WELCOME**

Brian Lovell, Chief Executive Officer, AFIF
Fritz Heinzmann, Chairman, AFIF

9.20am **OPENING PRESENTATION**

The Hon Mark Vaile MP, Leader of The Nationals; Deputy Prime Minister; Minister for Transport and Regional Services *(awaiting confirmation)*

9.50am **TRADE FACILITATION AND BORDER PROTECTION: A VIEW OF THE FUTURE**

Michael Carmody, CEO, Australian Customs Service

10.20am **MORNING TEA**



11.10am **AIRFREIGHT FORUM**



With major changes continuing to face the industry, take this opportunity to hear from the major airlines in Australia, the airports and IATA. The airfreight forum will be made up of 3 parts. The first discussion will focus on global developments, followed

*by a panel discussion, including the latest on the ACCC Review of IATA and trends in the market. This will then be followed by a presentation from the major east-coast airports updating us on planned infrastructure developments. The floor will be open to questions. This Forum will be moderated by **Paul Golland**.*

11.15am **E Freight, MIP and C2k.**

Whilst IATA's global E-Freight program will not be conducted in Australia in 2007, the program vital to the whole system - the 'MIP' or Message Improvement Program - will be introduced. What is required of industry in this process and what will the combined role of Cargo 2000 (C2K) mean to E-freight?

Peter Chong, Regional Cargo Director, International Air Transport Association (IATA)

11.25am Panel Discussion. Peter will be joined by:

- **Scott Gregson**, General Manager Adjudication Branch, Australian Competition and Consumer Commission (ACCC)
- **Richard Westmoreland**, Senior Associate, Blake Dawson Waldron
- **Mike Courtney**, Regional Cargo Manager, Cathay Pacific
- **Ram Menen**, Divisional Senior Vice President Cargo, Emirates
- **Stephen Cleary**, Group General Manager Freight, Qantas
- **Clive Finemore**, Chairman, IATA CEC

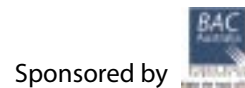
Airlines and the ACCC will discuss the impact of changes to the Cargo Agency & Intermediary program for Australia in light of IATA's decision not to seek a blanket authorisation (exemption) to aspects of the Australian Trade Practices Act. In addition a panel of senior Airline managers will discuss market trends and matters affecting the trade to and from Australia.

12.10pm **Major Developments:**

Senior representatives from the large east coast airports will outline planned infrastructure developments, particularly as to how they will impact on capacity and freight handling capability.

- 12.10pm **Dale Martin**, Air Cargo Development Manager, Brisbane Airport Corporation
- 12.15pm **Michelle Turcotte**, Manager, Freight and Aviation Agreements, Sydney Airport Corporation
- 12.20pm **Lil Valente**, Property Administration Manager, Melbourne Airport
- 12.25pm Question and Answer Session

12.45pm **LUNCH**



2.00pm **HOW TO LOSE FRIENDS AND INFURIATE TERRORISTS**



Jonar Nader. Author, journalist, lecturer, philosopher, futurist, consultant, and a corporate and social warrior. *(see page 5 for brief bio)*

Preparing for failure is a pre-eminent way of maintaining success.

Preparing for war is a sure way of securing peace.

Preparing for an attack is a superior way of mounting a defence.

There was a time when companies appointed specialist sales-people, and soon they learned that everyone in an organisation can make-or-break a sale, so in effect, we were all sales people. Then the same was discovered with customer service managers. Companies will soon learn that every staff member ought to be a security officer.

Terrorists take advantage of the gaps that eventually emerge. Despite extensive training, most staff members would not have a clue if something suspicious were to happen right under their nose, and that's because we tend to train by telling. Jonar advocates training by 'teaching' and this means that staff members and security personnel not only learn, but also believe, understand, accept and adopt. More importantly, they must do these four things consistently and herein lies the challenge if we are ever to overcome the scourge of terror and crime.

3.30pm **AFTERNOON TEA**



4.00pm **DEVELOPING A SECURE SUPPLY CHAIN**

*Customs and Dotars will detail their new and expanded roles in working with commerce and industry to develop a secure supply chain, using methods aimed at minimising disruption to the flow of cargo whilst heightening security. How is this possible and what benefits will industry derive? This session will be moderated by **Brian Lovell**.*

- 4.00pm Setting the Scene, **Brian Lovell**, CEO, AFIF
- 4.05pm The Authorised Economic Operator **Chris O'Keeffe**, Supply Chain Security, Australian Customs Service
- 4.15pm Transport Security at All Costs **Winton Brocklebank**, Director, Aviation Security, Department of Transport and Regional Security
- 4.25pm Panel Discussion. Panel to be joined by:
- **Robert Brown**, General Manager International, Australian Air Express
 - **Barry Long**, Manager NSW, CT Freight
 - **Darryl Sharp**, Vice Chairman, CBFCA
- 4.45pm Close of Sessions

6.00pm **HAPPY HOUR**



FRIDAY 25 May

09.30am **HOW TO LOSE FRIENDS AND INFURIATE COLLEAGUES**



Jonar Nader. Author, journalist, lecturer, philosopher, futurist, consultant, and a corporate and social warrior. *(see page 5 for brief bio)*

Do you divide your day into work, rest, and play? Is work something you do out of obligation? Is rest something you do because you are exhausted? Is play something you do to forget about work? This is not a pleasant cycle.

(cont. over)

Job satisfaction depends on relationships amongst colleagues. Managers push teamwork to foster workplace harmony and in doing so espouse misguided mantras about workplace diversity. Diversity of values, ethics and culture should not be encouraged, where negative traits materialise. Diversity should only be tolerated when people are morally decent, yet have issues beyond their control. Staff members struggle to trust and are afraid to speak up. The likelihood is that they will suffer in silence, lose enthusiasm, and eventually leave. Jonar will outline how to live a life where work, rest and play can be effectively combined. Only then can organisations promote excellence that creates expertise and dynamic, challenging and rewarding work environments, where geniuses are born and organisations grow. Teamwork is about constructing teams that work – not about pleading for people to tolerate each other's differences.

11.00am **MORNING TEA**

Sponsored by



11.30am **SEAFREIGHT FORUM
SEACHANGE IN THE INDUSTRY**

2006 saw a continuation of the merger and acquisition activity that dominated 2005. In addition 2006 heralded the introduction of a brand new line commencing operations in Australia - a rare event indeed. Hear first hand from the players involved in these landmark changes and have your say in the sea freight forum which every year proves to be one of the most popular and often controversial discussions at the conference.

- 11.35am Keys to Successful Growth
Geoffrey Greenwood, Managing Director, Hamburg Süd Australia
- 11.50am US Lines – A Case Study
Noel Coom, Senior Vice President Australia & New Zealand, US Lines

12.05am Panel discussion. Panel to be joined by:

- **Phil Rosser**, Senior Manager Trade Development and Liaison, Sydney Ports Corporation
- **Con Kemertzis**, National Commercial Manager - Europe Trade, Mediterranean Shipping Company (Aust) Pty Limited (MSC)

1.00pm **LUNCH**

Sponsored by



2.15pm **THE GREAT DEBATE
FREIGHT FORWARDING IS A SEXIST INDUSTRY**

This is a topic that everyone has an opinion on! Join this entertaining session and see the men vs the women. You will see debating tactics you did not think possible. The battle of the sexes is on!

Moderator: **John Law**, CEO, Law Rexstraw Lawyers

Teams:

- **Paul Golland**, National UK Trade Development Manager, Halford International
 - **Kym Frearson**, Business Development Manager QLD, Sadleirs International
 - **Andrew Waterworth**, State Manager NSW, Couriers Please
- vs
- **Michelle Turcotte**, Manager, Freight and Aviation Agreements, Sydney Airport Corporation
 - **Nicole Cottrell**, Director of Industry Engagement, Australian Customs Service
 - **Jacqui McCombie**, Managing Director, Globelink International

3.30pm Conference Close

7.00pm **CONFERENCE DINNER**

Sponsored by



The dinner will be held at the Cairns Convention Centre, a short walk from the hotel.

See Page 4 for full details

REGISTRATION FORM

TAX INVOICE ABN: 83 722 696 718

The information below will be reproduced in the delegate list at the Conference and be used for all mailings.

Please complete the form and submit to the Conference secretariat. An emailed confirmation will be sent to you within one week of submission.

AFIF 2007 Conference Secretariat: PO Box 180, Morisset NSW 2264. Tel: (02) 4973 6573. Fax: (02) 4973 6609

OR REGISTER ONLINE AT: www.aff.asn.au/affconference

A. DELEGATE DETAILS

Title: (Mr/Mrs/Ms etc):.....

Given Name:.....

Surname:.....

Organisation:.....

Position:.....

Postal Address:.....

Suburb:..... State:..... Postcode:.....

Tel: (.....)..... Mobile:

Email:.....

Preferred Name on Badge:.....

Special Needs (dietary, access etc):.....

If you do not want details included in the delegate list provided on site, please tick:

ACCOMPANYING PERSON

Given Name:.....

Surname:.....

Special Needs (dietary, access etc):.....

B. REGISTRATION FEES (these include GST)

	Earlybird Before 14 April	Standard Before 5 May	Late After 5 May
Member	\$700	\$800	\$900
Non Member	\$810	\$910	\$1010
Accompanying Person	\$285	\$285	\$285
Day Registration*	\$370	\$420	\$470

*Please indicate which day you would like to attend: Thursday Friday

C. ACCOMMODATION

All rates include GST. One night's deposit, or credit card guarantee must be given to secure your booking. Contact the Secretariat for information on rooms for three or more persons.

I do not require the Secretariat to book accommodation for me.

Room Type:	Cost per room per night	Check in date	Check out date	(Please Tick)	Amount Enclosed (Chq only)	OR Use credit card details as guarantee (Please tick)
Standard Room	\$199	___/05/07	___/05/07	<input type="checkbox"/> Smoking		
Harbourview Room	\$230	___/05/07	___/05/07	<input type="checkbox"/> Non Smoking		

I wish to share my room with: _____



Please note – the Conference Secretariat does not organise share accommodation – if you wish to share, you must find someone to share with.

SUB-TOTAL REGISTRATION FEE: A\$ _____

SUB-TOTAL ACCOMMODATION: A\$ _____

D. ADDITIONAL TOURS/ACTIVITIES

If you would like to bring a partner or friend to a social event, or purchase a ticket for the Kuranda Tour, please complete below and include payment with your registration.

Sponsor	Event	Cost (inc GST)	No of Tickets	TOTAL
	Kuranda Tour & Lunch Wed 23 May	Tickets: \$130.00		
	Welcome Reception Wed 23 May	Included for registered persons Extra ticket: \$90.00		
	Partners Lunch Thurs 24 May	Included for registered accompanying persons Extra ticket: \$55		
	Conference Dinner Fri 25 May	Included for registered persons Extra ticket: \$140.00		

SUB TOTAL ADDITIONAL TOURS / ACTIVITIES: \$ _____

E. GOLF

Event	Cost (inc GST)	No. of Tickets	TOTAL
Golf Day Wed 23rd May	\$125 for AFIF Delegates		
	\$155 for non registered persons		
HANDICAPS: Please fill out your handicap:			

Forms regarding team allocations etc will be sent closer to the conference date.

SUBTOTAL GOLF A\$ _____

H: POLO SHIRTS

This year CaroTrans Oceania Pty Ltd are sponsoring a conference polo shirt.

Please tick which size shirt you would require;

Small Medium Large X Large XX Large XXX Large

G. PAYMENT

(All prices include GST where applicable)

Section B	Registration Fees	A\$
Section C	Accommodation (only complete if paying by cheque)	A\$
Section D	Additional Tours / Activities	A\$
Section E	Golf	A\$
TOTAL FEES ENCLOSED		A\$

I have read and agree to all the conditions outlined in this registration brochure

Please find enclosed cheque/money order payable to AFIF Conference

OR

Please charge the total amount above to the following credit card

Mastercard Visa Card Amex

Credit Card Number _____

Expiry Date.....

Name on card

Signature

Date

AFIF GOLF CHALLENGE

PARADISE PALMS GOLF COURSE

WEDNESDAY 23 MAY 2007

PARADISE PALMS – THE PREMIER GOLF COURSE IN TROPICAL NORTH QUEENSLAND!

**Paradise Palms Golf Course is one of the true jewels of Tropical North Queensland.
In fact you could say it's a golfer's paradise!**

It's obvious why Paradise Palms is regarded as one of Australia's leading championship resort courses and is continually ranked among the best and most challenging – the reason is a combination of the sweeping fairways, snaking creeks, narrow undulating greens and 94 bunkers.

The par 72 course measures 6,592 metres off the championship tees and it's AGU rating of 76 offers the first clue as to the scale of the challenge that awaits the keen golfer.



Paradise Palms offers a great test of golf. The holes are varied and interesting. There are no shared fairways and each hole has its own individual setting or backdrop, be it water, forest, rolling fairway or clubhouse. From every tee, the golfer is presented with a single challenge before them.

Features of the Day;

- ❖ 11.00am arrival time at the course & registration
- ❖ 11.30am Shotgun Start
- ❖ Team prizes and individual prizes
- ❖ Team Perpetual Trophy awarded
- ❖ Lunch included
- ❖ Motorised Cart included
- ❖ Prizes for: Longest Drive, Straightest Drive, Nearest to Pin, Winning 4 Ball Group, Runner Up 4 Ball Group, and of course, a hole in one!

Cost: \$125 for AFIF delegates
\$155 for non-registered persons

Please note – sponsorship of holes is available to companies interested in participating. Please contact the conference secretariat for details. The only way for a company team to be entered into the competition is to take out a corporate sponsorship. All other teams will be at the discretion of the organiser.



\$25,000
PRIZE FOR
HOLE IN ONE

Sponsors

AFIF2007
ANNUAL CONFERENCE, 23-25 May
Cairns, Queensland, Australia

GOLD



SILVER



BRONZE



SUPPORTER

