Economic perspectives for 2016 and beyond in the emerging Black Sea region
Promoting trade and economic cooperation in the Black Sea region
Regional market overview of maritime trade and container traffic outlook in the Black Sea region
Assessing financial viability of infrastructure projects in the Black Sea region
Container shipping line’s perspectives on the Black Sea region
Heavy lift trans-shipment operations in the Black Sea
Trends and development of the Black Sea region as Ro-Ro shipping hub
Adapting the logistics and supply chain sector to the Black Sea region’s increasing economic growth
Choosing the correct technologies for future ports in the Black Sea region
Assessing ports development in the Black Sea region
Maximising the productivity of container terminals in the Black Sea region
Linking world-class ports in the Black Sea with Europe, Asia, Middle East and Africa

Special Offer: Delegate Registrations for Residents and Nationals of Countries in the Black Sea Region at EUR 495 per person or EUR 1,000 for three delegates. Subject to availability. Register today!

Technical Site Visit • 50 International Exhibition Stands • 30 International Conference Speakers • 400 Conference Delegates • Networking Welcome Reception • Networking Welcome Dinner • SPECIAL OFFER: Delegate Registrations for Residents and Nationals of Countries in the Black Sea Region at EUR 495 per person or EUR 1,000 for three delegates. Subject to availability. Register today!

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4. Valeriu Nicolae Ionescu
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    Chief Executive, Transnet Group, South Africa
11. Victor Rohan
    Commercial Director, SOCEP, Romania
12. Alexandru Capatu
    President, For Romania International, Austria

HIGHLIGHTED TOPICS
- Economic perspectives for 2016 and beyond in the emerging Black Sea region
- Promoting trade and economic cooperation in the Black Sea region
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December 2014

5th BLACK SEA PORTS AND SHIPPING 2016
Exhibition and Conference
Hosted by C.N. Administratia Porturilor Maritime S.A. Constanta
Thursday 26 and Friday 27 May 2016

Dear Colleague,

The 5th Black Sea Ports and Shipping 2016 is the largest Container Ports, Shipping and Transport Logistics Exhibition and Conference trade event in the Black Sea Region.

C.N. Administratia Porturilor Maritime S.A. Constanta is delighted to host this event in the modern and prosperous maritime city of Constanta on Thursday 26 and Friday 27 May 2016.

The 5th Black Sea Ports and Shipping 2016 will comprise booth a world-class Exhibition and Conference consisting of 30 international business leaders responsible for global transport and logistics and will be attended by more than 300 senior executives from the world’s leading ports, shippers, cargo owners, shipping lines, freight forwarders, logistics companies, terminal operators, railway operators and port-rail equipment services suppliers. A concurrent two days Trade Exhibition comprising more than 50 international exhibition stands will provide a valuable opportunity for companies to market products and services to the participants at this prestigious annual event.

This regional transport and logistics Exhibition and Conference is designed to promote containerised transport throughout the Black Sea region and your participation and support in making this event a great success will be much appreciated and good for our industry.

We look forward to meeting you in our beautiful city of Constanta in 2016 for what promises to be a most enjoyable and memorable two days international maritime transport trade event.

Yours sincerely,

Valeriu Nicolae Ionescu
Chief Executive Officer
SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the 5th Black Sea Ports & Shipping 2016 Romania Exhibition and Conference will benefit from international publicity offered by sponsorship. As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All international event advertising, direct mail and public relations
- The official 5th Black Sea Ports & Shipping 2016 Romania Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- 3 Free of Charge Conference Delegate Registrations worth GBP 2,985

Event Name Tag Lanyards
All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants. Your company’s colour logo will be exclusively printed on the length of the lanyard in a highly visible format. Sponsorship is GBP4,985. This does not include nametag sponsorship.

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Event Name Tags
All event participants are given an identification name tag. Your company’s colour logo will be exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is GBP4,985. This does not include lanyard sponsorship.

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Event Website
Have your latest colour logo exclusively on the event homepage linking all event website viewers directly to your website for more information on your company’s products and services. Sponsorship is GBP3,985.

Brochure Distribution
Have your latest corporate brochure distributed personally by our event staff at the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is GBP2,985.

Corporate Banners
Have 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, outside the Conference hall and inside the Exhibition area. Sponsorship is GBP3,985 per 3 banners.

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Technical Site Visit (TSV) Transportation Sponsorship
The Technical Site Visit to leading local ports will be organised one (1) day before the event as part of the agenda for participating delegates. Sponsoring the TSV transportation is an excellent way of branding your company’s active participation in the local ports and terminal operations industry. The Sponsor is invited to say a few words of Welcome before the start of the TSV and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus, etc. Sponsorship is GBP3,985.

Networking Welcome Reception — Wednesday 25 May 2016
The Networking Welcome Reception is first of two main evening social functions. All participants enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed sociable evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

Jointly Sponsored by

Conference Sessions Sponsorship
An excellent way of marketing your company is to present your latest corporate video to the conference delegates at the start of a topic related conference session. You are guaranteed of the full attention of this captive audience for up to 5 minutes plus an additional 5 minutes for a few words from the sponsor and time for questions and answers before the conference session commences. The cost of this commercial opportunity is GBP3,985 per Conference Session Sponsorship.

Session 1  Session 2  Session 3  Session 4

Session 5  Session 6  Session 7

Conference Delegates Refreshment Breaks
During the event, refreshments will be served three times a day. Your company’s colour logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegates Refreshment break is GBP3,985.

Break 1  Break 2  Break 3

Break 4  Break 5  Break 6

Conference Delegates Lunches
Your company’s colour logo will be displayed as a Main Sponsor in the conference brochure distributed worldwide. Your company has the opportunity to display promotional literature and posters in the delegates’ dining room as well as words of welcome before the start of the lunch. Exclusive lunch sponsorship per day is GBP4,985.

Thursday 26 May 2016

Friday 27 May 2016

Networking Welcome Dinner — Thursday 26 May 2016
The Networking Welcome Dinner is the social highlight of the event. All participants enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with wonderful local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

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EXHIBITION BOOTH PACKAGE

3 x 2 Square Metre booths Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme for Companies That Book a Minimum of 5 Exhibitions in a Calendar Year
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Booth Lighting
- Electrical Power Point
- Exhibition Booth Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Booth Package Is GBP5,985
- There is a Registration And Administration Fee of GBP395
- There are Multiple Events Booking Discounts

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Wednesday 25 May 2016
TECHNICAL SITE VISIT

8 30am  Delegates registration at the lobby of Hotel Malibu Mamaia
9am  Transport departs from Hotel Malibu Mamaia
9 15am  Arrive at Port of Constanta for an official welcome by Port of Constanta followed by brief presentation of the port (small scale model, historical port development, brief tour description)
9 30am  Embarking of GROUP I on board of A. Saligny multipurpose vessel for the technical tour
9 30am  Embarking of GROUP II on the bus for tour of USA-NIDERA, SOCEP, UMEX, DECIROM and CHIMPEX
12pm  Arrival of GROUP I & II at the Passenger Terminal for light lunch
12 30pm  Embarking of GROUP II on board of A. Saligny multipurpose vessel for the technical tour
12 30pm  Embarking of GROUP I on the bus for tour of USA-NIDERA, SOCEP, CHIMPEX
2pm  Arrival of GROUP I & II at the Passenger Terminal for bus tour of DB Schenker, Constantza South Container Terminal (DP World), and COMVEX
4 15pm  Transport departs from Port of Constanta to Hotel Malibu Mamaia
4 30pm  Arrival at Hotel Malibu Mamaia (approx.)
7pm-9pm  Networking Welcome Reception for all participants at Hotel Malibu Mamaia. Smart Casual Attire. Jointly Sponsored by

Thursday 26 May 2016
Opening Ceremony

9am  Conference delegate registration and refreshments served in the exhibition sponsored by
10am  Organiser’s Remarks
Rory J. Doyle, Managing Director
Transport Events Management, Malaysia
10 05am  Welcome Address
Valeriu Nicolae Ionescu, Chief Executive Officer
Port of Constanta, Romania
10 10am  Opening Address
Mihai Daraban, President, Constanta Chamber of Commerce, Industry, Shipping and Agriculture & President, The Romanian Chamber of Commerce and Industry (The National Chamber), Romania
10 20am  Special Address
Adrian Nicolaeescu
Prefect of the Constanta County, Romania
10 30am  Keynote Address
Marius Humelnicu, Secretary of State Ministry of Transport, Romania
10 45am  Exhibition opening ceremony and tour of the exhibition by the VIP group followed by delegates refreshments sponsored by

SESSION 1  Economic transformation of the Black Sea region: Real needs and common challenges
11 30am  Chairperson’s Opening Remarks
Alexandru Madalin Crican, Commercial Director
Port of Constanta, Romania
11 30am  Constanta opportunity in the Black Sea trade
Carline Bos, Consultant — Maritime Economics & Operations
Royal HaskoningDHV, The Netherlands
11 45am  Implementation of SOLAS requirement for verified gross mass of packed containers
Andrew Huxley ACII, Regional Development Director
TT Club, United Kingdom
12pm  The importance of improving logistics in order to better use the potential of the Danube and the Black Sea to connect the European markets with the markets of the Eurasian Union and the Far East
Sanja Djurisic, Chief Executive Officer
Port of Pancevo, Serbia

SESSION 2  Sponsored by  Ports investment and expansion opportunities in the Black Sea region
12 15pm  Port of Constanta - The Eastern Gateway of EU-New Developments and Investments
Alexandru Madalin Crican, Commercial Director
Port of Constanta, Romania
12 30pm  Development of Trans Caspian corridor
Saleme Kelenjnadze, Head of Marketing, Freight transportation SBU Georgian Railway
Georgia
12 45pm  Role of financial institutions in developing infrastructure investments in the Black Sea region
Ana Maria Mihăescu, Chief Resident Representative for Romania, Bulgaria, Czech Republic, Hungary, Moldova, Poland and Slovakia
International Finance Corporation (IFC), Romania

SESSION 3  Sponsored by  Black Sea container traffic demand between 2015 and 2030
2pm  Future of containerized trade in the Black Sea 2016
Raduca Daraban, Commercial Director
DP World, Romania
2 15pm  How to optimize cargo delivery process — Sea and intermodal container transportation
Francesco Ghio, Research Department
Port of Livorno, Italy
2 45pm  Reviving Romania’s potentials as a trade link between Europe and Asia
Andreea Nistor, Vice President
DB Schenker DANEP, Romania
2 30pm  Terminal Operation in a changing world – Efficiency improvement by lean operation with humans and equipment
Thomas Mueller, Head of Business Unit Port Technology
Vahle, Germany
3pm  Questions and answers followed by conference delegates networking lunch

SESSION 4  Sponsored by  Dry Bulk Shipping & Cargo Handling: Redefining Market Recovery for the Black Sea Region
1pm  Role of Port of Baja in the distribution of products in the Danube region
Timea Bakos, Head of Bureau
Port of Baja, Hungary
4pm  Economic growth in the Black Sea — How bulk & cargo shipping industry responds
Nemanja Zivanovic, General Manager
DB Schenker, Serbia
4 15pm  Development of the intermodal transport in Romania - Present situation, challenges and future
Johann de Bot, Director
Traba Logistics, The Netherlands
4 30pm  Dust free containerised bulk handling
Cameron Roy
RAM Spreaders, Australia

Supporting Trade Organisations

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Wednesday 25 May 2016
TECHNICAL SITE VISIT
**Friday 27 May 2016**

**SESSION 5**  
Sponsored by **DP WORLD**

**Development strategies for freight transport market in the Black Sea: Road, rail and inland waters**

**Chairperson’s Opening Remarks**  
Andrew Huxley ACII, Regional Development Director  
TT Club, United Kingdom

**9am**  
Potential of the Danube-Sava Canal  
Bazano Matoš, Managing Director  
Port Authority of Vukovar, Croatia

**9 15am**  
Integrating transport infrastructure investments and modernization: Perspectives from South Africa  
Siyabonga Gama, Chief Executive  
Transnet Group, South Africa

**9 30am**  
The road to a strategic responsibility for Constanța Port  
Daniel Mazilu, Undersecretary General  
Romanian Association for International Road Transports (ARTRI), Romania

**9 45am**  
Cooperation on Education and Scientific Research for Promoting Ecoinnovation in Transport and Logistics in the Black Sea Region  
Prof. Dr. Eden Statu, Secretary General  
Black Sea Universities Network (BSUN), Romania

**10am**  
ARLOG – Networking supply chain professionals  
Romeo Dumitru, Vice President  
Romanian Logistics Association (ARLOG), Romania

**10 15am**  
Integration, interoperability and automation along the supply chain: Opportunities for international fast trade lanes coming from the new EU customs code and shipping market evolution  
Luca Abatello, Chairman  
Log@Sea, Italy

**10 30am**  
Questions and answers followed by conference delegates refreshments served in the exhibition sponsored by **Medi Telegraph**

**SESSION 6**  
Sponsored by **Nord Shipping**

**Future adaptation of container handling technology and solutions in the Black Sea**

**11 30am**  
Shore side power implementation and challenges in ports development and construction  
Hugues Berthet, Shore Connection Business Development Director  
Schneider Electric, France

**11 45am**  
Modern energy guiding systems for port-cranes  
Peter Sebastian Pütz, Key Account Manager, Business Development Tsukuba Kabelschlepp GmbH, Germany

**12pm**  
Alternative Marine Power Systems  
Daniel Hoffmann, International Sales Manager  
Stemmann Technik, Germany

**12 15pm**  
How port equipment innovations improves productivity  
Aurel Popa, Sales Manager  
Liebherr, Romania

**12 30pm**  
Container handling industry specific solutions — Reducing total cost of operation in Ports environment  
Rainer Marian, Sales Director Big Trucks  
Hyster-Yale Group, The Netherlands

**12 45pm**  
Marine fender design for port operations  
Judith Viola Richter, Sales  
ShibataFenderTeam AG, Germany

**1pm**  
Questions and answers followed by conference delegates networking lunch

**2pm**  
Optimization of terminal operations  
Christina Ghiga, Senior Account Manager  
Novis, The Netherlands

**2 15pm**  
Special aspects of terminal management using TOS and other technologies in Russian and Ukrainian Black Sea ports: Implementation experience and results presentation  
Daniel Pershin, Head of Marketing  
Savo, Russia

**SESSION 7**  
**Regional ports cooperation to improve competitiveness: Spotlight on Danube-Black Sea opportunities**

**2 30pm**  
DB Schenker logistics and port operations in Constanta: Your gateway to Black Sea  
Adrian Grzibasium, CEO and Board Member  
DB Schenker Logistics, Romania

**2 45pm**  
Competitive advantages of Port of Constanța for feed and agricultural commodity trade in the Black Sea  
George Visan, Commercial Director  
Chimpex, Romania

**3pm**  
Questions and answers followed by conference delegates refreshments in the exhibition sponsored by **Liebherr**

**3 30pm**  
The evolution of Constanța Port — Integrating ports growth with sustainable development of Danube waterways  
Alexandru Copatu, President  
Pro Danube International, Austria

**3 45pm**  
The key role of the Black Sea in the Trans–European Transport Network: Opportunities and challenges  
Ioana Statu, Policy Officer, Ports & Inland Navigation  
Directorate General for Mobility and Transport, European Commission, Belgium

**4pm**  
Danube-Black Sea region as the gateway for freight transport connections from Central Europe to the Black Sea, Caspian region and the Far East  
Vioroi Banară, Director General  
Canvex SA, Romania

**4 15pm**  
SOCEF: Development and modernization plans of terminal infrastructure  
Víctor Raham, Commercial Director  
SOCEF, Romania

**4 30pm**  
Key customs benefits brought by the Union Customs Code for EU ports at the Black Sea  
Mihai Petre, Senior Manager - Customs & Global Trade  
Deloitte, Romania

**4 45pm**  
Questions and answers followed by Chairperson’s closing remarks

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**Saturday 28 May 2016**  

**Danube Delta – One Day Trip** arranged by the Constanța Chamber of Commerce, Industry, Shipping and Agriculture (CCICINAI).

**Tariff:** EUR 60/person  
*Included:* transfer to Tulcea Harbour (by coach), cruise on Danube Delta, lunch and English-speaking guide.

Transport Events Management is not responsible for the Saturday 28 May function. Please contact Ms. Mirela Grigore directly at expo@infolitoral.ro or call office + 40 241 555 000 or mobile at + 40 723 841 731 for further information. Click Here for Details.
REGISTRATION INFORMATION

To participate in The 5th Black Sea Ports and Shipping 2016 you need to register as a Conference Delegate or Exhibition Visitor.

CONFERENCE DELEGATE REGISTRATION

Name: ___________________________  Date: ___________________________

Organisation: ___________________________

Position: ___________________________

Tel: ___________________________

Fax: ___________________________

Email: ___________________________

What best describes your Industry Sector? (Please tick one)

- Port Authority/Terminal Operator
- Shipment Operating and Service
- Shippers/ Beneficial Cargo Owners (BCO)
- Freight Forwarders/Third Party Logistics Providers (3PL)
- Freight Forwarders/Third Party Logistics Providers (3PL) - Sea
- Freight Forwarders/Third Party Logistics Providers (3PL) - Land
- Freight Forwarders/Third Party Logistics Providers (3PL) - Air
- Freight Forwarders/Third Party Logistics Providers (3PL) - Rail
- Ship Owners/Ship Operating Services
- Shippers/Beneficial Cargo Owners (BCO)
- Ship Owners/Ship Operating Services - Sea
- Ship Owners/Ship Operating Services - Land
- Ship Owners/Ship Operating Services - Air
- Ship Owners/Ship Operating Services - Rail
- Ship Owners/Ship Operating Services - spree
- Shippers/Beneficial Cargo Owners (BCO) - Sea
- Shippers/Beneficial Cargo Owners (BCO) - Land
- Shippers/Beneficial Cargo Owners (BCO) - Air
- Shippers/Beneficial Cargo Owners (BCO) - Rail
- Shippers/Beneficial Cargo Owners (BCO) - spree
- Port Authority/Terminal Operator
- Shipment Operating and Service
- Shippers/ Beneficial Cargo Owners (BCO)
- Freight Forwarders/Third Party Logistics Providers (3PL)
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- Shippers/Beneficial Cargo Owners (BCO) - spree

For Romanian Nationals, Citizens and Residents Only of Romania, the Conference Delegate Registration is RON 1900.

One Day Conference Delegate Registration is GBP 595. Business/Photo ID is Required.

No Delegate Registration Will be Accepted Without Full Payment

No rejection will be accepted without a full and complete registration form and payment of the full registration fee.

No Bank Transfer will be accepted Without Full Payment

No Payment will be accepted by Bank Transfer Within 7 Days of the Date of the Event. In this case, Payment will only be accepted by Credit Card Online or in Cash on Site at the Event Registration Desk.

Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com

Follow the instructions on our Registration Page. The RON Amount Will be Converted to GBP During the Transaction Process at the Prevailing Rate

I have transferred RON 1900 to GBP 300 Equivalent Per Delegate to Public Bank

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Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA)
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Please Quote Both Delegate and Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

Terms and Conditions

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Upon Receipt of Your Registration Form And Full Payment, a Set of Delegate Information Documents Will be Emailed to you Including Your Proforma Invoice And, if Required, a Letter of Invitation For Entry Visa Application

No Refunds Will be Given However, Substitutions Can Be Made at Any Time

Delegates Will Not be Advised Unless Payment Has Been Received in Full

Flights, Airport Transfers And Accommodation Are not Included in Your Delegate Registration Fee

This Event Programme Is Subject to Change Without Notice. E&O.E

I Acknowledge that I have Read and Understand The Above Terms And Conditions. Signed:

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EXHIBITION VISITORS ONLY

Registration to Visit The Trade Exhibition Is Free of Charge and Should Be Done During The Event On-Site at The Registration Desk

Exhibition Opening Times are:

Thursday 26 May 2016 9am to 5pm
Friday 27 May 2016 9am to 4pm

OFFICIAL CARRIER

The Official Carrier is Qatar Airways. For Exclusive Special Rates for Registered Participants, Please visit www.qatarairways.com and key in the Promo Code: BUHBSPS16 to book online. (Discount up to 25% for flights to Constanta between 12 August 2015 to 27 May 2016). Travel Period From 15 May 2016 to 6 June 2016.

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Email: office@mistraltours.ro
Website: www.mistraltours.ro

OFFICIAL HOTEL

The Official Hotel is Hotel Malibu Mamaia, Constanta, Romania. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Hotel Malibu Mamaia
Bulevardul Mamaia Nr.316
Constanta, Romania

Contact Person
Andreea Constantin
Reservation Department
Tel: +40 241 831 404
Fax: +40 241 831 411
Email: rezervari@hotelmalibu.ro
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Please Note Airport Transfer Should be Arranged With Mistral Tours Above.