8TH BLACK SEA PORTS & SHIPPING 2019

Hotel Del Mar Mamaia, Constanta, Romania
Tuesday 9 to Thursday 11 July 2019

Hosted By

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KEY SPEAKERS..... PLUS MANY MORE!
1. Alexandru Craciun
   Commercial Director, Constanta Port Administration, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania

2. Mihai Petre
   Director, Global Trade Advisory, Ernst & Young SRL, Romania

3. Raluca Daraban
   Head of Commercial, DP World, Romania

4. Slawomir Michalewski
   Finance Director, Port of Gdansk Authority, Poland

5. Rui Pinto
   Deputy Chief Executive Officer and Chief Commercial Officer, Thessaloniki Port S.A., Greece

6. Ian Rose
   Director, Senior Underwriter, TT Club, United Kingdom

7. Daniel Sternberg
   Commercial Manager, Umex S.A., Romania

8. Luca Abatello
   Chief Executive Officer, Circle, Italy

HIGHLIGHTED TOPICS
• Observing economic opportunities in transportation and logistics trade. What can be offered to attract global investors?
• Positioning Constanta as the maritime gateway between the Europe, Asia and beyond
• Encouraging investments and improving collaborations for efficacious infrastructure development projects
• From the corridor to the Baltic — Current developments at the Port of Gdansk
• Developments in supply chain transportation through rail, sea and road. New approaches in strengthening cargo transportation
• Innovations in facilitating regional and international trade route
• Technology innovations as the key enabler for emerging ports
• Shaping Next-Gen Ports in creating business competitiveness, expanding trade, managing risks and improving existing economic footprint

• Technical Site Visit • Networking Welcome Reception • International Exhibition • International Conference • 300 Conference Delegates • Networking Welcome Dinner •
• Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies Save €500!
• Local Delegates at Only RON2,970 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners •

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COMPANIA NAȚIONALA ADMINISTRATIA PORTURILOR MARITIME S.A.
CONSTANȚA, ROMÂNIA

8th BLACK SEA PORTS AND SHIPPING 2019
Exhibition and Conference
Hosted by C.N. Administratia Porturilor Maritime S.A. Constanta
Tuesday 9 to Thursday 11 July 2019

The 8th Black Sea Ports and Shipping 2019 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 between Tuesday 9 and Thursday 11 July 2019.

The 8th Black Sea Ports and Shipping 2019 will comprise both 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 three 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 2019 for what promises to be a most enjoyable and memorable three day international maritime transport trade event.

Yours sincerely,
Daniela Șerban
Chief Executive Officer
Tuesday 9 July 2019

TECHNICAL SITE VISIT

8am Delegates registration at the lobby of Hotel Del Mar Mamaia
9am Transport departs from Hotel Del Mar Mamaia
9 30am Arrival at Port of Constanta and 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, CHIMPEX and COMVEX among other facilities
10 30am Arrival of GROUP I & II at Port Constanta South
11am Embarking of GROUP II on board of A. Saligny multipurpose vessel for the technical tour
11am Embarking of GROUP I on the bus for tour of USA-NIDERA, SOCEP, UMEX, DECIROM, CHIMPEX and COMVEX among other facilities
12pm Arrival of GROUP I & II at the CN APM SA Headquarters
12 30pm Transport departs from Port of Constanta to Hotel Del Mar Mamaia
7 30pm to 9pm Networking Welcome Reception for all registered participants at the Panoramic hall of Hotel Del Mar Mamaia. Smart Casual Attire.

Wednesday 10 July 2019

8am Conference delegates registration and refreshments served in the exhibition

OPENING CEREMONY

9am Organiser’s Remarks
Rory James Doyle, CMILT, Managing Director, Transport Events, Malaysia
9 05am Welcome Address
Daniela Serban, General Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
9 15am Keynote Address
Decebal Făgădău, Mayor of Constanta, Romania
9 30am Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

SESSION 1 Observing economic opportunities in transportation and logistics trade. What can be offered to attract global investors?

10 30am Conference Moderator’s Opening Remarks
Alexandru Craciun, Commercial Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
10 30am The impact of Brexit over the Port of Constanta
Mihai Petre, Director, Global Trade Advisory, Ernst & Young SRL, Romania
10 50am Positioning Constanta as the maritime gateway between the Europe, Asia and beyond
Alexandru Craciun, Commercial Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
11 10am Maritime trade trends - Implications and lessons learnt in the Black Sea region
Szabolcs Nemes, Partner, Roland Berger, Romania
11 30am Smart connectivity - Sustainable multi-modal transport
Raluca Daraban, Head of Commercial, DP World, Romania
11 50am Positioning ports as key enablers for trade
Ed Dawson, Associate – Infrastructure Advisory, WSP, United Kingdom
12 10pm The role of maritime transport in the development of logistics and trade in the TRACECA transport corridor
Mircea Ciopraga, Secretary General, Permanent Secretariat, Intergovernmental Commission TRACECA, Azerbaijan
12 30pm Global shipping trends in the Black Sea market
Nishal Sooredoo, Principal Consultant, Royal HaskoningDHV, United Kingdom
12 50pm Questions and answers followed by conference delegates networking lunch

SESSION 2 Encouraging investments and improving collaborations for efficacious infrastructure and logistics development projects

2pm From the corridor to the Baltic — Current developments at the Port of Gdansk
Slawomir Michalewski, Finance Director, Port of Gdansk Authority, Poland
2 20pm Current status and future development of Middle Corridor
Leila Batyrbekova, Deputy Secretary General, International Association Trans-Caspian International Transport Route, Republic of Kazakhstan

Supporting Trade Organisations
Thursday 11 July 2019

8am Conference delegates registration and refreshments served in the exhibition

SESSION 4 Technology innovations as the key enabler for emerging ports

9am Conference Moderator’s Opening Remarks
Nishal Sooredoo, Principal Consultant, Ocean Shipping Consultants, United Kingdom

9am Technical innovations for zero-emission terminals
Rainer Marian, Director Big Trucks, Hyster Europe, Germany

9 25am Global Supply Chain visibility - Assuring data sharing and interoperability through the International Fast & Secure Trade Lane approach
Luca Abatello, Chief Executive Officer, Circle SpA, Italy

9 50am Clean Bulk Ports - The next generation in clean bulk handling. Case studies of zero loss bulk supply chain
Frank van Laarhoven, Senior Sales Manager, RAM Spreaders, The Netherlands

10 15am Questions and answers followed by conference delegates refreshments served in the exhibition

11 15am New dimensions in maritime heavylift cranes
Jan Hammerschmidt, Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker, Liebher, Germany

11 40am Technical solution used for the new Galati Multimodal Platform in Romania
Darius Macijauskas, PhD, Sales Manager, ArcelorMittal, Luxembourg

12 05pm A holistic approach to your terminal design process
Jarno Kuipers, Senior Manager, Terminal Design Services, Kalmar, The Netherlands

12 30pm Questions and answers followed by Conference Moderator’s closing remarks and conference delegates networking lunch

SESSION 5 Shaping Next-Gen Ports in creating business competitiveness, expanding trade, managing risks and improving existing economic footprint

2pm KTZ Express - Your global logistics provider
Abylaikhan Yessirkep, Director, Head of Multimodal Shipment Department, KTZ Express JSC, Republic of Kazakhstan

2 20pm Enclosed spaces, the risks associated and loss prevention
Ian Rose, Director, Senior Underwriter, TT Club, United Kingdom

2 40pm Improving port operations and creating a regional transport hub
Rui Pinto, Deputy Chief Executive Officer and Chief Commercial Officer, Thessaloniki Port S.A., Greece

3pm Creating business competitiveness and improving service quality
Daniel Sternberg, Commercial Manager, Umex S.A., Romania

3 20pm The Port of Monfalcone and PIXEL: Looking forward smart port capabilities
Stefano Bevilacqua, Promotion and Development Officer, Port of Monfalcone, Italy
Gilda de Marco, Coordinator of the European Projects, Insiel, Italy

3 40pm Questions and answers followed by Conference Moderator’s closing remarks. Refreshments served in the exhibition
Meet The Speakers

Hotel Del Mar Mamaia, Constanta, Romania
Tuesday 9 to Thursday 11 July 2019

Alexandru Craciu
Commercial Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta

Alexandru Criciuc has over 7 years of experience in management positions in Port of Constanta. He participated in international projects targeting the development of various transport corridors between different regions of the world. He is currently the Commercial Director of Port of Constanta Administration. Alex graduated in economics and holds an EMBA degree from Aboeas and Keneansau State University. He also has a Ph. D. in International Economics.

Mihai Petre
Director, Global Trade Advisory, Ernst & Young SRL

Mihai brings an experience of 16 years in advising local and multinational companies on customs and excise matters. His largest professional achievement was to act as the key customs advisor for three offshore drilling campaigns performed in the Black Sea (Exclusive Economic Zone of Romania) totaling EURO 1 billion in investments. As public speaker, Mihai delivered customs training and seminars to more than 1000 people in the last year on changes brought by the Union Customs Code, being one of the most active customs professionals in this area. His past events on EU hosted speakers from the European Commission, Romanian customs authorities and business environment. He is the author of many high-profile technical articles and disputes on customs and excise matters. He started with Arthur Andersen and later built his career with other BIG 4 companies, being extensively involved in supply chain restructuring, exports controls, customs and excise recovery assignments.

Szabolcs Nemes
Partner, Roland Berger

Szabolcs Nemes is a Partner with Roland Berger and Managing Director for Romania. He has over 17 years of strategy consulting experience and is member of the company’s global Transportation Competence Center

Ed Dawson
Associate – Infrastructure Advisory, WSP

Ed Dawson is a commercially focused consultant from WSP’s infrastructure advisory team with 9 years’ industry experience leading strategic, financial and analytical elements of major, multi-disciplinary assignments globally. He has a strong track record within transaction advisory with experience covering a broad range of infrastructure sectors including maritime, passenger and freight rail, energy, aviation, and roads. Outside of transactions, Ed has advised many major corporations and public bodies on topics including global commodity and trade dynamics, master planning, cost-benefit analysis, market studies, cost & performance benchmarking, and economic/financial investment cases.

Mircea Ciopraga
Secretary General, Permanent Secretariat, Intergovernmental Commission TRACECA

Mircea Ciopraga served as President of Board of Directors in S.C. Transelectrica S.A., responsible for establishing the main directions of activity and development of the company; governing the organisation by broad policies and objectives, formulated and agreed upon by the chief executive and employees. He had also of political career. In the period of 2004-2008, he took offices as Member of Romanian Parliament, Chamber of Deputies, Vice-president of the Commission for Transport, Industry and Services of the Chamber of Deputies; Vice-president of the Parliamentary Assembly of the Black Sea Economic Cooperation (PABSEC) and President of the Romanian Delegation at the Parliamentary Assembly of the Black Sea Economic Cooperation (PABSEC) Projects and responsibilities.

Nishal Sooredoo
Principal Consultant, Royal HaskoningDHV

Nishal Sooredoo is a Principal Consultant for Royal HaskoningDHV. He is highly experienced in port economic feasibility, market studies and commercial Due Diligence, notably in the container and dry bulk markets. Nishal holds MSc in Maritime Economics and Logistics from the Erasmus University in Rotterdam.

Rainer Marian
Director Big Trucks, Hyster Europe

Rainer Marian is an experienced Industrial and Ports logistics professional. He started his career with Maunensm Deimay in the United States working in sales and marketing of automated material handling solutions. After 6 years in the US he became the marketing Director of the companies EMEA Branch focusing on Value Added Customer relationships. In 2003 he joined Hyster-Yale as a Business director for Central Europe, Eastern Europe and Scandinavia. Since 2014 he is heading up the Big Trucks sales team for EMEA. In this role he has set up teams of experts that bundle the companies Industrial and Ports experience to advise customers in achieving Total Cost of Ownership reduction

Slawomir Michalewski
Finance Director, Port of Gdansk Authority

Before Slawomir Michalewski current position with the Port of Gdansk Authority, he served as a Director for International Desk at BPH Bank (GE Capital Group). He is in charge of C-level relationship management for BPH Poland vis-a-vis GE Capital US, Asia & Europe based entities related to domestic and GEC Global Corporate Clients Affairs. He also Polish Representative at GE Capital Global Financial Solutions Team, London. He acts as a Sales Director in Strategic Corporate Clients & Structured Finance and Real Estate Department Dept., Managing Director of Regional Corporate Banking Centres. He has experience more than 10 years with ING Bank in Poland (Regional Director in charge of Corporate & Retail Channels including shipping finance in Polish shipyards). He worked almost two years at Polish largest Credit Union managing sales network. He was also studied at Gdansk University (Maritime Transport Economics) and City University Business School London (Shipping, Trade & Finance).

Leila Batyrbekova
Deputy Secretary General, International Association Trans-Caspian International Transport Route

Leila Batyrbekova is the Deputy Secretary General of the International Association “Trans-Caspian International Transport Route”. She studied Economical Cybernetics at Kazakh National Technical University. During her professional career, she managed to work in various Kazakhstan and international companies in management positions and has about 17 years of experience. She has extensive knowledge in Strategic and Risk Management, Banking, Finance, Sales & Marketing, PR and International relations.
Meet The Speakers

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Reinout Polders
Manager, Maritime and Transport Business Solutions

Reinout Polders is a manager at MTBS, a Rotterdam-based advisory firm with a dedicated focus on the port industry. He specialises in port PPP transactions and port M&A projects. MTBS has contributed to various successful PPP and M&A deals in the port sector in the last years in Europe, Africa, the Middle East and Latin America. He has extensive experience in the Black Sea region; he was recently involved in multiple port development projects in Bulgaria, Turkey and Georgia. During his presentation, Reinout will apply lessons learned from other regions to provide a vision for potential future port deals in the Black Sea region.

Prof. Dr. Eden Mamut
Secretary General, Black Sea Universities Network

Prof Mamut currently works as a professor for Engineering Thermodynamics and Advanced Energy Systems at “Ovidius” University of Constanta. He is also the Secretary General of the Black Sea Universities Network, Chairman of the Board of ET Innovative Solutions Ltd. His main field of research is mostly related to multi scale thermo-fluid modeling, Analysis and optimization of complex energy systems, Renewable Energy Sources, Sustainable Transport Systems, Multi Criteria & Multi Scale Methods on Sustainable Development. Prof. Mamut is one of the Member of the Technical and Scientific Committee of Romanian Association of Water in 2003 and Corresponding Member of the American - Romanian Academy of Arts and Sciences USA in 2002.

Traian Chebeleu
Deputy Secretary General, Black Sea Economic Cooperation (BSEC)

Traian Chebeleu started a career diplomat in the Ministry of Foreign Affairs of Romania, mainly dealing with international organizations. He also held the positions of State Secretary at the Ministry, Diplomatic Adviser for the President of Romania, Ambassador to Austria (2001-2005) and Special Representative for the Black Sea Issues (2006-2009). Subsequently, he joined the Permanent International Secretariat Black Sea Economic Cooperation Organization, as Deputy Secretary General (2009).

Hari Narayan
Partner, United Maritime Law Chambers

Hari Narayan is a Partner of United Maritime Law Chambers, a boutique admiralty law firm dealing with contentious and non-contentious shipping matters. After his graduation in Law, he did his LLM in Maritime Law from the University of Southampton. He has more than 23 years of experience as a lawyer and regularly appears in several High Courts and Supreme Court in India. His area of expertise includes charter party, bill of lading and marine insurance disputes. He has served as a faculty for training Judges from the Federal Capital Territory High Court of Nigeria on the topic, ‘Commercial Arbitration’, held at Dubai during 2008. He is a member of Singapore Chamber of Maritime Arbitrations (SCMA) and the governing council member of Maritime Law Association of India (MLAI). Hari is an active Rotarian and has served Rotary District 9290 as Charter President and Assistant Governor.

Laurentiu Hornet
Operations Manager, Cosco Shipping Lines Europe

Laurentiu Hornet is an Operation Manager of COSCO Shipping Line (Romania) Co. Ltd & COSCO Romanian Shipping and Trading. He has a Management Marketing bachelor degree and a master degree in International Maritime Legislation. Containerization, project cargo shipments, break bulk and general cargo shipments, operational and post fixture, monitoring and cost control, stevedoring and terminals are a part of his vast experience in shipping started 20 years ago.

Luca Abatello
Chief Executive Officer, Circle

Luca Abatello is an Owner and CEO at Circle from 2012, Chairman at Info.era since December 2017. Mr. Abatello has a previous ten years’ experience in the ICT, business advice and digital marketing sector, where he held growing positions up to Head of Business Solutions and Board of Directors member. Currently, he is Chairman at Log@Sea, the Enterprise Network made by Circle, Aitek and IB Group. With a Degree in Economics at University of Genoa (1999), Abatello has a Master’s Degree in Executive MBA – PIM at SDA Bocconi (2007).

Frank van Laarhoven
Senior Sales Manager, RAM Spreaders

Frank van Laarhoven is a Senior Sales Manager for RAM Spreader. He was studied in electrical engineering. He was started worked in the over height crane business and then moved into the port business. He became a sales manager 16 years ago with a spreader manufacturer. After 2 years, he moved into sales and now he worked with RAM Spreaders as senior sales manager for the regions Europe, Black sea and Africa.

Jan Hammerschmidt
Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker, Liebherr

Jan Hammerschmidt start working as a Project Manager Sales Department Mobile Harbour Cranes and Reachstacker from February 2013 until May 2017. Currently, he is a Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker.

Darius Macijauskas
PhD, Sales Manager, ArcelorMittal

Darius Macijauskas was finished his BSc and MSc studies in Civil Engineering at Vilnius Gediminas Technical University in Lithuania. He obtained a Doctoral Degree in Geotechnical Engineering at University of Luxembourg in Luxembourg. He has more than 7 years of experience in different engineering roles in civil infrastructure, energy, and maritime projects. He is representing ArcelorMittal Sheet Piling in Baltics, part of the Eastern Europe, and supporting in CIS region.
Jarno Kuipers
Senior Manager, Terminal Design Services, Kalmar

Jarno Kuipers is working as a Senior Manager in the Terminal Design Services team. Jarno is a container terminal automation professional with more than 14 years' experience in port automation. His background is in IT consultancy and in terminal operations management of a fully automated terminal, where he was involved heavily in the implementation of new technology. In the time working for Kalmar, before joining the Terminal Design Services team, Jarno has held several positions in sales and execution of terminal automation projects. Jarno has degrees in mechanical engineering and business administration with a master in strategic management.

Ian Rose
Director, Senior Underwriter, TT Club

Ian Rose is a Senior Underwriter located in the London office of the TT Club, heading both the Eastern European Liability Team & the EMEA Cargo Team, underwriting both Mutual Liability and Cargo business. Ian underwrites a broad spectrum of TT Club business, including Ports and Terminals, Transport Operators, Freight Forwarders and Cargo. Ian has previously held various senior underwriting roles in a number of insurance companies and syndicates. He has prior experience in managing a Delegated Underwriting Authority for a large Lloyds broker, setting up a Managing General Agent (MGA) specialising in Property, Casualty and other lines of business.

Rui Pinto
Deputy Chief Executive Officer and Chief Commercial Officer, Thessaloniki Port S.A.

Rui Pinto has an experience of 30 years in the industry, having worked with some of the major Port Operators in the world in five countries and 3 continents. In the last 10 years, he served as Chief Commercial Officer at Voltri Container Terminal in the port of Genoa, after which he served as Managing Director of Sines Container Terminal in Portugal, both projects with PSA Group. In the last 2.5 years, he has also served as Corporate CCO of the Chilean-based group SAAM based in Valparaiso, Chile, overseeing a portfolio of 12 ports in Latin America, from Chile to Mexico. In January 2018, he joined CMA CGM Group to become Deputy CEO & CCO of the Port of Thessaloniki in Greece.

Stefano Bevilacqua
Promotion and Development Officer, Port of Monfalcone

Stefano Bevilacqua has graduated in Economics at the University of Trieste in 2005. In 2006, he joined the Chamber of Commerce of Gorizia – Special Agency for the Port of Monfalcone as responsible for the promotion and contract department, as well as project manager for some EU funded projects focused on port environment and logistics. From June 2015 till April 2019 he has been the executive officer of the Consortium for sewage purifier of the private areas of the Port of Monfalcone. He also involved for the Special Agency for the Port of Monfalcone in PIXEL project, funded by EU in Horizon 2020 programme and related to port IoT and environment.

Gilda de Marco
Coordinator of the European Projects, Insiel

Gilda de Marco graduated in Business at the University in Trieste in 1998. In 2000, she joined the Insiel – the public Information and Technology company of the Friuli Venezia Giulia Region. Since 2003, she works in Insiel as project manager of international projects within European Programmes. She is in charge of Insiel participation in the projects, curating the compilation of proposals and coordinating the company activities in different EU funding frameworks for ICT applied to Logistics, Territory, Government, Health domains. She has expertise in project management, coordination of project stakeholders, relations management among Public Administrations and public and private IT companies, implementation of innovative technologies in different domains of the Public Administrations. Currently, she is leading for Insiel the PIXEL project (Port IoT for Environmental Leverage).
EXHIBITION STAND PACKAGE

• A Guaranteed Speaker Place in The Concurrent Conference Programme
• Professional Standard Shell Scheme
• 1 Exhibition Table
• 2 Exhibition Chairs
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• Electrical Power Point
• Exhibition Stand Carpet
• Exhibitor Name Panel
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• 3 Free of Charge Conference Delegate Registrations
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Companies wishing to maximise their profile at the 8th Black Sea Ports and Shipping 2019 Romania Exhibition and Conference will benefit from international publicity offered by sponsorship. As an Official Sponsor, your company’s latest full colour corporate logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All digital media event promotion
- All international event advertising, direct mail and public relations
- The official 8th Black Sea Ports and Shipping 2019 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 €3,995

**Delegates Lanyards Sponsorship**

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company’s latest full colour corporate logo is exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €6,695 including all production costs. This does not include nametag sponsorship.

**Delegates Name Tag Sponsorship**

All event participants are given an identification name tag to wear throughout the two days of the event. Your company’s latest full colour corporate logo exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €6,695. This does not include lanyard sponsorship.

**Event Website**

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €5,295.

**Brochure Distribution**

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is €3,995.

**Conference and Exhibition Directional Signage**

Have your company’s latest full colour corporate logo exclusively displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €5,295.

**Company Banners**

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is €5,295 per 3 banners.

**Technical Site Visit Transportation Sponsorship**

The Technical Site Visit takes place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is €5,295.

**Networking Welcome Reception – Tuesday 9 July 2019**

The Networking Welcome Reception is the first of two social highlights of the whole event. 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.

**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 conference session. Cost is €5,295 per Conference Session Sponsorship.

**Conference Delegates Refreshment Breaks**

During the event, refreshments will be served three times a day. Your company’s latest full colour corporate 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 €5,295.

**Conference Delegates Lunches**

Your company’s colour logo will be displayed as a Main Sponsor in the conference brochure. 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, plus a VIP lunch area for up to eight of your VIP clients or partners. Exclusive lunch sponsorship per day is €6,695.

**Networking Welcome Dinner – Wednesday 10 July 2019**

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with 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.
REGISTRATION INFORMATION

To Participate in The 8th Black Sea Ports and Shipping 2019 You Need to Register as an Exhibitor, Conference Delegate or Exhibition Visitor.

Conference Delegates Receive: Complimentary Hotel Rates • Technical Site Visit • Networking Welcome Reception • Conference Refreshment Breaks And Lunches • Exhibition And Conference Access • Networking Welcome Dinner • A Full Set Of Conference Presentations • Official Colour Photographs From The Event

Exhibition Visitors Receive: Access to Exhibition Only

CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Fax Back This Form or Register Online at www.transportevents.com
Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 3 8023 3963 or Email to: alin@transportevents.com

Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on Tuesday 9 July 2019. Registration For The Site Visit Will Not Be Accepted Without Receipt of a Black And White Copy of The ID Page of Your Passport or Local ID, Visa Copy If Available And Photo ID Proof/Company ID For Port Security Check in Advance. Please Email to: alin@transportevents.com

☐ I Wish to Attend The Networking Welcome Reception on Tuesday 9 July 2019

☐ I Wish to Attend The Networking Welcome Dinner on Wednesday 10 July 2019

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before Sunday 9 June 2019: The ‘Early Bird’ Conference Delegate Registration is €1,195
  Special Offer - 3 Delegates For The Price of 2 in This Category

- From Monday 10 June 2019: The Regular Conference Delegate Registration is €1,295
  Special Offer - 3 Delegates For The Price of 2 in This Category

- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is €795. Business/Photo ID is Required.

- Shippers/Beneficial Cargo Owners Conference Delegate Registration is Free of Charge. Apply by Emailing alin@transportevents.com. Business/Photo ID is required.

- One Day Conference Delegate Registration is €795

- No Delegate Registration Will Be Accepted Without Full Payment

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☐ I Have Transferred €1,295 / €1,195 / €795 (Circle Correct Amount) Per Delegate to OCBC Bank

☐ I Have Transferred US$1,541 / US$1,422 / US$946 (Circle Correct Amount) Per Delegate to OCBC Bank

TERMS AND CONDITIONS

- No Delegate Registrations Will Be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt Of Your Registration Form And Full Payment, A Set Of Delegate Information Documents Will Be Emailed To You Including Your Proforma Invoice
- No Refunds Will Be Given However, Substitutions Can Be Made At Any Time
- Delegates Will Not Be Admitted Unless Payment Has Been Received In Full
- Rights, Visa Arrangements, Airport Transfers And Accommodation Are Not Included In Your Delegate Registration Fee

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

I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Signed: ____________________________

Date: ____________________________

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

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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.

Display Opening Times Are:

- Wednesday 10 July 2019  9am to 5pm
- Thursday 11 July 2019  9am to 3.30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is Hotel Del Mar Mamaia, Constanta, Romania. Exclusive Reduced Hotel Rates Will Be Made Available To All Registered Participants. Subject to Availability.

Hotel Del Mar Mamaia
Stationar Mamaia
Constanta, Romania

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