

# 3<sup>rd</sup> BALTIC PORTS & SHIPPING 2019

**Courtyard by Marriott Gdynia Waterfront, Poland**  
**Tuesday 22 to Thursday 24 October 2019**

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Port of Gdansk

Port of Gdynia

- 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 PLN2,715 • FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners •

## HIGHLIGHTED TOPICS

- Baltic Economic Outlook: Observing economic opportunities in transportation and logistics trade. What can be offered to attract global investors?
- From the Corridor to the Baltic – Identifying commercial opportunities for Baltic ports
- Infrastructural investments as a key factor to increase operational efficiency and improving economy
- Improving collaborations for efficacious infrastructure developments projects
- Belt and Road Initiative – The 21st century economic race in improving trade routes between Europe and Asia
- Developments of the Middle Corridor in line with the Belt and Road initiative
- Developments in Baltic supply chain transportation through rail, sea and road in strengthening cargo transportation
- Technology and ports: Creating digital ports and improving speed and efficiency

**For more Information or to Register**

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3rd BALTIC PORTS AND SHIPPING 2019  
Exhibition and Conference  
Courtyard by Marriott Gdynia Waterfront, Poland  
Tuesday 22<sup>nd</sup> to Thursday 24<sup>th</sup> October 2019

Dear Colleagues,

On behalf of Port of Gdańsk Authority and Port of Gdynia Authority we are pleased to invite you to participate in the 3<sup>rd</sup> Baltic Ports and Shipping 2019 Exhibition and Conference in Gdynia from Tuesday 22<sup>nd</sup> to Thursday 24<sup>th</sup> October 2019. This unique and valuable event for the industry jointly hosted by Port of Gdańsk and Port of Gdynia is the biggest annual Maritime Ports, Shipping and Transport Logistics Exhibition and Conference for the Baltic region. We would be delighted to present our business possibilities as well as welcome you to one of the most attractive regions of Poland – Pomerania.

Together, the Port of Gdynia and the Port of Gdańsk are the largest container transshipment force in the Baltic Sea. We are able to handle the largest – both container and passenger – global vessels. Our ambition is to promote modern, universal and well-connected ports of Gdynia and Gdańsk. The current infrastructural investments consistently strengthen our position as an attractive and strong logistics center in the Baltic Sea Region.

The handling capacity combined with an excellent transport infrastructure ensures the ports remain competitive, with both Gdańsk and Gdynia being major nodes in the Baltic-Adriatic Corridor connecting Scandinavia to Southern Europe.

This two-day conference will feature **35** world class conference speakers addressing issues, challenges, solutions and innovations in port operations, shipping, supply chain and logistic strategies which will be attended by a gathering of more than **300** senior government officials, industry principals, academics, senior level executives such as CEOs, General Managers, harbour masters and terminal operators together with the region's leading maritime consultants, shippers, cargo owners, importers, exporters, shipping lines, freight forwarders, logistic companies, technology providers and service suppliers from countries throughout the Baltic region.

There will be the commercial opportunity for **30** exhibitors and sponsors to network directly with the delegates at this major annual international maritime transport Exhibition and Conference trade event for the Baltic region.

We are honoured to warmly welcome you to the beautiful Pomerania to the biggest annual Maritime Ports, Shipping and Transport Logistics Exhibition and Conference for the Baltic region taking place for the first time in Poland from Tuesday 22<sup>nd</sup> to Thursday 24<sup>th</sup> October 2019.

Mr. Adam Meller

Chairman of the Management Board  
Port of Gdynia

Mr. Łukasz Greinke

Chairman of the Management Board  
Port of Gdańsk



**Krzysztof Zalewski**  
Marketing and International Relations Specialist, Port of Gdansk Authority SA

Krzysztof is Port of Gdansk's key person responsible for foreign relations and oversees Port's membership in international associations. He has extensive experience in maritime industry and logistics. His major is Political Science with Foreign Relations specialization. Since 2017 he represents Port of Gdansk in enterprises in conjunction with Belt and Road initiative. He has been a member of intergovernmental polish-kazakh and polish-ukrainian Transport Parties. Since late 2018 he is involved in Port Gdansk efforts to acquire and implement Port Community System.



**Marcin Osowski**  
Vice President Infrastructure, Port of Gdansk Authority SA

Marcin Osowski has an extensive experience in managing projects and organizations in the scopes of logistics, infrastructure and manufacturing and international trade. As Vice President of the Board of Gdansk Port Authority, he is responsible for maintenance and delivering of infrastructure projects. Previously, he held top management positions in real estate, technology and healthcare companies and trade organizations - among other the British Polish Chamber of Commerce. He is a graduate of The Nicolaus Copernicus University in Toruń, faculty of Economics and post-graduate of The University of Gdansk, faculty of International Trade.



**Maciej Krzesiński**  
Marketing and International Business Director, Port of Gdynia Authority SA

Maciej Krzesiński has an experienced manager in the field of comprehensive projects and acceleration of innovative solutions for the maritime industry. He participated in initiatives supporting the SME sector and cooperated with corporations as part of start-up projects. In March this year, he was appointed as the vice-chairman of the Council of Intelligent Specialization of Pomerania in the field of offshore as well as port and logistics technologies.



**Steve Wray**  
Associate Director, WSP, United Kingdom

Steve Wray have been Associate Director Maritime & Logistics at WSP since July 2016. He responsible for maritime consultancy on a global basis. He has an extensive experience in shipping, port and development projects, primarily gained whilst working at Ocean Shipping Consultants, a premier name in the consultancy field. Since joining the firm in 2007, he has produced numerous containerisation and other studies, particularly in the African, Caribbean, Central America, Mediterranean, Black Sea and Baltic regions. Before being recruited by OSC, he worked for more than 19 years with liner shipping companies P&O Containers, P&O Nedlloyd and Maersk Line. He has an intimate understanding of the perspective of the port users to analyses in this sector and have first-hand experience of the North European and Mediterranean/Black Sea container feeder markets, as well as Transatlantic, Transpacific and African deep-sea trades.



**Marta Kolbusz-Nowak**  
Indirect Tax Manager, Ernst & Young

Marta is a licensed tax advisor and manager in the EY Tax Advisory Department. She is a graduate of the Finance Department of the Cracow University of Economics, specializing in tax consulting. She specializes in taxes related to international trade in goods, i.e. customs, excise and VAT. She implements projects for Polish and international clients. She has an experience in projects related to: obtaining AEO status, implementation of customs procedures and simplifications, implementation and correct application of excise exemptions, classification of goods for customs and excise duties, VAT settlement in international commodity transactions.



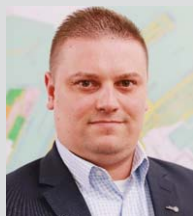
**Arënso Bakker**  
Founding Partner, NLhave

Arënso Bakker has a background in both logistic engineering (ing. /Bsc @Maritime Academy Amsterdam) and holds a master degree on real estate, property and area development (MSc @Amsterdam School of Real Estate). He works internationally on the development and operations in ports, logistics-areas and economic zones. Further he is a registered valuer. His knowledge of logistic operations, property-exploitations, landlord operations, land lease and concessions are a solid ground for complex property issues and valuations. As an experienced property advisor and logistics advisor, Arënso is mediator for alternative dispute resolution with a focus on disputes in the built environment.



**Edgars Suna**  
Deputy CEO for Port Development, Freeport of Riga Authority

Edgars Suna is the Deputy CEO for Port Development of Freeport of Riga Authority since 2018. He holds a diploma from the Latvian Maritime Academy in economics with specialization in port management, a diploma from the International Maritime Transport Academy in Rotterdam (Netherlands) in business and transport management for maritime shipping, a joint Master's Degree in Business and Organization Administration (MBA) from Riga Business School at Riga Technical University Riga in cooperation with the University of Buffalo (USA) and the University of Ottawa (Canada). He has been working at the Freeport of Riga Authority since 2001. From 2001 to 2011, he worked in the Department of Economics, the Shipping Department and in the Department of Strategic Planning and Project Management of the Freeport of Riga Authority. From 2011 to 2018, he headed the Marketing Department of the Freeport of Riga Authority.



**Jakub Koczara**  
Marketing Manager, Port of Gdynia Authority SA

Jakub Koczara is the Marketing Manager of Port of Gdynia Authority S.A. He represents the Port of Gdynia in the field of business contacts, market analyses as well as marketing and PR. His main tasks are building relations with business partners, including the development of shipping lines calling regularly to the Port of Gdynia, cooperation with transshipment terminals operating in the port, as well as other stakeholders.



**Bogdan Oldakowski**  
Secretary General, Baltic Ports Organization

Bogdan Oldakowski is a Secretary General of the Baltic Ports Organization since 2006. He also a founder and co - owner of Actia Forum Ltd established in 2000. In years 2003 – 1996, he worked as at various positions in the Port of Gdansk Authority Co. At the same time, he was a chairman of the Environment Committee of the Baltic Ports Organization. He involved in work of several international transport related organizations: e.g. European Sea Ports Organization, International Maritime Organization. He also become an organizer, chairman and speakers at many international conferences. He was graduated in 1993 from University of Gdansk, Faculty of Physical Oceanography. He is also graduated from Law and Management post-graduate studies at Gdansk University of Technology.



**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.



**Margus Vihman**  
Chief Commercial Officer, Port of Tallinn

Margus Vihman has served as a member of the Port of Tallinn management board since 2016. He is in charge of commercial activity – customer relations and sales. During his management several infrastructure projects and digital solutions improving port services have been implemented.



**Ingo Meidinger**  
Sales Director, JadeWeserPort Wilhelmshaven

Ingo Meidinger is the Sales of Director at the Jadeweserport since 2013. He has experienced in Development of the Industrial Zone & Trades and Location Marketing. Previously, he worked as Vice President Investor Relations at UES International (HK) Ltd., Shanghai. He holds Master of Science, majoring in marketing and management studies at University of Hamburg/University of Hagen.



**Marika Gillardo**  
Marketing e Business Developer, Circle SpA

Marika Gillardo has a master's degree in Maritime and Port Management at the University of Genoa, and during her studies she did international experience also to the Escola Europea de Short Sea Shipping in Barcelona. Since November 2018 she has been taking care of Marketing and Business Development at Circle Spa, an Italian consulting company with a focus on the optimization of processes with reference to ports, inland ports and intermodal transport field.



**Stephen Archer**  
Chief Executive Officer, Baltic Rail AS

Stephen Archer is a Chief Executive Officer for As Baltic Rail . He is an originally a financial consultant from the UK and has worked in Central Europe for 20 years. He has more than 15 year of experience of managing railway and intermodal operations. He is now living in Tallinn and managing Baltic Rail which is a company operating in 7 countries.



**Barbara Wójcik**  
Deputy Director for Commercial Matters, Logistical Center in Malaszewicze, ADAMPOL SA

Barbara is strongly connected with logistic industry having an extensive experience and knowledge in railway logistics, customs clearance, services associated with international trade and sales & marketing. As a Vice Commercial Director she is responsible for strategic projects involving various transportation modes and different logistical resources as well as creation of new solutions. She is a graduate of Podlaska Academy faculty of Management&marketing and graduated from Ernst&Young Academy of Business as a Project Manager.



**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.



**Piotr Rybinski**  
Territory Manager Big Trucks East Europe, Hyster Europe

*Piotr Rybinski is an industrial and ports logistics professional to advise customers in achieving TCO reduction and optimize productivity, with over 20 years industry experience. In 2012 he joined the team of experts (Big Trucks Team) in Hyster-Yale Group, where keeps a position of Big Trucks Territory Manager (Eastern Europe ).*



**Ron van Os**  
Sales Manager Port Applications, Groeneveld Lubrication Solutions

*Within Groeneveld Lubrication, Ron van Os focusses on equipment for ports. He has extensive experience in high-tech industries and multinational customers including OEMs. Ron holds a Bachelor degree in Industrial Engineering and an MBA from Heriot-Watt, Edinburgh.*



**Huub van Roosmalen**  
Director Business Development, Maritime Traffic Management, Industrial Products and Services, Saab Technologies B.V.

*Huub van Roosmalen joined Saab as an electrical engineer in 1994. Starting from a background in software and system engineering for both maritime and aviation solutions, over the years his role evolved into bid manager and then on to business developer. His experience in many aspects of traffic management solutions implemented around the globe, helps to bridge the gap between technology and business. Watt, Edinburgh.*



**Jakub Wojciechowski**  
Senior Sales and Service Manager, Kalmar

*Jakub Wojciechowski is a Senior Sales and Service Manager for Kalmar, Poland since 2012. His previous roles as Managing Director at Przedsiębiorstwo Idal, Gdynia (2008-2012) and General Director at Rumia - Remontowa Group (2007-2008). Jakub Wojciechowski holds a MSc in Economy and Finances.*



**Rainer Altmeppen**  
Head of Sales Ports & Maritime, Stemmman-Technik

*As an experienced mechanical engineer, Rainer has worked across multiple marketing and project management disciplines in both large and medium-sized companies. At Stemmman-Technik GmbH, Rainer and his team are responsible for supplying the marine industry with power and data transfer-solutions. The team has provided numerous ferrychargers and shore power supply systems to meet the individual requirements of naval customers world-wide. Rainer is also responsible for the market segments of harbor cranes and FPSOs. Prior to this, he has held positions in plant engineering companies helping the offshore, mining and dredging industry to enhance pipeline and subsystem integrity by developing and applying innovative material and monitoring technologies for risk mitigation and lifetime extension. At Stemmman, Rainer's focus is on providing the industry both innovative and sustainable charging and power supply solutions contributing to a greener marine industry.*



**Lev Evangulov**  
Sales Manager, Mobile Heavy Machinery

*Lev Evangulov is the Sales Manager of Mobile Heavy Machinery. He holds Mechanical Degree Qualified and he is an English, Spanish and Russian speaker. Lev has been working at SAMSON (former B&W Mechanical Handling) and serving his customers at Ports and Terminals around the World for over a decade.*



**Lars Meurling**  
Vice President Marketing, Bromma

*Mr. Lars Meurling is a member of the management team at Bromma, the world leader in crane spreaders, where he serves as Vice President, EMEA and Marketing. Prior to joining Bromma, Mr. Meurling worked in the technically advanced biotechnology industry for 17 years, both as a Sales Director and Business Unit Director. Mr. Meurling is also the chairman of the PEMA (Port Equipment Manufacturers Association) Safety and Environment Committee. Mr. Meurling holds the MSc degree in Engineering Physics from Uppsala University in Uppsala, Sweden. He is based at the Bromma office in Stockholm, Sweden.*



**Prof. Dr.-Ing. Holger Schuett**  
Managing Director, akquinet port consulting GmbH

*Dr. Holger Schuett is the CEO of akquinet port consulting GmbH (former known as ISL Applications GmbH). He is working in the field of simulation as well as in the branch of ports and container terminals for nearly 30 years. Starting within the IT of HHLA, the biggest terminal operator in Hamburg, he was responsible for the simulation-based consultancy of the fully automated Container Terminal Hamburg Altenwerder. In 2002, he joined ISL to combine ISL's research-based simulation products with his knowledge from the practice. The product family CHESSCON developed by ISL supports the optimisation of terminal processes in all five continents.*



**Sebastian Alves**  
Commercial Pre-Sales Manager, Vahle

Sebastian Alves is working for VAHLE Electrification Systems already 25 years and is responsible currently as Commercial Pre-Sales Manager for port technology worldwide at Vahle Systems & Projects. His previous activities include the global project coordination of multiple electrification projects in different industries.



**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.



**Krzysztof Urbaś**  
President of the Board, Szczecin and Świnoujście Seaports Authority SA

Born in 1958. Graduated from the University of Gdansk. From 1982 he was associated with the Sea Port in Gdynia, and in the following years gained experience in maritime trade, in the implementation of forwarding projects and international logistics in the port and sea industry at Cargo Service Ltd. From 1998 – the Member of Board in the Port of Gdansk Authority, responsible - among others, for development of the Gdansk Container Terminal S.A. In 2007-2008 as the Development Director in the Port of Gdansk Authority S.A. he developed the strategy of the Port of Gdansk until 2030, the strategy of the Port of Gdansk XXI and the development plan of the Northern Port. In the following years 2008-2010, being the President of Board of Siarkopol Gdansk S.A., he restructured the company. From 2010, co-owner and the President of Board of Balquest Ltd. Gdynia. In 2017-2018 the Director of a ferry company Unity Line Ltd. (Polsteam Shipping Company Group), next the Vice President of Żegluga Polska SA (Polsteam Shipping Company Group). Since 2019 the President of Board in the Szczecin and Świnoujście Seaports Authority.



**Michał Kuzajczyk**  
Chief Commercial Officer, Baltic Container Terminal Gdynia

Michał Kuzajczyk is the Chief Commercial Officer of BCT- Bałtycki Terminal Kontenerowy Sp. z o.o. He is a recognized specialist in the field of sales and marketing management in many international companies operating in various industries. He was graduated in economics and logistics; he started his professional career in the IT industry. In 2008, he joined BCT as a Marketing Manager, where he was responsible for promotion of terminal services on both the domestic and foreign market. He is Commercial Director of BCT since 2017.



**Dominik Landa**  
Commercial Director, Deepwater Container Terminal Gdansk

Dominik Landa joined DCT Gdansk in 2011 as Business Development Director. Previously he worked in Maersk Polska Sp z o.o. part of APMM Group where he held several positions in Operations Department for the preceding 5 years. Before leaving he was a member of Cluster Management Team, holding position of General Manager responsible for Operations in East Central Europe. He played a significant role in extending the first weekly deep-sea container vessel service from the Far East to the Baltic, precisely DCT Gdansk, which turned out to be a breakthrough point for the shipping industry in Poland. As a Commercial Director at DCT Gdansk, Dominik successfully finalized negotiations with the 2M Alliance (APL, Hapag-Lloyd, HMM, NYK, MOL and OOCL) and with OCEAN Alliance (COSCO SHIPPING, OOCL, CMA-CGM Group, EVERGREEN). Dominik graduated Gdansk University with master degree in Transportation and Logistics Management and bachelor degree in IT. In 2014, he graduated from the Executive MBA program from Rotterdam School of Management. Lecturer of Maritime Economics at WSB and member of Transportation and Logistics panel of experts at the University of Gdansk.



**Tuesday 22 October 2019**

## TECHNICAL SITE VISIT

- 8am Delegate registration at the lobby of the Courtyard by Marriott Gdynia Waterfront
- 9am Transport departs from the Courtyard by Marriott Gdynia Waterfront to Port Gdansk
- 10am Arrival at Port Gdansk to visit the Deepwater Container Terminal Gdansk. Due to safety protocol, only one bus (Group 1) will enter the terminal. Group 2 will be stationed at the Port Gdansk Harbour Master's Office, to visit the office and take a short break. Group 2 will enter the terminal after Group 1 arrives at the Harbour Master's Office
- 11am Transport departs from Port Gdansk to Port Gdynia
- 12pm Technical Site Visit around Port Gdynia's facility via a boat trip. **Delegates are advised to dress accordingly for the boat trip. Ladies are advised not to wear shoes with high heels during the site visit**
- 1pm Transport departs from Port Gdynia back to the Courtyard by Marriott Gdynia Waterfront
- 2pm Arrival at the Courtyard by Marriott Gdynia Waterfront (approx.)
- \* Refreshments will be provided during the site visit at Port Gdansk and Port Gdynia*

- 7 30pm to 9pm Networking Welcome Reception for all registered participants at the Emigration Museum Gdynia. Transport will depart from the lobby of the Courtyard by Marriott Gdynia Waterfront at 7 10pm sharp and will return back to the Courtyard by Marriott Gdynia Waterfront at approximately 9pm. Smart Casual Attire.

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## Wednesday 23 October 2019

- 8am Conference delegates registration and refreshments served in the exhibition

## OPENING CEREMONY

- 9am Organiser's Remarks  
Rory James Doyle, CMLT, Managing Director, Transport Events, Malaysia
- 9 05am VIP Keynote Address  
Marcin Horała, Member of Parliament, Law & Justice, Republic of Poland
- 9 10am Welcome Remarks  
Adam Meller, President of the Managing Board and Chief Executive Officer, Port of Gdynia Authority SA, Poland
- 9 15am Welcome Remarks  
Łukasz Greinke, President of the Board, Port of Gdansk Authority SA, Poland
- 9 20am Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

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

Sponsored by



- 10 30am Conference Moderator's Opening Remarks  
Krzysztof Zalewski, Marketing and International Relations Specialist, Port of Gdansk Authority SA, Poland
- 10 30am Competing connectivity of Port Gdansk  
Marcin Osowski, Vice President Infrastructure, Port of Gdansk Authority SA, Poland
- 10 45am The development of the Port of Gdynia by 2027 in response to market expectations  
Maciej Krzesiński, Marketing and International Business Director, Port of Gdynia Authority SA, Poland
- 11am Improving regional maritime connectivity and reviewing implemented initiatives  
Steve Wray, Associate Director, WSP, United Kingdom
- 11 15am Recent changes in customs guidance and VAT law impacting customs representation  
Marta Kolbusz-Nowak, Indirect Tax Manager, Ernst & Young, Poland

## SESSION 2 Improving collaborations for efficacious infrastructure developments projects

Sponsored by



- 11 30am Infrastructure enabling area development in ports and economic zones  
Arénso Bakker, Founding Partner, NLhave, The Netherlands
- 11 45am The Krievu Sala project – Infrastructure developments and relocation of terminal operations  
Edgars Suna, Deputy Chief Executive Officer for Port Development, Freeport of Riga Authority, Latvia
- 12pm Development of key port infrastructure improving cargo flow in the logistics chains  
Jakub Koczara, Marketing Manager, Port of Gdynia Authority SA, Poland
- 12 15pm Questions and answers followed by conference delegates networking lunch

## SESSION 3 Market dynamics, port developments and a perspective on the Belt and Road Initiative

- 2pm Baltic ports market – Recent dynamics and future challenges  
Bogdan Ołdakowski, Secretary General, Baltic Ports Organization, Poland
- 2 15pm Developments of the Middle Corridor in line with the Belt and Road Initiative  
Leila Batyrbekova, Deputy Secretary General, International Association Trans-Caspian International Transport Route (TITR), Republic of Kazakhstan

## Supporting Trade Organisations



2 30pm	Increasing efficiency through smart investments at Port of Tallinn Margus Vihman, Chief Commercial Officer, Port of Tallinn, Estonia	
2 45pm	One Belt One Road Initiative - The significant role of JadeWeserPort Wilhelmshaven as a strategic connector for the Baltic Ingo Meidinger, Sales Director, JadeWeserPort Wilhelmshaven, Germany	
3pm	Questions and answers followed by conference delegates refreshments served in the exhibition	Sponsored by <b>MAFI</b> TRANSPORT-SYSTEME GMBH

<b>SESSION 4</b>	<b>Developments in Baltic supply chain transportation through rail, sea and road in strengthening cargo transportation</b>	Sponsored by <b>BCT</b> BALTIMORE CONTAINER TERMINAL AN ICTSI GROUP COMPANY
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4pm	Digitalisation and optimisation of railway last mile operation inside ports areas Marika Gillardo, Marketing e Business Developer, Cirde SpA, Italy	
4 15pm	Intermodal services, it's challenges and Baltic Rail's development of work in the Baltic Adriatic corridor Stephen Archer, Chief Executive Officer, Baltic Rail AS, Estonia	
4 30pm	Polish ports development in connection to new silk road Barbara Wójcik, Deputy Director for Commercial Matters, Logistical Center in Malaszewicze, ADAMPOL SA, Poland	
4 45pm	Questions and answers followed by Conference Moderator's closing remarks	
7pm to 10pm	Networking Welcome Dinner for all registered participants at The Gdańsk Shakespeare Theatre. Transport will depart from the lobby of the Courtyard by Marriott Gdynia Waterfront at 6 30pm sharp and will return back to the Courtyard by Marriott Gdynia Waterfront at approximately 10pm. Smart casual attire.	Hosted by <b>PORT GDAŃSK</b> <b>PORT GDYNIA</b>

## Thursday 24 October 2019

8am	Conference delegates registration and refreshments served in the exhibition
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<b>SESSION 5</b>	<b>Technology and ports: Creating digital ports and improving speed and efficiency</b>	Sponsored by <b>SAAB</b>
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9am	Conference Moderator's Opening Remarks Leila Batyrbekova, Deputy Secretary General, International Association Trans-Caspian International Transport Route (TITR), Republic of Kazakhstan	
9am	Clean Bulk Ports - The next generation in clean bulking handling. Case studies of zero loss bulk supply chain Frank van Laarhoven, Senior Sales Manager, RAM Spreaders, The Netherlands	
9 15am	Technical innovations for zero-emission terminals Piotr Rybinski, Territory Manager Big Trucks East Europe, Hyster Europe, Poland	
9 30am	Reducing operational costs with automatic lubrication Ron van Os, Sales Manager Port Applications, Groeneveld Lubrication Solutions, The Netherlands	
9 45am	Launching port automation forward with best practices Huub van Roosmalen, Director Business Development, Maritime Traffic Management, Industrial Products and Services, Saab Technologies B.V., The Netherlands	
10am	Optimising the terminal equipment maintenance processes with digital services Jakub Wojciechowski, Senior Sales and Service Manager, Kalmar, Poland	
10 15am	The What shore power can do to reduce you port's CO2-footprint Rainer Altmepfen, Head of Sales Ports & Maritime, Stemmann-Technik, Germany	
10 30am	Questions and answers followed by conference delegates refreshments served in the exhibition	
11 30am	Reducing port infrastructure costs using mobile bulk handling equipment Lev Evangelov, Sales Manager, Mobile Heavy Machinery, Lithuania	
11 45am	Intelligence, precision and robustness, spreader functionality for automatic yard cranes Lars Meurling, Vice President Marketing, Bromma, Sweden	
12pm	Digitisation — How decision support systems improve terminal's operation and efficiency Prof. Dr.-Ing. Holger Schuett, Managing Director, akquinet port consulting GmbH, Germany	
12 15pm	System solutions for port automation Sebastian Alves, Commercial Pre-Sales Manager, Vahle, Germany	

<b>SESSION 6</b>	<b>Managing port infrastructure and effective planning and development of port operations</b>	Sponsored by <b>DCT GDANSK</b> A Member of the ØYSA Group
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12 30pm	Enclosed spaces, the risks associated and loss prevention Ian Rose, Director, Senior Underwriter, TT Club, United Kingdom	
12 45pm	Port infrastructure projects as a key priority of the ports development strategy Krzysztof Urbaś, President of the Board, Szczecin and Swinoujście Seaports Authority SA, Poland	
1pm	Questions and answers followed by conference delegates networking lunch	
2pm	Creating an efficient regional transportation hub in recognising the Baltic region as an important economic zone Michał Kuzajczyk, Chief Commercial Officer, Baltic Container Terminal Gdynia, Poland	
2 15pm	DCT Gdansk — Baltic hub for today and tomorrow Dominik Landa, Commercial Director, Deepwater Container Terminal Gdansk, Poland	
2 30pm	Questions and answers followed by Conference Moderator's closing remarks. Refreshments served in the exhibition	

## Supporting Media

# 3<sup>rd</sup> BALTIC PORTS & SHIPPING 2019

Courtyard by Marriott Gdynia Waterfront, Poland  
Wednesday 23 and Thursday 24 October 2019

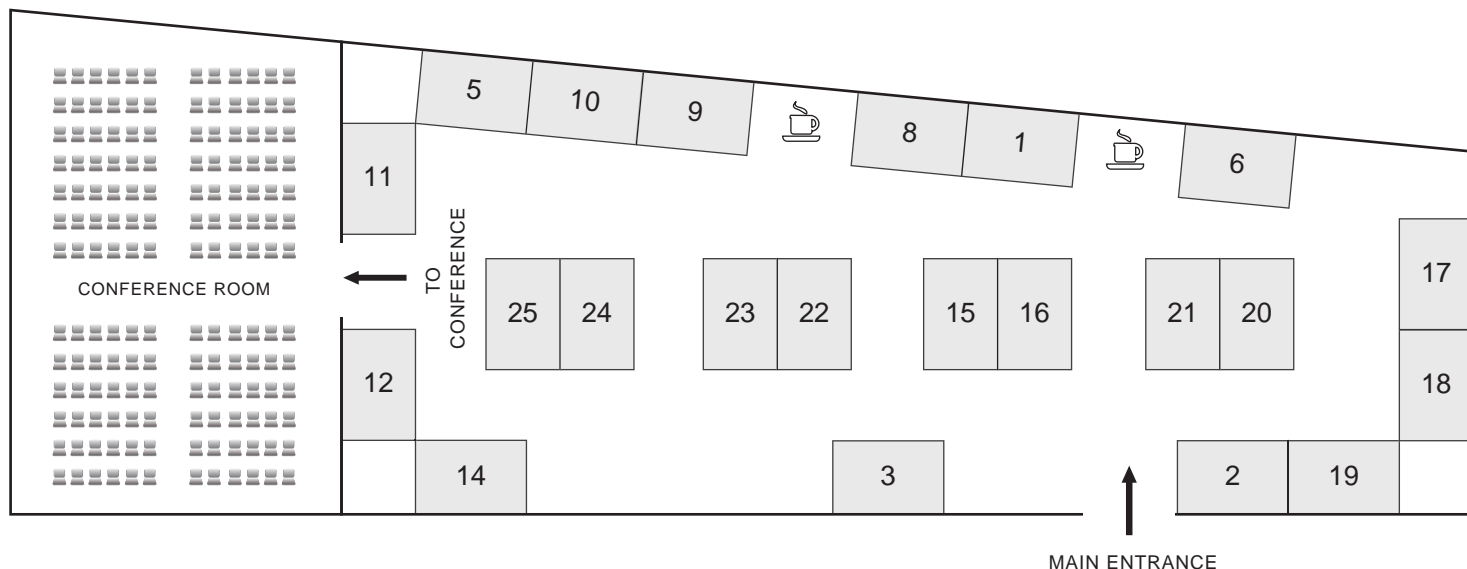
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Official Hotel and Venue

**COURTYARD**  
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GDYNIA WATERFRONT



Delegates Nametags  
Sponsor



Conference Sessions  
Sponsors



Conference Delegates  
Refreshment Sponsors



Networking Welcome  
Reception and Networking  
Welcome Dinner Host



## STAND ALLOCATION (updated on 10 / 10 / 2019)

2	Bromma	24	Port of Gdansk
11	Circle - Log@Sea	25	Port of Gdansk
12	Dutch Lanka Trailer Manufacturers	22	Port of Gdynia
3	Forkliftcenter BV	23	Port of Gdynia
16	Franz Woelfer Elektromaschinenfabrik Osnabrueck	6	RAM Spreaders
17	Freeport of Riga	18	SAAB Technologies
10	Groeneveld Lubrication Solutions	1	Sibre
8	Houcon Cargo Systems BV	19	Stemmann-Technik GmbH
20	Hyster	9	Stinis Spreaders
15	MAFI Transport-Systeme GmbH	14	Trans-Caspian International
6	PEINER SMAG Lifting Technologies		Transport Route (Middle Corridor)
		21	UAB Mobile Heavy Machinery
		5	Vahle

## EXHIBITION STAND PACKAGE

### 3 x 2 Square Metre Stands Include:

- A Guaranteed Speaker Place in The Concurrent Conference Programme
- Professional Standard Shell Scheme
- 1 Exhibition Table
- 2 Exhibition Chairs
- Exhibition Stand Lighting
- Electrical Power Point
- Exhibition Stand Carpet
- Exhibitor Name Panel
- WiFi Broadband Internet Access
- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is €7,895
- There is a Registration And Administration Fee of €495
- There are Multiple Events Booking Discounts

Please Visit: [www.transporevents.com](http://www.transporevents.com)

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**TRANSPORT EVENTS**

Transport Events Limited

Tel: + 60 3 8023 5352

Fax: + 60 3 8023 3963

Email: [enquiries@transporevents.com](mailto:enquiries@transporevents.com)

LinkedIn

facebook



# SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **3rd Baltic Ports & Shipping 2019 Poland 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 3rd Baltic Ports & Shipping 2019 Poland 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 Nametags 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.

Sponsored by **TT CLUB**  
50 years of established expertise

## 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 take 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 22 October 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.

Hosted by **PORT GDANSK** **PORT GDYNIA**

## 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.

Session 1 **HOUCON**  
www.houcon-group.com

Session 2 **Faiveley** *Stemmann-Technik*  
*A Wabtec Company*

Session 3

Session 4 **BCT** *BALTIC CONTAINER TERMINAL GDYNIA*  
*An ICTSI Group Company*

Session 5 **SAAB**

Session 6 **DCT GDANSK**  
*A Member of the PSA Group*

## 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 Delegate Refreshment break is €5,295.

Break 1

Break 2 **VAHLE**

Break 3 **MAFI**  
*TRANSPORT-SYSTEME GMBH*

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. 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.

Wednesday 23 October 2019

Thursday 24 October 2019

## Networking Welcome Dinner – Wednesday 23 October 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.

Hosted by **PORT GDANSK** **PORT GDYNIA**

## REGISTRATION INFORMATION

To Participate In The 3rd Baltic Ports & Shipping 2019 You Need to Register as an **Exhibitor, Conference Delegate or Exhibition Visitor.**

**Conference Delegates Receive:** Competitive 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](http://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](mailto:alin@transportevents.com)

### Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on Tuesday 22 October 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: [anis@transportevents.com](mailto:anis@transportevents.com)

☐ I Wish to Attend The Networking Welcome Reception on Tuesday 22 October 2019

☐ I Wish to Attend The Networking Welcome Dinner on Wednesday 23 October 2019

Name: \_\_\_\_\_ 21 / 10 / 2019

Job Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Website: \_\_\_\_\_

## INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Sunday 22 September 2019**: The 'Early Bird' Conference Delegate Registration is **€1,195** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Monday 23 September 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](mailto:alin@transportevents.com). Business/Photo ID is required.
- One Day Conference Delegate Registration is **€795**
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment at [www.transportevents.com](http://www.transportevents.com) Please Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR And USD.

☐ Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 3 8023 3963 or Email to: [alin@transportevents.com](mailto:alin@transportevents.com) For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. Transmitting Bank Charges Must be Paid by The Sender.

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

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

### Euro (EUR) and US Dollar (USD) Bank Transfer to:

**Account Name: Transport Events Limited**

**Account Number: 035-802-538366-831**

**Beneficiary Bank: OCBC Wing Hang Bank Limited**

**Bank Address: 161 Queen's Road Central, Hong Kong**

**Swift Code: WIIHBKHH**

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.  
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

## POLISH ZLOTY DELEGATE REGISTRATIONS

For Polish Nationals, Citizens And Residents of Poland, The Conference Delegate Registration is PLN2,715.

- On or Before **Sunday 22 September 2019**: The 'Early Bird' Conference Delegate Registration is PLN2,260
- From **Monday 23 September 2019**: The Regular Conference Delegate Registration is PLN2,715
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment Via PayPal at [www.transportevents.com](http://www.transportevents.com) Follow The Instructions on Our Registration Page. Payment Will be Accepted in Either EUR or USD. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

☐ I Have Transferred PLN2,260 / EUR495 / USD587 Per Delegate to OCBC Wing Hang Bank Limited

☐ I Have Transferred PLN2,715 / EUR595 / USD705 Per Delegate to OCBC Wing Hang Bank Limited

### Euro (EUR) and US Dollar (USD) Bank Transfer to:

**Account Name: Transport Events Limited**

**Account Number: 035-802-538366-831**

**Beneficiary Bank: OCBC Wing Hang Bank Limited**

**Bank Address: 161 Queen's Road Central, Hong Kong**

**Swift Code: WIIHBKHH**

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.  
TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 3 8023 3963 or Email to: [alin@transportevents.com](mailto:alin@transportevents.com)

## 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
- Flights, Visa Arrangements, 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: \_\_\_\_\_

Dated: \_\_\_\_\_

## COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Limited  
Tel: + 60 3 8023 5352  
Fax: + 60 3 8023 3963  
[enquiries@transportevents.com](mailto:enquiries@transportevents.com)

[www.transportevents.com](http://www.transportevents.com)



**TRANSPORT EVENTS**  
reg. in Hong Kong No. 2788290

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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:  
Wednesday 23 October 2019 9am to 5pm  
Thursday 24 October 2019 9am to 3 30pm

## OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Courtyard by Marriott Gdynia Waterfront, Poland**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**Courtyard by Marriott Gdynia Waterfront**  
ul. Jerzego Waszyngtona 19  
Gdynia 81-342  
Poland

**COURTYARD**  
Marriott  
GDYNIA WATERFRONT

Contact Person  
Katarzyna Chirita  
MICE Specialist

Tel: + 48 58 743 0704  
Fax: + 48 58 743 0716  
Email: [SM1@courtyardgdynia.com](mailto:SM1@courtyardgdynia.com)  
Website: [www.courtyardgdynia.pl](http://www.courtyardgdynia.pl)