

BALTIC

PORTS AND SHIPPING 2021

Maritim Seehotel Timmendorfer Strand, Germany
Tuesday 21 to Thursday 23 September 2021

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- Technical Site Visit • International Exhibition • International Conference •
- 150 Conference Delegates • Networking Welcome Reception • Local Delegates Discount •

HIGHLIGHTED TOPICS

- An assessment of the Baltic economy and improving current cargo movement initiatives in developing a sustainable maritime future
- Intermodal services, its challenges and Baltic Rail's development of work in the Baltic Adriatic corridor
- Port infrastructure innovations, improving collaborations and finding attractive financial conditions for port projects
- Increasing efforts in reducing accidents in ports to reduce operational shortcomings
- A Baltic perspective on the Belt and Road Initiative in refining world-wide trade
- Current updates and future challenges of the Belt and Road Initiative for Baltic ports
- Supply chain developments in the Baltic region and observing the global market environment that influence supply chain movements through rail, sea and road
- Emerging port technologies that improve trade connectivity and shape smart digital ports
- Recognising the substantial role of port and terminal operations in the Baltics to facilitate global trade movements

For more Information or to Register

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Hartmut Beyer
Authorised Representative, HPC Hamburg Port Consulting GmbH, Germany

Hartmut has a background as industrial engineer in transport as well as a shipping agent. After four years in air cargo consulting with Lufthansa in the nineties, he joined UNICONSULT Universal Transport Consulting GmbH as project manager. In this role, he managed numerous national and international consulting projects for governmental organisations and international institutions on market, feasibility and strategy studies for port hinterland transport as well as for EU INTERREG Co-funding projects. While he became Managing Director in 2006, he extended the scope of consulting business towards air transport and cruise industry. Projects on inland waterway transport in Vietnam, China and India became another important product, while the support of the Inland Waterway Authority of India in the commercialization of barge transport on the Ganges is still ongoing. After merging with HPC Hamburg Port Consulting GmbH in 2017, he developed the HPC consulting product "Co-funding Management". In this function, he and his team identify and make access to national and European funds to co-finance the client's investments but also R&D on sustainable or innovation projects in the port and hinterland transport industry.



Stefan Haid
Partner, Global Strategic Infrastructure Practice, Roland Berger GmbH, Germany

Stefan is a Partner in Roland Berger's Global Strategic Infrastructure Practice with 18 years of experience in management consulting. The focus of his work is the facilitation of strategic infrastructure projects, particularly ports, during their entire lifecycle. His clients comprise government institutions, development banks and private companies. Before joining Roland Berger in 2009, he worked for several other consultancies and studied Business/Economics and Political Science at the Universities of Passau, Mannheim, and ESSEC (Paris) as well as International Relations/Economics at Johns Hopkins University's School of Advanced International Studies (SAIS) in Washington DC.



Arénso Bakker
Founding Partner, NLhave, The Netherlands

Arénso works for NLhave and has a background in both logistic engineering and holds a master degree on economics with a specialization in real estate, property and area development. He works internationally on the development and operations in ports, logistics-areas and economic zones including the Port of Rotterdam and the Panama Canal. Further he is a registered valuer. His knowledge of logistic operations, property-exploitations, landlord operations, landlease and concessions is a solid ground for complex property issues and valuations. Value, development and potential are the central themes in his work.



Robert Aumüller
Business Unit Manager Port Application, Sennebogen Maschinenfabrik GmbH, Germany

Sennebogen has a 70 years history in developing Material Handling solutions with Hydraulic Material Handlers and Cranes for various industries like Ports, Recycling, Timber and Construction.

Robert Aumüller is with Sennebogen since 2001 and developed over the years in different regions the Sennebogen Distribution Network in countries like Russia, Ukraine, Scandinavia and other Northern European countries. Since 2020 he is focusing on Port applications and developing the Sennebogen products & Sales organisation especially for that market.



Manos Karanikolas
Senior Claims Executive, TT Club, United Kingdom

Manos joined TT Club in July 2018 as a Claims Executive. has worked for an Italian Shipping Law Firm and at the Legal Department of a Shipping Line in Genoa. He is a Greek qualified Lawyer and he holds an LL.M in Maritime Law from the University of Southampton. Manos is a native Greek speaker and speaks English, German, Spanish, Italian, French and Norwegian.



Eryn Dinyovszky
Nordic Region General Manager, Yilport Holding Inc., Sweden

Eryn Dinyovszky holds a B.S. degree in Marine Transportation at California Maritime Academy and an MBA in Shipping, Offshore, and Finance from BI Norwegian School of Management. Prior to joining Yilport Nordic, Eryn Dinyovszky worked in Abu Dhabi Terminals as Business Development Manager focusing on international business expansion. Also, in her tenure with ADT, she held the role of Transition Project Manager where she led a project team with the responsibility of implementing Khalifa Port, a 2.5 Million TEU green field semi-automated terminal, and transferring the business from its historical city central location to the newly developed industrial clustered location. Eryn Dinyovszky also worked for the A.P. Moller group for 10 years in both liner operations and at APM Terminals in various roles and countries. She joined Yilport Nordic in 2014 as General Manager of Yilport's Nordic Region. This comprises of Yilport Gavle Bulk and Container Terminal, Stockholm Nord Rail Combi Terminal, Yilport Oslo, and Yilport Logistics.



Fatih Yilmazkarasu
Director, Trade and Customer Relations, Marport Terminal Operators S.A., Turkey

Fatih Yilmazkarasu has an education in Istanbul University, Faculty of Economy. On 20th year at container business, he has an experienced on Maersk for 15 years on Line and Logistics departments in 5 different roles. He is currently at Marport Terminal Operators S.A. as Trade and Customer Relations Director.





Andres Uusoja
Chief Commercial Officer, HHLA TK Estonia, Estonia

Andres is the Chief Commercial Officer and Board Member of HHLA TK Estonia multimodal terminal. He is responsible for developing different multimodal solutions for connecting different countries surrounding Estonia with HHLA International Terminals in the Baltic Sea, Black Sea, and the Adriatic Sea. During the last 15 years, he has been working with the Maritime industry, in different shipping lines and forwarders.



Dr. Lawrence Henesey
Commercial Manager, DP World, United Arab Emirates

Dr. Lawrence Henesey is the Commercial Manager for ZODIAC and is responsible for all commercial activities for the company. Dr. Henesey possesses 31 years' experience in container shipping, logistics, maritime industry and port/terminal sector while employed with companies, such as: Marcara, Evergreen, Sea Land, TTS Port Equipment, Conductix-Wampfler AG, Vahle GmbH, SIMPORT AB, ISL-Applications GmbH, and now with DPWorld. He has lived in USA, Belgium, Germany, Sweden and Dubai. Dr. Henesey assists in the development and marketing of IT solutions for optimising operations, improving processes and applying digitalization solutions in ports and container terminals globally by offering solutions from ZODIAC. In addition to experiences with simulation and techniques from computer science, Dr. Henesey has worked with employing automation and "smart" technologies, such as AGVs, ASCs, Automated cranes, RTGs and ITVs. As a senior researcher since 2000 at Blekinge Institute of Technology, Sweden, Dr. Henesey has focused his research on the applications of technologies in Distributed Artificial Intelligence (Multi Agents and Machine Learning) for improved performances in logistics systems, such as Container Ports and Terminals, which has culminated into 100+ published articles and two books. Dr. Henesey earned his PhD in Computer Science from Blekinge Institute of Technology, Sweden. Additional degrees: MSc (Cum-Laude) in Transport and Maritime Management from the University of Antwerp, Belgium and degrees from Old Dominion University, Virginia, USA.



Sven Lohse
Chief Executive Officer Port Operation and Shipping Company, Hans Lehmann KG, Germany

Sven Lohse is the Chief Executive Officer of the Lehmann Group for shipping and port operation. Studied shipping trade and transport in London and Hamburg and worked since 2008 in different positions in the maritime industry.



Berzins Edvins
Chief Executive Officer, Win Win Transport Solutions, Ukraine

Highly professional and internationally experienced manager of more than 20 years in transport, multimodal transit industry with a wide international business relationship network gained through professional European industry associations. Solid business experience both heading the largest transport company in Latvia and establishing strong business position of the company in international markets both in Europe and CIS countries. Experienced in change management, reorganisation processes, sustainable (green) solutions of the industry, and introduction of good corporate governance principles to ensure that processes of accountability, fairness, disclosure, transparency and others are introduced (appropriate education and practice acquired). Experience of transport industry includes multimodal transport modes and diverse aspects of the industry (logistics, rolling stock, infrastructure, cargo transportation), management of state 1520mm railway infrastructure management company and a new fast conventional double track electrified 1435 mm railway line with maximum design speed of 240km/h on the route from Tallinn to Polish Border.



Guus Janssen
Program Manager Cranes Solution Partners and Training, Siemens, Germany

Guus started as electrical engineer at Siemens with 18 years of field experience in engineering, commissioning and service of port cranes. He did automation and e-mobility and enhanced services with focus on digitalization in maintenance.



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

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.



Georg Franz Matzku
Head of Shore Power, Head of Marketing, Power Collection Business Unit, STEMMANN-TECHNIK GmbH, Germany

Georg Matzku is the Head of Shore Power, Head of Marketing, Power Collection Business Unit with a degree in business administration at the University of Mannheim. Since 2010, he has been working for Stemmann-Technik as head of sales for industrial products, one of world's leading manufacturers of energy and data transfer components and systems in industrial and transport technology.



Matteo Nicoli
Business Process Analyst, Circle SpA, Italy

Matteo Nicoli currently works as Business Process Analyst for Circle Group. He joined the company in 2019 and he is also advisor of the Board at Log@Sea, the Enterprise Network made by Circle and Aitek which offers digitalisation and automation technological services to the Supply Chain operators. He graduated in Maritime & Ports Management at University of Genoa.



Andreas Ritschel
Deputy Sales Director Port Equipment, Liebherr, Germany

Andreas Ritschel is part of the Liebherr Group since February 2013. Andreas is currently working as the Deputy Sales Director for Port Equipment in addition to overseeing all Liebherr Harbour Mobile Crane and Reachstacker sales activities in North and Central America, Great Britain and Ireland, The Benelux, Austria, Switzerland and Germany. He started his professional life as a car mechanic. After 5 years, he moved to study in order to finish his Bachelor and Master degree in mechanical Engineering in 2010. Right after his study, he was responsible for the planning and construction of one of the most modern fish-smoking factory (Ostsee Fisch) in Rostock, in which he worked as a CTO right after completion until beginning of 2013.



Uwe Pietryga
Solution Sales Director Central Europe, Kalmar Automation Solutions, Finland

Uwe Pietryga joined Kalmar in 2019. In his position as Director Solution Sales for Kalmar Automation Solutions, he is responsible for the Central European business. He has worked for nearly 30 years continuously in this industry. His advanced knowledge and well-proven expertise are based on the experiences made through various technical positions in R&D, engineering and sales as well as Managing Director for a crane manufacturer. He maintains a considerable business network and has a good understanding and knowledge about the actual topics and customer needs. Sustainability and implementation of terminal automation are his actually energizing topics.



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

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 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 2010 he took over a professorship at the University of Applied Science Bremerhaven and founded the company. Using the self developed product family CHESSCON he supports the optimisation of terminal processes in all five continents.



Sebastian Alves
Commercial Pre-Sales, VAHLE System & Project Business, Germany

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.



Meena Shah
Sales Engineer, Navis, United Kingdom

Meena has over a decade of experience developing software solutions for both automated and conventional terminals with a particular focus on equipment optimization, systems integration, and user experience.



Stefanie Meier
Head of Marketing, compacer GmbH, Germany

Stefanie Meier is Head of Marketing at compacer. She is a marketing expert when it comes to the topics of data integration and IoT. For her it is important to understand customer needs, that's why she keeps an ear close to the market.



Michał Stupak
Account Manager, Port of Gdańsk Authority

Born in 1970. Graduated 1994 at the Maritime Economic Faculty of the University of Gdansk. Between 1994 and 1995 was responsible for forwarding shipping lines between Gdansk and Scandinavian countries. Since the end of 1995 in the Port of Gdansk Authority at the Marketing Department, responsible for contacts with clients. Last three years responsible for the acquisition of investors in the port area and extending area of activity of the Port of Gdansk as Account Manager in Commercial Department.



Fabian Pfingsten
Member of the Executive Board, Duisport — Duisburger Hafen AG, Germany

An Intermodal Enthusiast who studied Economics, majoring in Logistics, at the University of Duisburg – Essen. For the past 14 years he has gained professional experience in logistic roles on both forwarder and shipper side (incl. Kuehne + Nagel, Hermes and Toyota). Prior to his current role in the Executive Board of duisport agency, he has lead the china department of the port of Duisburg.



Jörn Springer
Managing Partner, Slepner GmbH, Germany

Jörn recently joined Slepner Maritime as Managing Partner, after holding key positions at major liner operator and classification society for several years. He holds Diploma in Ship Operation, Transport and Simulation from Hamburg University of Applied Science and has been at the forefront of successfully adopting data-driven, digital applications in the maritime industry for more than two decades, including stowage planning, energy management and network operations.



Ansis Zeltiņš
Chief Executive Officer, Freeport of Riga Authority

Ansis Zeltiņš has a Bachelor's degree from the Latvian Maritime Academy in Maritime Transport and a Master's degree in Business Administration from the University of Salford (United Kingdom). Previously, he was the Chairman of the Council of the JSC "Latvijas dzelzceļš" and Member of the Board of "Rīgas Brīvostas flote" Ltd. He has gained diplomatic experience in the Permanent Representation of the Republic of Latvia to the European Union in Brussels, working as a Transport Adviser. Prior to that, he was the Chairman of the Board of the subsidiary company "LSC Shipmanagement" Ltd. of JSC "Latvijas kuģniecība" and managed the JSC "Latvijas Jūras administrācija" (Maritime Administration of Latvia) for more than 9 years. The CEO of the Freeport of Riga since 2017. Ansis Zeltiņš has been involved in the maritime industry for 20 years now, representing the country at various international maritime industry forums such as the International Maritime Organization (IMO), the International Hydrographic Organization (IHO), Member of the Board of the European Maritime Safety Agency (EMSA), and the Head of the Shipping Working Group of the Council of Europe. Ansis Zeltiņš has the qualification of a chief mate on ships of 3000 GT and above.



Aneta Szreder-Piernicka
Commercial Director, Szczecin and Swinoujście Seaports Authority SA, Poland

Aneta Szreder-Piernicka – a graduate of the Maritime Academy of Szczecin as well as the University of Szczecin. Associated with the ports of Szczecin-Swinoujście for 20 years. In the years 2000-2009 President of Board in the company Polish Terminals (Polskie Terminale SA). Since 2009, linked with the Szczecin and Swinoujście Seaports Authority (Zarząd Morskich Portów Szczecin i Swinoujście SA), initially as the Commercial and Marketing Director and currently as the Commercial Director of the Szczecin and Swinoujście Seaports Authority.



Ingo Meidinger
Sales Director, JadeWeserPort Wilhelmshaven, Germany

Ingo Meidinger is the Sales 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.



Tuesday 21 September 2021

TECHNICAL SITE VISIT

9am - 11am

Technical Site Visit to The Hans Lehmann KG Terminal And Facilities in The Port of Lubeck

Wednesday 22 September 2021

8am

Conference Delegates Registration And Refreshments Served in The Exhibition

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OPENING CEREMONY

9am

Organiser's Remarks

Rory James Doyle, FCILT, Managing Director, Transport Events, Malaysia

9 05am

Welcome Remarks

Sven Lohse, Chief Executive Officer Port Operation and Shipping Company, Hans Lehmann KG, Germany

9 15am

Exhibition Opening Ceremony And Tour of The Exhibition by The VIP Group Followed by Conference Delegates Refreshments

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SESSION 1

An Assessment of The Baltic Economy And Improving Current Cargo Movement Initiatives in Developing a Sustainable Maritime Future

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10 30am

Conference Moderator's Opening Remarks

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

10 30am

Germany And European Co-Funding Opportunities For Investments And R&D Initiatives on Sustainability Projects And Technical Innovations

Hartmut Beyer, Authorised Representative, HPC Hamburg Port Consulting GmbH, Germany

10 50am

Trade Flows, Maritime Trends And New (Digital) Opportunities For Baltic Ports

Stefan Haid, Partner, Global Strategic Infrastructure Practice, Roland Berger GmbH, Germany

SESSION 2

Port Infrastructure Innovations, Improving Collaborations And Finding Attractive Financial Conditions For Port Projects

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11 10am

Innovation Enabling Port Development

Arénso Bakker, Founding Partner, NLhave, The Netherlands

11 30am

Considering Energy Recovery Systems And Electric Drives as Part of Port Infrastructure Project Initiatives. A Way Forward in Improving Cargo Movement Operations

Robert Aumüller, Business Unit Manager Port Application, Sennebogen Maschinenfabrik GmbH, Germany

11 50am

Ports Facing Changing Climatic Risk

Manos Karanikolas, Senior Claims Executive, TT Club, United Kingdom

12 10pm

Port Infrastructure Development: Finding The Right Investment Models to Support Sustainable Growth

Eryn Dinyovszky, Nordic Region General Manager, Yilport Holding Inc., Sweden

12 30pm

Questions And Answers Followed by Conference Moderator's Closing Remarks And Conference Delegates Networking Lunch

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SESSION 3

Port Infrastructure Innovations, Improving Collaborations And Finding Attractive Financial Conditions For Port Projects (Cont.)

Sponsored by 

2pm

Conference Moderator's Opening Remarks

Michał Stupak, Account Manager, Port of Gdańsk Authority, Poland

2pm

Strategic Improvements in Establishing Marport as a Hub Port in The Black Sea Region

Fatih Yilmazkarasu, Director, Trade and Customer Relations, Marport Terminal Operators S.A., Turkey

2 20pm

HHLA TK Estonia Connecting North – South And East – West

Andres Uusoja, Chief Commercial Officer, HHLA TK Estonia, Estonia

2 40pm

Cargoes TOS+ And The Work we Are Doing With DP WORLD

Dr. Lawrence Henesey, Commercial Manager, DP World, United Arab Emirates

3pm

Questions And Answers Followed by Conference Moderator's Closing Remarks And Conference Delegates Refreshments Served in The Exhibition

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SESSION 4

Supply Chain Developments in The Baltics And Responding to Recent Global Challenges That Has Affected Supply Chain Movements Through Rail, Sea And Road

Sponsored by 

4pm

Managing Supply Chain Movements as The Biggest Private Port Operator in Lubeck

Sven Lohse, Chief Executive Officer Port Operation and Shipping Company, Hans Lehmann KG, Germany

4 20pm

Supply Chain Developments in The Baltics And Responding to Recent Global Challenges That Has Affected Supply Chain Movements Through Rail, Sea And Road

Berzins Edvins, Chief Executive Officer, Win Win Transport Solutions, Ukraine

Supporting Trade Organisations



- 4 40pm** How Crane Automation Improves Port Performance
Guus Janssen, Program Manager Cranes Solution Partners and Training, Siemens, Germany
- 5pm** Polish Ports Developments, Current Challenges Faced And Opportunities For The Supply Chain
Barbara Wójcik, Deputy Director for Commercial Matters, Logistical Center in Malaszewicze, ADAMPOL SA, Poland (on demand)
- 5 20pm** Questions And Answers Followed by The Chairman's Closing Remarks
- 5 30pm - 7pm** Networking Welcome Reception For All Registered Participants. Smart Casual Attire.

Thursday 23 September 2021

- 8 30am** Conference Delegates Registration And Refreshments Served in The Exhibition

Sponsored by  **SAAB**

SESSION 5 Emerging Port Technologies That Improve Trade Connectivity And Shape Smart Digital Ports

Sponsored by  **stinis**

- 9am** Conference Moderator's Opening Remarks
Ingo Meidinger, Sales Director, JadeWeserPort Wilhelmshaven, Germany
- 9am** What Shore Power Can do to Reduce Your Port's CO2-Footprint
Georg Franz Matzku, Head of Shore Power, Head of Marketing, Power Collection Business Unit, STEMMANN-TECHNIK GmbH, Germany
- 9 20am** Digitalisation And Optimisation of Railway Last Mile Operation Inside Ports Areas
Matteo Nicoli, Business Process Analyst, Circle SpA, Italy
- 9 40am** Liebherr's Road to Zero-Emissions Cargo Handling
Andreas Ritschel, Deputy Sales Director Port Equipment, Liebherr, Germany
- 10am** Questions And Answers Followed by Conference Delegates Refreshments Served in The Exhibition

Sponsored by  **KALMAR**

SESSION 6 Emerging Port Technologies That Improve Trade Connectivity And Shape Smart Digital Ports (Cont.)

Sponsored by  **Prysmian Group**

- 11am** Digital Technologies to Shape Smart And Eco Efficient Ports of The Future
Uwe Pietryga, Solution Sales Director Central Europe, Kalmar Automation Solutions, Finland
- 11 20am** The Digital Port as Base For Big Pictures to Revolutionise Your Processes
Prof. Dr.-Ing. Holger Schuett, Managing Director, akquinet port consulting GmbH, Germany
- 11 40am** Terminal Automation For Next-Gen Ports
Sebastian Alves, Commercial Pre-Sales, VAHLE System & Project Business, Germany
- 12pm** Digitilizing The Terminal Planning Process
Meena Shah, Sales Engineer, Navis, United Kingdom
- 12 20pm** Digital Transformation at Belgium's Largest Port
Stefanie Meier, Head of Marketing, compacer GmbH, Germany

SESSION 7 Recognising The Substantial Role of Port And Terminal Operations In The Baltics to Facilitate Global Trade Movements

Sponsored by  **PORT SZCZECIN-SWINOUJŚCIE**

- 12 40pm** The Significant Role of JadeWeserPort Wilhelmshaven as a Strategic Connector For The Baltic
Ingo Meidinger, Sales Director, JadeWeserPort Wilhelmshaven, Germany
- 1pm** Questions And Answers Followed by Conference Delegates Networking Lunch
- 2pm** Port of Gdańsk as a Regional Transportation Hub
Michał Stupak, Account Manager, Port of Gdańsk Authority, Poland
- 2 20pm** From Know-How to Grow-How — How to Get From Smart to Smart-Digital (And Sustainable) in Ports?
Jörn Springer, Managing Partner, Sleipner GmbH, Germany
- 2 40pm** Duisport as The Preferred Logistic Hub Location
Fabian Pfingsten, Member of the Executive Board, Duisport — Duisburger Hafen AG, Germany
- 3pm** Questions And Answers Followed by Conference Moderator's Closing Remarks And Conference Delegates Refreshments Served in The Exhibition
- 3 30pm** Conference Moderator's Opening Remarks
Michał Stupak, Account Manager, Port of Gdańsk Authority, Poland
- 3 30pm** Sustainable Planning of Port Operations And Infrastructure Development
Ansis Zeltins, Chief Executive Officer, Freeport of Riga Authority, Latvia
- 3 50pm** Port Infrastructure Projects as a Key Priority of The Ports Development Strategy
Aneta Szreder-Piernicka, Commercial Director, Szczecin and Swinoujscie Seaports Authority SA, Poland
- 4 10pm** Questions And Answers Followed by Conference Moderator's Closing Remarks

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Supporting Media

BALTIC

PORTS AND SHIPPING 2021

Maritim Seehotel Timmendorfer Strand, Germany
Wednesday 22 and Thursday 23 September 2021

Official Hotel and Venue



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Delegates Nametags
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Conference Sessions
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PORT SZCZECIN-ŚWINOUJŚCIE

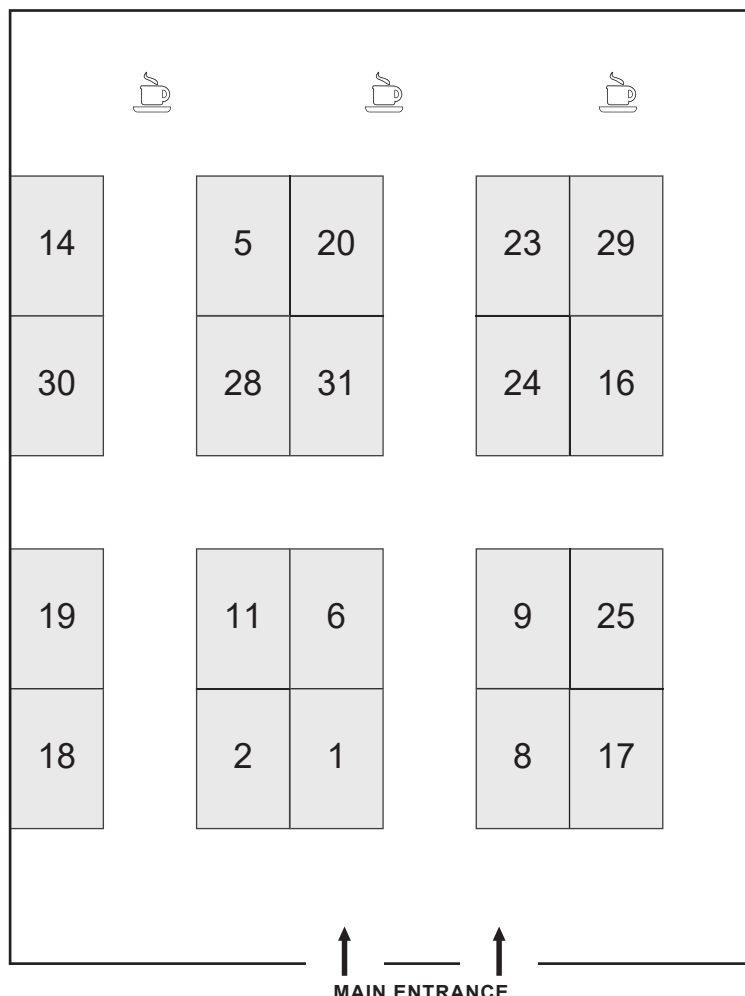
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STAND ALLOCATION (updated on 2 / 9 / 2021)

2 akquinet port consulting	16 Prysmian Group
6 Bemo Rail	25 Saab
29 Circle Group	28 Sennebogen Maschinenfabrik
18 compacer GmbH	5 Sibre
8 Hans Lehmann KG	19 Siemens
9 Hans Lehmann KG	17 Stemmann-Technik
20 Liebherr	30 Stinis
1 MAFI Transport-Systeme	31 Vahle
23 Novatech	11 Woelfer Motoren
24 Novatech	14 Yilport Holding Inc.
23 NT Liftec	
24 NT Liftec	

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

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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **Baltic Ports and Shipping 2021 Germany 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 Baltic Ports and Shipping 2021 Germany 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 €4,995

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 €8,895 including all production costs. This does not include nametag sponsorship.

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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 €8,895. This does not include lanyard sponsorship.

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Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €6,895.

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 €4,995.

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 €6,895.

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 €6,895 per 3 banners.

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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 €6,895.

Networking Welcome Reception – Wednesday 22 September 2021

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 €6,895 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 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 €6,895.

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. 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 €8,895.

Wednesday 22 September 2021

Sponsored by 

Thursday 23 September 2021

REGISTRATION INFORMATION

To Participate in **Baltic Ports and Shipping 2021** You Need to Register as an **Exhibitor, Conference Delegate** or **Exhibition Visitor**.

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Conference Refreshment Breaks And Lunches • Exhibition And Conference Access • Networking Welcome Reception • Full Set of Conference Presentations • Official Colour Photographs From The Event • List of Participants

Exhibition Visitors Receive: Access to Exhibition Only

CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Email 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 Email to: alin@transportevents.com

Conference Delegate Registration

☐ I Wish to Attend The Technical Site Visit on **Tuesday 21 September 2021**. 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: amelia@transportevents.com

☐ I Wish to Attend The Networking Welcome Reception on **Wednesday 22 September 2021**

Name: _____ 24 / 9 / 2021

Job Title: _____

Company Name: _____

Address: _____

Tel: _____

Email: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Sunday 21 August 2021**: The 'Early Bird' Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Monday 22 August 2021**: The Regular Conference Delegate Registration is **€1,495** Special Offer - 3 Delegates For The Price of 2 in This Category
- One Day Conference Delegate Registration is **€995**
- No Delegate Registration Will be Accepted Without Full Payment

☐ Credit Card - For Secure Online Registration And Payment at www.transportevents.com Please Follow The Instructions on Our Registration Page. Payment Will be Made in EUR.

☐ Telegraphic Transfer - Complete The Registration Details on This Page And Email to: 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 **€1,495 / €1,295 / €995** (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) 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.

LOCAL DELEGATE REGISTRATIONS

For German Nationals, Citizens And Residents of Germany, The Conference Delegate Registration is **€695**.

- On or Before **Sunday 21 August 2021**: The 'Early Bird' Conference Delegate Registration is **€595**
- From **Monday 22 August 2021**: The Regular Conference Delegate Registration is **€695**
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Remittance

☐ Credit Card - For Secure Online Registration And Payment Via PayPal at www.transportevents.com Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

☐ I Have Transferred **€595** Per Delegate to OCBC Wing Hang Bank Limited

☐ I Have Transferred **€695** Per Delegate to OCBC Wing Hang Bank Limited

Euro (EUR) 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 Email a Copy of The Bank Deposit Receipt With Your Registration Form to: alin@transportevents.com

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

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 And, if Required, a Letter of Invitation For Entry Visa Application
- No Refunds Will be Given However, Substitutions Can be Made at Any Time
- Withholding Tax must not be deducted from the amount set out in this contract. If it is, the client agrees to pay the Organiser an amount equivalent to the amount of the Withholding Tax.
- 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: +852 2157 3907
enquiries@transportevents.com

www.transportevents.com



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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:
 Wednesday 22 September 2021 9am to 5pm
 Thursday 23 September 2021 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Maritim Seehotel Timmendorfer Strand, Germany**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Maritim Seehotel Timmendorfer Strand
 Strandallee 73
 23669 Timmendorfer Strand
 Germany

Contact Person
 Carina Zapfe
 Banquet Manager

Tel: +49 4503 605 2405
 Fax: +49 4503 605 2450
 Email: czapfe.tim@maritim.de
 Website: www.maritim.com

