

TECHNICAL  
SITE VISIT

INTERNATIONAL  
EXHIBITION

INTERNATIONAL  
CONFERENCE

250  
CONFERENCE  
DELEGATES

NETWORKING  
RECEPTION

LOCAL  
DELEGATES  
DISCOUNT



# BALTIC AND BLACK SEA PORTS & SHIPPING

2  
0  
2  
3

Radisson Hotel & Suites Gdansk, Poland  
Tuesday 16 to Thursday 18 May 2023

Supporting Partners



PORT  
GDAŃSK



Baltic Hub  
A MEMBER OF THE PSA GROUP

Associate Member



Strategic Partner



Follow us on:



facebook



Baltic and Black Sea Ports & Shipping 2023 Continues to be the Biggest Annual Ports, Shipping and Transport Logistics Exhibition and Conference Connecting the Baltic Sea and the Black Sea Trade Corridor



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



# MEET THE SPEAKERS



**Sławomir Michalewski**

**Vice-President of the Management Board for Finance and Director for Finance, Port Gdansk, Republic of Poland**

Director, International Desk at BPH Bank. Polish Rep. at GE Capital Global Financial Solutions Team. More than 10 years with ING (in charge of Corporate & Retail channels including ship financing activities in Polish shipyards). Studied at Gdansk University and City University Business School London.



**Michał Stupak**

**Moderator**

**Account Manager, Port Gdansk, Republic of Poland**

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. Last 27 years in the Port of Gdansk Authority at the Marketing Department, responsible for contacts with clients. Represent Port of Gdansk in different organizations like Cruise Europe or Cruise Baltic. Since 2017 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.



**Charles Baker**

**Chief Executive Officer, Baltic Hub, Republic of Poland**

A UK national, Charles is an experienced port industry executive. He started his career with Canada Maritime Agencies, a Canada's CP Ships company acquired by Hapag-Lloyd AG. He moved across the "K" Line agency before joining the Port of Felixstowe (HPH) in 1993 as a ship planner. Between 1993-2000 Charles worked in various operational and supervisory roles in planning and shift management areas before pursuing an interest in Sales and Marketing, moving to HPH's Thamesport. In the following years, he moved back to Felixstowe as Commercial Manager UK and then worked in Brasil for HPH. After that experience, he became HPH Commercial and Business Development Director in Barcelona. In 2008 Charles joined APM Terminals Commercial efforts in expansion at their global HQ in The Hague and managed the MSC and CMA CGM accounts worldwide. As part of the new Executive team, Charles returned to Spain to manage Noatum Ports, an JP Morgan Investment Fund investment. His last position before joining Baltic Hub was General Manager of PSA's terminal - TC Mariel in Cuba, a greenfield site opened in 2014.



**Bartłomiej Felczyński**

**Business Development Manager, Baltic Hub, Republic of Poland**

Bartłomiej Felczyński brings almost 25 years of industry experience and is the Business Development Manager at Baltic Hub. Bartłomiej specializes in complex logistic solutions for global companies, multimodal European connectivity and Silk Road opportunities. Bartłomiej came to Baltic Hub (a member of PSA Group) from CEVA Logistics where he was rail product owner for European Region. Prior to join CEVA Logistics, Bartłomiej Felczyński worked at Kuehne+Nagel, Tiedada China, PCC Intermodal, Baltic Container Terminal, DB Cargo and Maersk.



**Sebastian Wind**

**Director Transportation Practise, Roland Berger GmbH, Germany**

Sebastian Wind is Director at Roland Berger's transportation team in Hamburg, Germany. Sebastian has in total >18 years of experience in freight transports with a focus on ports and their hinterland connections. As a consultant he has a strong track record for strategy and performance improvement projects. In former roles at Hamburger Hafen und Logistik AG he was president of the container terminal "CTO" in Odessa/Ukraine and managing director of the Polzug Intermodal Group in Germany / Poland (today Metrans).



**Chris Leonard**

**Technical Director (Strategic Advisory – Maritime), WSP, United Kingdom**

Christopher has over 25 years' experience within the shipping and ports industries working across logistics, container shipping, dry bulk port operations, road and rail transport, involving a variety of government and private enterprises, in the development of strategic infrastructure assets. Christopher is a member of the Institute of Chartered Shipbrokers and specialises in providing commercial and operational analysis to investors and operators with a focus on container, dry bulk and multi-purpose ports. His expertise includes commercial and operational due diligence, trade analysis and forecasting, operational best practices, risk analysis and business and economic modelling. Prior to joining WSP, Christopher was Chief Operating Officer in an award-winning UK international dry bulk port operator and has held senior management roles in a leading liner shipping business.



**Agnieszka Szymczyk**

**Associate Director, European Bank for Reconstruction and Development (EBRD), Republic of Poland**

She has over 20 year experience in the structured finance in Europe. She joined EBRD in 2001 and has been involved in both debt and equity transactions from various sectors. Since 2007 she has been covering the infrastructure sector including the municipal and environmental infrastructure as well as transport projects, including ports. She has been involved in numerous PPP projects. She is a graduate of Warsaw School of Economics and has also passed APMG Certified PPP Professional CP3P Foundation and Preparation Exam.



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



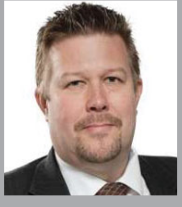
# MEET THE SPEAKERS



**Julien Horn** Moderator

**EMEA Senior Underwriter, TT Club, United Kingdom**

An insurance industry expert with over 20 years in Marine Liability insurance and risk management. He is a Fellow of the Chartered Institute of Insurance with Post Graduate Diploma from the World Maritime University. He is a Member of the Honourable Company of Master Mariners and Freeman of the City of London Corporation.



**Captain Antti Pekanheimo**

**Chief Operations Officer and Vice Chief Executive Officer, Port of Turku, Finland**

Captain Antti Pekanheimo has been employed by the Port of Turku since 2007, when he started his Port career as Deputy Harbour Master and was promoted to Chief Operating Officer and Harbour Master in 2018 and holds the position as Deputy CEO since 2022. Before becoming land based, Captain Pekanheimo sailed on several RoRo and general cargo ships for different Finnish shipping companies and worked in several projects within the maritime safety and security developments, as a maritime consult and as a Nautical Inspector in Antigua and Barbuda. Captain Pekanheimo is a member of the board in several nautical and other organizations and became a certified board member in 2022. He is a strong supporter and actor in the development of the Finnish maritime industry and is working hard for new opportunities and solutions to expand the maritime trade and traffic between Finland and other countries. Beside his daily duties, Captain Pekanheimo is currently finalizing his Master of Maritime Management degree at Novia University of Applied Sciences in Turku.



**Leo Wallin**

**Commercial Manager, Nordics, Ballast Nedam, Sweden**

Leo Wallin is the Nordics regional manager at Ballast Nedam International. With 15 years of experience in construction and public procurement, he leads business development and commercial activities in the region.



**Maciej Brzozowski**

**Head of Representative Office in Poland, Port of Hamburg Marketing, Poland**

Representative of the Port of Hamburg in Poland since 2002. He gained practical experience as an officer on ships, then in the agency representing CMA-CGM. Lecturer at renowned universities in Warsaw. MBA studies in Logistics and SCM, a graduate of the Maritime University in Gdynia and the University of Gdańsk.



**Steve Wray** Moderator

**Technical Director and Head of Maritime Advisory, Infrata Limited, United Kingdom**

Steve Wray joined Infrata in August 2022 to head up the company's growing Maritime Advisory business. Steve brings over 30 years of direct industry and consulting experience and offer maritime advisory capabilities to support transactions, market studies, forecast projections and strategic advice through a unique ability to leverage in-depth industry knowledge and application of global experience across all areas of the ports, shipping, logistics and asset management businesses.



**George Vişan**

**Commercial Manager, National Company Maritime Ports Administration S.A. Constanta, Romania**

George Vişan is currently the Commercial Director of Constanta Port Administration. Mr. Vişan has a background in Economics, adding to his superior education a Master's Degree in Business Administration and an Executive MBA. His practical experience in the port sector started in 2012 as the Commercial Director of Constanta Port Administration. He further held different managing positions in the same field, resulting in having a market-oriented business perspective, focused on port development.



**Dr. Darius Macijauskas**

**Founder and Manager, GeoMint, Luxembourg**

Founder and Manager of GeoMint, a geotechnical and hydrotechnical consultancy in Luxembourg, as well as Partner of Dewatering & Piling, a piling contractor from Romania.



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



# MEET THE SPEAKERS



**Michal Januszewski**  
**Executive Sales Manager, ArcelorMittal, Luxembourg**

Michal Januszewski, executive sales manager in ArcelorMittal Sheet Piling, Luxembourg, and managing director in ArcelorMittal Commercial Long Polska. Head of special marine projects across Baltic & Black Sea.



**Bogdan Oldakowski**  
**Secretary General, Baltic Ports Organization, Republic of Poland**

Entrepreneur, founder and CEO of Actia Forum Ltd established in 2000. Since 2006 Secretary General of the Baltic Ports Organization. Also a chairman of the board in Baltic Press Ltd and Motus Foundation. 20 years of experience in maritime transport market, as well as in EU policy and lobbying. Involved in several research and consulting projects. Access to a broad network of industry connections and contacts. Able to initiate, build and lead international projects and policy incentives. Frequent speaker and moderator at international conferences and industry events. Member of business and industry advisory and expert bodies, among others member of European Sustainable Shipping Forum. Since 2013 the board member of the Pomeranian (Gdańsk region) Chamber of Commerce. Two loving daughters are all the proof you need for his expert managing skills!



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

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.



**Ian Robinson**  
**Vice President Solutions Engineering, Shift Clean Energy, Canada**

A Chartered Naval Architect with 36 years of shipyard, operational, project, commercial and management experience. Ian's provided consultancy and design services to countless companies, and now, marine technical support to Shift.



**Milan Šimek**  
**Business Development Manager for Poland, METRANS a.s., Czech Republic**

Milan Šimek joined METRANS in 2011 after working for 13 years in an American forwarding company. His first position as Rotterdam/Duisburg sales manager. He experienced building new services from scratch several times again when launching connections to Ludwigshafen and then on the Silk Road. Milan likes to take on challenges, such as the current one, as the project manager of METRANS' activities in Poland. Over the past five years, he has been promoting and developing the goodwill of METRANS in this market. The latest new service to the port of Gdansk and existing connections to Hamburg/Bremerhaven prove this journey's success. Milan is motivated by always creating something new, developing customer relations and travelling. "METRANS has always been paving its own way and it is a key leader in the industry. It has a very good strategy for its own trains, traction and network of terminals.



**Dominik Landa**  
**Commercial and Intermodal Director, HHLA International GmbH, Poland**

Dominik Landa is the Commercial and Intermodal Director in HHLA International GmbH. Previously Operations Director for Central East Europe Cluster for Maersk Line and Business Development and Commercial Director of DCT Gdansk. Passionate senior executive with a long-proven track record in maritime, transport and logistics industry. Has been involved in major projects that have changed the landscape of the logistics in CEE incl. development of DCT Gdansk strategic vision and execution of commercial strategy, introduction of first direct call into the Baltics with largest container vessels (AE10 service) and deployment of first shipping line intermodal services in Poland (AMBER and BALTIC EXPRESS). Graduate of Transportation and Logistics at the University of Gdansk, Executive MBA program of GFKM and Erasmus University in Rotterdam.



**Erik van Veen**  
**Regional Manager Benelux, Central and Eastern Europe (CEE) & CIS Countries, Bromma, The Netherlands**

Mr. Erik van Veen has been working for Bromma since 2012 and is strongly involved in the new development in Bromma relating to predictive and preventive maintenance, and develop value added services. He has a strong focus on customer centricity and creating added value for customers to make sales an inevitable follow-up. Prior development; global CANbus (communication-technology) consultant / fleet management VAS expert.



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



# MEET THE SPEAKERS



**Frank van Laarhoven**  
**Senior Sales Manager, RAM Spreaders, The Netherlands**

Frank is RAM's Senior Sales Manager for Europe, who joined company in 2012 after an extensive career in the port industry. He strongly focuses on delivering the most cost-effective container handling solutions from RAM to ports and terminals in Europe, The Black Sea, and Africa. Before joining RAM, Frank studied electrical engineering and worked in the overheight crane business moving into the port business, becoming a senior manager for spreader manufacturer and moving into sales shortly after. Since joining RAM, Frank has also been instrumental in providing customers with after-sales support by assisting in commissioning projects and delivering on-site practical theory training.



**Patryk Czerwinski**  
**Product Marketing Manager, Stemmann-Technik, Germany**

Patryk Czerwinski is a Polish executive marketing expert in the role of Marketing Director for Wabtec Charging and Power Transfer since 2020. Focusing on value creation and business development in many segments, mainly Ports & Maritime. Previously in many different marketing roles in Strategy, Product Management for industrial companies like ABB or nVent for over 15 years.



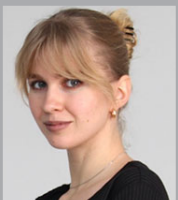
**Byungchan Lee**  
**Business Development, Siemens, Germany**

Byungchan Lee holds South Korean nationality. He began his career as an application engineer and is currently working in Sales and Business Development at Siemens AG. With over 13 years of experience in digitalization and factory automation, he is now exploring crane business and related automation modules.



**Raphael Wölck**  
**Regional Sales Manager, DELLNER BUBENZER GmbH, Germany**

Raphael Wölck has almost 20 years of experience with DELLNER BUBENZER's Motor Mounted Brakes while working at assembly line, service and sales. He completed his education as an industrial electronics technician from 2001 to 2005. This was followed by his degree as a state-certified technician specializing in electrical engineering. Since 2021 he has been responsible at DELLNER BUBENZER as product manager for the Motor Mounted Brakes and is still active as regional sales manager in the Material Handling Sector.



**Anastasia Birukova**  
**Lead SAP Transportation Management Consultant, LeverX, Poland**

Anastasia has 4+ years of experience in TM-based supply chain management. She has knowledge of the SAP TM process and document flow. Experience in customer demo landscape and scenarios setup, as well as master data implementation and configuration and experienced in full-cycle projects.



**Aliaksandr Zhdanovich**  
**Solution Architect and Head of Development Department, LeverX, Poland**

Aliaksandr is the IT engineer with 10+ years of practical experience in SAP Digital Supply Chain. He is a Business process expert in Transportation Management and successfully completed 5+ full-cycle international IT projects with SAP TM focus.



**Uwe Pietryga**  
**Sales Director Horizontal Transportation, Kalmar, Germany**

Uwe Pietryga finished academic education in electrical engineering in 1991 and started as an electrical/electronic project engineer in Wilhelmshaven. Since that time working in various positions and for different companies in the crane business. Gradually advanced in various technical positions, such as R&D and sales and services Manager, 2012 until 2015 Managing Director, now Director Claim Management and Special Projects. I have a good understanding of international business styles, especially in the Asian and US region. Frequent global travel experiences as well as understanding of multi-cultural aspects is one of my strengths. Since January 2019 Solution Sales Director Automation and Project Division Kalmar. Responsible for the business in Central Europe. I have a considerable network in the industry and good knowledge of strategic processes in the field of machinery and plant industry as well as in the field of globally-active corporations.



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:



# MEET THE SPEAKERS



**Lars Benner**  
**Technical Sales, Sibre Siegerland Bremsen GmbH, Germany**

Lars Benner joined SIBRE in 2014 as a student and is based out of the SIBRE headquarter in Germany. In this capacity, his primary roles are sales and business development of markets in Poland, Baltics, Israel and Greece. His growing experience in various aspects of technical sales, including order processing and management as well as account development has been instrumental ensuring the best service to customers further endorsed by maximum efficient equipment performance.



**Ryszard Górski**  
**Commercial Department Manager, Szczecin and Świnoujście Seaports Authority SA, Poland**

Ryszard Górski, Commercial Department Manager of the Szczecin and Świnoujście Seaports Authority - a graduate of the Maritime Academy of Szczecin as well as University of Szczecin. Involved in Shipping business for over 20 years, mainly working in maritime agencies and forwarding companies in Poland and abroad. For over 4 years has been associated with Szczecin and Świnoujście Seaports Authorities, for last year has been acting as Manager of Commercial Department.



**Joachim Soergel**  
**Economic Consultant, Moffatt & Nichol, Germany**

Dr. Joachim Soergel is a highly experienced Strategic and Economic Consultant with over 28 years' experience related to strategic management, business development, transaction advisory/ due diligence (M&A, strategic portfolio investments), economic analysis (Cost-Benefit analysis) and technical consulting / training in the maritime port and logistics industry. Joachim is used to work and lead multi-disciplinary teams for executing complex port / port terminal projects. He has successful project related working experience in countries all around the world, including Europe, Africa (also Tanzania and Zanzibar), and the Middle East.

## For All Speaking Enquiries



**TRANSPORT**  
EVENTS

**Please contact:**

**Ajay Haridas CMILT**  
**Conference Director**

**Email: [ajay@transportevents.com](mailto:ajay@transportevents.com)**



+852 2157 3907



+852 3895 0948



[enquiries@transportevents.com](mailto:enquiries@transportevents.com)



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

Follow us on:



## Tuesday 16 May 2023 TECHNICAL SITE VISIT (By Invitation Only)

9am	Delegate Registration at the Lobby of the Radisson Hotel & Suites Gdansk
9 30am	Transport Departs from the Radisson Hotel & Suites Gdansk to Port Gdansk
10am	Arrival at Port Gdansk to Visit the Baltic Hub Container Terminal in Gdansk. Due to Safety Protocol, Only One Bus (Group 1) Will Enter the Terminal. The Second Bus (Group 2) Will be Stationed at the Port Gdansk Harbour Masters Office, to Visit the office and Take a Short Break. Group 2 Will Enter the Terminal After Group 1 Arrives at the Harbour Masters Office
12pm	Transport Departs from Port Gdansk to Radisson Hotel & Suites Gdansk
12 30pm	Arrival at Radisson Hotel & Suites Gdansk (approx.) * Refreshments Will be Provided During the Site Visit at Port Gdansk

## Wednesday 17 May 2023

8 30am Conference Delegates Registration and Refreshments Served in the Exhibition

### OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle FCILT, Managing Director, Transport Events, Malaysia
9 10am	Welcome Address Sławomir Michalewski, Vice-President of the Management Board for Finance and Director for Finance, Port Gdansk, Republic of Poland
9 15am	Welcome Address Charles Baker, Chief Executive Officer, Baltic Hub, Republic of Poland
9 30am	Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments

Refreshments Sponsor



moffatt & nichol

### SESSION 1

## Today's Challenges, Tomorrow's Opportunity: Economic Developments in the Baltic and Black Sea, New Opportunities and New Trade Routes Within the Intermodal Corridor

10 30am	Conference Moderator's Opening Remarks Michal Stupak, Account Manager, Port Gdansk, Republic of Poland
10 30am	Sławomir Michalewski, Vice-President of the Management Board for Finance and Director for Finance, Port Gdansk, Republic of Poland
10 45am	Baltic Hub Expansion and How Will it Influence Maritime Trade in the Baltic Sea Region Bartłomiej Felczyński, Business Development Manager, Baltic Hub, Republic of Poland
11am	Shipping Lines: '22 and '23 Outlook Steve Wray, Technical Director and Head of Maritime Advisory, Infrata Limited, United Kingdom
11 15am	Change of Intermodal Trade Routes in the Light of the Russian War Against Ukraine – Temporary Solutions or New Normal Sebastian Wind, Director (Transportation), Roland Berger, Germany
11 30am	Incorporating Black Swan Events in Supply Chain Market Forecasts Chris Leonard, Technical Director (Strategic Advisory – Maritime), WSP, United Kingdom

Session Sponsor



SURE TO BE SAFE  
Siegeland Bremen

### SESSION 2

## Creating Economic Value, Growth and Connectivity Through Port Investments, Planning and Expansion

11 45am	EBRD's Approach to Port Investments Agnieszka Szymczyk, Associate Director, European Bank for Reconstruction and Development (EBRD), Republic of Poland
12pm	Identifying the Key Risks in Port & Terminal Operations Julien Horn, EMEA Senior Underwriter, TT Club, United Kingdom
12 15pm	Ferry Terminal Turku: Creating Synergies by Digitalisation and Modern Port Solutions Captain Antti Pekanheimo, Chief Operations Officer and Vice Chief Executive Officer, Port of Turku, Finland
12 30pm	Examples of the Implementation of "Smart Quay Walls" from Ballast Nedam's Project Princess Amalia Harbour Quays Leo Wallin, Commercial Manager, Nordics, Ballast Nedam, Sweden
12 45pm	Creating Value Through Digitalisation, Automation and Energy Transition in the Port of Hamburg Maciej Brzozowski, Head of Representative Office in Poland, Port of Hamburg Marketing, Poland
1pm	Questions and Answers Followed by Conference Delegates Networking Lunch

Session Sponsor



TSUBAKI KABELSCHLEPP

### SESSION 3

## Integration of Sustainable Port Developments Vision in Reducing Carbon Footprint, Developing Regional Economy and in Creating Innovations

2pm	Conference Moderator's Opening Remarks Steve Wray, Technical Director and Head of Maritime Advisory, Infrata Limited, United Kingdom
2pm	Port of Constanta and its Role in the New Context at the Black Sea George Vişan, Commercial Manager, National Company Maritime Ports Administration S.A. Constanta, Romania
2 15pm	Environmentally-Friendly Quay Wall Solution – Case Study: Port Odesos PBM, Varna Dr. Darius Macijauskas, Founder and Manager, GeoMint, Luxembourg
2 30pm	Resilient and Sustainable Ports of the Future – Steel Solutions at Best Michal Januszewski, Executive Sales Manager, ArcelorMittal, Luxembourg
2 45pm	Bogdan Otdakowski, Secretary General, Baltic Ports Organization, Republic of Poland
3pm	Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition

Arranged By



Refreshments Sponsor



## SESSION 4

### Baltic and Black Sea Intermodal Connectivity Developments in Strengthening Regional Freight Movements

- 4pm Stephen Archer, Chief Executive Officer, Baltic Rail AS, Estonia
- 4 20pm METRANS – The European Intermodal Rail Bridge  
Milan Šimek, Business Development Manager for Poland, METRANS a.s., Czech Republic
- 4 40pm HHLA – Connecting Central Asia and Caucasus with Europe via Middle Silk Route  
Dominik Landa, Commercial and Intermodal Director, HHLA International GmbH, Poland
- 5pm Questions and Answers Followed by Conference Moderator's Closing Remarks
- 5 30pm - 7 30pm Networking Reception for All Registered Participants. Smart Casual Attire.

**Thursday 18 May 2023**

- 8 30am Conference Delegates Registration and Refreshments Served in the Exhibition

Session Sponsor



Networking Reception Sponsor



## SESSION 5

### Port Technology in Leveraging Smart Port Initiatives, Automation, Container Handling and Towards a Zero Carbon Port

- 9am Conference Moderator's Opening Remarks  
Julien Horn, Senior Underwriter Middle East, Africa, Eastern Mediterranean and Turkey, TT Club, United Kingdom
- 9am Driving Productivity Through Innovation  
Erik van Veen, Regional Manager Benelux, Central and Eastern Europe (CEE) & CIS Countries, Bromma, The Netherlands
- 9 15am Frank van Laarhoven, Senior Sales Manager, RAM Spreaders, The Netherlands
- 9 30am Optimization of Transportation and Yard Logistics Processes for Port Operations  
Anastasia Birukova, Lead SAP Transportation Management Consultant, LeverX, Poland  
Aliaksandr Zhdanovich, Solution Architect and Head of Development Department, LeverX, Poland
- 9 45am Reducing CO2 Emission: Towards Green Trans-Ports and Shipping  
Patrik Czerwiński, Marketing Manager, Wabtec Charging & Power Transfer, Poland
- 10am Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition
- 11am Productivity Improvement by Applying ELS Layers - Optimizing Equipment Utilization via TOS & OEM Agnostic Data Extraction  
Byungchan Lee, Business Development, Siemens, Germany
- 11 15am De-risk Decarbonization Actions for Marine & Ports  
Ian Robinson, Vice President Solutions Engineering, Shift Clean Energy, Canada
- 11 30am Revolution of Industrial Brake Services – Innovation, Safety and Smart Technology  
Raphael Wölck, Regional Sales Manager, DELLNER BUBENZER GmbH, Germany
- 11 45am Decarbonisation & Automation of Your Terminal Operations  
Uwe Pietryga, Sales Director Horizontal Transportation, Kalmar, Germany
- 12pm Brake Technology and Monitoring for Increasing Safety and Productivity  
Lars Benner, Technical Sales, Sibre Siegerland Bremsen GmbH, Germany
- 12 15pm Questions and Answers Followed by Conference Delegates Networking Lunch

Session Sponsor



## SESSION 6

### Efficient Ports: Forming New Logistics Chains in Improving Operations, Service Delivery and Economy

- 2pm Ports of Szczecin-Świnoujście: Place of Many Opportunities  
Ryszard Górski, Commercial Department Manager, Szczecin and Świnoujście Seaports Authority SA, Poland
- 2 20pm Joachim Soergel, Economic Consultant, Moffatt & Nichol, Germany
- 2 40pm Questions and Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Refreshments Served in the Exhibition

Session Sponsor



Refreshments Sponsor





# BALTIC AND BLACK SEA PORTS & SHIPPING

2023

Wednesday 17 and Thursday 18 May 2023  
Radisson Hotel & Suites Gdansk, Poland

Supporting Partners

Official Hotel and Venue



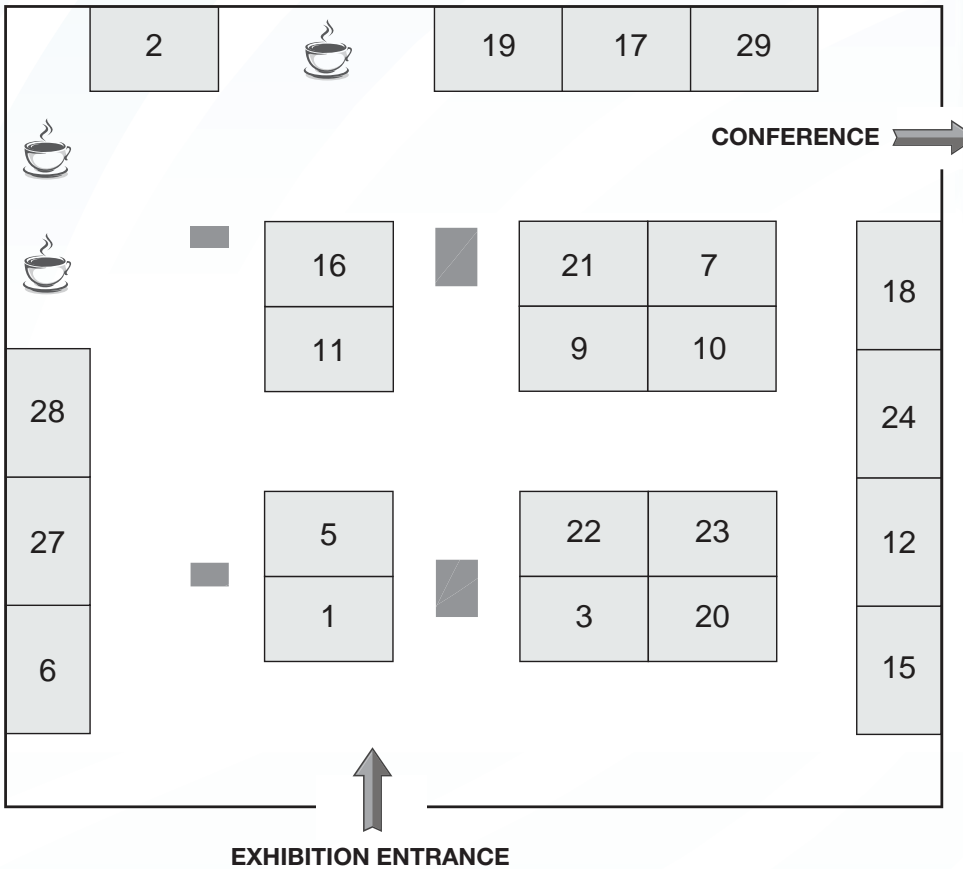
PORT  
GDANSK



Baltic Hub  
A MEMBER OF THE PSA GROUP



RADISSON  
HOTELS



## 3 x 2 METRE EXHIBITION STAND PACKAGE

- ✓ Professional Standard Shell Scheme
- ✓ 1 Exhibition Table
- ✓ 2 Exhibition Chairs
- ✓ Exhibition Stand Lighting
- ✓ Electrical Power Point
- ✓ Exhibition Stand Carpet
- ✓ Exhibitor Fascia Name Panel
- ✓ WIFI Broadband Internet Access
- ✓ Speaker in Concurrent Conference Programme
- ✓ 3 Conference Delegates
- ✓ 3 Exhibition Stand Personnel
- ✓ Your Company Branded as a Lead Sponsor in all Pre-event Marketing and Social Media Worldwide and Throughout the Two Days of the Event
- ✓ Exhibition Stand Package is €8,595
- ✓ Registration and Administration Fee of €495 Per Exhibition Stand Package and Per Event Branding
- ✓ Multiple Events Booking Discounts Available

## For Exhibition Enquiries



**Please contact:**  
Ms. Hoyan CHAN  
Senior Exhibitions Manager  
Email: hoyan@transportevents.com

## STAND ALLOCATION (updated on 19 / 5 / 2023)

12	Baltic Rail	9	METRANS	20	SHIFT Clean Energy
15	Baltic Rail	10	METRANS	2	Sibre
21	Bromma	24	Moffatt & Nichol	19	Siemens
29	Camco	1	Port of Constanta	7	Stemmann-Technik
17	Dellner Bubenzer	5	Port of Constanta	22	Stinis
18	Fuchs	11	Prysmian Group	23	Stinis
27	LeverX Group	16	Prysmian Group	18	Terex
28	LeverX Group	6	RAM Spreaders	3	Tsubaki Kabelschlepp



+852 2157 3907



+852 3895 0948



enquiries@transportevents.com



www.transportevents.com

Follow us on:





# SPONSORSHIP PROGRAMME

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 brochure distributed worldwide
- All digital media promotion
- All international event advertising, direct mail and public relations promotion
- The official event website
- Sponsorship acknowledgement during the opening ceremony and by the conference moderator during the conference
- PLUS a conference speaker in the conference programme
- PLUS three conference delegate registrations



## Delegates Lanyards Sponsorship

€8,895



## Delegates Nametags Sponsorship



€8,895



## Conference Delegates Lunches

Day 1

Day 2

€8,895



## Conference and Exhibition Directional Signage



€6,895



## Company Banners



€6,895



## Brochure Distribution



€6,895



## Technical Site Visit Transportation Sponsorship



€6,895

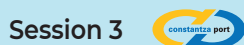


## Event Website

€6,895



## Sessions Sponsorship



€6,895



## Conference Delegates Refreshment Breaks



Break 2



Break 5

Break 6

€6,895



Networking Reception  
Tuesday 16 May 2023

RFP



Networking Reception  
Wednesday 17 May 2023

 **Baltic Hub**  
A MEMBER OF THE PSA GROUP

RFP



## Conference Speaker Sponsorship

 **KALMAR**  **VAHLE**

- Conference Speaker guaranteed in a session related to the speaker topic without the necessity to reserve an exhibition stand package
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event marketing materials distributed worldwide and all social media before the event
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event materials on site throughout the three days of the event
- Three conference delegate registrations for guests of the sponsor to attend the whole event FREE of CHARGE
- Conference Speaker Sponsorship Package is €4,895 per sponsorship

€4,895



Radisson Hotel & Suites Gdansk, Poland  
Tuesday 16 to Thursday 18 May 2023

### Supporting Partners



**PORT  
GDAŃSK**

 **Baltic Hub**  
A MEMBER OF THE PSA GROUP

## For Sponsorship Enquiries



Please contact:  
Ms. Hoyan CHAN  
Senior Exhibitions Manager  
Email: [hoyan@transportevents.com](mailto:hoyan@transportevents.com)

### SUPPORTING MEDIA

**Baltic Transport**  
Journal

**cm**  
CONTAINER MANAGEMENT

**GREENPORT**  
BALANCING ENVIRONMENTAL  
CHALLENGES WITH ECONOMIC DEMANDS

**portstrategy**



+852 2157 3907



+852 3895 0948



[enquiries@transportevents.com](mailto:enquiries@transportevents.com)



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

Follow us on:



# REGISTRATION FORM

To Participate in **Baltic and Black Sea Ports & Shipping 2023** 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 Reception  A Full Set of Conference Presentations  Official Colour Photographs From The Event  List of Participants

**Exhibition Visitors Receive:**  Access to Exhibition Only

## INTERNATIONAL DELEGATE INFORMATION

- On or Before **Sunday 16 April 2023**: The 'Early Bird' Conference Delegate Registration is **€1,795**
- From **Monday 17 April 2023**: The Regular Conference Delegate Registration is **€1,995**  
Special Offer - 4 International Delegates for the Price of 3 at Full Rate
- One Day Conference Delegate Registration is **€1,595**
- Credit Card** - For Secure Online Registration And Payment Via PayPal at [www.transporteevents.com](http://www.transporteevents.com) Follow The Instructions on Our Registration Page. Payment Will be Taken in EUR.
- Bank Transfer** - Complete The Registration Details on This Page And Email to: [alin@transportevents.com](mailto:alin@transportevents.com) For Bank Payment, You Must Supply Confirmation of The Payment From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
- I Have Transferred **€1,995 / €1,795 / €1,595** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

## LOCAL DELEGATE INFORMATION

- For Nationals, Citizens And Residents of Poland, The Conference Delegate Registration is €895.**
- On or Before **Sunday 16 April 2023**: The 'Early Bird' Conference Delegate Registration is **€795**
  - From **Monday 17 April 2023**: The Regular Conference Delegate Registration is **€895**
  - Business / Photo ID is Required
  - Credit Card** - For Secure Online Registration And Payment Via PayPal at [www.transporteevents.com](http://www.transporteevents.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.
  - Bank Transfer** - Complete The Registration Details on This Page And Email to: [alin@transportevents.com](mailto:alin@transportevents.com) For Bank Payment, You Must Supply Confirmation of The Payment From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**
  - I Have Transferred **€895 / €795** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

## REGISTER HERE OR ONLINE

Complete Following Form or Register Online at [www.transporteevents.com](http://www.transporteevents.com)

Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Email to: [alin@transportevents.com](mailto:alin@transportevents.com)

### Conference Delegate Registration

- I Wish to Attend The Technical Site Visit on **Tuesday 16 May 2023**. 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: [marlisa@transportevents.com](mailto:marlisa@transportevents.com)
- I Wish to Attend The Networking Reception on **Wednesday 17 May 2023**

Name: \_\_\_\_\_  
Position: \_\_\_\_\_  
Organisation: \_\_\_\_\_  
Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ 22 / 5 / 2023  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

## BANK ACCOUNT DETAILS

**Euro (EUR) Bank Transfer to:**  
**Account Name: Transport Events Limited**  
**Account Number: 708-125769-1**  
**Beneficiary Bank: OCBC Bank (Malaysia) Berhad**  
**Bank Address: 1A-A-4A-A, Jalan USJ 10/1A, Pusat Perniagaan USJ 10, 47610 Subang Jaya, Selangor Darul Ehsan, Malaysia**  
**Swift Code: OCBCMYKL**

Please Email a Copy of the Bank Deposit Receipt With Your Registration Form to: [alin@transportevents.com](mailto:alin@transportevents.com)

## TERMS AND CONDITIONS

- No Delegate Registrations Accepted Without Completing 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 Receipt
- 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 in Advance
- Flights, Visa Arrangements, Airport Transfers And Accommodation Not Included in Delegate Registration Fee
- Event Programme is Subject to Change Without Notice. E&O.E

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

Sign: \_\_\_\_\_ Date: \_\_\_\_\_

## EXHIBITION VISITORS

Registration to Visit The Trade Exhibition is Free of Charge And is Done During Event On-Site at Registration Desk With Business Card.

### Exhibition Opening Times:

Wednesday 17 May 2023 9am to 5pm  
Thursday 18 May 2023 9am to 3 30pm

For Further Information on Visiting The Exhibition Only, Please Email [IELA@transportevents.com](mailto:IELA@transportevents.com)

## OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Radisson Hotel & Suites Gdansk, Poland**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

**Radisson Hotel & Suites Gdansk**  
Ul. Chmielna 10, 80-748  
Gdansk, Poland



### Contact Person

Karolina MURAWSKA  
Sales Specialist

**Telephone:** +48 58 600 28 86  
**Mobile:** +48 697 700 651  
**E-mail:** [karolina.murawska@radisson.com](mailto:karolina.murawska@radisson.com)  
**Website:** [radisson.com/gdansk](http://radisson.com/gdansk)