

BALTIC AND BLACK SEA PORTS & SHIPPING 2022

VANAGUPE HOTEL CONFERENCE AND SPA CENTER, PALANGA, LITHUANIA
TUESDAY 27 TO THURSDAY 29 SEPTEMBER 2022

HOSTED BY



KLAIPĖDOS UOSTAS
PORT OF KLAIPĖDA

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SE KLAIPEDA STATE SEAPORT AUTHORITY

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To connect international trade and investment between the Baltic Sea and the Black Sea, the **Port of Klaipėda** is delighted to announce the Baltic and Black Sea Ports & Shipping 2022 Exhibition and Conference will take in Palanga, Lithuania from Tuesday 27 to Thursday 29 September in a five star hotel environment. The event is delighted to be hosted by the **Port of Klaipėda**.

A two days Conference Programme will feature **25** world-class transport and logistics conference speakers addressing topical issues and challenges covering global and regional trade and investment attended by a gathering of more than **250** senior government officials, industry principals, academics, senior executive harbour masters, harbour engineers, port engineers, maintenance supervisors and procurement decision makers together with the region's leading shippers, cargo owners, importers / exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the Baltic and Black Sea trade corridor.

To ensure that you are effectively represented at this market leading annual trade events, you are invited to reserve a cost-effective exhibition stand package of your choice from the Floorplan and register your delegation to attend the concurrent three days Event Programme.

We look forward to welcoming you to the Baltic and Black Sea Ports & Shipping 2022 Exhibition and Conference taking place In Person in Palanga, Lithuania from Tuesday 27 to Thursday 29 September in a five star hotel environment.

Respectfully,

Algis Latakas
Director General



Džiugas Šaulys

Head of Communications and Marketing Department, Klaipeda State Seaport Authority, Lithuania

Džiugas Šaulys is a marketing and communication professional with 15+ of experience in various business industries, currently leading the Communication and Marketing Team at the Port of Klaipeda.



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).



Steve Wray

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.



Algis Latakas

Director General, Klaipeda State Seaport Authority, Lithuania

Mr. Latakas is a top-performing and accomplished Logistics and Operations Management Executive with 20+ years of experience in all aspects of Operations Management, Transportation Management, Commerce, Administration and Development last mile delivery while providing stellar results. I am a proactive leader with successful track record of directing multi-type operations and consistently exceeding targeted goals and expectations. I am instrumental in streamlining the processes, managing resources and staff, and providing technology based solutions. I am possess consistent and precise project planning and execution, with a goal oriented approach that ensures efficiency, success and perfection.



Ryszard Górski

Commercial Manager, Szczecin and Świnoujście Seaports Authority, Poland

Ryszard Górski - 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 3 years has been associated with Szczecin and Świnoujście Seaports Authorities, for last year has been acting as Manager of Commercial Department.



Gonçalo Correia

Principal Banker, Infrastructure Europe, EBRD, United Kingdom

Gonçalo is a Principal Banker, Infrastructure Europe at EBRD. He is an investment professional with 10+ years of international experience in infrastructure finance in emerging markets. Throughout his career, Gonçalo has executed a wide range of transactions across the infrastructure space (including ports) exceeding EUR 1 billion in total. Gonçalo holds a Master in Finance and Bachelor in Business Administration from Nova Business School in Lisbon. He is a CFA charterholder.



Karin Mulder

Vice President Infrastructure, KfW IPEX-Bank GmbH, Germany

Karin is Vice President in the infrastructure department of KfW IPEX-Bank focusing on the financing of ports and airports. Within the past 10 years she has structured numerous financings (Sole Arranger, Club Deals). She has a broad network in the infrastructure sector in Europe and also Africa related to industry, consultants and banks. She joined KfW Banking Group in 1998 and has ever since worked on projects in emerging and developing countries. Thus, she is familiar with both equity and debt financing instruments including export & project finance and concessional financing. Karin holds an university degree in Business Administration from the University of Augsburg (Germany) and a degree as Certified International Investment Analyst (CIIA).



Christian Blauert

Global Director Port and Terminal Development, Moffatt & Nichol, United Kingdom

Christian Blauert is the Global Director in Port and Terminal Development for Moffatt & Nichol. Christian has over 25 years of experience within the maritime industry with a strong focus on container terminal developments, terminal management, automation projects and management-strategy as well as business development. Christian joined Moffatt & Nichol having held various C-suite roles, including CEO, for global terminal operators. During his time working for terminal operators, Christian led the businesses through significant organic and inorganic growth including the addition of several new container and multi-cargo concessions and capital works developments; both brown and greenfield. In a project context, Christian is a specialist in terminal planning, operational excellence and supply-chain integration, drawing on significant experience working for a broad range of port and terminal operators internationally. Christian also draws on extensive experience in terminal automation, having personally implemented several automation projects at container terminals.

Meet The Speakers

Vanagupe Hotel Conference and Spa Center, Palanga, Lithuania
Tuesday 27 to Thursday 29 September 2022



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.



Frank Busse
Associate Partner and Business Development Manager (Europe), HPC Hamburg Port Consulting GmbH, Germany

The industrial engineer, Frank Busse, has worked for more than 20 years in the seaport and hinterland logistics industry. As an Associate Partner at HPC Hamburg Port Consulting, he is in charge of the sales region Europe and terminal automation, hinterland connectivity and supply chain projects. Before this position, he worked as an operations manager on a seaport container terminal for ten years.



Andres Uusoja
Chief Commercial Officer and Management Board Member, HHLA TK Estonia, Estonia

Andres is a Chief Commercial Officer and Board Member of HHLA TK Estonia multimodal terminal. 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. For the last 15 years, he has been working with the Maritime industry, in different shipping lines and forwarders.



Robertas Valantiejus
Executive Director, Association of Lithuanian Stevedoring Companies, Lithuania

Experienced professional with a demonstrated history of working in the maritime industry. Skilled in Negotiation, Feasibility Studies, Sales Management, Market Analysis, and Ports. Strong program and project management expert with a Master's Degree focused on Port Management from the World Maritime University. Currently representing all terminal operators of Klaipeda port through their association.



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.



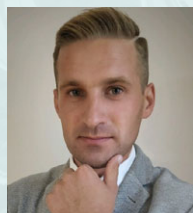
Habil. Dr., Prof. Vytautas Paulauskas
Professor, Klaipeda University, Lithuania

In 1974, Vytautas Paulauskas finished Maritime Academy in Kaliningrad, - Master marine. After finishing Maritime Academy work as mate and Captain on cargo ships, tankers and reefer ships. In 1979 defend PhD in St.-Petersburg Maritime Academy on item "Ships manoeuvring possibilities". In 1993 defend Habilitate Dr. dissertation in Vilnius Technical University in Transport Technology field. In 1990 to 1993, he was the Waterborne Transport Department Director, Lithuania Transport Ministry. Since 1993 Head of Shipping Department, professor in Klaipeda University. During 1980 to 2022 years period - more than 250 publications, including 35 monographs and books for students, more than 50 scientific projects in logistics, intermodal transport, shipping, shipping and navigation safety, port management, environmental, transport technology fields, lecturer and coordinator more than 30 international seminars on Port Management, Transport Technology, Transport logistics, Shipping and navigational safety items.



Dr. Irakli Danelia
Business Development Manager for Black Sea Region & Central Asia, Maersk, Georgia

Mr. Danelia has an experienced commercial background with a demonstrated history of working in Shipping, International Logistics, Supply Chain Management, Global Trade, Maritime, Intercontinental Rail Transportation, Digital Transformation and in Project Management. Mr. Danelia is an Associate Professor in Economics at Tbilisi State University. He had been managing economic research department in the Business and Economy Centre at The Parliament of Georgia and before that having various positions in Economic Bloc Ministries and International Organizations. Mr. Danelia holds PhD in Economics with specialty of International Economic Relations. Besides, He graduated various International Academic, Master Executive programs in Economics, International Trade & World Economy, European Law, Fiscal Decentralization and Regional Economic Development at CORVINUS University of Budapest, Erasmus University Rotterdam, International School Of Economics ISET, Estonian School of Diplomacy, International Swedish Institute for Public Administration, RAND Corporation / US State Department and Riga Graduate School of Law. Mr. Danelia is the author of over 60 publications.



Mindaugas Danyla
Business Development Manager, TLC Logistics & Chartering, Lithuania

Mindaugas is maritime transport professional with 10+ years experience in marine operations as Chief officer on board various type of vessels world-wide, holds a Master's degree in Ocean Cargo and Navigation (Maritime university of Szczecin, Poland). Few years ago has changed carrier path to office, on current base - International business development manager at Klaipėdos Terminal group (KT group). With main focus in development of new supply chains and solutions in today's challenging logistic situation. Working as part KT group management, commerce, administration teams.



Michał Stupak

Account Manager, Port of Gdańsk Authority, 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.



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 and he is certified Expert in the "Container Supply Chain".



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.



Erik van Veen

Regional Manager, Benelux, Baltics and Former 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.



Frank van Laarhoven

Senior Sales Manager, RAM Spreaders, The Netherlands

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.



Andrey Kelim

Regional Sales Manager, Terex Corporation, Germany



Henrik Jevrell

Regional Sales Leader North-East Europe, Stemmann-Technik, Sweden

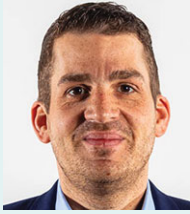
Henrik joined Stemmann-Technik and subsequently Wabtec in 2019 as the Regional Sales Leader for the industrial and maritime business for Northeast Europe. Henrik has many years of experience in sales for industrial products and infrastructure products this includes Ports and maritime, airports and logistic products. Henrik is also supporting projects in Ports and Maritime segment globally.



Pasi Hakkarainen

Manager Conveyor Components, ROXON, Finland

Pasi has over 15 years of experience to business development of bulk material handling solutions on global market. He is professional of sales and business management who has got vast technical skills with wide networks in several business segments.



Michael Scheidt
Head of Sales, Sibre, Germany

Michael Scheidt joined Sibre in 2005 as Technical Sales Manager. Since 2009 he is Head of Sales and based at the Sibre headquarters in Germany. In his role he is leading and developing a global team of technical experts and sales professionals as well as a partner network. Michael's passion lies in meeting and exceeding customer's expectations by providing products that significantly increase safety and performance of lifting machinery.



Julien Horn
Senior Underwriter, TT Club, United Kingdom

Julien is the Regional Senior Underwriter for TT Club, the leading insurer of port and logistics operators globally. With 20 years of experience in the marine insurance sector, he is a Fellow of the Chartered Institute of Insurance (FCII) with a Post Graduate Diploma from the World Maritime University and is a Freeman of the Honourable Company of Master Mariners.



Ansis Zeltiņš
Chief Executive Officer, Freeport of Riga Authority, Latvia

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 SJSC "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. Ansis Zeltiņš is also a Member of the Board of the Baltic Ports Organization (BPO) since 2018.



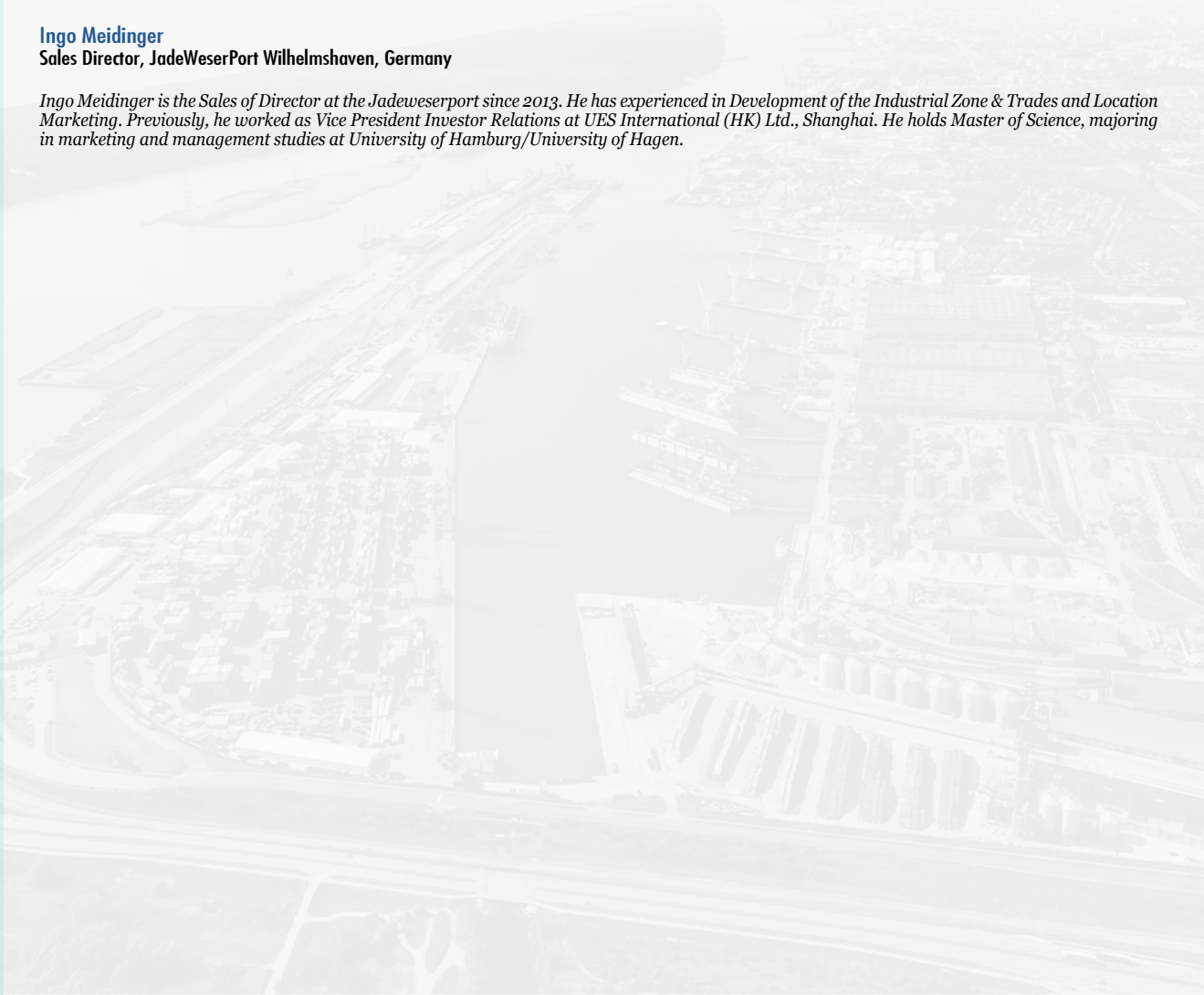
Daniel Jarnea
Head of Marketing Department, National Company Maritime Ports Administration S.A. Constanta, Romania

Jarnea Daniel Razvan was born in 1978 and has a degree in international relationships at the Romanian-American University in Bucharest. He works since 2003 at the National Company Maritime Ports Administration SA Constanța in the Marketing Department. He has participated in multiple conferences, exhibitions, and promotional events.



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 27 September 2022

TECHNICAL SITE VISIT

8 30am	Delegate Registration at the Lobby of the Vanagupe Hotel Conference and SPA Center
9am	Transport departs from the Lobby of the Vanagupe Hotel Conference and SPA Center to Klaipeda State Seaport for the Technical Site Visit on a Boat Tour. (Delegates are Advised to Dress Accordingly for the Boat Tour)
10am	GUIDED BOAT TOUR (Hydrographic Vessel LOTAS) Departure and Arrival from the Cruise Vessel Terminal Delegates Will View the Main Port Terminals: <ul style="list-style-type: none">• LNG Terminal• Containers• Agriculture Products• Various Metals• Timber• Mineral Fertilizers• Chemical and Oil Products• Ship Yards Refreshments Will Also be Served for All Delegates
12 30pm	Transport Departs from Klaipeda State Seaport to the Vanagupe Hotel Conference and SPA Center
1 30pm	Arrival at the Lobby of the Vanagupe Hotel Conference and SPA Center (approx.)

Wednesday 28 September 2022

8 30am	Conference Delegates Registration and Refreshments Served in the Exhibition
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Sponsored by  **mo**ffatt & nichol

OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle FCILT, Managing Director, Transport Events, Malaysia
9 10am	Welcome Address Algis Latakas, Director General, Klaipeda State Seaport Authority, Republic of Lithuania
9 20am	Keynote Address Her Excellency Loreta Maskaliovienė, Vice Minister, Ministry of Transport and Communications, Republic of Lithuania
9 30am	Exhibition Opening Ceremony and Tour of the Exhibition by the VIP Group Followed by Conference Delegates Refreshments

Sponsored by  **ROXON**

SESSION 1 Trade Flow Trends in the Black and Baltic Sea and Examining Economic Opportunities Through Developing a Black Sea – Baltic Sea Transport Corridor

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Siegerland Bremen

10 30am	Conference Moderator's Opening Remarks Džiugas Šaulys, Head of Communications and Marketing Department, Klaipeda State Seaport Authority, Lithuania
10 30am	Trade Flow Shifts in the Baltic and Black Sea – Implications for Port Infrastructure Planning and Management Sebastian Wind, Director Transportation Practise, Roland Berger GmbH, Germany
10 45am	Baltic Container Terminals – A Competitive Review Steve Wray, Technical Director and Head of Maritime Advisory, Infrata Limited, United Kingdom

SESSION 2 Port Development and Expansion: Improving Maritime Trade Through Economically Viable Port Expansion Strategies

Sponsored by  **Circle** Group

11am	Klaipeda Port Large-Scale Expansion Projects to Increase Port Competitiveness Algis Latakas, Director General, Klaipeda State Seaport Authority, Lithuania
11 15am	Development Plans for New Terminals in the Port of Szczecin and Expansions of the Port of Świnoujście Ryszard Górski, Commercial Manager, Szczecin and Świnoujście Seaports Authority, Poland
11 30am	EBRD's Support to the Development and Expansion of Sustainable Port Infrastructure Gonçalo Correia, Principal Banker, Infrastructure Europe, EBRD, United Kingdom
11 45am	Karin Mulder, Vice President Infrastructure, KfW IPEX-Bank GmbH, Germany

SESSION 3 Sustainable Port Developments in the Black and Baltic Sea in Improving Port Productivity and Gearing Towards an Eco-Friendlier Port Operation

Sponsored by  **constanza port**

12pm	Smart Port and Digitisation Efforts That Promote Sustainability, Environmentally Friendly Environment and Intelligent Use of Existing Resources Christian Blauert, Global Director Port and Terminal Development, Moffatt & Nichol, United Kingdom
12 15pm	How Can Early Contractor Involvement Make a Construction Project More Time and Cost Efficient? Leo Wallin, Commercial Manager, Nordics, Ballast Nedam, Sweden
12 30pm	Energy Management for Ports And Terminals Frank Busse, Associate Partner and Business Development Manager (Europe), HPC Hamburg Port Consulting GmbH, Germany
12 45pm	Questions And Answers Followed by Conference Delegates Networking Lunch

Supporting Trade Organisations



SESSION 4		The Logistic Motorways: Strengthening Supply Chain Movements through a Black Sea – Baltic Sea Transport Corridor and Addressing Current Supply Chain Vulnerabilities in the Region	Sponsored by 
2pm	TK Estonia - Providing Synergies and Complex Logistical Solutions in Changing Environments Andres Uusoja, Chief Commercial Officer and Management Board Member, HHLA TK Estonia, Estonia		
2 15pm	Contribution of Lithuanian Stevedoring Companies to Flexible Supply Chain Management Robertas Valantiejus, Executive Director, Association of Lithuanian Stevedoring Companies, Lithuania		
2 30pm	New Solutions for a Changing World Stephen Archer, Chief Executive Officer, Baltic Rail, Estonia		
2 45pm	TRASECA Transport Corridor - Possibilities in linking Central Asia, Caspian Sea, Black Sea and Baltic Sea Countries for Cargo Transportation Habil. Dr., Prof. Vytautas Paulauskas, Professor, Klaipeda University, Lithuania		
3pm	Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition		Sponsored by 
4pm	New Landscape of Connectivity Between Black and Baltic Seas Dr. Irakli Danelia, Business Development Manager for Black Sea Region & Central Asia, Maersk, Georgia		
4 15pm	Supply Chain in 2022 Call for Creativity Mindaugas Danyla, Business Development Manager, TLC Logistics & Chartering, Lithuania		
4 30pm	Connections with the Black Sea - The Role of the Port of Gdansk as a Logistics Centre for the Central and Eastern Europe Region Michał Stupak, Account Manager, Port of Gdansk Authority, Poland		
4 45pm	Questions and Answers Followed by Conference Moderator's Closing Remarks		
5 15pm - 7 15pm	Networking Reception for All Registered Participants at the Dubysa Hall of the Vanagupe Hotel Generously Hosted by Port of Klaipeda Smart Casual Attire		Sponsored by 

Thursday 29 September 2022

8 30am	Conference Delegates Registration and Refreshments Served in the Exhibition	Sponsored by  
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SESSION 5		Port Technology in Creating Digital Ports, Improving Speed and Efficiency While Creating Zero-Emission Terminals	Sponsored by  
9am	Conference Moderator's Opening Remarks Christian Blauert, Global Director Port and Terminal Development, Moffatt & Nichol, United Kingdom		
9am	Digitalisation, Automation and Integration Along the Supply Chain: Benefits of a Smart Terminal Operating System and Rail Last Mile Optimisation Matteo Nicoli, Business Process Analyst, Circle Group, Italy		
9 20am	Zero Emission Terminals – How to Connect to the Green Future Sebastian Alves, Systems Sales, Vahle, Germany		
9 40am	Digitalization Humanised - A Customer-Centric Approach to Productivity Tools Erik van Veen, Regional Manager, Benelux, Baltics and Former CIS Countries, Bromma, The Netherlands		
10am	Questions and Answers Followed by Conference Delegates Refreshments Served in the Exhibition		Sponsored by  
11am	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		
11 20am	Terex Fuchs – Professional Solutions for Port Handling Andrey Kelim, Regional Sales Manager, Terex Corporation, Germany		
11 40am	Reach IMO demands for CO2 reduction 2030-50 Henrik Jevrell, Regional Sales Leader North-East Europe, Stemmann-Technik, Sweden		
12pm	Digitalization and New Technologies in Bulk Material Handling Solutions Pasi Hakkarainen, Manager Conveyor Components, ROXON, Finland		
12 20pm	Brake Technology and Monitoring for Increasing Safety and Productivity Michael Scheidt, Head of Sales, Sibre, Germany		
12 40pm	Questions And Answers Followed by Conference Delegates Networking Lunch		

SESSION 6		Improving Port Operations and Creating Sustainable Ports in Meeting Global Supply Chain Demands	Sponsored by 
2pm	Ports of Refuge and Dealing With a Major Incident at the Berth - The Port Needs to be Ready Julien Horn, Senior Underwriter, TT Club, United Kingdom		
2 20pm	Sustainable Port Development in the Light of Global, Turbulent Geopolitical Change Ansis Zeltiņš, Chief Executive Officer, Freeport of Riga Authority, Latvia		
2 40pm	Daniel Jarnea, Head of Marketing Department, National Company Maritime Ports Administration S.A. Constanta, Romania		
3pm	Ingo Meidinger, Sales Director, JadeWeserPort Wilhelmshaven, Germany		
3 20pm	Questions and Answers Followed by Conference Moderator's Closing Remarks and Conference Delegates Refreshments Served in the Exhibition		Sponsored by 

Supporting Media



BALTIC AND BLACK SEA PORTS & SHIPPING 2022

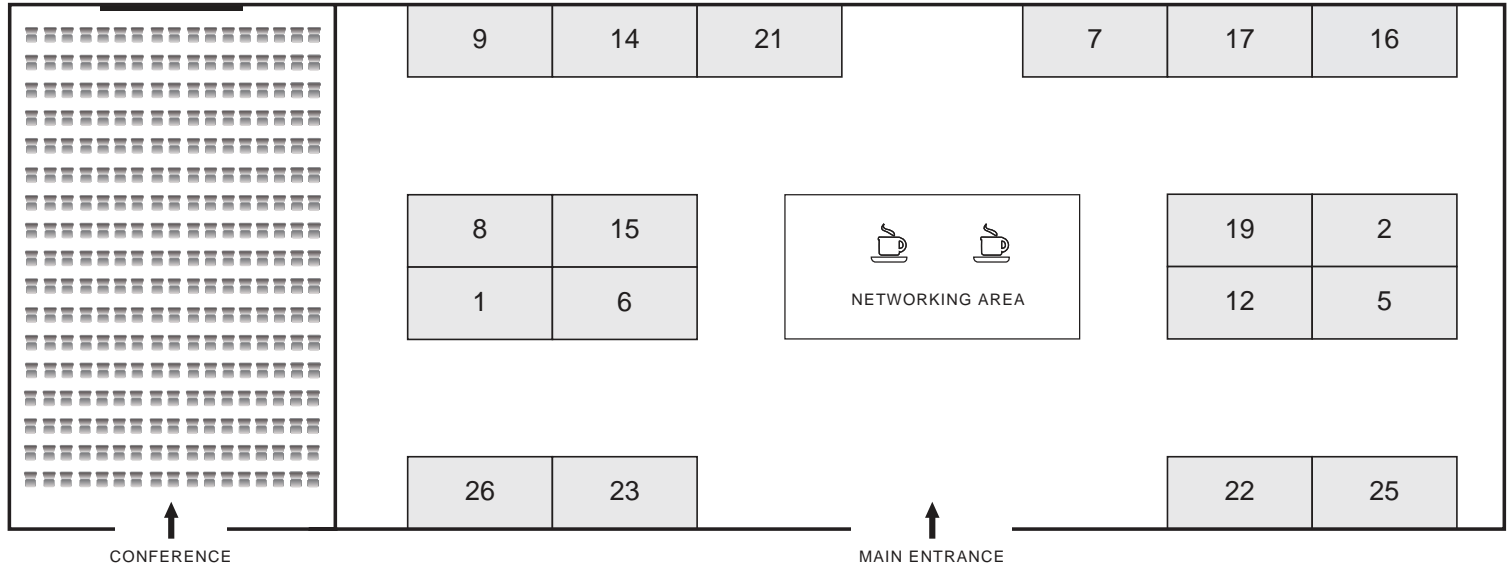
Wednesday 28 and Thursday 29 September 2022
Vanagupe Hotel Conference and Spa Center, Palanga, Lithuania

Hosted by

Official Hotel and Venue



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Delegates Nametags
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Conference Sessions
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Conference Delegates
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Networking Reception
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STAND ALLOCATION (updated on 21 / 9 / 2022)

23	Alwark	8	Port of Klaipeda
5	Bromma	15	Port of Klaipeda
2	Circle Group	16	RAM Spreaders
12	Fuchs	17	RAM Spreaders
26	Konecranes	22	ROXON
14	Moffat & Nichol	25	ROXON
21	Moffat & Nichol	26	Samson
22	NEPEAN Conveyors	7	Sibre
25	NEPEAN Conveyors	9	Stemmann-Technik
16	PEINER SMAG Lifting Technologies	12	Terex
17	PEINER SMAG Lifting Technologies	26	UAB Mobile Heavy Machinery
1	Port of Klaipeda	19	Vahle
6	Port of Klaipeda		

EXHIBITION STAND PACKAGE

4 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 €8,995
- 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 and Black Sea Ports & Shipping 2022 Lithuania 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 social media
- All international event advertising, direct mail and public relations
- The official Baltic and Black Sea Ports and Shipping 2022 Lithuania 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 €4,485

Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard that must be 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.

Delegates Nametags Sponsorship

All event participants are given an identification name tag that must be worn 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 worn by every event participant throughout the event. Sponsorship is €8,895 including all production costs. This does not include lanyard sponsorship.

Sponsored by **TT** 

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 28 September 2022

Thursday 29 September 2022

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.

Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo 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

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.

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 
SIBRE
Sparto to Iva Safa
Singapore Bremen

Session 2 
Circle
Group

Session 3 
constantia port

Session 4 
VAHLE

Session 5 
PEINER SMAG
Lifting Technologies


RAM
SPREADERS

Session 6 
BROMMA

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 
moffatt & nichol

Break 2 
ROXON

Break 3 
YILPORT
HOLDING INC.

Break 4 
ALWARK MEM
MOBILE HEAVY MACHINERY

Break 5 
TEREX FUCHS
A TEREX BRAND

Break 6 
Stemmann-Technik
Wobbe Company

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 €3,895.

Conference Speaker Sponsorship

- Perfect for companies who wish to be GUARANTEED a speaker in the conference programme; have your company branded before and during the event in a highly visible way and have three FREE of CHARGE delegate registrations without reserving an exhibition stand
- Conference Speaker guaranteed in a session related to the speaker topic
- Branding of sponsor latest full colour logo as a Principal Sponsor on all event marketing materials distributed worldwide and all social media before and throughout the three days of 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
- BONUS: Buy any four Conference Speaker Sponsorship Packages in the same calendar year and receive a fifth Conference Speaker Sponsorship Package in the same calendar year FREE of CHARGE

Networking Reception – Wednesday 28 September 2022

The Networking 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 with good food, drinks and entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements are made by sponsor.

Sponsored by 
KLAIPĖDOS UOSTAS
PORT OF KLAIPEDA

REGISTRATION INFORMATION

To Participate in **Baltic and Black Sea Ports & Shipping 2022** You Need to Register as an **Exhibitor, Conference Delegate, Event Sponsor or Exhibition Visitor.**

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Conference Refreshment Breaks And Lunches • Exhibition And Conference Access • A 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 27 September 2022. 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: marisa@transportevents.com

☐ I Wish to Attend The Networking Reception on Wednesday 28 September 2022

Name: _____ 03 / 10 / 2022

Job Title: _____

Company Name: _____

Address: _____

Tel: _____

Email: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Saturday 27 August 2022:** The 'Early Bird' Conference Delegate Registration is **€1,695**
- From **Sunday 28 August 2022:** The Regular Conference Delegate Registration is **€1,895**
- One Day Conference Delegate Registration is **€995**
- No Delegate Registration Accepted Without Full Payment

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

☐ Bank Transfer - Complete The Registration Details on This Page And Email to: 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 **€1,895 / €1,695 / €995** (Circle Correct Amount) Per Delegate to OCBC Bank (Malaysia) Berhad

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

LOCAL DELEGATE REGISTRATIONS

For Nationals, Citizens And Residents of Lithuania, The Conference Delegate Registration is **€895.**

- On or Before **Saturday 27 August 2022:** The 'Early Bird' Conference Delegate Registration is **€795**
- From **Sunday 28 August 2022:** The Regular Conference Delegate Registration is **€895**
- Business / Photo ID is Required
- No Delegate Registration 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 **€795** Per Delegate to OCBC Bank (Malaysia) Berhad

☐ I Have Transferred **€895** Per Delegate to OCBC Bank (Malaysia) Berhad

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

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

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.

Signed: _____

Dated: _____

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Limited
Tel: +852 2157 3907
enquiries@transportevents.com



www.transportevents.com

EXHIBITION VISITORS ONLY

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

Exhibition Opening Times:
Wednesday 28 September 2022 9am to 5pm
Thursday 29 September 2022 9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Vanagupe Hotel Conference and Spa Center, Palanga, Lithuania.** Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Vanagupe Hotel Conference and Spa Center, Palanga, Lithuania
Vanagupes str. 31
LT - 00169 Palanga
Lithuania



Contact Person
Edita Paukštė
Reservation Manager

Tel: + 370 4604 1199
Fax: + 370 4603 1199
Mobile: + 370 6509 9582
E-mail: reservation@vanagupe.lt
Website: www.vanagupe.lt/en