

# BALTIC

## PORTS & SHIPPING 2020

Maritim Seehotel Lubeck, Germany  
Tuesday 6 to Thursday 8 October 2020

Follow us on:

LinkedIn



facebook



Associate Member



Fully Supported By



Sponsored By



- Technical Site Visit • Networking Welcome Reception • International Exhibition • International Conference
- 300 Conference Delegates • Local Delegates at Only €695 •

### 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

Tel. +852 2157 3907

Fax. +852 3895 0948

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

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

Follow us on:



Tuesday 6 October 2020

## TECHNICAL SITE VISIT

A half day trip to visit container terminals, logistics and warehousing facilities at the port only for registered delegates of the Baltic Ports and Shipping 2020.

Wednesday 7 October 2020

8am Conference delegates registration and refreshments served in the exhibition

Sponsored by 

## OPENING CEREMONY

9am Organiser's Remarks  
Rory James Doyle, CMLT, Managing Director, Transport Events, Malaysia

9 05am Welcome Remarks

9 15am Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments

Sponsored by 

## SESSION 1 An assessment of the Baltic economy and improving current cargo movement initiatives in developing a sustainable maritime future

Sponsored by 

10 30am Conference Moderator's Opening Remarks

10 30am Coping with the ever changing environment of the maritime and transport industry  
Christoph Schoppmann, Head of Terminal Planning and Logistics – Intermodal, HPC Hamburg Port Consulting GmbH, Germany

10 55am Baltic maritime trends and its current developments in cargo movements  
Uwe Weichenhain, Partner, Roland Berger, Germany

## SESSION 2 Port infrastructure innovations, improving collaborations and finding attractive financial conditions for port projects

Sponsored by 

11 20am Infrastructure enabling area development in ports and economic zones  
Arënso Bakker, Founding Partner, NLhave, The Netherlands

11 45am Improving connectivity and cargo movements based on the HHLA experience on terminal planning  
Dr. Stephen Dohm, Head of Strategic Projects, HHLA International GmbH, Germany

12 10pm Increasing efforts in reducing accidents in ports to reduce operational shortcomings  
Senior Representative, TT Club, United Kingdom

12 35pm Questions and answers followed by Conference Moderator's closing remarks and conference delegates networking lunch

## SESSION 3 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 

2pm Managing supply chain movements as the biggest private port operator in Lubeck  
Sven Lohse, Chief Executive Officer Port Operation and Shipping Company, Reederei Lehmann GmbH & Co. KG, Germany

2 20pm Intermodal services, its challenges and Baltic Rail's development of work in the Baltic Adriatic corridor  
Stephen Archer Chief Executive Officer, Baltic Rail AS, Estonia

2 40pm The North Europe – Israel trade approach to triumph as a global niche carrier  
Wemal Kumar, Sales Manager, ZIM Germany GmbH & Co. KG, Germany

3pm Questions and answers followed by conference delegates refreshments served in the exhibition

Sponsored by 

## 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 Lessons Learnt: Responding to recent global challenges that affected global supply chain movements  
Nesrine El Sawy, Managing Director North West Continent Cluster, Sealand Europe and Mediterranean (A Maersk Company), Germany

4 20pm 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

## Supporting Trade Organisations



4 40pm Questions and answers followed by the Chairman's closing remarks  
6pm - 8pm Networking Welcome Reception for all registered participants. Smart Casual Attire.

## Thursday 8 October 2020

8am Conference delegates registration and refreshments served in the exhibition

Sponsored by 

### SESSION 5 Emerging port technologies that improve trade connectivity and shape smart digital ports

9am Conference Moderator's Opening Remarks

9am What shore power can do to reduce you port's CO2-footprint  
Georg Franz Matzku, Head of Shore Power, Head of Marketing, Power Collection Business Unit, STEMMANN-TECHNIK GmbH, Germany

9 20pm Digitalisation and optimisation of railway last mile operation inside ports areas  
Luca Abatello, Chief Executive Officer, Cirde SpA, Italy

9 40am Creating digital ports and improving speed and efficiency  
Uwe Pietryga, Director (Solution Sales, Central Europe), Kalmar Automation Solutions, Sweden

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

Sponsored by 

### SESSION 6 Emerging port technologies that improve trade connectivity and shape smart digital ports

Sponsored by 

11am Electric powered systems and the energy recovery systems used in material handlers  
Robert Aumüller, Area Sales Manager (Northern Europe), Sennebogen Maschinenfabrik GmbH, Germany

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 Smart Port innovations for environmental friendly container handling  
Sebastian Alves, Commercial Pre-Sales, VAHLE System & Project Business, Germany

12pm Brake monitoring technology for increasing safety and productivity  
Michael Scheidt, Head of Sales, Sibre, Germany

### SESSION 7 Recognising the substantial role of port and terminal operations in the Baltics to facilitate global trade movements

12 20pm Duisport as the preferred logistic hub location  
Sascha Treppte, Head of Corporate Development and Strategy, Duisport – Duisburger Hafen AG, Germany

12 40pm Port infrastructure projects as a key priority of the ports development strategy  
Krzysztof Urbaś, President of the Board, Szczecin and Swinoujscie Seaports Authority SA, Poland

1pm Questions and answers followed by conference delegates networking lunch

### SESSION 8 Recognising the substantial role of port and terminal operations in the Baltics to facilitate global trade movements

2pm Creating an efficient regional transportation hub in the Baltics  
Jörgen Nilsson, Chief Executive Officer, Port of Trelleborg, Sweden

2 20pm Managing port infrastructure and effective planning of port operations  
Ansis Zeltins, Chief Executive Officer, Freeport of Riga Authority, Latvia

2 40pm The significant role of JadeWeserPort Wilhelmshaven as a strategic connector for the Baltic  
Ingo Meidinger Sales Director, JadeWeserPort Wilhelmshaven, Germany

3pm Questions and answers followed by Conference Moderator's closing remarks and conference delegates refreshments served in the exhibition

Sponsored by 

#### Supporting Media

 10 times  
previously biztradeshows

 BUNKERSPOT

 CM  
CONTAINER MANAGEMENT

 FORKLIFT ACTION

 GLOBAL MARITIME HUB  
GATEWAY TO THE GLOBAL SHIPPING INDUSTRY

 Global Shipping  
Careers

 (inside)industry (inside)marine

 il.  
International Logistics

 ITJ  
International Transport Journal

 JURA-MOPE-SEA  
INTERNATIONAL BUSINESS MAGAZINE

 Link

 PLANT & EQUIPMENT

 portstrategy

 SHIP 2 SHORE

 showmetransport

 transportweekly

 WORLD PORT DEVELOPMENT  
International Journal for Port Management

# BALTIC

## PORTS & SHIPPING 2020

Maritim Seehotel Lubeck, Germany  
Wednesday 7 and Thursday 8 October 2020

Official Hotel and Venue



Delegates Nametags  
Sponsor



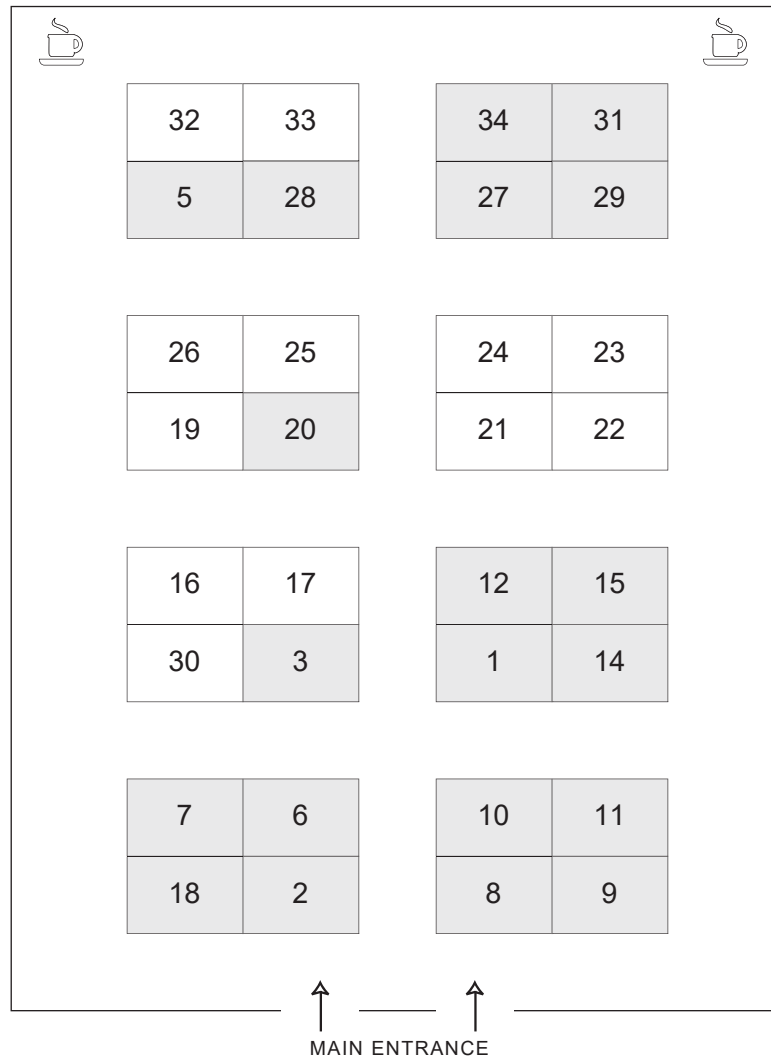
Conference Sessions  
Sponsors



Company Banners  
Sponsors



Conference Delegates  
Refreshment Sponsors



### STAND ALLOCATION (updated on 24 / 3 / 2020)

2 akquinet port consulting GmbH	5 Sibre
6 Bemo Rail BV	3 Stemmann-Technik
29 Circle Group	10 Stinis Spreaders
12 Identec Solutions	31 Vahle
15 Identec Solutions	11 Woelfer Motoren
18 Klaus Faber AG	16 Available
8 Lehmann Lübeck – Shipping and Port Operation	17 Available
9 Lehmann Lübeck – Shipping and Port Operation	19 Available
20 Liebherr	21 Available
1 MAFI Transport-Systeme GmbH	22 Available
27 Port of Gdansk	23 Available
34 Port of Gdynia	24 Available
7 Port of Monfalcone	25 Available
14 Saab	26 Available
28 Sennebogen Maschinenfabrik GmbH	30 Available
	32 Available
	33 Available

### EXHIBITION STAND PACKAGE

#### 3 x 2 Square Metre Stands Include:

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

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

Follow us on:



**TRANSPORT EVENTS**  
Transport Events Limited  
Tel: +852 2157 3907  
Fax: +852 3895 0948  
Email: [enquiries@transportevents.com](mailto:enquiries@transportevents.com)

Linked in

facebook



# SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **Baltic Ports & Shipping 2020 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 & Shipping 2020 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 €3,995

## Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company's latest full colour corporate logo is exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €7,895 including all production costs. This does not include nametag sponsorship.

## Delegates Nametags Sponsorship

All event participants are given an identification name tag to wear throughout the two days of the event. Your company's latest full colour corporate logo exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €7,895. This does not include lanyard sponsorship.

Sponsored by **TT CLUB** 

## 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 €3,995.

## Conference and Exhibition Directional Signage

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

Sponsored by  **SEINEBOGEN**

## 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 – Tuesday 6 October 2020

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

Session 8

## 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 €7,895.

Wednesday 7 October 2020

Thursday 8 October 2020

## Networking Welcome Dinner – Wednesday 7 October 2020

The Networking Welcome Dinner is the social highlight of the event. All participants and spouses enjoy the opportunity to network with fellow industry colleagues and friends throughout a seated dinner with local food, drinks and entertainment. The Sponsor is invited to say a few words of welcome and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

## REGISTRATION INFORMATION

To Participate in The **Baltic Ports & Shipping 2020** 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

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

## CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Fax Back This Form or Register Online at [www.transportevents.com](http://www.transportevents.com) Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: +852 3895 0948 or Email to: [alin@transportevents.com](mailto:alin@transportevents.com)

### Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Wednesday 7 October 2020. Registration For The Site Visit Will Not be Accepted Without Receipt of a Black And White Copy of The ID Page of Your Passport or Local ID, Visa Copy if Available and Photo ID Proof/Company ID For Port Security Check in Advance. Please Email to: [anis@transportevents.com](mailto:anis@transportevents.com)

I Wish to Attend The Networking Welcome Reception on Wednesday 7 October 2020

Name: \_\_\_\_\_ 24 / 3 / 2020

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

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

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

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

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

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

## INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Friday 6 September 2020**: The 'Early Bird' Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Saturday 7 September 2020**: 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](http://www.transportevents.com) Please Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR And USD.

**Telegraphic Transfer** - Complete The Registration Details on This Page And Fax to +852 3895 0948 or Email to: [alin@transportevents.com](mailto:alin@transportevents.com) For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. **Transmitting Bank Charges Must be Paid by The Sender.**

I Have Transferred €1,495 / €1,295 / €995 (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

I Have Transferred US\$1,701 / US\$1,473 / US\$1,132 (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

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

**Account Name: Transport Events Limited**

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

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

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

**Swift Code: WIIHBKHH**

**PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.**

**TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.**

## LOCAL DELEGATE REGISTRATION

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

- On or Before **Friday 6 September 2020**: The 'Early Bird' Conference Delegate Registration is **€595**
- From **Saturday 7 September 2020**: The Regular Conference Delegate Registration is **€695**
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment

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

I Have Transferred EUR595 / USD676 Per Delegate to OCBC Wing Hang Bank Limited

I Have Transferred EUR695 / USD791 Per Delegate to OCBC Wing Hang Bank Limited

**Euro (EUR) and US Dollar (USD) Bank Transfer to:-**  
**Account Name: Transport Events Limited**  
**Account Number: 035-802-538366-831**  
**Beneficiary Bank: OCBC Wing Hang Bank Limited**  
**Bank Address: 161 Queen's Road Central, Hong Kong**  
**Swift Code: WIIHBKHH**

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to +852 3895 0948 or Email to: [alin@transportevents.com](mailto: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  
Fax: +852 3895 0948  
[enquiries@transportevents.com](mailto:enquiries@transportevents.com)



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

Follow us on:  

## 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 7 October 2020

9am to 5pm

Thursday 8 October 2020

9am to 3 30pm

## OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Maritim Seehotel Lubeck, 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](mailto:czapfe.tim@maritim.de)

Website: [www.maritim.com](http://www.maritim.com)