

2nd BALTIC PORTS & SHIPPING 2018

RADISSON BLU LATVIJA CONFERENCE & SPA HOTEL, RIGA, LATVIA
TUESDAY 25 TO THURSDAY 27 SEPTEMBER 2018

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KEY SPEAKERS.... PLUS MANY MORE!

- Roy van Eijsden
Director, WSP, United Kingdom
- Bogdan Otdakowski
Secretary General, Baltic Ports Organization, Poland
- Marcin Osowski
Vice President Infrastructure, Port Gdańsk, Poland
- Margus Vihman
Chief Commercial Officer, Port of Tallinn, Estonia
- Christoph Schoppmann
Senior Management Consultant and Project Manager, HPC Hamburg Port Consulting GmbH, Germany
- Piotr Nowak
Vice President, Port of Gdynia Authority, Poland
- Andrew Huxley
Regional Development Director, TT Club, United Kingdom
- Vadim Gubenko
Branch Manager, Maersk, Latvia
- Maxim Kim
Area Sales Manager Mobile Harbour Cranes and Reachstackers, Liebherr, Germany
- Eduardo Prat
Vice President Crane Upgrades, Kalmar, Spain
- Janis Kasalis
Chief Executive Officer, Riga Universal Terminal Ltd, Latvia

HIGHLIGHTED TOPICS

- Baltic Economy – Promoting a sustainable economy, reviewing strategic initiatives that has been implemented in creating economic opportunities in the region
- Building an effective trade route through the Belt and Road Initiative (BRI)
- New investment opportunities through BRI
- The Silk Road as a link between Central and South East Asia, The Middle East, Africa, Nordic-Baltic and Europe trade routes in achieving new records in cargo volumes
- Improving service delivery and business opportunities through port investments and expansions
- The dynamics of developing smart port cities in acquiring a competitive edge
- Supply chain innovations in facilitating regional and international trade
- Blockchain in cargo transportation, opportunities for improvement and innovation
- Innovations for cargo processing and handling activities for improved service delivery
- Artificial Intelligence – Next generation in terminal automations
- Efficiency in ports, terminals and bulk operations in improving service delivery value in meeting global economic demands
- lockchain initiatives for ports, bringing stability, accountability and transparency

For more Information or to Register

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FREEPORT OF RIGA AUTHORITY RIGA

08.08.2017

No. A-14/1024

2nd BALTIC PORTS AND SHIPPING 2018 EXHIBITION AND CONFERENCE Riga, Latvia Tuesday 25 to Thursday 27 September 2018

Dear Valued Colleague,

To provide a networking opportunity between foreign and local investment in the Baltic region's maritime transport infrastructure, the Freeport of Riga Authority is delighted to host the 2nd Baltic Ports and Shipping Exhibition and Conference in Riga, Latvia from Tuesday 25 to Thursday 27 September 2018.

Holding this event in Riga will continue to promote Baltic ports, shipping and transport logistics infrastructure to foreign investment.

In terms of maritime traffic handled, the Freeport of Riga is Latvia's largest port and at the same time the main transit port in the Baltic countries, servicing vast markets of the CIS countries in its hinterland. On a yearly basis, 35-40 million tons of dry and liquid bulk, as well as containerized and other diverse general cargoes are being shipped through the Freeport of Riga with some 3,500 vessels being accommodated. Deep water canal and berths at the 35 terminals of the port, as well as powerful land-side infrastructure allow the port to service *Panamax* size cargo vessels and also some of the largest cruise liners sailing in the Baltic Sea. The cargo handling capacity of the port reaches 65 million tons per annum but there are several more terminal projects yet to come in the near future in the areas of container handling and cargo processing, value added and logistics services, production of biofuel and the like.

Facing the new trade and transport patterns and developing multimodal projects on the Eurasian continent for an improved connectivity between Europe and markets of Asian countries and also those of the Middle East, the Freeport of Riga with its modern infrastructure and vast development potential is determined to obtain a role of a strategic hub for the processing and distribution of traffic from Asia to the Baltic and North of Europe.

A two days Conference Programme will feature **30** world-class conference speakers addressing topical issues and challenges for the Baltic region's transportation and logistics infrastructure attended by a gathering of **300** 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 region.

There will be the commercial opportunity for **50** exhibitors and sponsors to network directly with the delegates at this major annual international maritime transport Exhibition and Conference trade event for the Baltic region.

You are invited to reserve your first choice of exhibition stand from the Exhibition Floorplan and register a conference delegation while there is still limited availability!

We look forward to welcoming you to our beautiful country and to your participation at the 2nd Baltic Ports and Shipping Exhibition and Conference in historical and charming city of Riga, Latvia from Tuesday 25 to Thursday 27 September 2018.

Yours sincerely,

Andris Ameriks

Board Chairman
Vice Mayor of Riga



Freeport of Riga Authority

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Tuesday 25 September 2018

TECHNICAL SITE VISIT

- 8 30am Delegates registration at the lobby of the Radisson Blu Latvija Conference & Spa Hotel
- 9 30am Transport departs from the Radisson Blu Latvija Conference & Spa Hotel to the Freeport of Riga Authority for the Technical Site Visit on a boat. Delegates are advised to dress accordingly for the boat trip
- 10am Arrival at the Freeport of Riga Authority. Delegates will view the port territory and the main cargo operating terminals on both sides of river Daugava covering 15 kilometres in length
- Facilities and type of cargo viewed during the site visit are:
- Containers
 - Various Metals
 - Timber
 - Coal
 - Mineral Fertilizers
 - Chemical and Oil Products
- Presentations on the activities of all facilities visited will be given on the boat. Refreshments will also be served for all delegates.
- 12 30pm Transport departs from the Freeport of Riga Authority back to the Radisson Blu Latvija Conference & Spa Hotel
- 1pm Arrival at the lobby of the Radisson Blu Latvija Conference & Spa Hotel (approx.)

Wednesday 26 September 2018

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



OPENING CEREMONY

- 9am Organiser's Remarks
Ajay Haridas, Conference Manager
Transport Events Management
Malaysia
- 9 05am Welcome Address
Ansis Zeltins, Chief Executive Officer
Freeport of Riga Authority
Latvia
- 9 15am Ministerial Keynote Address
Kaspars Ozolins, State Secretary
Ministry of Transport
Latvia
- 9 30am Exhibition Opening Ceremony and Tour of the exhibition by The VIP Group followed by conference delegates refreshments sponsored by

LIEBHERR

- SESSION 1 Sponsored by  **KALMAR**
Baltic Economy – Promoting a sustainable economy, reviewing strategic initiatives that has been implemented in creating economic opportunities in the region

- 10 30am Conference Moderator's Opening Remarks
Andrew Huxley, Regional Development Director
TT Club
United Kingdom

- 10 30am Improving regional maritime connectivity and reviewing implemented initiatives
Roy van Eijdsen, Director
WSP
United Kingdom



- 10 50am The role of ports in facilitating regional economic growth
Ansis Zeltins, Chief Executive Officer
Freeport of Riga Authority
Latvia

- 11 10am Baltic ports market – Recent dynamics and future challenges
Bogdan Otdakowski, Secretary General
Baltic Ports Organization
Poland

- SESSION 2 Supported by 

Improving service delivery and business opportunities through port investments and expansions

- 11 30am Financing efficient and sustainable transport networks, with a focus on ports and shipping sector
Elena Gordeeva, Associate Director of EBRD Transport Team
European Bank for Reconstruction and Development
United Kingdom

- 11 50am How to structure the deal? PPP in strategic port development in the Baltic
Anthony van der Hoest, Director Commerce
MTBS
The Netherlands

- 12 10pm Marine terminal complex in Yuzhny Seaport, Odessa region, Ukraine
Vadym Pozharskyi, Senior Project Manager
TECHAGRO
Ukraine

- 12 30pm Investing in cable management solutions for shore power in ports
Georg Franz Matzku, Sales Manager Industry
Stemmann-Technik GmbH
Germany

- 12 50pm Questions and answers followed by conference delegates networking lunch supported by



- SESSION 3 Sponsored by  **SAAB**
Improving service delivery and business opportunities through port investments and expansions

- 2pm Practical implementation of the value creation strategy (VBM) concept in port authorities and its influence on the efficiency of port operations
Piotr Nowak, Vice President
Port of Gdynia Authority
Poland

- 2 15pm How to extend the lifetime of cranes?
Eduardo Prat, Vice President Crane Upgrades
Kalmar
Spain

- 2 30pm Digital port investments and applications to improve port service delivery
Margus Vihman, Chief Commercial Officer
Port of Tallinn
Estonia

Supporting Trade Organisations



2 45pm **Infrastructural investments as a key factor to increase operational efficiency**
 Marcin Osowski, Vice President Infrastructure
 Port Gdańsk
 Poland

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



SESSION 4 **Sponsored by** 
Building an effective trade route through the Belt and Road Initiative (BRI)

4pm **Realising growth potential from BRI by strengthening core competencies**
 Christoph Schoppmann, Senior Management Consultant and Project Manager
 HPC Hamburg Port Consulting GmbH
 Germany

4 15pm **BRI as the element for global economic development and investment opportunities**
 Mihai Petre, Senior Manager (Global Trade Advisory)
 Deloitte Tax SRL
 Romania

SESSION 5 **Supply chain innovations in facilitating regional and international trade**

4 30pm **Intermodal services, it's challenges and Baltic Rail's development of work in the Baltic Adriatic corridor**
 Stephen Archer, Chief Executive Officer
 AS Baltic Rail
 Estonia

4 45pm **Developments on container movements, transshipment and supply chain activities in the Baltics**
 Vadim Gubenko, Branch Manager
 Maersk
 Latvia

5pm **Blockchain in commodity trading and transportation**
 Alexander Varvarenko, Chief Executive Officer
 Varamar Group & ShipNEXT
 Ukraine

5 15pm Questions and answers followed by Conference Moderator's closing remarks

7 30pm to 10pm **Networking Welcome Dinner for all delegates at the LIDO Leisure Centre.**
 Transport will depart from the lobby of the Radisson Blu Latvija Conference & Spa Hotel at 7 15pm sharp and will return back to the Radisson Blu Latvija Conference & Spa Hotel at approximately 10pm. Smart casual attire.
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Thursday 27 September 2018

8am Conference delegates registration and refreshments served in the exhibition sponsored by



SESSION 6 **Innovations for cargo processing and handling activities for improved service delivery**

9am **Conference Moderator's Opening Remarks**
 Roy van Eijsden, Director
 WSP
 United Kingdom

9am **Streamlining operational processes – The step by step approach to automation**
 Thomas Müller, Director Global Market Management, Director System & Project Business
 Vahle
 Germany



9 25am **Digitalization and optimization of railway last mile operation inside ports areas**
 Simone Siria, Analyst and Consultant
 Cirde
 Italy

9 50am **Brave new world? The next 25 years of container transport**
 Andrew Huxley, Regional Development Director
 TT Club
 United Kingdom

10 15am **Reducing operational costs while increasing uptime with automatic maintenance**
 Johan Bood, Sales Director Port Applications
 Groeneveld Lubrication Solutions
 The Netherlands

10 40am Questions and answers followed by refreshments served in the exhibition

11 40am **Dust free bulk loading – Case studies that have adopted innovative system to stop dust pollution**
 Frank van Laarhoven, Senior Sales Manager
 RAM Spreaders
 The Netherlands

12 05pm **SmartApp – Leveraging on technologies to increase productivity**
 Maxim Kim, Area Sales Manager Mobile Harbour Cranes and Reachstackers
 Liebherr
 Germany

12 30pm Questions and answers followed by conference delegates networking lunch

SESSION 7 **Efficiency in ports, terminals and bulk operations in improving service delivery value in meeting global economic demands**

2pm **Growing efficiency in the Port of Gdańsk**
 Piotr Bura, Customer Officer
 Port Gdańsk
 Poland

2 20pm **Cargo handling strategies in the Baltics as a multifunctional port**
 Lauri Karp, Director, AS Silmet Group
 Port of Sillamäe
 Estonia

2 40pm **One Belt One Road Initiative - The significant role of JadeWeserPort Wilhelmshaven as a strategic connector for the Baltic**
 Michael Moehmann, Sales Director
 JadeWeserPort Wilhelmshaven
 Germany

3pm **Cargo handling with growing containerisation demand**
 Janis Kasalis, Chief Executive Officer
 Riga Universal Terminal Ltd
 Latvia

3 20pm Questions and answers followed by Conference Moderator's closing remarks. Conference delegates refreshments served in the exhibition

Supporting Media





Roy van Eijdsen
Director for WSP

Roy is the Director for WSP Specialist Services as well as for Maritime Advisory. His professional experience includes corporate risk consultancy services for large scale infrastructure projects and mergers and acquisitions across six continents. He provides consultancy at a strategic level, offering services to a broad spectrum of clients including multi-national oil & gas and chemical companies, port operators, financial, legal and private equity firms.

More than 17 years of professional experience includes commercial and technical consultancy services for large scale infrastructure projects and mergers and acquisitions across six continents. He provides consultancy at a strategic level, offering services to a broad spectrum of clients including port and shipping companies, multi-national oil & gas and chemical companies, financial, legal and private equity firms. He was the lead commercial advisor for some of the largest transactions in the port industry in recent years and has also acted as expert witness for several international clients.



Ansis Zeltins
Chief Executive Officer, Freeport of Riga Authority

Ansis Zeltins is a Chief Executive Officer for Freeport of Riga Authority. He holds Bachelor's degree from Latvian Maritime Academy in Maritime Transport and a Master's degree in Business Administration from 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.



Bogdan Oldakowski
Secretary General, Baltic Ports Organization

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



Anthony van der Hoest
Director Commerce, MTBS

Van der Hoest is Director Commerce at MTBS and responsible for business development, project delivery and management. He has over 13 years of experience in the ports and maritime sector and holds a Civil Engineering degree from Delft University of Technology. He has significant experience in various senior management and business development roles at Port of Amsterdam, Terminal Investment Ltd (TIL) and Samskip. Van der Hoest has gained a profound knowledge of, inter alia, container and breakbulk trade & shipping, terminal and port development & operation and terminal valuation & finance.



Vadym Pozharskyi
Senior Project Manager, TECHAGRO

Vadym Pozharskyi currently serves as an Advisor to the Board of directors at Burisma Group and Senior Project Manager for TECHAGRO. He is in charge of global projects, cooperation with international organizations, strategic development, GR & PR block. Vadym Pozharskyi earned a Bachelor's degree in Law from Norwich Law School (United Kingdom) and a Master's degree in the EU Law from Leiden University (The Netherlands). Since April 2018 - Senior Project Manager in TECHAGRO Company.



Georg Franz Matzku
Sales Manager Industry, Stemmman-Technik GmbH

Georg Matzku is a Sales Manager Industry with a degree in business administration at the University of Mannheim. Since 2010, he has been working for Stemmman-Technik as head of sales for industrial products, one of world's leading manufacturers of energy and data transfer components and systems in industrial and transport technology.



Piotr Nowak
Vice President, Port of Gdynia Authority

Piotr Nowak is a Vice President of Managing Board and also Director for Finance for Port of Gdynia Authority. He sometimes lectures and is a co-author of five books and several articles on business and finance. He is interested in risk management.



Eduardo Prat
Vice President for Crane Upgrade Kalmar, Spain

Vice President Crane Upgrades Business Line & Solutions Sales EMEIA, Kalmar Automation and Projects. Eduardo Prat is responsible for both the Crane Upgrades Business Line globally where Kalmar has five (5) Regional Business Centres and recently he has been also appointed as responsible of the Sales of all automation & projects solutions within EMEIA. He joined Kalmar in 2007 and has over 30 years of experience in global industrial companies. Eduardo Prat has played a key role in developing and expanding the Crane Upgrades business in Kalmar, including a recent acquisition in 2014 of a specialized crane upgrades company in Spain.



Margus Vihman
Chief Commercial Officer, Port of Tallinn

Margus Vihman has served as a member of the Port of Tallinn management board since 2016. He is in charge of commercial activity – customer relations and sales. During his management several new digital solutions improving port services have been implemented. He holds a master's degree in international business administration from the Estonian Business School (EBS). He previously worked as sales director at Wolf Group parent company Krimelte, where he was responsible for the development and implementation of sales strategy. He also has previous experience as the sales director for Northwestern Russia at roof manufacturer Ruukki, as director of Russian operations at Henkel Makroflex and as director of Hilti Eesti, experience which Vihman himself finds will benefit his work at the Port of Tallinn.



Marcin Osowski
Vice President Infrastructure, Port Gdańsk

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



Christoph Schoppmann
Senior Management Consultant and Project Manager, HPC Hamburg Port Consulting GmbH

Christoph Schoppmann is a Senior Project Manager and heading the planning and logistics department at HPC Hamburg Port Consulting GmbH. He is responsible for the terminal planning activities of the company, especially regarding rail related projects. During his professional career, he has been active in many logistics-related advisory projects with a strong international focus. In his role, he has been at the forefront of innovation to transform port and intermodal operations, inter alia in North America, increasing efficiency and capacity. He is highly knowledgeable in the analysis and optimization of logistics processes and networks. Being an expert on the operational end as well as for the financial analysis and assessment of logistics projects, Christoph has tremendous experience in evaluating various modes of hinterland transportation related to strategic fit, cost, reliability and other key factors. Clients served by Christoph include private investors, governmental organisations and trade associations as well as international institutions.



Mihai Petre
Senior Manager (Global Trade Advisory), Deloitte Tax SRL

Mihai Petre is a Senior Manager, Customs and Global Trade Deloitte Romania. He brings an experience of 16 years in advising local and multinational companies on customs matters. His largest professional achievement to date was to act as the key customs advisor for three offshore drilling campaigns performed in the Black Sea (Exclusive Economic Zone of Romania) totaling EURO 1 billion in investments during 2012-2016. As public speaker, Mihai delivered customs trainings and seminars to more than 1000 people in the last year on changes brought by the Union Customs Code, together with speakers from the European Commission, Romanian customs authorities and business environment. He is the author of many high profile technical articles and disputes on customs matters.



Stephen Archer
Chief Executive Officer, AS Baltic Rail

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.



Alexander Varvarenko
Chief Executive Officer, Varamar Group & ShipNEXT

Alexander Varvarenko is Owner and CEO of a VARAMAR Group - the fist shipping (ocean-transport) company to introduce and use Bitcoin in exchange for transportation, Veles Bulk and ShipNEXT - the international shipping market-place with fully automated e-mail recognition, calculation and matching platform, as well as a chartering/contract management solution. He is succeeded in automating and digitalizing the most complex segment of shipping - dry-bulk, wet-bulk and heavy/oversized cargo. His next step is integrating Blockchain on ShipNEXT and introducing a full-scale crypto-currency exchange in sea-freight. He has 17 years experience in shipping industry. He is a Founder of the Ukrainian ShipBrokers Club. At XChain2, he will be representing ShipNEXT - the automated digital block-chain based shipping marketplace.



Thomas Müller
Director Global Market Management, Director System & Project Business, Vahle

Thomas Müller is working for Vahle Electrification Systems almost more than 5 years and is in charge of the business unit port technology since beginning of 2015. He heading the Divisions Global Market Management and System & Project Business for Paul Vahle GmbH & Co. KG, a specialist for mobile power, data and positioning systems, focused on Innovation and continuous Improvement. He holds a Master's degree in Mechanical Engineering with an emphasis on product development and simulation. His previous activities included the r&d of new technologies and project management related to the port industry. In close collaboration with his team he has developed the first fully automatic electrification and data communication system for RTG cranes based on conductor rails.



Simone Siria
Analyst and Consultant, Circle

Simone Siria is Process and Business Analyst at Circle srl, a consulting company with a focus on the optimization of processes with reference to ports, inland ports and intermodal transport field. He has degree in Economics at University of Genoa. He has a strong expertise in the process and business analysis and management of projects in the Logistics field and European Projects. He was Process Analyst and Project Leader for EU Projects Fresh Food Corridor for the implementation of a Corridor Management Platform. He took part as Process Analyst and PM to several projects where the Terminal Operating System for Multipurpose logistics terminals and innovative Tracking Solution for Shippers have been implemented.



Andrew Huxley
Regional Development Director, TT Club

Andrew Huxley is a Regional Development Director of TT Club. He joined TT Club in 2006 and has over 35 years of insurance industry experience as insurer, broker and risk manager living and working in the UK, Middle East, Far East and Australia. As EMEA Regional Development Director, he is responsible for new markets, clients and production sources and also service delivery on new enquiries. He is a regular speaker at industry conferences within Europe and the Middle East. He is an Associate of the Chartered Insurance Institute.



Johan Bood
Sales Director Port Applications, Groeneveld Lubrication Solutions

Johan Bood is a Sales Director Port Applications for Groeneveld Lubrication Solutions. He is working with Groeneveld as responsible for developing the global port equipment market segment where Groeneveld automatic lubrication and safety solutions offer great customer value. He is a Senior international orientated advisor on Total Cost of Ownership reduction by automatic maintenance solutions and automotive specialist supported by long term business relationships with operators and manufacturers worldwide.



Frank van Laarhoven
Senior Sales Manager, RAM Spreader

Frank van Laarhoven is a Senior Sales Manager for RAM Spreader. He has an education in electrical engineering. He started working in the overheight 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 works with RAM Spreaders as senior sales manager for the regions Europe, Blacksea and Africa.



Maxim Kim
Area Sales Manager Mobile Harbour Cranes and Reachstackers, Liebherr

Maxim KIM is a Area Sales Manager for Liebherr. He graduated from University of Applied Sciences of Lübeck in the discipline of Business Engineering. After working in different industries, he is now responsible for Sales of Harbour Mobile Cranes & Reachstacker's for different Areas such as Russia, Baltics and South East Asia including China.



Lauri Karp
Director, AS Silmet Group, Port of Sillamäe

Lauri Karp is Board Member of Silmet Group, a family-owned industrial holding with investments in port, logistics and energy sector. He holds Masters in Economics from University of Heidelberg in Germany. After spending more than a decade in financial technology business, he has the unique ability to synergize new and old economy, contributing a solid impulse for next-generation port business. During the last 12 years, he has influenced and driven the marketing and strategic planning of Port of Sillamäe in Estonia – fuelling transition from a greenfield project to a fast growing cross-border industry cluster. He has also founded many successful businesses in Germany, through which he advised numerous global banks, governments and corporates in Germany, Austria, North America and Asia.



Michael Moehlmann
Sales Director, JadeWeserPort Wilhelmshaven

Michael Moehlmann, a native of Bremen, joined the sales team at Container Terminal Wilhelmshaven JadeWeserPort Marketing. His professional career took him from the Institute of Shipping Economics and Logistics to the management of Freight Village Bremen. From 2011 until the end of 2013, he was a Senior Consultant at the Hanover-based consulting company LogisticsNetwork. Moehlmann is a member of the working partnership Freight Villages in Lower Saxony and Deputy Chairman of the Advisory Council of the Deutsche GVZ-Gesellschaft.



Janis Kasalis
Chief Executive Officer, Riga Universal Terminal Ltd

Janis Kasalis is chief executive officer of Riga universal Terminal and also head of business development for Portek Inc LLC. His key responsibilities in company are: Business development, Operational management and human resources, financial management, strategic direction and reporting. He holds PhD Degree in economics from the University of Latvia.

2nd BALTIC PORTS & SHIPPING 2018

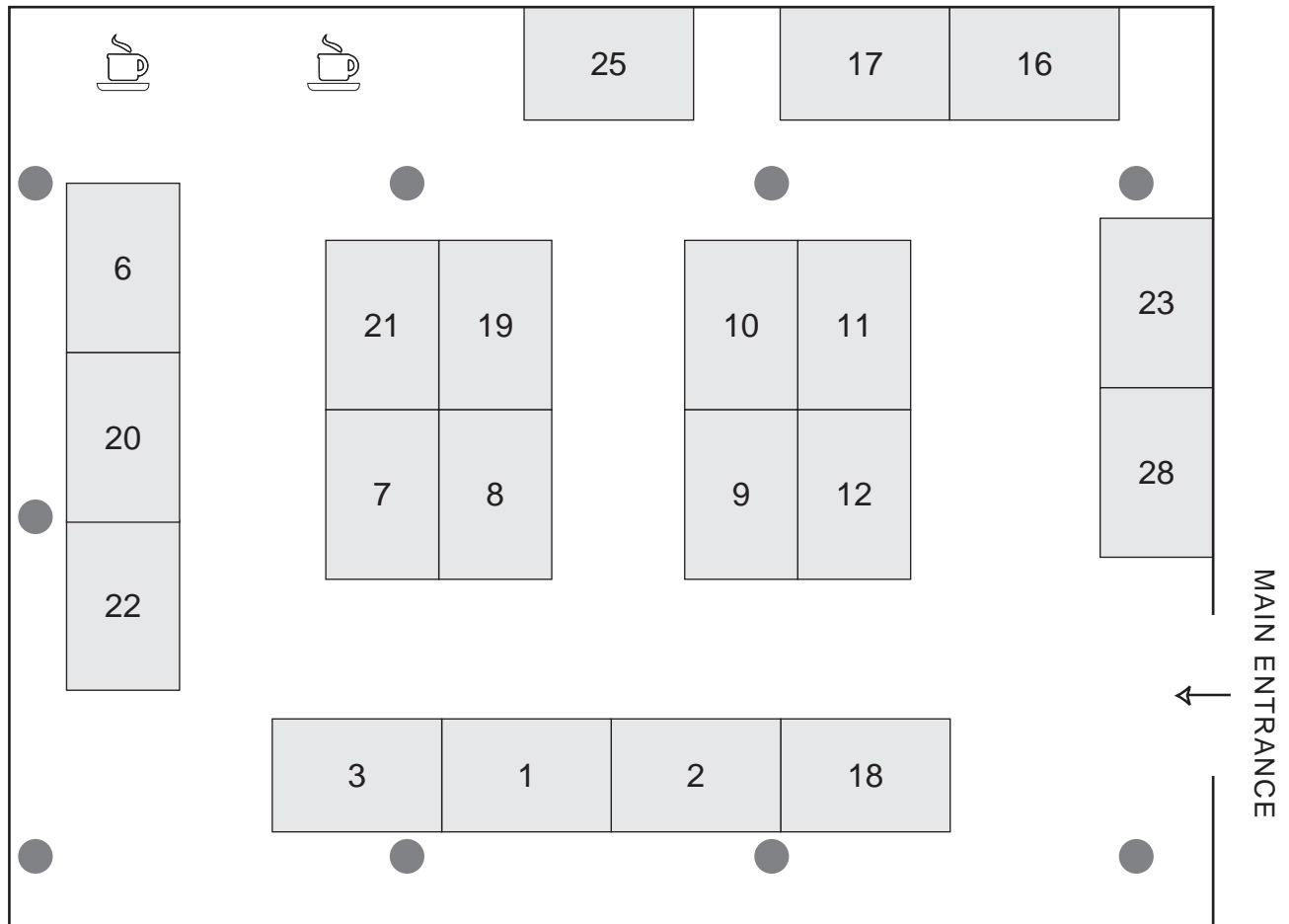
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Wednesday 26 and Thursday 27 September 2018

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MAIN ENTRANCE



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STAND ALLOCATION (updated on 01 / 10 / 2018)

6 Alfis SIA	1 MTC Yuzhny Port
9 Freeport of Riga	20 PEINER SMAG Lifting Technologies
10 Freeport of Riga	23 Port of Gdansk Authority
11 Freeport of Riga	28 Port of Gdynia Authority
12 Freeport of Riga	18 Port of Tallinn
7 Groeneveld Lubrication Solutions	20 RAM Spreaders
21 Groeneveld Lubrication Solutions	11 Riga Container Terminal
16 Houcon Cargo Systems B.V.	22 Riga Universal Terminal
8 Kalmar	25 Saab
19 Kalmar	3 Schneider Electric
6 Liebherr	2 Stemann-Technik GmbH
17 Log@Sea (Circle - IB - Aitek Network)	

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
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- 3 Free of Charge Conference Delegate Registrations
- The Rate Per Exhibition Stand Package is €7,895
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REGISTRATION INFORMATION

To Participate in The 2nd Baltic Ports & Shipping 2018 You Need to Register as an Exhibitor, Conference Delegate or Exhibition Visitor.

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

Exhibition Visitors Receive: Access to Exhibition Only

CONFERENCE DELEGATE REGISTRATIONS

Please Complete And Fax Back This Form or Register Online at www.transportevents.com
Should You Wish to Register Multiple Conference Delegates, Please Copy This Form For Each Delegate And Fax to: + 60 87 426 223 or Email to: alin@transportevents.com

Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Tuesday 25 September 2018. 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

I Wish to Attend The Networking Welcome Dinner on Wednesday 26 September 2018.

Name: _____ 01 / 10 / 2018
Job Title: _____
Company Name: _____
Address: _____
Tel: _____
Email: _____
Website: _____

What Best Describes Your Industry Sector? (Please Tick One)

- | | |
|---|---|
| <input type="checkbox"/> Port Authority/Terminal Operator | <input type="checkbox"/> Ship Owning and Operating Service |
| <input type="checkbox"/> Inland Terminal Operator | <input type="checkbox"/> Freight Forwarder/Third Party Logistics Provider (3PL) |
| <input type="checkbox"/> Stevedoring | <input type="checkbox"/> Road/Rail Operation |
| <input type="checkbox"/> Dredging | <input type="checkbox"/> Shipper/Beneficial Cargo Owner (BCO) |
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| <input type="checkbox"/> Classification Society/Registry | <input type="checkbox"/> Finance/Insurance P&I/Banking/Legal Services |
| <input type="checkbox"/> Maritime Consultancy/Analysis | <input type="checkbox"/> Equipment Manufacturer/Service Supplier |
| <input type="checkbox"/> Shipping/Liner Company | <input type="checkbox"/> IT Systems/Hardware |
| <input type="checkbox"/> Bunkering Sales & Service | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Barge Operation | |

EURO DELEGATE REGISTRATIONS

- On or Before Sunday 26 August 2018: The 'Early Bird' Conference Delegate Registration is €1,195
Special Offer - 3 Delegates For The Price of 2 in This Category
- From Monday 27 August 2018: The Regular Conference Delegate Registration is €1,295
Special Offer - 3 Delegates For The Price of 2 in This Category
- Shipping Lines, Port Authorities And Terminal Operating Companies Conference Delegate Registration is €795. Business/Photo ID is Required.
- Shippers/Beneficial Cargo Owners Conference Delegate Registration is Free of Charge. Apply by emailing alin@transportevents.com. Business/Photo ID is required.
- One Day Conference Delegate Registration is €795
- No Delegate Registration Will be Accepted Without Full Payment

- Credit Card - Secure Online Registration And Payment at www.transportevents.com
Follow The Instructions on Our Registration Page
- Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 87 426 223 or Email to: alin@transportevents.com For TT Payment, You Must Supply Confirmation of The TT From Your Bank With This Application. Transmitting Bank Charges Must be Paid by The Sender.
- I Have Transferred €1,295 / €1,195 / €795 (Circle Correct Amount) Per Delegate to Public Bank

Bank Transfer to:
Account Name: Transport Events Management Limited
Account Number: 10 - 20228365 - 051
Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA)
Agent Bank: Deutsche Bank AG, Frankfurt (Swift Code: DEUTDEFF)

Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

LATVIAN DELEGATE REGISTRATIONS

For Latvian Nationals, Citizens And Residents of Latvia, The Conference Delegate Registration is €595.

- On or Before Sunday 26 August 2018: The 'Early Bird' Conference Delegate Registration is €495
- From Monday 27 August 2018: The Regular Conference Delegate Registration is €595
- Business / Photo ID is Required
- No Delegate Registration Will be Accepted Without Full Payment

- Credit Card - Secure Online Registration And Payment Via Paypal at www.transportevents.com
Follow The Instructions on Our Registration Page.
- I Have Transferred €495 Per Delegate to Public Bank
- I Have Transferred €595 Per Delegate to Public Bank

Bank Transfer to:
Account Name: Transport Events Management Limited
Account Number: 10 - 20228365 - 051
Beneficiary Bank: Public Bank (L) Ltd (Swift Code: PBLLMYKA)
Agent Bank: Deutsche Bank AG, Frankfurt (Swift Code: DEUTDEFF)

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 87 426 223 or Email to: alin@transportevents.com

Please Quote Both Delegate And Company Name as Reference. Transmitting Bank Charges Must be Paid by The Sender.

TERMS AND CONDITIONS

- No Delegate Registrations Will be Accepted Without Completing This Registration Form And Full Payment
- Upon Receipt of Your Registration Form And Full Payment, a Set of Delegate Information, Documents Will be Emailed to You Including Your Proforma Invoice And, if Required, a Letter of Invitation For Entry Visa Application
- No Refunds Will be Given However, Substitutions Can be Made at Any Time
- Delegates Will Not be Admitted Unless Payment Has been Received in Full
- Flights, 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 Management Limited
Tel: + 60 87 426 022
Fax: + 60 87 426 223
enquiries@transportevents.com



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 are:
Wednesday 26 September 2018 9am to 5pm
Thursday 27 September 2018 9am to 3:30pm

OFFICIAL CARRIER

The Official Carrier For This Event is airBaltic Airlines. Please visit www.airbaltic.com

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is Radisson Blu Latvija Conference & Spa Hotel, Riga, Latvia. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Radisson Blu Latvija Conference & Spa Hotel, Riga
Elizabetes 55
LV-1010 Riga, Latvia



Contact Person
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E-mail: Laura.Davidova@radissonblu.com
Website: www.radissonblu.com/en/latvijahotel-riga

SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **2nd Baltic Ports & Shipping 2018 Latvia 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 2nd Baltic Sea Ports & Shipping 2018 Latvia Exhibition and Conference website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the Exhibition and Conference
- 3 **Free of Charge** Conference Delegate Registrations worth €3,995

Delegates Lanyards Sponsorship

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants throughout the two days of the event. Your company's latest full colour corporate logo is exclusively printed throughout the full length of the lanyard in full colour and in a highly visible format. Sponsorship is €6,695 including all production costs. This does not include nametag sponsorship.

Supported by 

Delegates Nametags Sponsorship

All event participants are given an identification name tag to wear throughout the two days of the event. Your company's latest full colour corporate logo exclusively printed in full colour across the front of all name tags distributed to every event participant throughout the event. Sponsorship is €6,695. This does not include lanyard sponsorship.

Sponsored by 

Event Website

Have your latest colour logo displayed on the event homepage linking all event website viewers directly to your website. Sponsorship is €5,295.

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff from the Event Registration Desk. Cost for guaranteed brochure distribution to every conference participant is €3,995.

Sponsored by 

Conference and Exhibition Directional Signage

Have your company's latest full colour corporate logo exclusively displayed across the front of all directional signages in full colour and in a highly visible way throughout the Exhibition and Conference. Sponsorship is €5,295.

Company Banners

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Exhibition area. Sponsorship is €5,295 per 3 banners.

Supported by 

Technical Site Visit Transportation Sponsorship

The Technical Site Visit take place one day before the event as part of the agenda for participating delegates. Sponsoring the Technical Site Visit transportation is an excellent way of branding your company. The Sponsor is invited to say a few words of welcome before the start of the Technical Site Visit and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus. Sponsorship is €5,295.

Networking Welcome Reception – Tuesday 25 September 2018

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 €5,295 per Conference Session Sponsorship.

Session 1 

Session 2 

Session 3 

Session 4 

Session 5

Session 6

Session 7

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's latest full colour corporate logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is €5,295.

Break 1  **Faiveley** Stemmenn-Technik
A Mubtec Company

Break 2 **LIEBHERR**

Break 3  **VAHLE**

Break 4 
www.houcon-group.com

Break 5

Break 6

Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure. Your company has the opportunity to display promotional literature and posters in the delegates' dining room as well as words of welcome before the start of the lunch, plus a VIP lunch area for up to eight of your VIP clients or partners. Exclusive lunch sponsorship per day is €6,695.

Wednesday 26 September 2018 Supported by 

Thursday 27 September 2018

Networking Welcome Dinner – Wednesday 26 September 2018

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.

Sponsored by 