

7TH BLACK SEA PORTS & SHIPPING 2018

INTERNATIONAL HOTEL CASINO & TOWER SUITES, VARNA, BULGARIA
TUESDAY 8 TO THURSDAY 10 MAY 2018

HOSTED BY



BULGARIAN PORTS
INFRASTRUCTURE Co.

SPONSORED BY



OFFICIAL CARRIER



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- Technical Site Visit • International Exhibition • International Conference • 300 Conference Delegates •
- Special Offer: Conference Delegate Registration for Shipping Lines; Port Authorities And Terminal Operating Companies Save €500! •
- FREE Conference Delegate Registration for Shippers/Beneficial Cargo Owners •

HIGHLIGHTED TOPICS

- Maritime trade, transportation and logistics outlook in the Black Sea
- Outlook and growth opportunities for container trade the Black Sea
- Economic drivers for shipping and container trade the Black Sea
- Investment opportunities and financing options for ports development the Black Sea
- Opportunities and risks for regional investment the Black Sea
- Key criteria for evaluating ports investment and financing
- Driving innovation and productivity in the Black Sea container ports
- Differentiating ports services to increase the Black Sea port competitiveness
- Promoting supply chain collaboration to improve terminal efficiency
- Integrating innovative solutions and efficient technology to maximise ports capacity
- Challenges faced by ports in the scenario of changing shipping alliances: The Black Sea perspectives
- Intelligent port management solutions in developing a comprehensive logistics framework

For more Information or to Register

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Fax. + 60 87 426 223

Email: enquiries@transportevents.com

Website: www.transportevents.com

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BULGARIAN PORTS INFRASTRUCTURE COMPANY

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April 2017

Dear Colleagues,

7th BLACK SEA PORTS AND SHIPPING 2018 EXHIBITION AND CONFERENCE

International Hotel Casino & Tower Suites, Varna, Bulgaria

Tuesday 08 to Thursday 10 May 2018

The 7th Black Sea Ports and Shipping 2018 will take place for the first time at the luxurious 5 star International Hotel Casino & Tower Suites, Varna, Bulgaria from Tuesday 08 to Thursday 10 May 2018.

This event is proud to be hosted by Bulgarian Ports Infrastructure Company.

A two days Conference Programme will feature 35 world-class conference speakers addressing topical issues and challenges covering global transportation and logistics attended by a gathering of more than 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 Black Sea 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.


We are looking forward to welcome you to Bulgarian maritime capital Varna and to the biggest annual container ports and terminal operations trade event in the Black Sea region.

Yours sincerely,

Anguel Zaboutrov

Director General

Bulgarian Ports Infrastructure Co.



SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **7th Black Sea Ports and Shipping 2018 Bulgaria Exhibition and Conference** will benefit from international publicity offered by sponsorship. As an Official Sponsor, your latest full colour logo will be included as an Event Sponsor in the following:

- The official conference programme distributed worldwide
- All international event advertising, direct mail and public relations
- The official 7th Black Sea Ports and Shipping 2018 Bulgaria 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

Event Name Tag Lanyards

All event participants are given a name tag at registration. Attached to the name tag is a lanyard worn by all participants. Your company's colour logo will be exclusively printed on the length of the lanyard in a highly visible format. Sponsorship is €6,695. **This does not include nametag sponsorship.**

Event Name Tags

All event participants are given an identification name tag. Your company's colour logo will be 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 **TT CLUB**
established expertise

Event Website

Have your latest colour logo exclusively on the event homepage linking all event website viewers directly to your website for more information on your company's products and services. Sponsorship is €5,295.

Business Matchmaking Brand Sponsorship Platform

Business matchmaking is one of the most valuable and important benefits of event participation and enables delegates to prebook their schedule of business to business meetings with target registered attendees in advance for during the event. As a Business Matchmaking Brand Sponsor, your latest full colour corporate logo will be branded in a highly visible way online which is ideal for companies that wish to be associated with this IT platform. Sponsorship is €6,695.

Brochure Distribution

Have your latest corporate brochure distributed personally by our event staff at 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 logo exclusively branded across the front of all directional signages throughout the Exhibition and Conference. Sponsorship is €5,295.

Company Banners

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

Technical Site Visit (TSV) Transportation Sponsorship

The Technical Site Visit to leading local ports will be organised one (1) day before the event as part of the agenda for participating delegates. Sponsoring the TSV transportation is an excellent way of branding your company's active participation in the local ports and terminal operations industry. The Sponsor is invited to say a few words of Welcome before the start of the TSV and have marketing materials and branding throughout the tour e.g. distribution of brochures on the bus, etc. Sponsorship is €5,295.

Networking Welcome Reception – Tuesday 8 May 2018

The Networking Welcome Reception is first of two main evening social functions. 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 topic related conference session. You are guaranteed of the full attention of this captive audience for up to 5 minutes plus an additional 5 minutes for a few words from the sponsor and time for questions and answers before the conference session commences. The cost of this commercial opportunity is €5,295 per Conference Session Sponsorship.

Session 1 

Session 2



Session 3



Session 4  

Session 5 **SHIBATAFENDERTeam**

▶ on the safe side

Session 6



Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's colour 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

Break 2



Break 3

LIEBHERR

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 distributed worldwide. 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. Exclusive lunch sponsorship per day is €6,695.

Wednesday 9 May 2018

Thursday 10 May 2018

Networking Welcome Dinner – Wednesday 9 May 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 wonderful 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 

Hosted By

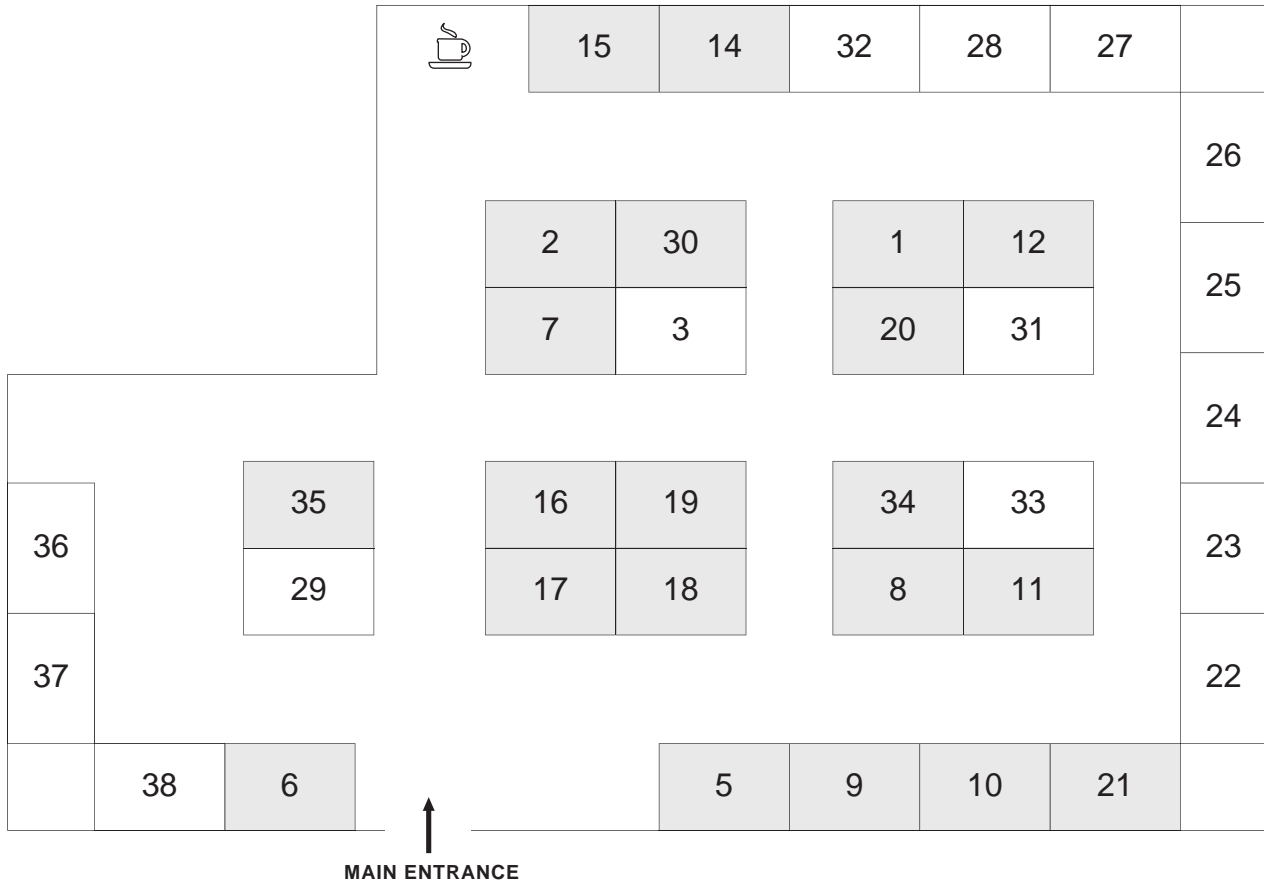


BULGARIAN PORTS
INFRASTRUCTURE Co.

Official Hotel and Venue



Official Carrier



Name Tags
Sponsor

Conference Delegates
Refreshment Sponsors

Conference Sessions
Sponsors

Networking Welcome
Dinner Sponsor



STAND ALLOCATION (updated on 30 / 10 / 2017)

9 Ardel	35 Port of Monfalcone
7 BMF Port Burgas	11 RAM Spreaders
16 Bulgarian Ports Infrastructure Company	20 ShibataFenderTeam AG
17 Bulgarian Ports Infrastructure Company	6 Stinis Holland B.V.
18 Bulgarian Ports Infrastructure Company	8 Tsubaki Kabelschlepp GmbH
19 Bulgarian Ports Infrastructure Company	3 Available
14 Houcon Cargo Systems B.V.	22 Available
1 Hyster	23 Available
10 Johannes Hübner - Fabrik elektrischer Maschinen GmbH	24 Available
2 Kalmar	25 Available
30 Kalmar	26 Available
9 Kocks	27 Available
9 Kranunion	28 Available
15 Liebherr	29 Available
5 Log@Sea (Circle - IB - Aitek Network)	31 Available
21 Phoenix Terminal Solutions	32 Available
34 Pintsch Bubenzer GmbH	33 Available
12 Port of Constanta	36 Available
	37 Available
	38 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

Follow us on:



TRANSPORT EVENTS
Transport Events Management Limited
Tel: + 60 87 426 022
Fax: + 60 87 426 223
Email: enquiries@transportevents.com



REGISTRATION INFORMATION

To Participate in The **7th Black Sea Ports and Shipping 2018** You Need to Register as an **Exhibitor, Conference Delegate or Exhibition Visitor.**

Conference Delegates Receive: Exclusive Official Airline Rates • Competitive Hotel Rates • Exclusive Official Carrier Rates • Technical Site Visit • Business Matchmaking Service • Conference Refreshment Breaks And Lunches • Exhibition Access • Networking Welcome Dinner • All Conference Presentations • Official Colour Photographs From The Event

Exhibition Visitors Receive: Access to Exhibition Only

CONFERENCE DELEGATE REGISTRATION

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 8 May 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 9 May 2018

Name: _____ 30 / 10 / 2017

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 |
| <input type="checkbox"/> Surveying/Civil Engineering | <input type="checkbox"/> Association/Government Agency |
| <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 | |

INTERNATIONAL DELEGATE REGISTRATION

- On or Before Monday 9 April 2018: The 'Early Bird' Conference Delegate Registration is €1,195 - Save €100! Special Offer! -3 Delegates For The Price of 2 in This Category! Save €1,195!
- From Tuesday 10 April 2018: The Regular Conference Delegate Registration is €1,295. Special Offer! -3 Delegates For The Price of 2 in This Category! Save €1,295!
- 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: PBLMMYKA)

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.

LOCAL DELEGATE REGISTRATION

For Bulgarian Nationals, Citizens And Residents of Bulgaria, The Conference Delegate Registration is BGN1,300.

- On or Before Monday 9 April 2018: The 'Early Bird' Conference Delegate Registration is BGN1,100
- From Tuesday 10 April 2018: The Regular Conference Delegate Registration is BGN1,300
- 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. The BGN Amount Will be Converted to EUR During The Transaction Process at The Prevailing Rate

I Have Transferred BGN1,100 or €495 Per Delegate to Public Bank

I Have Transferred BGN1,300 or €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: PBLMMYKA)

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

Electronic Deposits Must be Made Directly to Public Bank.

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



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www.transportevents.com

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.

Display Opening Times are:

Wednesday 9 May 2018

9am to 5pm

Thursday 10 May 2018

9am to 3pm

OFFICIAL CARRIER

The Official Carrier is **Bulgaria Air**. Please visit www.air.bg/en



OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **International Hotel Casino & Tower Suites, Varna, Bulgaria**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

International Hotel Casino & Tower Suites

Front Beach Alley, Golden Sands Resort

Varna 9007

Bulgaria



Contact Person

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Fax: + 359 52 357 189

Email: gnikolova@interhc.com

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