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Organized by  **BALTIC AND BLACK SEA**  
**PORTS & SHIPPING 2022**  
WEDNESDAY 26 AND THURSDAY 27 SEPTEMBER 2022

**PORTS & SHIPPING 2022**  
**TTV**  
Mr. Dr. ...  
...  
...

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**TTV**  
Mr. ...  
...  
...

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alcohol

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BALTIC AND BLACK SEA  
PORTS & SHIPPING 2022  
LUNCH COUPON  
BALTIC AND BLACK SEA  
PORTS & SHIPPING 2022  
LUNCH COUPON  
Monday, 23 September  
34





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# BALTIC AND BLACK SEA PORTS & SHIPPING 2022

Vanagripe 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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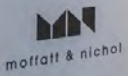
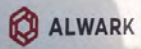
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# BALTIC AND BLACK SEA PORTS & SHIPPING 2022

WEDNESDAY 28 AND THURSDAY 29 SEPTEMBER 2022



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Safe to be Safe

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**Mantsinen**  
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**IT**  
Mattias Lohin  
Sales  
Manager











PORT OF KLA







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Klaipėdė

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STEMMANN-TECHNIK

Stemmann-Technik

WestPort

Using Artificial Intelligence  
to Accelerate Smart Port  
Solutions Development





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QUARRY AND PORT  
EQUIPMENT





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CONTACTUS

**MEM**  
MOBILE HEAVY MACHINERY















SIBRE

NICHOL



CIRCLE ONE

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PORT TECHNOLOGY

AVAHLE



KOWAL  
ELECTRIC















ALGIROTTA TT  
Algirdas Baciška  
ALGIROTTA  
DELEGATE

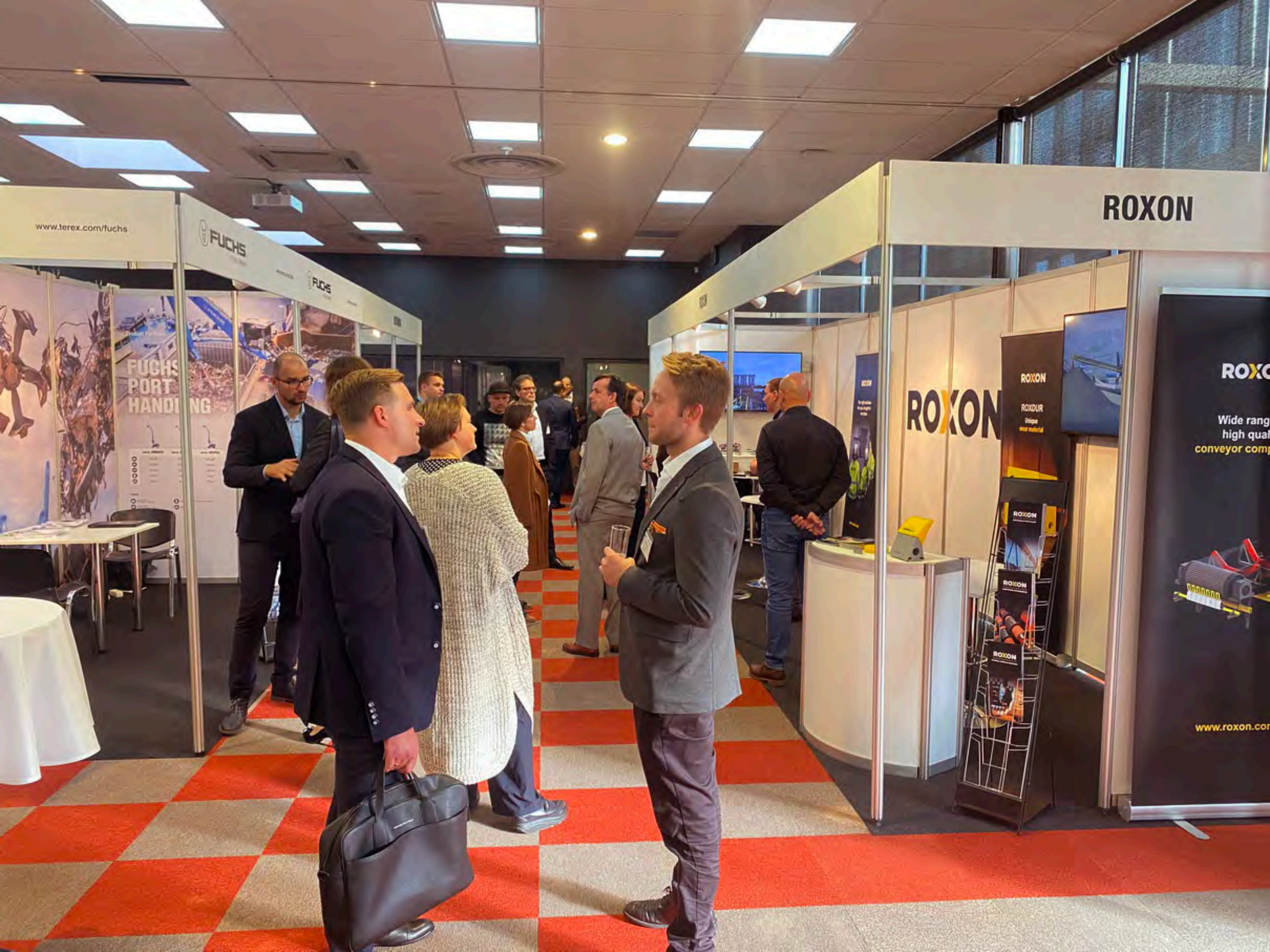
ALGIROTTA TT  
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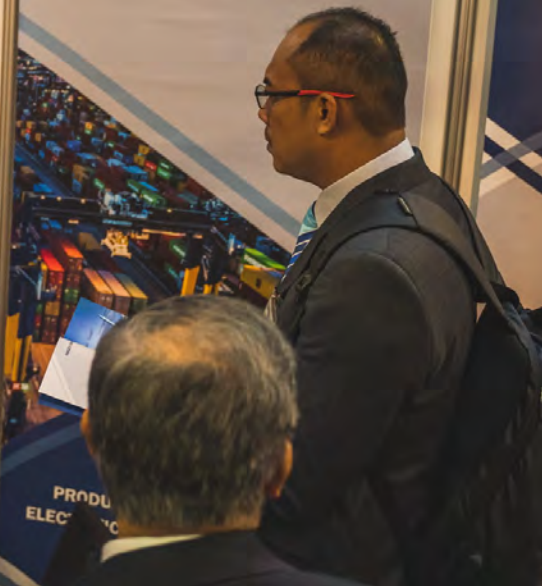




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**VAHLE**

**PORT TECHNOLOGY**



PRODU  
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VAHLE





SIBRE

FA T & NICHOL

RAM M  
Heavy-Duty Sprea



0ft | 45  
4ft SWL  
5ft SWL



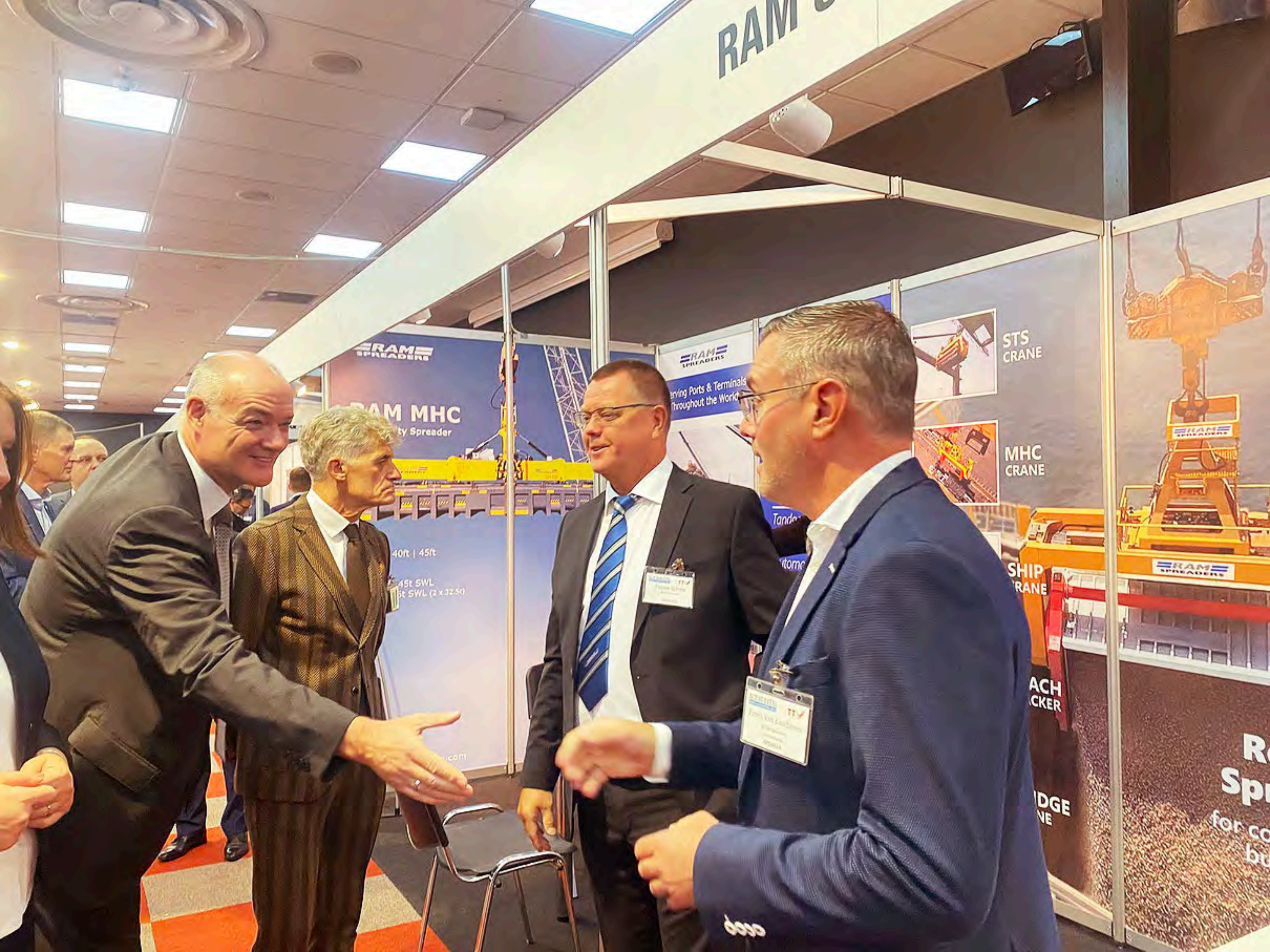


**AVAHLE**

PORT-T

AVAHLE.DE  
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RAM

RAM SPREADERS

RAM MHC  
by Spreader

40ft | 45ft  
45t SWL  
5t SWL (2 x 32.5t)

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Throughout the World

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- Port Community System
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An attachment  
for every  
lift













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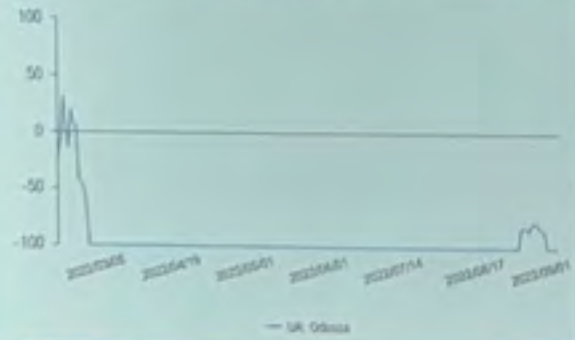
Trade flow shifts in the Baltic and Black Sea – implications for port infrastructure planning and management

For example, container traffic is not possible via Ukraine's port of Odessa and significantly reduced for Russia's Black Sea and Baltic ports

Arrival Container Loads [%; 2022]

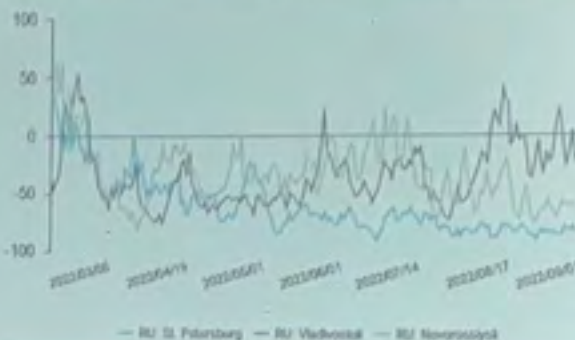
Ukraine

Arrival Container Loads, change in % compared to the previous year



Russia

Arrival Container Loads, change in % compared to the previous year



As of September 2022, container traffic is still not possible via Ukraine's Black Sea port of Odessa. Russia, however, appears to be making progress in its efforts to replace the lack of trade with the EU with trade with Asia

Source: IHS Markit for the World Economic Forum, Roland Berger

Roland Berger | 7







PORT SZCZECIN-ŚWINOUJŚCIE

new terminals in the Port of Szczecin  
Port of Świnoujście

28.09.2023







European Bank for Reconstruction and Development  
Financing Support to the Development and Expansion of Sustainable Port Infrastructure  
General Secretariat, CE4, European Bank, EBRD  
Sustainable Infrastructure Group  
28 September 2022





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Palanga, September 2022









# How can Involvement Make A Construction Project More Time- and Cost-Efficient?

Baltic and Black Sea Ports & Shipping 2022  
Exhibition & Conference, Palanga, Lithuania

Leo Wallin, Commercial Manager, Ballast Nedam





# Management for Ports

als

ort Consulting GmbH, Germany

nk Busse, Associate Partner





# HHLA TK Estonia in Tallinn / Muuga Port

## Your logistical hub in the Baltics

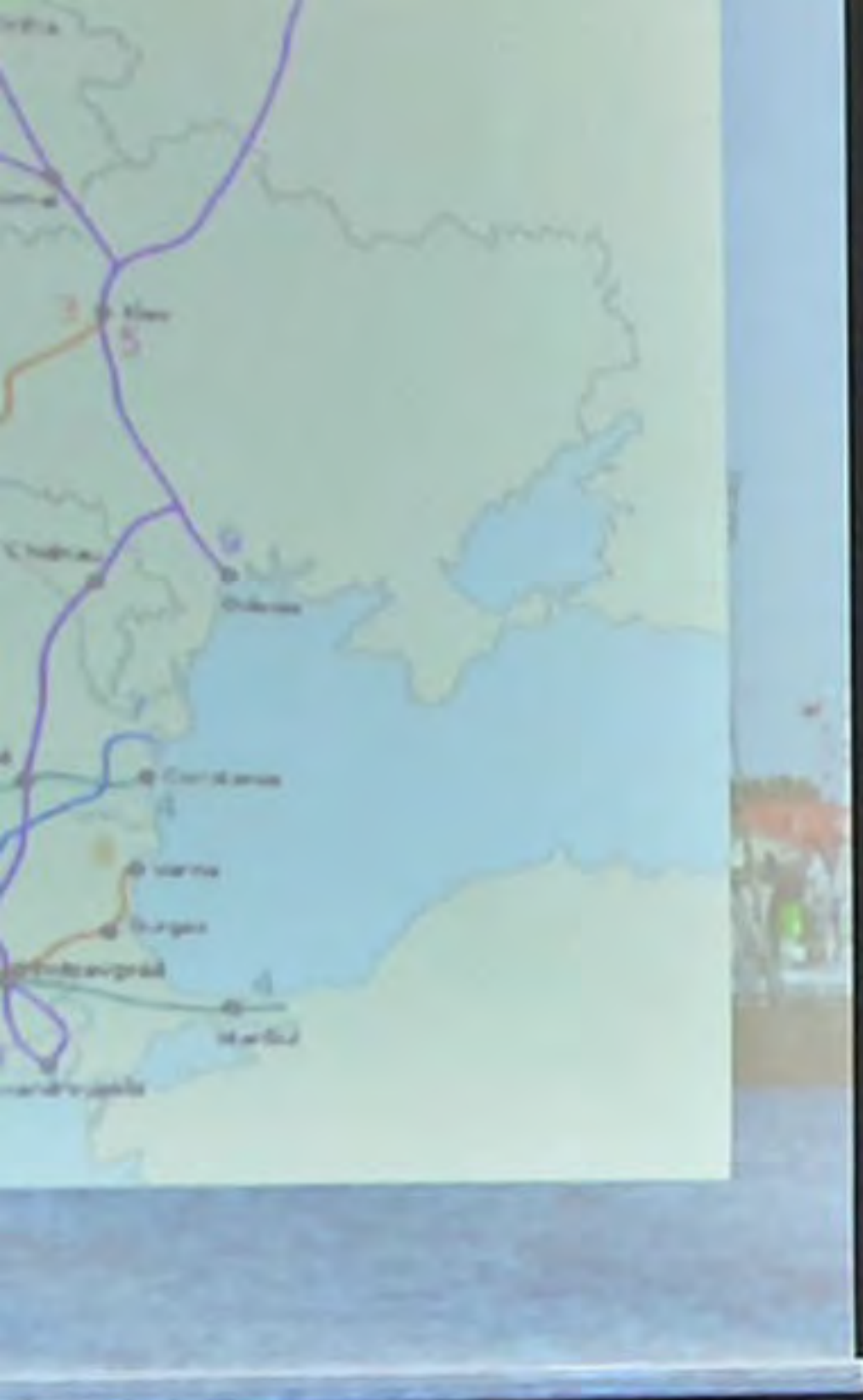
September 2021



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# TIME FOR A CHANGE?

New Solutions for a Changing World

Baltic and Black Sea Ports & Shipping

September 2022 Lithuania



VIESBUTIS VANAGUPE  
UNIVERSITY OF APPLIED SCIENCES  
\*\*\*\*\*

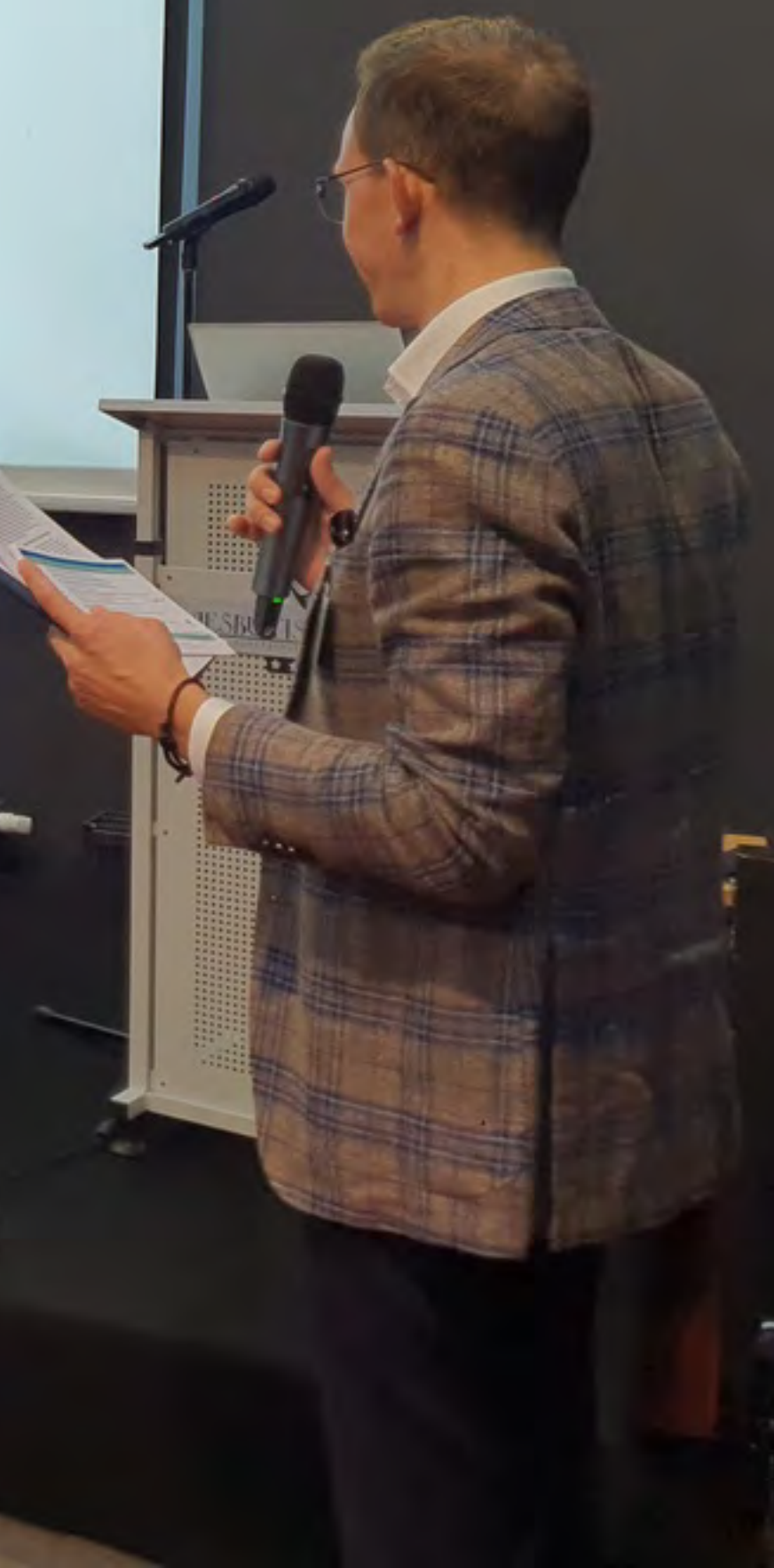




VIEŠBUTIS VANAGUPĖ  
KONFERENCIJŲ & SPA CENTRAS



“New landscape of connectivity between  
Black and Baltic Seas”





“New landscape of connectivity between  
Black and Baltic Seas”

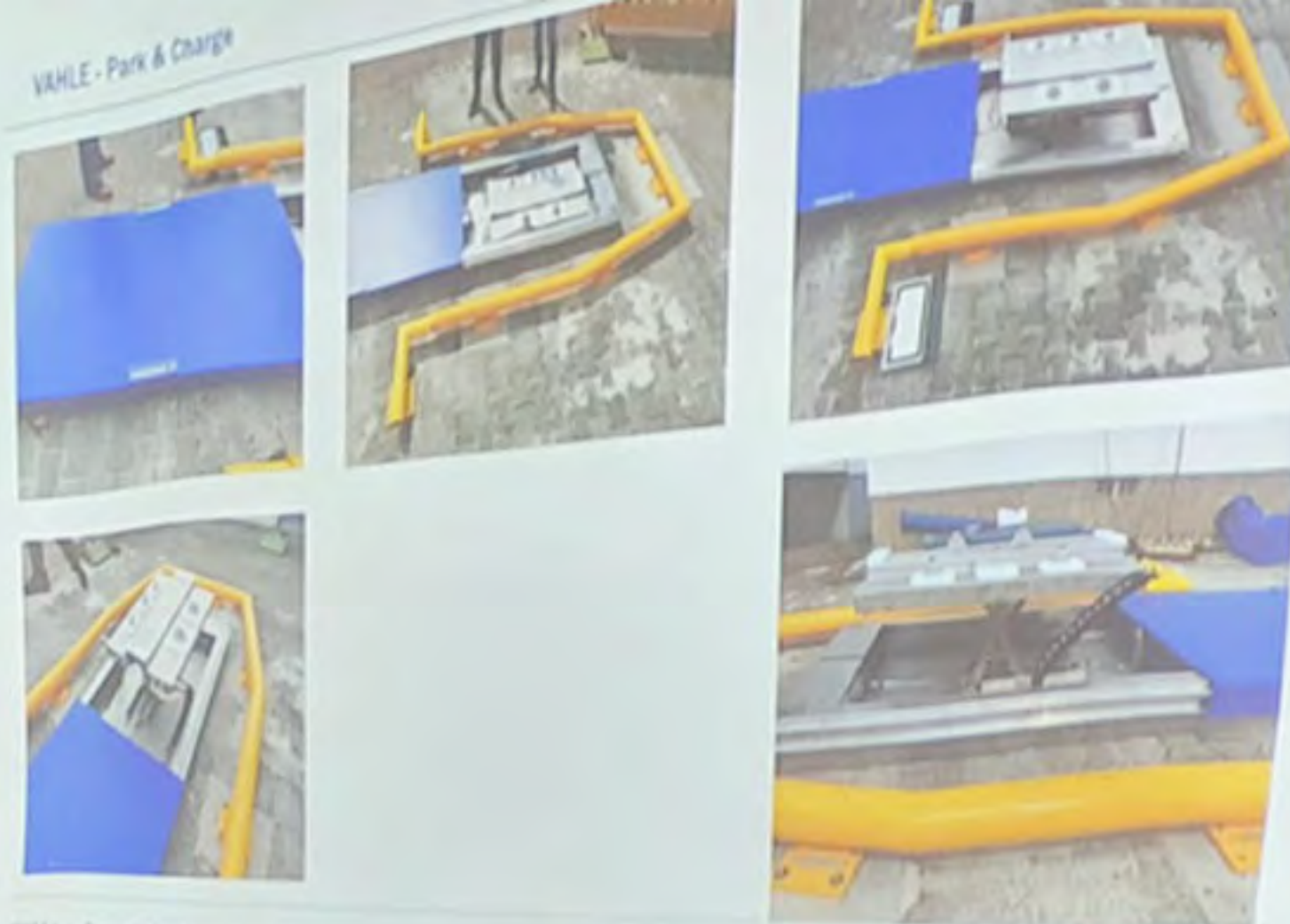


MAERSK





VAHLE - Park & Charge



VAHLE - Terminal Distribution & Automation





# Digitalization Humanized

A customer-centric approach to Productivity Tools





Information and  
Supply chain:  
Port Terminal  
and last Mile  
Optimisation"

Matteo Nicoli

1





# Professional Handling

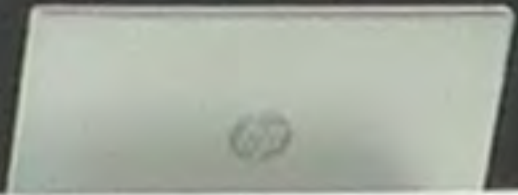
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FUCHS







  
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UNIVERSITY OF APPLIED SCIENCES



  
Name: [unreadable]  
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SIBRE  
Siegerland Bremsen GmbH

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# Risk, Insurance and dealing with a major incident – a port needs to be ready

Julien Horn - Director, Thomas Miller

Senior Underwriter @ TT Club













# of sizes



15.550 TEU 175.000	197	46,8	16,0	22
9.500 TEU 115.700	367	42,8	15,0	17
8.160 TEU 105.000	347	42,8	14,5	17
7.403 TEU 90.500	318	42,8	14,5	17
4.953 TEU 63.000	300	37,1	13,0	15

Baltic and Black Sea Ports & Shipping



























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Sales Strategy  
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Lithuania  
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