

8TH BLACK SEA PORTS & SHIPPING 2019

HOTEL DEL MAR MAMAIA, CONSTANTA, ROMANIA
TUESDAY 9 TO THURSDAY 11 JULY 2019

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KEY SPEAKERS.... PLUS MANY MORE!

- Alexandru Craiun**
Commercial Director, Constanta Port Administration, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
- Mihai Petre**
Director, Global Trade Advisory, Ernst & Young SRL, Romania
- Raluca Daraban**
Head of Commercial, DP World, Romania
- Slawomir Michalewski**
Finance Director, Port of Gdansk Authority, Poland
- Rui Pinto**
Deputy Chief Executive Officer and Chief Commercial Officer, Thessaloniki Port S.A., Greece
- Ian Rose**
Director, Senior Underwriter, TT Club, United Kingdom
- Daniel Sternberg**
Commercial Manager, Umex S.A., Romania
- Luca Abatello**
Chief Executive Officer, Circle, Italy

HIGHLIGHTED TOPICS

- Observing economic opportunities in transportation and logistics trade. What can be offered to attract global investors?
- Positioning Constanta as the maritime gateway between the Europe, Asia and beyond
- Encouraging investments and improving collaborations for efficacious infrastructure development projects
- From the corridor to the Baltic – Current developments at the Port of Gdansk
- Developments in supply chain transportation through rail, sea and road. New approaches in strengthening cargo transportation
- Innovations in facilitating regional and international trade route
- Technology innovations as the key enabler for emerging ports
- Shaping Next-Gen Ports in creating business competitiveness, expanding trade, managing risks and improving existing economic footprint

For more information or to Register

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**COMPANIA NAȚIONALĂ ADMINISTRAȚIA PORTURILOR MARITIME S.A.
CONSTANȚA, ROMÂNIA**

8th BLACK SEA PORTS AND SHIPPING 2019

Exhibition and Conference

**Hosted by C.N. Administratia Porturilor Maritime S.A. Constanta
Tuesday 9 to Thursday 11 July 2019**

The *8th Black Sea Ports and Shipping 2019* is the largest Container Ports, Shipping and Transport Logistics Exhibition and Conference trade event in the Black Sea Region. **C.N. Administratia Porturilor Maritime S.A. Constanta** is delighted to host this event in the modern and prosperous maritime city of Constanta between Tuesday 9 and Thursday 11 July 2019.

The *8th Black Sea Ports and Shipping 2019* will comprise both a world-class Exhibition and Conference consisting of **30** international business leaders responsible for global transport and logistics and will be attended by more than **300** senior executives from the world's leading ports, shippers, cargo owners, shipping lines, freight forwarders, logistics companies, terminal operators, railway operators and port-rail equipment services suppliers. A concurrent three days Trade Exhibition comprising more than **50** international exhibition stands will provide a valuable opportunity for companies to market products and services to the participants at this prestigious annual event.

This regional transport and logistics Exhibition and Conference is designed to promote containerised transport throughout the Black Sea region and your participation and support in making this event a great success, will be much appreciated and good for our industry. We look forward to meeting you in our beautiful city of Constanta in 2019 for what promises to be a most enjoyable and memorable three day international maritime transport trade event.

Yours sincerely,

Daniela Șerban

Chief Executive Officer

Tuesday 9 July 2019

TECHNICAL SITE VISIT

- 8am Delegates registration at the lobby of Hotel Del Mar Mamaia
- 9am Transport departs from Hotel Del Mar Mamaia
- 9 30am Arrival at Port of Constanta and embarking of GROUP I on board of A. Saligny multipurpose vessel for the technical tour
- 9 30am Embarking of GROUP II on the bus for tour of USA-NIDERA, SOCEP, UMEX, DECIROM, CHIMPEX and COMVEX among other facilities
- 10 30am Arrival of GROUP I & II at Port Constanta South
- 11am Embarking of GROUP II on board of A. Saligny multipurpose vessel for the technical tour
- 11am Embarking of GROUP I on the bus for tour of USA-NIDERA, SOCEP, UMEX, DECIROM, CHIMPEX and COMVEX among other facilities
- 12pm Arrival of GROUP I & II at the CN APM SA Headquarters
- 12 15pm Transport departs from Port of Constanta to Hotel Del Mar Mamaia
- 12 30pm Arrival at Hotel Del Mar Mamaia (approx.)

7 30pm to 9pm **Networking Welcome Reception** for all registered participants at the Panoramic hall of Hotel Del Mar Mamaia. Smart Casual Attire.

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Wednesday 10 July 2019

8am Conference delegates registration and refreshments served in the exhibition

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OPENING CEREMONY

- 9am **Organiser's Remarks**
Rory James Doyle, CMILT, Managing Director, Transport Events, Malaysia
- 9 05am **Welcome Address**
Daniela Serban, General Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
- 9 15am **Keynote Address**
Decebal Făgădău, Mayor of Constanta, Romania
- 9 30am **Exhibition Opening Ceremony and Tour of the exhibition by the VIP group followed by conference delegates refreshments**

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SESSION 1 Observing economic opportunities in transportation and logistics trade. What can be offered to attract global investors?

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- 10 30am **Conference Moderator's Opening Remarks**
Alexandru Craciun, Commercial Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
- 10 30am **The impact of Brexit over the Port of Constanta**
Mihai Petre, Director, Global Trade Advisory, Ernst & Young SRL, Romania
- 10 50am **Positioning Constanta as the maritime gateway between the Europe, Asia and beyond**
Alexandru Craciun, Commercial Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta, Romania
- 11 10am **Maritime trade trends - Implications and lessons learnt in the Black Sea region**
Szabolcs Nemes, Partner, Roland Berger, Romania
- 11 30am **Smart connectivity - Sustainable multi-modal transport**
Raluca Daraban, Head of Commercial, DP World, Romania
- 11 50am **Positioning ports as key enablers for trade**
Ed Dawson, Associate – Infrastructure Advisory, WSP, United Kingdom
- 12 10pm **The role of maritime transport in the development of logistics and trade in the TRACECA transport corridor**
Mircea Ciopraga, Secretary General, Permanent Secretariat, Intergovernmental Commission TRACECA, Azerbaijan
- 12 30pm **Global shipping trends in the Black Sea market**
Nishal Sooredoo, Principal Consultant, Royal HaskoningDHV, United Kingdom
- 12 50pm **Questions and answers followed by conference delegates networking lunch**

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SESSION 2 Encouraging investments and improving collaborations for efficacious infrastructure and logistics development projects

- 2pm **From the corridor to the Baltic – Current developments at the Port of Gdansk**
Slawomir Michalewski, Finance Director, Port of Gdansk Authority, Poland
- 2 20pm **Current status and future development of Middle Corridor**
Leila Batyrbekova, Deputy Secretary General, International Association Trans-Caspian International Transport Route, Republic of Kazakhstan

Supporting Trade Organisations



- 2 40pm M&A in the Port Industry: Future Drivers of Growth for Port Investments
Reinout Polders, Manager, Maritime and Transport Business Solutions, The Netherlands
- 3pm Promoting sustainable mobility in port cities under OBOR initiative. A comparative analysis of Constanta and Ningbo
Prof. Dr. Eden Mamut, Secretary General, Black Sea Universities Network, Romania
- 3 20pm Questions and answers followed by conference delegates refreshments served in the exhibition

SESSION 3 **Developments in supply chain transportation. New approaches in strengthening cargo transportation**

- 4 20pm BSEC activities in support of trade and transport facilitation through ICT technics
Ambassador Traian Chebeleu, Deputy Secretary General, Black Sea Economic Cooperation (BSEC), Turkey
- 4 40pm Discussing the significance of cabotage law for port developments
Hari Narayan, Partner, United Maritime Law Chambers, India
- 5pm The Black Sea as a link for international trade between Central-East Europe and Central Asia
Laurentiu Hornet, Operations Manager, Cosco Shipping Lines Europe, Romania
- 5 20pm Kazmortransflot in Trans Caspian Shipments
Bauyrzhan Zhaigaliyev, Senior Specialist of Marketing and Contracts Department, LLP "NMSK" Kazmortransflot, Republic of Kazakhstan
- 5 40pm Questions and answers followed by Conference Moderator's closing remarks
- 7 30pm to 10pm Networking Welcome Dinner for all registered participants at Del Mar restaurant of Hotel Del Mar Mamaia. Smart Casual Attire.

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Thursday 11 July 2019

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

SESSION 4 **Technology innovations as the key enabler for emerging ports**

- 9am Conference Moderator's Opening Remarks
Nishal Sooredoo, Principal Consultant, Ocean Shipping Consultants, United Kingdom
- 9am Technical innovations for zero-emission terminals
Rainer Marian, Director Big Trucks, Hyster Europe, Germany
- 9 25am Global Supply Chain visibility - Assuring data sharing and interoperability through the International Fast & Secure Trade Lane approach
Luca Abatello, Chief Executive Officer, Circle SpA, Italy
- 9 50am Clean Bulk Ports - The next generation in clean bulking handling. Case studies of zero loss bulk supply chain
Frank van Laarhoven, Senior Sales Manager, RAM Spreaders, The Netherlands
- 10 15am Questions and answers followed by conference delegates refreshments served in the exhibition
- 11 15am New dimensions in maritime heavylift cranes
Jan Hammerschmidt, Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker, Liebherr, Germany
- 11 40am Technical solution used for the new Galati Multimodal Platform in Romania
Darius Macijauskas, PhD, Sales Manager, ArcelorMittal, Luxembourg
- 12 05pm A holistic approach to your terminal design process
Jarno Kuipers, Senior Manager, Terminal Design Services, Kalmar, The Netherlands
- 12 30pm Questions and answers followed by Conference Moderator's closing remarks and conference delegates networking lunch

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SESSION 5 **Shaping Next-Gen Ports in creating business competitiveness, expanding trade, managing risks and improving existing economic footprint**

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- 2pm KTZ Express - Your global logistics provider
Abylaikhan Yessirkep, Director, Head of Multimodal Shipment Department, KTZ Express JSC, Republic of Kazakhstan
- 2 20pm Enclosed spaces, the risks associated and loss prevention
Ian Rose, Director, Senior Underwriter, TT Club, United Kingdom
- 2 40pm Improving port operations and creating a regional transport hub
Rui Pinto, Deputy Chief Executive Officer and Chief Commercial Officer, Thessaloniki Port S.A., Greece
- 3pm Creating business competitiveness and improving service quality
Daniel Sternberg, Commercial Manager, Umex S.A., Romania
- 3 20pm The Port of Monfalcone and PIXEL: Looking forward smart port capabilities
Stefano Bevilacqua, Promotion and Development Officer, Port of Monfalcone, Italy
Gilda de Marco, Coordinator of the European Projects, Insiel, Italy
- 3 40pm Questions and answers followed by Conference Moderator's closing remarks. Refreshments served in the exhibition

Supporting Media





Alexandru Craciun
Commercial Director, Compania Nationala Administratia Porturilor Maritime S.A. Constanta

Alexandru Craciun has over 7 years of experience in management positions in Port of Constanta. He participated in international projects targeting the development of various transport corridors between different regions of the world. He is currently the Commercial Director of Port of Constanta Administration. Alex graduated in economics and holds an EMBA degree from Aseuss and Kenesaw State University. He also has a Ph. D. in International Economics.



Mihai Petre
Director, Global Trade Advisory, Ernst & Young SRL

Mihai brings an experience of 16 years in advising local and multinational companies on customs and excise matters. His largest professional achievement was to act as the key customs advisor for three offshore drilling campaigns performed in the Black Sea (Exclusive Economic Zone of Romania) totalling EURO 1 billion in investments. 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, being one of the most active customs professionals in this area. His past events on UCC hosted 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 and excise matters. He started with Arthur Andersen and later built his career with other BIG 4 companies, being extensively involved in supply chain restructuring, exports controls, customs and excise recovery assignments.



Szabolcs Nemes
Partner, Roland Berger

Szabolcs Nemes is a Partner with Roland Berger and Managing Director for Romania. He has over 17 years of strategy consulting experience and is member of the company's global Transportation Competence Center



Ed Dawson
Associate – Infrastructure Advisory, WSP

Ed Dawson is a commercially focused consultant from WSP's infrastructure advisory team with 9 years' industry experience leading strategic, financial and analytical elements of major, multi-disciplinary assignments globally. He has a strong track record within transaction advisory with experience covering a broad range of infrastructure sectors including maritime, passenger and freight rail, energy, aviation, and roads. Outside of transactions, Ed has advised many major corporations and public bodies on topics including global commodity and trade dynamics, master planning, cost-benefit analysis, market studies, cost & performance benchmarking, and economic/financial investment cases.



Mircea Ciopraga
Secretary General, Permanent Secretariat, Intergovernmental Commission TRACECA

Mircea Ciopraga served as President of Board of Directors in S.C. Transelectrica S.A., responsible for establishing the main directions of activity and development of the company; governing the organization by broad policies and objectives, formulated and agreed upon by the chief executive and employees. He had also of political career. In the period of 2004-2008, he took offices as Member of Romanian Parliament, Chamber of Deputies, Vice-president of the Commission for Transport, Industry and Services of the Chamber of Deputies; Vice-president of the Parliamentary Assembly of the Black Sea Economic Cooperation (PABSEC) and President of the Romanian Delegation at the Parliamentary Assembly of the Black Sea Economic Cooperation (PABSEC) Projects and responsibilities.



Nishal Sooredoo
Principal Consultant, Royal HaskoningDHV

Nishal Sooredoo is a Principal Consultant for Royal HaskoningDHV. He is highly experienced in port economic feasibility, market studies and commercial Due Diligence, notably in the container and dry bulk markets. Nishal holds MSc in Maritime Economics and Logistics from the Erasmus University in Rotterdam.



Rainer Marian
Director Big Trucks, Hyster Europe

Rainer Marian is an experienced Industrial and Ports logistics professional. He started his career with Mannesmann Demag in the United States working in sales and marketing of automated material handling solutions. After 6 years in the US he became the marketing Director of the companies EMEA Branch focusing on Value Added Customer relationships. In 2003 he joined Hyster-Yale as a Business director for Central Europe, Eastern Europe and Scandinavia. Since 2014 he is heading up the Big Trucks sales team for EMEA. In this role he has set up teams of experts that bundle the companies Industrial and Ports experience to advise customers in achieving Total Cost of Ownership reduction



Slawomir Michalewski
Finance Director, Port of Gdansk Authority

Before Slawomir Michalewski current position with the Port of Gdansk Authority, he served as a Director for International Desk at BPH Bank (GE Capital Group). He is in charge of C-level relationship management for BPH Poland vis-a-vis GE Capital US, Asia & Europe based entities related to domestic and GEC Global Corporate Clients Affairs. He also Polish Representative at GE Capital Global Financial Solutions Team, London. He acts as a Sales Director in Strategic Corporate Clients & Structured Finance and Real Estate Department Dept., Managing Director of Regional Corporate Banking Centres. He has experience more than 10 years with ING Bank in Poland (Regional Director in charge of Corporate & Retail Channels including shipping finance in Polish shipyards). He worked almost two years at Polish largest Credit Union managing sales network countrywide. He was studied at Gdansk University (Maritime Transport Economics) and City University Business School London (Shipping, Trade & Finance).



Leila Batyrbekova
Deputy Secretary General, International Association Trans-Caspian International Transport Route

Leila Batyrbekova is the Deputy Secretary General of the International Association "Trans-Caspian International Transport Route". She studied Economical Cybernetics at Kazakh National Technical University. During her professional career, she managed to work in various Kazakhstani and international companies in management positions and has about 17 years of experience. She has extensive knowledge in Strategic and Risk Management, Banking, Finance, Sales & Marketing, PR and International relations.



Reinout Polders
Manager, Maritime and Transport Business Solutions

Reinout Polders is a manager at MTBS, a Rotterdam-based advisory firm with a dedicated focus on the port industry. He specialises in port PPP transactions and port M&A projects. MTBS has contributed to various successful PPP and M&A deals in the port sector in the last years in Europe, Africa, the Middle East and Latin America. He has extensive experience in the Black Sea region; he was recently involved in multiple port development projects in Bulgaria, Turkey and Georgia. During his presentation, Reinout will apply lessons learned from other regions to provide a vision for potential future port deals in the Black Sea region.



Prof. Dr. Eden Mamut
Secretary General, Black Sea Universities Network

Prof Mamut currently works as a professor for Engineering Thermodynamics and Advanced Energy Systems at "Ovidius" University of Constantza. He is also the Secretary General of the Black Sea Universities Network, Chairman of the Board of ET Innovative Solutions Ltd. His main field of research is mostly related to multi scale thermo-fluid modeling, Analysis and optimization of complex energy systems, Renewable Energy Sources, Sustainable Transport Systems, Multi Criteria & Multi Scale Methods on Sustainable Development. Prof Mamut is one of the Member of the Technical and Scientific Committee of Romanian Association of Water in 2013 and Corresponding Member of the American - Romanian Academy of Arts and Sciences USA in 2002



Traian Chebeleu
Deputy Secretary General, Black Sea Economic Cooperation (BSEC)

Traian Chebeleu was started a career diplomat in the Ministry of Foreign Affairs of Romania, mainly dealing with international organizations. He also held the positions of State Secretary at the Ministry, Diplomatic Adviser for the President of Romania, Ambassador to Austria (2001-2005) and Special Representative for the Black Sea Issues (2008-2009). Subsequently, he joined the Permanent International Secretariat Black Sea Economic Cooperation Organization, as Deputy Secretary General (2009).



Hari Narayan
Partner, United Maritime Law Chambers

Hari Narayan is a Partner of United Maritime Law Chambers, a boutique admiralty law firm dealing with contentious and non-contentious shipping matters. After his graduation in Law, he did his LL.M in Maritime Law from the University of Southampton. He has more than 23 years of experience as a lawyer and regularly appears in several High Courts and Supreme Court in India. His area of expertise includes charter party, bill of lading and marine insurance disputes. He has served as a faculty for training Judges from the Federal Capital Territory High Court of Nigeria on the topic, "Commercial Arbitration", held at Dubai during 2008. He is a member of Singapore Chamber of Maritime Arbitrations (SCMA) and the governing council member of Maritime Law Association of India (MLAI). Hari is an active Rotarian and has served Rotary District 3201 as Charter President and Assistant Governor.



Laurentiu Hornet
Operations Manager, Cosco Shipping Lines Europe

Laurentiu Hornet is an Operation Manager of COSCO Shipping Line (Romania) Co. Ltd & COSCO Romanian Shipping and Trading. He has a Management Marketing bachelor degree and a master degree in International Maritime Legislation. Containerization, project cargo shipments, break bulk and general cargo shipments, operational and post fixture, monitoring and cost control, stevedoring and terminals are a part of his vast experience in shipping started 20 years ago.



Luca Abatello
Chief Executive Officer, Circle

Luca Abatello is an Owner and CEO at Circle from 2012, Chairman at Info.era since December 2017. Mr. Abatello has a previous ten years' experience in the ICT, business advice and digital marketing sector, where he held growing positions up to Head of Business Solutions and Board of Directors member. Currently, he is Chairman at Log@Sea, the Enterprise Network made by Circle, Aitek and IB Group. With a Degree in Economics at University of Genoa (1999), Abatello has a Master's Degree in Executive MBA – PIM at SDA Bocconi (2007).



Frank van Laarhoven
Senior Sales Manager, RAM Spreaders

Frank van Laarhoven is a Senior Sales Manager for RAM Spreader. He was studied in electrical engineering. He was started worked in the over height crane business and then moved into the port business. He became a sales manager 16 years ago with a spreader manufacturer. After 2 years, he moved into sales and now he worked with RAM Spreaders as senior sales manager for the regions Europe, Black sea and Africa.



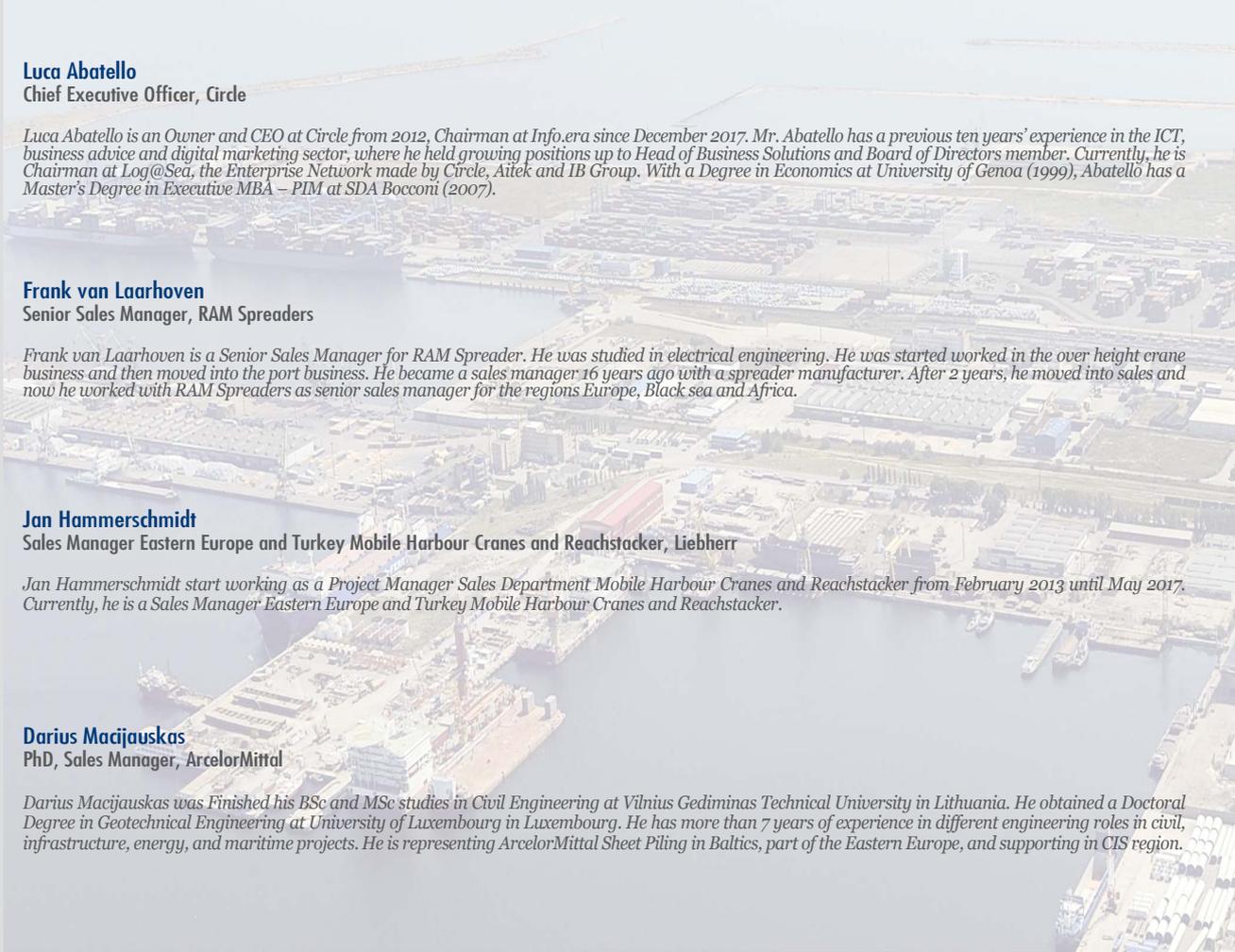
Jan Hammerschmidt
Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker, Liebherr

Jan Hammerschmidt start working as a Project Manager Sales Department Mobile Harbour Cranes and Reachstacker from February 2013 until May 2017. Currently, he is a Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker.



Darius Macijauskas
PhD, Sales Manager, ArcelorMittal

Darius Macijauskas was Finished his BSc and MSc studies in Civil Engineering at Vilnius Gediminas Technical University in Lithuania. He obtained a Doctoral Degree in Geotechnical Engineering at University of Luxembourg in Luxembourg. He has more than 7 years of experience in different engineering roles in civil, infrastructure, energy, and maritime projects. He is representing ArcelorMittal Sheet Piling in Baltics, part of the Eastern Europe, and supporting in CIS region.





Jarno Kuipers
Senior Manager, Terminal Design Services, Kalmar

Jarno Kuipers is working as a Senior Manager in the Terminal Design Services team. Jarno is a container terminal automation professional with more than 14 years' experience in port automation. His background is in IT consultancy and in terminal operations management of a fully automated terminal, where he was involved heavily in the implementation of new technology. In the time working for Kalmar, before joining the Terminal Design Services team, Jarno has held several positions in sales and execution of terminal automation projects. Jarno has degrees in mechanical engineering and business administration with a master in strategic management.



Ian Rose
Director, Senior Underwriter, TT Club

Ian Rose is a Senior Underwriter located in the London office of the TT Club, heading both the Eastern European Liability Team & the EMEA Cargo Team, underwriting both Mutual Liability and Cargo business. Ian underwrites a broad spectrum of TT Club business, including Ports and Terminals, Transport Operators, Freight Forwarders and Cargo. Ian has previously held various senior underwriting roles in a number of insurance companies and syndicates. He has prior experience in managing a Delegated Underwriting Authority for a large Lloyds broker, setting up a Managing General Agent (MGA) specialising in Property, Casualty and other lines of business.



Rui Pinto
Deputy Chief Executive Officer and Chief Commercial Officer, Thessaloniki Port S.A.

Rui Pinto has an experience of 30 years in the industry, having worked with some of the major Port Operators in the world in five countries and 3 continents. In the last 10 years, he served as Chief Commercial Officer at Voltri Container Terminal in the port of Genoa, after which he served as Managing Director of Sines Container Terminal in Portugal, both projects with PSA Group. In the last 2.5 years, he also served as Corporate CCO of the Chilean-based group SAAM based in Valparaíso, Chile, overseeing a portfolio of 11 ports in Latin America, from Chile to Mexico. In January 2018, he joined CMA CGM Group to become Deputy CEO & CCO of the Port of Thessaloniki in Greece.



Stefano Bevilacqua
Promotion and Development Officer, Port of Monfalcone

Stefano Bevilacqua has graduated in Economics at the University of Trieste in 2005. In 2006, he joined the Chamber of Commerce of Gorizia – Special Agency for the Port of Monfalcone as responsible for the promotion and contract department, as well as project manager for some EU funded projects focused on port environment and logistics. From June 2015 till April 2019 he has been the executive officer of the Consortium for sewage purifier of the private areas of the Port of Monfalcone. He also involved for the Special Agency for the Port of Monfalcone in PIXEL project, funded by EU in Horizon 2020 programme and related to port IOT and environment.



Gilda de Marco
Coordinator of the European Projects, Insiel

Gilda de Marco graduated in Business at the University in Trieste in 1998. In 2000, she joined the Insiel – the public Information and Technology company of the Friuli Venezia Giulia Region. Since 2001, she works in Insiel as project manager of international projects within European Programmes. She is in charge of Insiel participation in the projects, curating the compilation of proposals and coordinating the company activities in different EU funding frameworks for ICT applied to Logistics, Territory, Government, Health domains. She has expertise in project management, coordination of project stakeholders, relations management among Public Administrations and public and private IT companies, implementation of innovative technologies in different domains of the Public Administrations. Currently, she is leading for Insiel the PIXEL project (Port IoT for Environmental Leverage).





CONFERENCE DELEGATES REFRESHMENTS AREA



33	32
15	16

23	48
27	10

21	22
39	47

14	38
25	24

34	26
29	28

3	5
1	2



EXHIBITION
ENTRANCE

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Networking Welcome Reception
and Networking Welcome Dinner
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STAND ALLOCATION (updated on 03 / 07 / 2019)

23	Circle - Log@Sea	1	Port of Constanta
26	DP World Constanta	2	Port of Constanta
28	DP World Constanta	3	Port of Constanta
29	DP World Constanta	5	Port of Constanta
34	DP World Constanta	24	Port of Monfalcone
34	DP World Constanta	25	RAM Spreaders
38	Franz Woelfer Elektromaschinenfabrik Osnabrück GmbH	32	S.C. UMEX S.A. Constanta
38	Franz Woelfer Elektromaschinenfabrik Osnabrück GmbH	33	S.C. UMEX S.A. Constanta
15	Grampet Group – Grup Feroviar Roman	39	Sea Container Group
16	Grampet Group – Grup Feroviar Roman	47	Sea Container Group
14	Houcon Cargo Systems BV	10	Sibre
27	Hyster	21	Trans-Caspian International Transport Route (Middle Corridor)
48	Liebherr	22	Trans-Caspian International Transport Route (Middle Corridor)
25	PEINER SMAG Lifting Technologies		Route (Middle Corridor)

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

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SPONSORSHIP PROGRAMME

Companies wishing to maximise their profile at the **8th Black Sea Ports and Shipping 2019 Romania 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 8th Black Sea Ports and Shipping 2019 Romania 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.

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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.

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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.

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.

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 9 July 2019

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.

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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 
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Session 2

Session 3

Session 4

Session 5 

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 **LIEBHERR**

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 €6,695.

Wednesday 10 July 2019

Sponsored by







Thursday 11 July 2019

Sponsored by



Networking Welcome Dinner – Wednesday 10 July 2019

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 

REGISTRATION INFORMATION

To Participate in The **8th Black Sea Ports and Shipping 2019** You Need to Register as an **Exhibitor, Conference Delegate** or **Exhibition Visitor**.

Conference Delegates Receive: Competitive Hotel Rates • Technical Site Visit • Networking Welcome Reception • 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 3 8023 3963 or Email to: alin@transportevents.com

Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Tuesday 9 July 2019. 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 Reception on Tuesday 9 July 2019

I Wish to Attend The Networking Welcome Dinner on Wednesday 10 July 2019

Name: _____ 04 / 07 / 2019

Job Title: _____

Company Name: _____

Address: _____

Tel: _____

Email: _____

Website: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Sunday 9 June 2019**: The 'Early Bird' Conference Delegate Registration is **€1,195** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Monday 10 June 2019**: 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 - For Secure Online Registration And Payment at www.transportevents.com Please Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR, MYR, PHP And USD.

Telegraphic Transfer - Complete The Registration Details on This Page And Fax to + 60 3 8023 3963 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 OCBC Bank

I Have Transferred US\$1,541 / US\$1,422 / US\$946 (Circle Correct Amount) Per Delegate to OCBC Bank

Euro (EUR) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123937 - 5

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

US Dollar (USD) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123936 - 7

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

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

ROMANIAN RON DELEGATE REGISTRATIONS

For Romanian Nationals, Citizens And Residents of Romania, The Conference Delegate Registration is **RON2,970**.

- On or Before **Sunday 9 June 2019**: The 'Early Bird' Conference Delegate Registration is **RON2,470**
- From **Monday 10 June 2019**: The Regular Conference Delegate Registration is **RON2,970**
- 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 Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR, MYR, PHP And USD. For Transactions In Currencies Not Listed Here, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

I Have Transferred RON2,470 / EUR495 / USD587 Per Delegate to OCBC Bank

I Have Transferred RON2,970 / EUR595 / USD705 Per Delegate to OCBC Bank

Euro (EUR) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123937 - 5

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

US Dollar (USD) Bank Transfer to:

Account Name: Transport Events Limited

Account Number: 708 - 123936 - 7

Beneficiary Bank: OCBC Bank (Malaysia) Berhad

Swift Code: OCBCMYKL

Branch Code: 708

Please Fax a Copy of The Bank Deposit Receipt With Your Registration Form to + 60 3 8023 3963 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
- 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, 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: + 60 3 8023 5352

Fax: + 60 3 8023 3963

enquiries@transportevents.com

www.transportevents.com



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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 10 July 2019

9am to 5pm

Thursday 11 July 2019

9am to 3 30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel And Venue is **Hotel Del Mar Mamaia, Constanta, Romania**. Exclusive Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Hotel Del Mar Mamaia

Statiunea Mamaia

Constanta, Romania

Contact Person

Andreea Petris

Room Division Manager

Tel: + 40 241 879 111

Fax: + 40 241 879 222

Email: office@hoteldelmar.ro

Website: www.hoteldelmar.ro

