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09.11.2020

Konu : "Karadeniz Limanları ve Deniz Taşımacılığı 2020 Sergi ve Konferansı" Hk.

Sirküler No: 1238

Sayın Üyemiz,

"Karadeniz Limanları ve Deniz Taşımacılığı 2020 Sergi ve Konferansı" (The Black Sea Ports and Shipping 2020 Exhibition and Conference) 01-03 Aralık 2020 tarihleri arasında The Marmara Taksim Otel, İstanbul'da düzenlenecektir.

Bu yıl 9'uncusu düzenlenecek olan etkinliğin broşürü Ek'te yer almakta olup, konferansta ele alınacak konular aşağıda sunulmaktadır:

- Gelişmekte olan Karadeniz Bölgesi'nde 2020 ve sonrası için ekonomik beklentiler,
- Karadeniz - Ekonomi, fırsatlar, zorluklar ve büyüme,
- Ekonomik istikrar, büyüme ve refahın gerçekleştirilmesinde bir kuşak - bir yol girişimi,
- Bir kuşak - bir yol girişimi ile yeni yatırım fırsatları,
- Kuşak ve Yol Girişimi ve Türkiye'nin Orta Koridoru ile Avrasya'yı bağlama,
- Karadeniz Limanları: Neden şimdi yatırım yapılmalı?
- Karadeniz tedarik zinciri spektrumu - bölgesel ve uluslararası ticaretin kolaylaştırılmasında yenilikler,
- Liman etkinliğinin artırılmasında liman teknolojilerinin, otomasyonun ve blok zincir uygulamasının önemi,
- Süreçlerin yenilenmesine yönelik genel görünüm için dijital limanlar,
- Sıfır emisyonlu terminaller için teknik inovasyonlar,

Söz konusu etkinliğe ilişkin detaylı bilgiye <https://bit.ly/32txii1> internet adresi üzerinden erişilebilmektedir.

Bilgilerinize arz/rica ederim.

Saygılarımla,

İsmet SALİHOĞLU
Genel Sekreter**Ek:**

Etkinlik Broşürü (9 sayfa)

Dağıtım:

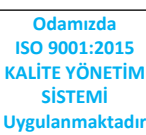
Gereği:

- Tüm Üyeler (WEB sayfası ve e-posta ile)
- Türk Armatörler Birliği
- S.S. Armatörler Taşıma ve İşletme Koop.
- Vapur Donatanları ve Acenteleri Derneği
- GİSBİR
- KOSDER
- TÜRKLİM

Bilgi:

- Yönetim Kurulu Başkan ve Üyeleri

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- Networking Welcome Reception • Local Delegates at Only TRY4,780 •

HIGHLIGHTED TOPICS

- Economic perspectives for 2020 and beyond in the emerging Black Sea region
- Black Sea – The economy, the opportunities, the challenges and the growth
- One belt – one road initiative in achieving economic stability, growth and prosperity
- New investment opportunities through the one belt – one road initiative
- Connecting Eurasia through the Belt and Road Initiative and Turkey's Middle Corridor
- Black Sea Ports: Why to invest now?
- Black Sea supply chain spectrum – Innovations in facilitating regional and international trade
- Exploring port technologies, automation and blockchain implementation in improving port efficiency
- The digital port as base for big pictures to revolutionise your processes
- Technical innovations for zero emission terminals

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Steve Wray
Associate Director, WSP

Steve Wray has been Associate Director Maritime & Logistics at WSP since July 2016. He is responsible for maritime consultancy on a global basis. He has extensive experience in shipping, port and development projects, primarily gained whilst working at Ocean Shipping Consultants, a premier name in the consultancy field. Since joining the firm in 2007, he has produced numerous containerisation and other studies, particularly in the African, Caribbean, Central America, Mediterranean, Black Sea and Baltic regions. Before being recruited by OSC, he worked for more than 19 years with liner shipping companies P&O Containers, P&O Nedlloyd and Maersk Line. He has an intimate understanding of the perspective of the port users to analyses in this sector and has first-hand experience of the North European and Mediterranean/Black Sea container feeder markets, as well as Transatlantic, Transpacific and African deep-sea trades.



Mohd. Faiz Hakim Hj. Husain
Director and Co-Founder, Asia Global Total Logistics Sdn. Bhd.

Mohd Faiz Hakim is the Vice President of Persatuan Pengusaha Logistik Bumiputra (PPLB), an association featuring Malaysian Bumiputera Logisticians involved in the multi-faceted activities in the Malaysian Transport and Logistic industries. By virtue of holding this esteemed position, he automatically represents PPLB in the Federation of Malaysian Freight Forwarders (FMFF) as the Council Member of the national committee which is affiliated to FIATA. He is also the Vice Chairman of Chartered Institute of Logistics & Transport Malaysia. Faiz spent eighteen years at the NCB Group between Northport (Malaysia) Bhd and Kontena Nasional Bhd. His last position at the group was Head, Group Strategy Division at NCB Holdings Bhd in Port Klang. He is the co-founder of Asia Global Total Logistics Sdn. Bhd. Faiz holds a Post Graduate Diploma in Ports and Logistics from Cambridge University, Chartered Member of CILT and a BA in Business Administration Transport from MARA Institute of Technology, Shah Alam Malaysia.



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.



Dinesh Sharma
Director, Drewry Maritime Advisors

Dinesh is a Director within Drewry Maritime Advisors and leads the London advisory team. He has more than 10 years' operational experience in shipping and ports and more than 8 years' experience in research and advisory project work. He joined Drewry in 2008 with a strong operational grounding in shipping and the ports/terminals sector having been a terminal manager at a high productivity container terminal and prior to that a master mariner serving at sea. Since joining Drewry, he has completed engagements with multi-lateral development banks, private investors, terminal operators and shipping lines on a wide range of advisory assignments covering market due diligence and transaction advice, trade/freight demand modelling, tariff, revenue, financial and operations modelling, business plan appraisals and developing business strategy for container terminals and general cargo terminals.



Turgut Aydinca
Chief Executive Officer, Executive Board Member Shipping & Logistics

Seasoned senior sales and marketing executive with many years experience in logistics, freight forwarding, liner shipping, port and supplier chain industries and management consultancy. Vast experience as Manager, head of business unit management, head of corporate business development as well as senior organization management positions combined with operational and cross-functional project management. Mr. Turgut Aydinca has of experience in freight forwarding and liner shipping, logistics and supply chain management and special sales, key account management and process management, special and oversize cargo organization, organisational setup and leadership, press communication, general management, client management, leadership, bias in decision making, heuristics, cognitive repairs.



Lluís París
Commercial Manager, Port de Barcelona

Lluís París is the Commercial Manager for Port de Barcelona. As from 2010, he is in charge of development of container, automobile and bulk areas. He holds Master in Nautical Science and Marine Transportation at Universitat Politècnica de Catalunya, Facultat de Nàutica de Barcelona. Previously, in year 1982 to 1992, he worked at sea as deck officer. Then, 1995 to 2008, he is in different managing positions on Shipping Agency for tramp and liner business in Spanish Med ports. Start from 2008 to 2010, he was developing international business and tramp subagents network for Shipping Agency.



Luca Abatello
Chief Executive Officer, Circle SpA

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 that of Head of Business Solutions and of Councilor. 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 in Milan (2007).



Rafael B. Sapina Garcia
Executive Director of Business Development, Yilport Holding Inc.

Rafael B. Sapina Garcia completed his bachelor's degree in industrial engineering at the Polytechnical University of Valencia in 1983. He then received his master's degree in port management and multimodal transport from the IPEC - Universidad Pontificia Comillas - Valencia in 1997. Since then, Mr. Garcia has worked at Condeminas where he worked with shipping agencies, logistics, and port operations; Martico, where he worked with shipping agents, logistics, and port operations; and Trasmediterranea - Aucona where he worked with the shipping lines and shipping agencies, as a commercial manager. Between 1998 and 1999, Mr. Garcia worked at the Valencia Port Authority as a commercial manager. He continued his career as a management assessor at Grimaldi Logistics, an owner's representative at MSC - Baleares, and finally as a director for shipping and port operators at Fundación Valenciaport between 1999-2013. Mr. Garcia has lectured at the IPEC Universidad Pontificia Comillas. Currently, he works as the international business development director of YILPORT Holding Inc.



Anthony van der Hoest
Director, Maritime & Transport Business Solutions (MTBS)

Anthony van der Hoest is Director at MTBS and is responsible for business development, as well as project delivery and management. Mr. van der Hoest has over 15 years of experience in the ports and maritime sector. He managed numerous acquisitions, transactions and due diligence projects worldwide, focussing on emerging markets. Through his comprehensive experience, Mr. 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.



Ibrahim Dolen
Consultant, Dolen Consultancy and Former President of TURKCLIM

İbrahim Dölen has been in leading in logistics and port management since 1999. İbrahim was the CEO of Borusan Port, Gemlik between 2012 and 2019 and was the President of TURKCLIM. Since 2019, he has been giving consultancy services to logistics and port companies in preparing them for a M&A and restructuring.



Anthonie Versluis
Head of Ports Practice-Managing Partner Malaysia, Roland Berger

Anthonie Versluis is a Head of Ports Practice-Managing Partner Malaysia for Roland Berger. He holds MSc in Industrial Engineering/Management at Technical University Twente, Netherlands and has BSc in Mechanical Engineering at University of Technology, Delft, Netherlands. Anthonie Versluis has more than 30 years of professional experience, most of which he spent in strategy consulting. He has worked for clients in Asia and the Middle East on issues related to strategy, development planning, port development, logistics, shipping, infrastructure development, feasibility studies, corporate and business strategy, transformation and operations restructuring, management and improvement. In his career, he has managed or directed around 50 port development projects, in Malaysia, China, Indonesia, Maldives, Saudi Arabia, Europe and in various countries in the Caribbean.



Philip Sweens
Managing Director, HHLA International GmbH

Philip Sweens is the Managing Director of HHLA International the 100% owned entity of HHLA - Hamburger Hafen und Logistik AG responsible for the development and management of the international ports of the Group. Prior to joining HHLA in 2017, Philip spend 9 year working for UASC in various senior management position in Dubai and Hamburg and 12 years as management consultant in the transportation sector.



Prof. Dr.-Ing. Holger Schuett
Managing Director, akquinet port consulting GmbH

Holger Schuett is the CEO of akquinet port consulting GmbH (former known as ISL Applications GmbH). He is working in the field of simulation as well as in the branch of ports and container terminals for 30 years. Starting within the IT of HHLA, the biggest terminal operator in Hamburg, he was responsible for the simulation based consultancy of the fully automated Container Terminal Hamburg Altenwerder. In 2010 he took over a professorship at the University of Applied Science Bremerhaven and founded the company. Using the self developed product family CHESSCON he supports the optimisation of terminal processes in all five continents.



Elisa Rouhiainen
Account Director EMEA, Navis

Elisa Rouhiainen is Account Director at Navis, responsible for sales and account management for European customers. In her role, she ensures that the terminals get exceptional value from using Navis products and professional services. Elisa joined Navis in November 2014 working as Director, Partner Programs promoting collaboration between the industry-leading technology providers and consultants to support terminal operators in adopting new technologies. Prior to Navis, she held a variety of positions in Kalmar and Cargotec since 2004 ranging from product management, marketing and business development to sales management. During her career, she has been based in Finland, Singapore and India. Elisa holds a Master of Science in Industrial Engineering and Management from Tampere University of Technology.



Raoul Tan
Digital Business Solutions, Port of Rotterdam

On a mission to build a global network of connected ports, strong believer that co-creating and collaboration are vital for sustainable port models, that doing business is about creating the most added value for your customers and taking efficiency measures is the first step in the transport and logistics industry towards reducing the carbon footprint and meeting global sustainability goals. Holding a Master degree in Business Management from Nyenrode Business University and 9+ years of experience in generating business and setting up new business units which are aimed to enable organizations to utilize the full potential of data and digitalization as key driver for business value and new business models. Within Port of Rotterdam International department responsible for digital developments and actively connecting Port Authorities and Communities to the experience and digital services developed by 100+ experts of the Digital Business Solutions department of Port of Rotterdam.



Lars Meurling
Vice President EMEA and Marketing, Bromma

Lars Meurling is a member of the management team at Bromma, the world leader in crane spreaders, where he serves as Vice President, Marketing and EMEA. Prior to joining Bromma, he worked in the technically advanced biotechnology industry for 17 years, both as a Sales Director and Business Unit Director. Lars is also the chairman of the PEMA (Port Equipment Manufacturers Association) Safety and Environment Committee. He holds the MSc degree in Engineering Physics from Uppsala University in Uppsala, Sweden. He is based at the Bromma office in Stockholm, Sweden.



Rainer Marian
Director Big Trucks, Hyster

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.



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

Mr. Jan Hammerschmidt, started working as a project manager in the sales department for Liebherr Mobile Harbour Cranes and Reachstacker from February 2013 to May 2017. Currently he is, Sales Manager Eastern Europe and Turkey for Mobile Harbour Cranes and Reachstacker.



Fatih Yilmazkarasu
Manager, Trade and Customer Relations, Marport Terminal Operators S.A.

Fatih Yilmazkarasu was born and grown in Istanbul and educated in Istanbul University, Faculty of Economy. On 20th year at container business, having experienced on Maersk for 15 years on Line and Logistics departments in 5 different roles and currently at Marport Terminal Operators S.A. as Trade and Customer Relations Manager.



Julien Horn
Director and Senior Underwriter Middle East, Africa and Eastern Mediterranean, TT Club

Julien Horn has worked for TT Club, the port and transport insurance specialist since 2006 after initially gaining experience with the ship owners Mutual the UK P&I Club. He is a Fellow of the Chartered Institute of Insurance with a post-graduate diploma in Marine Insurance from the World Maritime University and a Member of the Honourable Company of Master Mariners.



Oguz Tumis
Port Director, Samsunport

Capt. Oguz TUMIS was born in 1966 and educated at Naval High School between 1980-84, at Naval Academy between 1984-88 and at Anatolian University (Business Administration) between 1994 and 1998. He worked as deck officer and master in various merchant ships for 6 years, including general cargo vessels, bulk carriers and container vessels. Between 1993 and 1997, In 2000, he started his port business in Marport/Istanbul, which is the major container terminal in Turkey. In 2009, he became Terminal Manager in Evyapport/Izmit, which handles containers, general cargo, liquid bulk cargo and RoRo. In 2011, he became the General Manager of Limakport/Iskenderun just before the privatization of TCDD Iskenderun Port, which is multipurpose intermodal port. In 2013, he became the General Manager in Nemport/Izmir. Since 2018, he is the Port Director of Samsunport, which is the major multipurpose intermodal terminal in Black Sea Region of Turkey and Ceyport Tekirdag.



Robert Hambleton
Managing Director, SOCAR Terminal

30 years' experience in the container terminal business, having worked in 5 different countries for 6 different operators. After 4 years in the British Army, he joined the industry at The Port of Tilbury in 1989. Transferred to Malta for 5 years as the Operations' Manager in Port of Marsaxlokk. Moved to Hutchison's Port of Felixstowe, Commercial Manager before joining Associated British Ports, as General Manager at Exor Terminal, Immingham. Robert returned to Hutchison, as Business Development Manager for 5 years, before moving to APM Terminals in 2009. He is the Chief Commercial Officer at Suez Canal Container Terminal, Egypt. Transferred to Vietnam as Managing Director at Cai Mep International Terminal, APM Terminals. In 2017, he became the Managing Director at APM Terminals, Izmir, Turkey. He is currently the Managing Director at SOCAR Terminal, Izmir, Turkey.



Tuesday 1 December 2020

TECHNICAL SITE VISIT

8am	Delegate registration at the lobby of The Marmara Taksim Hotel
9am	Transport departs from The Marmara Taksim Hotel to Gemport-Yilport Gemlik Terminal
11am	Arrival at Gemport-Yilport Gemlik Terminal to tour the container, general cargo, Ro-Ro and liquid operations terminals as well and tug boat operations at Gemlik. Refreshments will be served for all participants
2pm	Transport departs Gemport-Yilport Gemlik Terminal back to The Marmara Taksim Hotel
4pm	Arrival at The Marmara Taksim Hotel (approx.)

Wednesday 2 December 2020

8am	Conference delegates' registration and refreshments served in the display area
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OPENING CEREMONY

9am	Organiser's Remarks Rory James Doyle, FCILT, Managing Director, Transport Events, Malaysia
9 10am	Welcome Remarks Fatih Yilmazkarasu, Manager, Trade and Customer Relations, Marport Terminal Operators S.A., Turkey
9 15am	Welcome Remarks Uygun Degirmenci, Turkey Region General Manager, Yilport Holding Inc., Turkey
9 20am	Display Area Opening Ceremony and Tour of the display area by the VIP group followed by conference delegates refreshments

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SESSION 1 Turkey and the Black Sea economy: Spotting favourable market conditions and addressing volatility of current economic scenarios in improving movements of domestic and international trade for emerging markets

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10 30am	Conference Moderator's Opening Remarks Steve Wray, Associate Director, WSP, United Kingdom
10 30am	Improving regional maritime connectivity and reviewing implemented initiatives Steve Wray, Associate Director, WSP, United Kingdom
10 50am	World Port Alliance: A way forward Mohd. Faiz Hakim Hj. Husain, Director and Co-Founder, Asia Global Total Logistics Sdn. Bhd., Malaysia

SESSION 2 The Middle Corridor and its current and future role for the Belt and Road Initiative in the Black Sea

Sponsored by 

11 10am	Developments of the Middle Corridor in line with the Belt and Road Initiative Leila Batyrbekova, Deputy Secretary General, International Association Trans-Caspian International Transport Route (TITR), Republic of Kazakhstan
11 30am	Connecting Central and South East Asia, The Middle East, Africa and Europe trade Dinesh Sharma, Director, Drewry Maritime Advisors, United Kingdom
11 50am	Belt and Road integration in improving regional maritime trade Turgut Aydinca, Chief Executive Officer and Executive Board Member, Shipping & Logistics, Turkey
12 10pm	Smart port developments in creating sustainable futures Lluís París, Commercial Manager, Port de Barcelona, Spain
12 30pm	Questions and answers followed by conference delegates networking lunch

Sponsored by 

SESSION 3 Black Sea port modernisation and development projects. Channelling investments and planning development projects aimed at expanding port capacity

Sponsored by 

2pm	Automation, integration and digitalisation along the supply chain: Benefits of an innovative terminal operating system and concrete opportunities for international fast e-secure trade lanes Luca Abatello, Chief Executive Officer, Circle SpA, Italy
2 20pm	Future role of the ports and terminal operators within the changing global trade Rafael B. Sapina Garcia, Executive Director of Business Development, Yilport Holding Inc., Turkey

Supporting Trade Organisations



- 2 40pm Black Sea Ports: Why to invest now?
Anthony van der Hoest, Director, Maritime & Transport Business Solutions (MTBS), The Netherlands
- 3pm An overview of potential developments of Turkish ports in the near future
Ibrahim Dolen, Consultant, Dolen Consultancy and Former President of TURKLIM, Turkey
- 3 20pm Questions and answers followed by conference delegates refreshments served in the display area



SESSION 4 Black Sea supply chain developments and responding to recent global challenges that has affected global supply chain movements



- 4pm Developments and way forward concerning current global challenges in cargo transportation
Anthonie Versluis, Managing Partner Malaysia, Head of Ports Practice, Roland Berger, Malaysia
- 4 20pm Imports of hinterlands links. Improving connectivity based on the HHLA experience in Ukraine
Philip Sweeny, Managing Director, HHLA International GmbH, Germany
- 4 40pm Questions and answers followed by Conference Moderator's closing remarks
- 6pm - 8pm Networking Welcome Reception for all participants and spouses at The Marmara Taksim Hotel, Istanbul.
Smart casual attire.



Thursday 3 December 2020

- 8am Conference delegates' registration and refreshments served in the display



SESSION 5 Technology in creating digital ports, revolutionising workflow and reducing CO2 emissions



- 9am Conference Moderator's Opening Remarks
Prof. Dr.-Ing. Holger Schuett, Managing Director, akquinet port consulting GmbH, Germany
- 9am Digitisation – How decision support systems improve terminal's operation and efficiency
Prof. Dr.-Ing. Holger Schuett, Managing Director, akquinet port consulting GmbH, Germany
- 9 30am Digitizing the terminal planning process
Elisa Rouhiainen, Account Director EMEA, Navis, Finland
- 10am Questions and answers followed by conference delegates refreshments served in the display area
- 11am How collaboration and co-creation are vital for the port industry and digital innovation best practices
Raoul Tan, Digital Business Solutions, Port of Rotterdam, The Netherlands
- 11 30am Digitalization Humanized - A customer centric approach to spreader productivity tools
Lars Meurling, Vice President EMEA and Marketing, Bromma, Sweden
- 12pm Technical innovations for zero emission terminals
Rainer Marian, Director Big Trucks, Hyster, The Netherlands
- 12 30pm New dimensions in maritime heavy lift cranes
Jan Hammerschmidt, Sales Manager Eastern Europe and Turkey Mobile Harbour Cranes and Reachstacker, Liebherr-MCCtec Rostock GmbH, Germany
- 1pm Questions and answers followed by conference delegates networking lunch



SESSION 6 Effective port planning and strategy improvements that create a modern and efficient regional transportation hub



- 2pm Being a hub Port in the Black Sea Region
Fatih Yilmazkarasu, Manager, Trade and Customer Relations, Marport Terminal Operators S.A., Turkey
- 2 20pm Managing safety, reducing risks and preventing accidents in ports
Julien Horn, Director and Senior Underwriter Middle East, Africa and Eastern Mediterranean, TT Club, United Kingdom
- 2 40pm Integrating best port practices in improving supply chain movements
Oguz Tumis, Port Director, Samsunport, Turkey
- 3pm Leadership for the transportation hub in the age of digitization
Robert Hambleton, Managing Director, SOCAR Terminal, Turkey
- 3 20pm Questions and answers followed by Conference Moderator's closing remarks. Refreshments served in the display area



Supporting Media

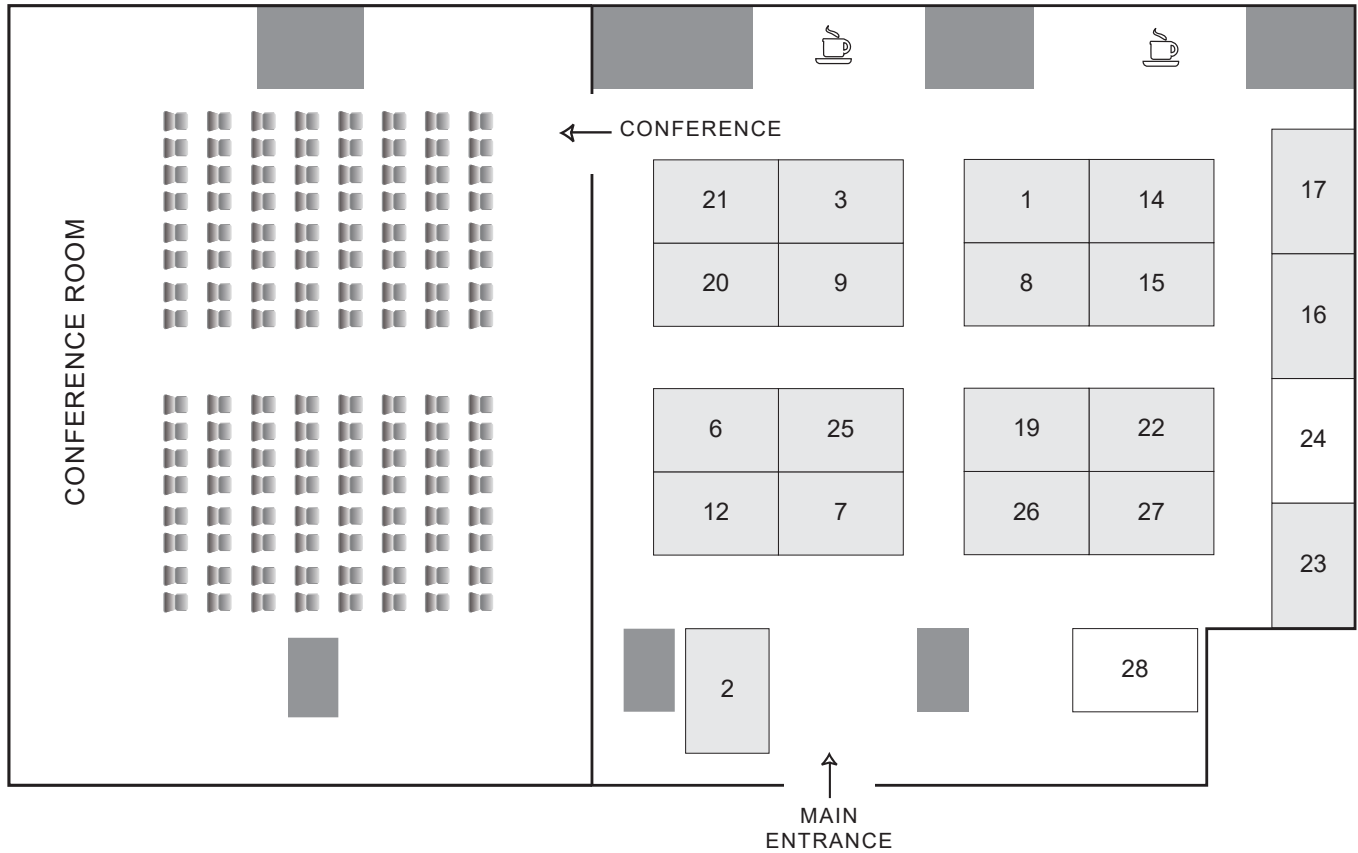


BLACK SEA PORTS & SHIPPING 2020

The Marmara Taksim Hotel, Istanbul, Turkey
Wednesday 2 and Thursday 3 December 2020

Supported By

Official Hotel and Venue



DISPLAY ALLOCATION (updated on 23 / 10 / 2020)

9	Bromma	8	Port De Barcelona
27	CAMCO Technologies	15	Port De Barcelona
16	Cey Group	26	RAM Spreaders
21	Circle Group	3	SIBRE
17	Dutch Lanka Trailer Manufacturers	7	Stinis Spreaders
19	EAE Lighting	23	Trans-Caspian International Transport
22	EAE Lighting		Route (Middle Corridor)
20	Hyster	6	Vahle
14	Liebherr	12	Woelfer Motoren
1	MAFI Transport-Systeme GmbH	2	Yilport Holding Inc.
25	MEDports Association	24	Available
26	PEINER SMAG Lifting Technologies	28	Available

DISPLAY PACKAGE

3 x 2 Square Metre Include:

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

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Companies wishing to maximise their profile at the **Black Sea Ports and Shipping 2020 Turkey** 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 Black Sea Ports and Shipping 2020 Turkey website
- Sponsorship acknowledgement during the Opening Ceremony and by the conference moderator during the Conference
- The Welcome Arch at the main entrance to the event
- 3 **Free of Charge** Conference Delegate Registrations worth €3,995

Delegates Lanyards Sponsorship

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

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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 €7,895. 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 €6,895.

Brochure Distribution

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

Event 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 Event area. Sponsorship is €6,895.

Company Banners

Have your latest 3 full-sized indoor banners positioned in high traffic areas i.e. in front of the Event Registration Desk, inside the Conference hall and inside the Event area. Sponsorship is €6,895 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 €6,895.

Networking Welcome Reception – Wednesday 2 December 2020

The Networking Welcome Reception is the first of two social highlights of the whole event. All participants enjoy the opportunity to network with fellow industry colleagues and friends during a relaxed sociable evening over food, drinks and local entertainment. The Sponsor is invited to say words of welcome during the function and have marketing materials and branding throughout the function. All arrangements with transport are made by the sponsor.

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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 €6,895 per Conference Session Sponsorship.

Session 1 

Session 2 

Session 3 

Session 4 

Session 5 

Session 6 

Conference Delegates Refreshment Breaks

During the event, refreshments will be served three times a day. Your company's latest full colour corporate logo will be printed as a Main Sponsor in the conference brochure. Your company can exclusively display promotional banners and literature at the refreshment serving points throughout the day as well as being able to take advantage of the range of sponsorship benefits in the introduction. Exclusive sponsorship of each Conference Delegate Refreshment break is €6,895.

Break 1 

Break 2 

Break 3 

Break 4 

Break 5 

Break 6 

Conference Delegates Lunches

Your company's colour logo will be displayed as a Main Sponsor in the conference brochure. Your company has the opportunity to display promotional literature and posters in the delegates' dining room as well as words of welcome before the start of the lunch, plus a VIP lunch area for up to eight of your VIP clients or partners. Exclusive lunch sponsorship per day is €7,895.

Wednesday 2 December 2020 Sponsored by 

Thursday 3 December 2020 Sponsored by 

REGISTRATION INFORMATION

To Participate in The **Black Sea Ports and Shipping 2020** You Need to Register as an **Exhibitor, Conference Delegate** or **Event Visitor**.

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

Event Visitors Receive: Access to Display Area 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: +852 3895 0948 or Email to: alin@transportevents.com

Conference Delegate Registration

I Wish to Attend The Technical Site Visit on Tuesday 1 December 2020. Registration For The Site Visit Will Not be Accepted Without Receipt of a Black And White Copy of The ID Page of Your Passport or Local ID, Visa Copy if Available And Photo ID Proof/Company ID For Port Security Check in Advance. Please Email to: anis@transportevents.com

I Wish to Attend The Networking Welcome Reception on Wednesday 2 December 2020

Name: _____ 19 / 10 / 2020

Job Title: _____

Company Name: _____

Address: _____

Tel: _____

Email: _____

Website: _____

INTERNATIONAL DELEGATE REGISTRATIONS

- On or Before **Monday 2 November 2020**: The 'Early Bird' Conference Delegate Registration is **€1,295** Special Offer - 3 Delegates For The Price of 2 in This Category
- From **Tuesday 3 November 2020**: The Regular Conference Delegate Registration is **€1,495** Special Offer - 3 Delegates For The Price of 2 in This Category
- One Day Conference Delegate Registration is **€995**
- No Delegate Registration Will be Accepted Without Full Payment

Credit Card - For Secure Online Registration And Payment at www.transportevents.com Please Follow The Instructions on Our Registration Page. Payment Will be Accepted in Any of The Following Currencies: EUR And USD.

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

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

I Have Transferred **US\$1,810 / US\$1,570 / US\$1,203** (Circle Correct Amount) Per Delegate to OCBC Wing Hang Bank Limited

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

Account Name: Transport Events Limited

Account Number: 035-802-538366-831

Beneficiary Bank: OCBC Wing Hang Bank Limited

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

Swift Code: WIHBKHH

PLEASE QUOTE BOTH DELEGATE AND COMPANY NAME AS REFERENCE.

TRANSMITTING BANK CHARGES MUST BE PAID BY THE SENDER.

TURKISH LIRA DELEGATE REGISTRATIONS

For Turkish Nationals, Citizens And Residents of Turkey, The Conference Delegate Registration is TRY4,780.

- On or Before **Monday 2 November 2020**: The 'Early Bird' Conference Delegate Registration is TRY4,100
- From **Tuesday 3 November 2020**: The Regular Conference Delegate Registration is TRY4,780
- 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 Either EUR or USD. For Transactions in Other Currencies, Your Local Amount Will be Converted to EUR During The Transaction at The Prevailing Rate.

I Have Transferred TRY4,100 / EUR595 / USD720 Per Delegate to OCBC Wing Hang Bank Limited

I Have Transferred TRY4,780 / EUR695 / USD840 Per Delegate to OCBC Wing Hang Bank Limited

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

Account Name: Transport Events Limited

Account Number: 035-802-538366-831

Beneficiary Bank: OCBC Wing Hang Bank Limited

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

Swift Code: WIHBKHH

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

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

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
- Withholding Tax must not be deducted from the amount set out in this contract. If it is, the client agrees to pay the Organiser an amount equivalent to the amount of the Withholding Tax.
- Delegates Will Not be Admitted Unless Payment Has Been Received in Full
- Flights, Visa Arrangements, Airport Transfers And Accommodation Are Not Included in Your Delegate Registration Fee
- This Event Programme is Subject to Change Without Notice. E&O.E

I Acknowledge That I Have Read And Understand The Above Terms And Conditions.

Signed: _____

Dated: _____

COMPLETE AND RETURN YOUR REGISTRATION FORM TO:

Transport Events Limited
Tel: +852 2157 3907
Fax: +852 3895 0948
enquiries@transportevents.com



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www.transportevents.com

DISPLAY VISITORS ONLY

Registration to Visit The Trade Display is Free of Charge And Should be Done During The Event On-Site at The Registration Desk.

Display Opening Times:
Wednesday 2 December 2020 9am to 5pm
Thursday 3 December 2020 9am to 3:30pm

OFFICIAL HOTEL AND VENUE

The Official Hotel and Venue is The **Marmara Taksim Hotel, Istanbul, Turkey**. Special Reduced Hotel Rates Will be Made Available to All Registered Participants. Subject to Availability.

Contact Person
Şeyda Özen
Assistant Group Sales Manager



The Marmara Taksim Hotel
Taksim Meydani
34437 Istanbul, Turkey

Tel: + 90 212 334 8300
Fax: + 90 212 244 0509
E-mail: sozen@themarmarahotels.com
Website: www.themarmaracollection.com