

TRANSLOG connect congress



Annual Transport, Logistics & Supply Chain Congress for CEE and CIS Region - 2016

23-24 November 2016 Budapest Corinthia Grand Hotel Royal

*"If you don't **drive** your business...
...you will be driven out of **business**"*

B. C. Forbes (1880-1954)

Members of the Programme Advisory Committee



Prof. Dr.
Sebastian Kummer



Adrian Ioana



Alin Sorin Fetita



Andrzej Michalak



Danijel Banek



Roman Zorman



Livia Nagy



László Lovassy



Dušan Ďurdík



Gökhan Cakmak



Zoran Ković



Stjepan Mršić



Jean-Paul Siccald



Gábor Kiss

A unique event

The Events Group is delighted to invite you to **TRANSLOG Connect 2016**, the annual market leading and only regional cross industrial logistics, transportation and supply chain management business summit in Central and Eastern Europe. Your most respected peers and European industry leaders will provide you with the most up to date market insights. Moreover, during the pre-scheduled one-to-one meetings leading solution providers will offer the most innovative products and services available on the market.

Visitors of TRANSLOG 2016 will have the opportunity to visit the **Szentkirályi Mineral Water** plant in Szentkirály on the 22nd of November at 5 pm and the **Mercedes-Benz** Manufacturing plant on the 24th of November at 5 pm in Kecskemét near Budapest.

TEG will again hand out for the 4th time the **CEE Logistics & SCM Excellence Award** to honour, recognise and promote outstanding logistics and SCM solutions in the growing region of CEE, highlighting the region's most innovative and flexible solutions. If you think your solution is cutting-edge and should be recognised by the industry, apply now and put your business in the spotlight! Applications from all members of the industry are welcome until the **3rd of October**. The winners will be announced during the cocktail reception on the first day and will have the opportunity to present their projects at the second day of TRANSLOG 2016.



Mercedes-Benz

The delegation

The quality of the TRANSLOG Connect Congress is a direct result of its exclusivity. Participation at the congress is by invitation only, which enables to maintain the quality and networking value of the congress participants.

The TRANSLOG Connect Congress will be bringing together:

Managing Directors, COO's & CEO's,
Logistics and Supply Chain Managers/ Directors,
Distribution and Transportation Managers/ Directors,
Production and Plant Managers/ Directors,
Warehouse and IT Managers/ Directors, and
Purchasing, Procurement Managers/ Directors
from Europe's leading manufacturers and major retailers.

Ideas and goals for innovative solutions are often the result of intensive discussions. Our experienced Programme Advisory Committee assures the highest relevancy of the programme:

Prof. Dr. Sebastian Kummer, Head of the Institute of Transport and Logistics
Vienna University of Economics and Business
Gökhan Cakmak, Global Logistics Director, Oriflame
Danijel Banek, Executive Director Central Purchasing, Atlantic Grupa
Adrian Ioana, EMEA Logistics Operations Manager, HP
Dušan Ďurdík, Head of Factory Logistics, Nestlé
Roman Zorman, Regional Logistics Director, Studio Moderna
Gábor Kiss, Supply Chain Director, Metro
Stjepan Mršić, Director Production & Logistics, INA Maziva
Andrzej Michalak, Logistics Operations Manager - Eastern Europe, Turkey & Russia, Delphi
Alin Sorin Fetita, Executive Vice Chairman, Chimica Group
Zoran Kovic, Logistics Director, Dukat & President, Croatian Supply Chain Association
Jean-Paul Siccald, Regional Supply Chain Manager EEME, Solvay
Livia Nagy, Customer Service & Logistics Director CEE, GlaxoSmithKline, Consumer Healthcare
László Lovassy, Sales Operations Manager, Cadillac Europe

Conference Programme

DAY 1 – Wednesday, NOVEMBER 23rd

Chairman's Opening Address & Keynote Presentation:

Digitalisation: Business opportunity or cost trap for CEE logistics?

Prof. Dr. Sebastian Kummer, Head of the Institute of Transport and Logistics,
Vienna University of Economics

Keynote Presentation: How to run successful tenders in a digitalized world

Pragmatic examples of how digitization will impact (y)our logistics activities – not just limited to the “secrets” of successful tenders.

Chaim Huijsman, Head of Corporate Sales, Gebrüder Weiss

Case Study Presentation: Change in Distribution Set Up

- Due to changing structure of orders and shorter lead time requests by customers
- Due to internal and external pressure to work most operational and cost effective
- FTL solution should be considered in wider perspective than up to now
- New distribution network needs to be developed
- How can solution providers support this process?

Andrzej Paszko, Head of Global Transport, TPV Technology Group
TP Vision - Distribution

Case Study Presentation: Switching the focus from Operational Excellence to Customer Satisfaction” - Bits and Pieces: Enablers for doing it effectively and efficiently

- Participants of the Game
- Setting the scene: Operational processes
- Presenting the default set: Improving Logistics KPIs
- Adding some complexities: Improving (Non-Logistics) Supply Chain KPIs
- Hit the Conflict: Change the priorities from internal excellence to ultimate customer focus
- How to optimize SC processes to manage increasing return rates and lead time pressure
- Make vol 2 better than the first one

Gábor Kiss, Supply Chain Director, Metro

Client Case Study Presentation: Topic to be confirmed

Senior management representative of the Raben Group

Case Study Presentation: How to reach a flexible logistics network based on recent case study from Beiersdorf?

- Why we need flexible logistic network?
- How to assure that our logistic network can be flexible?

Anna Sparty, Supply Chain Director Eastern Europe, Beiersdorf

Introductory Presentation: Supply Chain Risk Management – Vulnerability and Resilience in Logistics

- Maintaining High Security Levels in a New Era of Risk by anticipating and measuring risk
- Responding faster and more intelligently than the competition in the event of an operational or catastrophic disruption
- How to incorporate resiliency into the Global Logistics sourcing strategy?
- Exception-based Logistics management is the new normal

Gökhan Çakmak, Global Logistics Director, Oriflame Cosmetics

Panel Discussion: Risk Management and Agility in Logistics

- Best practice examples of BCPs (business continuous plans) in logistics
- Risk management with the focus on price volatility, deficiency of materials and avoidance of SC disruption

Gökhan Çakmak, Global Logistics Director, Oriflame Cosmetics

Miroslav Skorepa, Logistics & Customer Service Director EMEA, Bacardi

Stjepan Mršić, Director Production & Logistics, INA Maziva

Adrian Ioana, EMEA Logistics Operations Manager, HP (tbc)

Award Ceremony of the 4th CEE Logistics & SCM Excellence Award & Cocktail Reception

Welcome Speech by Prof. Dr. Sebastian Kummer, Head of the Institute of Transport and Logistics, Vienna University of Economics and Business

DAY 2 – Thursday, NOVEMBER 24th

Keynote Opening Presentation: Full Truckload, what else?

- Waberer's different business philosophy
- Waberer's slightly different business model
- Visions, and what Waberer's International had to do for reaching these visions

Ferenc Lajko, Deputy CEO, Waberer's International Nyrt.

Case Study Presentation: Are you brave enough to hear the answer...?

1. What do you know about your organization?
2. What don't you know about your organization?
3. What can you learn if you ask correct questions?
4. What to do with this knowledge for organizational development?

Dagmara Glowacka, Global Logistics Director, Kongsberg Automotive

Case Study Presentation: Supply Chains:

Where to Find the Biggest, Fastest Transportation Savings

You will have to do some work to find savings in your supply chain. The question is, where should you focus your efforts to reap the biggest savings for the effort you'll spend?

- During this presentation, Arkadiusz Glinka, will show examples of the types of optimisation that could apply to shipper's annual transportation spend.
- He will take you through why companies might take certain approaches to save cost, and provide a range for estimated savings that can be received by taking these steps

Arkadiusz Glinka, Director of Transportation Eastern Europe, C.H. Robinson

Case Study Presentation:

How to design the logistics network to get closer to the consumer?

- Getting closer to the consumer as competitive advantage for manufacturing
- Logistic network & system development as key success factor for getting closer to the consumer
- New paradigm in manufacturing: closer to the consumer or better value stream through logistic development

Alin Fetita, Executive Vice Chairman, Chimica Group

Project Presentations of the Award Winners of the 4th CEE Logistics & SCM Excellence Award

Applications from all members of the industry are welcome until the 3rd of October!

Chairman's Closing Remarks

Prof. Dr. Sebastian Kummer

Head of the Institute of Transport and Logistics,
Vienna University of Economics and Business

Board Member of the Austrian Logistics Association (BVL)

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Solution providers attending the TRANSLOG Connect Congress 2016

To ensure the success of the TRANSLOG Connect Congress 2016, TEG is pleased to partner with a limited number of companies in each sponsor category offering valuable solutions and expertise in these key areas:

- ✓ Freight transport and logistics services
- ✓ Freight transport systems: ocean/sea, air, inland waters, rail, road
- ✓ Combined transport systems
- ✓ Courier, Express, Parcel
- ✓ Logistics systems for ports and shipping
- ✓ Intralogistics, warehouse management

- ✓ systems, auto ID, packaging
- ✓ Transport packaging, freight securing
- ✓ Storage, conveying, and distribution facilities
- ✓ Material handling, forklift systems
- ✓ Storage, racking, shelving
- ✓ Pallet pooling services
- ✓ Facilities for loading bays and terminals (interfaces between internal and external materials flow)
- ✓ IT/Telematics, e-business, telecommunications
- ✓ Communications systems
- ✓ Data-processing systems
- ✓ E-commerce and e-business systems

- ✓ Transport control and DP systems
- ✓ Integrated traffic management systems (ITMS)
- ✓ Road vehicles
- ✓ Rail vehicles
- ✓ Pipeline transport and energy transport systems
- ✓ Maintenance and repair
- ✓ Filling-station equipment
- ✓ Fuel cards
- ✓ AGV
- ✓ Sustainable logistics & storage
- ✓ Sustainable energy usage (fuel, electricity consumption, etc)
- ✓ Reverse logistics, waste management

Testimonials

"What Oscar ceremony means for actors in Hollywood this congress means for people for logistics. It is a question of prestige to be on such an event."

Miroslav Čorić, Head of Supply Chain, Export Control & Customs, **Siemens**

"These one-to-one meetings here should be the only way we do our meetings in the future, I believe that I found here again potential partners."

Dario Galinec, Executive Director for Logistics, **Podravka**

"Everybody was well prepared about details instead of general meetings like in Munich logistics. Very positive atmosphere for the meetings, constructive discussions!"

Manuel Grascha, International Logistics Project Manager, **KWS SAAT**

"The meeting scheduler is really a great tool, which helps to run this event effectively. We realized something between 100 and 150 meetings."

Dusan Drabek, Contract Logistics South East Europe Consumer & Automotive, **DB Schenker**

"TRANSLOG Connect attracts all the major players of not only the Hungarian market but also in the region, so CHEP has to be here. The meeting scheduler for me was amazing. We had the opportunity to meet a lot of customers in a very limited amount of time."

Stavros Kazakos, Country General Manager CE & Balkans, **CHEP**

Sponsors

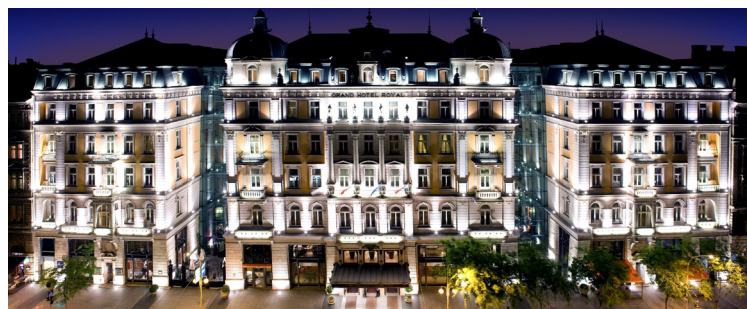


C.H. ROBINSON



Raben

*your partner
in logistics*



Venue and location

Hungary's strategic position in the heart of Europe and its role as one of the major transport junctions in the Central and Eastern European region makes it increasingly important as a regional distribution centre. Due to the highly developed infrastructure and well established logistics background, companies can benefit from remarkably high efficiency. Therefore several international manufacturers are among those that have invested in local manufacturing and regional distribution centres.

On top you will meet your peers, clients and business associates at the luxury *****Corinthia Grand Hotel Royal in the heart of Budapest, which is truly a one of a kind luxurious venue. The hotel is located in central Budapest and is easily accessible from throughout the city.

*******CORINTHIA Grand Hotel Royal Budapest**
Erzsébet körút 43-49, H-1073 Budapest, HUNGARY
T: +36 1 479 4000, F: +36 1 479 4333
www.corinthia.com

Arriving by plane: The CORINTHIA Grand Hotel Royal Budapest is located 25 minutes from the airport on the Pest side of the city.
Arriving by car: Parking is possible in the hotel's park house next to the hotel.

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Benefits of attending

- ✓ An invitation only event giving access to the congress floor
- ✓ Personalised CONFERENCE and pre-scheduled meetings through the secured Meeting Scheduler website to suit individual requirements and provide efficient use of time
- ✓ KEYNOTE PRESENTATIONS, case studies and interactive sessions by world-class industry experts and pioneers
- ✓ A relaxed but PROFESSIONAL BUSINESS ENVIRONMENT in which to explore new ideas, strategies and technical developments with industry colleagues, experts, and peers
- ✓ An opportunity to relax and enjoy the superb informal NETWORKING opportunity at the cocktail reception and a luxury seated buffet lunch
- ✓ PLANT EXCURSION to leading manufactures
- ✓ Complimentary congress INFORMATION PACK on arrival
- ✓ DOWNLOADING the conference presentations through our password protected website
- ✓ DISCOUNTED ROOM RATES at the Corinthia Grand Hotel Royal if booked via TEG
- ✓ Privileged status TRAVEL offers

The Events Group prides itself on bringing the regions experts together to deliver strategic case studies to a pan European delegation.

- | | |
|---|--|
| Head of Purchasing & Logistics, Volkswagen, Bosnia and Herzegovina | Logistics Director, E-On, Hungary |
| Head of Outbound Logistics, Litex Motors, Bulgaria | Corporate Logistics Lead Buyer, Agrana, Austria |
| General Manager, Magna Cartech, Czech Republic | Director of Technical Operations & Supply Chain, Kvasac, Croatia |
| Managing Director Inbound Operations, Renault Nissan Alliance, France | Executive Director of Logistics, Podravka, Croatia |
| Logistics Manager Central Europe, Delphi, Germany | Logistics & Distribution Director, Hame, Czech Republic |
| Senior Vice President Logistics, Deutz, Germany | IT Director, Nowaco, Czech Republic |
| EMEA Logistics Director, Takata, Germany | Supply Chain Director, Kri-Kri, Greece |
| Logistics & Supply Chain Manager, Bridgestone, Hungary | Head of Logistics, FrieslandCampina, Hungary |
| General Manager European Logistics, SEWS - Components & Electronics Europe, Hungary | Transport Manager, Heineken, Hungary |
| Director of Logistics, Mercedes-Benz, Hungary | Strategic Procurement Manager Fleet & Logistics, Coca-Cola HBC, Italy |
| Vice President Global Logistics, Takata, Japan | General Manager, Vitaminka, Macedonia |
| Head of Supply Chain, Visteon Electronics, Macedonia | Head of Logistics, 13 jul - Plantaže, Montenegro |
| Logistics Director, NSK, Netherlands | Global Operations Director, Activlab, Poland |
| Logistics Manager, Kirchhoff, Poland | Logistics Manager, HOOP, Poland |
| Operations Manager, BOS Automotive, Romania | Deputy Purchasing Director, RomAqua Group, Romania |
| Head of Logistics Eastern Europe, Kromberg & Schubert, Romania | Operations Director, Scandia Food, Romania |
| Head of Logistics, Draexlmaier Automotive, Serbia | Operation Director, Dijamant, Serbia |
| Logistics Manager, Le Belier, Serbia | Head of Logistics, Knjaz Miloš, Serbia |
| Warehouse & Transport Manager, Continental Matador Rubber, Slovakia | Operation Director, Carlsberg, Ukraine |
| Regional Head of Logistics, Toyota Adria, Slovenia | Purchasing Manager, Zobe, Bulgaria |
| Logistics Manager, MMM Autoparts, Spain | Logistics & Operations Manager, Perfetti Van Melle, Czech Republic |
| Head of Vehicle Logistics & Inventory, Cadillac Europe, Switzerland | Head of Logistics Operations, British American Tobacco, Hungary |
| Head of Planning & Logistics CEE, Henkel, Austria | CEO, Expo Commerce, Montenegro |
| Supply Chain Manager & Executive Director, Solvay, Bulgaria | Logistics Director CEE, Unilever Supply Chain Company, Switzerland |
| Logistics & Transport Manager, Policolor, Romania | Commercial Lead Bakery Europe - Supply Chain, McDonald's Europe, Austria |
| Head of Purchasing & Logistics, Chemosvit, Slovakia | Supply Chain Manager SEE, AmRest, Hungary |
| Head of Logistics & Customer Service, Mapei, Bulgaria | Head of Supply Chain Management, METRO, Hungary |
| Supply Chain Manager, Cemex, Croatia | Supply Chain Director, Pizza Hut & KFC, Romania |
| Logistics Manager CEE, Kingspan, Czech Republic | Head of Logistics, Selgros Cash & Carry, Romania |
| Head of Logistics & Customer Service, ETEM, Greece | Director of Logistics, Mercator Group, Serbia |
| Purchasing Manager, Baumit, Poland | Logistics Director, Engrotus, Slovenia |
| Head of Purchasing & Logistics, Sanex/ Lasselsberger, Romania | Head of Logistics, ArcelorMittal Tubular Products, Romania |
| HUB South East Europe Manager, Beiersdorf, Austria | VP Procurement EMEA, CTDI, Germany |
| Transportation Manager, Avon Cosmetics, Hungary | Head of Purchasing & Logistics, Alstom, Hungary |
| Head of Logistics, Xerox, Czech Republic | General Manager, GE Healthcare, Hungary |
| Head of Procurement EMEA, Hewlett-Packard, Hungary | CEO, Forest-Style, France |
| Managing Director Global Supply Chain, Schneider Electric, Hungary | Logistics Director, Achema Group, Lithuania |
| Vice President, Amica, Poland | Global Procurement Category Manager, Prysmian Group, Netherlands |
| Supply Chain Manager, Whirlpool, Poland | Manager Transport Department, Weglökoks, Poland |
| Logistics & Transport Manager, Arctic, Romania | COO, PGS & Sofa Co, Romania |
| Supply Chain Director, Celestica, Romania | Area Supply Chain Planning Manager, Danfoss Trata, Slovenia |
| Head of EMEA Logistics Operations & 3PL, Lenovo, Slovakia | Head of Logistics, Import & SCM OBI, Czech Republic |
| General Manager, Panasonic, Slovakia | Head of Logistics, dm Drogerie Markt, Slovenia |
| Director of Logistics, Gorenje, Slovenia | Regional Logistics Manager, Studio Moderna, Slovenia |
| Transportation Purchasing Manager, Electrolux, Sweden | Manager Road Transportation Contract Management, MOL Group, Hungary |
| International Logistics Engineer, Arcelik, Turkey | Purchasing Manager, LONZA Biotec, Czech Republic |
| Head of GSS Logistics & Business Development, Flextronics, Ukraine | Customer Service & Logistics Director CEE, GSK, Hungary |

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Delegate Registration Form

TRANSLOG CONNECT CONGRESS 2016

VENUE: CORINTHIA Grand Hotel Royal Budapest, Hungary

DATE: 23-24 November 2016

PLEASE COMPLETE THIS FORM AND FAX BACK TO:

Delegate Relations: Fax No.: **+36 1 219-5726**

Or scan and send to: **marketing@tegevents.eu**

(Please note: the registration is only valid if both pages are filled and sent)

Registration Details (Please print clearly)

Name (Mr./Ms./Dr./Prof.):

Mobile:

Position:

Email Address:

Organisation:

Name of Personal Assistant:

Website:

Email of Personal Assistant:

Address:

City:

Country/Postcode:

Telephone:

Delegate package includes:

- 1.COMPLIMENTARY access to 4 PRESENTATIONS PER DAY
- 2.COMPLIMENTARY access to the CONGRESS FLOOR
- 3.COMPLIMENTARY meetings with solution providers
- 4.COMPLIMENTARY copy of the EVENT CATALOGUE
- 5.DOWNLOAD of presentations after the event
- 6.COMPLIMENTARY access to the COCKTAIL RECEPTION
- 7.COMPLIMENTARY seated buffet LUNCH
- 8.COMPLIMENTARY access to the PLANT EXCURSION
- 9.DISCOUNTED ROOM RATES at the Corinthia Grand Hotel Royal if booked via TEG



1. How did you hear about the TRANSLOG Connect Congress?

- Email newsletter
- Direct contact from our organisation
- Contact from a vendor (Please Specify)
- Contact from a colleague
- Others (Please Specify)

2. Please list your primary business activity:

- Manufacturer
- Distributor
- Wholesaler
- Retailer
- Others (Please Specify)

3. Scope of responsibility:

- Local
- Central Eastern Europe
- Europe
- EMEA
- Global
- Others (Please Specify)

4. Budget power:

- 100.000 - 1.000.000 Euros
- 1.000.000 - 5.000.000 Euros
- 5.000.000+ Euros

5. What is your role in the purchasing decisions for your organisation?

- Decision Maker
- Influence
- Report to
- None

6. Who do you report to (name & job title)?

7. What are your 3 key priorities for the next 6 to 18 months?

1. _____
2. _____
3. _____

8. What types of products/services are you interested in discussing with solution providers?

- Freight transport and logistics services
 - ocean/sea
 - air
 - inland waters
 - rail
 - road
 - warehousing
- Courier, Express, Parcel
- Combined transport systems
- Logistics systems for ports and shipping
- Logistics systems for the air cargo industry
- Security & tracking systems, anti-theft protection
- Cargo heating, transport refrigeration, cold-chain management
- Intralogistics
- AGV
- Auto ID
- Warehouse management systems
- Packaging, transport packaging, freight securing
- Storage, conveying, and distribution facilities
- Machines & equipment

- Storage, racking, shelving, space optimisation
- Lighting & lumination systems
- Inventory optimisation
- Intelligent picking systems
- Inventory tracking systems
- Material handling, forklift systems
- Pallet pooling services
- Facilities for loading bays and terminals (interfaces between & external materials flow)
- IT/Telematics, e-business, telecommunications
- Communications systems
- Data-processing systems, big data management
- E-commerce and e-business systems
- Transport control and DP systems
- Integrated traffic management systems ITMS
- Road vehicles
- Rail vehicles
- Pipeline transport and energy transport systems
- Maintenance and repair
- Filling-station equipment
- Fuel cards
- Sustainable logistics & storage
 - Sustainable energy usage (fuel, electricity consumption, etc)
 - Reverse logistics, waste management

9. Which service providers would you like to see at the event?

10. Which suppliers/service providers do you currently work together with?

11. Which other decision makers or colleagues should we also invite?

12. How are you hoping to benefit from attending TRANSLOG Connect?

1. _____
2. _____
3. _____

All information provided is used solely for the purpose of organising this event.

Cancellation policy:

By signing this registration form, the parties explicitly confirm their agreement with the terms and conditions as detailed below.

Should you cancel your booking please notify us by e-mail. Please note that cancellation is subject to a cancellation fee. For cancellation on or prior to October 31st 250 EUR+ VAT will be charged. For cancellations beyond October 31st 500 EUR + VAT will be charged. In case of non-attendance, it shall qualify as cancellation; therefore, the cancellation policy shall also be applicable. Cancellation fee will not apply subject to a replacement within a similar decision making role.

By signing the present registration form, I as the authorised representative of the delegate company, hereby declare that TEG informed and enabled me to get know the content of the general terms and conditions set forth above and I have read and completely understood the whole content of this registration form.

Authorising Signature & Stamp (On Behalf of the Client)

Date

Authorising Signature & Stamp (On Behalf of TEG)

Date

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Hotel Booking Form

*****CORINTHIA Grand Hotel Royal Budapest

Erzsébet körút 43-49, Budapest 1073, Hungary

The rates are quoted in Euro, plus VAT and include buffet breakfast, which is served in the Brasserie restaurant between 06:30 – 10:30.

Further the rates include access to the Royal Spa, discounts on spa treatments and complimentary wired and wireless internet in the bedrooms.

Superior room for single occupancy: 161 Euro/ night (+VAT)

Superior room for double occupancy: 189 Euro/ night (+VAT)

Check-in time: 03.00 p.m.

Check-out time: 10.00 a.m.

1) RESERVATION FORM:

Name	Passport / ID Number*	Date of birth*	Arrival date	Check-out Date	Single or Double Room	Total (+VAT)
Total:						

* requested according to Hungarian law

2) PAYMENT OPTIONS:

Please send an invoice to the company address / to my personal address (please underline):

Company / personal name: _____

VAT number: _____

Address: _____

Please charge my credit card

Credit Card Type: VISA MASTERCARD Diners Eurocard AMEX

Card Number:

Full Name (as appears on the card): _____

Valid From: / (if shown) Expiry Date: / CVV Number:

Authorising Signature & Stamp

Date

TEG will send the invoice shortly after receiving the signed reservation form. The invoice for the total final cost is payable within 5 days upon receipt. Please note, in case of cancellation, full cost will be payable. You may amend the participants without additional charge.