

TRANSLOG connect congress

2016 BUDAPEST
23-24 NOVEMBER

TRANSPORTATION, LOGISTICS & SUPPLY CHAIN
CONGRESS FOR ENLARGED EUROPE



*"The secret of success
in life is for a man to be ready
for his opportunity when it comes."*

Benjamin Disraeli (1804–1881), British politician

MEMBERS of the Programme Advisory Committee

PROF. DR. SEBASTIAN KUMMER

Head of the Institute of
Transport and Logistic
Vienna University of
Economics and Business



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Chain Association



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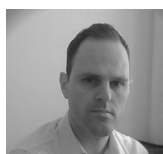
LÁSZLÓ LOVASSY
Sales Operations
Manager
Cadillac Europe



GÁBOR KISS
Supply Chain
Director, Metro



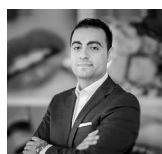
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DUŠAN ĆURDIĆ
Head of Factory
Logistics Nestlé



ALIN SORIN FETITA
Executive Vice
Chairman
Chimica Group



GÖKHAN ÇAKMAK
Global Logistics
Director Oriflame

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.

CEE LOGISTICS & SCM EXCELLENCE AWARD | 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. 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.

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 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.

PRE - EVENT PROGRAM | NOVEMBER 22nd

Excursion to the Szentkirályi Mineral Water plant in Szentkirály



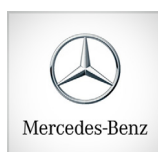
Visitors of TRANSLOG 2016 will have the opportunity to get an inside look at the Szentkirályi Mineral Water plant and warehouse in Szentkirály, one day prior to the event, on the 22nd of November at 5 pm, limited for 50 delegates only and available on a first come first serve complimentary basis. In addition, the participants will have an opportunity to taste a selection of the Szentkirályi Water brand.

TRANSFER The bus will leave in front of the CORINTHIA Grand Hotel Royal on November 22nd at 3:30 pm and will return after the plant visit at approximately 8 pm.

POST - EVENT PROGRAM | NOVEMBER 24th

Excursion to the Mercedes-Benz Manufacturing Plant in Kecskemét

"Take a look behind the scenes and see how our cars are being made in line with our customers' orders by means of cutting-edge technologies. During your visit to our production halls you will experience in person how Mercedes-Benz CLA and B-class cars are born, along with our third model, the CLA Shooting Brake, which was put on the market in 2015."



Due to the extremely high demand in the previous years, the congress again provides the opportunity to visit the Mercedes-Benz Manufacturing Plant in Kecskemét on November 24th at 5 pm limited for 80 delegates only and available on a first come first serve complimentary basis.

TRANSFER The bus will leave in front of the CORINTHIA Grand Hotel Royal on November 24th at 4 pm and will return after the plant visit at approximately 8 pm.

DAY 1 | WEDNESDAY NOVEMBER 23rd

Chairman's Opening Address & Keynote Presentation:

Digitalisation: Business opportunity or costs trap for CEE Logistics?

- Digitalization in CEE Logistics
- Take IT or leave the business
- Find digital business opportunities
- Avoid cost traps

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.

THOMAS MAYER, Head of Corporate Key Account Management, **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**

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**

Case Study Presentation:

Supply the West from the East - exception or trend

- CEE based DCs supplying Western markets
- Key drivers and advantages
- Pros and cons
- Case studies
- Sustainability?

SLAWOMIR BLOTNY, Business Development Director, **Raben Group**

Case Study 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**

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

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, CEO, **Waberer's International Zrt.**

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**

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**

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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BENEFITS OF ATTENDING



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 Ćorić, 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



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
- 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

BRINGING THE REGIONS EXPERTS TOGETHER TO DELIVER STRATEGIC CASE STUDIES TO A PAN EUROPEAN DELEGATION

Head of Purchasing & Logistics, Volkswagen, Bosnia and Herzegovina
 Head of Outbound Logistics, Litex Motors, Bulgaria
 General Manager, Magna Cartech, Czech Republic
 Managing Director Inbound Operations, Renault Nissan Alliance, France
 Logistics Manager Central Europe, Delphi, Germany
 Senior Vice President Logistics, Deutz, Germany
 EMEA Logistics Director, Takata, Germany
 Logistics & Supply Chain Manager, Bridgestone, Hungary
 General Manager European Logistics, SEWS - Components & Electronics Europe, Hungary
 Director of Logistics, Mercedes-Benz, Hungary
 Vice President Global Logistics, Takata, Japan
 Head of Supply Chain, Visteon Electronics, Macedonia
 Logistics Director, NSK, Netherlands
 Logistics Manager, Kirchhoff, Poland
 Operations Manager, BOS Automotive, Romania
 Head of Logistics Eastern Europe, Kromberg & Schubert, Romania
 Head of Logistics, Draexlmaier Automotive, Serbia
 Logistics Manager, Le Belier, Serbia
 Warehouse & Transport Manager, Continental Matador Rubber, Slovakia
 Regional Head of Logistics, Toyota Adria, Slovenia
 Logistics Manager, MMM Autoparts, Spain
 Head of Vehicle Logistics & Inventory, Cadillac Europe, Switzerland
 Head of Planning & Logistics CEE, Henkel, Austria
 Supply Chain Manager & Executive Director, Solvay, Bulgaria
 Logistics & Transport Manager, Policolor, Romania
 Head of Purchasing & Logistics, Chemosvit, Slovakia
 Head of Logistics & Customer Service, Mapei, Bulgaria
 Supply Chain Manager, Cemex, Croatia
 Logistics Manager CEE, Kingspan, Czech Republic
 Head of Logistics & Customer Service, ETM, Greece
 Purchasing Manager, Baumit, Poland
 Head of Purchasing & Logistics, Sanex/ Lasselsberger, Romania
 HUB South East Europe Manager, Beiersdorf, Austria
 Transportation Manager, Avon Cosmetics, Hungary
 Head of Logistics, Xerox, Czech Republic
 Head of Procurement EMEA, Hewlett-Packard, Hungary
 Managing Director Global Supply Chain, Schneider Electric, Hungary
 Vice President, Amica, Poland
 Supply Chain Manager, Whirlpool, Poland
 Logistics & Transport Manager, Arctic, Romania
 Supply Chain Director, Celestica, Romania
 Head of EMEA Logistics Operations & 3PL, Lenovo, Slovakia
 General Manager, Panasonic, Slovakia
 Director of Logistics, Gorenje, Slovenia
 Transportation Purchasing Manager, Electrolux, Sweden
 International Logistics Engineer, Arcelik, Turkey

Logistics Director, E-On, Hungary
 Corporate Logistics Lead Buyer, Agrana, Austria
 Director of Technical Operations & Supply Chain, Kvasac, Croatia
 Executive Director of Logistics, Podravka, Croatia
 Logistics & Distribution Director, Hame, Czech Republic
 IT Director, Nowaco, Czech Republic
 Supply Chain Director, Kri-Kri, Greece
 Head of Logistics, Friesland Campina, Hungary
 Transport Manager, Heineken, Hungary
 Strategic Procurement Manager Fleet & Logistics, Coca-Cola HBC, Italy
 General Manager, Vitaminka, Macedonia
 Head of Logistics, Plantaže, Montenegro
 Global Operations Director, Activlab, Poland
 Logistics Manager, HOOP, Poland
 Deputy Purchasing Director, RomAqua Group, Romania
 Operations Director, Scandia Food, Romania
 Operation Director, Dijamant, Serbia
 Head of Logistics, Knjaz Miloš, Serbia
 Operation Director, Carlsberg, Ukraine
 Purchasing Manager, Zobebe, Bulgaria
 Logistics & Operations Manager, Perfetti Van Melle, Czech Republic
 Head of Logistics Operations, British American Tobacco, Hungary
 CEO, Expo Commerce, Montenegro
 Logistics Director CEE, Unilever Supply Chain Company, Switzerland
 Commercial Lead Bakery Europe - Supply Chain, McDonald's Europe, Austria
 Supply Chain Manager SEE, AmRest, Hungary
 Head of Supply Chain Management, METRO, Hungary
 Supply Chain Director, Pizza Hut & KFC, Romania
 Head of Logistics, Selgros Cash & Carry, Romania
 Director of Logistics, Mercator Group, Serbia
 Logistics Director, Engrotus, Slovenia
 Head of Logistics, ArcelorMittal Tubular Products, Romania
 VP Procurement EMEA, CTDI, Germany
 Head of Purchasing & Logistics, Alstom, Hungary
 General Manager, GE Healthcare, Hungary
 CEO, Forest-Style, France
 Logistics Director, Achema Group, Lithuania
 Global Procurement Category Manager, Prysmian Group, Netherlands
 Manager Transport Department, Weglökoks, Poland
 COO, PGS & Sofa Co, Romania
 Area Supply Chain Planning Manager, Danfoss Trata, Slovenia
 Head of Logistics, Import & SCM OBI, Czech Republic
 Head of Logistics, dm Drogerie Markt, Slovenia
 Regional Logistics Manager, Studio Moderna, Slovenia
 Manager Road Transportation Contract Management, MOL Group, Hungary
 Purchasing Manager, LONZA Biotec, Czech Republic
 Customer Service & Logistics Director CEE, GSK, Hungary