



**SHORTSEA-EURO**  
ANTWERP 19-20 JUNE 2012

The 5th shortsea  
conference organised  
by Navigate

**Be seen at Europe's  
largest and most  
prestigious shortsea  
gathering in 2012**

naVigate  
events

Exhibition and Sponsorship opportunities



## THE EVENT

Navigate Events has been running an annual shortsea conference for five years. Shortsea-Euro is the definitive and premier gathering for the shortsea industry. It is the only event of its kind where senior representatives meet to debate the topical issues of the day and also to network and further their business opportunities.

Our events regularly attract audiences of around 200 people representing manufacturers and retailers, buyers of shortsea transport, shippers, receivers, shortsea carriers (liquid-bulk, dry-bulk, feeders, shortsea containers, vehicle, barge), logistics providers, ports and terminals and a range of service providers.

The 2012 event will be held in the shortsea hub of Antwerp and include a full, two-day conference programme alongside ample opportunity for networking.

The conference will comprise a thought provoking programme covering the key issues facing this diverse market. What do shipowners think of the future prospects for the unitised and bulk sectors? Where will the future cargoes come from and which routes are under threat? What does the customer want from shortsea providers and are they making unrealistic demands? What sorts of pressures do shippers face and why should they care about the shortsea options? What is Brussels doing for the sector and could its

efforts be re-focused to encourage modal shift? And, by popular demand, we will again stage a parliamentary-style debate.

After a stimulating day of debate, delegates will be treated to a sumptuous reception at a premier Antwerp destination. And, to add some reality to the event, a tour of port will be offered to all who attend the conference.



**All sponsors and exhibitors will have their logos featured as part of our extensive event marketing campaign. This will include:**

- > Direct mail to over 15,000 industry contacts
- > Regular emails to more than 20,000 relevant people
- > Trade press advertising
- > Media relations campaign
- > Web traffic in the 2011 campaign generated more than 5,500 unique visitors to [www.navigateevents.com](http://www.navigateevents.com)

## Who has attended a Navigate shortsea event?

A&G Global Financing, A.P.Møller-Mærsk, ABS, ACB Agencies, Adam Chartering Ltd, AECOM, Ahlmark Lines AB, AIB Corporate Banking, American Feeder Lines, Argosea Services Ltd, Arklow Shipping, Arkon Shipping GmbH, Armac Marine Management Ltd, Associated British Ports, Associated Danish Ports, Atlantic Container Lines, B9 Shipping, Baltic Distribution Ltd, Bank of Ireland, Barcelona Port Authority, BCMI, BCT Baltycki Terminal Kontenerowy, Belchem Shipping AS, Belfast Harbour Commissioners, Beltships, Berenberg Bank, BG Freight Line, Bibby Line Group, Bibby Shipmanagement, BLG AutoTerminal, Bremmerhaven, BLG Logistics Group, BMCI Corporate Insurance Broking, Boeckmans België, Bookes Bell, Bremer Reederei E&B, Brittany Ferries, BSH Bosch und Siemens Hausgerate, Buck Consultants, Burke Shipping Group, Buss Ports, Capco Trust Jersey Ltd, Carmeuse Trading & Services, Carrier Transicold, Caterpillar Marine Power Systems, Celtic Forwarding Ltd, Cemex, CFT Group, CILT, City of Galway Shipping, Clydeport Ltd, Coastal Bulk Shipping, Coastal Container Line, Cogema Sam, Collett Marine, Combined Maritime Services, Conoship International, Containerships, Copenhagen Business School, Copenhagen Malmö Port AB, CPCS Transcom, Cronos Containers, CSL Europe, CTL Logistics, Cuxport GmbH, Cuxport GmbH, Dabelstein & Passehl, DB Port Szczecin, Delta Shipping Lines, Denholm Barwil Limited, Department for Transport (Germany), Department for Transport (UK), Derin Shipping Co, DFDS Container Line BV, DFDS Seaways, DG Environment, European Commission, DG Move, EC, Diageo, Dillon Eustace Solicitors, Dong Energy Power, DP World Southampton, Drewry Shipping Consultants, Drogheda Port Company, Dublin Port Company, Dun Loaghaire Harbour Co, Dunkerque Port, DVB Bank, DVZ - Deutsche Logistik-Zeitung, EcoPorts and ESPO, ECSA, Edimaster Oy, ELAA, Electrolux, Emden Promotion Society, EMS Chartering GmbH, Eucon Shipping and Transport, Euroafrica Shipping Lines, Eurofin Group, Eurolist International, Europe Container Terminal, European Commission, European

Community Shipowners' Association, European Liner Affairs Association, European Maritime Pilots Association, European Shippers Council, Euroports, EVAG, Exis Technologies, Fertigo Nv, Flanders Investment & Trade, Fleet Management, Fleet Transport Magazine, Flinter, Fraunhofer-Center für Maritime Logistik, Freight Best Practice, Freight by Water, Galway Harbour Company, Gottwald Port Technology, GP Shipping, Greenore Port, Groot Ship Design, GT Gillie & Blair Ltd, Hackett Associates, Hamburg Port Authority, Hamburg School of Business Administration, Handelskammer Hamburg, Hapag Lloyd, Harland and Wolff HI Ltd, HAV Chartering, Haven Gateway Partnership, HBJ Gateley Wareing, HC Shipping & Chartering, HHLA Container Terminals GmbH, Hill Dickinson, HJ Heinz, Holman Fenwick Willan, Hutchison Westports, i3 Group, IBEC-CBI Joint Business Company, Iberdrola Renovables Offshore, ICHCA International, Iggesund Paperboard, Imerys Minerals, Ince and Co, Inchcape Shipping Services, ING Bank, Institute of Shipping Economics and Logistics, International Freighting Weekly, Intra Europe Trade, Irish Continental Group Plc, Irish Dairy Board, Irish Exporters Association, Irish International Freight Association, Irish Maritime Development Office, Irish Potato Marketing, J Muller AG Brake, James Fisher Everard, Jebesen Beltship Pool, Jenkins Shipping, Jeppesen, JF Hillebrand Deutschland, JLT, John Good Shipping, K&S AG, Katoen Natie, Killybegs Shipping Services, Knowledge Transfer Network, KPMG, Kühne + Nagel, Lavelle Coleman, LD Lines, Liebherr, Liverpool John Moores University, Liverpool Produce Terminal, Lloyd's List, Lloyd's Register, Lombard Ireland Ltd, MacAndrews, Maersk Broker, Maersk Training Centre, Marine Terminals Ltd, MariNova Consulting Ltd, MariTerm AB, Maritime Management, Maritramp, Martin Butterly & Co, Mason Hayes & Curran, Massachusetts Institute of Technology, Masterfoods, Matheson Ormsby Prentice, MDS Transmodal, Mersey Maritime, Milford Haven Port Authority, mph Pressebüro Hollmann, MSC, MTL Maritime Transport + Logistik, Mullock & Sons, NHS, Norfolkline, North Atlantic Shipping Ltd, Norton Rose,

Norvik Shipping & Logistics, Norwegian Car Carriers, Nova & Hesse-Noord Natie, O.W. Bunker & Trading A/S, One51 plc, OOCL, OPDR, Osse Overslag Centrale, Osterstroms, OTS Shipping Services Ltd, Paradigma, PD Ports, Peel Ports, Peninsular Petroleum, Poole Harbour Commissioners, Port Autonome Du Havre, Port de Boulogne-sur-Mer, Port Evolution Management, Port of Aarhus, Port of Amsterdam, Port of Antwerp, Port of Calais, Port of Cork, Port of Dublin Company, Port of Esbjerg, Port of Ghent, Port of Gothenburg, Port of Hamburg, Port of Le Harve Authority, Port of Normandy Authority, Port of Oslo, Port of Rotterdam, Port of Tyne, Port of Waterford, Port of Zeebrugge, Portic Serveis de Comerç Electrònics, S.A, Ports Normands Associes, Ports of Normandy Authority, PRB Associates, PricewaterhouseCooper, PSA HNN, RA Burke Ltd, Raets Marine Insurance BV, RDM Consultants, Region Blekinge / EWTCII, Rhenus/Cuxport Logistics, RightShip (UK) Ltd, Robert Kukla GmbH, Rosslare Europort, Rusal, Samskip, SCA Transforest, SCA Transforest AB, Schepers Bereederung, Seabess Ltd, Seafreight Dept, Sealane Terminals BV, Seaports of Niedersachsen, Shannon Foynes Port, Shannon Foynes Port Company, Shell U.K. Oil Products Limited, Softship, Spanaco Shipping Services, SPC Estonia, SPC France, SPC Germany, SPC Belgium, SPC Holland, Stephan Schmidt Group, STS International Ltd, Stukwerkers Havenbedrijf, Sustainable Maritime Solutions Ltd, Tallinn Bekker Port, Team Lines, TECHNOLOG GmbH, The Bristol Port Company, The Mersey Partnership, The Shippers Voice, Thermo King, Transport Canada, Treasury Holdings Ltd, TT Line, Tutech GmbH, UK Ports & Logistics, UK Trade & Investment, UK Trade and Investment, Ulstein ES-CAD Engineering AS, UniCredit Bank AG, Unifeeder, UNIMER, Union Transport Group plc, University of Hull, University of Plymouth, US DOT - Maritime Administration, Viking Shipping Company, Waalhaven Group, Wartsilla, Weightmans LLP, Wellman International, Wijnne Barends, Wilhelm Borchert GmbH, Wilson EuroCarriers, Zeeland Shipping, Zeppelin Power Systems, ZHD Dordrecht

**“A unique opportunity to put your name in front of the people that matter in the European shortsea sector”**

# EXHIBITING

Take exhibition space to promote directly to our delegates.

Package includes:

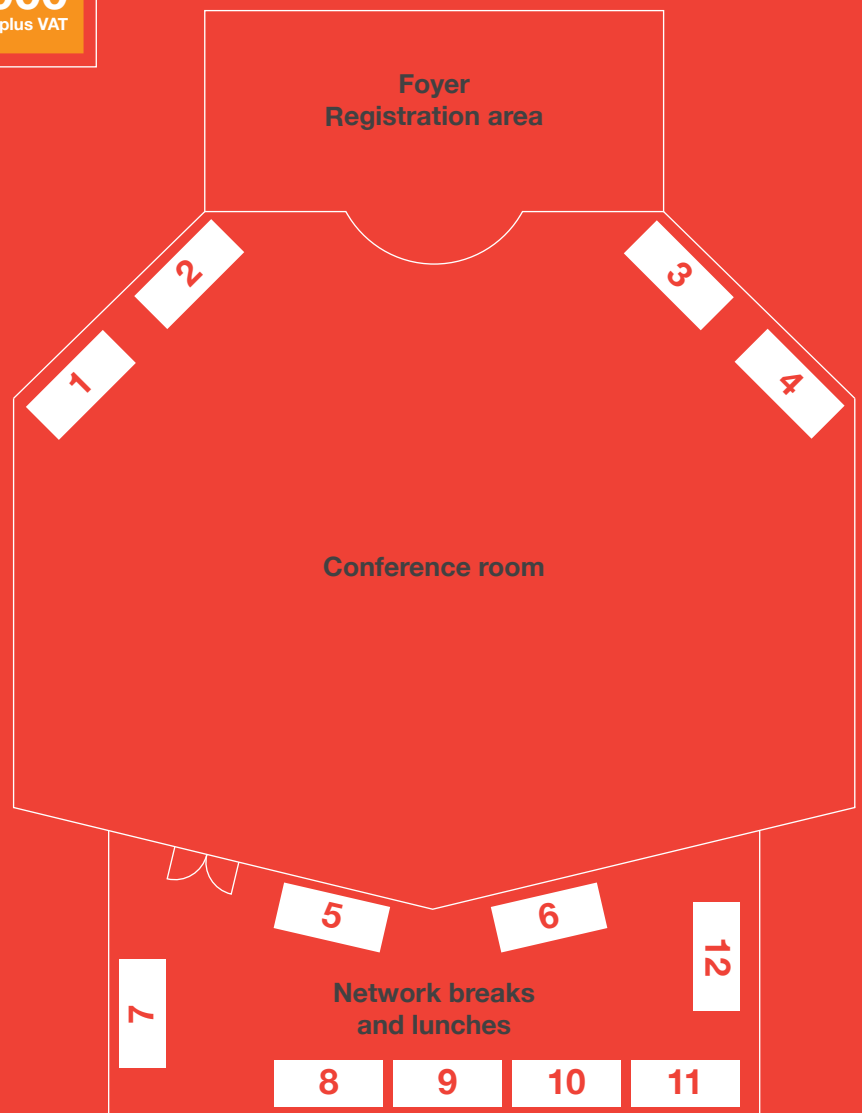
- > Logo and company write-up on the conference website with link to your website
- > Logo displayed on conference signage and holding slide in the main conference room during all session breaks
- > Distribution of your corporate brochures or any promotional material
- > Exhibition space (maximum 3mx2m) within the exhibition or conference hall
- > Two complimentary exhibitor passes for the manning of your stand

To book your space contact Will Bixby on  
+44 20 7369 1650 / [wbixby@navigateevents.com](mailto:wbixby@navigateevents.com)

Package price  
**€2000**  
plus VAT



Exhibition plan:



# SPONSORSHIP PACKAGES – BRANDING

Four packages to maximise your exposure by branding across the 2012 conference before, during and after the event.

## Primary Sponsor (sole sponsorship)



**Haven van Antwerpen**

Highly visible logo placement and top billing on pre-event, at event and post event marketing material. Package includes:

- > Logo on the conference website with link to your website
- > Logo on the front of the conference brochure and all primary marketing material – shown as lead sponsor
- > A corporate profile to be included in the conference documentation
- > Logo to be displayed on conference signage and holding slide in the main conference room during all session breaks
- > Distribution of your corporate brochures or any promotional material
- > Exhibition space (maximum 3mx2m) within the conference area
- > Two complimentary delegate passes to allow access to the main conference and reception

## Event Supporter (multiple sponsorships)

Take full advantage of branding across the conference. Package includes:

- > Logo on the conference website with link to your website
- > Your company logo on the conference brochure
- > Your company logo on the conference signage
- > A brochure inserted into each delegate pack
- > A complimentary delegate pass to attend the conference and networking reception

Package price  
**€2000**  
plus VAT

## Delegate Bags

Display your company logo on our quality bags given to each delegate to be used during and after the conference. Package includes:

- > Your company logo on the event web site
- > Your company logo on the conference brochure
- > A brochure inserted in to each delegate pack

Each conference bag will be printed with your company logo alongside the event logo.

Package price  
**€2500**  
plus VAT

## Delegate badges and registration desk

Sponsorship of the delegate badges and delegate registration ensures your logo is highly visible throughout the conference. Package includes:

- > Your company logo on each delegate badge
- > Opportunity to brand the registration desk
- > Your company logo on the event web site
- > Your company logo on the conference brochure

Package price  
**€2000**  
plus VAT

Other sponsorship opportunities such as pens, pads, memory sticks or corporate gifts are available. Contact us for more information

# SPONSORSHIP PACKAGES – HOSTING

Packages are based on hosting an event at the conference giving you direct access to delegates

## Conference reception

After the conference on the first day, all delegates will be invited to join a reception at a special Antwerp destination. Package includes:

- > Logo on the conference website with link to your website
- > Logo displayed on the conference brochure
- > Logo displayed on conference signage and holding slide in the main conference room during all session breaks
- > Additional signage displayed promoting your company as the reception sponsor
- > Distribution of your corporate brochures or any promotional material at the reception
- > Two complimentary delegate passes to access the main conference
- > Ten additional invitations for your clients or colleagues to attend the reception

Price  
depends on  
requirements

## Refreshment breaks

An opportunity to sponsor the coffee & tea breaks and/or the lunch breaks on one or both days. Package includes:

- > Logo on the conference website with link to your website
- > Logo displayed on the conference brochure
- > Logo displayed on conference signage and holding slide in the main conference room during all session breaks
- > Additional signage will be displayed promoting your company as the refreshment sponsor
- > Distribution of your corporate brochures or any promotional material at lunch
- > One complimentary delegate pass to the main conference

(price will be reduced for just lunch or coffee break sponsorship)

€3500  
one day  
€5000  
both days

## To discuss your sponsorship or exhibition requirements contact:

**Will Bixby on +44 020 7369 1650**  
**wbixby@navigateevents.com**

### About the organisers

Navigate Events is an organiser of high-level international conferences for the shipping and logistics industries. Based at the Baltic Exchange in the heart of maritime London, we pride ourselves on delivering thought provoking events which provide our delegates with real information and insight as well as business opportunities.

Navigate Events is run by industry insiders who understand what makes an interesting conference. No sales pitches. No fluff. Just high quality presentations and high quality networking. We believe in providing value-for-money. All our conference are held at top-quality venues and include plenty of networking opportunities.

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