

“ 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



Rogier van Zon



Stefan Putzlocher



Dr. Johann Seif



Miguel Suarez



Zoltán Gábor



László Urbányi



Milan Lecic



Pascal Männche



Péter Boncsér



Dr. Péter Lakatos



Prof. Zoltán Szegedi



Prof. Zoltán Kovács

A unique event

The Events Group is delighted to invite you to the Annual **TRANSLOG Connect Congress** for Enlarged Europe 2012 in Budapest, Hungary, which has established itself as the market leading event in its field and will be the only regional cross industrial logistics, transportation and supply chain management event for the entire Central and Eastern European region in 2012. Your most respected peers and European industry leaders will share their expertise within keynote presentations, panel discussions and case studies and will provide you with the most up to date market insights. Additionally the pre-scheduled one-to-one meetings with leading local and international solution providers will offer the most innovative products and services available on the market. All this combined with informal networking opportunities will provide an exclusive interactive platform. The congress further provides an opportunity to visit the **Coca-Cola plant in Dunaharaszti** on November 29th at 4:00 PM and the **Audi plant in Győr** on November 27th limited to 50 delegates only and available on a first come first serve complimentary basis. Do not miss this opportunity to network and establish connections, **exchange ideas and gain knowledge!**

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:

- **Stefan Putzlocher**, Director Logistics, **Mercedes-Benz Manufacturing Hungary**
- **Rogier van Zon**, Head of Global Warehousing and Distribution TP Vision, **Philips**
- **Dr. Johann Seif**, VP International Planning and Logistics, **Henkel**
- **Miguel Suarez**, Director of Supply Chain Center of Business Excellence, **Swarovski**
- **Thomas Kitzeberger**, Corporate Logistics Lead Buyer Sea Freight CEE, **Agrana**
- **Péter Boncsér**, Supply Chain Director, **Auchan**
- **Zoltán Gábor**, General Manager, Site & Operations, **GE Healthcare**
- **Milan Lecic**, President of the **Croatian Supply Chain Association (CSCA)**
- **László Lovassy**, Logistics Manager Europe, **Chevrolet Europe**
- **Pascal Männche**, Senior VP Logistics, **Deutz**
- **László Urbányi**, Managing Director, **Raba Automotive Components Manufacturing**
- **Dr. Péter Lakatos**, Former Head of Logistic Centre, **Teva** and Member of the Presidency at the **Hungarian Logistics Association (HLA)**
- **Prof. Zoltán Szegedi**, Director, MSc-Program in Logistics Management, **St. István University**
- **Prof. Zoltán Kovács**, Faculty of Economics, Department of Management, **University of Pannonia**



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Conference Programme

Chairperson - 1st day: Prof. Dr. Sebastian Kummer, Director of the Institute for Transport and Logistics Management, **Vienna University of Economics and Business** and Board Member of the **Austrian Logistics Association (BVL)**

Chairperson - 2nd day: Prof. Dr. Halina Brdulak, Chief of the Department of International Transport and Logistics at the Institute of International Management and Marketing, **Warsaw School of Economics** & Advisor of the Polish President of LLP – **DB Schenker Logistics**

Case Study Presentation: The New Delivery Strategy at TP Vision (former Philips TV business group)

- Re-design of the warehouse and transportation footprint to optimise the Supply Chain
- Additional saving potentials due to cross-boarder distribution and an automated order process with no manual interaction
- Lessons learnt

Rogier van Zon, Director Global Warehousing & Distribution, **TP Vision** - former **Philips TV business group**

Presentation: The Logistics Market and its Development in CEE and Trends of Global Logistics Market

- Optimism Index for the logistics industry in Poland for 2010-2012
- The key factors of customer satisfaction – changing during 2010-2012
- The big players in Logistics Industry and their potential (2010-2012)
- Trends in Global Logistics Market

Prof. Dr. Halina Brdulak, Chief of the Department of International Transport and Logistics at the Institute of International Management and Marketing, **Warsaw School of Economics** & Advisor of the Polish President of LLP – **DB Schenker Logistics**

Case Study Presentation: How to Assure a Flexible Supply Chain & High Reaction Rate? – Flexible & Fast SCM vs. Precise Forecasting

- Old FMCG planning and execution model: Accurate forecasts and safety stock levels
- Consumption trend of the last 3 years: Price sensitive demand
- New FMCG planning and execution model: Increased supply flexibility & demand shaping
- How to implement the new model: changing rules of business with suppliers, production facilities, logistics providers and key customers

Miguel Suarez, Director of Supply Chain Center of Business Excellence, **Swarovski**

Case Study Presentation: Collaborative Reengineering Plan for the Optimum Supply Chain Organisation and for Cost Reduction

- Presentation of Auchan and the organisation Supply Chain Auchan Hongrie
- Objectives of the reengineering plan
- Working method together with the service providers
- Final results and lessons learnt

Péter Boncsér, Distribution and Logistics Director, **Auchan**

Client Case Study Presentation: Port of Rotterdam - Partner in Supply Chain Excellence

- The Port & Port Vision 2030
- Intermodal developments
- Rotterdam as gateway to Europe
- Rail transportation out of shipper's perspective

Emile Hoogsteden, Director Containers, Breakbulk and Logistics, **Port of Rotterdam**

Case Study Presentation: Managing Supply Chain through Processes

- Anarchy or Bureaucracy in organisations, SCM operations in Russia vs. the European Union
- Managing S&OP processes, driving balance
- Process efficiency, improving communication & avoiding duplication

Cristian Kalve, Logistics Operations & Global S&OP Process & Development Head, **Ensto Group**, **Estonia** and Member of **Estonian Purchasing and Supply Chain Management Association (PROLOG)**

Client Case Study Presentation: Global, Regional & Local Supply Chains - Does LSP Size Matter?

- Examples of different supply chain models, incl. a case study about Bosch Mahle Turbo Systems (BMTS)
- Staying up-to-date with the different supply chain trends is a challenge for the logistics industry
- Size and scale are important, however size alone doesn't assure an agile supply chain
- How does sustainability fit into the size discussion?
- Price driven logistics procurement vs. partnership
- A special approach for ultra low margins to guarantee cost savings

Chaim Huijsman, Head of Corporate Sales, **Gebrüder Weiss**

Case Study Presentation: Changing the Thinking and Handling from Functional Controlled Methods to Process Thinking

- Difference of processes creation for serial, single-part and sample production
- Visual demonstration of a process - Guideline for process descriptions by using the turtle chart method
- How to communicate the processes in a functional management environment
- Measuring of processes, efficiency - Practice of a balance scorecard

Tímea Orovicz-Molnár, Logistics Director, **Poppe+Potthoff** & Member of the **Hungarian Logistics Association**

Case Study Presentation: Rail Fleet Management System Project (RFMS) - A unique Rail Car Tracking & Tracing System to Optimise the MOL Group Rail Transportation

- The MOL Group Rail transport activity in 12 CEE core markets & around Europe
- Introduction of the RFMS project - Scope, concept & rail transportation process
- Participating organisations and their cooperation
- How we track & trace our Rail Tank Cars (RTC)?
- Lessons learnt, short-term optimisation results, expected benefits & further opportunities

Severin Göbl, Senior Manager, Group Logistics – Rail & Barge Transportation Management CEE, **MOL Group**

István Molnár, Rail & Barge Capacity & Fleet Manager, **MOL Group**

Case Study Presentation: Transportation Network Optimisation
Andrzej Michalak, Logistics Operations Manager - Eastern Europe, Turkey & Russia, **Delphi**

Panel Discussions: How to Optimise the Contractual Partnership with LSPs and Carriers? How to Do it Right and How to Create the Contracts Accordingly?

- How to find the best partners?
- Which services should be included?
- Price negotiations and duration of the contract?
- How to manage that the duration of contractual agreements are getting shorter?
- How to create a win-win situation for both parties?
- Changes in outsourcing / partnership – How to find the right balance?

László Lovassy, Logistics Manager Europe, **Chevrolet Europe**
László Urbányi, Managing Director, **Rába Automotive Components Manufacturing**

Marcin Rydel, International Transportation Manager & **Sebastian Kaluzny**, Country Transportation Manager, **Benteler Distribution Poland**

Complexity Management = Complexity Reduction?

- Harmonization of sales/distribution and production/logistics channels to increase the efficiency and the flexibility of the SC

Miguel Suarez, Director of Supply Chain Center of Business Excellence, **Swarovski**

Pascal Männche, Senior Vice President Logistics, **Deutz**

Zoran Kovic, Logistics Director, **Dukat**



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Solution providers attending the TRANSLOG Connect Congress

To ensure the success of the TRANSLOG Connect Congress 2012, 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
- ✓ Road vehicles
- ✓ Rail vehicles
- ✓ Combined transport systems

- ✓ Logistics systems for ports and shipping
- ✓ Logistics systems for the air cargo industry
- ✓ Pipeline transport and energy transport systems
- ✓ Maintenance and repair
- ✓ Filling-station equipment
- ✓ Security systems, anti-theft protection
- ✓ Cargo heating, transport refrigeration, cold-chain management
- ✓ Intralogistics, warehouse management systems, auto ID, packaging
- ✓ Transport packaging, freight securing
- ✓ Storage, conveying, and distribution facilities
- ✓ Material handling, forklift systems
- ✓ Storage, racking, shelving
- ✓ 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)

Testimonials

“I liked the face to face meetings with transporters. Very interesting mix of logistic providers. I made a lot of useful contacts for our next tender.”

Jitka Strnadova, Logistics Manager, **SCA Hygiene Products**

“It gave me many new perspectives! It was Great having been there!”

Christof Droste, Managing Director, **Hella Saturnus**

“Healthy mixture of vendors, guests and suppliers in a friendly atmosphere. Free discussions in a perfect place with a perfectly organised event.”

Péter Kovács, Logistics and Supply Chain Manager, **Bridgestone**

“Very professional, well done. Keep it like this!”

Robert Pasaniuc, Business Development Manager Contract Logistics, **DB Schenker**

“What I enjoyed the most: The Meeting Scheduler and the preparation was very effective also the follow up from the TEG team.”

Jerome Burtin, Development & Marketing Director, **Norbert Dentressangle**

“This is new to arrange meetings through the internet, because no other event in Europe is using this form, this is the future”

Robert Gerendas, CEO & Member of the Board, **Far East Land Bridge**



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.

Sponsors



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Benefits of attending

- ✓ An invitation only event giving access to the CONGRESS FLOOR
- ✓ Access to 4 PRESENTATIONS per day of your choice
- ✓ 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.

- | | |
|--|--|
| <p>Head of Logistics Unit, Achema Group Lithuania CEE Logistics Manager, AGFA Healthcare Hungary Corporate Logistics Lead Buyer, Agrana Austria Head of Purchasing & Logistics, Alstom Hungary Vice President, Amica Poland Supply Chain Manager SEE, AmRest Hungary International Logistics Engineer, Arcelik Turkey Transportation Manager, Avon Cosmetics Hungary Purchasing Manager, Baumit Poland Purchasing Director, Behr Czech Republic HUB South East Europe Manager, Beiersdorf Austria Packaging & Transport Manager, Benteler Czech Republic Procurement Services Manager, Bergenbier Romania Head of SCM & Purchasing, Böllhoff Hungary Operations Manager, BOS Automotive Romania Logistics & Supply Chain Manager, Bridgestone Hungary Logistics Director, Carlsberg Croatia European Logistics Manager, Chevrolet Hungary Group Customer Service & Logistics Director, Coca-Cola Hellenic Bottling Greece Warehouse & Transport Manager, Continental Matador Rubber Slovakia Stock Management & Transport Logistics Leader, Continental Teves Hungary Logistics & Quality Director, Csemege Match Hungary Managing Director, DAF Tracks Hungary Managing Director, Decora Hungary Logistics Manager, Delta Automoto Serbia Senior Vice President Logistics, Deutz Germany Operation Director, Dijamant Serbia Transport Manager, EGIS Hungary European Corporate Logistics Director, Emerson Hungary Logistics Director, Engrotus Slovenia Logistics Director, E-On Hungary Logistics Manager, FrieslandCampina Hungary General Manager, Site & Operations, GE Healthcare Hungary Director of Logistics, Gorenje Slovenia Regional Fulfillment Manager CE Region, Grundfos Austria Logistics & Distribution Director, Hame Czech Republic Logistics Planning Unit Manager, Hankook Tire Hungary Transport Manager, Heineken Hungary Managing Director, Hella Saturnus Slovenia Head of Planning & Logistics CEE, Henkel Austria Logistics Manager, HOOP Poland</p> | <p>Head of Supply Chain, IBM Data Storage Systems Hungary EMEA Carrier Manager, Jabil Circuit Hungary Logistics Manager CEE, Kingspan Czech Republic Logistics Manager, Kirchhoff Poland Logistics Director, Kras Croatia Logistics Manager, Le Belier Serbia Purchasing Manager, LONZA Biotec Czech Republic Logistics Director, Magyar Hipermarket/ CORA Hungary Head of Supply Chain Management, METRO Hungary Logistics Manager, MMM Autoparts Spain Manager Road Transportation Contract Management, MOL Hungary Head of Supply Chain Management and Logistics, Mylan Hungary Supply Chain Manager, NORMA Czech Republic IT Director, Nowaco Czech Republic Head of Logistics, Import & SCM, OBI Czech Republic International Supply Chain Manager, Owens Corning Masonry Products Romania Logistics Manager, Procter & Gamble Poland General Manager, Panasonic Slovakia SEE Logistics Director, Panasonic Hungary Logistics & Operations Manager, Perfetti Van Melle Czech Republic Global Distribution Director BU TV, Philips Hungary Executive Director for Logistics, Podravka Croatia Logistics & Transport Manager, Policolor Romania Global Procurement Category Manager, Prysmian Group Netherlands Managing Director, Rába Automotive Hungary Logistics & Transport Manager, S.C. ARTIC Romania Regional SC Director, Sara Lee International Greece Head of Procurement, Schindler Hungary Managing Director Global Supply Chain, Schneider Electric Hungary Managing Director, Schwarzmüller Hungary Supply Chain Manager, Sony Hungary Logistics Manager & Production Systems, Star Transmission Cugir Romania Logistics Manager, Stomana Industry Bulgaria General Manager, TESCO Hungary Head of TEVA Logistic Centre, TEVA Hungary Logistics Operation Manager SEE, Unilever Supply Chain Company Switzerland Continuous Improvement Manager, Valeo Wipersystems Poland National Logistics Manager, Vel Pitar Romania Manager Transport Department, Wegllokoks Poland Supply Chain Manager, Whirlpool Poland Purchasing Manager, Zvijezda Croatia</p> |
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Delegate Registration Form

TRANSLOG CONNECT CONGRESS

VENUE: CORINTHIA Grand Hotel Royal Budapest, Hungary

DATE: 28-29 November 2012

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.):

Position:

Organisation:

Website:

Address:

City:

Country/Postcode:

Telephone:



TRANSLOG connect congress

Please make sure you visit our password protected Meeting Scheduler website to choose your presentations and create your personal agenda.

The link and password will be sent out 2 weeks before the event.

Please note that changes in the programme might be possible. Please sign below to confirm your registration at the **TRANSLOG Connect Congress** and fax your completed form to +36 1 219-5726-or scan and email to marketing@tegevents.eu



Mobile:

Email Address:

Name of Assistant:

Email of Assistant:

Delegate package includes:

- 1.COMPLIMENTARY access to 4 PRESENTATIONS PER DAY
- 2.COMPLIMENTARY access to the CONGRESS FLOOR
- 3.COMPLIMENTARY 5 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



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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
- Other: _____ (Please Specify)

3. Scope of responsibility:

- Local
- Central Eastern Europe
- Europe
- Global
- Other: _____

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 products or services are you planning to purchase in the next 6 to 18 months?

- Freight transport and logistics services
- ocean/sea
 - air
 - inland waters
 - rail
 - road

- Road vehicles
- Rail vehicles

- Combined transport systems
- Logistics systems for ports and shipping
- Logistics systems for the air cargo industry
- Pipeline transport and energy transport systems
- Maintenance and repair
- Filling-station equipment
- Security systems, anti-theft protection
- Cargo heating, transport refrigeration, cold-chain management
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- Storage, racking, shelving
- Facilities for loading bays and terminals (interfaces between internal & 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
- Others: _____

9. Which suppliers/service providers would you like to see represented 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.

_____ Date

_____ Signature

Cancellation policy: Should you cancel your booking, please notify us by e-mail. Please note, cancellations are subject to a cancellation fee. For cancellations prior to October 31st 250 Euros will be charged. For cancellations beyond October 31st 500 Euros will be charged. Cancellation fee will not apply subject to a replacement within a similar decision-making role.



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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: 150 Euro/ night (+VAT)
Superior room for double occupancy: 180 Euro/ night (+VAT)
Check-in time: 03.00 p.m.
Check-out time: 10.00 a.m.

1) RESERVATION FORM:

| Name | Passport 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

Card Number:

Full Name (as appears on the card): _____

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

Authorising Signature

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.

