

## POSIDONIA GAMES SCALE NEW HEIGHTS IN CORPORATE SPORTS EVENTS WORLD

### Thousands register for multi-sports weekend of Sailing, Golf, Running and Football tournaments

A total of 2,500 shipping executives are expected to participate at the 2018 Posidonia Games, a series of four popular sporting events to be held at different venues across Athens, a few days before the opening of Posidonia 2018 exhibition, the world's most prestigious shipping event.

On Friday June 1st, some 600 yachtsmen will sail their yachts from the azure waters of Faliron Bay in the picturesque Athens waterfront for the **Posidonia Cup** regatta; on Sunday June 3rd, a total of 1,500 runners will crowd at the starting point of the Piraeus Municipal Theatre for the 5km **Posidonia Running Event** along the busy streets of Piraeus; on the same day a further 100 will swing their drivers at the serene green tees of the Glyfada Golf Club for the 18-hole, shotgun **Posidonia Golf Tournament**; and also on the same day, 280 soccer fanatics will kick off the five-a-side **Posidonia Shipsoccer Tournament**.

Participants will represent a total of over 150 maritime corporate teams who will compete for trophies, medals or just the joy of participation in an international sports event, prior to a busy week of business, networking and deal signing ceremonies at the Posidonia exhibition from June 4 to 8 at the Athens Metropolitan Expo.

"Every two years, the Posidonia Games bring together shipping industry professionals from all over the world giving them the chance to test their stamina, hone their skills and build a stronger team spirit while practicing their favourite sport," said Theodore Vokos, Executive Director, Posidonia Exhibitions S.A., the organiser of the Posidonia Games and the Posidonia Exhibition.

"Posidonia Games' participants also have the opportunity to network with potential clients when competing for trophies and during the award-giving ceremonies organised for each event. Posidonia Games sponsors get great brand visibility amongst key target audiences from the global shipping community and the hospitality, catering, events and transportations sectors in Athens benefit from the additional revenues."



Revenues generated from the events go to a good cause and support the educational and humanitarian efforts of associated organisations and NGOs. A beneficiary of the Posidonia Games is the Public Benefit Municipal Corporation of Piraeus, as the proceeds from the participation fees of the Posidonia Running Event will be used to support their work. Proceeds from the Posidonia Cup sailing race will be utilised to further support the educational activities of the Hellenic Offshore Racing Club and to promote sailing in Greece.

Thousands of friends, relatives, colleagues or just genuine sports fans are expected to attend the events in order to cheer their favourite teams and athletes in their effort to achieve Posidonia glory.



Registrations are still open on the Posidonia website, which contains details for each of the four tournaments including dates, timings, competition formats, award ceremony venues, participation fees and other useful information.

The Posidonia Games are sponsored by the following companies and organisations: Sponsors Lalizas, Jotun, Aria Fine Catering and supporters ABS, D. Koronakis SA, ShipMedical Ltd and G4S Telematix are backing the ninth edition of the Posidonia Cup; Gold sponsor DNV-GL and sponsor Empire Navigation are supporting the Posidonia Running Event, which made its debut appearance in the Posidonia calendar in 2016; Themamaris and Costamare are again sponsoring the fourth Posidonia Golf Tournament, which is powered by Costa Navarino; and the Posidonia Shipsoccer Tournament, which was launched in 2008, is again sponsored by Swift Marine. Limited sponsorship opportunities are still available.





## TURNING 50 AT THE STAND

Greek shipbuilding and industrial equipment supplier and contractor **Technava** will celebrate its 50th anniversary at Posidonia 2018 where the company returns for the tenth time. "Being one of the most recognised maritime trade shows in Europe with worldwide recognition and reputation throughout the past five decades, the Posidonia exhibition is a major event for Technava. We are proud consecutive participants and we strongly believe that it is the best channel to showcase our products and services, offered to the Greek maritime community," said Stella Tomazos, Managing Director. Technava's services target the Greek shipowners segment with the aim to help them operate their fleets safely and effectively. The Piraeus company aspires to associate the brand's strong maritime heritage with key shipping industry decision makers to help it retain and develop existing and new business opportunities.

## NINTH NON-STOP

Personal protective equipment producer and distributor **STOP** provides quality safety equipment and training to the labor force worldwide, offering fast and efficient service, worldwide delivery, technical assistance and consultancy, brand customisation, after sales service and support through its Piraeus and Rotterdam hubs. The company will celebrate its 40 years in business during its ninth Posidonia participation where it aims to show its continuous commitment towards safety, innovation, customer satisfaction and quality of service. As representative and service station of Blackline Safety, STOP will present the G7c, the new wireless gas detector and lone worker safety monitor which has been named New Product of the Year by OHS magazine. "In the framework of STOP's expanding strategy, participation in international maritime events is vital for its brand recognition. Through our presence at Posidonia we have achieved successful partnerships in the shipping and oil & gas industry and we hope this year's participation will lead to new collaborations. We consider it our duty to participate again this year at Posidonia 2018. And we are excited and proud to celebrate 40 years! We can't wait for the challenges the next 40 years will bring," said Mr. Kimon Spanos, STOP Sales Director.

## GAIN FOR SPAIN

Spain's shiprepair and conversion specialist **Astilleros Canarios (ASTICAN)** is setting sail to Athens this June for its ninth Posidonia participation to discuss the challenges facing the industry, refresh contacts with existing international clients and promote its services to a global audience. "Maybe it is due to our Greek's shareholders influence that attending Posidonia has become a tradition for Astican & Astander shipyards. But it is a fact that, through the years, Posidonia has given us the opportunity to keep track of industry developments and regulatory changes and to reach out to good customers and potential new ones. There is no doubt that high attendance by the main players of the shipping industry, year after year, gives us and our colleagues a very good overview of the shipping business, helping us to make the right decisions for the future of our company" said José Carlos Álvarez, Managing Director, Astican & Astander shipyards.

## PROPELLING THE FUTURE

Bulgaria's **Galaxy Marine**, a provider of Guaranteed and Certified CPP propeller/bow thrusters/azimuth services to the shipping industry is making its Posidonia debut this summer in order to launch and demonstrate its new design and construction of CPP propeller. The company which also specialises in the service of pitch propellers, bow thrusters (manufacture and repair), gear and reduction gear boxes, wants to leverage Posidonia to help it expand and win new customers in the field of servicing. "We want to communicate our technological advances and promote our company to more shipowners through one-on-one meetings and interactions at Posidonia," said founder and owner Sifis Tsitsiridakis.

## INEXTRICABLE BOND

The **Liberian Registry** returns to Posidonia for the tenth time to reinforce its commitment to the shipping industry's major markets but to also introduce new services and products to the local business cultures. During the June event, LISCR will meet with existing as well as with potential clients to promote its services, discuss recent developments, and receive feedback. "We also view Posidonia as a celebration of the Greek shipping industry," said Senior Vice President and General Manager of LISCR Hellas, Michalis Pantazopoulos. He added: "Posidonia is an internationally renowned and acclaimed shipping exhibition in which the Liberian Registry has participated for a long time. It is the Greek shipping community that assisted in the Liberian Registry's establishment in 1949, and it is the Greek shipping community that continuously supports the Liberian Flag for the past 67 years. It is our obligation to honour the Greek shipping community with our participation in the Posidonia exhibition." The Liberian Registry has been busy on many levels, as its concern for CSR has evidenced itself in many forums and formulations in the maritime world including ratification of international treaties, pragmatic support of ship lifecycle management; technical review of new building designs; promotion of ISO 14001 certified operations; participation in the development of ILO labor conventions; and the development and support of enhanced training regimes.

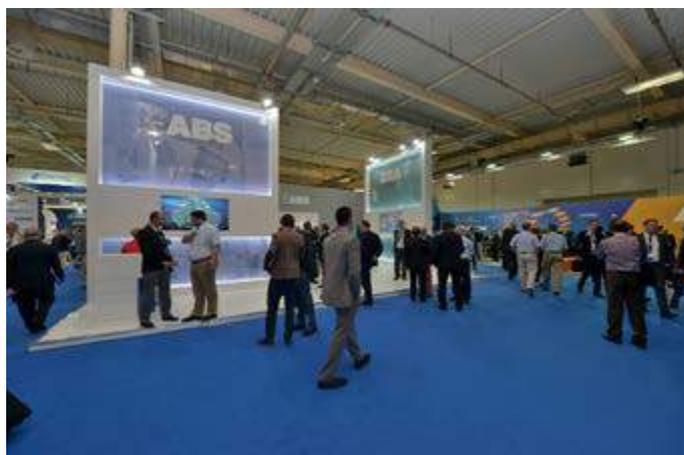


## CONQUERING THE WORLD

Greek maritime services provider **Spanopoulos Group** is a regular Posidonia participant since 2000 leveraging the biennial exhibition to promote its diverse portfolio of marine constructions, shipyard, towage, salvage, wreck removal and antipollution services in front of a global shipping industry audience. In June, the company hopes to introduce its services to a wider range of potential customers and business partners, increase its market share in Greece and conquer new markets abroad. "Participation at Posidonia has always been something that Spanopoulos Group looks forward to and warmly welcomes, as it is an opportunity for us to connect with other companies, build strong relationships and partnerships, whilst having the chance to communicate our portfolio to potential customers and keep up with latest developments. The Posidonia exhibition is a remarkable opportunity to state our position as a key player," said Apostolis Dasios, Salamis Shipyard Manager, Spanopoulos Group.

## TELLING TALLINN'S TALE

Estonia has established itself as a major European IT hub thanks to a raft of software start ups and the shipping industry's digitisation drive gives Tallinn-based **Smartbics** the perfect reason to make its debut at Posidonia, where it expects to create new market opportunities and introduce its capabilities to potential maritime industry clients. The software specialist plans to launch a system for ferry and cruise companies, named BORA, at Posidonia 2018. This is a multifunctional product with different tools for comfortable and successful operation of ferry and cruise businesses of any size. "Participation at Posidonia is a great chance to present our ferry and cruise system to all potential clients not just in Greece, but all over the world," said Iraklis Fragakis, business development director, South Europe. The company, which also maintains a development centre in Russia, plans to open a branch office in Greece.



## ROBOT POWER

**METIS CyberTechnology**, an information intelligence solutions provider, helps clients improve ton performance, optimise fuel oil consumption and reduce emissions. Participating at Posidonia for the first time this June, METIS will demonstrate its artificial intelligence BOT software for the maritime industry, a solution that provides Virtual Assistants who communicate with customers in a natural-language simply with text transcriptions, hence artificial intelligence in action. "Posidonia 2018 is an excellent opportunity for METIS, since we have the unique opportunity to meet a vast variety of forward-thinking maritime executives from all over the world. Our innovative, state-of-the-art solution based on artificial intelligence, will be present at the global forum to explore its potential via live demonstration and fruitful meetings," said Mike Konstantinidis, CEO at METIS CyberTechnology.



# Conferences and Seminars at Posidonia 2018 - as per 12/3/2018

	Organiser	Event	Venue	Time	Contact Organiser
4/6	Capital Link Inc	6th Analyst & Investor Capital Link Shipping Forum	Divani Caravel Hotel	09:00 - 15:30	nbornozi@capitalink.com obornozi@capitalink.com forum@capitalink.com
TUE 5/6	TradeWinds	TradeWinds Shipowners Forum	Conference Hall	11:00-16:00	parbinder.mahay@tradewindsnews.com
	Global VSAT Forum	GVF Maritime Connectivity Seminar: The Broadband Satellite Imperative	Seminar Room 1- Sponsored by ADMIRALTY	11:00-13:00	Martin.jarrold@gvf.org
	Embassy of Mexico	Shipping Maritime Routes and Energy Transportation in Mexico	Seminar Room 2B	10:30-12:30	bleiva@sre.gob.mx
	Korean Register	- Global Sulphur Cap 2020 - Cyber Security - New Bulk Carrier Design from Korea	Seminar Room 2B	12:45-14:30	athens@krs.co.kr
	Japan Ship Exporters' Association	JAPAN SEMINAR at Posidonia 2018	Seminar Room Central	13:00-17:00	posidonia@sea.or.jp
	ShipServ	Best practices in digital procurement & category management. Reduce time, save money, optimize suppliers.	Seminar Room 2A	14:45-16:45	pnrielsen@shipserv.com
	Embassy of the Federative Republic of Brazil - Brazilian Association of Naval	Perspectives of the Naval Market in Brazil's Present and Future: Lessons Learned and Opportunities	Seminar Room 2B	14:45-16:45	secom.atenas@itamaraty.gov.br
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1- Sponsored by ADMIRALTY	15:30-18:00	UKHOevents@ct-live.com
	Green-Jakobsen A/S	Driving human performance seen from an organisational perspective	Seminar Room 2A	17:00-19:00	m.progoulaki@green-jakobsen.com
Panama Maritime Authority and General Consulate of Panama in Greece	The Panama Ship Registry and Port Development: advantages and impact on the global maritime transportation	Seminar Room 2B	17:00-19:00	contact@panamaconsulate.gr	
WED 6/6	South African Embassy in Athens	South African Ocean Economy Opportunities	Seminar Room 2A	10:30-12:30	KapoutsisD@dirco.gov.za
	Intellian Technologies	Intellian Technologies Seminar	Seminar Room 2B	10:30-12:30	Summer.Lee@intelliantech.com
	HELMEPA	2020 is closer than we think - Scrubbers and Fuels	Conference Hall	10:30-14:30	helvepa@helvepa.gr
	BIMCO	BIMCO's Shipping Analyst Panel debate with focus on the future tank and dry bulk market	Seminar Room Central	10:30-14:30	ej@bimco.org
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1- Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
	Rolls Royce Marine	Rolls Royce Marine Seminar	Seminar Room 2B	12:45-14:30	theo.lorentzos@rolls-royce.com
	International Paint	Managing hull performance for operational efficiencies	Seminar Room 2A	12:45-14:30	Wouter.tenHaaf@akzonobel.com Nikos.Mintzias@akzonobel.com
	Probunkers	Probunkers Presentation	Seminar Room 1- Sponsored by ADMIRALTY	13:45-15:30	a.prokopakis@probunkers.com
	RINA Hellas	Rina Seminar	Seminar Room Central	14:45-16:45	greece@rina.org
	Danish Maritime Authority	Danish Maritime Authority Seminar	Seminar Room 2B	14:45-16:45	jth@dma.dk
	SpecTec - Bureau Veritas	SpecTec and Bureau Veritas - a next generation solution for asset integrity management	Seminar Room 2A	14:45-16:45	caterina.guidotti@spectec.net
	Ecochlor, Inc.	Ecochlor BWTS Simulator and Crew Training Overview	Seminar Room 1- Sponsored by ADMIRALTY	16:00-18:00	kathie.clark@ecochlor.com
	Embassy of the Republic of Korea	Korea-Hellenic Maritime Cooperation Forum	Conference Hall	16:30-19:00	eubko13@mofa.go.kr
	Society of Naval Architects and Marine Engineers	SNAME Seminar	Seminar Room 2B	17:00-19:00	sliogrammenou@sname.org
	Isalos.net and Real Time Graduates	Isalos.net Presentation	Seminar Room Central	17:00-19:00	info@isalos.net
Piraeus Port Authority	PPA Presentation	Seminar Room 2B	17:00-19:00	ypapagiannopoulos@olp.gr	
THU 7/6	Newsfront/ Naftiliaki organises the HEMEXPO summit under the auspices of MARTECMA	Support the Local Maritime Industry Summit	Conference Hall	10:30-15:30	natvas@otenet.gr
	American-Hellenic Chamber of Commerce (AMCHAM)	TRADING IN US WATERS: Priorities and Solutions, Seminar	Seminar Room Central	10:30-14:30	v.terizoglou@amcham.gr j.seyer@namepa.net maria.georgousi@trade.gov
	North American Marine Environment Protection Association (NAMEPA)				
	U.S. Commercial Section of the U.S. Embassy in Athens				
	KRAL AG	Long-term competitive advantage for ship owners in regard to the EU MRV / IMO DCS maritime regulations involving flow measurement	Seminar Room 2B	10:30-12:30	a.picca@kral.at
	ICC International Court of Arbitration	Claims and dispute resolution in international maritime contracts - ICC Tools	Seminar Room 2A	10:30-14:30	ileana.delattre@iccwbo.org
	ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1- Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
	SAP Hellas	SAP Seminar	Seminar Room 2B	12:45-14:30	a.mantziou@sap.com
	Filtersafe	Filtersafe SuperTurbo Product Launch: An Innovation for BWMS Pre-treatment Filtration	Seminar Room 1- Sponsored by ADMIRALTY	14:00-16:00	Jennifer@filtersafe.net
	BlueGrowth	Presentation of Emerging Piraeus Maritime Startups	Seminar Room 2A	14:45-16:45	bluegrowththaeiphoria@gmail.com
Aktina Travel Group	Aktina Travel Seminar	Seminar Room 2B	15:00-17:00	lefteris.konstantopoulos@aktinatravelgroup.com	
Orange Business Services	Orange Business Seminar	Seminar Room 1- Sponsored by ADMIRALTY	16:30-18:30	lorelei.robert@orange.com	
French Hellenic Chamber of Commerce (CCIFG)	The French Sea Tech	Seminar Room Central	15:00-19:00	c.manali@ccifhel.org.gr	
Hellenic Institute of Marine Technology - Royal Institute of Naval Architects (UK)	Technical Seminar	Seminar Room 2B	17:00-19:00	elint@otenet.gr	
Verifavia Shipping Hellas	Verifavia Shipping Seminar "The EU MRV, IMO DCS, CSI & CCWG Regulations"	Seminar Room 2A	17:00-19:00	nikolas.theodorou@verifavia-shipping.com	
FRI 8/6	YES Forum	YES to Shipping Forum 2018	Conference Hall	10:30-17:00	navigator@navigatorltd.gr
	MediaCompass Ukraine and Oakeshott Insurance Consultants	Marine Cargo Insurance at the cross-roads: East-West-South-North aspects	Seminar Room 2B	10:30-17:00	v.yazovskaya@mku.com.ua
	Institute of Energy for South East Europe (IENE)	4th Energy & Shipping Seminar	Seminar Room Central	12:30-17:00	info1@iene.gr marketing@iene.gr
	VENLYS Maritime Specialisation Services	Human Performance 2.0: Integrating Safety Intelligence within continuous improvement	Seminar Room 2A	12:45-14:30	alexandros.koimtzoglou@venlys.com

Posidonia  Ποσειδωνία  
The International Shipping Exhibition  
4-8 June 2018

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Confidence breeds success!