

## Summary Speakers



### **Handling perishable products in JIT, cross docking and consolidation environments**

Kuehne + Nagel is a leading global logistic company that serves a range of industries. This presentation will focus on the challenges of organizing the distribution, storage and handling of temperature-sensitive products within the supply chain.

*Kyriakos Spanogiannis - Business Development & Operations Coordination Manager - Kuehne + Nagel - Greece*

### **Logistics hot spot developments in Romania and the region**

This session will explore the existing and expected future situation in the cold/frozen logistics markets, with a focus on Romania as a case study. There will attention for questions like 'What is the potential for cold/frozen warehouse development', 'Where are the logistics hot spots or where will they be and why', 'Will, and if how, the existing structure in the cold/frozen markets change and what will be the effects', 'What are the required actions by authorities and industry to develop sustainable efficient cold/frozen supply chains?'

*Robin Martens - Director General - Archicom Consultants & Engineers SRL – Netherlands*



### **Western European market developments that affect cold storage and distribution industry**

Warehouse and logistic operators are always interested in market place developments that are the basis for challenges or opportunities. For instance consolidation in food retail or cold storage, construction of new cold stores and major expansions, energy and labor costs, business and economic trends, technology and ... the consumption of frozen foods. A leading cold store operator will share his views on how all this influences the business expectations, short and mid to long term.

*Garry Tilburn - Managing Director - Reed Boardall Cold Storage - United Kingdom*

### **The design of cost-effective order picking layouts**

Labor or more in particular "walking time" is the #1 cost in order picking operations. With the increased outsourcing of picking and consolidation by clients to professional 3PL warehouses, a sound analysis of the productivity is important. This presentation will help to get much better insight in solutions and tools available for cost effective picking processes.

*Kees Jan Roodbergen - Assistant Professor - RSM Erasmus University - Netherlands*



### **Energy optimisation in refrigeration plants through new methods of Performance Analysis**

In the EU, the Energy Efficiency in Building Directive (EPBD) has entered into force with requirements on "Performance Inspections" of all cooling and refrigeration systems with a capacity above 12 kW. If well implemented, this directive can result in a significant reduction in cost and in environmental benefits. But lack of proper methods, can result in limited positive effects of the money spent on energy efficiency. The so-called "Internal method" for

Performance Analysing facilitates that capacity and COP can be established in a cost effective way without requiring costly installations. Learn how it works and what the savings are.

*Klas Berglöf - Managing Director - ClimaCheck AB - Sweden*

### **Market changes in 2014 and consequences for the logistics industry**

Automation levels of cold store warehouse systems in warehousing, distribution and transportation environments. Different logistics cases will be demonstrated by video. Future developments in S. E. Europe in distribution and logistics until 2014 will be discussed because it will change the current, closed market in Romania into an integrated cross-border market.

*Ulrich Dantzer - Managing Director - Metroplan Eastern Europe - Germany*





### **Update on EU regulations affecting the industry**

Most of the regulations that apply to refrigerated warehousing and distribution industry are initiated in Brussels. What new EU regulations have come into force recently or will be implemented in the near future? The major areas discussed will be food and feed safety, the environment, refrigerants, energy efficiency, and (temperature-controlled) transport.

*Wim van Bon - President - ECSLA - Netherlands*

### **Retrofit method recovers and recycles R-22**

The use of virgin R-22 for maintenance in refrigeration and cooling installations is prohibited as from 1st January 2010. From that date, it is allowed to use recycled and/or regenerated R-22 until the end of 2014. However, this requires retrofitting the refrigeration installation. This presentation focuses on the method of refrigerant recovery & recycling as well as several other methods, the strengths and weaknesses, and costs.

*Nando Gutiérrez - Communication & Export Manager - Castellana de Suministros Frigoríficos, S.A. - Spain*



### **Cost effective cold storage operations**

This presentation will focus on Lean Warehousing. How can applying the principles of this business model affect the warehousing operation? Or in other words ... What is the impact of cutting the “waste”?

*Konstantinos Chrysikopoulos - Managing Director - Planning Supply Chain - Romania*

### **Role of fire prevention in risk management; trends and latest technology**

Fire sprinkler systems could be required by local authorities and/or insurance companies. Moreover, as a business responsible person you could see the need for a fire protection scheme. But what technology is available and what solution suits your cold storage facility? How much would you have to invest? And what about the operational costs?

*Eward Veerman - Area Development Manager - Tyco FSBP – Netherlands*



### **How to obtain maximum EU funding for cold store construction in Central Europe**

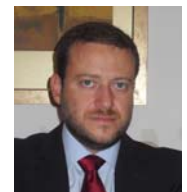
As the warehousing industry is a capital intensive one, the feasibility of many logistics projects depends on the financial strength of the investors. For Central Europe, the EU has created a special program to help entrepreneurs to develop logistic facilities. This Romanian specialist will inform you about the non reimbursable funding (FEADR - 123), the project approach and challenges, all based on successful practical case studies.

*Felix Lucutar - Managing Partner - Agriculture Capital and Engineering - Romania*

### **New technologies in material handling to meet temperature challenges during cold storage**

Obviously, the biggest challenge when storing chilled and frozen products is maintaining the correct temperature during the entire process, without compromising the productivity of the operation. So, what new technologies are available to assist the cold store operator with offering quality to the clients and running an efficient operation at the same time?

*Nick Bintevinos - Business Solutions Director - Toyota Material Handling – Greece*



### **IT technology and smart design to optimize loading/unloading performance**

Technology is required to realize a persistent chain between commissioning, marshalling, and loading area. Both the building requirements/aspects as well as the organization and IT-systems will be described in detail, supported by pictures and video sequences, to point out quality and cost advantages for the 3PL provider.

*Ulrich Dantzer - Managing Director - Metroplan Eastern Europe - Germany*



### **Executives Panel**

Experienced entrepreneurs from the European cold storage and distribution sector will answer questions from delegates and give their opinion on various subjects that concern the industry.