

LNG IN FULL SUPPLY

The **Public Gas Corporation of Greece A.E. (DEPA)** is preparing for a busy Posidonia debut with plans to unveil details about the construction of a new LNG bunkering vessel which will use the Revithoussa LNG Terminal as its main supply source to serve ship-to-ship bunkering in Greece. With a total capacity of 4.000 cubic meters, the vessel is part of a strategy which includes the acquisition of two tanker trucks for LNG refuelling based in the port of Piraeus. **Konstantinos Xifaras, CEO**, said: "DEPA Commercial's LNG bunkering project will enable the smooth transition of the shipping industry to a greener and more sustainable future in East Mediterranean, in a cost-efficient manner for ship owners. With 30 years of continuous presence in the Greek and regional energy market, DEPA guarantees the security and the availability of LNG supply to the shipping industry and supports the national objective of transforming Greece into an LNG bunkering hub in the East Mediterranean."



MONEY MAKES CREW GO ROUND

Digital crew payroll card solutions for the cruise industry, developed over a decade ago, changed the way that the global cruise industry administers and manages payroll and came to the rescue of many of the estimated 400,000 crew stuck onboard at the peak of the pandemic. The same system has been successfully introduced to the commercial shipping sector. The developer of this payment process, **ShipMoney**, is one of the many new tech exhibitors at this year's Posidonia where it hopes to create awareness about its payment solution. "Getting paid on time is a fundamental human right, a contractual obligation and many seafarers' families rely on money being sent home," said **Stuart Ostrow, President**. "Using this system has major advantages for shipping companies as they can completely eliminate cash from their entire fleet providing ShipMoney cards for crew as well providing a customized expense card solution for the vessel. The savings to companies using our technology are very significant in terms of direct CTM costs as well freeing up working capital that is sitting idle on the ships."

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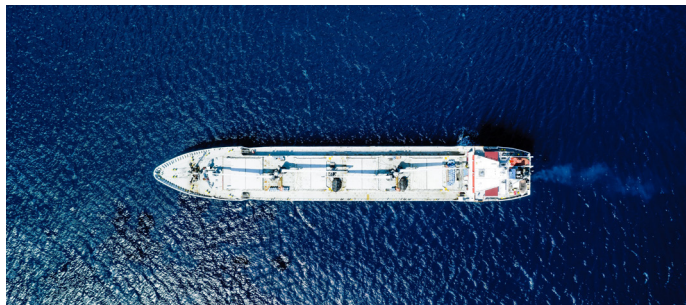
ONLINE EVENTS NO MATCH THE REAL THING

The online interaction and engagement with clients during the last few years cannot be compared to the dynamics of physical trade exhibitions such as Posidonia, an event that will help to generate new business and engagement opportunities with customers and principals, according to **Technava**. The Greek supplier and contractor of shipbuilding and industrial equipment is gearing up for its 22nd Posidonia participation. During its previous participations, Technava had had the opportunity to sign new contracts, establish new business areas, and get exposure in new marine trends, technologies and innovations. "Over the last four years and since the last Posidonia Exhibition, we established new collaborations with principals for products and services that were missing from our portfolio. We are very pleased that we will be hosting customers, partners and prospects at our Posidonia 2022 stand," said **Stella Tomazos, Managing Director**. "Posidonia presents a unique opportunity to raise awareness with existing and potential customers outside of the confines of digital marketing and remote sales efforts, providing valuable insight towards product and customer interaction."



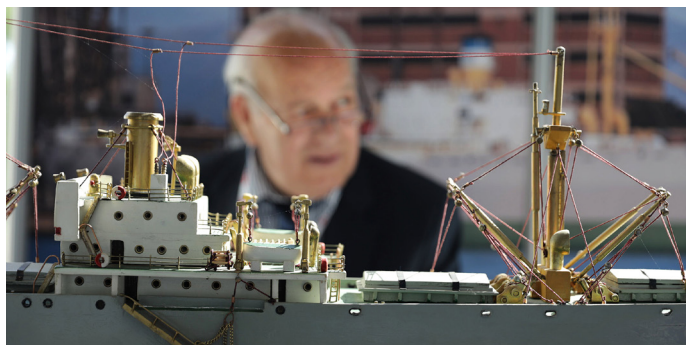
FROM POZNAN TO POSIDONIA SINCE THE START OF TIME

The resumption of Posidonia will lead to further business growth and provide a great platform to hold physical meetings with clients and contractors, establish new business relationships, present new offers and discuss new projects according to **H.CEGIELSKI-POZNAŃ SA**, a Polish company specialising in the service of diesel engines, spare parts, steel constructions and radial air blowers. The Poznan-based company is a loyal Posidonia exhibitor with a continuous presence at the world's most prestigious shipping trade event and has experienced the long list of the show's benefits many times before. "We are very happy about Posidonia's resumption. We are expecting to meet with the international marine family again in one place, feel the mood, have discussions, showcase our potential and move forward," said **Małgorzata Lachowicz, Sales Department Manager**.



GREAT TO BE BACK

Like most businesses, **Fortune Technologies** put trade exhibitions on hold when the pandemic hit. The Greek provider of solutions and services related to maritime business activities returns to Posidonia this June for a second time to showcase its capabilities and expertise. During Posidonia 2022, the company will make a major announcement in close collaboration with Microsoft, about a new version of its platform exclusively for the maritime industry. The company's cutting-edge platform has gained recognition - not only from accredited vendors such as Microsoft, but also from international shipping companies. Fortune Technologies has already signed an agreement to represent its solution throughout Cyprus, Africa, and the Middle East and is preparing further partnerships and own-presence initiatives for other strategic regions such as Asia and the United States. "By participating in the show, we will be able to forge new partnerships and build stronger relationships with our clients, as well as meet with other professionals in the maritime industry," said **George Frydas, Managing Director**. "Our digital marketing strategy was working well enough, but it wasn't long before we realised that we were missing something big - the opportunity to interact face-to-face with people who are interested in what we have to offer. That's why we're so excited to be returning to trade exhibitions this year," he added.



IOT FUELS DECARBONISATION IMPACT

Schneider Electric is making its first ever Posidonia appearance this summer where it plans to promote its wide range of energy and automation digital solutions designed to support the shipping industry's decarbonisation drive. Among the company's products on display will be the Ecostruxure IoT based platform. "The maritime industry will be impacted by fossil fuel price increases as well as by the increased need to reduce carbon emissions footprint. In this sense, the industry needs Energy Management Solutions based on IoT and our related solution to be displayed at Posidonia has the answers to the industry's challenges," said **Anastasios Sarris, Channel Sales Business Developer SEE, Secure Power Division**. "Posidonia is the perfect exhibition to reach a broader audience and create awareness of our solutions on a larger scale."

A FIRST FOR FAMILY FIRM

Leading marine and industrial automation family business **CMA D. ARGOUEDELIS & CO S.A.** is making its Posidonia debut this June. Established 35 years ago and headquartered at the heart of Piraeus port, the company will leverage its inaugural Posidonia participation to announce details about the opening of its first fully owned international subsidiary, D. ARGOUEDELIS & CO LTD in Nicosia, Cyprus. The main goal of the newly founded company is to provide the Cypriot market with tailored solutions, products and services. Other expansion plans this year include the signing of an agreement with a marine consultancy company, based in Singapore and Hong Kong, focusing on loss prevention and claims in container shipping. "This co-operation will extend our customer portfolio and give us the opportunity to expand our business to Southeast Asia," said **Ioannis Argoudelis, Co-owner/CEO and Managing Director**. CMA recently moved to its new headquarters, a privately owned 11 floor modern business building with a warehouse, sales space and a big private conference room for meetings and a learning centre. "We are committed to venturing into training practices and aim to offer a unique learning experience," said **Nikolaos Argoudelis, Co-Owner/CEO and Technical Director**.



KEEPING PIRATES AT BAY

Marine robotics and security specialist **A.S. Prote Maritime Ltd** is preparing for its Posidonia debut where it expects to make waves through the international launch of its new product ARSx2 Unmanned Aircraft System (UAS), which is effectively supporting anti-Piracy measures and contributing to the recovery of hostages and vessels. The product consists of two Unmanned Aircraft Vehicles namely, Phorcys and Ceto. The innovative marine technology company was founded in 2013 in Cyprus with the sole purpose of providing armed and unarmed security services to merchant ships, against piracy. Since then, it has grown to open an office in Greece and diversify its offering to provide UAS consulting studies, surveys and services, aerial surveying for 2D or 3D mapping, marine remote sensing applications and satellite imaging, aerial inspection, environmental monitoring, high precision mapping on archaeological sites, Geographical Information Systems' (GIS) analysis and applications, RnD, research and experimental development in geosciences and environmental sciences. "Our Posidonia participation ultimately promotes our vision to move from a reactive strategy to a proactive strategy enabling a relationship of mutual trust and knowledge with our current and future customers based on the inputs of different parties while boosting our brand image," said **Evan Christodoulou, CEO**.

List of Confirmed Conferences & Seminars at Posidonia 2022 as per 03.05.2022

	Organiser	Event Title	Posidonia Venue	Time	Contact Organiser	
5/6	Lloyd's Register & Lloyd's List	Securing Shipping Success Beyond 2050 An exclusive Posidonia event examining strategic planning for a global maritime supply chain in transition	Athens	14:30-17:00	nagia.mentzi@lr.org	
	Capital Link	Analyst & Investor Capital Link Shipping Forum	Four Seasons, Astir Palace Hotel	08:30-15:30	forum@capitalink.com	
TUE 7/6	TradeWinds	TradeWinds Shipowners Forum 2022	Conference Hall	11:00-16:00	carly.mcburney@nhtst.com	
	Embassy of the Republic of Poland	Conference	Seminar Room Central	10:30-12:30	agata.krupa@msz.gov.pl	
	Hilo Maritime Risk Management	Preventing Maritime Incidents Through Data & Analytics	Seminar Room 1A	10:45-12:30	emily.dyson@hilomrm.com	
	Glafcos Marine Ltd	Presentation of Bugwight2 - Autonomous Robotic Inspection and Maintenance on Ship Hulls, European H2020 research project	Seminar Room 2A	10:45-12:30	thanoslagos@glafcos-marine.com	
	Admiralty Maritime Data Solutions	Navigating the Maritime Future	Seminar Room 1B - Sponsored by Admiralty	11:00-13:30	events@ukho.gov.uk	
	Maritime London & Society of Maritime Industries	Addressing safety and assurance concerns on the road to net-zero shipping	Seminar Room 2B	11:00-12:30	enquiries@maritimelondon.com	
	Maritime Research Institute Netherlands (MARIN)	Wind Propulsion, One of the Drivers Towards Sustainable Shipping	Seminar Room 1A	12:45-14:30	P.M.Hooijmans@marin.nl	
	Ocean Finance PC	EALING: Electrification in Ports and Vessels - Challenges and Sustainable Solutions in Europe	Seminar Room 2A	12:45-14:30	info@oceanfinance.gr	
	MAST Maritime Services SA / Energy Efficiency Department	Get in line with the Industry's Decarbonisation plan - Hydrodynamic Solutions for the Energy Efficiency & GHG Rating enhancement	Seminar Room 2B	12:45-14:30	info@mastms.com	
	Japan Ship Exporters' Association (JSEA)	JSEA Seminar	Seminar Room Central	13:00-17:00	ichioka@jsea.or.jp	
	SKF	Smooth operation with SKF Lubrication Management & Condition Monitoring services	Seminar Room 1A	14:45-16:30	marineaccount@skf.com	
	Vessel Performance Solutions	Fleet Performance and Carbon Intensity management	Seminar Room 2A	14:45-16:30	ear@vpsolutions.dk	
	Hellenic Ports Association (ELIME)	Ports looking to the future: Challenges and perspectives	Seminar Room 2B	14:45-16:30	elime@elime.gr	
	Admiralty Maritime Data Solutions	Meet the UKHO experts	Seminar Room 1B - Sponsored by Admiralty	15:30-18:00	events@ukho.gov.uk	
	Bureau Veritas	Maritime Cybersecurity Challenges - What does the future hold?	Bureau Veritas stand 2.201	16:00-16:45	anna.lazaridou@bureauveritas.com	
	Maritime Battery Forum	Which battery for your ship? - Comparison and Q&A with the manufacturers	Seminar Room 1A	16:45-18:30	director@maritimebatteryforum.com	
	Institute of Chartered Shipbrokers Greek Branch	Future of Shipping Skills: Digital, Green, Social	Seminar Room 2A	16:45-18:30	info@helmc.com	
	Eutelsat	How to meet Evolving Demands for Maritime Connectivity?	Seminar Room 2B	16:45-18:30	cangot@eutelsat.com	
	WED 8/6	Hellenic Marine Environment Protection Association	HELMPEA Conference	Conference Hall	10:30-14:30	helimpea@helimpea.gr
		BIMCO	No Turning Back: Decarbonisation in practice	Seminar Room Central	10:30-14:30	et@bimco.org
Digivalue		d> MarIns - The Ultimate Software Solution for the Marine Insurance Industry	Seminar Room 1A	10:45-12:30	kelly.dimitriou@digivalue.eu	
National Technical University of Athens		The initiatives of NTUA for technology transfer and promotion of innovation and entrepreneurship	Seminar Room 2A	10:45-12:30	jprousal@naval.ntua.gr tsp@central.ntua.gr	
Admiralty Maritime Data Solutions		Navigating the Maritime Future	Seminar 1B - Sponsored by Admiralty	11:00-13:30	events@ukho.gov.uk	
Shipmedcare		Panel discussion on Medical Teleconsultation for commercial vessels. Ask the experts	Seminar Room 1A	12:45-14:30	info@shipmedcare.com	
DNV		DNV Event	Seminar Room 2A	12:45-14:30	joanna.boulintou@dnv.com	
Ocean Technologies Group		Powering the People that Power World Trade - enabling our maritime professionals in a time of change	Seminar Room 2B	12:45-14:30	contact@oceantgo.com	
Hyundai Global Service		HHI Group Seminar	Seminar Room 1B - Sponsored by Admiralty	13:45-15:15	suveonpark@hyundai-gs.com	
WISTA Hellas		Women at sea	Seminar Room 1A	14:45-16:30	wistahellas@wista.gr	
RINA		RINA Event	Seminar Room 2A	14:45-16:30	elli.ferentinou@rina.org	
Inmarsat		Inmarsat Press Briefing	Seminar Room 2B	14:45-16:30	debbi.bonner@i-f-a.com	
The Embassy of the Republic of Korea - IOBE		3rd Korean - Hellenic Maritime Cooperation Forum	Seminar Room Central	15:30-19:00	christidi@iobe.gr ksmin20@mofa.go.kr	
Admiralty Maritime Data Solutions		Meet the UKHO experts	Seminar Room 1B - Sponsored by Admiralty	15:30-18:00	events@ukho.gov.uk	
Danica Maritime Services		Eastern European Crewing - The advantages and pitfalls	Seminar Room 1A	16:45-18:30	jensen@danica-maritime.com	
Green-Jakobsen A/S	Strategically driving and directing human performance using the Delta Method	Seminar Room 2A	16:45-18:30	m.progoulaki@green-jakobsen.com		
One Sea	One Sea Press Briefing	Seminar Room 2B	16:45-18:30	amanda.buchan@i-f-a.com		
THU 9/6	Global Maritime Club in association with Seatrade Maritime	Global Maritime Club Summit	Conference Hall	10:30-19:00	Erma.Howell@informa.com	
	American-Hellenic Chamber of Commerce (AmChamGR) North American Marine Environment Protection Association (NAMEPA) / U.S. Commercial Service, U.S. Embassy Athens	3rd Trading in US Waters: Towards a Decarbonized Maritime Sector by 2050, Seminar	Seminar Room Central	10:30-15:00	v.teri@zoglou@amcham.gr maria.georgousi@trade.gov executivedirector@namempa.net	
	School of Mechanical Engineering, Aristotle University Thessaloniki & Atmospheric Composition Research, Finnish Meteorological Institute	H2020 SCIPPER and EMERGE Projects: Monitor and decrease emissions of shipping	Seminar Room 1A	10:45-12:30	scipper.project@gmail.com androniki.maragkidou@fmi.fi jaakko.kukkonen@fmi.fi	
	RINA Consulting	Engimmonia Project	Seminar Room 2A	10:45-12:30	info@engimmonia.eu	
	SHIPSERV Ltd	Powering Simple, Secure and Sustainable Trade in the Maritime Economy	Seminar Room 2B	10:45-12:30	akrisko@ecate@shipserv.com	
	Admiralty Maritime Data Solutions	Navigating the Maritime Future	Seminar Room 1B - Sponsored by Admiralty	11:00-13:30	events@ukho.gov.uk	
	DataPorts consortium	DataPorts H2020 Project - Cognitive Ports of the Future	Seminar Room 1A	12:45-14:30	anbel@dataports.eu	
	Hellenic Institute of Marine Technology	Technical Seminar	Seminar Room 2A	12:45-14:30	info@elint.org.gr	
	ABS, Global Ship Systems Center	Stemtubeless Vessels	Seminar Room 2B	12:45-14:30	rleon@poulos@eagle.org	
	Orca AI	How to Make Fleet Navigation Safer and Smarter with AI and Computer Vision	Seminar Room 1B - Sponsored by Admiralty	13:45-15:15	keren@orca-ai.io	
	Economia Group - Kerkyra Publications SA	Winning Shipping Strategies	Seminar Room 1A	14:45-16:30	chzabeta@economia.gr	
	A.S. Prote Maritime Ltd	Effectively Supporting anti-Piracy Measures and Contributing to the Recovery of Hostages and Vessels by using UKS; the Active Role of the Aboard System ARSx2	Seminar Room 2A	14:45-16:30	info@a-s-prote.com	
	Sea Commerce (America) Inc. Houston Texas	Decarbonization: Rise of methanol as a future-proof marine fuel	Seminar Room 2B	14:45-16:30	salav@seacommerce.co	
	American-Hellenic Chamber of Commerce (AmChamGR) / SHIPPINGINSIGHT / U.S. Commercial Service, U.S. Embassy Athens	SHARK TANK Event	Seminar Room Central	15:15-16:30	v.teri@zoglou@amcham.gr maria.georgousi@trade.gov c.walkers@shippinginsight.com	
	Admiralty Maritime Data Solutions	Meet the UKHO experts	Seminar Room 1B - Sponsored by Admiralty	15:30-18:00	events@ukho.gov.uk	
Hellenic Electricity Distribution Network Operator S.A. (HEDNO S.A.)	Supporting the Proteus plan for the decarbonization of the maritime sector via the electrification of ports	Seminar Room 1A	16:45-18:30	jprousal@naval.ntua.gr		
Venlys Maritime Specialisation Services	Human Machine Safety Culture: a strategic element for the Human Performance in Shipping	Seminar Room 2A	16:45-18:30	info@venlys.com		
Hyundai Welding	Introduction to HiBallast NF and other products: Hyundai Welding Seminar 2022	Seminar Room 2B	16:45-18:30	srcho@hyundaiwelding.com		
Isalos.net & Real Time Graduates Conference - Under the Auspices of Greek Shipping Co-Operation Committee, INTERCARGO and the Hellenic Engineers Society of Great Britain (HESGB)	At the Helm of Global Shipping: Ensuring Continuity in times of Change	Seminar Room Central	17:00-19:00	cp@gratia.gr		
FRI 10/6	Young Executives & Students (YES) Forum	YES to Shipping Forum 2022	Conference Hall	10:30-17:00	info@yes-forum.com	
	Metropolitan College/ Maritime Academy	4th International Conference on Maritime Education - Maritime industry: The era of challenges and the necessity for changes towards Green Shipping	Seminar Room 1B - Sponsored by Admiralty	10:45-14:30	vapostolopoulou@metropolitiko.edu.gr	
	National Technical University of Athens	Port Facilities for Small Crafts and Yachts in Greece	Seminar Room 2A	10:45-12:30	dgiantis@mail.ntua.gr	
	SPARES CHX	The answer to Inventory mis-management: A Data-Driven Solution that creates Value out of Chaos	Seminar Room 2B	10:45-12:30	mohit.khemani@spareschx.com	
	Union of Greek Shipowners	Press Conference	Seminar Room Central	11:00-13:00	posidonia@pressextroutv.gr	
	Turku University of Applied Sciences	MarISOT - Next Generation Training in Maritime Safety	Seminar Room 1A	12:45-14:30	uha.saarinen2@turkuamk.fi	
	University of the Aegean-Department of Shipping Trade and Transport	Performing amidst high uncertainty: shipping resilience	Seminar Room 2A	12:45-14:30	mlambrou@aegean.gr	
	Alpha Marine Consulting (AMC) in collaboration with University of Birmingham (UoB)	Ship Decarbonization Technologies & Human Factors Development: A Zero Accidents - Zero Emissions Sustainability Goal	Seminar Room 2B	12:45-14:30	posidonia@alphamarine.com	
	Teamworks & Online Data	The contribution of Digital Technologies to the development of Shipping and MultiModal Transports: Strategies, Policies, Actions and Developments	Seminar Room Central	13:00-17:00	p.triantafyllou@teamworks.gr info@teamworks.gr	

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How ports and shipping keep goods moving as the world stands still?



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