

## The Big Bang of Shipping

Shipping literally makes the world go round and the whole world revolved around Posidonia 2012 which has closed with a bang setting a new record in terms of visitor numbers and number of countries represented in a stellar week which also saw the signing of many deals and partnerships on the floor of the spectacular Metropolitan Expo.



**A**lmost 19,000 visitors from 92 countries attended Posidonia 2012, making this year's event the most successful of all times. From Brasil to Japan and from every latitude and longitude in between, shipping and maritime professionals from the whole world gave Posidonia a vote of confidence celebrating its status as the most prestigious event for the global maritime industry.

They came to meet, network and do business with representatives of the powerful Greek shipping community as well as with those from a total of 1,870 companies from 87 countries who occupied no less than 35,000 square metres of total gross space.

Twenty countries deployed national pavilions to showcase their might in various shipping sectors, from shipbuilding to quality flag registries and from engineering to new technologies.

Visitors, exhibitors and even the international media were full of praise for Posidonia's ability to constantly reinvent itself without ever losing its unique lustre and appeal. "These facilities are the best of the other shipping events I have seen around the world. My impression is that the exhibitors are very satisfied with the attendance, especially all the companies I have spoken to", said veteran shipping reporter Bob Svenson, from Diesel &

Gas Turbine Publications.

And even before the dismantling of the eye-pleasing stands of Posidonia 2012 had started just after 17.00 on Friday June 8th, organisers said that early bookings for the next event were coming in fast and thick.

"Major companies and organisations from the USA, Far East and Europe have already committed their presence for Posidonia 2014, which is scheduled for 2-6 June, 2014", said Theodore Vokos, Project Director, Posidonia Exhibitions S.A., the organiser of the biennial event.

"The feedback we received from exhibitors and visitors alike during the entire week was overwhelmingly positive and everyone seemed to enjoy the show, the quality of the interactions and networking as well as the robust conference and seminar schedule which were extremely well attended. We are also particularly pleased with the success of the Cruise Update at Posidonia 2012, which set the stage for the 2nd Posidonia Sea Tourism Forum, to take place in Athens on 28-29 May 2013. We look forward to again welcoming the global shipping community to Greece for the 2013 Posidonia Sea Tourism Forum and Posidonia 2014!", he said.

# Happened at Posidonia 2012

## Ballast Solution Is A Blast for ERMA FIRST

The General Secretary of the Ministry of Development, Competitiveness and Shipping Mr. N. Litinas, presented **ERMA FIRST** with the official Type Approval for the company's newly launched ballast solution, the first of its kind to be developed by a Greek company, a feat which was also recognised by Apostolos Poulouvassilis, Regional Marine Manager of Lloyd's Register, who presented the Class Approval certificate. Mr. Polychronopoulos, an ERMA FIRST spokesperson, said that this achievement was the result of hard work led by scientific personnel and has already led to a number of orders from Greek and international shipowners with newbuildings under construction in Far Eastern shipyards. "Posidonia was the ideal forum for ERMA FIRST to showcase its capabilities in the field of research and development of new technologies".



## IRI Does It Again

Over a thousand guests attended **Marshall Islands' Posidonia 2012 gala** at a picturesque mini peninsula-shaped function venue at Athens' waterfront. The event's highlight was a journey down memory lane, reminiscing of the registry's historic legacy. During the short and emotional presentation, Theofilos Xenakoudis, paid tribute to his late father's vision and hard work which resulted in the establishment of the Marshall Island's Greek operations. Guests included high ranking IRI officials from Reston, London, Geneva, Zurich, Istanbul, Roosendaal and Rome, all Piraeus-based personnel as well as many clients and shipping companies' representatives. "IRI personnel from all locations joined the Piraeus office to ensure a strong and diverse team of experts was available to meet with worldwide industry stakeholders who came to Athens to participate in Posidonia this year. We are extremely satisfied with the quality and quantity of the trade visitors", said Bill Gallagher, President, IRI.



## Posidonia 2012 catalogue in all shipping offices!

Additional post-exhibition exposure for Posidonia exhibitors: All member companies of the Union of Greek Shipowners receive Posidonia 2012 catalogues, for easy access to exhibitors' contact details.

## Oman Drydock Sees Significant Opportunities

According to **Oman Drydock**, Posidonia is an event that provides a significant opportunity and a platform for concluding commercial contracts in one of the largest events in the field of sea navigation and maritime services. "The Greek market is number one in the world. Our presence in Posidonia 2012 is very important for us, as we cooperate with many Greek shipowners and during our presence here we have made some interesting contacts and responded to many requests mainly with Greek shipbrokers", according to Mr. In So Eom, Leader/ Marketing Dept.

## Kaminco Shines and Signs

**KAMINCO** celebrated its 50th anniversary at Posidonia 2012 with the signing of a deal with China's Josun for the latter's exclusive representation in Greece, Cyprus and the USA as well as with an agreement to extend its existing partnership with Green Instrument for the North American markets. "Through our partnerships we invest in research and development of new technologies for the shipping industry to eventually be in the position to provide Greek shipowners with the latest and most advanced and cost effective solutions for their fleets", said Sotiris Kaminis, CEO. "Our progress solely is directly linked to Greek shipowners' fortunes and this is the course we will not deviate from irrespective of the constantly changing global market conditions", he said.

# Happened at Posidonia 2012

## Promoting "Maritime Malta"

According to Charles Axisa, Marketing & Communications Manager of **Transport Malta** the island-nation's presence at Posidonia this year was hugely successful: "Malta's presence at Posidonia Exhibition is long and well established. We are very proud to be part of the world's largest shipping exhibition for yet another year and enjoy the premium facilities and benefits offered by the new venue. Malta, like Greece, Cyprus and other countries, is a maritime nation with great history and tradition and a wide variety of related industries that support our economy. Our Posidonia participation was designed to promote "Maritime Malta" and by that I mean the wide spectrum of naval activities currently flourishing in our country and we certainly achieved our objective".

## Danaos Management Consultants at Posidonia 2012

"The move to the Metropolitan Expo has been a very wise decision on behalf of the organization as it offers an increased and wider variety of facilities that are integral for the implementation of a corporate exhibition. We witnessed a huge wave of visitors which gave us the opportunity to see some of our long established clients both from Greece and abroad as well as a plethora of new clients that showed deep interest into our software services. For us, Posidonia is a unique opportunity to strengthen our relations with our existing customers and create new contacts that will hopefully evolve into new business deals", said Panagiotis Nomikos, Business Development Director of **Danaos Management Consultants SA**.

## Hyundai and Tsakos Ink Deal

Posidonia 2012 gave many participants the forum to both negotiate and sign multi-million dollar deals. This became evident early on in the show with a US\$200million plus agreement signed between **Tsakos Energy Navigation** and **Hyundai Heavy**

**Industries** of South Korea, as the signing ceremony was held during Posidonia 2012. According to the deal, Hyundai will build a 160.000-cbm LNG carrier for Q1 2015 delivery, and an option for an additional vessel is included in the deal.

## Posidonia Cup Winners



A total of 55 crews from Greek and international shipping companies and maritime organisations contested for trophies in the four categories of the biennial Posidonia Cup, the event which signaled the start of the Posidonia week 2012. Fourteen crews vied for honours in the **Performance Category which was won by Bureau Veritas** on ATLANTI XVI. **The IRC Category was won by Status Maritime Corporation** on their ACES sailing yacht. **GAC Shipping took first place in the Standard Category** sailing their QuickSliver-GAC to victory in a category contested by 16 more crews. **The winner of the Classic Yachts Category was Antonis Nikolaras** with the yacht Flamingo. **The Lloyd's Register** sponsored Posidonia Cup has been a staple event of Posidonia since 2000 and has been established as an eagerly anticipated sailing competition in the annual sailing regattas' calendar.

## Winners of the 1st Posidonia Golf Tournament

A total of fifty executives competed for the various honours of the inaugural Posidonia Golf Tournament which was held under ideal weather conditions at the picturesque setting of the Glyfada Golf Course. **Sponsored by Thenamaris and Costamare** the event culminated with a lavish reception and a prize giving ceremony attended by over 300 guests. The winners of the Stableford Gross and Net Stableford tournament, which was a shotgun start for 18 holes, were:



Category 1 gross men winner:	<b>Mr. Nilsson</b>	Category 2 men net 2nd place:	<b>Mr. Armatas</b>
Category 1 gross men 2nd place:	<b>Mr. Eykerman</b>	Category 2 men net 3rd place:	<b>Mr. Kosmatos</b>
Category 1 gross men 3rd place:	<b>Mr. Docherty</b>	Ladies gross winner:	<b>Ms. Kazi</b>
Category 2 gross men winner:	<b>Mr. De Qian Yu</b>	Ladies gross 2nd place:	<b>Ms. Ohlhaber</b>
Category 2 gross men 2nd place:	<b>Mr. Criticos</b>	Ladies gross 3rd place:	<b>Ms. Akleh</b>
Category 2 gross men 3rd place:	<b>Mr. Griffiths</b>	Posidonia category:	<b>Mr. Winig</b>
Category 1 men net winner:	<b>Mr. Hae Young Son</b>	Longest drive men:	<b>Mr. Devendorf</b>
Category 1 men net 2nd place:	<b>Mr. Fairhurst</b>	Closest to the pin men:	<b>Mr. Park</b>
Category 1 men net 3rd place:	<b>Mr. Aamir</b>	Longest drive ladies:	<b>Ms. Ohlhaber</b>
Category 2 men net winner:	<b>Mr. De Qian Yu</b>	Closest to the pin ladies:	<b>Ms. Akleh</b>

## Pateras Lifts Trophy in Karaiskaki Stadium

Some 250 shipping executives from 24 companies unravelled their football talent on the turf during the Posidonia Shipsoccer Tournament, the five-a-side event, which was organized by Posidonia Exhibitions

S.A and Naftiliaki Filathlitiki Enosi. More than 300 spectators enjoyed a great football day out full of goals and spectacular action that culminated with **the victory of Diamantis Pateras Maritime in the final against**

**International Paint**. Third place went to **Deloitte**. The event reached its climax with a reception and an awards ceremony, one of the many networking opportunities available to Posidonia participants.



# Posidonia 2014

2-6 June 2014

Metropolitan Expo, Athens Greece

## Book now!

Submit the provisional booking form provided by the organisers

Posidonia  Ποσειδώνια

The International Shipping Exhibition

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