



# Wista Americas 2018

18-20 June 2018  
Centro Naval  
**Buenos Aires**



# 1<sup>st</sup> Regional Conference

of Women's International  
Shipping & Trading Association

[www.wistaamericas2018.com](http://www.wistaamericas2018.com)  
[info@wistaamericas2018.com](mailto:info@wistaamericas2018.com)

Technical Secretariat

**Fase20**  
CONGRESOS

Arenales 843. Piso 2. Departamento 7 1061 Buenos Aires (Argentina)  
Tel. +54 11 5236 1141 [www.fase20.com](http://www.fase20.com) - [info@fase20.com](mailto:info@fase20.com)

### PRESENTATION LETTER

Dear Colleagues

We are honoured to invite you to attend WISTA AMERICAS 2018, the first regional event organized by Women's International Shipping and Trading Association, which will take place at Centro Naval, Room Almirante Brown, in Buenos Aires, Argentina on June 18<sup>th</sup>-20<sup>th</sup> 2018, and celebrate WISTA ARGENTINA 5th Anniversary.

Buenos Aires is a blooming metropolitan centre with the type of diversity that WISTA embodies and encourages. Being well known not only for its beautiful touristic sights, but also for its people's deep commitment to social politics, the country has hosted many international congresses, conferences and events.

We invite you to come and meet us for a few days of discussion, debate, and celebration. We want to learn from each other and create a meaningful frame for the assessment of the progress of the maritime industry, which is experiencing significant changes, which should be appraised to find us ready to face the industry' challenges.

The program covers new trends and topics which will be addressed by speakers of international renown and is focused on providing attendees with the chance to get immersed in discussions and debates which are being held by the international shipping community. Representatives of shipping companies, charterers, shipping agencies, traders, logistics operators, ship suppliers, insurance and ship brokers, lawyers, public administration and any other shipping related sector are welcome and expected to participate in our event.

The conference will also include social events, providing opportunities for networking, as we understand the importance of building up business relationships, sharing knowledge, experiences and mentoring.

Don't miss the chance to participate in WISTA AMERICAS 2018, celebrate WISTA ARGENTINA 5th anniversary, and meet other WISTA NATIONAL Associations of the region, who will also attend.

We invite you to look at our commercial dossier and collaborate with the success of our gathering, either with a sponsorship or through your attendance. It will be very much appreciated.

Looking forward to meeting you soon,



Ma. Belen Espiñeira.  
PRESIDENT



Dafne Anghelidis  
SECRETARY

### WISTA ARGENTINA EXECUTIVE COMMITTEE

#### **President**

Maria Belén Espñeira

IT&L Legal Consultants

[mbe@itl-legalconsultants.com](mailto:mbe@itl-legalconsultants.com)

#### **Vicepresident**

Vilma Carlini

NAVY & Co Shipchandlers

[vilmacarlini@arnet.com.ar](mailto:vilmacarlini@arnet.com.ar)

#### **Secretary**

Dafne Anghelidis

Agencia Marítima Intercontinental

[dafneanghelidis@gmail.com](mailto:dafneanghelidis@gmail.com)

#### **Treasurer**

Fiona Olliver

Sea Plate Shipping Agency

[folliver.seaplate@gmail.com](mailto:folliver.seaplate@gmail.com)

#### **Advisor**

Roxana Scabini

Hamburgsud

[roxana.scabini@hamburgsud.com](mailto:roxana.scabini@hamburgsud.com)

#### **Auditor**

Lucrecia De Boutaud Bernal

Panamar Consultora Maritima Internacional

[lucrecia@consulpanamar.com](mailto:lucrecia@consulpanamar.com)

### ORGANIZING COMMITTEE

#### President

María Belén Espiñeira

#### Secretary

Dafne Anghelidis

#### Members

Mariana Barrera

Luciana Chitarroni

Ileana Cetra

Daniela Coruchini

Lucia Goncalves

Rocío Goncalves

Guadalupe Ojeda

Fiona Olliver

Yamila Rivero

### SCIENTIFIC COMMITTEE

#### MEMBERS

Juan Bautista Ardizzone (Argentina)

Frida Armas (Argentina)

Emiliano Galli (Argentina)

Guillermo Wade (Argentina)

Monica Navarro (Argentina)

Ignacio Penco (Argentina)

Silvia Sudol (Argentina)

Katerina Vuskovic (Peru)

Marie Ann Gamarra (Peru)

Tatiane Rollan Chaves (Brazil)

Fernanda Mattos (Brazil)

Leticia Oeckel (Dominican Rep.)

Lludelis Espinal (Dominican Rep.)

Birgit Marie Liodden (Norway)

Daniela Couruchini (Uruguay)

### PRELIMINARY PROGRAM

June 18<sup>th</sup>

---

9.00 – 9.30: Registration

---

9,30 – 10.30: [Current challenges affecting the Maritime Industry. Are we ready to face the industry development?](#)

This panel aims to address different issues affecting the maritime industry players around the world and regionally. Pricing Challenges and the impact of giants, how is the region positioned towards them.

---

10.30 – 11.00: Coffee Break

---

11.00 -12.00: [Innovation in networks in the maritime industry - finding ways for successful collaboration](#)

---

Lunch 12.00 – 14.00: Lunch Break

---

14.00 – 15.00: [Port Terminal and Logistics operations in the region, are we efficient?](#)

Sufficient land-side capacity to keep cargo moving is essential for liner vessels to maintain their schedules. Supply chains served by liner vessels in 21st century are no longer port-to-port. All cargo carried on liner ships must be able to discharge the vessel in a timely manner. This panel aims to address those topics challenging the logistics industry.

---

15.00 – 16.30: Coffee Break

---

16.00 – 17.00: [Environmental regulations, which is the cost of compliance?](#)

---

19.00 Welcome Cocktail – Library

---

### June 19<sup>th</sup>

9.30 – 10.30 [New Technologies facing the industry.](#)

Cyber risks are increasing concern of the shipping industry at large and should be considered a part of the overall operational risk picture and addressed in a systematic way. This panel aims to address the challenges and measures taken by the shipping community, in connection with the cyber risk from its legal, insurance and operational aspects.

---

10.30 – 11.00: Coffee Break

---

11.00 – 12.00: [Disruptive changes within the shipping industry, are we ready?](#)

The impact of SMARTcontract and blockchain within the shipping, logistic, financial and trading industries. Autonomous shipping: is it a commercial and safe viable reality?

---

12.00 – 14.00: Lunch Break

---

14.00 - 15.00: [Big Data Vs. Real Stories](#)

Despite the disruptive changes, the human factor remains being the main core of the shipping business. Shipping agencies challenges, education and training of next generations, do we really provide welfare to seafarers?

---

15.00 – 15.30: Coffee Break

---

16.00 - 17.00: [Offshore Energy and Shipping](#)

---

20.00: - Closing Party – Tango Night

---

\* The program, its content, allocation and social events are tentative and shall be confirmed by organizing committee.

### TECHNICAL SECRETARIAT



**Arenales 843. Piso 2. Departamento 7  
1061 Buenos Aires - Capital Federal – Argentina  
Tel. +54 11 5236 1141**

E-mail:

[info@fase20.com](mailto:info@fase20.com)

[info@wistaamericas2018.com](mailto:info@wistaamericas2018.com)

Web:

[www.wistaamericas2018.com](http://www.wistaamericas2018.com)



### CONFERENCE VENUE

The Centro Naval is a club founded in Buenos Aires on May 4, 1882 by a group of young officers of the Argentine Navy. These graduates of the first promotions of the Naval Military School created it as a "meeting place where to exercise the healthy camaraderie, expose their concerns publicly, to give lectures about the technological advances of the profession through the results of the explorations, experiences and discoveries of all kinds that their associates could carry out would be made known.

The Centro Naval is located on Florida Street 801 (corner of Córdoba Avenue) of the city of Buenos Aires in the Argentine Republic. It was designed by the French architects Jacques Dunant and Gastón Mallet, in lavish academic style, and was inaugurated in 1914. The beautiful portal was created by Luis Tiberti.



The direction and inspiration of the architect Mallet were a success. The building beautifully solved the problem of being on a rectangular corner, and the functionalism of the building, as well as its proportions and details, make it one of the most significant and beautiful parts of Buenos Aires from 1914. Even nowadays, it calls for the admiration of many of the tourists who walk by Florida street.

<http://www.centronaval.org.ar>

Florida 801, C1005AAQ Buenos Aires Argentina

### WAYS TO COLLABORATE

The collaborator may opt to support the Organizing Committee and promote its own entity and its activities through the sponsoring of the Conference's social events, and/or other services related to the Conference. The Organizing entity will make sure the sponsor gets their due recognition in the sponsored event.

#### Social Events

##### **1. Welcome Cocktail:**

All delegates and representatives of the industry are invited to this party. The sponsor will have full recognition in this event.

##### **2. Gala Dinner:**

The Gala Dinner is open to all participants at a minimum cost subsidized by the Sponsor. Payment and reservation is required. The sponsor will have full recognition in this event.

##### **3. Catering at the venue**

All delegates will be able to notice to the Sponsor's logos. The logos will be located at all Coffee Break points.

#### Products and Services

##### **1. Conference Bags:**

This sponsorship is exclusive. It will consist of the logo of the sponsor along with the conference' in the bag that will be given to each delegate. The sponsor can also add a brochure inside (The costs of manufacturing such bags is included in the price).

##### **2. Flashdrives for communications:**

Each delegate will receive a flash drive with a selection of works submitted by professionals for the conference.

### 3. Notepads and Pens:

The name and logo of the sponsor will appear on all notepads and pens handed out at the Conference. Cost of manufacturing included.

### 4. Program Banner: *1.000 usd + vat*

Big banners with the Conference' program will be included. The sponsor's logo will be displayed.

### 5. Bag Inserts (per insert): *1.000 usd + vat*

### 6. Sponsored Flyers: *1.000 usd + vat*

### 7. Sponsorship of Conference Website: *2.500 usd + vat*

### 8. Banner on Conference Website: *1.000 usd + vat*

- \* Other forms of collaboration which are not included in the dossier will be welcome. Please contact our Technical Secretariat for assistance.
- \* Foreign companies: taxes to be due shall be confirmed by the technical secretariat depending on the circumstances of the collaboration

### TECHNOLOGICAL SERVICES

#### ❖ APP iEvents

Cost: 3.000 usd + vat



##### **What is it?**

It is an application downloaded directly from the Apple Store and through Android allowing the delegate to interact in real time with the organization of the conference, receiving in digital format all the necessary information which in turn allows the management of one's own agenda, or to contact directly with sponsors, etc.

##### **How does it work?**

After having received confirmation of registration to the Conference, the user can download the application for smartphones and directly access their information entering the user information and password provided by the technical secretariat. Before the Conference begins the user can update and prepare their own personal agenda with the scientific activities of their choice.

##### **What if my device is not compatible?**

For delegates whose terminal is not compatible with either Apple or Android, a Bluetooth server will be activated at the venue so Conference information can be received. All that is needed is to approach one of the Touch screen totems located in the Technical Secretariat and allow the interaction with your device.

In case you do not want to use mobile devices, situated throughout the venue there will be Touch screen totems available for consulting the applications.

#### ❖ E- poster Area

Cost: 5.000 usd + vat

##### **Collaboration Details:**

- Sponsorship of the website for the database of the posters presented at the Conference for consultation and reprinting needs.
- Software for the creation of posters from home for those who wish to send abstracts available 24 h a day, 365 days a year, for representation and consultation
- 5 computers + printer in the Posters Area for telematic consultations, printing posters and their defence.
- 10 touch screen of 65" for the poster display and their defence.

### ❖ Touch-screen Totem

**Cost: 750 usd + vat**

**Collaboration Details:**

Its size is 1.92 m x 1.08 m with a touch screen of 65" which can include:

- Sponsor Publicity
- Sponsoring entity's logo in each screen or a fixed banner.
- Scientific Programme information.
- Conference venue floor map and commercial exhibition floor map can include sponsor's logo. • Blast of scientific programme with conference information and sponsor's logo on mobile devices.

#### **Advantages**

- Publicity with great visual impact
- User-friendly engagement through touch-screen.
- Sponsor Multi-media (video and sound) included.
- Brings an innovative image upon the sponsor's brand.
- Creates great visual impact in its located space, generating greater expectation than most other spaces.

### ❖ Video Streaming

**Cost:** Contact Technical Secretariat

**Collaboration Details:**

Video streaming is the live broadcasting of a scientific session over the Internet. We produce the video in HD, acquiring the highest quality on the presentation texts and high compatibility with all devices

#### **¿How does it work?**

With our live production system, we capture pictures of the speaker and the presentation and Upload it to internet with a video streaming flux. We provide a compatible player for all browsers and mobile devices.

#### **¿Why is it useful?**

This system allows people to view the scientific session all over the world through internet

#### **Advantages:**

- o Higher impact of the event on the network.
- o Video streaming is live.
- o Allows users unable to attend to view the scientific content.
- o HD reproduction of the event.

### Summary of Collaboration Costs

SPONSORSHIP TYPE	COST OF COLLABORATION (USD)
APP iEvents	3.000
E-poster Exhibition Area	5.000
Touch Screen Totems	750
Video Streaming	Contact Technical secretariat
Welcome Cocktail	Contact Technical secretariat
Gala Dinner	Contact Technical secretariat
Catering At The Venue	Contact Technical secretariat
Conference Bags	Contact Technical secretariat
Flashdrive For Communications	Contact Technical secretariat
Notepads And Pens	Contact Technical secretariat
Program Banner	1.000
Conference Bag Inserts	1.000
Sponsored Flyers	1.000
Sponsorship Of Conference Website	2.500
Banner On Website	1.000

VAT not included. All prices shown on the table are in USD.

**Note:** The organization is open to new suggestions for collaborations which may not appear on this document. Please share them with the Technical Secretariat.

**Please note these prices are subject to changes which will be dully notified**

**Take advantages of these prices by making your reservation ASAP**

## RECOMMENDED ACCOMODATIONS

HOTEL	CATEGORY	SINGLE (USD)	DOUBLE (USD)
Esplendor Buenos Aires	4*	107	107
Dazzler San Martin	4*	100	100
Dazzler Maipú	4*	100	100
Hotel Centro Naval	3*	80	80

- \* Prices per room and per night.
- \* For extra nights consult the Technical Secretariat.
- \* VAT included in prices shown.
- \* Includes accommodation and breakfast

## REGISTRATION

<b>REGISTRATION FEE</b>	<b>EARLY BIRD</b> Valid through April 30th 2018	<b>STANDARD FEE</b> Valid from May 1st to June 14th 2018	<b>ON SITE Registration</b> Valid from June 14th until day of the Conference
<b>WISTA MEMBERS</b>	180 USD	230 USD	280 USD
<b>NON-MEMBERS</b>	220 USD	280 USD	330 USD

**The prices shown are VAT exempt.**

Full registration to the conference includes

- Bibliography/documents from the event
- Access to sessions
- Welcome Cocktail
- Coffee Break
- Gala Dinner



### Reservation Form

#### BILLING INFORMATION

CLIENT/BUSINESS NAME.....TAX ID NUMBER.....  
ADDRESS.....  
CITY.....ZIP.....PHONE.....  
E-MAIL.....

\*\*\* It is imperative that you provide us with the corporate logo that you wish to appear in the Conference publications, via email in formats .tiff, .psd, or .eps, with a quality of 300ppp

#### CONTACT PERSON FOR FOLLOW UP

.....

#### PREFERRED COMMERCIAL NAME

.....

\*\*\* Please write it as it should appear (uppercase, lowercase, accents) This commercial name will be the one that is published both on the program and for recognition of sponsorship (unless you would like to use an official design.)

We accept the conditions of the Commercial Exhibition, requesting the collaboration of:

TECHNICAL SERVICES.....

OTHER COLLABORATION.....

At the indicated total price of ..... **+ 21% VAT**, for which we will pay

100% of the fee via

**BANK TRANSFER**  / **CHECK**  to FASE 20 Argentina SRL

Banco Santander Río

Business Name FASE 20 Argentina SRL

CUIT 30-71479751-0

CBU 0720382220000000045140

Account Number Cta. Cte. 451/4

Branch Office 382 - Juana Manso 1530

Signature and stamp in agreement

Date

\* Please return completed form via email to [iportela@fase20.com](mailto:iportela@fase20.com) with the title "1st RM WISTA – Reservation Form"

\*\* A copy of the transfer receipt is required and must be sent to [iportela@fase20.com](mailto:iportela@fase20.com) for the reservation to be completed.

\*\*\* Foreign companies: taxes to be due shall be confirmed by TS depending on the circumstances of the collaboration.