



Moving Goods Safely Seminar

25th September 2018, Warsaw, Poland



Moving Goods Safely, It Impacts You!

Cost-effective and Sustainable Transportation Packaging Solutions for the Central European Market

In a world with a rapidly growing population, transportation of goods has become a critical issue. Dow always works closely with its customers and partners to create convenient and responsible packaging solutions which ensure all goods are safely transported through the improvement of load stability.

At this *Moving Goods Safely* Seminar, we will discuss together with other industry experts and brand owners the latest industry trends and needs, and how we can together contribute to load stability and ensure goods are delivered safely at all times. Moreover, we will analyze the most pressing challenges, including the most up-to-date road transportation norms and how these are impacting the load transportation sector.

With the support of our valued partners Valueing and Robopac, we will study the best practices in modern logistics and packing applications for safer transportation.

This seminar was organized to open new networking and learning opportunities, but also to explore how we can jointly take the transportation of goods to the next level.

Welcome to our *Moving Goods Safely* Seminar.
We hope you enjoy your time in Warsaw.

Sincerely,



Marc Van Den Biggelaar

*Sales Director Central & Eastern Europe and DACH
Dow Packaging & Specialty Plastics*

Why Does Load Stability Matter?

Transportation of goods has significantly escalated due to current society changes and a globalized economy. With the increase in freight transport distances, the difficult road conditions, and the new EU transportation norms and legislation, load security became a major challenge for the supply chain and the freight industry, as cargo failures represent a major economic, safety, legal and waste issue.

Retailers, brand owners, logistic and shipping companies are today looking for solutions to help reduce this impact. The use of packaging solutions delivering high load stability, package integrity and durability helps to improve pallet load stability and reduce cargo failures, improves safety for both people and goods, helps reduce waste, and ensures that food and other merchandise are protected and transported safely from the manufacturer to the end consumer.

Load stability Benefits



Pallet load security increase and reduction in the number of accidents.



Replacement of damaged products can outweigh the cost of shipping, while negative consumer experiences with those has a direct impact on brand reputation and future purchasing.



By increasing pallet load stability, product spillage and wastage during transportation is avoided, thereby reducing the environmental impact of cargo failures.

What is Dow Doing to Improve Stability?

Dow's portfolio of packaging resins and adhesives has been developed to meet the needs of an evolving society and food supply chain, where goods need to travel longer distances and where globalization is increasingly requiring safer, cheaper and more sustainable transport solutions. Collaboration across the value chain is critical to enable the successful evaluation and improvement of packaging technologies and is extremely important in the development of load stability solutions that meet industry requirements and standards.

Dow's solutions portfolio can help ensure that goods are safely packed and transported along the supply chain to the end consumer, delivering maximum pallet load stability while preventing waste, saving costs, benefiting CO₂ emissions' reduction and contributing to reaching sustainability targets.

Program

	9:30	Opening & Introduction	Wolfgang Rieber Giuseppe Santoro Marc Van Den Biggelaar
	10:00	Move It Safely Innovative approach to secondary & tertiary packaging	Marian Gmenta
	10:15	Modern Logistics Best practices & new legislation standards	Angel David Hernández
	11:00	Coffee Break	
	11:30	Packing Goods Safely Testing methods & Stretch Wrap application for safer transportation	Glauco Moschini
	12:15	Safety, Performance, Sustainability & Cost Benefits Insights on the latest industrial packaging trends and addressing the challenges	Helga Gómez Przemek Olszynski
	13:00	Panel Discussion and Q&A Industry experts and value chain representatives will share their perspectives on the current and future requirements for load safety and stability, but also address your questions and discuss topics that are relevant to you.	Simone Nicoletti Angel David Hernández Helga Gómez
	13:30	Wrap Up	Wolfgang Riebe Marc Van Den Biggelaar
	13:40	Networking Lunch	

Speakers' Bios



Moderator

Wolfgang Riebe

Speaker, Author

Wolfgang Riebe is an enthusiastic and authentic life-changer speaker with over 25 years of experience. He has performed in more than 150 countries and his videos have over 10 million views in Youtube. Based on real-life experiences, he maximizes the effect and success of any event or conference by reinforcing the client's theme and improving attendee's engagement with the client products. Wolfgang holds a master's Degree on Innovation & Change, has won several awards from recognized speakers' associations and was also National President of the Professional Speakers Association of Southern Africa.



Event Host

Marc Van Den Biggelaar

Sales Director

*Central & Eastern Europe and DACH
Dow Packaging & Specialty Plastics*

Marc joined Dow back in 1995, starting in the Automotive business unit, where he assumed a series of roles in sales, product and market management. In 2011, Marc moved to Dow's Packaging and Specialty Plastics business as Marketing Director and later as Product Director. In his current role as Sales Director, Marc is responsible for the sales teams and the development of commercial relationships in Central & Eastern Europe and DACH regions. Marc holds a BSc. in Automotive Engineering from the University of Arnhem and Nijmegen, and a master's in Business Administration from the University of Twente.



Speaker

Giuseppe Santoro

Country Leader, Dow Poland

Dow Packaging & Specialty Plastics

Giuseppe Santoro is Country Leader Dow Poland and responsible for leading Dow's operations across the country with a particular focus on employee, customer and stakeholder engagement. He explores and accelerates new opportunities and drives business development growth. Prior to being appointed to his present role, he served as Global New Business Development Director for Dow's Consumer Solutions business, based in Dow's European headquarters in Horgen, Switzerland. He joined Dow back in 1999 in Italy. Giuseppe Santoro holds a master's degree in Chemical Engineering from the University of Pisa, Italy and a MBA from London Business School, UK.



Speaker & Panelist

Angel David Hernández

CEO of VALUEING and President of EUMOS - European Safe Logistics Association

Expert in Secondary Packaging, Transport Packaging and Cargo Securing, Angel started his career in the polymer & packaging industry. He is passionate of the Marketing and how correct packaging boosts sales to Consumers.

In 2011, Angel founded the VALUEING group, a consultancy service for Brand Owners and Key Industry players for optimized secondary & tertiary Packaging with the best cargo securing practices.

Angel has been recently appointed President of the European Safe Logistics Association (EUMOS) and is recognized by the Association as an unquestionable activist of Safety along Supply Chain.

Angel is fully committed to making Europe a Safer Place for all the persons involved in Logistics.

Speaker & Panelist

Glauco Moschini

Sales & Marketing Manager Robopac Systems

Glauco Moschini has over 15 years of experience in strategic planning around international packaging, with a technical background in the B2B sector. His responsibilities ranged from that of Operations to Marketing and Sales. His responsibilities ranged from that of Operations to Marketing and Sales. In 2013 was appointed Sales & Marketing Manager of ROBOPAC SYSTEMS. Back and since August 2018 Glauco has added the General Management of the Robopac French Subsidiary to his list of responsibilities.

Glauco is an out-of-the-box thinker and expert in the critical application packaging field, focusing his work on load stabilization, equipment, service and sustainability.

Speaker & Panelist

Helga Gomez

Marketing Manager Industrial and Consumer Packaging Dow Packaging & Specialty Plastics

Helga joined Dow in 2007 in Switzerland as a Treasury Analyst. In 2015, Helga became the Business & Market Intelligence Manager for P&SP in EMEA until 2017, when she accepted her current role as Marketing Manager for Industrial and Consumer Packaging.

In this role she is responsible for developing the market segment strategy and innovation pipeline. Helga holds a master's degree in International Business from SIB Reutlingen, Germany, and a master's in Marketing from EADA Business School in Barcelona, Spain.



Speaker

Marian Gmenta

*Market Development Manager,
Central & Eastern Europe
Dow Packaging & Specialty Plastics*

Marian joined Dow in 2012 as part of the Commercial Development Program. He has since then, worked in a variety of roles in the Dow Plastics business, including the management of distribution channels in the region and as New Business Development Manager. In his current role as Market Development Manager, he is responsible for pursuing projects across the value chain and further develop the P&SP market in Eastern Europe. Marian holds a master's degree in Business Administration from the University of Economics in Prague (Czech Republic) and attended a series of programs related to International Business at University of Victoria (Canada) and the University of Aarhus (Denmark).



Speaker

Przemek Olszynski

*Technical Service and Development
Dow Packaging & Specialty Plastics*

Przemek Olszynski joined the Dow Packaging and Specialty Plastics department 4 years ago. Przemek has almost 15 years of experience in the plastics industry including industrial, automotive, and building and construction markets.

At Dow, he works at the Technical Service and Development Department as Manager, and he is responsible of product development and production enablement.

Przemek holds a M.Sc. in Environmental Engineering (Plastics Recycling) and Ph.D. in Materials (Polymer) Science.



Speaker

Simone Nicoletti

*East Europe Area Sales Manager
Robopac*

Simone gathered experience in the engineering department before joining the sales force at Robopac. His background and interpersonal skills allow him to offer the packaging industry reliable and efficient solutions.

He is now working as East Europe Sales Manager at Robopac pursuing new projects in eastern countries and focused on international negotiations and establishing long term partnerships with distribution companies.

Simone is a professional Technician and Industrial expert granted by Istituto Tecnico Industriale Statale.

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