

The 17th Caspian International Transport, Transit and Logistics Exhibition TransCaspian/Translogistica 2018 was held from the 11th to the 13th June at Baku Expo Center. The exhibition is one of the leading transport events in the Caspian region, which demonstrates both innovations and achievements of the industry businesses; its content sets the direction for the future development of the transport sector to a large extent. The exhibition gathered together state transport structures and commercial companies that operate in railway sector, marine industry, aviation, commercial transport and transportation & logistics services.

The exhibition is supported by the Ministry of Transport, Communications and High Technologies of the Republic of Azerbaijan, TRACECA, Azerbaijan Export and Investment Promotion Foundation (AZPROMO) and the National Confederation of Entrepreneurs (Employers) Organizations of Azerbaijan Republic (AEC) render official support to the exhibition. The TransCaspian/Translogistica exhibition is part of a series of specialised transport and logistics exhibitions organised by ITE Group (UK), which includes TransRussia (Moscow), TransPoland (Warsaw), TransUzbekistan (Tashkent), TransUkraine (Kiev), and TransKazakhstan (Almaty), a series of international BreakBulk exhibitions (Antwerp, Houston, Shanghai, Abu Dhabi, Kuala Lumpur) and others.

The exhibition was preceded by a press conference and was attended by Mr. Elmir Velizadeh – Deputy Minister of of Transport, Communications and High Technologies, Mr. Mais Agayev –Head of the department of public relations and awareness department of Baku Transport Agency, Mrs. Rena Abutalibova – Sales Director of Iteca Caspian, Ms. Sabina Rzayeva – Project manager. 28 media representatives attended the press-conference from AzTv, Lider, ATV, ARB, APA, Baku Inform, CBC, ITV, Azertag, Report, Sputnik, 1news.az and others.

The official opening ceremony was attended by Minister of Transport, Communications and High Technologies of the Republic of Azerbaijan Mr. Ramin Guluzadeh and Regional Director of ITE Group Mr. Edward Strachan.

This year TransCaspian/Translogistica 2018 was attended by 90 companies from 15 countries. Exhibitors from Azerbaijan, Belarus, Greece, Lithuania, Russia, Turkmenistan, Turkey, Ukraine and other countries presented a wide range of products and services in the transport sector (cargo transportation; production of locomotives, passenger cars and freight wagons; rolling stock maintenance; component parts for railway transport; shipbuilding and ship repair; port services; component and spare parts for commercial vehicles; and much more). Along with the commercial companies, among the exhibitors were the state transport structures such as Azerbaijan Railways JSC, Baku International Trade Sea Port, Azerbaijan Caspian Shipping Company, State Maritime Agency under the Ministry of Transport, Communications and High Technologies of the Republic of Azerbaijan.

As part of the exhibition's business programme, bilateral meetings were held between participants and major local companies. Due with the growth of non-oil sector, interest in the exhibition of logistics companies had significantly increased in the republic. More than 30% of this year's exhibitors were debutants, including companies that specialise in sea transportation (Baku Dry Port, Turkmenbashi International Sea Port), railway transportation (ADY Container), international road transportation (APS

Solver, Belarus and Arijus UAB, Lithuania), and air transportation (Silk Way Group). Moreover, a number of innovations were demonstrated at this year's exhibition; hence, "AzRusTrans" will be showcasing alternative transit opportunities, while "Technovotum" presented automated laser scanning and fault detection equipment.

Within the framework of the exhibition were held B2B meetings between cargo owners, owners of rolling stock and companies from the field of shipbuilding. The event aims to offer exhibitors additional opportunity to meet leading local companies with the objective to present and discover new products and services, to explore new business opportunities, find potential clients and exchange business experiences.

This year the exhibition welcomed a number of delegations, including representatives of railway companies from Ukraine, Turkey, Russia, Georgia and Kazakhstan, as well as representatives of OSJD Railway Partnership Organisation and the Ministry of Investments and Development of the Republic of Kazakhstan.

The organisers of exhibitions hosted a business breakfast for the exhibition participants. The aim of the business breakfast was to help participants benefit from the opportunities created at the exhibitions more efficiently. The business breakfast was led by a professional coach from Alpha Coaching and Consulting, Fidan Azimli, who was invited by the organisers. During the business breakfast, the main issues with regard to the organisation of stands were touched upon, and a formula for successful participation at the exhibitions was presented.

In parallel, on one site with TransCaspian / Translogistica took place The 8th Caspian International Road Infrastructure and Public Transport exhibition Road & Traffic 2018. For three days of work, the exhibition was visited by 2247 people.

The organisers awarded certificates to sponsors, partners and exhibitors who stood out with their imaginative approaches to their work:

Best Stand Design – Azerbaijan Railways
Best Shell Scheme – Turkmenbashi International Seaport
Best Services Presentation – AzRusTrans
Best Company Presentation – Absheron Logistics Center
Best Corporate Style – Ukrainian Railways
Most Original Stand – Port of Baku
Best Debut – SilkWay Group

The TransCaspian/Translogistica exhibition is a unique opportunity to meet with the leaders and specialists of the state transport structures of Azerbaijan and other countries in the region, get acquainted with the prospective infrastructure projects, and also meet with cargo owners, heads of industrial enterprises, car fleet owners and other stakeholders from the core areas in order to establish new business contacts.

In 2019 the exhibition will be held on 11–13 June at Baku Expo Center.

#TransCaspian #ItecaCaspian

References

Tural Mamedov, Head of Sales Department, Ikra Lojistik

“The exhibition is very lively; we feel interest in our stand. We already have a successful experience of participating in this exhibition – two years ago we acquired many new customers. At this year’s exhibition, we also expect the same and even more significant results”.

Vainius Kaunietis, Executive Director, Arijus

“The exhibition in Baku, in our opinion, is rather compact. Nevertheless, we have already had a number of interesting meetings and hope for positive results. Most of us are interested in importers and exporters of goods from Europe to Azerbaijan, as well as large logistics companies, with whom we would like to establish mutually beneficial cooperation”.

Vyacheslav Ermakov, ChelyabTransService, Chelyabinsk

“Broadly speaking, the exhibition is very interesting. Everything has been professionally organised and well-designed. Here, I met our partners, Transmashholding whose cars are well known in the Baku Metro. I am glad to see that Azerbaijan prefers such a high quality!”