



DRIVING INNOVATION THE LUBRICANT INDUSTRY ON THE MOVE PROGRAMME

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Wednesday 19 October 2022

Registrations at the Divani Caravel Hotel (Congress Hotel)	10.00 – 16.30
UEIL Board of Directors Meeting	09.30 – 12.30
Pre-conference interactive course <i>How to talk to your customer before they're ready to buy</i> Plan. Grow. Do	10:00 – 13:00
Welcome coffee	13.00 – 14.30
UEIL General Assembly	13.30 – 15.30
Pre-conference seminar <i>Future scenarios and business model evolution for the lubricant industry: From reaction to anticipation</i> Sponsored by Kline Consulting	16.00 – 18.00
Cocktail reception at Divani Caravel (Congress Hotel)	18.00 – 19.30
UEIL Welcome Dinner at Divani Caravel (Congress Hotel) Dress code: business casual	19.30 – 22.00

Please note that the programme may be subject to modifications and it will be updated continuously up to the congress.

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Thursday 20 October 2022 <i>Moderated by: David Wright, Lube Media / UKLA</i>	
Registrations at Divani Caravel (Congress Hotel)	08.30 – 17.30
<i>Partner Programme (tbc)</i>	<i>09.00 – 17.00</i>
Welcome Coffee <i>Sponsored by ILMA</i>	08.30 – 09.30
Opening session	09.30 – 10.30
Welcome Valentina Serra-Holm, President, UEIL	09.30 – 09.50
Introductory speech The lubricant market in Greece – Miltiadis Bantis, LPC	09.50 – 10.10
Keynote speech Industry 5.0 – Martin Heumer, European Commission	10.10 – 10.40
Coffee break <i>Sponsored by ABN Resource</i>	10.40 – 11.10
Session 1: Innovation in raw materials	11.10 – 12.20
Top-Tier, Carbon Neutral Base Oils: The Best Route to Lowering Your Carbon Footprint Bill Downey, Novvi	11.10 – 11.35
Success in Sustainability Mark Miller, Biosynthetic Technologies	11.35 – 12.00
Panel discussion Bill Downey and Mark Miller will be joined by Sofia Öberg, 2Probity	12.00 – 12.20
Session 2: Innovation in R&D and product development	12.20 – 13.30

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The answer is innovation <i>Speaker tbc</i>	12.20 – 12.45
SME Innovation Challenges in a Regulatory World Nick Clague, Technical Director, Vickers Oils	12.45 – 13.10
Panel discussion <i>Speakers tbc</i>	13.10 – 13.30
Lunch Break Lunch & Learn: “Innovate sustainably: Driving further success with bio-based additives” – sponsored by Ingevity	13.30 – 14.40
Session 3: Innovation in production and supply	14.40 – 15.45
Carbon Neutral Blending – A Sustainable Future for the Lubricant Industry Alex Ball, Blendtek	14.40 – 15.05
Remote stock monitoring and management Sylvia Kerscher, FoxInsights	15.05 – 15.30
Panel discussion <i>Speakers tbc</i>	15.30 – 15.50
Coffee break Sponsored by Zeller + Gmelin	15.50 – 16.20
Session 4: Innovation in sales	16.20 – 17.15
Selling how your buyer wants to buy Steve Knapp, Plan. Grow. Do.	16.20 – 16.45
E-commerce: Applying tactical and strategic lenses Yana Wilkinson, Kline Consulting	16.45 – 17.10
Panel discussion Steve Knapp and Yana Wilkinson will be joined by Valentina Serra-Holm, UEIL	17.10 – 17.30

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Gala Dinner, Eleon-Loft Athens
Dress code: Business elegant
Sponsored by LPC

19.00 – 23.30
Leave from the
Congress Hotel at
18:45.

Friday 21 October 2022 *Moderated by: Thomas Norrby, Nynas*

Networking coffee <i>Sponsored by FUCHS HELLAS SA</i>	09.00 – 10.00
Session 5: The lubricant industry's sustainability journey	10.00 – 11.00
EU's green transition <i>Speaker tbc</i>	10.00 – 10.30
UEIL's sustainability journey John Eastwood, Croda Europe Ltd & UEIL Sustainability Committee	10.30 – 11.00
Coffee break <i>Sponsored by SIP</i>	11.00 – 11.30
Session 6: How is the lubricant industry adding value to society?	11.30 – 12.20
Panel discussion Holly Alfano, ILMA; Jacquie Berryman, ATC; Valentina Serra-Holm, UEIL.	11.30 – 12.20
Closing session	12.20 – 12.30
Closing remarks Valentina Serra-Holm, President, UEIL	12.20 – 12.30
Lunch break <i>Sponsored by FUHS HELLAS SA</i>	12.30 – 13.30

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