



# DRIVING INNOVATION THE LUBRICANT INDUSTRY ON THE MOVE PROGRAMME

1

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

UEIL ANNUAL CONGRESS  
**ATHENS**  
19-21 OCTOBER 2022



# DRIVING INNOVATION THE LUBRICANT INDUSTRY ON THE MOVE PROGRAMME

2

<b>Thursday 20 October 2022</b> <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>
<b>Welcome Coffee</b> <i>Sponsored by ABN Resource</i>	08.30 – 09.30
<b>Opening session</b>	09.30 – 10.30
<b>Welcome</b> Valentina Serra-Holm, President, UEIL	09.30 – 09.50
<b>Introductory speech: The lubricant market in Greece</b> Miltiadis Bantis, LPC	09.50 – 10.10
<b>Keynote speech: Industry 5.0</b> Martin Heumer, European Commission	10.10 – 10.40
<b>Coffee break</b> <i>Sponsored by Zeller + Gmelin</i>	10.40 – 11.10
<b>Session 1: Innovation in raw materials</b>	11.10 – 12.20
<b>Top-Tier, Carbon Neutral Base Oils: The Best Route to Lowering Your Carbon Footprint</b> Bill Downey, Novvi	11.10 – 11.35
<b>Success in Sustainability</b> Mark Miller, Biosynthetic Technologies	11.35 – 12.00
<b>Panel discussion</b> Bill Downey and Mark Miller will be joined by Elisa Swanson-Parbäck, Perstorp	12.00 – 12.20
<b>Session 2: Innovation in R&amp;D and product development</b>	12.20 – 13.30

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

UEIL ANNUAL CONGRESS  
**ATHENS**  
19-21 OCTOBER 2022



# DRIVING INNOVATION THE LUBRICANT INDUSTRY ON THE MOVE PROGRAMME

3

<b>The answer is innovation</b> Andreas Dodos, Eldon's	12.20 – 12.45
<b>SME Innovation Challenges in a Regulatory World</b> Nick Clague, Technical Director, Vickers Oils	12.45 – 13.10
<b>Panel discussion</b> Andreas Dodos and Nick Clague will be joined by Sofia Öberg, 2Probit	13.10 – 13.30
<b>Lunch Break</b> <b>Lunch &amp; Learn: "Innovate sustainably: Driving further success with bio-based additives" – sponsored by Ingevity</b>	13.30 – 14.40
<b>Session 3: Innovation in production and supply</b>	14.40 – 15.45
<b>Carbon Neutral Blending – A Sustainable Future for the Lubricant Industry</b> Alex Ball, Blendtek	14.40 – 15.05
<b>Remote stock monitoring and management</b> Sylvia Kerscher, FoxInsights	15.05 – 15.30
<b>Panel discussion</b> Robbert Dedding, HaynesPro BV	15.30 – 15.50
<b>Coffee break</b> <b>Sponsored by ILMA</b>	15.50 – 16.20
<b>Session 4: Innovation in sales</b>	16.20 – 17.15
<b>Selling how your buyer wants to buy</b> Steve Knapp, Plan. Grow. Do.	16.20 – 16.45
<b>E-commerce: Applying tactical and strategic lenses</b> Yana Wilkinson, Kline Consulting	16.45 – 17.10
<b>Panel discussion</b> Steve Knapp and Yana Wilkinson will be joined by Valentina Serra-Holm, UEIL	17.10 – 17.30

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

UEIL ANNUAL CONGRESS  
**ATHENS**  
19-21 OCTOBER 2022



# DRIVING INNOVATION THE LUBRICANT INDUSTRY ON THE MOVE PROGRAMME

4

**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

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

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

UEIL ANNUAL CONGRESS  
**ATHENS**  
19-21 OCTOBER 2022