



DRIVING INNOVATION THE LUBRICANT INDUSTRY ON THE MOVE PROGRAMME

1

Wednesday 19 October 2022

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| 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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ATHENS
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| Thursday 20 October 2022 <i>Moderated by: David Wright, Lube Media / UKLA</i> | |
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| 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 ABN Resource</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 Huemer, European Commission | 10.10 – 10.40 |
| Coffee break <i>Sponsored by Zeller + Gmelin</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 Elisa Swanson-Parbäck, Perstorp | 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 Andreas Dodos, Eldon's | 12.20 – 12.45 |
| SME Innovation Challenges in a Regulatory World Nick Clague, Technical Director, Vickers Oils | 12.45 – 13.10 |
| Panel discussion Andreas Dodos and Nick Clague will be joined by Sofia Öberg, 2Probit | 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 Robbert Dedding, HaynesPro BV | 15.30 – 15.50 |
| Coffee break Sponsored by ILMA | 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

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| 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, Cargill & 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; Marco Digoia, ATIEL; Valentina Serra-Holm, UEIL, Terry Dicken, ELGI | 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 FUCHS HELLAS SA</i> | 12.30 – 13.30 |

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