

# The 20th International Specialized Exhibition Sklad. Transport. Logistika'2013. Programme of events

## October 21, 2013

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- 10:00—15:00 **The 11th Conference  
Supply Chain Management and Warehousing Technology  
in Today's Business**  
**Organized by:** Coordination Council on Logistics,  
Center of Innovative Technologies in Logistics MADl,  
Expocentre ZAO  
*Pavilion No.1, Hall D1*
- 10:00—10:30 **Participant registration**
- 10:30—11:00 **Survey results: Logistics development in Russia:  
present-day situation, main trends, key tasks  
and priorities of companies**  
Yrysbek TASHBAYEV, Deputy Chairman  
of Coordination Council on Logistics
- 11:00—11:30 **Supply chain management: European experience  
(by the example of engineering and car manufacturing)**  
Frank VENDE, Ph.D., Head of Logistics Department, MADl,  
Councilor, Fraunhofer IFF, Magdeburg
- 11:30—12:00 **Are supply chains managed in an integrated and  
effective way? International practices and Russian reality**  
Anton SHMATALYUK, Executive Director, SCM Engineering
- 12:00—12:30 **How to optimize logistics costs in commercial  
and manufacturing companies?**  
Adil GADZHINSKY, Logistics Expert
- 12:30—13:00 **Innovative solutions in logistics:  
AUTOID and automatic systems**  
Vasily DEMIN, Candidate of Science, Director, Science and  
Educational Center of Innovative Technologies in Logistics  
MADl, Deputy Chairman, Coordination Council on Logistics
- 13:00—13:30 **"Hidden pitfalls" in the process of implementation  
and operation of Warehousing Management System**  
Dmitry BLINOV, Technical Director, LogistiX
- 13:30—14:00 **Automation of different depot areas – automated  
warehouse: storage and matching**  
Anna KAMENEVA, Head of Development Department,  
FirstLogistik
- 14:00—14:30 **Complex automation of logistic facilities: efficiency,  
equipment, comparison of technologies**  
Alexander KOBYLIN, JSC PKB Technopribor
- 14:30—15:00 **Voice technologies: key results of implementation**  
Svetlana SHEVCHUK, OptiscanOy
- 14:00—18:00 **Conference: State-of-the-art management  
technologies of logistics infrastructure**  
**Organized by:** the Guild of Logistics Operators of the Moscow  
Chamber of Commerce and Industry, National Research  
University – Higher School of Economics  
*Pavilion No. 1, Hall 2*
- 14:00—14:10 **Welcome speech**  
S. Domnina, Chairperson of the Council of the Guild of Logistics  
Operators of the Moscow Chamber of Commerce and Industry,  
associated professor of Logistics Infrastructure Management  
Department, National Research University – Higher School of  
Economics
- 14:10—14:30 **The role of chambers of commerce and industry  
in the international logistics development**  
O. Dunayev, Doctor of Economics, Professor, Chairman of the  
Committee on Logistics of the Chamber of Commerce and  
Industry of the Russian Federation, Member of the Council  
of the Guild of Logistics Operators
- 14:30—14:50 **Optimization of customs-logistics infrastructure**  
V. Lesnyak, Executive Secretary of the Consultative Council of  
the Central Customs Administration of the Federal Customs  
Service of the Russian Federation, Member of the Council of  
the Guild of Logistics Operators
- 14:50—15:20 **International auto-transportation according  
to the customs transit procedures (liability insurance  
for customs payment)**  
A. Gretskey, Deputy Director General ,  
ARSENAL INSURANCE COMPANY
- 15:20—15:40 **Estimating efficiency of regional logistics systems  
implementation**  
A. Fedorenko, Doctor of Economics, Professor of Logistics  
Infrastructure Management Department of National Research  
University – Higher School of Economics
- 15:40—16:00 **Certification of logistical services in Russia  
(pilot project)**  
G. Zubakov, Candidate of Economic Sciences, Director General  
of the International Logistics Club, Member of the Council  
of the Guild of Logistics Operators
- 16:00—16:20 **Integrated planning in the material flow  
management**  
A. Vinogradov, Deputy Consulting Director of the International  
Logistics Center, senior teacher of Logistics Department of  
National Research University – Higher School of Economics
- 16:20—16:40 **Methods of express-audit of logistics processes**  
T. Levina, Senior Teacher of Logistics Department of National  
Research University – Higher School of Economics

16:40—17:00 **Special characteristics of 'narrow passage' warehouse technologies**

V. Penzev, Director General, InterStroyTekh, Candidate of engineering sciences, Associated Professor of Supply Chain Management Department of National Research University – Higher School of Economics

17:00—17:20 **Designing of the effective warehouse chain: approach to the project and modeling tools**

P. Sverchkov, Leading Consultant of Deloitte & Touche Regional Consulting Services Ltd, teacher of Logistics Department of National Research University – Higher School of Economics

17:20—17:40 **Conclusion**

## October 22, 2013

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10:00—17:00 **Conference on Choosing an IT Provider for Warehouse Automation**

**Organized by:** MMG Holding

*Pavilion No.1, Hall D1*

10:00—10:30 **The Russian WMS market review'2013**

Dmitry Perov, Independent expert

10:30—11:00 **Strategy for choosing an IT provider of a warehouse management system – reduction of project risks when concluding a contract for warehouse automation**

Dmitry Perov, Independent expert

11:00—11:30 **Warehouse automation – an outward glance. Advantages and disadvantages of an independent cost-effective solution on the automation of the inventory control by the example of the wholesale commercial company warehouse**

Sergey KOTSYURA, Head of IT Department of the Wholesale Commercial Company Warehouse

11:30—12:00 **Multipacking, Put-to-store, visualization tools, voice and other technologies as a part of the package solution Solvo.WMS. Operation experience at the warehouse of CentrObuv company**

Daniil PERSHIN, Head of Marketing Department, Group of Companies 'Solvo'; Alexander ZIMIN, Head of Business Analysis and Technologies Department, CentrObuv

12:00—12:30 **Warehouse voice technologies (by experience of the implementation and show of technology operation while making a report) and other opportunities of the new version EME.WMS 4.0**

Igor BOLOTIN, Project Managing Director 'EME'; Vladimir LYJOV, Head of Client Services Department

12:30—13:00 **Innovative intelligent system of inventory control for small and middle-sized wholesale and retail companies**

Alexander GRITSAI, Director General, Inzhenius Tim

14:00—15:00 **WMS implementation and usage at the warehouse of ready-made cars. Pioneers' experience**

Elizaveta SHUBINA, Deputy Head of Warehouse Terminal, Rolf SCS

**Implementation Experience of two WMS Systems at the Warehouse of Ready-made Cars**

15:00—16:00 **Negative and positive experience of WMS implementation at the warehouses of the Magnat Group (3PL services and distribution of different groups of food and nonfood products at the warehouses 10-15,000, class A and B**

Alexey MASHANOV, Technological Development Director of the Magnat Group (Volgograd)

16:00—17:00 **Efficiency and motivation of a warehouse personnel. KPI Background, experience and implementation results at the wholesale companywarehouse**

Alexander SUDAKOV, Development Director, OOO NMK Mast (Nizhny Novgorod, distribution of electrical products)

10:00—18:00 **II All-Russia Conference for Logistics Directors WAREHOUSE LOGISTICS'2013**

**Economy of warehouse logistics. How to reduce costs and improve efficiency of a company?**

**Organized by:** People&Communications

*Pavilion No.1, Hall D2*

10:00—10:30 **Participant registration. Coffee break**

**Session 1. WAREHOUSE ECONOMY IN MODERN CONDITIONS: WHAT STRATEGIES TO CHOOSE FOR OPTIMIZATION OF THE LOGISTICS COSTS OF A COMPANY?**

10:30—11:00 **INTRODUCTORY REPORT. Pain points of warehouse logistics market today: how to transform the existing problems into financial benefits of your company?**

11:00—11:30 **REPORT. How to conduct an internal audit and specify the optimization technique of warehouse management system of a company? LCB methodology in practical application**

11:30—12:00 **REPORT. Optimization strategy of warehouse logistics: how to choose properties for making a cost-effective warehouse and creating well-defined business processes?**

Stepan GOVOROV, Director of Warehouse Operations, MARY KAY Inc

12:00—12:15 Break

**Session 2. OUTSOURCING, OUTSTAFFING, AUTOMATION. KEY TOOLS FOR COSTS REDUCTION**

**Part 1. OUTSOURCING: WHAT ARE THE TOOLS FOR INTERACTION AND OPTIMIZATION AT ALL OPERATIONAL STAGES?**

- 12:15—12:45 **DISCUSSION. Outsourcing or one's own warehouse: how to decide on the company?**  
 — What makes more economic sense: warehouse building or lease?  
 — Can one's own warehouse increase the profitability of a company?  
 — In what cases can warehouse lease be a more profitable strategy?
- 12:45—13:15 **CASE STUDY. Effective outsourcing: from the strategy to the uninterrupted operation**
- 13:15—13:45 **REPORT. Optimization of specific warehouse services and processes: how to use all the opportunities to reduce costs and increase service quality of 3pl operators?**  
 Darya FALINA, Head of the Selling Group, FM Logistic
- 13:45—14:15 Break

### Part 2. AUTOMATION AND IT-BASED MANAGEMENT OF A PRESENT-DAY WAREHOUSE: HOW TO MAKE A QUALITY UPGRADE MORE PAINLESS AND EFFECTIVE?

- 14:15—14:45 **ROUND-TABLE DISCUSSION: Automation as a key tool of improving efficiency and optimization of warehouse operation.**  
 Ilya LICHKO, Deputy Director in Logistics, GC ENERGO
- 14:45—15:15 **REPORT: Successful automation of warehouse business-processes.**  
 Ivan SOLIN, Logistics Director, ALIDI  
 Konstantin STAROVOITOV, Information Technology Director, ALIDI
- 15:15—15:30 Break

### Part 3. WAREHOUSE PERSONNEL: HOW TO CHOOSE AN EFFECTIVE HR STRATEGY AT THE TIGHT LABOR MARKET WITHOUT EXCEEDING THE BUDGET?

- 15:30—16:00 **REPORT. Analysis of the warehouse personnel market: a weak link or a key tool?**
- 16:00—16:30 **REPORT. Outsourcing and outstaffing as a method of solution to the personnel management problems and costs minimization.**  
 Nikolay SHAMANOV, Commercial Director, LEADER TEAM
- 16:30—17:00 **DISCUSSION. Outstaffing or one's own staff: which strategy is more profitable for your company?**  
 Roman TSYBULNIKOV, Business Development Director, OUT-STAFF.COM
- 17:00—17:30 **Key conclusions and discussion**
- 11:00—17:30 **Industry conference "Sklad.Transport.Logistika'2013" (STL'2013)**  
**Organized by:** Industrial portal Logistika  
*Pavilion No.1, Hall 1*
- 10:00—10:30 **Participant registration**

- 11:00 **Opening speech. Aims and tasks of the conference. Introduction of the partners**
- 11:15 **Session 1. Solutions and best practices in logistics, supply chain management, logistics automation**
- 13:00 **Session 2. The best promotion practices of the company in logistics in terms of a falling demand**
- 13:45 **Session 3. Solutions and the best practices in warehousing, equipment and machinery, automations**
- 15:45 **Session 4. Solutions and the best practices in freight forwarding and transportation**
- 17:00 **Session 5. Measures taken by the companies in present-day situation: advice and recommendations**
- 17:45 **The end of the conference**  
 Participation in the conference is free of charge in case of preliminary registration (application forms for personal and virtual participation are in the main page on the conference website).  
 See the up-to-date programme of events at the conference website <http://www.logistics.ru/stl-conference-2013/programma>

## October 23, 2013

- 10:00—16:00 **Conference on Innovations in the Present-day Warehouse Operation**  
**Organized by:** Organized by MMG Holding  
*Pavilion No.1, Hall D1*
- 10:15—10:45 **Warehouse innovations. When is it necessary and economically feasible and when – just harmful?**  
 Alexander MAKSIMOVSKY, Head of Massimo Consulting
- 10:45—11:25 **'Iron clad' principles of warehouse automation: marking, identification**  
 Anna BOGDANOVA, Leading Sales Manager, Auto ID Department, Crystal Service
- 11:25—12:15 **Automated warehouse for pallets storage of Europlast**  
 • Customer's statement of a problem;  
 • Solution to the problem of cargo handling on the conveyors and cargo segregation  
 • Warehousing.  
 Vladislav SANKIN, Director General of FABS Logistic
- 12:15—13:15 **New opportunities of Vocollect terminals for voice applications**  
 Alexander SMIRNOV, Manager of Mobile Solutions Department, Crystal service
- 13:15—14:15 Break
- 14:15—14:40 **Management integration of narrow aisle pilers with Qguar WMSpro**  
 Andrei Grigoryev, Director General of Quantum International

## PRESENTATIONS AND SEMINARS

### October 21, 2013

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12:30—13:30 **Interactive show and the seminar on Supply Chain Optimization Using Professional Industry Platforms**

**Organized by:** BVL regional group in Moscow  
*Pavilion 1, Hall 2*

13:30—14:00 **SHELF STORAGE: YESTERDAY, TODAY, TOMORROW**

**Organized by:** FirstLogistik-M Ltd.

**Topics:**

1. Shelf storage systems, types.
2. Integration of shelves and conveyors.
3. Integration of shelves and automatis machines.

Anna Kameneva, Development Director  
*Pavilion 1, Hall 2*

14:00—18:00 **Discussion of the new national GOST (All-Union State Standard) Shelves. Calculation basis**

**Organized by:** Non-commercial partnership National Association of Manufacturers and Suppliers of Household Equipment and MMG Holding

*Pavilion 1, Hall 1*

### October 22, 2013

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11:00—12:00 **Effective WMS system for a large dispatch centre Demands for functionality, integration with equipment and system capabilities. Case studies**

**Organized by:** Solvo OOO  
*Pavilion No.1, Conference Hall 2*

12:00—12:30 **Practical application of YARUS WMS for solution of the production logistics problems**

**Organized by:** LBS Ltd  
**Speaker:** Andrey Ermolin  
*Pavilion 1, Hall 2*

13:00—14:00 **A NEW WEBCONNECT STANDARD BETWEEN ONLINE SHOPS AND SUPPLIERS**

**Organized by:** the Centrobot Company

**Topics:**

1. The absence of webconnect standards between suppliers and online shops.
2. Why does EDI Standard not work?
3. How can the market change if EDI 2.0 comes up?
4. Formation of a new webconnect standard at the e-commerce market.

**Speaker:** Vladimir Makarov  
*Pavilion 1, Hall 2*

14:00—16:30 **Practical application of GLONASS technologies in the transport telematics at the regional and federal levels. History of ITS-Moscow (Intelligent Transportation System) and Sochi Logistics Transportation Centre**

**Organized by:** JSC NIS GLONASS, Polytechnic College No. 8

**Speakers:**

1. Platon Mironov, Project Manager, Service for Technical Support, JSC Navigation Information Systems

Polytechnic College No. 8

2. Lev Vorushilin, Teacher of Special Courses

Topic: Educational Programmes Operating Activities in Logistics

3. Boris Smirnov, Head of Organization Unit

Topic: Building a Logistician's Social Career

*Pavilion 1, Hall 2*

### October 23, 2013

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16:00—18:00 **PROFESSION OF A LOGISTICIAN: PROBLEMS OF LOGISTIC EDUCATION BUILDING OF THE NATIONAL LOGISTICS SYSTEM**

**Organized by:** the State University of Management

*Pavilion 1, Hall 2*