

XXXV

Pan-American Conference of Naval
Engineering, Maritime Transportation
& Port Engineering



Convention Center Megapolis - Hard Rock Panama

Panama

16 - 19 October

www.copinaval2017.org

2017



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Welcome



I have had the privilege of being chosen to chair the Pan-American Institute of Naval Engineering (IPIN) at a historical moment, with five decades of experience, scientific and technological development, cultural exchange and, above all, significant ties among the people. When I look back and evaluate how visionary those exemplary professionals, who made a dream of many come true were, I fully understand the degree of responsibility that being the Chair of IPIN holds. Therefore, great importance will be placed on the organisation of the XXV Pan-American Conference of Naval Engineering (COPINAVAL). The COPINAVAL is the greatest celebration of the IPIN, and for that reason we will work hard to obtain the active participation of academics, entrepreneurs, students and governmental organisations. This great event coincides with another historical milestone, the Panamanian registry of ships, the largest and oldest in the world that celebrates a century of existence. What a great time to host the COPINAVAL when we are celebrating its hundred years on the basis of the Panama Canal expansion, another major milestone in the history of our country that will change the course of world maritime industry.

I invite you to visit Panama, enjoy its beauty, and enjoy this triple celebration together!

Dr. Adán Vega
IPIN Chair



Committees

Scientific Committee

Dr. Newton Pereira - *Brazil*
Universidade Federal Fluminense, Brazil

Dr. Rui Carlos Botter - *Brazil*
Universidade de Sao Paulo, Brazil

Dr. José Ángel Fraguela - *Spain*
Universidad de la Coruña, Spain

Dr. Luis Carral - *Spain*
Universidad de la Coruña, Spain

Dr. Juan Blandón - *Panama*
Universidad De Osaka, Japan

Dr. Marcos Salas - *Chile*
Universidad Austral de Chile

Dr. Amado Galeano - *Cuba*
Registro Cubano de Buques, Cuba

Dr. Jairo Cabrera - *Colombia*
Universidad Tecnológica de Bolívar, Colombia

Dr. Adán Vega - *Panama*
Universidad Marítima Internacional de Panamá

Organising Committee

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Class IBS

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Universidad Tecnológica de Panamá

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Universidad Metropolitana de Ciencia y Tecnología

Lic. Susana Álvarez
International Global Group

Ing. Rebecca Caceres
Autoridad del Canal de Panamá

Executive Coordinator
Lic. Carla Ferro

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Universidade Federal Fluminense, Brasil

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Licenciado Roberto Martínez - *Colombia*
Cotecmar, Colombia

Topics

Naval engineering

Naval Design and Manufacturing processes
Non-traditional ships
Machinery and Equipment
Off shore Structures
Standards, Regulations and Agreements

Logistics and Multimodal Transport

Planification and Port Technology
Intelligent Transport Systems
Logistics Goods and Processes

Maritime Maintenance

Maintenance of maritime infrastructure
Naval Repair
Marine corrosion

Marine Sustainability

Natural disasters
Maritime Environmental Impact
Marine and Coastal Resources

Why should i exhibit?

Benefits of an early commitment

- Your organisation will have maximum exposure and opportunities to access, not only those who are registered at the meeting, but anyone who receives the same information in printed or electronic format.
- Being present at the Meeting is an opportunity for your organisation to take advantage of 4 days of full access to a wide range of clients, allowing you to inform them about your products and services and build long-term relationships.
- Exhibiting is a proven tactic for marketing your brand: it combines the reach of written advertising with the power of persuasion by making face-to-face contact.
- Participants in these types of events seek to broaden their knowledge. The fact that your company is aligned with this type of activity demonstrates a commitment on your part to the delegates.
- Your business will benefit from being exposed to an interested, relevant and influential audience in an informal yet informative setting. You'll have priority when it comes to choosing sponsorship options that meet your marketing objectives.
- You will be informed and be able to identify the competition's marketing strategies and you will be able to demonstrate the leadership of your company in the field of naval engineering.

Venue and information

Panama

The Republic of Panama is located in Central America and is bordered in the North with the Caribbean Sea, south with the Pacific Ocean, east with the Republic of Colombia and west with the Republic of Costa Rica.

Panama is a great isthmian strip that has an area of 75.517 km² and 2210 km² of territorial waters, with a total area of 76200 km². Most of the Panamanian territory is formed by lowlands, where the majority of the population lives. Some of the highest points in the country such as the Valú Barú and the Cordillera Central should be pointed out.

The Republic of Panama is divided into 10 provinces and 5 indigenous regions: Guna Yala, Embera Wounaan, Ngobe Bugle, Madugandñí and Wargandi.

The culture of Panama is the result of the encounter between different ethnic groups and races that have settled in the country during its history: Spaniards, Amerindians, Africans, West Indians, Colombians, Mexicans, Americans, Chinese, etc. This combination is shown in its music, gastronomy and art.

Venue

Convention Center Megapolis - Hard Rock Panama

Av. Balboa, Multicentro nivel 9
Panama City, Panama



Exhibition information

Commercial booth cost

3x2 (6m²)= 3,000 USD

The price does not include the modular stand, only the space. The price includes:

- 2 exhibitor passes
- Coffees and welcome cocktail
- Inclusion of the exhibitor's logo and website on the official conference website
- Inclusion of the exhibitor's log in the final conference program

Commercial Exhibition Set-up

15 October 2017: 08:00 to 16:00

Commercial Exhibition

16 October 2017: 7:00 to 08:30

17 October 2017: 7:00 to 08:30

18 October 2017: 7:00 to 08:30

19 October 2017: 7:00 to 08:30

Dismantling of the Commercial Exhibition

19 October 2017, once the Conference finishes

Exhibitor extra passes

You can purchase extra passes for the management of your stand. The price is 175 USD (taxes included) and includes the welcome cocktail and coffees.

Floor plan distribution

The confirmation and location of the exhibitors and stands will depend on the organisation of the Conference, however we will do our best to meet the needs and preferences of all of the exhibitors. The spaces will be confirmed by a strict reservation order.

Payment conditions

25% of the total amount as a confirmation of the reservation

25% of the total amount to be paid before 17 March 2017

The remaining 50% to be paid before 31 June 2017

If the exhibitor does not meet these conditions, the organizers may cancel the reserved space and rent it to another exhibitor without being obliged to refund the deposit paid.



Sponsorship

Platinum Category: 24,000 USD

- 4 free stands
- 1 workshop or free satellite symposium (includes room rental, audiovisual and stewardess)
- Logo of the sponsor on the conference website in the corresponding category
- Logo of the sponsor on the Company website
- Inclusion of the logo in all promotional e-mailings for the conference
- Free insertion of advertising in the delegates' portfolio
- Logo of the sponsor on the screen in the plenary hall
- 10 free conference registrations
- Priority in choosing other items to sponsor (lanyards, notepads, pens, internet corner, ...)

Gold Category: 14,000 USD

- 2 free stands
- 1 workshop or free satellite symposium (includes room rental, audiovisual and stewardess)
- Logo of the sponsor on the conference website in the corresponding category
- Logo of the sponsor on the Company website.
- Inclusion of the logo in all promotional e-mailings for the congress
- Free insertion of advertising in the delegates' portfolio
- Logo of the sponsor on the screen in the plenary hall
- 5 free conference registrations

Silver Category: 5,000 USD

- 1 free stand
- Logo of the sponsor on the conference website in the corresponding category
- Logo of the sponsor on the Conference website
- Inclusion of the logo in all promotional e-mailings for the conference
- Free insertion of advertising in the delegates' portfolio
- Logo of the sponsor on the screen in the plenary hall
- 3 free conference registrations

Additional collaborations



Attendees' bags - exclusive - 3,000USD

Exclusive inclusions of the sponsor's logo in the portfolio that will be given to all attendees.

Additional benefits:

The opportunity to include a voucher of the sponsoring company in the bag at no additional cost

The sponsor's logo will be included with your website link on the website

Recognition of the sponsor in the final program

Recognition of the sponsor in the thank you slides that will be shown between sessions



Lanyard - exclusive - 1,500 USD

Exclusive inclusions of the sponsor's logo on the delegates' badges.

Additional benefits:

The sponsor's logo will be included with your website link on the website

Recognition of the sponsor in the final program

Recognition of the sponsor in the thank you slides that will be shown between sessions



Coffee break - 2 opportunities - 1,500 USD per day

Inclusion of the sponsor's logo in the tables where the coffee will be served

Additional benefits:

The sponsor's logo will be included with your website link on the website

Recognition of the sponsor in the final program

Recognition of the sponsor in the thank you slides that will be shown between sessions



Online registration form - 1,000 USD

All delegates will register via the online form. The sponsor's logo will appear prominently on the form, as well as on the confirmation letter that the delegates will receive. Two weeks before the conference, an email will be sent to all of the delegates with varied information, and in that email the sponsor's logo and a link to their website will also appear.

Additional benefits:

The sponsor's logo will be included with your website link on the website

Recognition of the sponsor in the final program

Recognition of the sponsor in the thank you slides that will be shown between sessions.

Additional collaborations



Advert in the final program

Back-cover (exclusive) – 1.000 USD

Inside of the back-cover (exclusive) – 1.000 USD

Inside page – 800 USD

Inclusion of an advert from the sponsor in the final program

Additional benefits:

The sponsor's logo will be included with your website link on the website

Recognition of the sponsor in the final program

Recognition of the sponsor in the thank you slides that will be shown between sessions.



Publicity Insertion – 500 USD

The opportunity of the inclusion of the sponsor's logo in the portfolio that will be given to all attendees.

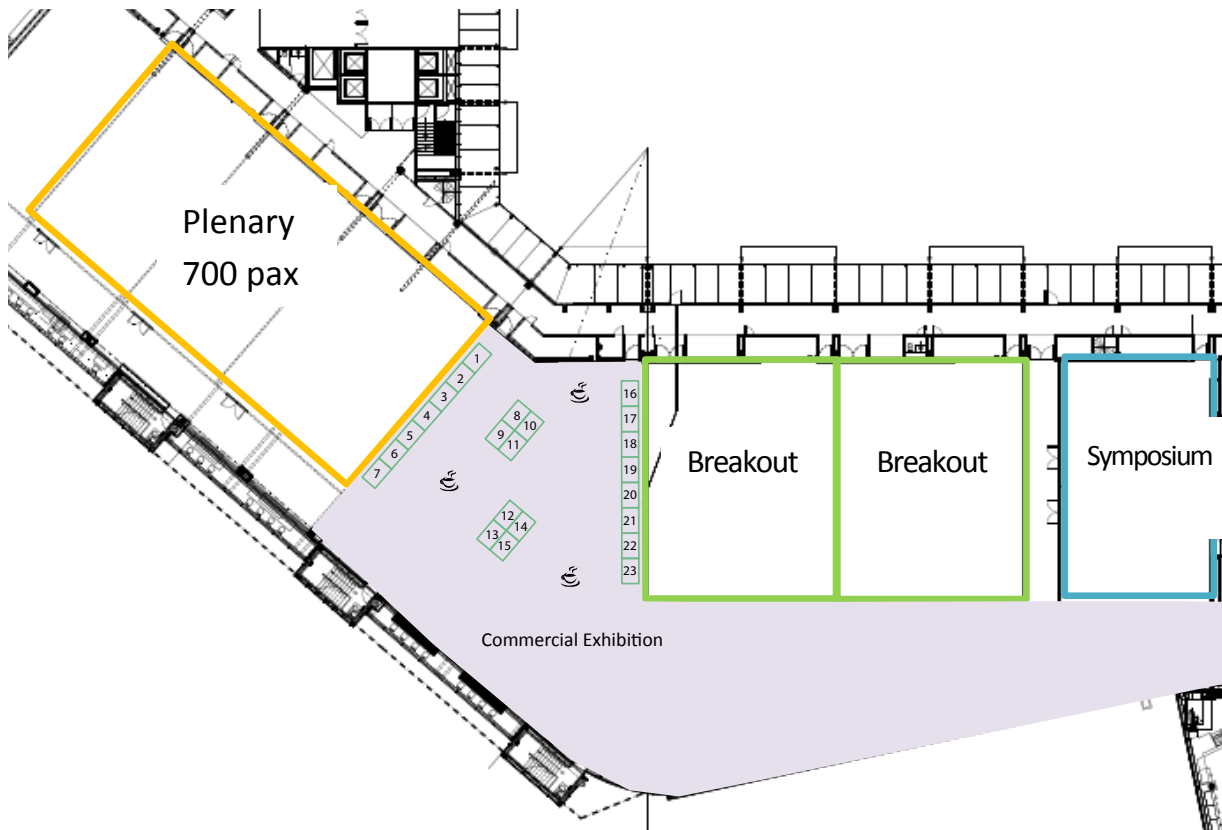
Additional benefits:

The sponsor's logo will be included with your website link on the website

Recognition of the sponsor in the final program

Recognition of the sponsor in the thank you slides that will be shown between sessions.

Exhibition floor plan



Technical Secretariat



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Technical Secretariat



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