

BLACK SEA MARITIME & PORTS CONFERENCE

Burgas Meet European and Black Sea Maritime Business

3th - 4th October 2011
BURGAS
Grand Hotel Primoretz
★★★★★

BASPA

Black & Azov Seas Ports Association
Annual Meeting 2011



With support of:

Ministry of Transport
Executive Agency Maritime Administration
Bulgarian Port Infrastructure Company
Municipality of Burgas, Port of Burgas
Burgas Maritime Association
Bulgarian Shipowners Association
Bulgarian Association of Shipbrokers and Agents
Bulgarian Shortsea & Inland Shipping Promotion Centre
Bulgarian Association for Freight Forwarding and Logistics



Bulgarian Maritime Day 2011



EUROPEAN
COMMISSION



PORT of BURGAS

*Hosting organizations: Port of Burgas, Burgas Maritime Association and Municipality of Burgas
Conference concept, programme and organizing Shortsea/Intermodal Promotion Centre Bulgaria*

INVITATION



Dimitar Nikolov
Mayor of Burgas

Dear colleagues,
Dear Marine Business Directors,
Esteemed Ladies and Gentlemen,

Burgas is a magnificent, open and hospitable city with millennial trading and transport traditions, a door to the Asian markets of the East and to the European markets of the West. The strengths of Burgas - cultural, economical and entrepreneurial, together with the geostrategic transport location of the City, transform Burgas into one of the main centers of a fast growing economic region - Euro Asian region of the Black Sea Economic Cooperation. Nowadays Burgas restores its position and economic & transport impact. Different advantages of Burgas - various industries, maritime transport and tourism, the market potential and the excellent workforce attract for partnership and joint - venture with the entrepreneurs and global companies from European Union, Black Sea region and the world.

Burgas local authority and Burgas leading maritime business companies and organizations are searching partnership and investments for realization of regional maritime - port and transport projects, development of industries and creation of new jobs. We admire organizing and holding of Black and Azov Seas Ports Association Annual Meeting 2011 in our beautiful city Burgas. That is why we decided to present you the potential and new projects of the Burgas in port terminals infrastructure and maritime industries, conditions for business, entertainment and living.

We address to you and offer you international and regional partnership and economic cooperation for development of maritime transport & ports in Burgas and Bulgarian South East region.

Let's make together Burgas a better place for business and maritime transport development.

Welcome in Burgas at the International Maritime Conference



Welcome from The BASPA President and Vice Presidents



Rony Saab
President of BASPA
GD Free Zone Poti



Gennadiy Skvortsov
1st Vice President BASPA
DepGD Port of Illichevsk



Dian Dimov
Vice President BASPA
ED Port of Burgas



Nikolay Pavluk
Vice President BASPA
GD Port of Odessa

Dear colleagues future participants of the International Maritime Conference, it is an honor for me as the President of the International Black and Azov Seas Ports Association (BASPA) to welcome you on behalf of the Association with the official status of the BSEC Sectoral Dialogue Partner.

We all understand the importance of Sea Ports as main elements in the multimodal supply chain of the transport network in general and especially the importance of Black Sea region in particular.

Ports of Bulgaria, Georgia, Romania, Ukraine, Turkey and Russia too, are the gate for the traffic of goods between Europe and Asia, the countries of the Black Sea region and states of other continents. The Black Sea transport network has not only regional but also universal value. Strengthening and development of this transport chain including the ports, being its fundamental elements, are an overall objective of the BASPA's activity.

In this regard, the huge importance of our host, Port of Burgas is noteworthy not only on the regional but also on the worldwide level.

I am pleased to welcome you all as the participants of the International Maritime Conference in Burgas, and would want to express confidence that the Annual Meeting and Conference will bring meaningful contributions to the adjustment of mutual understanding and collaboration between parties of this multimodal network.

I wish fruitful outcome to all participants and successful achievement of your objectives.

See you in Burgas at International Maritime Conference

Rony Saab, President of BASPA

Maritime Conference for better Black Sea Port & Transport

Black & Azov Sea Ports Terminals Development

AGENDA

October 3rd-4th Grand Hotel "Primoretz"

October 1st-2nd Saturday and Sunday: Traveling & Arriving

Meeting at the Burgas Airport or Ataturk Airport Istanbul

Transfer to Grand Hotel "Primoretz" Burgas. Reception & Accommodation.

2nd October, Special Program for BASPA Annual Meeting participants - visit in Nessebar Old City

2nd October, Late afternoon: In Formal Meeting of BASPA Board and all BASPA Members

Press Conference of BASPA Board Members. Transfer to Grand Hotel "Primoretz" Burgas.

FIRST DAY: 3rd October Monday, Meeting Room Grand Hotel "Primoretz"

BASPA / BLACK & ASOV SEAS PORTS ASSOCIATION ANNUAL MEETING

9.30 Official Opening of BASPA Annual Meeting 2011

Welcome address: Minister Moskovski, Mayor of Burgas, VIPs, Officials and Guests

9.30 - 12.30 BASPA 2011 Annual Meeting Working Program (by separate Agenda/Program)

BLACK SEA MARITIME & PORT TERMINALS CONFERENCE

First Day: 3rd October Monday, Conference Hall Grand Hotel "Primoretz"

9.00 - 12.30 Registration Black Sea Maritime & Port Terminals Conference. Business Network

13.00 Official Opening of Maritime & Port Terminals Conference

Conference Center of Grand Hotel "Primoretz". Welcome Address of Officials and VIP guests.

13.30 - 15.30 First Session Black Sea Container Market: Capacity & Potential

Moderator: Mr. Zhivko Petrov, Topic: Black & Azov Sea Ports Container Terminals

Opening Report: Mr. Genadiy Skvortsov, Deputy Director General Port of Illichevsk

BS Containers Turnover: Traffic and Transit. Euro-Asian Black/Azov Seas Container Outlook.

Port Container Terminals Development in Black & Azov Seas. National Deep Sea Container Terminals

Ranking of the Black Sea Container terminals. Black & Azov Sea major trends and developments

Black Sea Market Forecast. Bulgarian Projects. PPP Future Port Development.

Meeting of Black Sea Container Lines and Black Sea Feeders/Short Sea Container Operators.

15.30 - 16.00 Coffee Break. Business network

16.00 - 18.30 Second Session Black Sea Cruise Market : Capacity & Potential

Moderator: Mr. Pavel Marinov, Topic: Cruise Terminals. Ferry Ro Pax Terminals

Opening Report: Mr. Oleg Fetisenko, Director Development & Tourism Port of Odessa

Black Sea Cruise. European and Black Sea experience. Black Sea Cruise Future Development.

Super Burgas Project. Cruise and RoPax Terminals. Passengers Intermodal Terminals.

New Concept/vision for Black Sea Ferryboat links and terminals (Ro Pax Ferries).

Future Burgas Ferry Terminal Development. Practice - Cruise and RoPax-in Baltic and Mediterranean

19.00 COCKTAIL PARTY for all participants and guests

SECOND DAY MARITIME/ SEA PORT TERMINALS CONFERENCE

Second Day: 4th October Tuesday Conference Hall Hotel Primoretz

9.30 - 12.30 Third Session Black Sea Port Industrial Parks: Capacity & Potential

Moderator: Mr. Vasily Skripka, Topic: Port Industrial Zones & Port Logistics Zones.

Opening Report: Mr. RonySaab, Director General Free Industrial Zone Poti

Port and Hinterland. Port Industrial & Logistics zones. Port Industrial Complex. Freight villages.

Freight Distribution Clusters (Logistics Zones). Industrial park. Burgas Freight Logistics Cluster

Black & Azov Sea Projects and Opportunities. Black & Azov Sea major trends and developments.

12.30 - 13.30 Buffet/Lunch /Coffee break. Business network

13.30 - 15.30 Fourth Session Black Sea Chemical Cargos Market: Capacity and Potential

Moderator: Mr. Georg Dereliev, Topic: Port Terminals for Dangerous Goods/Petro chemicals

Opening Report: Mr. Rado Antolovich, Vice President Port of Novorossiysk

Maritime Logistics of Dangerous Goods in Black & Azov Sea. Specialized chemical & tank terminals.

Burgas Intermodal Terminal Neftochim. Petrol Terminals and Ecology. Green Port concept.

15.30 - 17.00 Final Tour of Burgas Ports with sailing boat "Royal Helena". Cocktail.

17.30 Farewell Ceremony

18.00 Closed Meetings in Burgas Municipality, Burgas Chamber of Industry and Commerce Burgas Maritime Association (beforehand arranged and prepared).

End of The Maritime Conference *"Burgas Meet European and Black Sea Maritime Business"*



Venue & Event

BASPA
Annual Meeting
2011

New Port Terminals



New Bulk & Container



PORT of BURGAS



New Cruise & RoPax Ferry



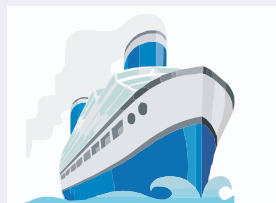
PORT of BURGAS



New Intermodal & Logistics



Super Burgas Project - Our Maritime Future



SUPER BURGAS PROJECT



First Modern Specialized Cruise and Marina Port Terminal in Black Sea

The future plans of Port Burgas include development of Terminal East as a new project Public Access Area or Super Burgas, which has intermodal focus (water, rail and road transport connection) and opening of the port for visitors and citizen, as well as development of passenger and yacht servicing.

The essence of the idea for creation of this project is the integration of the transport infrastructure in the municipal urban part in a common logistic centre of the three passenger terminals - bus, rail and maritime.

For this ambitious project a joint stock company was founded between Port Burgas, State Enterprise "Port Infrastructure", Burgas Municipality and "Railway Infrastructure" National Company.

The first stage of berths from №1 to №4 is expected to be financed by programs approved by European Union.



Building Together Modern Port of Burgas

Burgas Municipality Maritime Policy Council: Strategic Alliance for Burgas maritime industry development

The development of the City of Burgas is inextricably linked to its participation in the maritime industry management and development of own statement for the role, which Burgas Municipality will play in the European Integrated maritime policy. The main goal of the Integrated maritime policy of the town of Burgas, which forms part of the National maritime policy of the Republic of Bulgaria, is to set optimal conditions for sustainable use of the sea, providing opportunity for the growth of the maritime sectors and the coastal regions. The integrated frame for maritime issues management requires availability of horizontal planning instruments, which shall integrate the branch policies, related to the maritime environment and support the realization of united maritime policy. The following instruments are of extreme importance: maritime surveillance; maritime spatial planning, and maritime information. The Consultative Public Council for Maritime Policy of Burgas Municipality takes active part in building of: regional network for maritime surveillance; maritime spatial planning and integrated management of the coastal zones; acquisition of data and information for the purposes of the integrated European maritime policy: the development of the sea tourism and of the shipping and the related to the latter activities; maritime environment protection; fishing management and other important activities.

www.burgas.bg

Mr. Krasimir Stoychev, Deputy Mayor, Chairman of Maritime Policy Council



Burgas Marine Association: We are open for partnership, cooperation and joint activities

Bourgas Marine Association (BMA) was established in 1995, seated in the town of Bourgas. It is a separate legal non-profit making entity with private benefit. BMA brings together all interested individuals and legal entities operating in the maritime industry, shipping and related activities, yachting, marine sports and tourism in the Bourgas region, Bulgaria and the European Union. BMA develops and endorses the idea of Bourgas – a national and international port, national and international business center; promotes the field of merchant shipping as a highly skilled and necessary for the country's economy; assists on a regional, national and international level in addressing environmental problems of the Bulgarian Black Sea coast; independently or jointly with others, works out and participates in the implementation of projects related to environmental protection; supports local authorities and government on issues of maritime industry, shipping and related activities, yachting, marine sports and tourism; preparing proposals and opinions in the drafting of legal documents relating to the maritime business. BMA is the sole owner of Training Centre Ltd., whose main activity consists in organizing training courses in the Global Maritime Distress and Safety System. Bourgas Marine Association establishes contacts and cooperates successfully with other related national and international organizations.

www.bma.bg

Mr. Zhivko Petrov, Chairman Bourgas Marine Association



Bulgarian Ports Infrastructure Co.: Full support of Super Burgas port project development

Project "Super - Burgas - Public Access area" is aimed at creating an intermodal terminal, that will improve and facilitate population and tourists in using of transport infrastructure of the town of Burgas, including: port "Burgas - East" part of the Port Complex "Burgas" AD, Burgas Railway Station, Bus Station - South, adjacent park and adjoining areas. The project creates an opportunity for a start of the implementation of the concept embedded in the Total Spatial Development Plan of Burgas in the direction of opening the town to the sea, relocation and restructuring of the coastal industrial zones, the possibility of building a new passenger port terminal and creating a secondary urban service center by identifying new terrains for public services for offering services of different nature, and forming zones for recreation and public landscaping. BPI Co. is Project technical assistance beneficiary within OP Transport.

The project is a major part of the implementation of the site "Public Access Zone to the transportation hub - sea station, railway station and bus station - Burgas" by virtue of Decision of the Council of Ministers of the Republic of Bulgaria, determining the zone as a site of national importance.

www.bports.bg

Mr. Georgi Genchev, General Director Bulgarian Ports Infrastructure Co.



Burgas Port Operators: Working strongly for Burgas port business expansion

Port Burgas is one of the most important Bulgarian ports that was officially opened for shipping on 18th of May 1903. The natural hinterland of the port encompassing the industrially more developed southern Bulgaria and the neighbouring, striving to access the European Union countries, determines objectively the appropriateness of its use as SEE logistic hub servicing the growing potential market on the eastern coast of the Black Sea and the countries from Central Asia and with end effect – transforming Port Burgas into a major Euro-Asian transport interface, together with other Burgas Port Terminal - BMF Port, Fish Port, KRZ Port, Rosenets Port ...

Today: Port Burgas has 28 berths at its disposal, of total length 4800 m and maximal draught of 15,5 m. The berths' depths and the approaches thereto provide for handling ships of deadweight up to 125 000 tons. The cargoes handled from the beginning of 2010 to the middle of 2011 are about 5 million tons, comprising mainly of: concentrates, cereals, liquid cargoes, metals and equipment.

Tomorrow: Port Burgas Management will work on the announced on behalf of the Government of the Republic of Bulgaria medium-term strategy for transforming the Port of Burgas into a major logistic hub for distribution of cargoes from the Middle and the Far East to Europe and vice versa and at the same time quickly utilizing the European financial funds for urgent rehabilitation and construction of basic infrastructure and renewal of the technological park. The construction of the first motorway in Bulgaria, Sofia-Burgas (envisaged speed of the trains up to 160 km/h) motivates the economical expediency of the transshipment of Ro-Ro cargoes and containers through Port Burgas. This determines the long-term main role of the port in the Black Sea region, including the role of a leading container center. The advantages of the port of Burgas attract new strategic partners, and an example for that is the opened in June through Port Burgas a new regular container line of the biggest container shipper in the world "A.P.Moller-Maersk Group".

www.port-burgas.com

Mr. Dian Dimov, Executive Director Port of Burgas



Institute for Regional Strategies: For regional and interregional public-private partnership

The Institute for Regional Strategies (IRS) is a legal non-profit entity, founded in the town of Burgas, for realization of public benefit activity in the sphere of development, promotion and realization of projects in the field of economical and infrastructure integrated development of the individual regions and districts. During the last years a practice was imposed for both, the state and the municipal administration, to apply forms of public-private partnership. IRC builds up partnerships with the business and the local authorities – municipal and district administrations, through active dialogue for support and encouragement of the realization of regional strategies and projects on the territory of the Bulgarian South-Eastern region.

IRC also works on the rapprochement of opinions among the Local Authorities bordering the Black Sea through promotion of projects having importance for the regional development for enriching the infrastructure and increasing the communication possibilities among them. One of the most important projects for realization of the maritime policy of the Republic of Bulgaria is the creation of "Intermodal Passenger Terminal- Burgas Public Access Area" / known as Super Burgas/.

www.irs-burgas.com

Mr. Pavel Marinov, Chairman Institute for Regional Strategies



BASPA

**Black & Azov Seas Ports Association
Annual Meeting 2011 Burgas**

**Black & Azov Seas Ports
Euro Asian Multimodal Ports Platform**



BASPA
Annual Meeting
Board & Council
2011
Burgas

BASPA
Black Sea Cruise
"All The
Colours Of
Rainbow"

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BASPA Sectorial Dialogue Partner of BSEC

