

**SEE Co-Modality 2016, International High Level Meeting  
Bulgarian Freight Transport Logistics 2016**



Accent: Cooperation for Co-Modality in South East Europe.  
Main: Modal shift - More Freight2Railway, Freight2Short Seaway, Freight2Inland Waterway  
On focus: Bulgaria, Greece, Romania, Serbia and Turkey  
**Plovdiv, 01 September-02 September 2016**

**PROGRAMME - Themes, Topics, Meetings, Discussions, Networking**

**01 September, 11.00-12.00 h** Conference Center PIMK. Reception. Welcome coffee. Business network.  
**12.00** Official opening. Welcome speech of the Officials-Deputy Ministers BG,RO,GR, VIPs-Chairmen, Executives .  
**12.15** Bulgarian Freight transport logistics. Bulgarian Intermodal terminals network. Concept, Plans, Realization.  
**12.30** Co Modality- Future of the Freight transport.EU Agenda: Core corridors+combined transport+digital transport logistics. Modal shift Aim of the EU.Revision of the Combined Transport Directive-EC SWD 2016. Stakeholders Recommendations.  
**13.00** Intermodal/Combined transportation. Development of the Intermodal CT terminals. Strategies & Business models. Freight Terminal/Freight Villages/Consolidation/Cargo centers. Network. European trends. SEE Best practices.  
**Speakers: DG MOVE, UIRR, UIC, KombiConsult, HaCon, Kombiverkehr, NRIC, NCIZ, NSBS** (TBC)

**13.30** Greece. Intermodal/Combined transportation. Greek's Experience in Freight Transport logistics. Freight Terminals/Villages-North Greece Ports - Thessaloniki, Kavala, Alexandroupolis. Port / Shipping Logistics. Intermodal links / Combined transportation Aegean -Danube- Aegean/Romania,Bulgaria,Greece.Strategies&Business models. Partnerships / cooperation/Joint Venture. Potential for MoS Projects RO/BG/GR to East Med, North Africa/Magreb.  
**14.00** Romania. Intermodal/Combined transportation. The Romanian Experience in freight logistics. Potential for cooperation. Freight transportation RO-BG-GR.Alliances for Freight Logistics Partnerships.Common actions.Strategies&Business models.  
**14.30** Spain/Italy. Multimodal corridor /RO-BG,GR/TR-ES. Port of Alexandroupolis Terminal/ Freight Village Development. Consolidation of the freight flows. Freight integrators. View point of Grimaldi, EENMA and Port of Barcelona/Valencia.  
**Speakers: RIA, EENMA, ELIME, BASBA, Port of Thessaloniki/Alexandroupolis, Grimaldi, Port of Barcelona** (TBC)

**15.00 Coffee break. Business network**  
**15.30** Intermodal/Combined Transportation. Corridor Craiova/Vidin-Sofia-Thessaloniki. Cargos, Freight integrators. IW Freight Logistics+ rail+sea. Alliance for Action/ Stakeholders Working Group for Development. GR/BG/RO  
**16.00** Intermodal / Combined Transportation / Corridor Giurgiu / Ruse - Plovdiv- Alexandroupolis. RO,BG/GR Cargos. Freight integrators. Freight Logistics. Alliance for Action/Stakeholders Working Group for Development.  
**16.30** Intermodal /Combined Transportation / Corridor Sofia-Plovdiv-Burgas Port.(Ro-Ro/Pax to Georgia/Russia.) Cargos. Terminals. Freight Logistics. Alliance for Action/ Stakeholders Working Group for Development.  
**17.00** Industrial cargo potential Sofia-Plovdiv-Burgas. Regional Freight logistics (Burgas / Alexandroupolis/Istanbul) Consolidation/Cargo Centers. Freight terminals. Regional Freight Transport Logistics Board/Council. (Location-Plovdiv)  
**17.30** PIMK Intermodal. Corporate presentation. PIMK Rail. PIMK Logistics.  
**Speakers:BRP,RCCI,BRC,Port Burgas/PBM,Port of Thessaloniki,NSBS, PIMK Next Logisitc, Port Ruse** (TBC)

**19.00 Cocktail**  
**02 September Plovdiv, PIMK Conference center**  
**9.00-9.30** Welcome Coffee. Business network  
**9.30** Bulgarian Freight Transport Logistics Platform. Stakeholders outlook /perspective re cooperation/collaboration. Viewpoint / State point of the Shippers. (Chemicals, containers)  
Viewpoint / State point of the Freight Logistics Operators.(Port Logistics, Shipping Logistics, CT Logistics)  
Viewpoint / State point of the Freight Terminal Operators.(Rail Terminal, Port Terminal, Industrial Terminal)  
Viewpoint/State point of the Administrations. (EA Railway Administration, EA Maritime Administration)  
**Speakers: Aurubis, Stomana/Sindos, Bulmarket DM, Solvay, MSC, Bulgarian River Shipping.** (TBC)

**11.30 -12.00** Establishment & Development of Bulgarian Combined Transport Operator. Benefits for the CT operator. BG Combined Transport Alliance. Inauguration of the Bulgarian Combined Transport Operator/Bulgaria Combi.  
**12.00** Signing a Memorandum "On Bulgarian Freight Transport Logistics 2020"  
**12.30** Visit to the New Intermodal Terminal Plovdiv. Introduction of Mr. Hristo Alexiev, Deputy Executive Strategy Development of NC "Rail Infrastructure"  
**14.00** Meetings/Workshops re Collaboration/Cooperation for Freight Logistics/Intermodal/Combined transportation (TBC)



**PIMK Intermodal, Bulgaria**  
International Transport & Spedition

**NextLogistic** - Transport logistics is our business ...  
We are open for partnership, cooperation and joint activities in freight transport logistics at West, Central & East Europe



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Green Freight Transport Logistics - Our Corporate Social Responsibility



**SEE Intermodality**  
**SEE Multimodality**  
**SEE Sychromodality**  
**Plovdiv, 01 September-02 September 2016**

**South East Europe Co Modality 2016**  
**Collaboration for Co-modality. Modal Shift. Policy and Actions**

Under Patronage of:



Ministry of Transport, Information Technologies and Communications

**Bulgarian Freight Transport Logistics 2016**

Supporting Organisations & Associations:  
Executive Agency Railway Administration  
National Railway Infrastructure Company  
National Company Industrial Zones  
Bulgarian Association for Freight Forwarding, Transport and Logistics  
Bulgarian Association of Ship Brokers and Agents  
Bulgarian Association of Shipowners  
Institute of Maritime Economics and Logistics

With kind assistance of:

UIRR-International Union for Road-Rail Combined Transport  
**PIMK** Intermodal, **PORT of BURGAS** and **BULMARKET**

**Germany**  
*Greece*  
*Poland*  
*Romania*  
**Bulgaria**  
*Croatia*  
*Serbia*  
*Austria*  
*Italy*  
**Turkey**



**Cooperation, Collaboration, Coordination, Coopetition**



Prospect concept, design and organizing Shortsea and Inland Shipping - Intermodal Promotion Centre Bulgaria  
more information at [www.shortsea.bg](http://www.shortsea.bg)

30% of road freight over 300 km should shift to rail/sea/inland waterway by 2030

**RFCs More Rail Freight. Rail Freight Corridors a good platform for regional cooperation in SE Europe**  
 Key challenges for rail freight transportation: A quality challenge; A cost challenge; A service challenge; A political challenge. Importance of the Rail Freight Corridors (RFC): Rail transport-Freight focus; Dedicated governance structure for each RFC. The Rail Freight Corridors are rail freight backbone of the Core Network Corridors. Core Network Corridors: Multimodal -rail, road, aviation; inland waterways and ports-for passenger and freight traffic. Success factors for RFCs: Operational "soft" measures: Harmonisation of operational rules and terms & conditions for infrastructure usage; Interoperability on cross-border sections and train handling procedure in border stations; Co-ordinated traffic management and harmonised quality and performance monitoring across corridors; Infrastructural "hard" measures; Deployment of improved harmonised infrastructure standards and ensuring continuity of standards across borders in EU: TEN-T minimum requirements; Development of intermodal terminals and last-mile infrastructure. Rail Freight Corridors a good platform for regional cooperation in South East Europe -Baltic-Adriatic RFC 5; Mediterranean RFC 6; Rhine-Danube RFC 9; Orient East-Med RFC 7. Cargo flows along corridors. The new TEN-T Guidelines and the Connecting Europe Facility support implementation of an EU freight network that connects TEN-T corridors for different transport modes at strategic hubs. Locations of nodes and freight facilities need to be closely aligned with investment in transport. In addition, landside gateways to Eastern Europe, Turkey and the Middle East will need to be developed.

**ECSA More Short Sea Shipping. ECSA re Short Sea Shipping: the full potential yet to be unleashed**  
 ECSA policy recommendations: SSS is a vital part of the EU intermodal supply chain infrastructure.  
 • Identify all barriers that prevent the development of true Motorways of the Sea. Launch an intra-Commission REFIT-style task force to identify key barriers. Listen to all stakeholders and act fast  
 • Complete the single market for shipping: The internal market one of the biggest successes of EU, but some sectors are not there, including shipping. Most agree on the benefits of SSS, so let us now get it done.  
 • Simplify procedures for regular short sea services with third countries: Simplify and rationalise administrative procedures for short sea services that also call at non-EU ports. Extend the simplifications benefitting intra-EU services to members of the Common Transit Convention.  
 • Ensure market access to port services and guarantee free movement of goods: Ongoing legislative process on port regulation will not deliver expected results on "open market access". Alternative solutions needed: focus on individual cases and a more structured approach to TEN-T. Commission should also set up common framework for Pilot Exemption Certificates (PECs) in order for SSS to prosper, ports need to remain open to all traffic that wishes to use them.  
 • Devise competition-neutral ways to financially stimulate short sea shipping: Consider SSS as European infrastructure and "relax" requirement under CEF facilities. Support "first-movers" financially for qualified environmental upgrades and retrofits. Consider financial incentives for the demand side (customers) of SSS. (Inspiration from Italian Eco-bonus)

**EFIP More Inland Waterway. EFIP Position paper on multimodality & logistics in inland ports**  
 The platform for multimodality and logistics brings together inland ports, logistics and port operators, as well as shippers. European inland ports play a crucial role in the multimodal transport chains as they provide transfer points to other modes and are connected with logistics centers, industrial areas, agricultural areas or large consumer markets such as metropolitan areas. The inland waterway transport (IWT+Ports) network has limited coverage in Europe, the collaboration between IWT and railways can offer sustainable transport solution in Europe through their interconnections in inland ports. We identified the following roles that inland ports can play - some of these can be combined: **Multimodal hub on the European Transport Corridors:** inland ports serve as efficient transshipment nodes on the European inland waterway corridors. They are the interface between the intercontinental/maritime transport leg and the land modes of transport -rail, road and IWT. **Platform for the region:** inland ports function as nodal points for regional economies. As well as their transport and logistic function, the ports have a favorable location in the region for businesses and industries close to large-scale production/distribution or consumption areas. **Long distance transport and city logistics interface:** inland ports located in an EU capital or major urban agglomerations are instrumental in developing sustainable city logistics. Cargo bundling, innovation and smart solutions can bring forward the objective of low or zero emission city logistics. In intermodal transport in general and particularly in inland shipping, three different models can be distinguished: point to point, hub & spoke and pendulum services.

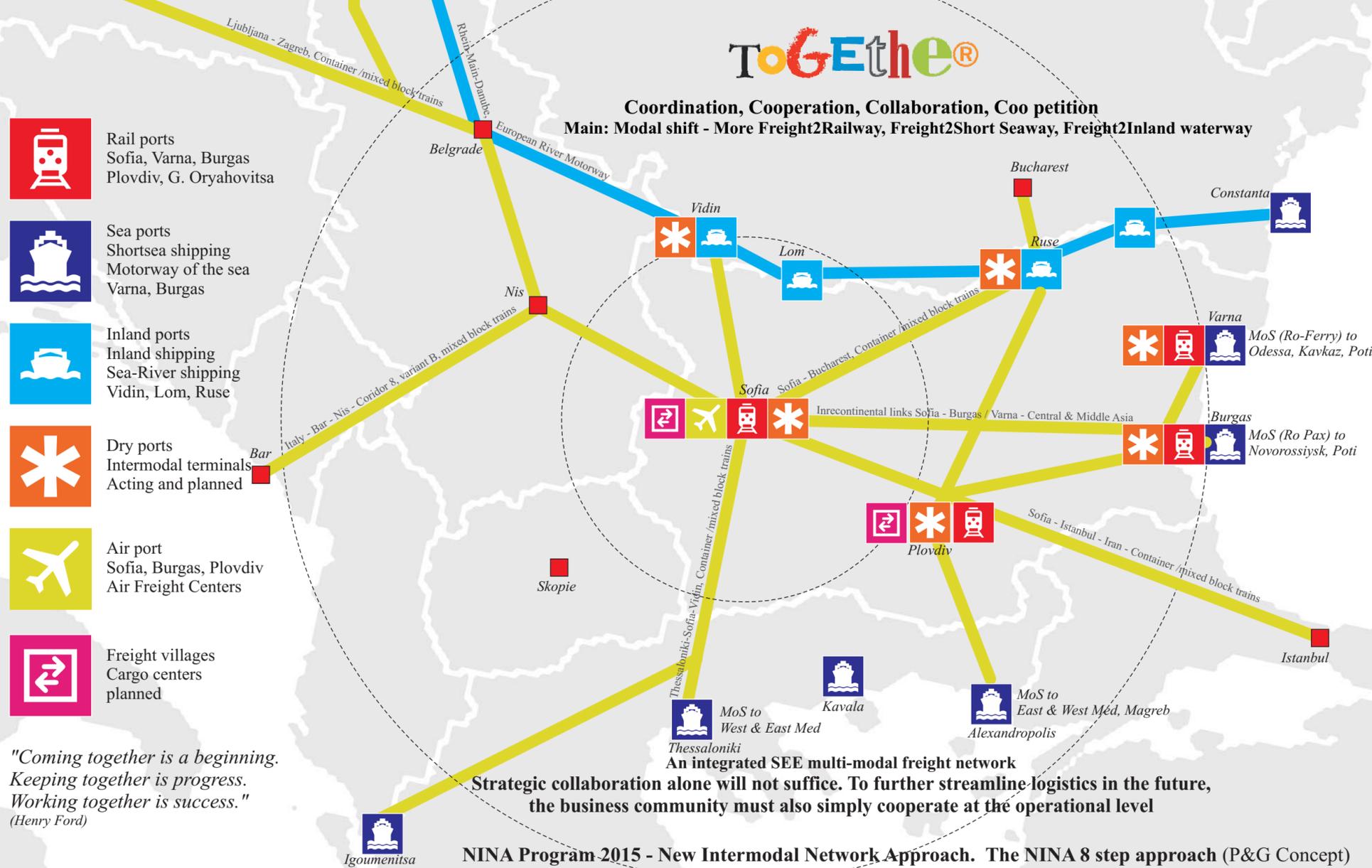
**UIRR More CombTransport. Recast CT Directive 92/106. UIRR Freight Transport Policy Expectations**  
 The first European legislation concerning the common rules to be applied to Combined Transport dates back to 1975, attesting to the recognition by the Institutions of the importance CT can deliver to the wellbeing of Europe. The Directive (92/106) in its present form has last been revised 22 years ago, meaning that it is ripe for a thorough recast and updating to continue its mission of providing the framework of CT's development as well as compensating it for the adverse effects of the prevailing regulatory imbalances. The six points of the UIRR's proposal to guide this recast can be found here: 1. Definitions and legal framework; 2. Temporary benefit rules; 3. Infrastructure optimized to intermodal/combined transport; 4. National intermodal/combined transport development plans; 5. Intermodality test; 6. Intermodal/combined transport statistics and reporting.  
**Proposed Legislative Actions to the 2019:**  
 • Enact the amendment of the Directive 96/53/EC regarding weights & dimensions as adopted in first reading in April 2014;  
 • Conclude the Fourth Railway Package Technical and Governance Pillars as proposed by the European Commission,  
 • Adopt the revision of the European Excise Duty Directive (2003/96/EC) as proposed by the Commission (COM/2011/169),  
 • Recast the Combined Transport Directive (92/106/EC) to become an effective temporary mitigation and promotion tool;  
 • Recast the Eurovignette Directive (1999/62 modified twice by 2006/38 and 2011/76) into the eToll Directive;  
 • Consistently monitor the progress of implementation of adopted laws through consideration of the Commission's Reports;  
 • Participate in the mid-term review of the Commission's Transport White Paper and the Freight Logistics Action Plan.

**FACTS Core Rail Freight Corridors**  
 European, regional and national EU Freight OEM corridor: Vidin-Sofia-Thessaloniki National Freight corridor ERTMS: Sofia - Burgas Regional rail freight corridors with business potential: Sofia - Bucharest; Sofia - Thessaloniki; Sofia - Burgas; Sofia - Belgrade - Zagreb - Ljubljana - Austria - Italy Intercontinental via Ferryboat complex /Ro-Ro-Pax New Silk Sea Sofia-Varna/Burgas- Central Asia - China New Silk Rail Sofia -Plovdiv - Istanbul - Iran - China

**FACTS Intermodal Terminals, Cargo Centers**  
 Company Railways Terminals - BDZ Cargo, M&M, DB Schenker, Transexpress, Metalimpex, etc. NC Railway Infrastructure + BPI Co. Intermodal Terminals - there are six planned in period 2015 - 2020: Vidin, Ruse, Plovdiv, Sofia, Varna and Burgas. Specialized Ro La terminals in Dragoman and Svilengrad Cargo Centers-planned in Sofia-Bojurishte, TEZ Plovdiv and Burgas - Dry Logiports / Logistics cluster

**FACTS Core Sea & Inland Port Terminals**  
 Inland Port Terminals - 3R Centres-River+Rail+Road: More of 50 berths - terminals for containers general and bulk cargoes: metals, chemicals, heavy cargo ... Core port Vidin, Ruse. Trimodal port in Bulmarket Ruse, BRP, FZ Ruse, Intermodal terminal in Ruse Port. Sea Port Terminals - Varna and Burgas ports are with more of 100 berths. Ro-Ferry in Varna, Ro-Pax in Burgas Planned: New Intermodal terminals in Varna and Burgas, New Ferry RoPax terminal in Burgas.

**FACTS Industrial & Logistics Zones**  
 Industrial Zones with Logistics Facilities & Freight villages potential in Vidin, Ruse, Sofia, Plovdiv, Burgas. Sofia-Bozhurishte+logistics zone+intermodal terminal. Logistics Sofia - Sofia Airport, Sofia SOMAT, Sofia East Ring/Elin Pelin. Economic/Industrial zone Trakia-Plovdiv Logistics park/zone Varna, Logistics park/zone Ruse, Logistics cluster Burgas-FZ Burgas, IP Burgas, Dry Ports Cargo Center + Intermodal Terminal in Plovdiv Region



*"Coming together is a beginning. Keeping together is progress. Working together is success."*  
 (Henry Ford)

**An integrated SEE multi-modal freight network**  
 Strategic collaboration alone will not suffice. To further streamline logistics in the future, the business community must also simply cooperate at the operational level

**NINA Program 2015 - New Intermodal Network Approach. The NINA 8 step approach (P&G Concept)**

<b>Step 1</b> Build terminal network	<b>Step 2</b> Terminals engage shippers	<b>Step 3</b> Definition of hot lanes	<b>Step 4</b> Shippers commit volumes	<b>Step 5</b> Buying the intermodal service	<b>Step 6</b> Operate the intermodal service	<b>Step 7</b> Governance of the intermodal service	<b>Step 8</b> Expand the intermodal service
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