

# Coastlink Bilbao

6-7 October 2011

Bilbao Maritime Museum

## Programme Themes

**1. Maritime Corridors from Iberia to Northern Europe including Russia.**

Key Steps to transferring critical flows to an all water solution.

*Participants will include Shipping Lines, Shippers and the Spanish based Dryport and Intermodal Railway Terminal "Gran Europa / Puerto Seco Azuqueca."*

**2. Maritime Emissions and Mandatory Energy Efficiency Measures for International Shipping.**

Key steps to reducing sulphur emissions to 0.1% by 2015 – this will impact on all elements of the shipping business community including shippers, ports and shipping lines. The conference will try to quantify the real impact of this initiative on the end consumer driving the debate between industry and academics.

**3. Key steps to reducing road transport flows between Iberia and Northern Europe by 10% by 2015.**

The conference will attempt to quantify the flows that could convert to sea transport. For example: A grower's perspective for foodstuffs; the role of cold stores in the supply chain; the impact of EU related issues in the context of the Euro vignette and "Motorways of the Sea"; and importantly the role of Maritime Training in assisting the process of modal transfer. Finally to lay a template for the necessary flexibility and regularity of shipping services to sustain or achieve the target of 10% by 2015.

**With thanks to our supporters:**



## Day 1 – Thursday 6<sup>th</sup> October 2011

09.00- 09.30	<i>Registration</i>
09.30 – 09.40	<b>Setting the Scene: Chairman's Introduction</b> <i>Gavin W Roser, Deputy Chairman, Coastlink Network Ltd</i>
09.40 – 09.50	<b>Welcome to Bilbao</b> <i>Fernando González Laxe, Chairman, Organismo Público Puertos del Estado</i> <i>Jose Ramón de la Fuente, Chairman, Port of Bilbao Authority</i> <i>Gorka Jon Ormazza, General Manager, Bergé Marítima Bilbao &amp; Chairman, Uniport Bilbao</i>
09.50 – 11.00	<b><u>THEME 1 - Maritime Corridors from Iberia to Northern Europe including Russia</u></b>  <b>The Intermodal Experience of Puerto Seco Azuqueca</b> <i>Oscar González, Director Railway Division, Gran Europa/Puerto Seco Azuqueca</i> <i>Key private dryport in Spain, located in the centre of the Iberian peninsula, and hosting major logistics parks for the automotive, fashion and distribution sectors, among others. Critical to sustaining and developing maritime corridors.</i>  <b>Capacity Crunch looms over feeder operations</b> <i>Soren Pederson, Managing Director, Team Lines Deutschland</i>  <b>The Evolution and Development of North/South Maritime Corridors</b> <i>David Anton, Key Account Manager Spain, FinnLines</i>  <b>Short Sea Shipping Initiatives from a Portugese Perspective</b> <i>Ricardo Morgado, General Manager/Director, Navex Empresa Portuguesa de Navegacao</i> <i>Navex is one of the major shipping and forwarding groups in Portugal and are behind a number of innovative short sea initiatives.</i>  <b>Key observations on supply vs demand with a focus on European flows</b> <i>Martin Dixon, Drewry Supply Chain Advisors</i>
11.00 – 11.30	<i>Refreshments</i>
11.30 – 13.00	<b><u>Roundtable Discussion – Theme 1</u></b> <b>Maritime transportation is an essential element in competitive international supply chains. What steps do shippers, ports and shipping lines need us to take to reduce the cost and increase the efficiency of door/door movements in the current economic environment?</b> <i>Oscar González, Soren Pederson, David Anton, Ricardo Morgado, Martin Dixon</i>
13.00 – 13.20	<i>Bus to the Port of Bilbao (Santurtzi)</i>
13.30 – 14.30	<b>Lunch &amp; Networking in Santurtzi</b> <i>(Restaurant at the Port of Bilbao Authority building)</i>
14.30 – 15.30	<b>Bus visit to the terminals</b> <i>(ATM, A3 docks, AZ1 docks and Punta Lucero)</i>
15.30 – 15.50	<i>Bus back to the Maritime Museum</i>
16.00 – 17.30	<b><u>THEME 2 – A combination of IMO policy on sulphur reduction in marine fuels by 2015 and EU emissions objectives have far reaching consequences on every element of the supply chain. What steps is the industry taking to communicate this policy and its consequences to retailers and end consumers? How will this impact on the shipping business community itself including shipping lines, ports, shippers, brokers, the bunker industry, insurance and every element of shipping activity. What impact will this have on the competitiveness of Europe in the current economic environment?</u></b> <i>CHAIR: Gavin W. Roser, Pantrak Transportation, a Northern Maritime University Network partner</i>  <i>Erik Fridell, Professor, IVL University Gothenburg, Northern Maritime University Network Partner</i> <i>Erik is one of the leading authorities on this subject in Europe.</i>  <b>The View of the Ports</b> <i>Miel Vermorgen, Director Sales &amp; Logistics, Port of Zeebrugge</i>

17.30 – 19.00	<i>Refreshments, Networking &amp; Your Chance to Explore the Maritime Museum</i>
19.00 – 20.00	<b>Boat trip to Real Club Marítimo del Abra &amp; Drinks Reception</b> <i>(bus alternative in case of bad weather)</i>
20.00	<b>Dinner at Real Club Marítimo del Abra</b>
22.00	<i>Bus back to the hotels in Bilbao</i>

<b>Day 2 – Friday 7<sup>th</sup> October 2011</b>	
09.15 – 09.30	<i>Registration</i>
09.30 – 09.45	<b>Sum up for Day 1 and Introduction to Day 2</b> <i>Gavin W Roser, Deputy Chairman, Coastlink Network Ltd</i>
09.45 – 10.15	<b><u>Theme 2 Continued</u></b>  <b>Shipping is the life blood of world trade and bunker fuel is the life blood of shipping. This session will deal with: The credit crunch in bunker trading; The impact of emission regulations on ship operators; The shift in the fundamental dynamics of the world economy</b> <i>Adam Dupré, Managing Director, Ocean Intelligence Pte Ltd</i>
10.15 – 10.30	<b>Critical mass of Iberia and North Africa and the Impact on Shipping Networks: A View</b> <i>David Cheslin, Chairman, Coastlink Network &amp; Managing Director, Dunelm Public Relations</i>
10.30 – 11.10	<i>Refreshment break</i>
11.10 – 12.30	<b><u>THEME 3 - Establishing key steps to reduce road transport flows between Iberia and Northern Europe by 10% by 2015</u></b>  <b>UK-Spain Market: “Modal Shift is Working”</b> <i>Mark Copsey, MacAndrews</i>  <b>Value added chances of Maritime Logistics</b> <i>Daniel Larriba, Maritime Logistic Manager, SAMCA Group</i>  <b>Cross-docking of perishables</b> <i>Pedro Garay, Managing Director, Bilbao Atlatic Frio Terminal</i> <i>BAFT is the major perishable terminal in Bilbao and critical to the supply chain from Iberia to Northern Europe.</i>  <b>The Political Perspective, given the recent EU White Paper 2011 - Roadmap to a single European Transport Area – towards a competitive and resource efficient transport system. The impacts of the White Paper will be discussed.</b>
12.30 – 13.30	<i>Lunch &amp; Networking</i>
13.30 – 14.30	<b><u>Roundtable Discussion – Theme 3</u></b> Chair: Gavin W Roser  <i>Mark Copsey, Daniel Larriba, Pedro Garay</i> <i>Gerard Jahoo, Lines and Project Manager, Port of Nantes St. Nazaire</i> <i>Nuno David, Terminal Director, Ferrol Container Terminal</i>  <b>Audience Perspective on the Chances of Success</b>
14.30 – 15.00	<b>Summing Up &amp; The Next Stage</b> <i>Gavin W Roser, Deputy Chairman, Coastlink Network Ltd</i>
15.00	Conference end