9th International BME/VDV Railway Congress
Rail Freight Transport to and from South Eastern Europe

October 20–21, 2015 in Vienna
As railway traffic is one of the main pillars in transportation, the railway congress will particularly focus on the following topics:

− How is the economy developing in South Eastern Europe? What impact does that have on the trade relations in Central Europe? How is the industry and trade logistics reacting to these changes?
− How are the railway companies dealing with the demands from customers? How will/must the Corridors develop?
− Which strategies are the Central European Service Providers pursuing for the development of rail traffic to South Eastern Europe? Which services are being offered today and in the future?
− Hungary, Romania, and Bulgaria – Emerging countries with Hub functions for the complete south eastern European region
− Turkey on the “Fast Track” – Challenges and solutions for attractive train connections in a strongly growing industry and logistic market

9th International BME/VDV Railway Congress
Rail Freight Transport to and from South Eastern Europe

Trade relations between Central and South Eastern Europe have been strongly growing over the past decades and are projected to further grow in the future. The expansion of economic relations is particularly dependend on the availabilty and functionality of the logistics and transport systems.

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− Turkey on the “Fast Track” – Challenges and solutions for attractive train connections in a strongly growing industry and logistic market

Moderators
Day 1: Dr. Martin Henke, Managing Director of the Railway Traffic Sector, Association of German Transport Companies (VDV)
Day 2: Dr. Christoph Feldmann, Managing Director, German Association Materials Management Purchasing and Logistics e.V. (BME)

Participants
Railway companies, Forwarding Agencies, Loading Agents, Suppliers of rail vehicles, Politicians and Administrators, as well as other interested parties

Conference languages
German and English (simultaneous translation)

Our media partners

Güterbahnen is issued four times a year by DVV Media | Eurailpress. The focus is placed on politics, the market and technology and is directed towards the whole business of transporting goods by rail. Irrespective of whether the reports relate to commentaries, news, background information or examples of best-practice, they are all for and about companies in the market, both private and state-owned, shippers, freight forwarders, service providers or industry. Equally, technical solutions to the challenges of transporting goods by rail, such as for example improving the competitiveness of the industry, are addressed and political demands explained from the companies’ point of view. The magazine is the official publication of the Verband Deutscher Verkehrsun- ternehmen e.V. (VDV) or in English the Association of German Transport Companies.

www.eurailpress.de/gueterbahnen

Rail Business is the weekly industrial report for the whole rail transport market. The focus is placed on both goods and passenger transportation, run by both state and private railway operators. Rail Business appears every week on Mondays and provides news, background information, interviews and commentaries in a compact form on all relevant fields of rail transportation. The weekly industrial report is complemented by a news service based on e-mails issued every working day as well as up-to-the-minute express reports.

www.eurailpress.de/railbusiness
Get Together, Monday October 19, 2015

From 19:00
Casual Get Together and networking
At Parkhotel Schönbrunn with fingerfood and drinks
(For speakers and participants arriving on October 19, please register separately on the registration form)

Day 1: Tuesday, October 20, 2015

From 10:30
Arrival of participants

11:00
Welcoming address and opening of the congress
Dr. Martin Henke, Managing Director of the Railway Traffic Sector, Association of German Transport Companies (VDV)

Discussion with representatives of the partner associations:
What are your wishes/expectations/aspirations in view of the Railway Congress?
Which topics are you specifically interested in when it comes to railway traffic in the corresponding corridors?
Ralf-Charley Schultze, Director General, UIRR International Union of Combined Road-Rail Transport Companies, Brussels
Dr. László Mosóczi, President, HUNGRAIL Hungarian Rail Association, Hungary
Hans Günther Kersten, Director Freight, International Union of Railways (UIC), Paris

11:30
Significance of industrial railways in Austria
Markus Schinko, Managing Director, Logistik Service GmbH, Linz and president of Association of Connecting Railway Companies (Verband für Anschlussbahnunternehmen), Austria

How is the economy developing in South Eastern Europe? What impact does that have on the trade relations in Central Europe? How is the industry and trade logistics reacting to these changes?

11:45
How are trade relations developing between Central and South Eastern Europe?
Ute Kochlowski-Kadaja, Managing Director, Osteuropa-verein der deutschen Wirtschaft e.V. (Eastern Europe Business Association of Germany)

12:15
Requirements and experiences of BMW Group
1. Experiences of BMW Group in shifting transportation to railway services in the USA, China, South Africa and Northern Europe
2. Research on shifting potentials in favour of railway transports from Eastern European countries for the BMW production considering the requirements of the automotive industry
Norbert Dierks, Sustainability/CO2 control in the transport logistic for inbound- and international supply transport, coordination trans-siberian railway BMW Group, Germany

12:45
Discussion with the speakers
13:00
Lunchtime snack

Continuation Day 1

14:00
How in particular will/must the railfreight corridors to South Eastern Europe develop?

14:25
Development of railway corridors between Central and South Eastern Europe from the viewpoint of the European Union
Dr. Gerhard Troche, National Expert–Policy Officer, European Commission DG MOVE – Unit B.2 Single European Rail Area, Brussels

14:50
Railway corridors in South Eastern Europe as a connection between Europe and Asia
Mag. Thomas Wimroither, ÖBB Infrastruktur AG, Vienna Secretary General of the Association "Corridor X PLUS" Vice-Chairman of Orient/East-Med Corridor 7, Market Management and Communication/International Relations of ÖBB Infrastruktur AG, Austria

15:20
Discussion with the speakers
15:35
Break

16:15
Intermodal solutions for South Eastern Europe via the Port of Antwerp
Katarina Stančová, Advisor Intermodality & Hinterland, Port of Antwerp, Belgium

16:45
International networks as basis for attractive railway solutions to and from South Eastern Europe
Reinhard Bamberger, Member of the Board, Rail Cargo Group, Austria

17:15
Chances and requirements for intermodal concepts in traffic to and from South Eastern Europe
1. Western Balkan States – only linked hubs offers economic efficiency
2. Turkey and Greece – continental trains vs. rail-ferry-combination – best intermodal production concept
3. Romania and Bulgaria – challenges to develop new services
Marijo Pesic, Sales International East- and South-East Europe, Kombiverkehr Deutsche Gesellschaft für kombinierten Güterverkehr mbH & Co. KG, Germany

17:45
Realisation of wagonload freight traffic to and from South Eastern Europe
Günther J. Ferk, Head of VTG Rail Logistics Europe, Germany

18:15
Discussion with the speakers
18:25
Summary of day 1
18:30
Networking at the exhibition area
19:00
Beginning of the evening event with sightseeing tour and dinner at “Zwölf Apostelkeller”
Bus transfer and dinner for participants included
## Day 2: Wednesday, October 21, 2015

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>9:00</td>
<td>Welcoming address and opening of day 2</td>
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<tr>
<td></td>
<td>Dr. Christoph Feldmann, Managing Director, Association Materials</td>
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<td></td>
<td>Management, Purchasing and Logistics (AMMPL), Germany</td>
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<td><strong>Hungary, Romania, and Bulgaria</strong></td>
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<td>Emerging countries with hub functions for the complete southwest</td>
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<td>European region</td>
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<td>9:10</td>
<td>Sopron as attractive platform for traffic to and from South Eastern</td>
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<td>Europe</td>
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<td></td>
<td>Peter Schöberl, Business Development Manager, Raaberbahn Cargo Gmbh/</td>
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<td>GySev Cargo Zrt., Austria and Hungary</td>
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<td>9:40</td>
<td>Cooperation with a private railway company in South Eastern Europe</td>
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<td>KR Friedrich Macher, Prof., Managing Partner/CEO, Grampecargo Austria</td>
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<td>GmbH, Austria and Romania</td>
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<td>10:10</td>
<td>Co-modal rail transport solutions in and via Bulgaria</td>
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<td>Dr. Ivan Petrov, General Manager, Trans Express Ltd., Bulgaria</td>
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<td>10:40</td>
<td>Discussion with the speakers</td>
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<td>10:55</td>
<td>Break</td>
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<td>11:30</td>
<td>Combined transport opportunities provided by Turkey with a special</td>
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<td>focus on railway infrastructure and services</td>
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<td></td>
<td>Talat Aydin, Ministry of Transport, Maritime Affairs and Communications, Turkey</td>
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<tr>
<td>12:00</td>
<td>Current situation und future of railway cargo in Turkey from the</td>
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<td>viewpoint of logistics</td>
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<td>Mete Tirman, Managing Director, Konsped International Transport Co.</td>
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<td>Ltd., Turkey</td>
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<td>12:30</td>
<td>Intermodal solutions via Port of Trieste to connect Turkey and</td>
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<td>Central Europe</td>
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<td>Zeno D’Agostino, Commissioner of Trieste Port Authority, Italy</td>
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<td>13:00</td>
<td>Panel discussion with the speakers and the representatives of the</td>
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<td>partner associations</td>
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<td>13:20</td>
<td>Review of the congress</td>
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<td>13:30</td>
<td>Lunchtime snack</td>
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<td>approx.</td>
<td>End of the congress</td>
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## Moderators and Speakers

<table>
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<td>Talat Aydin</td>
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<td>Norbert Dierks</td>
<td>BMW Group, Germany</td>
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<td>Günther J. Ferk</td>
<td>VTG Rail Logistics Europe, Germany</td>
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<tr>
<td>Dr. Martin Henke</td>
<td>Verband Deutscher Verkehrsunternehmen e.V. (VDV), Germany</td>
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<tr>
<td>Ute Kochlowski–Kadjaia</td>
<td>Osteuropaverein der deutschen Wirtschaft e.V. (Eastern Europe Business</td>
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<td>Kersten</td>
<td>Association of Germany)</td>
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<td>Hans Günther Kersten</td>
<td>International Union of Railways (UIC), Paris</td>
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<tr>
<td>KR Friedrich Macher,</td>
<td>Grampecargo Austria GmbH, Austria</td>
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<tr>
<td>Prof.</td>
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<td>UIRR International Union of Combined Road-Rail Transport Companies, Brussels</td>
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<tr>
<td>Katarina Stancova</td>
<td>Port of Antwerp, Belgium</td>
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<td>Mete Tirman</td>
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<td>European Commission DG MOVE – Unit B.2 Single European Rail Area, Brussels</td>
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<td>Mag. Thomas Wimroither</td>
<td>ÖBB Infrastruktur AG, Austria</td>
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The Port of Antwerp is the second largest seaport in Europe. Optimal connections through a vast network of roads, waterways and railways guarantee a smooth throughput to any destination. Antwerp is a multifunctional port, where all types of cargo (containers, break bulk, dry bulk, liquid bulk) are loaded, unloaded and stored in a most efficient way. With a wide variety of specialized handling techniques, extensive warehousing & logistics facilities, Antwerp is a truly integrated port. It offers more than 600 ha of covered storage capacity including both standard and refrigerated warehouses. Port of Antwerp provides frequent intermodal connections to the European hinterland.

Port of Antwerp
Mrs Katarina Stancova
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B – 2000 Antwerp
Phone: +32 3 205 20 11
www.portofantwerp.com
info@portofantwerp.com

The business division Rail Logistics specializes in Europe-wide rail transports on both private and state railways. We select our carriers according to the individual requirements of our customers. We offer you high quality, safe, reliable rail transport solutions. Our customers have access to their very own advisor whom they can contact for support, whether regarding the progress of their operations or to make an initial inquiry. We provide personal, fully customized support and advice relating to your transports, whether these involve single wagon, block train or pooling solutions. We specialize in the transport of liquids, agricultural and industrial goods throughout Europe.

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Mr Günther J. Ferk
Nagelsweg 34
D – 20097 Hamburg
Phone: +49 (0) 40 23 54 25 81
www.vtg.com
guenther.ferk@vtg.com

Upcoming events:

9. BME/VDV-Forum Schienengüterverkehr
Eisenbahn und Logistik – Lösungen für die Zukunft
26./27. Januar 2016 im Maritim Hotel Bonn
Fachvorträge, Diskussionen und Round Tables:
− Eisenbahinfrastruktur und Schienenlärm
− Optimale Konzepte für Chemie, Automotive, Stahl & Co.
− Best-Practices in operativen Beschaffungsabläufen
− Trends erkennen, Innovationen Umsetzen
− Kosten-/Nutzen-Abwägungen für Verlagerungen
Das Forum für alle, die Schienengüterverkehr betreiben, es planen, netzwerken oder einfach nur Ideen sammeln möchten!

2nd International BME/VDV Intermodal Congress
September 15 - 16, 2016 in Hamburg at Hotel Hafen Hamburg
Registration
Fax: +49 (0) 221 - 5 79 79 81 03
E-Mail: schieffer@vdv.de

9th International
BME/VDV Railway Congress
October 20–21, 2015 in Vienna

Please send your registration no later than
September 18, 2015 by post, mail or fax to:

VDV - Akademie GmbH
Heike Schieffer
Kamekestrasse 37–39
50672 Cologne
Germany

Please pay attention to the correct declaration of your invoice address.

First name    Last name

Position

Company

Street and house number

Zip Code    City

Phone    Fax

E-Mail

Billing address (if different from above)

VAT number (compulsory)

Date and signature

Get Together:
☐ I would like to attend the ”Get Together” at
  Austria Trend Parkhotel Schönbrunn on October 19, 2015

Congress Location and Accomodation:
Austria Trend Parkhotel Schönbrunn
Hietzinger Hauptstrasse 10–14
1130 Vienna – Austria
Rate per night, single room, incl. breakfast is 125.00 €.
We have reserved a block of rooms for the congress.

Room reservation:
☐ I would like to reserve a room
  from _______ till _______
☐ I will not need a room reservation

Participation fee:
945.00 € excluding 20% Austrian VAT for non-members;
875.00 € excluding 20% Austrian VAT for VDV and members of BME (AMMPL) and the partner associations IBS, UIRR, WKO-Die Schienenbahnen, VABU, UIC, DSLV and HUNGRAIL. Holders of a VDV - Akademie - Card receive a special price of 745.00 € excluding 20% Austrian VAT. Education Vouchers from VDV-Akademie will be accepted.

☐ Member of VDV    ☐ Member of BME (AMMPL)
☐ Member of IBS    ☐ Member of UIRR
☐ Member of VABU    ☐ Member of WKO-Die Schienenbahnen
☐ Member of UIC    ☐ Member of DSLV
☐ Member of HUNGRAIL

Membership-No.

Deadline for registration:
September 18, 2015
Registrations are considered in the order in which they are received. Cancellations after the registration deadline up to one week before the Congress will incur 50 % of the registration fees plus any hotel costs. Cancellations made during the week before the Congress are not eligible for a refund. All cancellations must in writing. Substitutions are gladly welcome.

Billing by VDV - Akademie GmbH:
Your Congress fees will be charged upon receipt of your registration. Place of performance is Vienna. Tax ID number ATU69497145

Contact:
Heike Schieffer
Phone: + 49 (0) 2 21 - 5 79 79 103
Fax: + 49 (0) 2 21 - 5 79 79 81 03
E-Mail: schieffer@vdv.de

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Phone: + 49 (0) 2 21 - 5 79 79 173
Fax: + 49 (0) 2 21 - 5 79 79 81 73
E-Mail: akademie@vdv.de

We look forward to seeing you at the Congress!
Your VDV - Akademie and your BME e.V. (AMMPL)

Important! Please read and fill in!
Your contact information will be used by VDV - Akademie and partner companies to organize the congress. We would like to inform you of any future events. Please confirm that we are allowed to contact you via Fax, Phone or Email and that your contact information may be used for the Congress participants list.

Do you agree: ☐ yes ☐ no

Furthermore single photos will be found on our homepage www.vdv-akademie.de.