

JOIN THE SUMMIT FOR RAILWAY BUSINESS CHAMPIONS

# RAILWAY DAYS

THE WIDER BLACK SEA AREA RAILWAY INVESTMENT SUMMIT

8 -9 October, 2013  
Bucharest, Romania



Organisers:



Under the aegis of:



[www.railwaysummit.com](http://www.railwaysummit.com)



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aegis of:



## GREENER AND MORE EFFICIENT RAILWAYS IN WIDER BLACK SEA AREA

**T**he Wider Black Sea Area, a median area of the Eurasian platform, has witnessed an intense economic evolution which has to be supported and stimulated also through railway investments in order to facilitate the interconnection of regional, national and transcontinental railway networks, thus increasing the sustainable mobility of freight and passengers. An intense industrial activity, rising domestic consumption, increasing direct foreign investments, especially in the eastern side of the WBSA, the boost in trade volumes on the East-West axis, these are the main factors that trigger railway development opportunities.

How can all these opportunities be turned into viable projects, how much money do they need and what are the potential financing sources, what are the priority railway projects for each of the WBSA countries, what solutions should be implemented to ensure cross-border railway interoperability?

For consolidating the discussions and the projects analysed in the previous edition, the 8th edition of the summit will be attended by over 300 decision and influence makers dealing with the elaboration and implementation of investment policies on railway infrastructure development, railway freight and passenger transport, public transport in the Wider Black Sea Area (WBSA), as well as by institution and private investors. The dialogue partners will be represented by railway infrastructure managers, railway transport operators, companies in the railway industry, logistics, railway customers, port authorities and operators in over 50 countries.







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## Partners

Main Partners:



Partners:



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## Draft Program

Day 1 (Tuesday, 8 of October 2013)

## GREENER AND MORE EFFICIENT RAILWAYS IN WIDER BLACK SEA AREA

08:00 – 09:00 Registration. Welcome coffee

09:00 – 10:00 **Opening speeches**

Video-message by **Siim Kallas**, Vice President of the European Commission and Commissioner for Mobility and Transport

**Ștefan Roșeanu**, Senior Partner - Club Feroviar / General Manager - Association for Metropolitan Mobility (AMM)

Representative of the Romanian Ministry of Transport

**Daniel Birsan**, President - Romanian Railway Industry Association (AIF)/ General Manager - Wiebe România

10:00 – 11:00 Official visit of Railway Technology Exhibition. Coffee break

11:00 – 13:00 ***Building the Wider Black Sea Area railway land bridge. Providing frameworks for a seamless transport from Far East to Central and Eastern Europe***

Moderator: **Ștefan Roșeanu**, Senior Partner - Club Feroviar / General Manager - AMM

Speakers: **Jean-Eric Paquet**, Director European Mobility Network - DG MOVE, European Commission (tbc)

**Philippe Citroën**, Director General - UNIFE

**Dr. Wolfgang Streitenberger**, Conseiller – Senior Adviser DG for Regional Policy and Urban Development - European Commission (tbc)

**Peter Sorger**, Expert - OTIF

**Ivan Petrov**, Chairman - CLECAT Rail Transport Institute / Vice President - The Bulgarian National Forwarders Association (NSBS)

13:00 – 14:00 Lunch

14:00 – 16:30 ***Liberalisation of the railway markets. A challenge to finance railway systems***

Moderator: Claudiu Seicean, Secretary General - AIF / KAM - Thales

Speakers: **Libor Lochman**, Executive Director - CER

**Gabriel Stanciu**, Vice President - AIF / CEO - Alstom Transport Romania & Bulgaria

**Roberta Calcina**, Project Manager - Joint Technical Secretariat “South East Europe”

**Vasile Diaconescu**, Rolling Stock Manager - AIF / Head of Division Infrastructure & Cities, Mobility and Logistic Division, Rail Systems Division - Siemens

16:30 – 17:00 Departure for Technical Visit

17:00 – 19:00 Technical visit

19:30 – 23:00 Gala Dinner



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Day 2 (Wednesday, 9 of October 2013), 3 simultaneous panel sessions:  
Infrastructure Development, Freight&Logistics, Forum for Railway Passenger Transport

## INFRASTRUCTURE DEVELOPMENT

08:00 – 09:00 Registration. Welcome coffee

09:00 – 10:30 *Increasing capacity on transcontinental rail freight corridors*

Moderator: **Michael Robson**, Managing Director - Robson's International Rail Consultancy

Speakers: **Stéphane Ouaki**, Head of Unit, Connecting Europe - Infrastructure Investment Strategies, European Commission (tbc)

**Mirko Maksimovic**, Regional Sales Manager - Vossloh Cogifer

**Wiktor Szydarowski**, Project Manager - Baltic Sea Region Trans Governance & Baltic Sea Region Transport Cluster

**Gilles Saussine**, Responsable du Groupe Mécanique des Sols et de l'Infrastructure, SNCF-Direction de l'Innovation et de la Recherche

**Maria Ion**, Commercial Manager - ISAF

10:30 – 11:00 Coffee break

11:00 – 12:30 *Providing the last mile connections*

Moderator: **Ioan Buciuman**, Scientific Secretary - Romanian Railway Authority (AFER)

Speakers: **Jean Nicolaos**, Strategy Manager & International Affairs Manager - CFR SA(tbc)

12:30 – 14:00 Lunch

14:00 – 15:30 *Building the high speed networks in WBSA - the impact on economy and urban development*

15:30 – 16:00 Coffee break

16:00 – 17:30 *Conclusions & Adoption of a Position Paper on the Development of WBSA railways (joint session with Freight & Logistics session and Forum for Railway Passenger Transport)*





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## FREIGHT & LOGISTICS

08:00 – 09:00 Registration. Welcome coffee

09:00 – 10:30 ***WBSA - new opportunities for the development of rail freight transport and logistics***

Moderator: **Ivan Petrov**, Chairman - CLECAT Rail Transport Institute / Vice President - The Bulgarian National Forwarders Association (NSBS)

Speakers: **Gilles Peterhans** Secretary General - UIP  
**Gabriel Stanciu**, Business Unit Manager - Siemens  
**Peter Wolters**, Secretary General - EIA  
**László Mosóczy**, President - Hungarian Rail Association  
**Michael Geschke**, Managing Director - Hoedlmayr-Lazar Romania

10:30 – 11:00 Coffee break

11:00 – 12:30 ***5 years of economic downturn - the impact on the railway system***

Moderator **George Buruiană**, President - Association of Rail Freight Operators in Romania (ATFER)

Speakers: **Sorin Chinde**, General Manager - Grup Feroviar Român

12:30 – 14:00 Lunch

14:00 – 15:30 ***The development of multimodal platforms and shunting yards***

Speakers: **Zoltán Fabian**, Commercial director - Mahart Container Center

15:30 – 16:00 Coffee break

16:00 – 17:30 ***Conclusions & Adoption of a Position Paper on the Development of WBSA railways (joint session with Infrastructure session and Forum for Rail Passenger Transport)***



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## FORUM FOR RAILWAY PASSENGER TRANSPORT

### WBSA CITIES INNOVATE

Supported by



08:00 – 09:00 Registration. Welcome coffee

09:00 – 10:30 *The green way to provide intercity connections in WBSA cities*

Moderator: **Ştefan Roşeanu**, Senior Partner - Club Feroviar / General Manager - AMM

Speakers: **Trevor Garrod**, Chairman - European Passengers' Federation

**Dražen Ratković**, President of the Management Board - HZ Passenger  
UITP representative

**Gabriel Stanciu**, Business Unit Manager - Siemens

10:30 – 11:00 Coffee break

11:00 – 12:30 *WBSA urbanises: the metro is expanding*

Moderator: UITP representative

Speakers: **Melente Horoba**, Executive Director - Romanian Union of Public Transport

**Nicolae Dragu**, Business Development Manager Romania - Alstom Transport

**Ion Dedu**, Head of Transport Department - Bucharest Municipality

**Georg Lewandowski**, Area Sales Manager - Hochtief & Wessel

12:30 – 14:00 Lunch

14:00 – 15:30 *Transforming cities with light rail solutions. Fast connections, optimal land use, clean air*

Moderator: **Octavian Udrişte**, Honorary Chairman - Club Feroviar

Speakers: **István Csuzi**, General Director - OTL (Oradea Public Transport Company)

**Dorian Alexandrescu**, Quality Manager - voestalpine VAE APCAROM

**Laurent Letzelter**, Tramway Program Director - Vossloh Cogifer

15:30 – 16:00 Coffee break

16:00 – 17:30 *Conclusions & Adoption of a Position Paper on the Development of WBSA railways (joint session with Infrastructure and Freight & Logistics session)*



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## Ways to register

Tel.: +40(21) 224 43 85  
 Fax: +40(21) 224 43 86  
 E-mail: contact@railwaysummit.com  
 Address: 30 Virgiliu St., Sector 1,  
 Bucharest RO 010884, Romania



## REGISTRATION FORM

Options	Details	Price / Option
<input type="checkbox"/> <b>Delegate 1</b>	Admission to the Summit and Railway Technology Expo, one issue of Railway Catalogue 2013 - 2014, conference materials, coffee break & lunch	740 € + VAT (24%) / person
<input type="checkbox"/> <b>Delegate 2</b> <i>(15% discount starting with the second delegate)</i>	Admission to the Summit and Railway Technology Expo, one issue of Railway Catalogue 2013 - 2014, conference materials, coffee break & lunch	629 € + VAT (24%) / person
<input type="checkbox"/> <b>Member of "Club Feroviar" Railway Business Club</b>	Admission to the Summit and Railway Technology Expo, one issue of Railway Catalogue 2013 - 2014, conference materials, coffee break & lunch	650 € + VAT (24%) / person

**I will attend the festive dinner on October 8, 2013 in exchange for € 100 + VAT**

*Details regarding the delegates (tick the session in which he/she will participate during the second day of the Summit). The 3 sessions take place simultaneously.*

Name and surname	Job title	Participation to Day 2 sessions		
1.		<input type="checkbox"/> Infrastructure development	<input type="checkbox"/> Freight & Logistics	<input type="checkbox"/> Forum for Railway Passenger Transport
2.		<input type="checkbox"/> Infrastructure development	<input type="checkbox"/> Freight & Logistics	<input type="checkbox"/> Forum for Railway Passenger Transport
3.		<input type="checkbox"/> Infrastructure development	<input type="checkbox"/> Freight & Logistics	<input type="checkbox"/> Forum for Railway Passenger Transport

### Company details:

Name: \_\_\_\_\_ Job title: \_\_\_\_\_  
 Company: \_\_\_\_\_ Signature: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_  
 CUI: \_\_\_\_\_ Order number \_\_\_\_\_  
 IBAN \_\_\_\_\_  
 Bank \_\_\_\_\_ Branch \_\_\_\_\_

### Method and details of payment

I will transfer the amount of \_\_\_\_\_ + VAT(24%)  
 = \_\_\_\_\_ through Payment Order. Payment is required at  
 maximum 30 days BEFORE the conference date. The confirmation of your  
 participation will be sent to you once payment has been received.

Bank: ING Bank N.V. - Bucharest Subsidiary  
 Account RON - RO38 INGB 0000 9999 0195 7299  
 Account EUR - RO62 INGB 0000 9999 0197 8498  
 Swift: INGBROBU  
 Name: S.C. Club Feroviar S.R.L.  
 30 Virgiliu St., Sector 1, Bucharest, Romania  
 VAT No: RO15957066 ; Reg. No: J40/16302/2003