

ORGANISED BY:  

MARKET PLACE SEMINAR

FRENCH-IBERIAN RAIL LINK –
FOSTERING EUROPEAN CONNECTIVITY

DEVELOPMENT OF NEW SOLUTIONS IN RAIL FREIGHT

SPONSORED BY: CO-OPERATION PARTNERS:   **Day One – Tuesday 2 November 2010**14:00 – 15:00 *Registration*15:00 – 16:45 **Session 1: Development of hinterland transport around the port of Barcelona - what are the possible rail freight solutions and how can they be implemented?**

- How can rail increase its market share in hinterland transports?
 - What is currently preventing rail from becoming the major mode of transport?
 - What will future logistic solutions look like?
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| <ul style="list-style-type: none"> - Miguel Angel Duro, Commercial Director, TCB Railway Terminal - Philippe Le Petit, CEO, Naviland Cargo - Michael Diehl, Director Railway Industry, SAP | <ul style="list-style-type: none"> - Edgar Pineda, Commercial Director, Tercat Hutchinson - Ignasi Ragás, Director General, CIMALSA - Joan Amorós, Secretariat General, FERRMED Association |
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16:45 – 17:15 *Coffee break: networking*17:15 – 19:00 **Session 2: Introduction of the new UIC line to Barcelona - how will this influence the Iberian railway market?**

- The new UIC line will provide seamless transport solutions towards the Iberian Peninsula
 - Is further investment needed to improve rail competitiveness?
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| <ul style="list-style-type: none"> - Manuel Acero, CEO, RENFE Freight - Sylvie Charles, CEO, Fret SNCF | <ul style="list-style-type: none"> - Santiago Martín, General Manager, TP Ferro - Jose Luis González, Chief Land Operations, Port of Barcelona |
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20:00 - *Networking dinner***Day Two – Wednesday 3 November 2010**09:00 – 11:30 **Session 3: The railway connection - what are the potential markets for railways?**

- Railways versus trucks: what influences decision makers?
 - What do freight forwarders need to increase the modal share of railways?
 - Best practices in the field of logistics: tailor made solutions
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| <ul style="list-style-type: none"> - David Kerr, Commercial Director, DB Schenker UK - Fabio Consolo, Director Foreign Markets, Trenitalia - Mariano Fernández, Chairman, ATEIA-OLT | <ul style="list-style-type: none"> - Pierre Enderle, Chairman, STVA - Javier Dietta, Commercial Director, Pecovasa - Jokin Letamendia, Key Account Manager, RAILSIDER |
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11:30 – 12:00 *Coffee break: networking*12:00 – 13:00 **Session 4: Shipping companies and logistics solutions - what is the state-of-the-art in multimodal solutions?**

- How can rail complement short distance maritime shipping?
 - Can rail be the alternative solution between ports to replace short distance shipping?
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| <ul style="list-style-type: none"> - Albert Oñate, General Manager, China Shipping Spain | <ul style="list-style-type: none"> - Antonio Vargas, Director, Grimaldi |
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14:00 – 15:30 **Visit of the Port of Barcelona [number of places are limited – registration ticket required]**