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VIII International Conference

Black Sea Freight Market & Ports

15-16th of May 2014

Istanbul, Turkey, Ceylan InterContinental Hotel



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Hear news from key players
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AMONG CONFIRMED SPEAKERS:



Levent Karacelik,
President,
Marvel
International



Vladimir Zvyagin,
Head of Chartering
Department,
BUNGE



Andrej Sokolov,
Project Director,
Informall BG



Cristian Tiru,
Branch Manager,
MUR Shipping
Romania



Burak Akdemir,
Director,
Spot Shipping



Botond Szalma Jr.,
Shipping Broker,
FONASBA



Kirill Taran, Head
of Chartering
and Operation
Department,
Ukrrichflot



Steve Wray,
Senior Consultant,
Ocean Shipping
Consultants



Turgut Aydinca,
Country Manager,
CSCL Turkey



Massimiliano Angelotti,
Project Manager,
ADB
Multiplatform



Gianluca Di Matteo,
Crosstrade and
Feeder Manager,
Tarros



Alex Tarazanov,
Chartering
Manager,
Soylu Shipping



Prof. Aristotelis Naniopoulos,
Aristotle
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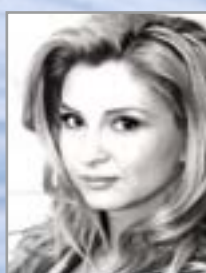
Fuad Khalilov,
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Bill Burnes,
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Mikhail Egorov,
Commercial
manager,
Hermes-Trading



Maria Grigore,
National Secretary,
IGC TRACECA



Georgiy Tokman,
Executive Director,
BASPA



Janina Lam,
Senior Research
Analyst,
Howe Robinson



Harun Duzgoren,
Managing Director,
V.Ships

PRELIMINARY PROGRAM

DAY 1 – MAY 15\THURSDAY

DRY BULK CARGOES

Session 1. Main Freight-flows and Trade Drivers

Main dry bulk cargoes freight-flows in the Black Sea: existing re-distributions and forecast for 2014/15

Levent Karacelik, President, **Marvel International**

Overview of met cargoes and coal export from the CIS countries to consumers in Turkey and MENA region in 2014-2015

Elena Bogdanova, Editor, **World Steel News**

Grains and oilseeds as the most perspective cargoes traded in the region: shipment volumes and its influence on freight rates

Vladimir Zvyagin, Head of Chartering Department, **BUNGE**

Grains cargoes shipping via Dnepr River. Logistics features and development prospects

Mikhail Egorov, Commercial Manager, **Hermes-Trading**

- › Supplies of metallurgical cargoes (steel products, semis, scrap and coal) from Ukrainian and Russian exporters to consumers in Turkey and MENA countries: demand, factors influencing sea-borne trade in 2014-2015
- › Potential re-distribution of export grains and oilseeds flows due to instability in North Africa and Levant countries
- › Danube countries role in grains export structure: overview and forecast for 2014\15

Questions, comments, discussions

Session 2. Dry Bulk Carriers

Dry Bulk Market Fundamentals : fleet supply & demand balance and analysing the continued modernisation of the fleet. Which vessels will carry grain going forward?

Janina Lam, Senior Research Analyst, **Howe Robinson**

Intensive reduction of old Coaster and River-Sea fleet, its influence on shipment volumes and freight rates

Alex Tarazanov, Chartering Manager / Fleet Operations Manager, **Soylu Shipping**

Dry bulk cargoes shipping in the Black Sea: Handies and Supras fleet

Cristian Tiru, Branch Manager, **MUR Shipping Romania**

Panamax and Capesize segments increase in the Black Sea region: the influence on small-tonnage vessels and ports infrastructure

Burak Akdemir, Director, **Spot Shipping & Trading**

Shipbuilding industry in Turkey: the possibilities and demand for new building orders

Harun Duzgoren, Managing Director, **VShips**

- › Turkish investments into terminals and maritime infrastructure projects. Short-term forecast of the influence on export\import volumes

Questions, comments, discussions

Session 3. River Shipping – the Danube and the Dnepr

Danube River freight market overview and interconnection with the Black Sea: shipment volumes and ways to intensify trade in 2014/15

Botond Szalma Jr., Shipping Broker, **FONASBA**

The Dnepr River in the regional freight-flows structure: trends and developments

Kirill Taran, Head of Chartering and Operation Department, **Ukrrichflot**

- › Comparison of cargoes shipping efficiency by river (the Danube, the Dnepr) and railways: how to attract cargo-owner to the river?
- › Possibilities to re-direct cargoes from the Azov\Black Sea basin to the Baltic states via the Danube River (alternative to Mediterranean Sea transit)

Questions, comments, discussions

Blitz-session

Port Infrastructure and Terminal Capacities Development

Blitz Presentations from the major regional terminal operators and port authorities

Closing round-table discussion

DAY 2 – MAY 16\ FRIDAY**CONTAINER SHIPPING****Session 4. Azov-Black Sea Region as a Niche Market**

Consolidation and new alliances on the containers market: transportation structure change and the main operators positions

Steve Wray, Senior Consultant, **Ocean Shipping Consultants**

Turkish market of container transportation in the Black Sea\MED regions: trade dynamics, ways to increase efficiency, deep-sea terminals projects

Turgut Aydinca, Country Manager, **China Shipping Container Line Turkey**

Container shipping in 2014: transshipment volumes and development of new routes in the Black Sea region

Andrej Sokolov, Project Director, **Informall BG**

- › Small-tonnage vessels current position in the container shipping structure, forecasts for 2014/15
- › Means for operation costs reduction: fuel economy, fleet tonnage increase in the conditions of goods lack and sharp competition
- › Imbalance between tonnage supply and container shipping demand: solutions and forecasts
- › Deep-sea container terminals construction for containerships size growth and shipment efficiency

Questions, comments, discussions

Special Seminar: Multimodal Transportation

Outlook for development of the international transport corridor Europe-Caucasus-Asia for 2014-2015

Maria Grigore, National Secretary, **IGC TRACECA**

Development of the Black Sea and Mediterranean short-sea & feeder shipping market, its integration to the South-European Multimodal Network

Gianluca Di Matteo - Crosstrade and Feeder Manager, **Tarros**

Towards a high quality network of Freight Corridors and Terminals in South East Europe area. The Adriatic-Danube-Black Sea multimodal platform strategic project approach

Massimiliano Angelotti, Project Manager, **ADB Multiplatform**

Prof. Aristotelis Naniopoulos, **Aristotle University of Thessaloniki**

Becoming A Sustainable Intermodal Transport Hub in the Region - What Needs to be Done?

Cavit Ugur, General Manager, **UTIKAD**

The role of Turkey in multimodal connection between Europe and Asia

Fuad Khalilov, Board Member, **Taymarine Shipping & Multimodal**

- › Development of rail and inland waterway transport hubs as an alternative to road for hinterland traffic covering Adriatic/Aegean/Black Sea Ports
- › Multimodal network between Adriatic and North Black Sea

Questions, comments, discussions

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Black Sea Freight Market & Ports

Business-Forum

15-16th of May 2014, Istanbul, Turkey, Ceylan InterContinental Hotel

REGISTRATION FEE *(all taxes included)*

One delegate	1700 USD
Two or more delegates (each)	1500 USD

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Note: Hotel accommodation & transfer are NOT included.

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All inquiries regarding participation cancellation should be sent in a written form not later than **1st of May 2014**. Registration fee is not refunded if cancellation is received after the **1st of May 2014**. Delegate substitution **is allowed** without any additional payments or fines.

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