



## Editorial

*Dear Readers,*

*We have just turned to another year 2011 and that is in favour of making New Year's decisions, defining goals and ambitions. It is a time when we are thinking of what might be done more efficiently, successfully and how to start something new, extraordinary or innovative.*

*B2B LOCO is the initiative that might provide you with new opportunities. These opportunities result simply from engaging into research and they are made to develop companies' capacity for innovation. Numerous programmes, initiatives and support measures are carried out at EU level in support of knowledge and research. More and more regions and authorities perceive involvement of stakeholders in European research area as the key factor for its development, as presented in 'FP7 Action plan for North Rhine-Westphalia' case.*

*We are inviting you to take advantage of B2B LOCO and familiarize with the funding tools and knowledge, best practices, new technologies and solutions within logistics resulting from European R&D projects. Moreover we are inviting you to participate in B2B LOCO events and present your company's profile for project partner search. As for the good start, we are offering you a short journey through the basic information on R&D Programmes for SMEs.*

### **'how to start?'**

The Seventh Framework Programme (7FP) has been designed as the EU basic instrument for the public funding of research and an increase in private funding of R&D as one of the key goals of the EU's Lisbon Strategy for 'knowledge for growth'.

### **'how can industry and SMEs participate?'**

*The major fields of research supported by FP7 are supposed to be focused on issues that are strategically important to achieving competitiveness and sustainability.*

*The actions included in FP7 are divided into four programmes People, Capacities, Cooperation and Ideas that offer different measures, some of which are SME-oriented.*



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The Marie-Curie actions funded under the **People** programme aim to support industry training, joint research partnerships and staff secondments between the two sectors. The **Capacities** programme aims to develop European research infrastructures, optimise their use and improve access for researchers, including from industry. It also supports regional research-driven clusters, involving enterprises as well as universities and local authorities. The **Cooperation** programme aims to facilitate the optimal participation of mainly 'research performing SMEs'.

European enterprises may also benefit from the exploitable research results and technologies that emerge from the Framework Programme. Further information explaining what is FP7, its budget, research areas, benefits and NCPs are available at B2B LOCO website and linked to CORDIS where **you will find the guidelines** in different language versions.

### **'where can SMEs find support?'**

The network of National Contact Points (NCPs) provides locally-tailored support for participants in the EU's framework programmes.

Wishing you all good luck in exploring new opportunities I am inviting you to the coming **B2B LOCO Workshop and Brokerage Event held on 28 April 2011 in Opatija** and familiarize with new opportunities for SMEs within European Research and Development area.



Kind regards,

**Malgorzata Kirchner**  
Project Coordinator

## **2<sup>nd</sup> B2B LOCO Workshop and 3<sup>rd</sup> Brokerage event in Opatija, Croatia**

We would like to kindly invite you to participate in the **B2B LOCO Workshop and Brokerage event in Opatija (Croatia)** to be held on **28 April 2011**. The Workshop and Brokerage event will be held in Croatian and English languages. The events will be held together with the **"Transport Systems 2011"** symposium of Croatian scientific society for transport. The participation is **free of charge**.

The B2B LOCO Workshop and Brokerage event under the title **"Transport and logistics SMEs: Cooperation and competition"** are devoted not only to transport and logistics enterprises but to the other, mainly manufacturing and retail enterprises having substantial transport and logistics needs. In the broader sense Workshop and Brokerage event can be useful to other stakeholders, like transport and logistics associations, freight integrators and state and local administration, all being involved in the process of transportation and business system development and performance.

The objective of the Workshop and Brokerage event is to present to participants the current and future transportation market across EU in the light of competition and cooperation between SMEs primarily on the base of the results of the recent EU Framework Programme projects. That way FP projects will come closer to SMEs and give additional motives to them to participate in the preparation and execution of new FP projects together with other companies and RTD community.

Find out more and register on <http://www.b2bloco.eu/events/opatija/index.html> !

# H<sub>D</sub>P Z<sub>D</sub>



## FP7 Action plan for North Rhine-Westphalia

The state government of North Rhine-Westphalia (NRW) aims to play a major role in shaping the Lisbon Strategy and the European Research Area and to involve the greatest possible number of stakeholders from North Rhine-Westphalia in the Framework Programmes. This will also make a major contribution to the implementation of the state government's innovation strategy.

Whilst many of the measures undertaken by NRW - designed to facilitate participation in the framework programmes - have already been successfully implemented, others are being permanently updated to explore options for North Rhine-Westphalia's participation in the FP. The initiators are aware that SMEs interested in taking part in Framework Programme face greater hurdles than internationally experienced major companies or research institutions. Against the backdrop of the declining participation of local SMEs in the FPs it is therefore important to develop a number of customised support schemes.

The details on **FP7 Action plan for North Rhine-Westphalia** can be found at [www.b2bloco.eu](http://www.b2bloco.eu).

## International conference on railway container transport from Asia

**Combined** and particularly **container transport** belong to modern, progressive, dynamic and prospective spheres. Carriers, forwarders as well as customers are increasingly aware of its fundamental benefits resulting from a combination of the most advantageous features peculiar to each kind of transport: despite the distance involved, the backbone railway (or water) transport provides highly economic and reliable haulage independent of shipping congestions or AETR agreements as for the drivers' working hours; on the other hand, road transport ensures very flexible place and time as regard the final destination that is not so addicted to the existence of any railway or water infrastructure (factory siding, port or other site for unloading). Furthermore, the single, common and standardized transport unit **facilitates the handling** of merchandise (reloading as well as unloading) and, at the same time, it **minimizes the risk of damage**.



However, the "operating area" for ISO containers is not represented only by the European continent where it must still struggle for its position beside the transportation operated purely by road. The basic domain – causing the steepest development of container transport systems – is namely the world **maritime transport**, generally the **intercontinental freight transportation**. Especially the transport container standardization at the turn of the 1960s and 1970s marked a stormy expansion of this transporting branch.

Nowadays, approximately 18 million containers move round the world undertaking together more than 200 million routes annually; containers on large container ships convey about 90% of the world freight exchange (except for mass substrates) whereas 26% of the loaded containers start from China as one of the most important world exporters.

Within several recent years, also intercontinental transports **from Asia to Europe by railway** are becoming increasingly popular and the number of successful projects centred on container trains can be already counted in tens. The explicit benefit is mainly given by **shortening the transport time** from 4–5 weeks to 16–18 days as well as higher **safety** – some risks are eliminated, e.g. loss of containers during maritime accidents or pirate attacks on ships. For these reasons, the **International Rail Freight Conference** is being held again this March already for the third time. Within four thematic sections, it will introduce (1) general and legislative conditions for intercontinental freight transport, (2) European TAF TSI (Technical Specifications of Interoperability on Telematic Applications for Freight) standards and technical issues connected with combined transportation, (3) control and information technologies and (4) specific examples of a successful "on-railway-business". The conference promoter is the company JERID, a part of the OLTIS Group, a known supplier of information systems for transportation and logistics. Participation in this conference provides very convenient presentation opportunities for every important player dealing with European railway and combined transports.

More information on the conference program as well as partnership options is available on the following web address <http://www.RailConference.com/>.

### RORO Shipping Conference

This unique event will provide a key forum for ro-ro owners and operators to discuss the dynamic changes and new challenges that the industry faces. Promising the usual cutting-edge debate the **RORO Shipping Conference 2011** will offer unparalleled networking opportunities making it the event of choice for everyone working in the ro-ro industry. The conference will be held **on 9 – 10 March 2011 in Copenhagen, Denmark**.

The conference promises to bring you up to speed on recent developments in the sector that will impact your operations. It will tackle the **industry's most pressing issues** and **analyse trends** going into the future. The expert panel of ro-ro professionals will analyse and debate the main talking points in the industry including:

- How will ro-ro shipping face the twin challenges of consolidation among leading companies and competition from new entrants at a time of uncertainty over future trade growth and freight rates in its key European markets?
- How will the ro-ro industry deal with the tough new sulphur/emission regulations adding an extra layer of costs at a time of increased market competition?

More at:

<http://www.informaglobalevents.com/event/RORO-Shipping-Conference>

### 7<sup>th</sup> Forum of Rail Transport

The main objective of the conference Forum of Rail Transport is to create a space for professional creative and friendly meeting of professionals in the area of preparation and realization of development investments as well as in area of maintenance, reconstruction and operation of railway and urban rail transport. Topics like **modernisation of the conventional lines, design and construction of high speed tracks, urban rail transport** as a part of urbanisation and architecture of city, development of mobile vehicles, interoperability are still very requested among professionals. The event is organised under patronage of the Ministry of Transport, Construction and Regional development of the Slovak Republic. Event will take place on **15 – 16 March 2011, in Bratislava, Slovakia**.

More at:

<http://www.reming.sk/7fd/eng-index.htm>

### Successful R&D in Europe

#### - 3<sup>rd</sup> European Networking Event

The B2B LOCO project will be present at the **Successful R&D in Europe - 3<sup>rd</sup> European Networking Event** held on **10 - 11 March 2011 in Dusseldorf, Germany**. The conference invites researchers and entrepreneurs from Europe to familiarise with the **results of successful European research projects** and find new European R&D partners for FP7 projects. In 2010 the conference attracted partners from Belgium, France, the Netherlands, Luxemburg, Poland and Russia. The networking event will be structured in parallel brokerage sessions focussing on four main topics:

- Information and Communication Technologies
- Energy
- Nanotechnology and Production Technologies
- Life Science

The event addresses especially **small and medium-sized enterprises and universities**. Participants are invited to become involved in established and new technology networks between researchers, entrepreneurs and multipliers related to FP7. Giving a short presentation or finding a partner by talking to decision-makers opens doors for new FP7 projects.

Find out more at:

<http://www.frp.nrw.de/frp2/en/fpa/evt/aga/?v=500&lce=EN&lce=EN>



### MECSPE 2011

The transport industry will be the protagonist of the tenth edition of MECSPE, the International exhibition focused on production technologies, organized by Senaf, that will take place at **Fiere di Parma (Parma Fairground), Italy, from 24<sup>th</sup> to 26<sup>th</sup> March 2011**.

MECSPE is the reference exhibition for the manufacturing industry, the meeting point between production technologies and industrial supply chains, thanks to the synergy among the 9 trade shows that take place at the same time and the innovative exhibiting system with avenues, squares and working isles.

More:

[http://www.senaf.it/fiera\\_eng.asp?fieraid=117](http://www.senaf.it/fiera_eng.asp?fieraid=117)

### SITL 2011

SITL has been bringing for over 30 years together all the products and innovative services dedicated to distribution and supply chain of tomorrow for the benefit of the goods transportation and logistics services community. An exceptional development tool has been created to enable commercial links and speed up the sales process by offering participating companies unique contact opportunities with a highly qualified and targeted audience. Event will be held on **29 – 31 March 2011 in Paris, France**. For the second year running, the **International Transport and Logistics Forum** is the result of a partnership between SITL and PricewaterhouseCoopers. It launches the first day of the exhibition with the inaugural conference with the unifying theme of “Which logistics solutions provide better competitiveness tomorrow”.

This will be followed by 5 plenary conferences:

- 1- Innovation in the Supply Chain: best practice between transporters and shippers
- 2- In what measure can innovation revolutionise current logistics practices?
- 3- What innovations can improve the security of transported goods?
- 4- What will be the impact on international commerce of the 2011 changes in incoterms?
- 5 – What innovations in transport and logistics can be applied from humanitarian operations?



More at:

[http://www.sitl.eu/site/GB/The\\_Show,12456.htm](http://www.sitl.eu/site/GB/The_Show,12456.htm)

### Transport and Logistics 2011

The 6th International Trade Fair for Transport, Transit and Logistics “**Transport and Logistics 2011**” held by the International Exhibition Company BT 1 in cooperation with the Ministry of Transport of the Republic of Latvia and the Road Carriers Association LATVIJAS AUTO will take place at Kipsala International Exhibition Centre in **Riga, Latvia on 28 April – 1 May 2011**.

The 2011 Transport and Logistics Trade Fair will provide information on transportation services within the Baltic, EU and other countries, passenger transportation and transit freight shipment, new logistics centres and services, and state of the art technologies used in the transport sector.

More at:

### TransRussia

TransRussia is the largest international transport event in Russia and its neighbouring countries, making it the perfect opportunity for exhibitors to establish their company’s presence on the Russian transport market and promote their products and services to a large number of potential clients.

**TransRussia is the number one event** in the transport calendar in Russia, CIS and the Baltic countries.

TransRussia 2011 will take place on **26-29 April in Moscow, Russia**.



Event website: <http://www.transrussia.ru/eng/>

### e-Freight 2011 - International Conference on Paperless Freight Transport Logistics

For the European freight transport sector to be able to improve its competitiveness whilst at the same time coping with increasing volumes and responding to the demands of society for sustainability, it will be necessary to better utilise available transport resources and infrastructure. A key determinant of efficiency in freight logistics is the capability to draw maximum benefit from information and communication technologies. In this, e-Freight denotes the vision of a paper-free, electronic flow of information associating the physical flow of goods with a paperless trail built by information and communication technologies. It includes the ability to track and trace freight along its journey across transport modes and to automate the exchange of cargo-related data for regulatory or commercial purposes. Event will be held on **10 – 11 May 2011, in Munich, Germany**.



Event website:

<http://www.efreightconference.com/default.aspx?articleID=18831>

### transport logistic 2011

The positive trend in the global freight business is also having an impact on the figures for **transport logistic 2011**: This International Exhibition for Logistics, Mobility, IT and Supply Chain Management is seeing a further rise in exhibitor numbers, after it already achieved a record result in 2009, the year of the global financial crisis. The world's largest exhibition for transport and logistics takes place **from 10 to 13 May 2011 in Munich**.

Messe München is expecting more than 1,800 exhibitors from all over the world to take part in transport logistic and the integrated Air Cargo Europe Conference. Together these exhibitors will cover the entire spectrum of global, intermodal movement of goods on the roads, rail, water and in the air.

Find more at:

<http://www.transportlogistic.de/en>



### LOGISTICS. NORTH-WEST

The specialized logistic exhibition in St. Petersburg is a long-awaited and natural event for those who are interested in solution of problems related to transportation and warehousing goods in the major transport region of Russia and Europe. The exhibition will take place on **12 – 14 May 2011 in Saint Petersburg, Russia**.

EXHIBITION PROFILE:

- TRANSPORT LOGISTICS
  - Multimodal transportations
  - Forwarding services
  - Transport facilities and technologies for transportation of cargoes
  - Commercial transport
- WAREHOUSE LOGISTICS
  - Design and construction of storage facilities
  - Warehouse automation systems
  - Cargo handling and warehousing equipment
  - Racking
- COMMUNICATION AND NAVIGATION FACILITY, CUSTOMS CLEARANCE OF CARGOES, CARGO INSURANCE, EDUCATION, PERSONNEL TRAINING, CONSULTING.

More information can be found on:

<http://www.en.farexpo.ru/logistics/index.php>

### EUROKOMBI - INTERMODAL 2011

University in Žilina, Slovakia is inviting you to the international conference **EUROKOMBI - INTERMODAL 2011** with the focus on **"The development of continental intermodal transport"**. The presentations will cover following topics: new perspectives of development of intermodal transport; conditions for the development of non-container intermodal transport systems; innovative technology continental intermodal transport; intermodal terminals - infrastructure, technology, logistics, marketing; the use of information technologies in intermodal transport; the importance of intermodal transport in the implementation of new transport requirements within the European transport market; legal aspects of intermodal transport. The event will be held on **6 – 7 June 2011 in Žilina, Slovakia**.

Find more info here:

<http://www.eurokombi-intermodal.eu/english/>

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