

CAPACITY BUILDING AND SUSTAINABLE DEVELOPMENT OF FORWARDERS ASSOCIATIONS IN CENTRAL ASIAN COUNTRIES

NEWSLETTER

#2

A quarterly newsletter published by NSBS – a project funded by the European Union's Central Asia Invest Programme EuropeAid/126-265/C/ACT/CAI for "Partner Country"

Round table – 18 of May in Park Hotel Moskva



EDITORIAL

Welcome to the second edition of CA FORWARDERS NET Newsletter. In this publication we will promote the activities related to the implementation of the second Working Package of the project. The purpose of the second Working Package was to create a platform for exchange of experience, establishment and development of partner's relationship between forwarding companies from Bulgaria, Kyrgyzstan and Uzbekistan.

Main events:

Round table and study tours in Bulgaria on 18th – 21st May and

Participation in IX Congress of South East European Freight Forwarders and Logistics Operators in FYROM on 21st- 23rd May.

The event brought together more than 50 participants and representatives of State Authorities, Agencies, Associations and leading forwarding companies.

The Round table consisted of three panels:

- Organization and functioning of freight forwarders associations;
- Practical issues in industry;
- Establishment and development of partnership relations.

The first panel was oriented towards exchange of experience. Dr. Ivan Petrov presented in details the project's strategic objectives, fundamentally accentuated, and the milestones during its implementation.

Intending to support administrative capacity of partner's associations, the Project manager

made presentation describing different types of organizational structures of business organizations, typical operational processes and various kinds of services provided to the members. Mrs. Krastanova pointed out the importance of qualified staff



and shared experience how to interact with state authorities in order to prevent the interest of their members.

The second panel was focused on practical issues in industry. Mr. Simeon Ananiev presented the advantages offered to the freight forwarders by using ferry connections between Bulgaria and Central Asia and particularly the new regular ferry line Varna – Kavkaz. Simultaneously Mrs. Yancheva presented the major priority of the European transport policy, namely development

of logistic infrastructure.

Leading Bulgarian forwarders organization presented contemporary and good distributor's practices in logistics of foodstuffs and pharmaceutical goods and described best practices of cargo handling and operating facilities at the Port of Varna.

The third panel was fully dedicated to the establishment and development of partnerships relations by conducting bilateral and multilateral meetings between Bulgarian and central Asian companies.

KEYNOTE SPEAKERS:

Dr. Ivan Petrov- Chairman of the Steering Committee of CA Forwarders NET

Mrs. Polixena Krastanova - Project Manager

Mr. Simeon Ananiev- Executive Director of Executive Agency "Railway Administration"

Mrs. Tonka Yancheva – Deputy Director of National Transport Policy Directorate, Ministry of Transport



The views in this publication do not necessarily reflect the views of the European Union

This project is implemented by NSBS

This project is funded by the European Union

A quarterly newsletter published by NSBS – a project funded by the European Union’s Central Asia Invest Programme EuropeAid/126-265/C/ACT/CAI for “Partner Country”

Planned study tours acquainted the representatives from Kyrgyzstan and Uzbekistan with operational and general procedures; the most successful management of warehousing; handling of multimodal, inter modal, combined and container traffic; special transport facilities; customs procedures in temporary warehouses, transportation of oversized goods, etc.

Study tours 17 – 20 of May



Visit in Trans Express LTD

The visit in Trans Express LTD was focused on internal structure and organization, different tools for budgeting and planning, techniques for marketing and sales. The participants were fully acquainted with operational and general procedures, practical examples, internal and external risk analysis in order to keep share on the market. The discussions were oriented towards practical guidance on how the small or medium company can be managed in the most effective and efficient way, which allows it to be flexible toward the needs of its customers and under unfavorable changes. Described were planning and selling of services, marketing, publicity, inquires and booking, human resource management.

Scorpion Shipping LTD is company specialized in providing of full range logistics solutions. That gave an opportunity for delivering of practical experience in organization of full truck loads and containerized cargo by land, rail and sea; groupage service; domestic distribution, collection and consolidation; operator of a customs bonded warehouse; licensed

customs agent; license for wholesale trade in pharmaceuticals; pharmaceuticals bonded storage etc. A customs office is available together with a Bank branch in order to facilitate quick and easy customs clearance. Implementation of the newest technological innovations - integrated software, hardware and PDA devices for more efficient and effective

management of warehouses were demonstrated during the visit in Alexander Logistics LTD.

Transportation of heavy and oversized goods and practical experience in additional accompanying and rental services, including sale in case of non-acceptance of delivery were the topics presented during the visit to Vip Logistics LTD.

The study tour in Eurosped PLC presented a company with established flexible logistics network in domestic market and Europe. Its range and geographical scope of services cover: road, railway, sea and air transport; regular groupage lines to and from all countries in Europe and worldwide; ADR- cargo; warehouse logistics and Management of logistics projects etc.



visit in Scorpion Shipping LTD



The views in this publication do not necessarily reflect the views of the European Union

A quarterly newsletter published by NSBS – a project funded by the European Union's Central Asia Invest Programme EuropeAid/126-265/C/ACT/CAI for "Partner Country"

IX Congress of SEE Freight Forwarders and Logistics Operators - 21-23 of May



Dr. Ivan Petrov interview after project's presentation

The Congress is the most important event in South East Europe for forwarding industry and provides substantial possibilities for activating partnerships building process, an exchange of professional experience and encourages establishment of new business relations, thus creating conditions for facilitation of transport and trade links. The Congress takes place once per two years and nearly 300 forwarding companies attended it, which granted opportunities for building useful business contacts

for participants from Uzbekistan and Kyrgyzstan. The participation in SEEFFW brought great contribution for achievement of project strategic objectives. Asian partners had the chance to attend for the first time such type of international event in the field of transport, forwarding and logistics. The Congress brought together the representatives from the forwarding industry, European decision-maker transport organisations as CLECAT, transport related state institutions, ports, etc. NSBS as a key speaker, presented the project to this public of general stakeholders. The discussed topics covered very important issues, such as: potential and significance for development

and facilitation of regional transport and freight forwarding; effects of global crisis to the freight forwarding industry; EU customs program AEO; presentations of port facilities of Port of Bar, Burgas and Thessaloniki; INCOTERMS 3000; new supply chain solution activity and multimodal transportation, etc. Mr. Davronbek Hamraev, General Director of UIFA – Uzbek International Forwarders Association had the chance to address the audience. He underlined that the exchange of professional experience and the encouragement of the business relations will facilitate the transport and trade links between Eastern Europe and Central Asia.

FORTHCOMING EVENTS

Round table and capacity building workshops in Uzbekistan, Kirgizstan and associated partner Kazakhstan

IMPORTANT LINKS

<http://www.nsbs.bg>

<http://ec.europa.eu/europeaid>

<http://ec.europa.eu/world>

If you are interested in benefiting from the project, please do not hesitate to contact us at nsbs@bitex.com



Mr. Davronbek Hamraev

