



Coastlink



Scotland a key ingredient in European Transport Policy

SustAccess and Coastlink: a partnership

Perth Concert Hall 25, 26 & 27 September 2006

(Morning session on 26 September: Royal Naval Dockyard, Rosyth)

Coastlink is a neutral shipping body promoting short sea shipping across Europe's container and ro-ro networks. Founded four years ago, its members include major UK, Continental and Irish ports, shippers and shipping lines both deep sea and short sea. Its key imperative is to bring people together to identify new opportunities, to maximise shipping options and enhance utilisation of transport assets through working together.

The organisation has gone from strength to strength, seeking ways to influence the extension of feeder networks and, where possible, open up areas where shipping companies who traditionally compete can find ways of cooperating on certain routes.

The Scottish conference will be run jointly by Perth & Kinross District Council and Coastlink. The conference is part funded by the EU Interreg IIIB grant programme through the SustAccess project.

Conference themes will address two principal objectives:

- For shipping lines and shippers – the conference will explore the current methods deployed to service their Scottish customers both in terms of imports and exports. It will explore whether additional traffic can be carried by sea by shifting existing freight away

from road transport and also encouraging additional trade.

- For SustAccess in association with Coastlink – which new shipping routes can be established between the smaller ports of Continental Europe including the Nordic Countries/Emsland and the East Coast of the UK – particularly Scotland? A second issue is how transport connections between these ports and their respective hinterlands can be improved to guarantee smoother, more efficient and sustainable freight flows in the future.

Both objectives must be underpinned by economic solutions which help to enhance the competitiveness of the Scottish economy.

Scotland is a small market with only five million people. This inevitably means that it does not get the range of services the South East enjoys. So how do we maximise the critical mass available in Scotland to deal with the container imbalances and, at the same time, provide the services that major shippers like the whisky sector need in order to retain competitiveness and market share?

A dilemma facing Scottish shippers and those that serve the market is that while exporters want and need competitive rates, there are relatively few imports arriving directly from overseas in containers. Shipping lines therefore need to position empty equipment into Scotland and the rates they charge tend to reflect this.

Therefore the Conference will ask three questions:

- What do shippers need?
- How do the shipping lines respond?
- Can we improve the situation in the interests of all parties?

The plan is to split the conference into five sessions:

- Ports and landside logistics; this will include presentations from three ports;
- The role of ship management in the container trades and the case for the Hunterston Container Terminal and the proposal to create a transshipment terminal in Scapa Flow in the Orkneys;
- The shipper's perspective;
- The carrier's perspective;
- Port policy and strategy: The way ahead

The connection of feeder services to the main mother vessel ports of Felixstowe, Southampton, Rotterdam and Antwerp will be discussed.

The European Commission Short Sea Unit will discuss critical importance of short sea and feeder shipping in a congested Europe. Representatives from the Scottish Executive will be present to hear the views of shippers, ports and shipping lines as they prepare their new national freight strategy and undertake a review of ports policy in common with our neighbours in the south.

The Port of Varberg has been invited to speak to discuss a new initiative in Sweden where three ports have formed "West Sweden Seaports" to market specific niche capability. With a coastline that has many

similarities to Scotland's, Sweden has no less than 52 ports. Currently the Swedish Government is undertaking a review to determine key priority areas for infrastructure enhancement.

The conference has attracted significant interest and support from all sectors. A number of Continental ports will be present, as will many shipping lines, the forwarding community and shippers. Diageo will be represented by its European Procurement Director for Logistics and Manufacturing Services, Nacco will be represented by its European Logistics Manager and Zim Lines' UK Director of Marketing will address the particular issues affecting lines dealing with Scottish trade, import/export flows and the issue of container repositioning.

The port policy session will include Alec Crawford, former Chairman of K Line Europe and Mike Mundy a leading international port analyst, Professor Alan McKinnon of Heriot Watt University, fresh from his involvement with the Scottish Parliament's Enquiry into Freight Transport and Lord Tony Berkeley on rail initiatives that impact on the movement of maritime containers on the UK and Continental Networks.

Phil Flanders, Director of the Road Haulage Association, will deal with the role of haulage in the container trades to be followed by a new session that will include updates on two major Scottish container terminal projects, Hunterston and Scapa Flow. Representatives of Chalmers University in Gothenburg will talk about Swedish initiatives in landside logistics. Ireland's IMDO Office will be represented by its chief executive who will talk about initiatives which worked over there, so maybe they can work over here too.

Finally we would like to thank Babcock International for its kind invitation to the Royal Naval Dockyard giving us the opportunity to review the facilities and enjoy a reception on one of HM warships.

Programme

Delegates are invited to arrive on Monday 25th September and buses will be provided from Edinburgh airport at 13.00 and 18.00hrs. Please let us know which one you will use.

Monday 25th September	
1.00pm	A bus will be scheduled for 1pm to transfer delegates from Edinburgh airport to Perth
2.00pm	Golf at the Perth Harbour Course. We have made provisional bookings for 15 with first tee off at 1400 hours (5 x threesomes) at the preferential rate of £20 per head. Meals can be arranged if required.
6.00pm	A bus will be scheduled for 6pm to transfer delegates from Edinburgh airport to Perth
8.00pm	Coastlink delegates will meet in the bar of the Ramada Jarvis in Perth for an informal evening.
Late arrivals in Edinburgh	Delegates can book either of these hotels and make their own way to the Naval Dockyard on Tuesday morning. <i>Travel Inn Premier, South Queensferry. Rooms are £56pp.</i> http://www.premiertravelinn.com/pti/hotelInformation.do?hotelId=23940 <i>Corus Hotel, North Queensferry. Rooms are £74pp.</i> http://www.corushotels.com/hotel.asp?hotelID=105
Tuesday 26th September 2006	
0830	Buses scheduled to transfer delegates from the Ramada Jarvis, Perth, to Royal Naval Dockyard, Rosyth
0900	Buses scheduled to transfer delegates from Edinburgh airport to Rosyth
0900 – 1000	Registration at Royal Naval Dockyard
1000 – 1005	Welcome from Babcock
1005 – 1015	Welcome Joint Chairmen Gavin W Roser (Coastlink), Councillor Alan Livingstone (TACTRAN Partnership) and Elving Andersson (SustAccess)
1015 – 1030	Babcock presentation
1030 – 1100	Critical importance of short sea and feeder shipping in a congested Europe. Patrick Norroy, Directorate General Energy and Transport Short Sea Division, European Commission
1100 – 1130	Freight as a priority in Scottish transport strategy and the key importance of ports in the economy. Critical elements in competitiveness. Speakers to be announced.
1130 – 1300	<i>Buffet lunch on Royal Navy warship</i>
1300	Buses scheduled to transfer delegates from Rosyth to Perth Concert Hall
1400 – 1545	<i>(Joint session for SustAccess and Coastlink delegates)</i> <u>Session 1: Ports and links to landside logistics</u> Aberdeen (Europe's number one oil port also serves a hinterland) Colin Parker, Chief Executive, Port of Aberdeen Northern Isles Port speaker to be announced Port twinning: Sweden and Scotland. Martin Berg, Manager Business Development, Varberg (Sweden)

	<p>Road of Haulage in the Scottish Container Community. Phil Flanders, Director, Road Haulage Association</p> <p>Swedish initiatives on landside logistics. Chalmers University (Sweden) Mrs Violeta Roso</p> <p>Rail and Hinterland Connections. Lord Tony Berkeley, Chairman, Rail Freight Group</p>
1545 – 1605	<i>Refreshment break</i>
1605 – 1730	<p><u>Session 2:</u> The Role of Ship Management in the Container Trades John Brechin, Managing Director, V Ships UK</p> <p>The Case for Hunterston Container Terminal Bill Burns, Managing Director</p> <p>Scapa Flow Container Terminal and its feeder network Professor Alf Baird, Napier University, and Captain Nigel Mills, Director of Orkney Harbours</p> <p>Q & A/Panel</p>
1730	Close
1900	<i>Drinks reception and dinner at Royal George Hotel followed by whisky tasting in the company of the Famous Grouse Master Blender.</i>
Wednesday 27th September	
0900 - 1000	<p><u>Session 3: The Shipper's Perspective</u> Phil Spencer, European Procurement Director for Logistics and Manufacturing Services, Diageo Tom Penman, J F Hillebrand Colin McCusker, European Logistics Manager, Nacco</p>
1000 - 1100	<p><u>Session 4: The Carrier's Perspective</u> Shipping Line Perspective on the Scottish Market. Stuart Sutherland, Director of Marketing, Zim Lines UK. Ro-Ro or Lo-Lo: that is the question Hakan Jonsson, TTS Ships Equipment Gothenburg</p> <p>Other speakers to be announced</p>
1100 – 1120	<i>Refreshment break</i>
1120 – 1300	<p><u>Session 5: Port Policy and Strategy: The Way Ahead</u> Panellists will include Alec Crawford, Mike Mundy, Professor Alan McKinnon, Lord Tony Berkeley, Glen Murphy (IMDO) Captain Ken Gray, Cromarty Firth Port Authority</p>
1300	<i>Buffet lunch</i>
1400	Buses scheduled to transfer delegates from Perth to Edinburgh airport.

"Scotland and Northern Europe: collaboration and connectivity"

For those wanting to know more about Scotland, its transportation issues and its links with Continental Europe, with particular emphasis on the direct ferry connection to Belgium, this conference will be staged at St Andrews immediately following the Coastlink/SustAccess event. For more information, please contact Lynn.McKenzie@scotent.co.uk."

COASTLINK

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REGISTRATION FORM

Coastlink and SustAccess: a partnership conference
"Scotland: A key ingredient in European Transport Policy"
Perth 26 & 27 September 2006

To be returned to the Coastlink Network Secretariat
Fax: +44 (0)20 7480 0606 or e-mail: annaskordai@coastlink.co.uk
Tel: +44 (0)20 7480 0610

Please note that no refund of the delegate fee is possible but substitutes are welcome at any time. All registrations will be acknowledged by return.

Delegate Details – for simplicity, you may attach your business card(s)

Delegate 1

Name:

Job Title:

E-mail:

Date of arrival:

Delegate 2

Name:

Job Title:

E-mail:

Date of arrival:

Delegate 3

Name:

Job Title:

E-mail:

Date of arrival:

Delegate 4

Name:

Job Title:

E-mail:

Date of arrival:

Name of Company:

Address:

Postcode:

Telephone:

COASTLINK

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Price and Payment Information

The delegate fee for Coastlink Scottish Conference (to include buffet luncheons on both days and dinner on 26th September, transportation and whisky tasting) is:

* Members: £75.00 + VAT per person * Non-Members: £125.00 + VAT per person

Subscriptions are subject to VAT at standard rate. VAT REG NO. 870 6559 95. A VAT invoice will be issued on receipt of payment.

Please tick one of the following options:

- Enclosed is a cheque made payable to Coastlink Network Limited.
- Please invoice my company.
- For payment by bank transfer: Coastlink Network Limited, Clydesdale Bank PLC, Linwood Banking Centre, Linwood, Paisley, PA1 2BH. Sort code: 82-65-04. Account no: 10478286.

IBAN: GB28 CLYD 82650410478286. BIC: CLYDGB2S. Please quote ref: Coastlink Perth

To enable us to provide a better service during the conference, please tick the boxes below:

- I would like to take the bus from Edinburgh airport to Perth at 13.00 hrs
- I would like to take the bus from Edinburgh airport to Perth at 18.00 hrs
- I would like to play golf on 25th September. Please send details.
- I will attend the "Scotland and Northern Europe" conference on 27-28 September. Please send details.

Accommodation:

Coastlink has secured attractive rates at the following hotels:

1. Ramada Hotel - £70.00 per person (B&B), Tel: +44 (0)1738 628 281 – website address: <http://www.ramadajarvis.co.uk/>
2. Symphony Queens Hotel - £70.00 per person (B&B), Tel: +44 (0)1738 444 444 – website address: <http://www.queensperth.co.uk/>

Please note that transportation will be provided between Ramada Hotel and Rosyth on 26th September morning, where the Coastlink Conference will be held.

To book your accommodation, please contact the hotels directly quoting the Coastlink Conference.

If delegates wish to book a guesthouse or bed and breakfast accommodation then please call direct to the tourist info office on +44 (0)1738 450621.

Information:

www.coastlink.co.uk
www.sustaccess.org