

Summary B2B LOCO Workshop Croatia

28.4.2011

“Transport and logistics SMEs:
Cooperation and competition”

Grand Hotel Adriatic
Maršala Tita 200, Opatija
Croatia

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List of Presentations

1. Transport in Croatia with particular attention to SMEs coordination, Mr. Franjo Mihoci (Prometis, Croatia).
2. Lithuanian intermodal transport technology platform as an innovative instrument for cluster cooperation, Dr. Algirdas Šakalys (VGTU, Lithuania).
3. Challenges to the transport and logistics SMEs during the EU accession, Assoc. prof. Velizara Pencheva. PhD, assist., prof. Svetlin Stoyanov (University of Rousse, Bulgaria).
4. New corridors and transport solutions: Europe’s emerging trade routes, Mr. Walter Vassallo (STAR, Italy).
5. National system of traffic information and benefits for SMEs, Dr. Karol Hrudkay, Dr. Pavel Scheber (Transport Research Institute - VUD, Slovak Republic).
6. Using RFID for paper reel tracking, Prof. Yale T. Herer, A. Avrahami and A. Shtub (Technion-IIT, Israel).
7. System for rivers information services, Ms. Marina Tušek (CRUP, Croatia).

Minutes

The 2nd B2B LOCO Workshop "Transport and logistics SMEs: Cooperation and competition" was devoted to the different and very current questions of balancing the cooperation and competition forces and trends among transport and logistics SMEs (small and medium sized enterprises) and SMEs in other activities with significant transport and logistics needs. As the main frame and guide for the SMEs coordination mostly serve relevant past and present EU FP projects as well as the EU policy and initiatives toward more efficient SMEs development and building of regions of excellence based on regional clusters of enterprises. The aim of the workshop has been to examine and show the ways and benefits of horizontal collaboration between SMEs and between SMEs and big enterprises, including the partnerships with state and local authorities and RTD communities. Through the examining of the horizontal coordination other B2B LOCO goals should be achieved, like transport knowledge and new technologies information dissemination, the EC FPs projects best practice proliferation with better preparation of the transport and logistics SMEs for their own participation in FP projects.

The agenda of the Croatia Workshop contained three parts: a) Introduction section with two presentations and discussions; b) Joint session with HZDP's (Croatian Scientific Society for Transport) international symposium "Transport Systems 2011"; and c) Finishing session with 5 remaining presentations and respective discussions. Due to some organizational problems of HZDP (too many introductory speakers), planned presentation of the B2B LOCO project could not be presented. After-workshop common dinner served for gathering all participants of the Symposium and Workshop and to establish contacts between participants, fulfilling also the function as being the part of the 3rd B2B LOCO project Brokerage event.

Director of Prometis Ltd, Mr. Milorad Božić, delivered the welcome speech and two parts of Workshop were moderated by Mr. Franjo Mihoci with assistance of Mr. Dinko Kopic, both with Prometis Ltd.

The presentation of Mr. Franjo Mihoci (Prometis Ltd., Croatia) "Transport in Croatia with particular attention to SMEs coordination" covers broad items from Croatian geographic position and core transport infrastructure to the future of transport and logistics SMEs coordination and clustering in Croatia and EU, giving the newest survey results and enterprises foresights. Transport and logistics have been proving their importance in every society end modern, across the World mobile society, cannot function and develop without transport and logistics technologies forming modern global logistics supply chains. Although every country, region or continent has own specifics, from the transport technology and economy point of view, on the first place anyone will find common forces like competitiveness through productivity, effectiveness, speed and safety. The fact that driving force of modern era is logistics for Croatia means abandoning obsolete evolution concepts and coping with and acquisition of new development patterns. So it is understandable author's call to all interested for up-to-date logistics and transport to join B2B LOCO project opportunities in several project's sections. Parallel to the transport infrastructure rehabilitation and development primarily in railways on pan-European corridors V and X, in seaport Rijeka and in inland water transport, a lot must be done in better structuring of transport and logistics SMEs. Although the number of SMEs and the number of employees in SMEs have been constantly growing, giving more to national economy, new efforts should improve knowledge level, networking and competitiveness strength of Croatian SMEs. That is particularly truth for road carriers and related logistics enterprises, traditionally too fragmented and consequently too weak to compete in domestic and international markets.

Dr. Algirdas Šakalys (Vilnius Gediminas Technical University, Lithuania) in his presentation "Lithuanian intermodal transport technology platform as an innovative instrument for cluster cooperation" accentuates transport system as a vital booster of Lithuanian economy, producing 13% of GDP (2.25 billion of euros in 2010). And Lithuanian freight modal split is quite rational with almost equal distribution between road and rail transport. More than 80% of transport SMEs work within road transport, less than 20% in warehousing, insignificant is a share of SMEs in water and air transport. Lithuanian answer to the globalization challenges on behalf of SMEs has been closer cooperation between various types of transport structures, as well as between SMEs and other transport players. Lithuania has developed a structure of a new type of co-operation in transport creating a platform (Lithuanian Intermodal Transport Technology Platform - LITTP, 2007) where representatives of various transport sectors could more actively and effectively improve the national transport system. LITTP as a core has "triangle" cooperation between business (including SMEs), academic structures and political institutions. Among the platform's functions dissemination of information related to EU FP projects, the possibilities of research results exploitation and intermodal transport and logistics technologies promotion can be found. On the national level LITTP contributed to the idea of establishing the public logistic centres in the biggest Lithuanian cities and on the regional level the LITTP participated in Shuttle train Viking elaboration. On European level, European Commission within the CIPROC project recognized the LITTP (together with other seven analogic structures from Belgium, Germany, Netherlands, Romania, Finland and UK) as the structure that is mostly appropriate to the European intermodal transport policy. In macro level cooperation LITTP tries to actively involve SMEs in scientific cooperation and to attract SMEs to FP projects participation. Because of comprehensiveness Lithuanian intermodal transport technology platform can be recommended model platform for transport development and coordination for many countries seeking effective framework of dealing with the transport problems and prospect. Croatian leading transport and logistics experts have showed extreme interest for the LITTP during the Opatija's B2B LOCO Workshop.

After the first two presentations the Workshop participants joined the introductory session of the HZDP's symposium "Transport systems 2011". The symposium is a leading yearly event intended to Croatian and mainly neighbouring countries transport and logistics scientists and professionals, with continuous 18 years tradition.

In the second part of the Workshop, in Dr. Velizara Pencheva and Dr. Svetlin Stoyanov (University of Rouse, Bulgaria) presentation ("Challenges to the transport and logistics SMEs during the EU accession") it is pointed out that some 23 million of EU SMEs represent 99% of all EU enterprises, employing approximately 100 million people, thus being key source of jobs and business ideas. Because of that EU policy forces creation of a favourable environment for SMEs, particularly by reducing administrative burden. What can be of interest for potential new EU member states is Bulgarian experience with SMEs recruitment problems caused by the lack of appropriate workforce in a situation when most of competent experts were seeking jobs in international companies or in old Member States. Adaptation of Bulgarian SMEs to new conditions in EU resulted in 30% decrease of number of SMEs in the period 2003-2008, before the number starts to grow again. During the accession period Bulgarian SMEs were challenging with inadequate administrative conditions and financing difficulties. Government's help to SMEs was concentrated mainly in two programmes - Competitiveness and Human Resources. Transitional periods have been established for cabotage in road transport and for market access in railway transport. Although in some aspects specific, Bulgarian SMEs experience during the Bulgaria accession to EU can be very useful to other candidate countries as well.

The presentation "National system of traffic information and benefits for SMEs" given by one of the authors, Dr. Karol Hrudkay (the second is Dr. Pavel Scheber, both from Transport Research Institute, Slovakia) deals with Slovakia's public system of traffic information and benefits of that system for SMEs. Authors have been finding a lot of similarities between the transport systems of the new-member states of European Union, stated that Slovakian transport is underdeveloped. It is obvious that the share of the road transport in the overall freight transport is very significant and the share is about to rise. At the same time road traffic, especially freight transport, in many ways has a negative impact on the environment. Besides the general strategy of huge investments into the building and modernization of transport infrastructure, it is necessary to support deployment of state of art Intelligent Transport Systems (ITS). One of the important elements of the development of telematics applications in Slovakia is National system of traffic information. The system represents a complex system environment for collection, processing, sharing, publishing and distribution of traffic information and traffic data and environment for administration and operation of applications and systems over the traffic information and traffic data in connection with uniform geographical model of road network. The main domains of National system of traffic information include National traffic information centre, generation and collection of information, ITS of big agglomerations and ITS of main roads. Operation of the ITS will bring many positive effects to the society and environment, like increase of road safety by reduction of traffic accidents and their consequences, decrease of delays of road users, reduction of travel time and increase of traffic fluency, road users behaviour changes, motivation for responsibility, support of effective deployment of information technologies and ITS and telematics systems into the segment of transport, establishment of local, regional, national and international interoperability in the area of traffic information and traffic data, information exchange on current traffic situation, sharing of road network information, traffic control and so on and establishment of conditions for development of Trans-European road network and enhancement of traffic, even though the project generates no financial incomes. It can therefore be expected that during the development of the information systems and its application, many SMEs will have great benefits. It is expected that SMEs, with support from government and research community, will take advantage of opportunities coming from building and use of new traffic information system.

"Using RFID for paper reel tracking", the presentation of Prof. Yale T. Herer, A. Avrahami and A. Shtub (Technion – Israel Institute of Technology, Israel), performed by Prof. Herer, on the example of one Israeli printing house documents why modern logistics is increasingly reliant on different RFID (Radio-Frequency Identification) technologies. As a key cost element in the print industry is paper (20%-30% of total printing expenditures), any improvement in the operational efficiency of paper reel management has the potential of yielding considerable cost savings. In the analysed printing house case several SMEs have joined forces to produce a system for the internal management of the paper reel supply chain based on use of the semi active RFID technology. Standard economic evaluation techniques unequivocally show that implemented RFID system is fully justified directly benefitting to three SMEs. Moreover, other deployments of the system are starting to benefit additional SMEs around the world - it can be seen that implications of RFID technology use in paper reel management are far wider, promising costs savings to other industries as well.

Ms. Marina Tušek (Inland Navigation Development Centre - CRUP, Croatia) in her presentation entitled "IT systems in inland navigation sector" is focused on River information services (RIS) in compliance with the European directives and standards. RIS is one of a few inland waterway transport (IWT) system components that should help IWT to take bigger share in modern inland freight transport. River information services (RIS) is defined as harmonized information services to support traffic and transport management in inland navigation,

including, wherever technically feasible, interfaces with other transport modes. The goal of RIS is improvement of safety and efficiency of IWT for both administrative and commercial level users. RIS consists of three information levels: fairway information service, tactical traffic information and strategic traffic information. Available RIS services include: tracking and tracing by means of inland AIS, Notices to Skippers, electronic navigational charts, electronic reporting international, hull database and Data Gateway communication portal. Additionally, e-Port is a web based application that allows port authorities surveillance and control of port transport and port operations performed by concessionaires. The system takes advantage of available RIS based information to support logistical operations of the port, but also to enhance time optimization of operations and data accuracy concerning handling of vessels and cargo. The CRUP's genuine RIS management software has been implemented in Croatia (the Danube and Sava rivers), Slovakia, Serbia, Bulgaria (the Danube River) and France (the Seine).

Evaluation

What was the profile of participants?

- SMEs
- Logistics and transport enterprises and their associations (including clusters)
- Research institutions
- Academic and educational institutions
- Representatives of Government
- Representatives of local authorities

How was the contribution in the discussions (active or passive)?

- Interest for active direct discussion was rather different, depending on particular presentation in question. After the first presentation attendees and presenters agreed about having discussions right after the end of the each presentation.
- All presentations triggered interest of participants for various items related to participating in FP7 projects and that was the main theme of later conversations between participants. The discussions indicated a relatively high interest of visitors for the presentations subjects and best practice coming in from not only FP projects but the experience in individual countries.

Might additional events be helpful for companies including SMEs?

- Generally Croatia is lacking the events of the similar type and especially needs workshops targeting SMEs in transport and logistics. These SMEs have no sufficient connections with RTD community and local authorities, essential contributors to transport and logistics SMEs clustering and business modernization. So it should be very helpful to encourage SMEs and other enterprises cooperation by organizing appropriately designed workshops.
- SMEs notably need up-to-date information about industry trends and activities around, in other countries. To the transport and logistics SMEs in the countries accessing the EU, like in Croatia, an additional necessity for organized transfer of knowledge and information exists.

How was the direct feedback from the participants in your own judgment / feeling?

– Judging by the attention devoted to presentations, the workshop fulfilled its purpose. Taking into account the after-workshop comments of participants, they were satisfied with the workshop. The comments of the participants also emphasized the number of themes represented in presentations, so that everyone could find what something important and interesting.

– Based on the evaluation forms that were filled in by the participants after the Workshop, the participants were predominantly satisfied with the content of the event (the evaluation stated as “excellent” – 5 participants, “good” – 9 participants, “average” – 2 participants, “poor” and “sufficient” - none). General evaluation of the event shows only two participants evaluated the Workshop as “average”, 9 as “good” and 5 as “excellent”. According to the after-event commentaries, the Workshop has been successful in raising the awareness of Framework Programmes.

What issues (give some key words) were discussed with the participants?

- Logistics competence centres
- Lithuanian Government body responsible for inter-modal transport
- Lithuanian platform for inter-modal transport
- Possibilities for Workshop participants to influence on Government bodies responsible for inter-modal transport
- SMEs information system in Bulgaria and Bulgarian transport clusters
- SMEs role in design and building of Slovakian motorways
- Terms for realisation of River Information System in particular country
- Croatian transport and logistics clusters
- CRUP Ltd. in international projects
- High IRR (internal rate of return) in the Israeli printing house introducing the RFID technology

Photographs:

Short story

Among two planned B2B LOCO project workshops, the 2nd Workshop, entitled "Transport and logistics SMEs: Cooperation and competition" was held on 28th of April 2011 in Opatija city, Croatia, by Prometis Ltd. (Croatia). The Workshop is a part of B2B LOCO activities focused to gather participants on international conferences, workshops and brokerage events in order to raise the level of knowledge and consequently to increase SMEs' participation in EU Framework Programme projects. Workshop is particularly oriented to transport and logistics SMEs but to other SMEs with different transport and logistics needs too. Very important part of the Workshop is demonstration of the usefulness of results of the past and on-going practice-oriented RTD projects for SMEs.

During the creation of the Workshop the presentation form followed by the participant discussions was selected to meet the needs of most participants. Presentation themes were selected according the central theme of the Workshop, taking into account the expected structure of the participants from Croatia and surrounding countries. Recognizing and respecting the power of global logistics, Workshop on affordable way informs small and medium-sized businesses about their role in the supply chains, especially highlighting opportunities for achieving greater added value through specialization and clustering at regional levels. Attention and discussion of participants confirmed the usefulness of the conference that served as a place for transport and logistics knowledge and business practice transfer from older EU member states to the new member states and those intending to join the European Union. In the same time several presentations showed that there is concentration of relevant knowledge in newer EU countries too making fruitful ground for much better overall cooperation in the European transportation arena.

Therefore the main function of the Workshop was to deliver all necessary information about new trends and best practice that are being applied in old European countries.

The Workshop was held together with 3rd B2B LOCO Brokerage event and with XVIII international symposium "Transport Systems 2011" of Croatian Scientific Society for Transport (HZDP, Croatia). Both B2B LOCO events were devoted to problems of balancing the competing and cooperating forces shaping the transportation markets. It is reasonable to expect horizontal cooperation between transport and logistics SMEs, without exclusion of big companies, will be the guiding principle of modern transport and logistics companies.

Annex 1: Internal study

Internal study

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	<i>Planned</i>	<i>Fixed</i>
Date	28.4.2011	28.4.2011
Venue/city	Grand Hotel Adriatic, Ulica Maršala Tita 200, Opatija	Grand Hotel Adriatic, Ulica Maršala Tita 200, Opatija
Thematic focus/objectives	<p>The workshop in Croatia, titled "Transport and logistics SMEs: Cooperation and competition", is going to gather primarily transport and logistics SMEs, as well as other SMEs having different transport and logistics needs, in new European Union States, two Candidate Countries and countries around Croatia. It should be of special interest to Croatian enterprises due to the planned finishing phase of the negotiation between EU and Croatia in the process of Croatia's accession to EU. Thematic focus – the reasons, ways and benefits of the cooperation between SMEs and importance of the balance between SMEs cooperation and competition – is of the greatest significance in future design of SMEs' position on the market under the globalization pressure led by large companies. These objectives are, indeed, connected to the other transport/logistics main issues, like inter-modality, co-modality, transportation greening and safety, to mention only the few. In the line with the B2B LOCO goals, of course, other objectives are encompassed, like transport knowledge and new technologies information dissemination, the EC FPs projects best practice examples proliferation and rising the SMEs and entrepreneurs interest in the FP projects participation.</p> <p>The main aim of the workshop will be to</p>	<p>Taking into account the number of the presentations offered to the B2B LOCO Croatian Workshop participants, as well as the subjects covered and the quality level of the presentations, it can be concluded, that Workshop fulfilled the set goals. This conclusion is confirmed by the evaluation form results and by participant's interest for discussions after almost all presentations.</p> <p>In the same time it is obvious that there is the potential for organizing more focused workshop, tailored to individual groups of transport and logistics SMEs and other possible users.</p>

	<p>examine/show competing and collaborating forces between transport and logistics SMEs based on projects results of FP5 and FP6 and FP7. Two main forces, cooperation and competition, greatly shape transport and logistics services market, influencing rationality of resource usage and environment effects. Special attention will be given to the regional clusters of SMEs.</p>	
<p>A state of the art within the planned thematic focus, possible feedback on attractiveness of the research offer to SMEs</p>	<p>Near 99.8% of 20.8 million of all EU enterprises, excluding finance sector, are SMEs – enterprises having no more than 249 employed persons. And within these SMEs 92% are micro enterprises (having no more than 9 employed persons) averaging 2.1 persons per enterprise. Of all the enterprises 6.9% are small (10–49 employed). In the Year 2008 SMEs absorbed 67.4% of all employed persons. It is evident the most common EU enterprise is micro enterprise and micro enterprises number has even the fastest growth. In the Year 2008 EU 15 average SME size per country varied between 3 and 12 occupied persons compared to EU 12 between 3 and 18. The number of jobs in SMEs in the same period increased by 1.9%, yearly, compared to 0.8% in large enterprises.</p> <p>Exactly 6% (1.24 million) of EU-27 SMEs are in the transport, storage and communication industry, averaging 4.6 occupied persons per enterprise. Micro SMEs have much smaller number of occupied persons, as a traditional home business often with only a driver and truck. Due to the economies of scale and other reasons, on average, SMEs have a lower labour productivity and lower profitability than large enterprises. And just because of that there is a lot of interest among SMEs to raise productivity and profitability through the wide spectrum of cooperation between SMEs.</p> <p>Big number of transport/logistics SMEs on the market means severe competition among them, sometime leading to under quoting services just to survive in the medium run.</p> <p>Looking to the other industries similar situations exist when investigating the size of the SMES and level of competition. So SMEs in these industries are also pushed to cooperative business and networking and to changes in technologies and processes.</p> <p>It is expected that economic reasons, forms and positive outcomes of transport and logistics SMEs</p>	<p>Subjects of all 8 planned B2B LOCO Croatia Workshop presentations were designed with SMEs in mind, covering more detailed and broader transport phenomena. Only one presentation was concentrated on road passenger transport, namely on ITS of one country – but dealing with SMEs functions and benefits due to participation of SMEs in designing and using ITS.</p> <p>To the participants of the 2nd B2B LOCO Workshop it was offered a wide scale of logistics and transport information in order to be attracted to research offered to SMEs.</p>

	<p>cooperation, under the frame of EU goals and policies toward development of regions, transport and SMEs, under privatization and deregulated market conditions, will attract speakers and participants to fruitful discussions. That is particularly clear when regional clustering, as a proven and still emerging form of firms' collaboration, promises better future not only to SMEs but to the regions too.</p> <p>All the transport and logistics have been constantly competing - around the World because of the big companies global supply chain systems and the Chinese economic growth, between Trans-European main transport corridors or different mode of transport in the corridors, and between European regions trying to exploit combination of natural and other advantages with efficient transport and logistics system. As the added value rise on new services of modern logistics, every SMEs should be interested in knowledge acquiring – and that is where centres of logistics competence and RTD community find new field of work.</p> <p>EU has been fostering transportation, SMEs and regions through extensive incentives and programmes among which FPs provide deep knowledge as well as best practices. In his core the B2B LOCO project has been taking care about both the knowledge and best practices in the transport and logistics matters that are of the greatest importance for SMEs. The B2B LOCO project builds his role on previous and current EC FP projects cognition so the outcome and best practice of these projects can be disseminated to SMEs. In the current collection of FP projects, which are relevant for transportation SMEs, there is noticeable number of the projects dealing with competition and cooperation among SMEs from the points of view that can attract SMEs, RTD, administrative and other audience.</p> <p>Some characteristics of Croatian transport:</p> <ul style="list-style-type: none"> - through the country two Pan-European corridors lead: V (Vb - Hungary-Osijek-Port of Ploče; Vc – Hungary-Botovo-Zagreb-Rijeka port) and X (Ljubljana-Dobova-Zagreb-Tovarnik-Beograd), - all modes present, developed sea, air (one national airline, 8 international airports) and road transport (near 1 200 km of modern motorways; lower level roads need rehabilitation), two main seaports (Rijeka and Ploče), necessity to modernize crucial railway line in corridor X and to 	
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	<p>build new line between Hungarian border and Rijeka port), out-dated river transport with low quality infrastructure,</p> <ul style="list-style-type: none"> - multimodal equipment is rare outside the seaports, there is no logistics/terminal centres, unsuccessful start of Ro-La (Šamac-Wels), consequently small share of multimodal transport, - big global retailers and logistics companies have been producing positive influence on the whole transportation sector (knowledge of new transportation concepts and technologies), - road carriers under the competition of much cheaper carriers from Bosnia and Herzegovina, the carriers from Italy and Austria, main Croatian trade partners, for now are not competing on Croatian market, - EU/Croatia negotiation on Transport chapter closed, - a few biggest truck carriers went to bankruptcy in previous three years, recession in 2009 and 2010 has closed noticeable number of small truck carriers, - about 60 regional clusters (mainly of manufacturing type, 6 transport type). 	
<p>Some statistics on SME participation in transport and logistics projects of Framework Programme</p>	<p>In the FP6 in the period 2002-1.1.2006 Croatia has participated as third country, and in the year 2006 as associated country.</p> <p>In the FP7, in Transport area (including Aeronautics), 16 Croatian partners (12.9% of all Croatian partners in all areas) have been participating in 8 grant agreements (8.33% of all grant agreements with Croatian partners). EC financial contribution to these partners amounts 4.190 million € (representing 21.57% of EC's contribution to partners from Croatia). In Transport including Aeronautics Croatia has had a success rate of 20%.</p> <p>Among 16 partners 5 are SMEs, making 23.81% of all Croatian SMEs in FP7. EC contribution to the SMEs working in Transport projects amounts 622 733 € (27.17% of EC contribution to all SMEs).</p> <p>It can be seen that in the Cooperation part of FP7 Croatian SMEs are dominantly working in Transport area (Security is in the second place, with EC financial contribution to SMEs of 15.10%).</p>	<p>Some additional information on Croatian SMEs involvement in FP projects is given in the presentation of Ms. Marijana Čutuk (NCP, Croatia). The main point is relatively high success rate in Research for the benefit of SMEs.</p>

Expected number of participants	40	56
Profile of participants	Road haulage companies, forwarders and logistics companies, transport associations, freight-warehousing centres, railway companies, different manufacturing, retailing and other SMEs, regional clusters, states and local authorities.	Transport and logistics SMEs and their associations, including clusters, other industries SMEs and bigger enterprises, university and lower level education community, state and local authorities, RTD institutions. Despite the greater activities to attract advanced technology companies (from techno-parks, ...), their response was almost non-existent.
Date of distribution of invitations and other promotion activities	First letter of invitation – 1.2.2011 Last invitations 14.4.2011 First publication – 15.3.2011 Last publication – 15.4.2011	First letter of invitation – 14.2.2011 Last invitations 15.4.2011 First publication – 15.3.2011 Last publication – 15.4.2011 (with websites information almost until the event start)
Framework programme	Presentations in two sessions with discussion-brainstorming after each session, welcome dinner, common dinner (together with participants of Transport System 2011 International symposium).	Presentations in two sessions with discussions, welcome dinner, common dinner (together with participants of "Transport System 2011" International symposium). Since the participants wanted to discuss immediately after each presentation, such interests are met. With HZDP's president it was agreed shorter common session at the start of the HZDP's Symposium, with presentation of the B2B LOCO project. The common session was realised, but presentation was not given because of some HZDP's organizational problems.
Materials be distributed during	Presentations summaries, brochures.	Presentation summaries, pencils with B2B LOCO logo,

Workshop		suitable block of paper for writing, Croatian maps, CDs/DVDs with Croatian tourism promoting movies, small traditional gifts for tourist (heart, lavender,...).
With which event and why the Workshop is to be held together?	The Workshop will be held together with Brokerage event and Transport System 2011, International symposium of Croatian scientific society for transport. The Symposium is well established and leading transport event in Croatia and surrounding countries and because of that it can be expected the Workshop will be more attractive to participants. Participants of both events (and of the 3 rd Brokerage event) will have opportunity to make contacts and to discuss themes during the common dinner.	The Workshop was held jointly with the XVIII International symposium "Transport Systems 2011" of Croatian Scientific Society for Transport (HZDP; http://www.hzdp.hr), which operates within the European Platform for Transport Sciences. HZDP's symposium was practically the only major transport conference in Croatia.
Other issues	---	Because of certain organizational problems in HZDP, some of the goals of organized joint meetings have not been achieved. In the same time it became clear that joint meetings in some situations can cause additional costs and problems to organizers of FP project conferences.

Annex 3: Participants list

Nr.		Last name	First name	Company name
1	Mr.	Ilievski	Ivan	AMSM-Skopje, FYROM
2	Ms.	Muratovska	Biljana	ANSKTM "MAKAMTRANS", FYROM
3	Ms.	Jovančeva	Violetka	ANSKTM "MAKAMTRANS", FYROM
4	Mr.	Gjuroski	Vlatko	AMSM Centar za vozila, FYROM
5	Mr.	Barta	Balasz	Pannon Business Network, Hungary
6	Mr.	Eder	Akos	Pannon Business Network, Hungary
7	Mr.	Dorčik	Michal	Vyskumy Ustav Dopravny, Slovakia
8	Mr.	Horansky	Branislav	FEDEX - Inspekta, Slovakia
9	Mr.	Hrudkay	Karol	Vyskumy Ustav Dopravny, Slovakia
10	Mr.	Scheber	Pavel	Vyskumy Ustav Dopravny, Slovakia
11	Mr.	Crnković	Mario	Transporti Mario, Croatia
12	Mr.	Šakalys	Algirdas	Vilnius Gediminas Technical University, Lithuania
13	Mr.	Marold	Nenad	Prometis Ltd., Croatia
14	Mr.	Herer	Yale	Technion, IIT, Israel
15	Ms.	Oana	Nae	Supply Chain Management Center, Romania
16	Ms.	Ćutuk	Marijana	Croatian Institute of Technology, NCP, Croatia
17	Mr.	Banelli	Marijan	HCP-GIU, Croatia
18	Ms.	Radoš	Božica	Sigurnost Educa, Croatia
19	Ms.	Perčić	Uta	Sigurnost Educa, Croatia

20	Mr.	Protega	Veselko	Fakultet prometnih znanosti, Croatia
21	Mr.	Pilko	Hrvoje	Fakultet prometnih znanosti, Croatia
22	Ms.	Tušek	Marina	Centar za razvoj unutarnje plovidbe d.o.o. (CRUP)
23	Mr.	Božičnik	Stane	University of Maribor, TEC, Slovenia
24	Mr.	Ščerba	Marek	Centrum dopravního výzkumu, Czech Republic
25	Mr.	Božić	Milorad	Prometis Ltd., Croatia
26	Ms.	Jablonska	Joanna	Poznan School of Logistics, Poland
27	Mr.	Truskolaski	Szymon	Poznan School of Logistics, Poland
28	Mr.	Družak	Tomislav	AMC/ORYA, Croatia
29	Mr.	Neveščanin	Ante	Ministarstvo mora, prometa i infrastrukture, Croatia
30	Ms.	Đogaš	Anđa	Ministarstvo mora, prometa i infrastrukture, Croatia
31	Mr.	Sikirica	Milivoj	ATP Stjepan Radić d.o.o., Croatia
32	Mr.	Kuzmanović	Obrad	Brodogradilište Uljanik, Croatia
33	Mr.	Radolović	Vito	Brodogradilište Uljanik, Croatia
34	Mr.	Justinić	Emil	Kuehne&Nagel d.o.o., Croatia
35	Ms.	Kirchner	Malgorzata	Institute of Logistics and Warehousing (ILIM), Poland
36	Mr.	Hajdul	Marcin	Institute of Logistics and Warehousing (ILIM), Poland
37	Mr.	Drobnjak	Aleksandar	3M (East), Podružnica, Croatia
38	Mr.	Manos	Anastasios	Aristotle University of Thessaloniki, Greece
39	Mr.	Savrasovs	Mihails	Transport and Telecommunication Institute, Latvia
40	Ms.	Baranova	Ludmila	Transport and Telecommunication Institute, Latvia

41	Ms.	Pencheva	Velizara	University of Ruse, Bulgaria
42	Mr.	Stoyanov	Svetlin	University of Ruse, Bulgaria
43	Ms.	Juskeniene	Jurgita	Vilnius Gediminas Technical University, Lithuania
44	Ms.	Gaidyte	Teodora	Vilnius Gediminas Technical University, Lithuania
45	Ms.	Hanžič	Katja	University of Maribor, TEC, Slovenia
46	Ms.	Dobrzeniecka	Ewa	Institute of Logistics and Warehousing, Poland
47	Mr.	Koc	Ahmet Ali	Akdeniz University, Turkey
48	Ms.	Boluk	Gulden	Akdeniz University, Turkey
49	Ms.	Natova	Anna	Bulgarian Maritime Administration, Bulgaria
50	Mr.	Hell	Marko	University of Split, Economics faculty, Croatia
51	Mr.	Soldatović	Dušan	Pučko otvoreno učilište, Auto moto centar, Nova Gradiška, Croatia
52	Mr.	Bunčić	Tomislav	Dinela Transport Company, Croatia
53	Mr.	Posavec	Dino	Auto-stop d.o.o., Croatia
54	Mr.	Kopić	Dinko	Prometis Ltd., Croatia
55	Mr.	Mihoci	Franjo	Prometis Ltd., Croatia
56	Mr.	Župić	Tomislav	Veleučilište Nikola Tesla u Gospiću, Croatia