



Editorial

Dear Readers,

in front of you is the 4th release of the B2B LOCO project newsletter, issued in the middle of the project life. There is no need for recapitulation of tasks fulfilment; instead, our attention is on the continuous tasks and incoming events and on the level and the quality of the small and medium size enterprises (SMEs) participation in the project activities. The core and ultimate B2B LOCO project goal are benefits to the transport/logistics SMEs, but also to SMEs in other businesses. Our brokerage events, workshops and conferences are free to attend for everybody and our newsletters try to stimulate your interest in participation in European research area and provide you with some hints on how to benefit from European R&D projects and make them your competitive advantage. The same applies to the Brokerage Tool and the Alumni Network capabilities as well. All these means, implemented by using information technologies and web portal, have been dedicated to the usefulness of SMEs thus making the EU SME principle "think small first" alive.

*All B2B LOCO partners during the project life constantly work on **identification of Framework Programmes (FPs) and EU projects proffering innovative and effective solutions** in the sector of logistics and transportation and related manufacturing and retail companies, especially of high-tech and green technologies type, and search for SMEs implementing relevant results of these projects. Named activities will be of use to academic and research communities and can facilitate better networking of research and SMEs sectors, providing favourable environment for new regional clustering, vitally important for transport and logistics SMEs. The project opens possibilities for building relationships between centres of competence, clusters of SMEs and other players, notably in the East European area providing necessary base for future transport services functioning and development.*

*SMEs, universities and research institutes are again invited to join our **Electronic Knowledge Brokerage System**, not only to present offer/demand of services and products but to gain economic and other yields from new contacts and partnerships across Baltic-Balkans axis.*

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The B2B LOCO project provides you with web space for self-promotion and organizes Brokerage events for face to face meetings, modern ways for starting logistics chains improvement, trade expansion, new product/service development, technology transfer, joint venture or whatever action needed in contemporary competitive and challenging business world. Our Brokerage System is a good place for advertising even individual researchers and research groups with ideas that can gather SMEs around feasible projects.

So plan in advance your trip to Prague, Czech Republic, in December 2010, to **participate in the 2nd Brokerage event**, dealing with regional clustering and SMEs.

Franjo Mihoci
Prometis Ltd., Croatia
Project partner



1st B2B LOCO Brokerage event in Nagykanizsa, Hungary

The B2B LOCO Brokerage Event “**EU funded projects and logistics - possibilities for SMEs in the West-Pannon Region**” was held on 10 June 2010. The main aims of the Event were to familiarize participants with the possibilities in the 7th Framework Programme and other national and international projects and the results of the newest EU Framework Programme projects based on the possibilities to apply best practices and innovative technologies to SMEs.

The participants of the B2B LOCO brokerage event had the opportunity to see the possibilities for SMEs in EU funded projects, get to know the Seventh Framework Programme – how to apply for EU funds, who can give a hand, hear about SME experiences in EU funded projects, get to know the logistics actors of the West-Pannon Region.

According to the evaluations and the very high number of participants the **event was very successful** and satisfactory.

To see the proceedings and presentations visit the website:

http://www.b2bloco.eu/events/nagykanizsa/bevent_hungary.html

2nd B2B LOCO Brokerage event in Prague, Czech Republic

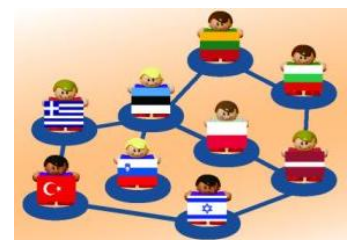
B2B LOCO is inviting you to business and research meetings with international partners at **2nd B2B LOCO Brokerage Event** organized under auspices of a huge international logistic conference **SpeedChain 2010** held in **Prague, Czech Republic on 1st December 2010**. The event addresses companies from logistics sector, willing to find cross-border co-operation within European research projects. The Brokerage event will be **free of charge**. **Registration on B2B LOCO Brokerage Network is required** http://www.b2bloco.eu/faces/brokerage/register_to_event.jsp

You will find more information about the Brokerage event on the project website soon. See you in Prague!

1st round of Alumni meetings ended

9 universities gathered in WP6- Alumni Networking have already organised first information meetings for their graduates. The meetings were highly ranked by the participants. They took place in the period of 1st March – 30th June 2010. Main subjects referred to 7th Framework Program, other EU Funds for SMEs, B2B LOCO Social Network etc. Most of the participants expressed their will to take part in the next B2B LOCO meetings.

Right now the **B2B LOCO Alumni Social Network gathers over 500 users**. The Slovenian Partner-University of Maribor has upgraded the design of the Alumni Tool – to see the improved version go to: <http://fp7.tsi.lv/en/home>



9 new FP7 calls for proposals launched within Transport (including Aeronautics)

The European Commission's Directorate-General for Research has published a series of calls for proposals under the 'Cooperation' Programme of the Seventh Framework Programme (FP7). The **'Cooperation' programme supports research cooperation in a number of key thematic areas**, addressing specific sectors one of which is Transport (including Aeronautics). A 'road map' of the opened calls for proposals can be found on www.cordis.europa.eu.

These calls make part of the €6.4 billion budget for the Year 2011, the amount that represents a 12% increase compared to the Year 2010. It is expected around 16,000 participants will receive funding. As the attention is at a higher participation of small and medium size enterprises (SMEs), particularly in priority areas, SMEs participation is expected to reach 35%.

On 22 and 23 July 2010 the European Commission's Research Directorate General held Transport Information Days in Brussels. Numerous Transport Information Days have and will be organized by the National Contact Points across the Europe. You may find it on the website

http://cordis.europa.eu/fp7/ncp_en.html

As one of the main objective of the B2B LOCO project is to assist SMEs in participating in EU-funded research projects in the Transport priority of FP7 we are highly inviting you to use this opportunity and develop your company through FP7. Join our network through the "brokerage tool" on the project website (www.b2bloco.eu) and publish your profile for partner searches.

FP7 Calls for proposals: Transport and SMEs

Priority	Theme	Call identifier	Deadline
Cooperation specific programme	7. Transport (including aeronautics)	FP7-AAT-2011-RTD-1	02/12/2010
		FP7-SST-2011-RTD-1	02/12/2010
		FP7-TPT-2011-RTD-1	02/12/2010
		FP7-GALILEO-2011-ENTR-1	16/12/2010
		FP7-GALILEO-2011-GSA-1-a	16/10/2010
		FP7-GALILEO-2011-GSA-1-b	05/10/2010
	Cross-thematic approaches: 2. Food, Agriculture; 5. Energy; 6. Environment and 7. Transport (including Aeronautics) (jointly)	FP7-OCEAN-2011	18/01/2011
Capacities	Research for the benefit of SMEs	FP7-SME-2011	08/12/2010

CASTLE Project

The CASTLE project was born to answer **regional needs to improve SMEs logistics policies**. It relies on a solid past cooperation among ten partners in Italy, Poland, Greece, Slovenia, Spain, Germany, Hungary & Austria, especially developed in Interreg initiatives. The Acronym CASTLE stands for **"Cooperation Among SMEs Toward Logistic Excellence"**. The CASTLE objectives and ratio are rooted in past research & study activities on the regional logistics EU status and perspectives, which elected SMEs logistics networking as a priority intervention area for public policies. In fact EU regions strongly base their future economic competitiveness on SMEs and on their ability to face new globalised production and market imperatives, which impose to manage scattered supply flows, to face the requirements of flexibility and capillarity, to integrate the value chain.

Logistics is the oil and a strategic tool in SMEs' economic machine and in regions' sustainable development, as its efficiency impacts on SMEs market presence and on the environment.

This project as an INTERREG IVC operation is partly co-financed by EU Community. For more information visit: <http://www.castle-project.eu/>



TransNEW Project

The TransNEW project was launched on January 1st 2010 and aims to map the transport research potential in all the New Member and Associated States. The project has a key role in supporting transport research activities in the New Member and Associated States of Europe by stimulating, encouraging and facilitating the participation of Small to Medium Sized enterprises in national, regional and European research.

TransNEW covers all transport modes including Aeronautics and aims to exploit the synergies between air transport and surface transport. This means that the national transport research capability for 26 Countries will be defined and this information will be available to all through the use of a publicly accessible user-friendly database.

TransNEW is a Support Action under the European Commission Seventh Framework. For more information visit: <http://www.transnew.eu/>



Brokerage Event at AUTOMECHANIKA 2010

Automotive suppliers from European countries are highly invited to pre-scheduled business and technology meetings with international partners at **Automechanika 2010** in **Frankfurt, Germany** the world's leading trade fair for the automotive industry, **on 15th September 2010**.

The Enterprise Europe Network organises an international brokerage event at the exhibition ground Messe Frankfurt together with two German Clusters: Automotive Cluster RheinMainNeckar and Mobility Cluster MoWIN.net. The event addresses companies from the automotive industry, willing to find cross-border co-operation partners: distributors, subcontractors, licensees, technological partners, service providers or others. The event is also a platform for exchange on current developments, technologies and innovation in different countries.

More at:

<http://www.enterprise-europe-network.ec.europa.eu/publicwebsite/calendar/viewdetails.cfm?EventID=2367&type=future>

automechanika

European Transport Conference

The **European Transport Conference** is the focus of the activities of the **Association for European Transport** and is the key annual event for European transport practitioners and researchers. The Conference is a "meeting of minds", where transport professionals come together to keep up-to-date with policy issues, research findings and best practice across a broad spectrum of transport. Papers are presented by active professionals, selected by the most respected members of the transport profession in Europe.

This conference is the seminal event in any transport professional's calendar. Over the 3 days, the world's leading academics, practitioners and thinkers will gather to present and discuss every aspect of the industry, from passenger transport to freight.

For 2010, the conference moves from the Netherlands where it has been for the last 3 years, to Scotland's most vibrant city, **Glasgow**, and will take place on **11th – 13th October 2010**.

Find more at: <http://abstracts.etcproceedings.org/>



27th German Logistics Congress

A fundamental idea behind the **German Logistics Congress** is and was to disseminate publicly logistics knowledge of experts to the general public. From the start, establishing a platform for making business contacts and initiating business deals played an important role. At no other event in Germany the "logistics market" is as within reach as at this congress. Since 1985 it is also accompanied by a trade exhibition and the number of stands has increased tenfold from 20 to around 200. The event will be held on **20th – 22nd October 2010 in Berlin**.



Today the German Logistics Congress is the **most important annual logistics event in Europe**. It became the central meeting point for managers in Germany. Additionally, more and more international guests join the event in order to benefit from knowledge sharing and focused communication. In 2009 about 3,100 participants, 180 exhibitors and more than 200 accredited journalists were convinced of the participation. The congress closes the gap between the growing extent of electronic communication and the possibility to get in contact personally. As a central meeting point the congress plays an important role for direct contacts which are essential not only in private live but also in business.

More at: <http://www.bvl.de/en/Events/27th-German-Logistics-Congress/glc/27th-German-Logistics-Congress>

Dutch - Hungarian matchmaking AgroFood and Logistics

Enterprise Europe Network (EEN) in the Netherlands together with the Chamber of Commerce Limburg is organising a trade mission / brokerage event to the **Győr - Moson - Sopron Region in Hungary** between **3rd and 5th November 2010**. The brokerage event between Dutch, German and Hungarian enterprises and research institutes will focus on the sectors AgroFood and Logistics. The event will be organised together with EEN in Hungary the Chamber of Commerce and Industry for the Győr-Moson-Sopron County at their premises in Győr.

More at:
<http://www.enterprise-europe-network.ec.europa.eu/publicwebsite/calendar/viewdetails.cfm?EventID=2456&type=future>

RELSTAT`10

The purpose of the **Reliability and Statistics In Transportation and Communication** conference is to bring together academics and professionals from all over the world to discuss the themes of the conference: Theory and Applications of Reliability and Statistics, Reliability and Safety of Transport Systems, Rare Events and Risk Management, Modelling and Simulation, Intelligent Transport Systems, Transport Logistics, Education Programmes. The event will take place in the **Transport and Telecommunication Institute, Riga, Latvia on 20th – 23rd October, 2010**.

The Conference is devoted to the memory of Prof. Kh.Kordonsky.

Event website: <http://www.tsi.lv/?id=5191&lang=en>



25th International Air Cargo Forum and Exposition

Top decision-makers in the international air cargo and logistics industry are already circling the dates of **November 2-4, 2010 (Amsterdam, Netherlands)** on their business calendars because they recognize **ACF 2010** as the only international event "without boundaries", bringing all segments of the industry together in one place at one time. They know that the entire industry meets to discuss and interpret industry challenges and opportunities. And they look for solutions in the presentation of products, services, systems, methodologies, facilities, and technologies on display without your booth at ACF 2010.

Find more at:
<http://www.tiaca.org/tiaca/ACF.asp?SnID=1848814405>



LogiTrans

Intermodal Transport City Logistics, Commercial Vehicles Bodywork and Equipment Show is being organized by EKO FAIR Co. Ltd. from **4th to 6th Nov 2010, at Istanbul Park, Istanbul, Turkey**. It is world wide accolade event which will showcase various logistics & transport services on such a potent platform.

Logitrans Logistic Transport Logistics Fair in Istanbul is a trade fair for logistics and transport. Leading national and international manufacturers in the industry are presenting new and innovative products and services. In addition, the exhibition provides a perfect opportunity to strengthen existing business contacts and establish new contacts.

Event website: <http://www.logitrans.com.tr/>



The European Chief Supply Chain Officer Forum and 8th European 3PL Summit

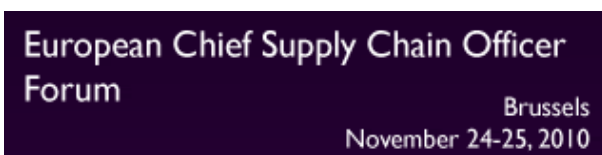
The **European Chief Supply Chain Officer Forum – co-located with the 8th European 3PL Summit** – will reveal how you can adapt your supply chain to meet the requirements of the economic upturn, drive renewed growth and gain market share.

The 8th European 3PL Summit will reveal how you can adapt your business to meet the requirements of the economic rebound, drive renewed growth and gain market share. Learn how the world's most prominent 3PLs are positioning themselves in a time of growth, change and fierce competition.

The events will take place on **24th-25th November, 2010 in Brussels, Belgium**.

Find more info here:

<http://events.eft.com/cscoeu/index.shtml>



ITN – Infrastructure, Telematics & Navigation

In 2010 Turin will be once again the ideal venue for discussing current and future developments in smart infrastructures, smart grids, GPS, Galileo, GIS, telematics and navigation services during the two-day event featuring informational conferences, networking programs and highly specialized seminars.

ITN, Infrastructure, Telematics and Navigation Expo will take place on **November 11th – 12th at Lingotto Fiere in Torino, Italy**.

On the 12th of November a **brokerage event**, organised by the Torino Chamber of Commerce, in the framework of the Enterprise Europe Network, aimed at enhancing meetings among companies, research centres and universities, will take place.

More info at: <http://www.b2match.com/itn2010/>

IMHX – the International Materials Handling Exhibition

A must-see event for logistics professionals that will be held on **16th – 19th November, 2010 in Birmingham, UK**. Taking place only once every three years, IMHX is the UK's premier logistics, materials handling and storage exhibition, showcasing thousands of products and services from right across the supply chain.

IMHX 2010 will provide visitors with a unique one-stop-shop for everything required in the modern warehouse. Not only will there be materials handling equipment – from forklift trucks to automated logistics systems – but visitors will also discover innovative and cost-effective ideas in racking and shelving; storage solutions; health and safety systems; software; pallets and palletising equipment; property; recruitment and training services; third party logistics; transport and distribution; flooring; packaging; handling system design; financial services; and warehousing.

More at: <http://www.imhx.biz/>



7th International Conference "FREIGHT-2010: Container Transportation in Russia and the Neighbouring States"

The conferences of the FREIGHT series, devoted to the most topical issues of freight transportation, do not only highlight the major trends of the industry development, new technologies and achievements by the market leaders, but are a traditional place of meeting of the market participants with the scientific and power circles. It will be held on **25th – 26th November, 2010 in St. Peterburg, Russia**. The importance of the conferences for the freight transportation industry is confirmed by the support on the part of the **RF Ministry of Transport, RF Federal Agency of Sea and River Transport and the RF Federal Customs Service, Association of Commercial Seaports of Russia and the Association of International Road Carriers**.

Event website:

<http://eng.freight.ru/conference/content.asp?cntID=421>



Intermodal Europe 2010 Conference

Supported by Port of Amsterdam and European Intermodal Association (EIA) and organized by IIR Exhibitions - part of Informa Group - **from 30th November to 2nd December 2010 in Amsterdam RAI the Intermodal Europe 2010 Conference will be held**.

Intermodal Europe 2010 Conference has original structure and philosophy, part of that is "free to attend concept". Exhibiting part of the event gathers many relevant enterprises from the intermodal transport and logistics arena. A wide range of leading companies operating in the intermodal sector will participate through their eminent speakers, including professionals from Port of Antwerp, Ambrogio Trasporti, Port of Rotterdam, Polzug, Transfracht and others. Leading suppliers from across the globe will be showcasing their latest innovations. The exhibition floor is the perfect place for businesses operating in the road, rail and maritime sectors to source equipment, systems, technology and services.

More at: <http://www.intermodal-events.com/>



SpeedChain 2010 - "Logistics - Reality with Perspective"

After successful professional logistic conferences organized under the name Speedchain in the preceding years, the 5th year of the International Logistic Conference SpeedChain 2010 will be held in the prestige premises of Brevnov Monastery, **Prague, Czech Republic on 1st – 2nd, December 2010**, this year under the secondary title **Logistics - Reality with Perspective**. Conference for top managers of Czech multimodal logistic service providers, consultants, state administration representatives, representatives of universities and broad logistic public. The conference is expected to be attended by more than 200 people, the evening social event is traditionally visited by more than 450 top managers and logistic professionals. The last year of the international SpeedChain conference was attended by partners from 21 countries of the world. **This year the event will be accompanied by the 2nd B2B LOCO Brokerage Event!**

Find more info here:

<http://www.speedchain.eu/en/>

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