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# 30 YEARS OF NSBS EVENTS

Venue Sofia Hotel Balkan, Sofia  
Date 29-30.09.2022  
Facilitator NSBS



# PROGRAM

## 29.09.2022

13:00 – 18:00 14<sup>th</sup> SEEFF Conference "Digitalization, Multimodality, Sustainability"  
*Hall "Sredetz"*  
19:00 – 22:00 The official ceremony celebrating the 30<sup>th</sup> anniversary of NSBS  
*Hall "Serdika"*

## 30.09.2022

09:30 – 13:00 FIATA WG Road and WG Rail meeting  
*Hall "Sredetz"*  
14:00 – 15:30 SEEFF Board Meeting  
*Hall "Sredetz"*  
15:45 – 18:00 Social program - Sightseeing walking tour

## 14<sup>TH</sup> SEEFF CONFERENCE "DIGITALIZATION, MULTIMODALITY, SUSTAINABILITY"

Venue Sofia Hotel Balkan, Sofia  
Date 29.09.2022  
Time: 13:00 – 18:00  
Facilitator NSBS



## Agenda Items

13:00 – 13:30 Registration / coffee & tea  
13:30 – 13:40 Welcome  
**Tsvetin Todorov**,  
Chairman of the board, NSBS  
13:40 – 13:50 Opening  
13:50 – 15:20 **Multimodality and supply chains disruptions: Role of the Freight forwarders**  
New routes and shifting flows of goods. How can freight forwarders overcome these constraints to offer competitive products to their customers?  
Moderator:  
**Turgut ERKESKIN** (FIATA, Senior Vice President)  
15:20 – 15:40 **Coffee break**

### Panellists

- **Boril Ivanov** (NSBS, Donautransit)
- **Mark Bromley** (FIATA, Chair MTI)
- **Ole Andreas Hagen** (FIATA, WG Rail Chair)
- **Alexander Atanassov** (NSBS, Discordia)
- **Marius Cae** (USER, Romania)

14<sup>TH</sup> SEEFF CONFERENCE  
"DIGITALIZATION, MULTIMODALITY,  
SUSTAINABILITY"

Venue Sofia Hotel Balkan, Sofia  
Date 29.09.2022  
Time: 13:00 - 18:00  
Facilitator NSBS

# PROGRAM



## Agenda Items

15:40 – 16:40 **Digitalization of logistics: opportunities and challenges**

Business process efficiency through digitalization. How the implementation of the e-FTI regulation, e-FBL, and e-CMR can lead to improvements in this direction, and what will be the impact of the cyber security issues?

Moderator: **Iavor Pantaleev**  
(NSBS, Eurosped)

Panellists

- **Blagovest Kirilov**  
(Vice Minister of e-Governance)
- **Andrea Tang** (FIATA)
- **Asparuh Koev**  
(Transmetrics)
- **Krasimir Kotsev**  
(SoCyber)

16:40 – 17:20 **Sustainable logistics: "Green deal" - consequences and challenges**

Is there clarity on how its implementation will influence everyday operations and what challenges have to be overcome?

Moderator: **Milena Angelova**  
(BICA, Secretary-General, SGI Europe Vice-President)

Panellists

- **Baiba Miltoviča**  
(European Economic and Social Committee - EESC)
- **Petar Vitanov**  
(European Parliament)
- **Nicolette van der Jagt**  
(CLECAT, Director General)
- **Tomas Suhanyi**  
(FIATA, WG Road) Chair)

17:20 – 18:00 **Free discussion**

**Additional information:** Working language: **English**

FIATA WG ROAD AND WG RAIL  
MEETING

Venue Sofia Hotel Balkan, Sofia  
Date 30.09.2022  
Facilitator FIATA



## Agenda Items

09:30 – 10:45 **Opportunities of using the Paperless transport document for road and rail transport**

The focus of the session will be on the use of the FIATA Bill of Lading (FBL) and its Paperless (eFBL) version, as well as other transport documents for road and rail transport, with a special regional focus to foster greater ease of business in regional and international trade.

**Moderators:** Ole Andrea Hagen, FIATA Working Group Rail Chair and Tomas Suhanyi, FIATA Working Group Road Chair.

10:45 – 11:00 **Coffee break**

11:00-13:00 **Recent developments in the rail and road industry and the regional overview**

The focus of the session will be on recent developments in the rail industry, such as the development of new rail corridors, the impacts of recent events (war, economy, pandemic) on the road and rail industry, and how to address the challenges brought by these events under the lens of multimodality.

**Moderators:** Ole Andrea Hagen, FIATA Working Group Rail Chair and Tomas Suhanyi, FIATA Working Group Road Chair.

**Invited speakers:**

- Inessa Platonova, FIATA Vice President, PLASKE
- Philip van den Bosch, International Union of Railways (UIC)  
Working language: **English**

**ACADEMY OF FREIGHT FORWARDING & LOGISTICS**



**Bulgarian National Freight Forwarding Association**

go virtual  
successful story  
skills  
learn  
competence  
experience  
distance learning  
knowledge  
training



**One source of knowledge for global logistics**



**НСБС**

**Националното сдружение на българските спедитори (НСБС)** разполага със собствен учебен център, посредством който провежда професионални обучения за спедиторски кадри от 2002 г.

Центърът е лицензиран от НАПОО и се е утвърдил като национално призната обучаваща организация, предоставяща професионална квалификация в областта на спедицията, транспорта и логистиката.

**Учебен център – НСБС** провежда специализирани курсове за професионална квалификация по утвърдени и валидирани национални и международни програми:

- Курс за международна FIATA ДИПЛОМА
- Курс „Въведение в спедиторската дейност и транспорта“
- Курс „Автомобилна спедиция“
- Курс „Въздушна спедиция“
- Курс „Воден и мултимодален транспорт“
- Курс „Складова логистика“
- Курс „Митническо представителство“

Курсовете са с практическа насоченост и методът на обучение е интерактивен:

- лекции, дискусии, казуси и практически упражнения;
- допълнителна самоподготовка с електронна платформа Moodle, предоставяща богат набор от учебни ресурси по съответните модули.

Учебният център развива обученията в три различни форми:

- присъствено
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 e-mail: [secretariat@nsbs.bg](mailto:secretariat@nsbs.bg)

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**НСБС**

# **FIATA DIPLOMA IN FREIGHT FORWARDING**

МЕЖДУНАРОДНО ПРИЗНАТА ДИПЛОМА, УДОСТОВЕРЯВАЩА ВИСОКО НИВО НА ПРОФЕСИОНАЛИЗЪМ И ВЪЗМОЖНОСТ ЗА РЕАЛИЗАЦИЯ ВЪВ ВСЯКА СПЕДИТОРСКА ФИРМА У НАС ИЛИ В ЧУЖБИНА

**Учебен център – НСБС е сертифициран за провеждане на обучения по утвърдени от FIATA стандарти в областта на спедицията, транспорта и логистиката.**

**Курсът обхваща всички аспекти на спедицията и логистиката в 13 модула:**

1. Въведение в спедицията
2. Автомобилна спедиция
3. Железопътна спедиция
4. Въздушна спедиция
5. Морска спедиция и пристанищна обработка
6. Морски контейнерен транспорт
7. Мултимодален транспорт
8. Речна спедиция и вътрешни водни пътища
9. Митническо законодателство, тарифи и процедури
10. Логистика и складови операции
11. Застраховки за отговорности и транспортни застраховки
12. Специфика на опасните товари
13. Изисквания за безопасност и сигурност

**Успешно завършилите получават  
FIATA Diploma in Freight Forwarding**

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**НАРЪЧНИК ПО СПЕДИЦИЯ** ПРОФЕСИОНАЛНА СПЕЦИАЛИЗИРАНА ЛИТЕРАТУРА

NSBS

ВЪВЕДЕНИЕ В СПЕДИЦИЯ  
АВТОМОБИЛЕН ТРАНСПОРТ  
ЖЕЛЕЗОПЪТЕН ТРАНСПОРТ  
РЕЧЕН ТРАНСПОРТ  
МОРСКИ ТРАНСПОРТ  
КОНТЕЙНЕРЕН ТРАНСПОРТ  
ВЪЗДУШЕН ТРАНСПОРТ  
МУЛТИМОДАЛЕН ТРАНСПОРТ  
МИТИЧЕСКО ПРЕДСТАВИТЕЛСТВО

Изданията от наръчниците са изготвени от НСБС в съответствие със стандартите за професионално обучение на спедиторски кадри, дефинирани от FIATA (International Federation of Freight Forwarders Associations).



- ВЪВЕДЕНИЕ В СПЕДИЦИЯТА
- АВТОМОБИЛЕН ТРАНСПОРТ
- ЖЕЛЕЗОПЪТЕН ТРАНСПОРТ
- ВЪЗДУШЕН ТРАНСПОРТ
- КОНТЕЙНЕРЕН ТРАНСПОРТ
- МОРСКИ ТРАНСПОРТ
- МУЛТИМОДАЛЕН ТРАНСПОРТ
- РЕЧЕН ТРАНСПОРТ
- МИТИЧЕСКО ПРЕДСТАВИТЕЛСТВО

За поръчки свържете се с нас:

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The Bulgarian association for freight forwarding, transport and logistics



NSBS, the Bulgarian National Freight Forwarding Association has been established to represent the Bulgarian freight forwarding industry and to protect its interests at the national and international levels. The association brings together almost all proven companies that cover the entire spectrum of freight forwarding and logistics.

Since 1992 NSBS has been working for:

- the sustainable development of the Bulgarian freight forwarding sector;
- improving the legal basis of freight forwarding in Bulgaria;
- raising the reputation of the freight forwarding profession;
- ensuring the security and prevention of risks in the work of the member companies.

Today the association represents more than 120 freight forwarding and logistics companies, which is undoubtedly evidence of the constantly increasing confidence in NSBS because we strive to develop according to the needs of the members, to expand the range of services to facilitate their activities and to work in the interest of the Bulgarian freight forwarding and logistics sector.

NSBS is a member of FIATA (the International Federation of Freight Forwarders Associations) and CLECAT (European Association for Forwarding, Transport, Logistics and Customs Services).

**NSBS SECRETARIAT**

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e-mail: [office@nsbs.bg](mailto:office@nsbs.bg), [secretariat@nsbs.bg](mailto:secretariat@nsbs.bg)



By employing the member companies of NSBS the Shippers may rest assured that they will receive:

- Professional competence and high-quality forwarding and logistic services;
- Financial stability and high business ethics;
- Fair and precise terms of the forwarding contract in line with the "Standard Trading Conditions", which govern the obligations and the liability of the Forwarder towards his Customer;
- Protection of the Customer's interests and compensation of eventual claims and losses incurred in the transportation, handling and storage of the goods, which is warranted by the mandatory Forwarder's Liability Insurance concluded by our members in favour of their Customers.



On our website [www.nsbs.bg](http://www.nsbs.bg), you may find your most appropriate Bulgarian partner by indicating the geographical scope of services or specific competencies.

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## The work of our members during the period 2017 - 2020

The Association represents the majority of the most successful branch specialists in the Bulgarian market. These companies perform approximately 2/3 of the international and internal forwarding services in Bulgaria. They realize above ½ of the sales revenue and more than 80% of gross profit reported for the domestic forwarding industry.

TYPE OF TRANSPORT	Cargo by modes of transport				TOTAL
	ROAD shipments	RAIL wagons	WATER ships	AIR shipments	
2017	1 834 539	60 292	20 874	45 693	<b>1 961 398</b>
2018	2 052 765	71 208	6 896	43 585	<b>2 174 454</b>
2019	885 750	106 708	15 988	42 061	<b>1 050 507</b>
2020	963 217	62 991	18 673	29 311	<b>1 074 192</b>

TYPE OF TRANSPORT	Cargo by modes of transport				TOTAL
	ROAD	RAIL	WATER	AIR	
	tons				
2017	<b>4 613 637</b>	<b>2 885 974</b>	<b>6 781 549</b>	<b>13 558</b>	<b>14 294 718</b>
2018	<b>4 707 383</b>	<b>3 384 978</b>	<b>5 529 468</b>	<b>12 277</b>	<b>13 634 105</b>
2019	<b>5 197 223</b>	<b>3 993 965</b>	<b>7 699 597</b>	<b>14 137</b>	<b>16 904 922</b>
2020	<b>4 463 712</b>	<b>3 155 579</b>	<b>5 857 092</b>	<b>30 495</b>	<b>13 506 878</b>



## INTERNATIONAL FEDERATION OF FREIGHT FORWARDERS ASSOCIATIONS (FIATA)

FIATA's objectives:

- to **unite** the freight forwarding industry worldwide;
- to **represent, promote and protect** the interests of the industry by participating as advisors or experts in meetings of international bodies dealing with transportation;
- to **familiarise trade and industry and the public** at large with the services rendered by freight forwarders through the dissemination of information, distribution of publications, etc.;
- to **standardise and improve** the quality of services rendered by freight forwarders by developing and promoting uniform forwarding documents, standard trading conditions, etc.;
- to **assist** with vocational training for freight forwarders, liability insurance problems, tools for electronic commerce including electronic data interchange (EDI) and barcode.

