



Conference Programme

Day One: Theatre 1

Market Outlook: perspectives on strategy, finance, supply and demand	
Chair: John Fossey, Contributing Editor, WorldCargo News	
10:30-10:55	World Outlook for Container Shipping Market Michel Looten, Director of Maritime, Seabury Cargo Advisory
10:55-11:20	European Outlook for Container Shipping Market Mike Garratt, Managing Director, MDS Transmodal
11:20-11:30	Break
11:30-11:55	The future development of the cost of debt in the container industry Renzo Hoefnagels, Executive Director – Head of Intermodal, ABN AMRO
11:55-12:20	Alliances and Consolidation in Container Shipping Stijn Rubens, Senior Advisor – Intermodal and Supply Chains, Drewry
12:20-12:45	China's Maritime Silk Road and European Ports Geopolitics Hercules Haralambides, Professor of Maritime Economics and Logistics, Erasmus University Rotterdam
12:45-13:00	Panel Discussion and Close

13:00-14:00 Lunch

Innovation in the Supply Chain: perspectives from big cargo owners	
Chair: Alan Murphy, COO, SealIntel Maritime Analysis	
14:00-14:20	Strategies of the big cargo owners and how shipping lines can meet these challenges Alan Murphy, COO, SealIntel Maritime Analysis
14:20-14:40	Big Ships reduce flexibility, do not help reliability and contribute to volatility in freight rates. How can shipping lines improve customer service in the current climate? John Fossey, Contributing Editor, WorldCargo News
14:40-15:00	WIN/WIN/WIN/WIN solutions for the environment, for consumers, for producers and for customers Maximo Martinez Avila, Supply Chain Research and Innovation, Procter & Gamble
15:00-15:10	Panel Discussion

15:10-15:20 Break

Container Weighing: How is the new SOLAS amendment working in practice?

Chair: James Baxter, Director, Webster Robertson

- 15:20-15:50 **Overview of the responsibilities of each party and how these responsibilities are being met**
- Shipper
 - Terminal
 - Competent authority
 - Other players in the supply chain
- Peregrine Storrs-Fox, Risk Management Director, TT Club**
- 15:50-16:10 **Experiences and implementation in the port**
- Accuracy and consistency in enforcement
 - What happens to a container that arrives at a port without the necessary documentation?
 - What happens if the VGM (verified gross mass) declaration for a container turns out to be false or incorrect?
 - Outlook for the future and lessons learned
- Darren Snow, Business Development Manager, Strainstall**
- 16:10-16:20 **Break**
- 16:20-16:40 **Container Weighing: SOLAS storm from the scale provider's perspective**
- Rapid product development and customer implementations
 - Type approvals and verification
 - Weighing information management
- Mikko Mäkinen, Sales Director, Tamtron**
- 16:40-17:00 **VGM – Who Pays the Bill?**
Graeme Parkins, Managing Director, Hy-Dynamix Limited
- 17:00-17:20 **Weighing Containers Outside of the Terminal**
Dr Mark Fahey, Chief Technical Officer, BISON Group Limited
- 17:20-17:30 **Panel Discussion and Close**

Day One: Theatre 2

Container Terminals and Intermodal Transport

Chair: Alan Robertson, Director, Webster Robertson

- 10:30-10:50 **Rail Hub Milano: enabling the Southern Gateway Option**
Daniele Testi, Marketing & Corporate Communication Director, Contship Italia Group
- 10:50-11:10 **Setting up a new multi-modal service in cooperation with ports and proposing a unified terminal handling charge for all modes of transport**
Ferenc Szilagyi, Business Development Manager, CFT Group (Compagnie Fluviale de Transport)
- 11:10-11:30 **Performance analysis tools for seaports and their hinterland connections**
Katrin Brümmerstedt, Research Associate, Fraunhofer Center for Maritime Logistics and Services CML

11:30-11:50	The New Silk Road: Intermodal Logistics opportunities linking Europe with Asia Karl Gheysen, CEO, KTZE-Khorgos Gateway Kazakhstan
11:50-12:00	Discussion and Close

12:00 – 12:10 Break

Human Factors in Shipping Chair: Alan Robertson, Director, Webster Robertson	
12:10-12:30	Container ship crew: the vital ingredient in a successful supply chain Seafarers charity Apostleship of the Sea explains why in port and at sea the work and lives of seafarers are crucial to the industry. <ul style="list-style-type: none"> • What are the issues seafarers face today? • How can their work and lives at sea be enhanced? • When things go wrong what is like for those at the sharp end • A seafarers' charity in the 21st century, is it still necessary John Green, Director of Development, Apostleship of the Sea
12:30-12:50	Why Don't People Follow the Rules This talk uses the behaviour analysis to show how organisational systems actually shape workplace behaviours, identify the factors that determine compliance, and uncover hidden disconnects between the way things are supposed to work and the way they actually do. Dennis Jackson, Executive Vice President, DEKRA
12:50 – 12:55	Discussion and Close

12:55-14:00 Lunch

CTIA: An Introduction A Global Organisation to Represent and Promote Container Traders and Innovators Chair: Patrick Hicks, General Secretary, CTIA (Container Traders and Innovators Association)	
14:00 – 15:00	Panellists: Mark Bennett, Colin Rubery

15:00 – 15:15 Break

Innovations in Advanced Container Logistics Chair: Peter Mackay, Editor, HCB	
15:15-15:35	Container Repositioning: a holistic view for a global issue Marco Hazan, Managing Partner, Find-Box
15:35-15:55	Global container repositioning's: the next efficiency frontier Johannes Schlingmeier, Head of BCG's Container xChange, BCG Hamburg
15:55-16:15	Changing the Game – Solutions in European Ports <ul style="list-style-type: none"> • Container Logistics is an industry that is beset by a lack of visibility and information • Industry is under costs pressures and technology could be a major part of the answer Luke Duffy, CEO, ContainerChain Pty Ltd

16:15-16:35 **Empty container handling 2.0:** bringing together more than 2000 transport companies and logistics service providers with ocean carriers in 7 countries
Luc De Clerck, Chief Executive Officer, Avantida

16:35-16:45 **Discussion and Close**

Composite Tank Container: A new alternative for hazardous goods

Chair: Peter Mackay, Editor, HCB

16: 50-17: 20 **Dr. Andrey Ushakov, Professor, Skolkovo Institute of Science & Technology**
Co-Author: **Esa Hiltunen, CEO, Admor Composites**

Day Two: Theatre 1

Rail Freight Logistics Forum

Chair: Tony Berkeley, Board Member, European Rail Freight Association

10:30-10:50 **Rail: European developments**

Tony Berkeley, Board Member, European Rail Freight Association

10:50-11:10 **Establishing a fair and competitive single market in the European rail freight sector**

Dr Libor Lochman, Executive Director, CER

11:10-11:40 **Intersection of Eurasian Rail Freight Corridors: Transit potential of Azerbaijan, perspectives and opportunities for diversification**

Natig Jafarov, Head of Business Development and Marketing, ADY Express

11:40-11:50 **Panel Discussion and Questions**

11:50-12:00 Break

Innovation and Flexibility in Container Logistics

Chair: Alan Robertson, Director, Webster Robertson

12:00-12:25 **Key benefits of flexitanks vs. other modes of transport**

Chris Stockwell, Corporate Account Manager, TransOcean (JF Hillebrand Group)

12:25-12:40 **Flexitank market trends: what is a global flexitank operator?**

- Flexitank market trends over past 10 years
- Growth prospective and 2020 forecast
- Local infrastructure for global services delivery

Bruno Silva, Managing Director, BeFlexi

12:40-12:55 **Overview of GRP Composite Floors**

Steven Zhao, Executive Director, Guangdong CIMC ECO New Material Development Co., Ltd

12:55-13:10 **How carriers and shippers increase their profit margins by using the 4FOLD foldable container**
Jelle van de Hulst MSc, Business Developer, 4FOLD Foldable Containers

13:10-13:20 **Discussion and Close**

13:20-14:00 Lunch

Internet of Things and Big Data in Tracking

Chair: Mark Fletcher, Technical Editor, International Trade Magazine (ITM)

14:00-14:20 **Intermodal innovation and dynamic business transformation**
Kelley A Duarte, Assistant Vice President, IoT Strategic Services, EMEA, AT&T

14:20-14:40 **The Smart Container is ready for Business**
Mrs. Likun SHI (Merry), Vice General Manager, CIMC Intelligent Technology

14:40-15:00 **Satellite communications for a smoother supply chain, and better businesses**
Corry Brennan, Regional Sales Manager EMEA (Simplex), Globalstar

15:00-15:20 **Digital Approach to Cross Modality**
Christoph Wartmann, CEO, Nexiot

15:20-15:30 Break

15:30-15:50 **Transforming Container and Intermodal Operations with M2M/IoT Connectivity**
Michael Dempsey, Vice President, Container and Port Solutions, ORBCOMM

15:50-16:10 **Connectivity solutions for IoT and freight data handling**
Claudio Diotallevi, Rail Director, Ericsson

16:10-16:30 **The Coming of Age of the Smart Container**
Tim Baker, Marketing Director, TRAXENS

16:30-16:50 **Intermodal: a comprehensive and open solution to optimise the supply chain.**
Paul Havelange, CEO, Ubidata SA-NV

16:50-17:10 **The Evolution of Reefer Remote Monitoring and Control: Predictive and Preventative Maintenance Unlocking the real value of digitalisation**
Tobias Kramer, Business Development Manager, Seamark Group of Companies (360Reefer)

17:10- 17:30 **Global Low Cost Asset Tracking and Monitoring**
Nikola Nestorov, Chief Operating Officer, Net Feasa Ltd.

17:30-17.40 **Discussion and Close**

Day Two: Theatre 2

Cold Chain Solutions: Innovative Technologies to Increase Efficiency, Reduce Waste and Improve Reliability

An in-depth review of existing and future supply chain innovations in the cold chain focusing on more effective tools, technologies and processes from; post-harvest to retail, factory to pharmacy.

Chair: Mark Bennett, Consultant, Bennett Consulting

- 10:30-10:50 **Using innovative technologies such as RFID to deliver business value and improve supply chain efficiency**
Edwin Kalischnig, Secretary General, Cool Chain Association
- 10:50-11:10 **Edward Goh, Director of Marketing, Global Container Refrigeration, Carrier Transicold**
- 11:10 -11:30 **Arjan Bezemer, General Manager EMEA, Daikin**
- 11:30-11:50 **Morten Heide, CTO, Maersk Container Industry**
- 11:50-12:10 **Questions and discussion**
- 12:10-12:25 **Innovative Use of Reefer Containers in the 'Farm-to-Fork' Logistics Supply Chain**
Mr Srinikadaba, General Manager, Kanoo Machinery – KSA, Yusuf Bin Ahmed Kanoo Company Ltd.
- 12:25-12:30 **Questions and Close**

Replacement of Floorboards in Depots

Replacement floorboards used by depots are not always of the same quality as those used in new containers. This programme is seeking partners to work together with major depots in North Europe to explore the possibility of setting up a programme to check the quality of replacement floorboards being used

- 12:30 – 13:30 Panellists:
Nigel Stribley, Adrian Neale, Huzri Farook - Blue Sky Intermodal

New Silk Road: Trans Caspian International Transport Route connecting Europe and China.

A forum focused on the development and perspectives of new Silk Road which offers rail freight connection through territories of China, Kazakhstan, Azerbaijan, Georgia, Turkey and Black Sea region and Europe

- 13:30 - 14:00 **Welcome coffee and registration**
- 14:00 - 14:15 **Welcome Speech**
Igbal Huseynov, Chairman of Supervisory Board, International Trans-Caspian Transport Consortium
- 14:15 -14:30 **Welcome Speech**
Uwe Leuschner, General Director, DB Cargo

- 14:30 -14:45 **International Trans-Caspian Transport Consortium: Integration Advantages**
Natig Jafarov, Head of Business Development and Marketing, ADY Express
- 14:45 -15:00 **Development of infrastructure on Trans-Caspian International Transport Route**
Sergey Anashkin, Executive Director, KTZ Express
- 15:00 -15:15 **Ferry transportation via Black and Caspian Seas as a part of multimodal Transportation on Trans-Caspian International Transport Route**
Ilham Mammadov, General Director, ACSC Logistics
- 15:15 –15:30 **Launch of ‘NOMAD Express’ train on Trans-Caspian International Transport Route: test of the route, timings**
Zafer Engin, Head of Value Added Sales, DHL Logistics
- 15:30 -15:45 Coffee Break
- 15:45 -16:00 **Expansion of transportation geography of Trans-Caspian International Transport Route**
Salome Kelenjeridze, Head of Marketing, Georgian Railway
- 16:00-16:10 **Expansion of the route through Poland**
Aleksandra Adamska, Manager of Forwarding Department, PKP LHS
- 16:10 -16:20 **Expansion of the route through Romania**
Vitalie Struna, Director, Translogist Sistem
- 16:20 -16:30 **Expansion of the route through Bulgaria**
Lyubomir Iliev, General Manager, BDZ Cargo
- 16:30 -16:40 **New opportunities of transcontinental transportation between Europe and Central Asia**
Frank Müller, President of the Board of Directors, ASSTRA
- 16:40 -17:10 **Discussions with members of the Consortium**
KTZ Express, ADY Express, ACSC, GR Logistics & Terminals
- 17:10 -17:25 **Coffee Break**
- 17:25 -17:40 **Press Briefing**

Day Three: Theatre 1

Rotterdam Logistics Forum	
Boosting Intermodal Transport by making use of IT	
Chair: Roy Van Den Berg, Intermodal Transport Specialist	
10:30-10:50	Port perspectives and approach regarding digitization and information exchange Ellen Naaijken, Business Manager Logistics, Port of Rotterdam Authority
10:50-11:10	Increasing efficiency in intermodal transport through match making. Andre van der Zwaan, Managing Director, Svaner BV
11:10-11:30	Optimising logistic processes by using idle capacity on existing connections. Find connections and prices and book directly online. Frans Swarttouw, Managing Director, TEUbooker.com
11:30-11:50	How connecting data and transparency can improve intermodal hinterland transport in the Port of Rotterdam Marco Huijsman, Managing Partner, Cofano
11:50-12:30	Panel Discussion