



Draft Conference Programme

Day One: Theatre 1

Market Outlook: perspectives on strategy, finance, demand and supply	
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 Tim Power, Head of Maritime Advisors, Drewry
12:20-12:45	China's Maritime Silk Road and European Ports Geopolitics Professor Hercules Haralambides, Erasmus University Rotterdam
12:45-13:05	TBC

13:00-14:00 Lunch

Innovation in the Supply Chain: perspectives from big cargo owners	
Chair: Alan Murphy, COO, SeaIntel Maritime Analysis	
14:00-14:20	Strategies of the big cargo owners and how shipping lines can meet these challenges Alan Murphy, COO, SeaIntel 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 Marc Verelst, 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, WebsterRobertson

- 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, Straininstall**
- 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
- 17:20-17:35 **TBC**
- 17:35-17:45 **Discussion and Close**

Day One: Theatre 2

Container Terminals and Intermodal Transport

Chair: Alan Robertson, Director, WebsterRobertson

- 10:30-10:50 **Rail Hub Milano: enabling the Southern Gateway Option**
- Daniele Testi, Marketing 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, 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, WebsterRobertson	
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

14:00 – 15:00	CTIA: An Introduction A Global Organisation to Represent and Promote Container Traders and Innovators Patrick Hicks, General Secretary, CTIA
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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

Development of production technologies and certification tests of polymer composite tanks for container shipping of aggressive substances, chemical and petrochemical products

Chair: Peter Mackay, Editor, HCB

16: 50-17: 20 **Dr. Andrey Ushakov, Professor, Skolkovo Institute of Science & Technology**

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, 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, WebsterRobertson

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 **CIMC Eco – to be confirmed**

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, Holland Container Innovations (HCI)
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	
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 Dr Shouqin ZHOU, General Manager, CIMC Intelligent Technology and Director, CIMC SSC Center
14:40-15:00	Satellite communications for a smoother supply chain, and better businesses Corry Brennan, Regional Sales Manager, Globalstar EMEA
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
16:50-17:00	Discussion and Close

Day Two: Theatre 2

Cold Chain Solutions: Innovative Technologies to Increase Efficiency, Reduce Waste and Improve Reliability	
<i>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.</i>	
Chair: Mark Bennett, Consultant, Bennett Consulting	
10:30-10:50	Using innovative technologies to deliver business value such as RFID to improve supply chain efficiency Edwin Kalischnig, Secretary General, Cool Chain Association

10:50-11:10	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, discussions and close

13:00 – 13:30 Lunch

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 Registration

14:00 - 14:15 Welcome speech Chairman of Supervisory Board, International Trans-Caspian Transport Consortium

14:15 -14:30 Welcome speech by representative of DHL Logistics

14:30 -14:45 Welcome speech by Consortium member TBD.

14:45 -15:00 Welcome speech by guest TBD.

15:00 -15:10 International Trans-Caspian International Transport Route. Opportunities and perspectives for development of the Trans Caspian International Transport Route

15:10 – 15:20 Launch of NOMAD Train on Trans Caspian International Transport Route: test of the route, timing and prices

15:20 - 15:40 Expansion of transportation geography from China to Europe.

15:40-16:00 New opportunities in transcontinental cargo transportation between Asia and Europe.

16:00 - 16:30 Discussions with the member of the Consortium (KTZ express, ADY express, Azerbaijan Caspian Shipping Companies, Trans Caucasus Terminals)

16:30 - 16:45 Coffee-break

16:45 - 17:30 Press briefing

Day Three: Theatre 1

Rotterdam Logistics Forum

Increasing and optimising Intermodal Transport through IT
Chair: Roy Van Den Berg, Intermodal Transport Specialist

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| 10:30-10:50 | Increasing efficiency in intermodal transport through match making.
Andre van der Zwaan, |
| 10:50-11:10 | Optimising logistic processes by using idle capacity on existing connections.
Find connections and prices and book directly online.
Frans Swarttouw, TEUbooker.com |
| 11:10-11:30 | How connecting data and transparency can improve intermodal hinterland transport in the Port of Rotterdam
Marco Huijsman, Cofano |
| 11:30-11:50 | Port perspectives |
| 11:50-12:30 | Panel Discussion |
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