



European Harbour Masters' Committee

**EHMC**

# PORT CHOICE



## 9<sup>th</sup> EHMC *seminar*

Thursday 11 - Friday 12 May 2017  
Port of Tanger Med, Morocco

The 2017 seminar will be a first in the history of our European IHMA committee since it will be held in the Moroccan port of Tanger Med. This as a consequence of the 2015 seminar in Marseille, where we reached out to our North African colleagues who are Harbour Masters, Port Captains and their deputies. (North) Africa is becoming an ever more important trade and transport continent and we are hoping to meet many new colleagues.

At the same time, and as usual, the biennial EHMC seminar offers European Harbour Masters the opportunity to meet, discuss specific topics of common interest and learn from a variety of speakers. Also this year we are able to offer a most interesting program with a wide variety of high level speakers.

The day following the seminar, we will visit the port of Tanger Med which by now is operating amongst the world's leading ports. The port visit will show how Tanger Med has built a leading hub port on the south shore of the Strait of Gibraltar. The Friday morning program will end around 14.00 with a congenial, informal gathering and lunch.

We are looking forward to seeing each and all of you at our 2017 edition.

Registration: [www.harbourmaster.org](http://www.harbourmaster.org) / Congress & Seminars

On the IHMA website you may also find information about hotels and registered participants.



## Thursday program

<b>08.00</b>	<b>Pick-up of participants in Tanger</b>
09.00-09.20	Word of welcome TMPA, Capt. Khalid Samir Opening by EHMC Chairman Capt. Amaury de Maupeou
09.20-09.45	<b>Mr. François Peigne</b> , Director of ports and terminal operations - CMA CGM <i>Choices and operations in the new mega alliances</i>
09.45-10.10	<b>Mr. Jan Tiedemann</b> , Senior Analyst Liner Shipping and Ports, Alphaliner/BRS <i>New mega alliances, new complexities</i>
<b>10.10-10.30</b>	<b>Q&amp;A session</b>
<b>10.30-11.00</b>	<b>Coffee Break</b>
11.00-11.30	<b>Mr. Paul Turret</b> , Director of the Institut Supérieur d'Economie Maritime <i>Present day shippers in the dry and wet bulk markets</i>
11.30-11.50	<b>Mr. Jérémie BRASSAUD</b> , Supply-Chain Director-Renault Morocco, Groupe Renault <i>A journey from parts to new vehicle distribution</i>
<b>11.50-12.15</b>	<b>Q&amp;A session</b>
<b>12.15- 13.30</b>	<b>Lunch</b>
13.30-13.55	<b>Mr. Hartmut Goeritz</b> , APMTT Director General and Head of Med Hubs portfolio <i>The challenges of cooperating on both sides of the Mediterranean</i>
13.55-14.20	<b>Mr. Argyris Stasinakis</b> , Partner MarineTraffic <i>Intelligence in port and port users decisions</i>
14.20-14.55	<b>Ms. Claartje Hoyng</b> , Maritime consultant–Maritime & Aviation Royal HaskoningDHV <i>Future Port = Data Port?</i>
<b>14.55-15.15</b>	<b>Q&amp;A session</b>
<b>15.15-15.45</b>	<b>Coffee Break</b>
15.45-16.00	<b>Capt. Yoss Leclerc</b> , Expert Advisor, Port of Quebec, Canada / IHMA Vice President <i>Port operations' sustainability: Competitiveness challenges and opportunities</i>
16.00-16.15	<b>Capt. Carita Rönqvist</b> , Harbour Master Kokkola Port Finland/IHMA Council <i>Will the Ballast Water Convention lead to raised costs, delays &amp; congestions in ports?</i>
16.15-16.25	<b>Ms. Anne Carnegie</b> , Secretary – International Harbour Masters' Association <i>IMO news &amp; IHMA's partnership in PIANC's 'Navigate a Changing Climate Group'</i>
16.25-16.35	<b>Capt. Kevin Gregory</b> , Chairman of IHMA's ExCo and 2018 Congress Papers' Comm. <i>A sneak preview of the IHMA Congress 2018, London</i>
<b>16.35-17.00</b>	<b>Q&amp;A session</b>
17.00	Return to Tanger city
<b>20.00</b>	<b>Dinner in Tanger</b>



## Friday program

The seminar will be followed on the Friday by a technical visit to the Port of Tanger Med and a social program that will take us to the famous Caves of Hercule and will end with a lunch at 14.00 at the Cap Spartel, the most North Western point of mainland Africa where the Spartel lighthouse shows the entrance to the Strait of Gibraltar.

<b>08.00</b>	<b>Pick-up by bus of participants in Tanger</b>
09.30	Arrival at the port of Tanger Med
09.30-11.30	Visit to the port of Tanger Med
12.30	Return to Tanger by bus and visit to the Caves of Hercule
13.30	Visit to the Cap Spartel and Spartel Lighthouse
<b>14.00</b>	<b>Lunch at the Cap Spartel Restaurant</b>



## Speakers

### Mr. François Peigne

**Director of ports and terminal operations CMA CGM**

*Founded in Marseille in 1978 by Jacques Saadé, the CMA CGM Group is the third-largest container shipping company worldwide. From its base in Marseille, the group is present in more than 150 countries through its network of agencies, with more than 20.000 employees worldwide. The Ocean Alliance, led by CMA CGM, is the largest shipping alliance ever. Starting in 2017, it is made up of CMA CGM, Cosco, Evergreen and Orient Overseas. It will employ 350 of the companies vessels and it will offer 40 services on the east-west trades, with 498 port calls.*

### Choices and operations in the new mega alliances

- How do the Network Requirements affect port choices and how are decisions made?
- What are the drivers behind the schedules of the liner services; why is a port included as a port of call in a service, what decides for the choices of first and last ports of call, how is the vessel size within a service of influence of the schedule?
- How does CMA CGM 'rank' ports as being supportive to shipping operations?
- The Ocean Alliance will offer 40 services on the east-west trades and 498 port calls; which are the ports that stand out
- Is port choice actually a choice for a port or rather for a terminal/terminals?
- How do ports discuss with carriers about their products How loyal are shipping lines these days to their ports? Where is the loyalty build on?
- How important are ballast water, waste and port reception -regulations and facilities for shipping lines and smooth shipping operations?
- With which services, quality level of services or regulations could a Harbour Master support shipping operations?

### Mr. Jan Tiedemann

**Senior Analyst Liner Shipping and Ports, Alphaliner/BRS**

*Alphaliner harbours an unrivalled wealth of information on the liner shipping industry and containerhips. It edits a weekly newsletter analysing liner shipping developments, and a monthly monitor of key statistical and other container shipping indicators. Alphaliner is an independent consultancy firm within BRS, the worldwide shipbroker Barry Rogliano Salles.*

### New mega alliances, new complexities

- A short review of the global alliance structure 2016 vs 2017. What has changed before vs after as these changes have been quite major!
- The 3 mega alliances (2M, Ocean Alliance, THE alliance) bring an enormous complexity in interests in terminals. How does this add to the operational complexity for members of the partnership; in increasing numbers of terminals to stop, in planning difficulties, tracking of cargo and in port choice!
- Is the terminal sector also consolidating? Key ports are controlled by a few players, is further consolidation needed? Do terminals need to be merged into MEGA alliances?

- Are ocean carriers shifting towards more direct calls at the expense of transshipment, hence are feeder ports being added to mainline services and are costs the reason
- What are the effects of alliance changes on certain ports and terminals; Hong Kong, Hamburg, Rotterdam – the Gibraltar Strait, Tanger Med and Algeciras – Straits: Singapore, TPP, Port Kelang...
- Have we seen disruptions in ports since the introduction of the new alliances on 1 April
- Is customer satisfaction from shippers to carriers declining and what is true about the signs of working together to create 'new rules of operation', benefiting both of them. What would these new rules of operation include; f.i. correct speed, delays, timely information on arrival times, berthing and container availability, more predictable choice of terminals, more reliable transit times etc.



### Mr. Paul Turret

Director of the Institut Supérieur d'Economie Maritime

*The Higher Institute of Maritime Economics (ISEMAR) was founded in 1997 by the industry and the port community in Nantes Saint-Nazaire. Its goal is to develop an expertise serving as a touchstone for maritime transport, ports and naval industry. The Institute is, therefore, a honed observatory on changes in maritime economics. ISEMAR puts its knowledge in research and understanding of maritime transport and commerce at the disposal of a wide audience since these are crucial issues in this global economic era.*

### Present day shippers in the dry and wet bulk markets

- Developments in bulk transport and consequences for port calls and port choice
- Technology and artificial intelligence may change the way that shipments and fleet of vessels are managed, but may very well also change trading, transport decisions by (independent) traders and port calls; how?
- How may bundling of freight flows look like in future, what new services are shippers looking forward to
- Will freight decisions and cargo flows, apart from the market, depend more on congestion information, weather information and possibly other sets of operational information
- What are the services or quality levels of services in port (operations) that make a shipper prefer one port over another, what makes that ports for shippers are a blessing or moreover a barrier in the logistics chain, which information is needed f.i. for routing and scheduling decisions etc.
- How can a harbour master contribute in this changing world to optimal decision making in transport flows
- Is there a case for more uniform rules and port regulations or are ports too specific for uniform rules

**Mr. Jérémie BRASSAUD****Supply-Chain Director - Renault Morocco, Groupe Renault**

*In 2016 the car manufacturer Renault produced more than 345 000 cars in Morocco and exported via the port of Tanger Med over 250 000 cars. Well organised logistics are key in the performance of international companies and customer service strategies. Connecting global supply chains between Europe, North Africa, India and South America are vital for cars and spare parts producers.*

**A journey from parts to new vehicle distribution**

- How is the Renault logistics chain designed for parts and new vehicles built in Morocco?
- Are ports a blessing or a barrier in the logistics chain?
- Which are the criteria to choose a specific port? Which are the services and service levels required?
- How does the future of the Renault supply chain look like in Morocco?

**Mr. Hartmut Goeritz****APMTT Director General and Head of Med Hubs portfolio**

*Situated within the Strait of Gibraltar, the busiest sea lane in the World, APM Terminals Tanger provides seamless connectivity to the Mediterranean, Americas and North and West African markets. Primarily a transshipment hub, APM Terminals Tanger is today the leading container operator in the port of Tanger-Med and has won two important safety awards, was named "Best Employer in Morocco" 2012 and won that same year Morocco's National Quality Award for its excellence in the integrated Management System and its efforts for Continuous Improvements.*

**The challenges of cooperating on both sides of the Mediterranean**

- The Med Hubs Portfolio covers the terminals of Tanger, Algeciras and Port Said in Egypt. What are the challenges of operating in two different continents, in three different countries and in completely different circumstances?
- APM Tanger will operate in tandem with APM Algeciras as an 'integrated Western Mediterranean transshipment hub'. This offers a choice of port on both continents. How does this work, what are the challenges such as in planning?
- How do the new alliances change the operations and strategies on the terminal side.
- How does a terminal influence port choice.
- Which are the KPI's that terminals use to measure their operations, do they differ in different ports and do those KPI's have a connection with the liners' KPI's?
- How to communicate, cooperate with and coordinate all partners, stakeholders and nautical service providers



**Mr. Argyris Stasinakis****Partner MarineTraffic**

*Developed as an academic project by the Greek University of the Aegean, MarineTraffic nowadays provides a comprehensive maritime database to more than 6 million users monthly! This global pioneer and meanwhile world leader in AIS vessel tracking service, provides intelligence to organizations seeking a competitive advantage. The MarineTraffic team of engineers, scientists and shipping experts share a common vision: to make the shipping industry more efficient and transparent.*

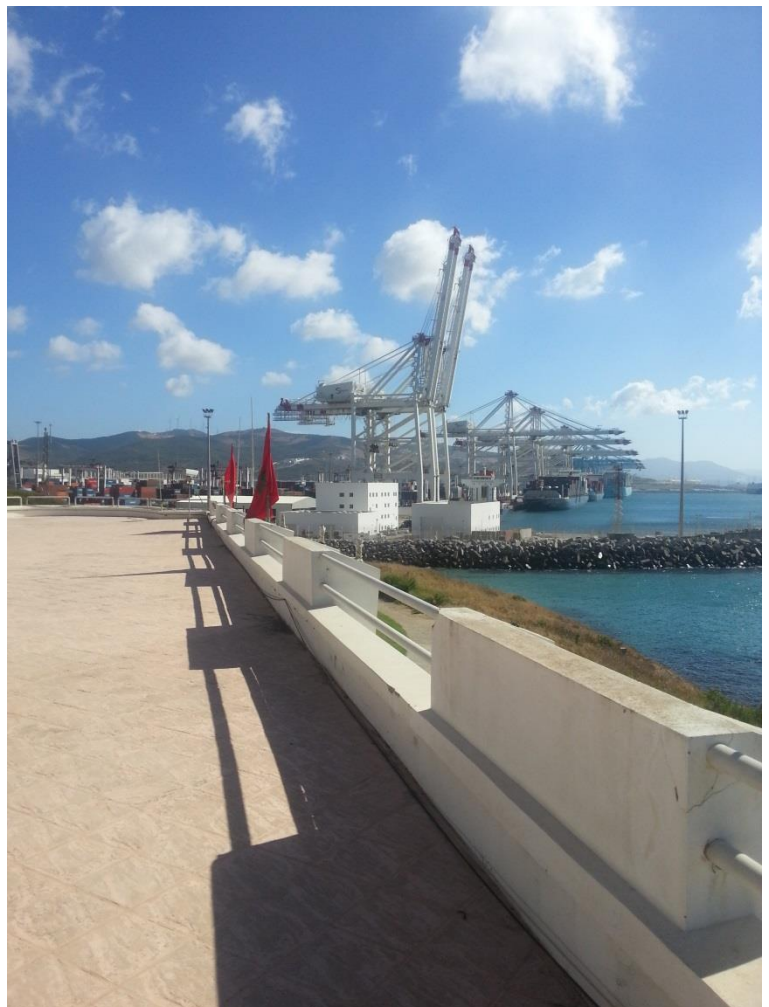
**Intelligence in port and port users decisions**

- The exciting history of MarineTraffic
- How do port clients use the MarineTraffic ships database of more than 550000 vessels and their near real-time positions and movements in their operations and decision making
- How do they incorporate AIS derived services and analysis in their fleet monitoring, real-time analytics, situational awareness, competitor tracking, global/local supply and much more
- What kind of intelligence can a port or harbour master derive from the MarineTraffic AIS based data, transmitting position, speed, course over ground, vessel dimensions, voyage details, current destination etc.

**Ms. Claartje Hoyng****Maritime Consultant – Maritime & Aviation Royal HaskoningDHV**

*Royal HaskoningDHV has been making a world of difference in people's lives since 1881. As an independent international engineering and project management consultancy, we have been working with clients to successfully deliver projects which contribute to improving living circumstances around the world for 135 years.*

*Our reputation for multi-disciplinary civil engineering excellence in the development of maritime, marine and waterway structures is world renowned. Our experts have experience across all areas of shipyards and ship lifts, cruise and container terminals, offshore renewables, bulk ports and marine pipelines.*

**Future Port = Data Port?**

- The Internet of Things in the port industry
- A view at the (near) future and the ideas that are going around of how the IoT may change the ports in the future
- What is the perspective of a future world in shipping and ports in a digitized world?

**Capt. Yoss Leclerc**

Expert Advisor, Port of Quebec, Canada / IHMA Vice President

**Port operations' sustainability : Competitiveness challenges and opportunities**

- Challenges and opportunities of social and environmental commitments of ports
  - How can sustainability and social acceptance programs make ports more attractive
  - Effects of internal culture changes on customer satisfaction
  - Business case: Beauport2020
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**Capt. Carita Rönqvist**

Harbour Master & Port Security Officer, Port of Kokkola, Finland / IHMA Council member

**Will the Ballast Water Convention lead to raised costs, delays and congestions in ports?**

- Challenges in the ports
  - Challenges for big bulkers; ballast vs. hold wash water, ballast water discharging capacity, installation of cleaning systems
  - Challenges in cold climates
  - Challenges during short trips
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**Ms. Anne Carnegie**

Secretary – International Harbour Masters' Association

**IMO news & IHMA's partnership in PIANC's "Navigate a Changing Climate-Group"**

- A PIANC coalition that supports the maritime sector as they respond to climate change
  - By encouraging owners, operators and users to reduce greenhouse gas emissions and to improve preparedness to adapt to the changing climate
  - Which actions are underway?
  - IMO's World Maritime Day; 28 September 2017, "Connecting Ships, Ports and People"; a theme about the port and maritime sectors as wealth creators on land and at sea
  - The IMO's annual Day of the Seafarer; 25 June 2017
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**Capt. Kevin Gregory**

Chairman of IHMA's ExCo and 2018 Congress Papers' Committee

**A sneak preview of the IHMA Congress 2018, London**

- The IHMA is having its 11th Congress in London, on the 25 – 28 June 2018, addressing the theme 'Ports – Essential for Safe, Efficient and Secure Global Trade'
- What will be on offer at the IHMA Congress 2018 in London



## *Registration and fees*

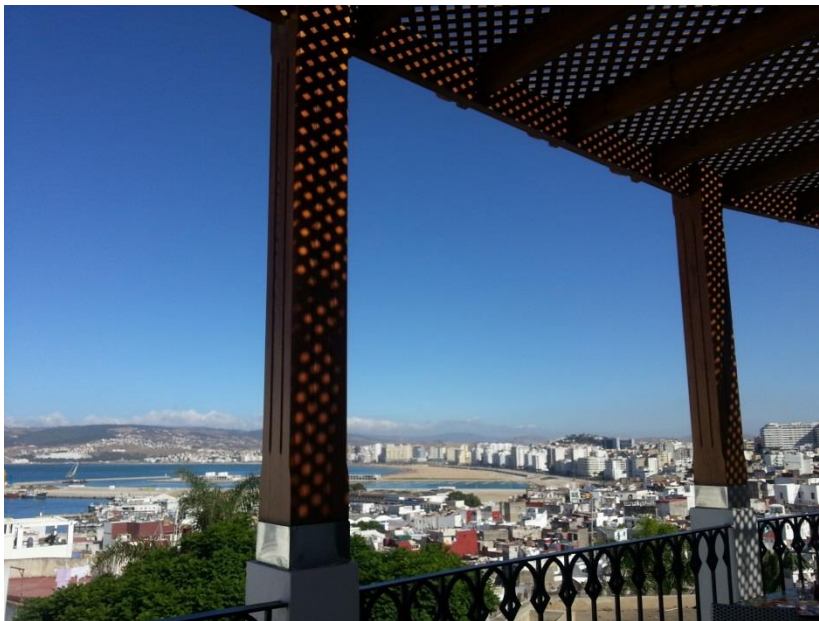
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Port; .....

Phone; .....

E-mail; .....

- ☐ I will attend the EHMC Seminar on Thursday 11 May 2017; fee 125 €  
For those who want to use the occasion to get acquainted with the International Harbour Masters' Association and consider membership, no fee will be charged.
- ☐ I will attend the cocktail and dinner on the Thursday evening, 20.00 at a cost of 35 € pp
- ☐ I will also attend the technical visit and social program on Friday 12 May at a cost of 35 € pp for entrance fees and lunch



You will receive an invoice to settle the costs for those boxes that you have ticked.

**Please send your registration to;** [romers.ehmc@harbourmaster.org](mailto:romers.ehmc@harbourmaster.org)

IHMA membership information:  
<http://www.harbourmaster.org/ihma-membership.php>



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