



UK-NL

Maritime Nations Forum



#UKNLMaritime

PORT INNOVATION EXCHANGE

17 JANUARY 2019 | LIVERPOOL

Conference Programme

ORGANISED BY



MARITIME
UK



Kingdom of the Netherlands

EVENT SPONSORS



MERSEY
MARITIME



Royal
HaskoningDHV
Enhancing Society Together

**ROTTERDAM.
MARITIME
CAPITAL
OF EUROPE.**



Richard Ballantyne
Chief Executive
*British Ports
Association*

Conference Chair
*UK-NL Maritime
Nations Forum*

WELCOME from the Conference Chair

A very warm welcome to the wonderful city of Liverpool for this interesting and important event exploring synergies and progression in the port and maritime sector. I am very much looking forward to hosting what is the first of such events underlining collaboration between the Netherlands and the UK.

The Dutch and British ports and maritime sectors have a great deal in common. Collectively each country's ports are the number 1 and 2 in the EU in terms of the tonnages of freight they handle. Combined this figure is over 1 billion tonnes of freight each year.

Whilst Brexit continues to dominate the headlines and attention of the UK and European governments, today we will have plenty of opportunities to consider other issues facing our industry, beyond the immediate weeks and months. Whatever happens in terms of Brexit, our geography and the existing trade links between the Netherlands and the UK will remain and indeed hopefully flourish in years to come. Maintaining and developing these links is a central aim of the day as well as exploring and celebrating the collaboration opportunities that exist between these two heavyweights of the maritime world. It is well known that the Netherlands is a key maritime and logistics hub for Europe. The UK has established links with this hub and in terms of trade, both nations are, in my opinion, interdependent on one and other.

Our ports have both evolved in slightly different political and ownership environments. However in terms of synergies the maritime industries in both the Netherlands and UK have needed to be dynamic and forward-facing. During today's discussions we will be hearing from industry experts on a wide range of timely and important matters from market trends to emerging developments in the operational and digital environment.

Finally as a National Council member for Maritime UK can I also say how grateful we are to the **Netherlands Business Support Office** and **Maritime UK** who have organised this event in partnership with Mersey Maritime. I would also like to thank all of the speakers, who offer their wisdom and vitality in equal measure. We can all appreciate how demanding diaries can be these days and we are delighted for your attendance and trust you will find it rewarding. I wish you all the best for what promises to be a stimulating and engaging day.



WELCOME TO ROTTERDAM. MARITIME CAPITAL OF EUROPE.

Rotterdam has never been held back by a lack of ambition and has always attracted pioneers, innovators and industry leaders. Rotterdam embodies decades of solid experience in international trade, shipping and maritime business services.

The city and its region have developed into one of the leading maritime capitals in the world. Rotterdam is the base of operations for Europe's Maritime Industry. Trade flourishes here because of the world's finest infrastructure, networks and workforce that connects it to the entire globe and directly into the European market of 500 million people.

WORLD CLASS MARITIME BUSINESS SERVICES IN ONE PLACE.

Maritime business service providers offer a "one-stop" shop for trade and shipping. These enterprises include companies across all sectors: banks, insurance companies, insurance brokers, lawyers, accountants, tax consultants and claims assessors, as well as institutions that foster knowledge and innovation within Rotterdam's maritime cluster. Examples of these institutions are the VNAB (the Dutch association for insurance brokers) and the RMSC (the community for maritime business services in Rotterdam)

**ROTTERDAM.
MAKE IT
HAPPEN.**

One of the strong points of the maritime cluster is legal services related to maritime casualty, commercial shipping activities and shipbuilding. The Maritime Chamber of the Rotterdam District Court is specialized in maritime law, transport law and international sale of goods. Its expertise, as well as its speed and cost-effectiveness, is recognised within the industry. Rotterdam-based judges, arbitrators, lawyers and technical experts are internationally renowned for their hands-on attitude and pro-active and practical advice, which is available 24-hours a day. The Maritime Chamber offers the option to conduct all litigation in English. In some cases, shipping disputes are resolved through arbitration or mediation, and Rotterdam is an ideal location for national and international dispute resolution proceedings.

GET AHEAD. STAY AHEAD.

Rotterdam offers a unique blend of competitive advantages, which makes it the city of choice for maritime business service providers, shipping and trading companies. The can-do mentality and Rotterdam's innovative character make the city and its region a stepping stone for entrepreneurs who want to be at the forefront of their industry.

www.rotterdammaritimecapital.com

**ROTTERDAM
PARTNERS**





Marjolein Bouwers
Chief
Representative
Netherlands
Business Support
Office (NBSO)
Manchester

WELCOME by the organisers

I am pleased to see so many of you here today at our first UK-NL Maritime Nations Forum. A warm welcome to Liverpool and to the Royal Liver Building, one of Liverpool's landmarks.

Part of our role as the Netherlands' Government trade office based in Manchester, is to facilitate collaboration and partnerships between British and Dutch industry and knowledge institutes. The Maritime sector being of vital importance to both countries, together with Maritime UK and Mersey Maritime we began exploring areas where we could strengthen our collaboration. We identified three key areas:

- **Innovation**
- **Skills**
- **Maritime clusters**

We soon decided that 'innovation' would be our first theme and that we did not want to limit ourselves too much by focussing one particular innovation such as digitisation, automation, big data or carbon reduction. We wanted it to be wide-ranging, varied and inspiring.

Here we are today. The organisation of this event has been a very exciting process because of all the positive and encouraging response from everyone we have shared our ideas with to in the run-up to this day. There appeared to be momentum for an event like this.

I wish you all a very pleasant and stimulating day and I hope to welcome you again at one of our follow-up events.



MARITIME
UK

The World's Maritime Centre

 maritimeuk.org  [@MaritimeUK](https://twitter.com/MaritimeUK)

TECHNOLOGY

DESIGN &
MANUFACTURING

SERVICES

INVESTMENT



Harry Theochari
Chair
Maritime UK

WELCOME by the organisers

I'm delighted to welcome you all to the first UK-NL Maritime Nations Forum, hosted in the great maritime city of Liverpool; particularly those who have travelled across the North Sea to be here today. You are most welcome.

The British and Dutch have much in common: their love of the sea, a sober outlook on life, faith in pragmatism, and a commercial disposition. The Netherlands and UK are North Sea Neighbours, and major maritime nations. We both face the same challenges and opportunities that confront our global maritime sector.

We are determined to strengthen our relations with friends and partners across the continent, and the British have no closer partner in Europe than the Dutch. The total UK-Netherlands trading relationship was valued £85.8 billion in 2017 – a 14.4% year-on-year increase. And we can do more.

The UK is leaving the European Union, but it is not leaving Europe. And that's why we're focused on exploring opportunities to strengthen relations and partnerships to mutually benefit both of our countries and its people.

Our ports are global gateways, and crucially engines of regional growth for the communities that surround them. Today you will hear from both Dutch and British companies, associations and institutes about their work to drive maritime innovation in our ports. I'm particularly keen for the discussions and networking outside of the formal presentations and panel debates to be as valuable as possible – and serve as a platform for both sides to explore deeper collaboration. Together, we achieve more than we do alone and where better to look for those collaborations than with a country with which we share so much? I truly believe that both countries present unique and complimentary offers, that if harnessed properly, can deliver real progress.

With thanks to the NBSO and our partners Mersey Maritime for their sterling efforts in delivering this inaugural Maritime Nations Forum. We're determined that the Forum become a vehicle for continuous sharing, partnership and collaboration.

Enjoy today, and let's resolve to take this maritime relationship between North Sea Neighbours to the next level!

PROGRAMME

MORNING SESSION

09:00 - 9:30am **REGISTRATION AND WELCOME COFFEE BREAK**

09:30 - 9:45am **CHAIR'S OPENING REMARKS / WELCOME FROM THE MAYOR OF LIVERPOOL**
Richard Ballantyne from the British Ports Association / Mayor Joe Anderson, OBE

09:45 - 11:00am **PRESENTATIONS FROM UK AND DUTCH PORTS**
Including examples on their innovation strategy (how to plan for digital transformation: challenges, opportunities and barriers) with speakers from;
Geoff Lippitt, Group Business Development Director at PD Ports
Bart Kuipers, Senior Researcher Port Economics at Erasmus University Rotterdam, UPT
Paul Olvhoj, Sales Manager at Port of Sunderland
Andrew Byrne, Managing Director at Port of Immingham (DFDS)

11:00 -11:20am **COFFEE BREAK**

11:20am -12:30pm **SHOWCASES OF SUCCESSFUL INNOVATION PROJECTS AND BEST PRACTICES**
Companies and ports;
"E-shipping and emission free transport" by Ruud van Sloten from EVConsult
"Green Port Programme" by Gesa Reiss from AURA / University of Hull
"Groningen Seaports" by Patrick Cnubben from New Energy Coalition
"How to smartly leverage technology and data in your terminal design process" by Wim Welvaarts from Rebel Group
"Rapid, 3D, visualisation and analysis of diverse data (Belfast Harbour Bathymetry)" by Andrew MacPherson from 3DEO

NETWORKING LUNCH

12.30 - 1.30pm **FOOD FOR THOUGHT**



PROGRAMME

AFTERNOON SESSION

1.30 - 2.30pm

THE ROLE OF MARITIME RESEARCH INSTITUTES

Looking beyond the horizon with;
Jos van Doorn, Manager at Maritime Research Institute Netherlands (MARIN)
Wiebe de Boer, Portfolio coordinator Coastal Developments at Deltares
Ian Jenkinson, Professor at Liverpool John Moores University
Simon Quinn, Professor at SMMI University of Southampton

2.30 - 3.30pm

SMART PORTS: WHAT ARE THEY?

A panel discussion with;
Gina Acosta, Operations & Engineering Director at Peel Ports
Richard Willis, Technical Director Port Operations, Royal HaskoningDHV
Jan Gardeitchik, Senior Lead Digitisation at Digital Business Solutions Port of Rotterdam

3.30 - 3.45pm

COFFEE BREAK

3.45 - 4.45pm

HOW TO CREATE A PORT INNOVATION CULTURE OF EXCELLENCE

A Panel discussion on the conditions for a thriving marine innovation ecosystem with;
Liz English, Development Manager at Associated British Ports
Chris Shirling-Rooke, CEO at Mersey Maritime
Gert-Jan Nieuwenhuizen, Managing Director at Port of Amsterdam
Ben Murray, Director at Maritime UK

4.45 - 5.00pm

CLOSING REMARKS

NETWORKING RECEPTION

5.00 - 6.00pm

JOIN US FOR DRINKS AND CANAPES

SPEAKER PROFILES by session

Geoff Lippett

Group Business Development Director

PD Ports



Geoff joined PD Ports as Group Business Development Director in 2011.

A marketing graduate from Salford University, Geoff started his career as Transport Controller for Overseas Containers Limited (OCL).

Geoff has over 30 years' experience in the logistics and transport industry with a background in operational and general

management, as well as in business development. His experience includes senior appointments in the shipping and ports logistics sectors, and more recently with Kuehne + Nagel, where he held the position of Vice President, Global Business Development. During his career, Geoff has also worked at ABP, BOC and a number of other major logistics businesses in senior role.

In his role at PD Ports, Geoff is responsible for driving the commercial business development activities across the Company. He has been instrumental in driving forward relationships with Transport for North and continues to play a key role in lobbying for critical improvements to UK transport infrastructure as part of the Northern Powerhouse agenda.

Bart Kuipers

Senior Researcher Port Economics

Erasmus University, UPT



Dr. Bart Kuipers works as a port economist for the Erasmus Centre for Urban, Port and Transport Economics (Erasmus UPT), a section of Erasmus University Rotterdam. Erasmus UPT carries out two main types of applied economic research and studies, i.e. contract research and academic research. Contract research aims to deliver market-oriented solutions grounded in science, while academic research contributes to Erasmus UPT's position as a knowledge institute. Erasmus

UPT's researchers aim to create spillover effect in between the three main themes and often combine the different perspectives within their researches.

Bart Kuipers is involved in port and logistics research for more than three decades. He worked as a researcher for the Ministry of Transport, for research organisation TNO and since 2008 he works for Erasmus UPT. Bart has experience in the container industry, the chemical industry and the logistics industry – especially in the context of seaports and inland ports. Being an economic geographer by profession, spatial behaviour of the logistics industry and regional transformation processes are a prime focus of interest.

SPEAKER PROFILES by session

Paul Olvhoj

Sales Manager

Port of Sunderland



Paul Olvhoj is the Sales Manager at the Port of Sunderland. He started his career in the maritime sector by joining the Royal Navy aged 16, subsequently working in the oil and gas offshore industry until coming back to land in 2006 working in agency and chartering. He has been at the Port of Sunderland since May 2017 and is a Member of the Institute of Chartered Shipbrokers.

Paul's current role means he is responsible for the growth of the Port business and estate development. Taking the Port forward into digitalisation and transforming the portfolio of income streams is a key strategy for Paul.

Andrew Byrne

Managing Director

Port of Immingham (DFDS)



DFDS Seaways UK is part of the Danish Shipping and Logistics Company DFDS A/S that was founded in Copenhagen in 1866. DFDS Seaways is based in Immingham, the UK's largest port by tonnage, and operates Shipping and Logistics services between Scandinavia, Mainland Europe, and Deep-Sea destinations.

Using its 160-acre, 7 berth site and employing over 600 people, DFDS operate circa 30 arrivals and 30 departures per week from Immingham, with the majority being roll-on roll-off services within the DFDS Network. With 65,000 sqm of warehousing space, 2700 trailer bays, 3000 new vehicle bays and a large Lift-on Lift-off and project cargo capability, this complex fast-moving operation moved more cargo in 2018 than any previous year, following the 7th consecutive year of growth.

Handling an average of 1 unit every 50 seconds, 24 hours a day, 7 days a week it is continually developing and innovating its practices and processes to ensure a safe and efficient operation that supports many of the supply chains the country relies on.

Making waves globally



MERSEY
MARITIME

Do you want
to be part
of the **sea
change?**

The **most influential
maritime cluster in
Europe**; attracting
inward investment
and growth

**Supporting
the maritime
ecosystem** in
the North West
to thrive

Driving the
creation of **more
than 75 maritime
jobs** in the last
year

**Become a member today,
contact Ruth Wood:**

E: ruth.wood@merseymaritime.co.uk

M: 07894 568 804

SPEAKER PROFILES by session

Ruud van Sloten

Managing Consultant

EVConsult



Ruud has been active in the field of e-mobility since 2009 when he was involved in the first National Action Plan Electric Driving of the Dutch government. He was seized by the combination of innovation and sustainability in the sector. For more than 10 years he has supported multiple organisations with the transition to e-mobility.

EVConsult is an independent and specialised consultancy firm working with a team of

motivated consultants to accelerate the transition towards sustainable mobility and energy. We provide private and public parties with strategic advice, market analyses and project management services regarding electric passenger and freight transport, charging infrastructure, smart grids and sustainable energy production and storage.

We do so based on our extensive experience in realising dozens of EV projects in over 20 countries, from the first public-private partnerships for charging stations in The Netherlands in 2008 to the project management of completely sustainable transport hubs with local sustainable energy production, storage and EV.

Gesa Reiss

Innovation Manager

University of Hull



A scientist by training, Gesa Reiss has worked in science, overseas development and economic regeneration in the UK but also in India, Egypt, Hong Kong and Cameroon.

Over the past 18 years, she gained extensive experience in building cross-sectoral networks and collaborations that provide economic opportunities and encourage innovation.

Gesa previously worked for one of the regional economic development organisations in Yorkshire advancing the organisation's bio-economy and renewable energy portfolio. In her current role as innovation manager for the Green Port Growth Programme and AURA at the University of Hull, Gesa is responsible for supporting the low carbon industries in the Humber and for expanding the University's R&D activities in renewable energy systems.

SPEAKER PROFILES by session

Patrick Cnubben

Manager Bio energy & Gas
New Energy Coalition



Drs. Ing. Patrick Cnubben (1965) studied Chemical Engineering at the Hogere Technische School Heerlen (1989) and Chemistry at the University of Amsterdam (1993) and has been employed successively by Pré Consultants, Philips, Energy Research Centre of the Netherlands, PricewaterhouseCoopers and Technology Center North Netherlands before his involvement within the Energy Valley Foundation and New Energy Coalition.

He has been active in this domain for over 17 years now and is focussed on and responsible for the realisation of large scale investments in the field of Bio Energy & Gas enhancing amongst else the production and use of (biogenic) energy carriers such as Green Gas, (Bio)LNG and Hydrogen. The facilitation of business development - from idea generation through the realisation phase towards the operational phase - with and within industrial clusters on subjects such as Green Gas, (Bio)LNG, Power to Gas, biomass conversion technologies and Hydrogen in the Northern-Netherlands is key.

Wim Welvaarts

Senior Port Consultant
Rebel Group



Wim is port expert at Rebel. He has over 18 years international experience in the planning and design of ports and harbours overall. He has been responsible for managing numerous multi-disciplinary port development projects around the world as a Maritime Consultant with RoyalHaskoningDHV and Program Manager Terminal Infrastructure with Terminal Investment Limited (TIL), the 6th largest private global container terminal operator.

Since joining Rebel late 2016 he has been involved in various operational, financial and PPP assessments of port projects. Wim brings to the team a unique experience in optimisation of terminal and operational design, combined with his experience in infrastructure and civil engineering, Wim offers a unique blend of expertise.

SPEAKER PROFILES by session

Andrew MacPherson

CEO

3DEO



Andrew has 35 years experience in engineering, education and training, project management and business development. For the last 15 years he has specialised in innovative 3D technologies, undertaking pioneering activities in VR, serious games and simulations.

Ports and Harbours are dynamic and rapidly changing gateways for trade and travel, boosting national economies. By ingesting bathymetric survey data and combining it with other data sources 3DEO provides practical applications such as dredging planning, volumetric analysis, asset/shipping tracking, infrastructure mapping and resource allocation.

3DEO can even generate a “Smart Estate” package, creating a bespoke, comprehensive and interactive model of estates in 4D.

SPEAKER PROFILES by session

Jos van Doorn

Manager

Maritime Research Institute Netherlands (MARIN)



Jos T.M. van Doorn graduated in 1982 from Delft University of Technology in Naval Architecture (ship hydrodynamics). Following his graduation he worked for ten years at Delft Hydraulics. As a specialised in ship hydrodynamics he contributed to port and fairway design studies.

In 1992 he started working at MSCN, active in shipping, safety, consultancy and training. He executed various ship manoeuvring studies for new ports, fairways, bridges and offshore facilities. Since 2005 he is manager of MSCN, the nautical department of MARIN. In recent years he was also closely involved in risk studies.

Wiebe de Boer

Senior Advisor/Researcher Coasts and Ports

Deltares



Mr. De Boer is Senior Advisor/Researcher in the field of harbour and coastal engineering at the Dutch knowledge institute Deltares. He gained experience as project manager and advisor in various projects related to coastal erosion mitigation, sustainable port development, and Building with Nature.

As a coordinator of the R&D program Future-proof Coastal Infrastructure he is applying new technologies and integrating knowledge from different disciplines to solve both today's and tomorrow's challenges, including climate change adaptation and sustainability.

Since 2016 Mr. De Boer is also working part-time as a researcher at Delft University of Technology on sustainable port development.

SPEAKER PROFILES by session

Ian Jenkinson

Professor

Liverpool John Moores University



Prof. Dr. Ian Jenkinson is Director of School of Engineering, Technology and Maritime Operations at Liverpool John Moores University and has led the development of maritime education and training at the University since 2002 working on projects with international port operators, shipping companies, and maritime authorities.

His research focus is on systems modelling, safety and reliability. Current research projects

include quality management of maritime service systems, safety assessment of offshore systems, and systems modelling to improve the efficiency of marine and offshore systems.

Simon Quinn

Professor

SMMI University of Southampton



Professor Simon Quinn is currently a Professorial Fellow (Enterprise) and leads a consultancy team, the Research Institute for Industry (Rifl), within the Faculty of Engineering and the Environment. Simon's primary technical expertise is in experimental stress analysis and structural testing. He has twenty years of structural integrity experience, which has also involved numerical analysis and design work.

Since joining Rifl in 2003 Simon has worked on more than 150 consultancy projects, including a number of projects outside his own specific area of expertise, where his skills as both an experimentalist and a professional engineer have been utilised. Simon is also an experienced bid and project manager and supported many consultancy and research projects in this capacity.

SPEAKER PROFILES by session

Gina Acosta

Operations & Engineering Director

Peel Ports



Gina joined Peel Ports in 2018 as the Operations & Engineering Director for the Container Division. In addition to overseeing the day to day operational delivery; Gina is responsible for implementing Peel Ports' growth strategy through operational excellence and the continuous introduction of state of the art port technology and infrastructure.

Together with port operations' work experience in 5 continents, Gina has directly worked,

provided project support or trained personnel at all levels in more than 15 DP World container terminals. She has also led or successfully supported more than 100 projects globally, both onsite or remotely, holding senior managerial positions at regional and global levels.

Her expertise is in Automation, Optimization and Digital Transformation, leading conversion and greenfield implementation projects as well as managing operations in manual and automated terminals for several years including DP World London Gateway and DP World Antwerp Gateway.

Gina graduated from the University of Antwerp with MSCs in Global Management, Maritime and Transport Management and Maritime and Transport Economics.

Richard Willis

Technical Director Port Operations

Royal HaskoningDHV



Richard brings 25 years' experience in the ports industry to his new global role with Royal HaskoningDHV as Technical Director Port Operations, expanding the company's service offering to port clients worldwide.

After some time with container shipping lines, Richard worked in cargo operations at the Port of Liverpool (Peel Ports) managing container, ro/ro and general cargo operations and stevedoring across the Port. Particularly at the container terminal, Richard developed

improved performance monitoring tools, alongside his 24 x 7 shift management role leading the operation, later taking responsibility for all yard and vessel planning teams, terminal systems and landside interchange.

In 2007, Richard made a leap across to the port technology sector, leading the European operations for Jade Logistics, implementing their Terminal Operating System suite at container and general cargo operations around Europe, helping the company grow and expand their solutions and service offering.

Previously to joining RHDHV in 2019, Richard operated his own independent consultancy company for 7 years, delivering a mix of port operations and technology projects around the world, ranging from grain terminal concept designs, through delivery of technology projects, to automated terminal design reviews and port management structuring.

SPEAKER PROFILES by session

Jan Gardeitchik

Senior Lead Digitization Port Management

Port of Rotterdam



Jan Gardeitchik originally studied Chemistry and Information Technology and he joined the Port of Rotterdam authority 35 years ago as a safety & environmental specialist. Within the Port authority he worked on various positions and was a senior manager for more than 20 years, leading both operational and staff departments. He was also trained as Incident Commander and has a broad experience in dealing with port emergencies. He followed the "leadership and executive

development" programs at the Erasmus University and became head of the Policy and Innovation department of the Harbor Master Division.

He worked on the introduction of clean fuels for shipping like LNG, Port Call Optimization programs and Cyber security resilience. After working for some time in the Middle East he now is the "Senior Lead Digitization" in the newly established department of "Digital Business Solutions".

This new branch the Port of Rotterdam develops digital tools and solutions not only to the Port of Rotterdam but also offers them to other ports in the world.

SPEAKER PROFILES by session

Liz English

Development Manager

Associated British Ports



Liz studied Marine Biology at the University of Plymouth, and since graduating worked for a short while in construction before working in the ports industry for the past 11 or so years, in environmental, compliance, behavioural change and more recently in a development and innovation role across ABP's 21 UK port.

As Development Manager Liz is responsible for finding solutions to business improvement opportunities and challenges we may be facing across the business in ABP, including the application of new technologies and innovative approaches to working.

Chris Shirling-Rooke

CEO

Mersey Maritime



Chris Shirling-Rooke is Chief Executive of Mersey Maritime, sector champion for the maritime industry in the North West of England which is now considered to be the best example of a Maritime Cluster in Europe (DG MARE, 2018). He leads a small professional team whose role is to support business growth, highlight the breadth and diversity of the sector and strengthen local supply chains by building relationships across companies of all sizes - from ports and global shipping lines

to engineering firms and innovative start-ups.

Chris oversaw the launch of the pioneering Maritime Knowledge Hub (MKH) in 2016, a partnership in the Liverpool City Region including Mersey Maritime, Liverpool John Moores University, Peel Group and Wirral Council. The MKH aims to become the UK centre of excellence for maritime and marine innovation, and research and development and will move into the eagerly anticipated Wirral Waters development in 2020.

Under Chris's leadership, Mersey Maritime have joined the Board of Maritime UK, to ensure members voices are heard at a Government level. This has led to the establishment of Maritime UK's Regional Council for clusters, so that other clusters can also be heard, fostering collaboration, and driving growth.

SPEAKER PROFILES by session

Gert-Jan Nieuwenhuizen

Managing Director
Port of Amsterdam



Gert-Jan Nieuwenhuizen started at Port of Amsterdam in April 2000 as Commercial Manager Containers, Food and Logistics. His career at Port of Amsterdam included a 5-year stationing overseas in Shanghai, China as Sales Director Asia and Chief Representative. As such, Mr. Nieuwenhuizen has extensive experience in the international maritime sector. Since October 2013, Mr. Nieuwenhuizen is the Managing Director of Port of Amsterdam International B.V. (PoAI), a

100% subsidiary of the Port of Amsterdam Group. PoAI makes the experience and expertise of the port authority available to assist foreign ports in port development and management and cruise development and management. This experience and expertise is very applicable to the challenges faced by ports worldwide. PoAI is also responsible for international business development by developing an international network to strengthen trading ties. Mr. Nieuwenhuizen also holds the position of Managing Director of Amsterdam Port Consultants (since October 2013). This collaboration between multiple port and cruise related companies and knowledge institutes has a long track record of successful projects all over the world. PoAI is one of the members. Gert-Jan is advisor to the board of Port of Amsterdam on international developments, business development and projects.

Ben Murray

Director
Maritime UK



Ben joined Maritime UK from a political consultancy. Prior to this he worked for the Labour Party as a campaign manager, and ran the Labour deputy leadership campaign of Angela Eagle MP. He studied Politics at the University of Warwick and East Asian studies at City University of Hong Kong. He has been a director of a digital communications agency focusing on political campaigns.

Ben has responsibility for coordinating and leading the activity of Maritime UK, working with the National Council to develop and implement a comprehensive strategic plan for the organisation, including delivery of the recommendations for industry within the Maritime Growth Study and forthcoming Maritime 2050.



Developing smart ports today to enhance society for tomorrow

SMART PORTS

Smart port design
Smart asset management
Smart ports & terminal operations
Visit: royalhaskoningdhv.com/smartports

Photo Credits:

Front page - Europe Container Terminal BV, Rotterdam

Inside front cover - Amsterdam Toerisme & Congres Bureau (ATCB)

Programme spread - Bureau Voorlichting Binnenvaart

Design by: Netherlands Business Support Office Manchester