

Coastlink

Annual Conference 2009

Chambre de Commerce, Port of Dunkerque
Thursday 24th & Friday 25th September 2009

In association with the Port of Dunkerque, Coastlink is staging its Annual Conference in the French port on September 24/25. There will be ample time allocated for networking including the usual informal pre-event dinner on the 23rd and a formal dinner on the 24th. All delegates are also invited to attend the Port of Dunkerque's annual golf weekend, which kicks off with a dinner on Friday, 25 September.

As major corporations commit themselves publicly to reducing their respective carbon footprints, shipping managers and logisticians are at last showing serious interest in shortsea/multimodal transport. The Coastlink Annual Conference programme is designed to profile those shipping lines and ports who are actively trying to expand their shortsea business. There couldn't be a better time to come and check out what's happening.

After a period of focus on the Baltic market, in Dunkerque Coastlink will be looking for the first time at the warmer waters of the Mediterranean and North Africa. We will be highlighting the role shortsea is playing in removing trucks from the key north – south road corridors where, not surprisingly, reefer transport has greater significance.

The conference will review the efforts being made to offer 45ft palletwide reefer containers to shippers of fruit and vegetables, seafood and other fresh and frozen foodstuffs who previously have only had access to standard deepsea reefers.

Other issues to be discussed include French port reform, collaboration between shippers to encourage more shortsea/multimodal services and the development of new shortsea and rail services between North Europe and the Mediterranean.

Coastlink conferences are noted for the opportunities they provide for debate and for networking. Dunkerque will be no exception with a number of presentations likely to stimulate heated debate.

Delegate fees

Euro 350 + 19.6% TVA – member

Euro 450 + 19.6% TVA – non member

Register online at www.regonline.com/coastlinkdunkirk



24th September

Registration and coffee commences at 08.15

Session One

French Ports : A time of change

Chairman : David Cheslin, Chairman, Coastlink Network

09.00

Chairman's opening remarks

09.10

Welcome from the Port of Dunkerque

Speaker : Martine Bonny, Managing Director, Port of Dunkerque

09.30

French Ports : A time of change

An overview of port privatisation progress in France. What does it mean for shipping line customers? Might they get better service? Will there be more competition between French ports? Are there opportunities for international terminal operators to invest?

Speaker : François Soulet de Brugière, Vice President of the Union of French Ports and Vice Chairman of the Port of Dunkerque

10.00

French Ports : A time of change

The potential for French ports to increase their importance as European gateways. The challenges of establishing better rail and feeder connections.

Speaker : Daniel Deschodt, Commercial Manager, Port of Dunkerque

10.30

Q & A

10.40

Coffee

Sponsor: Le Journal de la Marine Marchande

Session Two

The Coastlink Collaboration Project

11.00

The Coastlink collaboration project: progress so far

Coastlink had its first collaboration meeting in London on 21 May. Follow up meetings have been conducted with UK Department for Transport (DfT) and Tesco. A UK shippers meeting is envisaged for October/November in association with the DfT and the UK Rail Freight Group.

Speaker : David Cheslin, Chairman, Coastlink Network Ltd

11.15

The shipper viewpoint

Shippers are keen to use shortsea shipping services and recognise the environmental benefits. A major French shipper explains how it is using shortsea shipping today and what would encourage it to increase its use. Is it just a matter of price?

Speaker : To be confirmed

11.35

Wienerberger says 'Let's talk'

Wienerberger manufactures bricks in Belgium and the Netherlands but its ability to compete in some markets is restricted by the cost of transport. It already exports to the UK using 6m flats transported on ro-ro vessels and to Scandinavia and the Baltic states in containers. It is also a strong supporter of barge services to reach inland points in Europe. Noting that Coastlink wants to encourage dialogue between shippers and carriers, the company challenges shortsea/multimodal operators to identify routes where they may be able to offer rates that would enable Wienerberger to compete in new markets. Are there, for example, reverse traffic flows such as non-ferrous metals from Russia that could be matched to those of Wienerberger to provide acceptable round-trip revenues for carriers offering flatracks?

Speaker: Bart Opsomer, Supply Chain Manager, Wienerberger NV

11.55

Containers v trailers

Can containers compete with trailers even for time sensitive traffic? The Dutch reefer transport specialist Visbeen introduced 45ft palletwide reefer containers into its operations about four years ago and subsequently formed Coolboxx together with two other partners. It has found that this equipment can be used cost-effectively on various traffics that were previously 100% road operations. Today, Coolboxx and Dailyfresh, in which Visbeen is also a partner, are working closely with their customers to develop more environmentally-friendly transport solutions using 45ft containers rather than 13.6m trailers, even for extremely time sensitive traffic flows.

Speaker: Adrie Visbeen, Managing Director, Visbeen Holding BV

12.15

Regional communities

What does a shipper do when he really wants to reduce his use of road transport but doesn't have any viable alternative? The Swedish company Iggesund, with a major plant on the west coast of the UK, had poor road links and no access to nearby ports with regular container services. It investigated rail options but they didn't work so it contacted other companies in its area to see if they could between them generate sufficient cargo to attract direct calls into their local port. This is an ongoing project and the company will reveal its progress so far.

Speaker : Paul Dean, Logistics Manager, Iggesund Paperboard Europe

12.35

Port communities- the development of outports

Groningen Seaports is no stranger to collaboration, comprising as it does the two ports Delfzijl and Eemshaven together with Groningen Railport (Veendam), one of the Netherlands' largest inland railports.

Groningen recognised very early that Europe's smaller ports need to attract companies whose activities will generate the captive cargo volumes that lead not only to new services but also to landside employment in manufacturing, warehousing and distribution. Using Veendam to full effect, it has also increased its hinterland, so bringing much more cargo to the two seaports.

Speaker : Erik Bertholet, Account Manager Logistics, Groningen Seaports & Commercial Manager, Groningen Railport

12.55

Q & A

13.00

Lunch during port tour on board the vessel Texel
Sponsor: Port of Tynes

24th September

Session Three

The growing importance of multimodal transport

Chairman: David Cheslin, Chairman, Coastlink Network

15.00

Carrying food & drinks in a green environment

In addition to its established ro-ro services linking North Europe and the Mediterranean, Van Uden has been operating a successful container service between Morocco and North Europe transporting both reefer and dry boxes. The company believes there is great potential for shortsea operators to attract more food and drink products away from road operators, especially if support is forthcoming from North European importers who want to 'green' their supply chains.

Speaker: Thierry van 't Hoff, CEO, The Van Uden Group BV

15.20

Calais gears up for containers

The Port of Calais is one of Europe's leading ro-ro ports, handling over 1.8 million trailers annually, most of which are accompanied, not to mention thousands of private and trade cars. However, it recognises that multimodal transport is becoming more important for longer haul European freight movements and its 'Calais port 2015 project' will take into account the wishes of its customers to handle more containers on their ro-ro services. Its thoughts on the changes needed to accommodate more unaccompanied traffic, both containers and unaccompanied trailers, and the associated growth in importance of rail transport to the port will be discussed.

Speaker: Anthony Pétilion, Head of Marketing, Port of Calais

15.40

Q & A

Session Four

And finally ...

Chairman: David Cheslin, Chairman, Coastlink Network

16.00

The impact of IMO regulations on emissions relevant to the shipping industry

Upcoming IMO and EU regulations regarding emissions from shipping will have a significant impact on shortsea shipping, especially in emission control areas (ECAs). The speaker will provide an overview of the types of emission from shipping with an emphasis on shortsea shipping. The impact of these emissions on health and the environment is discussed and put into economic terms. A comparison is also made with competing modes of transport and finally future environmental issues with shipping are discussed.

Speaker: Dr Erik Fridell, Adjunct Professor, IVL Swedish Environmental Research Institute

16.30

Do 'inland' ports like Hamburg and Antwerp have a longterm future?

Now that we are living in the age of the 14,000TEU container vessel, we are realising the practical problems associated with sailing these ships on inland waterways such as the Elbe and the Schelde. This speaker will argue that it is time for the European taxpayer to stop funding additional dredging and civil engineering works to keep these two ports in the top echelon. He also questions whether smaller European ports such as Amsterdam and Ghent should accept the inevitable and leave ports on the North Sea coast like Bremerhaven, Rotterdam and Zeebrugge to handle the larger container and ro-ro vessels. He points out that it is not simply a matter of economics but also of public safety as the practice of dredging rivers ever deeper could result in catastrophic flooding during periods of heavy rain or winds.

Speaker: Aad Koolaard, General Manager, Samskip Logistics.

Evening

Dinner at Le Bruegel restaurant

(Buses depart from the conference hotels at 19.00)

Sponsor: Port of Dunkerque

Coastlink Conference, Dunkirk, 24/25th September 2009

CCI Dunkerque, 512 Av de l'Université, 59383 Dunkerque, France

by plane :

Either via Paris-Charles de Gaulle airport (270 km) or via Brussels- Zaventem airport (170 km)

by train :

High speed trains (TGV) from Paris-Gare du Nord to Dunkirk (90 to 120 min)

High speed trains (TGV) from Paris-Charles de Gaulle to Lille then regional train Lille-Dunkirk

High speed trains (TGV) from London or Brussels to Lille then regional train Lille-Dunkirk

by road :

Direct motorways from Paris-Charles de Gaulle airport : A1 to Lille then A 25 to Dunkirk (no need to cross Paris, the airport being located North of the city)

Direct motorways from Brussels- Zaventem airport : E40 to Sint/Ostend then A 16 to Dunkirk (E40 being on the West side of the Brussels ring)

from the UK :

12 sailings a day between Dover and Dunkirk for passengers with cars.

25th September

- 8.30 Coffee
- 9.00 Port Tour
- 10.30 Return to Conference Venue

Session Five

Coastlink looks south

Chairman: David Cheslin, Chairman, Coastlink Network

- 11.00 **Coastlink looks south**
So far, Coastlink has restricted its activities to Northern Europe but there is increasing interest from members to see Spain and Portugal covered in more detail while the secretariat also receives enquiries about shortsea shipping companies linking North Europe with North Africa and the Mediterranean.
Speaker: David Cheslin, Chairman, Coastlink Network

- 11.15 **The challenges of Spain and Portugal**
With one or two notable exceptions, Iberian ports have struggled to attract large volumes of containers to their terminals. Hub status has eluded them. Now the port of Ferrol is planning to change things with a new deepwater facility offering minimal deviation from the main shipping lanes. Despite strong competition from road hauliers, the port has ambitious plans to develop extensive feeder and shortsea/multimodal links to the UK, Ireland, North Continent and the Baltic as well as south to the Mediterranean, North and West Africa.
Speaker: Julio Hernández, Commercial Manager, Port Authority of Ferrol-San Cibrao

- 11.35 **Taking the multimodal route to the Med**
Some operators have been pioneering multimodal container services linking Southern and Northern Europe. In so doing, they are competing both with road operators and shortsea shipping lines offering all-water services. Their experience with 45ft palletwide containers in European multimodal transport is reviewed.
Speaker: Wim Blomme, Intermodal Director, P&O Ferrymasters

- 11.55 **Maintaining maritime links between North Europe and the Mediterranean**
With its acquisition of Contax Lines earlier this year, Containerships extended its North Sea/Baltic network to encompass the entire Mediterranean region. By introducing 45ft palletwide containers into the Med trades, it has enhanced the viability of the all-water option. Its fully-integrated network now offers an efficient and environmentally more attractive alternative to road transport.
Speaker: Frédéric Leca, Commercial Director, Containerships Group

- 12.15 **Expanding maritime trade to and from North Africa and the Mediterranean**
Coastlink has received a number of enquiries about the potential for shortsea services linking North Africa, North Europe and the Baltic region. A panel will discuss latest developments including the use of 45ft palletwide reefer containers that are competing with road operators on routes including those linking Morocco and Northern Europe.
Speakers: Panel to include Aad Koolaard, General Manager, Samskip Logistics; Thierry van 't Hoff, CEO, The Van Uden Group BV and others

- 12.35 Q & A

- 13.00 **Lunch at the Harbour Museum**
Sponsor: Dunkerque Multibulk Terminal

Session Six

Terminal issues

Chairman: David Cheslin, Chairman, Coastlink Network

- 14.30 **Mixing deepsea and shortsea containers on the same terminal**
When it comes to the way their containers are processed through the terminal, deepsea and intra-European shortsea operators have very different requirements. How can a terminal operator arrange his systems to provide a good service to both types of shipping company and why would he bother anyway?
Speaker: Jakob Sidenius, President, Nord France Terminal International, Dunkerque

- 14.50 **The role of the mobile crane in container handling**
The investment required in constructing a container terminal equipped with ship-to-shore gantry cranes is not one that is easily justified, especially in the smaller port. Consequently many ports have chosen to acquire mobile cranes instead. A leading manufacturer uses case studies to show the benefits available to operators of these cranes.
Speaker: Mark Reardon, Gottwald Port Technology

- 15.10 **Ensuring the feeder operator gets a fair deal**
During the heady days of 2004 – 2007 when many container terminals were struggling with congestion, Southampton found it very difficult to provide an adequate service to feeder operators. Now though, it offers a dedicated feeder berth and is confident that even if volumes return to pre-recession levels, it will still be able to offer guaranteed berthing slots for feeder vessels.
Speaker: Neil Fletcher, Customer and Planning Manager, DP World Southampton

- 15.30 **Moving a port overnight**
The Port of Helsinki's Vuosaari Harbour project has been a massive undertaking which involved moving and combining two commercial port areas – and three terminal operators – from the centre of Helsinki to a new, single, location east of the city. After years of planning, building, and testing, the Vuosaari Harbour Centre went live on 24 November 2008. Overnight, and in the midst of a snowstorm, the new port went from 0 to 4,000 gate transactions per day. The Finnish IT company responsible for the gate technology explains what was involved in making it all happen smoothly.
Speaker: Peter Westerholm, Vice President, Visy Oy

- 15.50 *Coffee*
Sponsor: Le Journal de la Marine Marchande

- 16.20 **Thoughts on the past two days**
Speaker: Gavin W Roser, Deputy Chairman, Coastlink Network

- 17.00 *Conference ends*

- Evening**
Golf Trophy Dinner
(By invitation for those attending the Port of Dunkerque annual golf weekend)