

# after dinner

14<sup>TH</sup> EDITION

2017 ISSUE

*free*

LIFE, OPINIONS AND DATA FROM THE SHIPPING WORLD



INSIGHTS  
**Shipbrokers & Shipagents Dinner**  
Port & Shipping Tech

SPECIAL CONTENTS  
**Genoa Shipping Week events**

PHOTOGALLERY  
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THE OFFICIAL JOURNAL OF



**SHIPBROKERS  
SHIPAGENTS  
DINNER**  
(FOURTEENTH EDITION)



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# SHIPBROKERS SHIPAGENTS DINNER

(FOURTEENTH EDITION)

part of  
genoa  
shipping  
week

*see you in 2019*

## after dinner

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# A way of reinforcing relationships

The first edition of Genoa Shipping Week, held four years ago, aimed to raise the profile of the shipping industry, allowing the decision makers to get better acquainted with its numerous facets and specificities, while promoting useful exchange between politicians and business representatives.



That very much remains our aim for this year's edition. From 26th June to 1st July our city welcomed eminent exponents of the shipping world: shipowners, maritime agents and brokers, shipping companies, international forwarders, MTOs, traders, terminal operators, but also lawyers and insurance and bank representatives. We again have a very diverse range of events, ranging from high-level political dialogue to technical discussions and on-site visits.

The Dinner - closing event of the Week - is one of the most important networking occasion for the maritime cluster at a worldwide level. This kind of event continues to highlight the fact that shipping benefit from a mutually reinforcing relationships and from exchanging views about the future and on how we can improve these relationships.

Thanks to our Young Group, to our partner ClickUtility and to all the sponsors that make it possible.

I look forward to meeting you all again in 2019.

*Alberto Banchemo*  
PRESIDENT OF ASSAGENTI

As Young Group we are really glad to bring our event - Shipbrokers and Shipagents Dinner - into the Genoa Shipping Week's agenda and to contribute strengthening its intense program.



We started in 1992 with a small Dinner with colleagues and clients and we are now very impressed about the numbers we have reached in this last edition, the fourteenth: 3000 guests coming from 46 different countries, representing more than 1100 companies. 70 sponsors helped us to realize such a refined and pleasant atmosphere that makes everybody comfortable to discuss business.

Shipping is first and foremost a people's business. Latest figures from Oxford Economics confirm that at the beginning of 2016 our sector directly employed 620.000 people. That is why we put so much effort to create a venue, where most of these people can meet, talk and look at the future together.

I am grateful to all our associated companies that still believe in this event with a great attendance and enthusiasm. Thanks also to our Institutions for being supportive and encouraging.

I'll be waiting for you in Genoa in two years!

*Aldo Negri*  
PRESIDENT OF ASSAGENTI YOUNG GROUP

In association with Assagenti, we devised Genoa Shipping Week, a wide-ranging event to give greater emphasis to the sector. After the success of the initial editions and Naples Shipping Week, together with the Naples port maritime cluster, the ninth edition of Port&Shipping Tech united all the national and international protagonists of the maritime and logistics sector in Genoa, confirming their vocation and leadership in the panorama of the sector's appointments. In this edition we tackled the essential themes of the sector, focusing on the technological innovations and on the various areas of development in the port-logistics system. It was an important opportunity for dialogue to analyse the issues and, above all, to identify solutions to develop the sea economy and to strengthen the cooperation of the Mediterranean maritime cluster.



*Carlo Silva*  
PRESIDENT OF CLICKUTILITY TEAM





# Atypical but essential

*An open day  
at the harbour master's  
office of Genoa,  
a way to know  
the use and the numbers  
of this corps*

A technical corps of the Italian Navy, but which depends on the Ministry of Infrastructure and Transport and manages the many aspects that deal with governing and supervising all the maritime and port activities. The purpose of the open day at the Harbour master's office of Genoa, guest of Genoa Shipping Week, was to gain a better understanding of the use and numbers of this corps that is so atypical, but essential for a State surrounded by water. A general command centre in Rome, 15 maritime directorates, 55 harbour master's offices, 51 district maritime offices, 126 local maritime offices, 60 beach delegations. 600 naval units available throughout Italy, divided into 15 different classes and distributed



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throughout 100 territorial commands. The longest and most recent are two and measure 94 metres. 40 ships are available in Liguria, including the rescue runner, a type of personal watercraft to approach difficult to reach areas. The Harbour master's office of Genoa has jurisdiction over fishing in the North West and in part of the Emilia Romagna, not just with controls on the sea, but also on the supply chain, for example the restaurants: «Our patrol teams – Capt.-Lieutenant Felice Monetti explains – can go as far as Livigno to control a restaurant which serves seafood». The national control data on illegal fishing in 2016 stands at 87 thousand, a control for both people's health and to protect the threatened fish species.

There are also groups specialised in aircrafts, which can fly at night, and are able to operate with rough seas and patrol at low speed. More than 10,600 people are employed by the corps, the civilian employees of the administrative

***"In 2015 the Roman command centre dealt with more than 8.000 emergency calls"***

sector of the Ministry of Transport amount to 500. The Harbour master's office also deals with other areas besides the sea: in 2016 alone, the rescues on Lake Maggiore and Lake Garda were one thousand. Another essential responsibility is Search and Rescue (Sar, search &

rescue), for which the Coast Guard is the national competent authority. The area to control extends over 1,275,000 km<sup>2</sup>, 51% of the Mediterranean Sea (practically up to 12 miles from Libyan waters). In 2015, the Roman command centre dealt with more than 8000 emergency calls for more than 930 Sar cases connected with the migratory flows in the Mediterranean.

The initial control and sorting point is the operations room, which works 24/7, 365 days a year. The operations department is composed by three areas: mrsc (maritime rescue sub-centre), vts (vessel traffic service) and Ccap (fishing area monitoring centres). The competent area reaches as far as 60 miles from the coasts. ■



# Wärtsilä Inside the power

*A technical visit  
in the workshops  
of the Finnish group  
in the port of Genoa*

A highly specialised plant which provides assistance to the entire life-cycle of marine propulsion engines and energy production in power stations. Wärtsilä, world leader in its sector, has inaugurated Genoa Shipping Week, opening the doors of the Genoese workshops on Giano wharf, in the port of Genoa. The main assistance and reconditioning centre for marine engines of the Finnish group in Italy occupies more than 4300 m<sup>2</sup>; another separate 1200 m<sup>2</sup> have been dedicated to the navy to guarantee maximum confidentiality. A site of excellence, renewed in 2014, thanks to a huge investment, and which currently employs a 140-strong workforce at the service of clients, including Fincantieri, Grimaldi, Msc, Moby, Eni, Saipem,

the navy and other important businesses in the shipping and energy sector.

Besides close-up observation on how the components of engines that power vessel traffic worldwide are assembled and machined, the visitors received a taste of the

**"140 strong workforce  
at the service of clients  
like Fincantieri, Grimaldi,  
Msc, Moby"**

latest technological developments implemented by the multinational. «We have been investing in digitalisation for about 5 years and last year we created a specific organisation at a central level dedicated to this theme – says Guido Barbazza, president and managing





director of Wärtsilä Italia – the initial feedback has been flattering, and we are discovering its potential every day». In particular, remote assistance provided through the Cbm Data Centre (Condition based maintenance) managed by Wärtsilä Service, which provides real-time analysis of engine performance data, wherever they may be, and elaborates it to find trends and anomalies. The system increases efficiency and prevents faults, intervening on any problems or anticipating any maintenance, but also to monitor navigation, from the sea areas and conditions and to provide useful instructions to optimise routes. The true star of the visit was the Virtual service engineer, a system which uses smart glasses,

special eyewear which is remotely connected and equipped with increased reality software. Worn by an operator who is on-site, the eyeglasses are able to recognise the ambient and show parameters on specific monitors, allowing to intervene from a distance with the support of a technician who is connected from the remote control room. «This system enables us to tackle important problems in any part of the world – explains Barbazza – the fascinating thing is that it uses increased reality which, besides audiovisual connection, makes instructions and suggestions appear directly on the technician's lenses on board». This is a solution which has allowed, for example, to intervene on plants in Kenya which would have taken technicians days



to reach. The development is still at the early stages: «We are trying to use all the technology available or invent a new kind – says the president of Wärtsilä – the next generation will be able to recognise the shape of some of our components and send the operator back all the technical specifications and necessary information» ■

ABB

## 20 years in Genoa

*Technical visit on the local business unit of the Swiss-Swedish multinational, specialized in turbochargers*

**T**echnical visits to open the port to the city. The first day of Genoa Shipping Week is traditionally dedicated to opening some of the core businesses which work at the port of Genoa to the public. One of these is the Swiss-Swedish multinational Abb, an industry leader in automation and in electrical infrastructure. The visit focused on the local business unit of Abb Turbocharging, which deals with mechanical activities and, above all, turbochargers. There were two opportunities for familiarisation: theoretical, to

present the large numbers (starting with 135,000 staff employed worldwide), and a tour of the workshop's interior. Paolo Musso, head of the Genoese business unit, explains: «The first service station was opened in 1998 in Genoa. About 200 thousand Abb turbochargers are operating worldwide on ships, land installations, locomotives and mineral extraction vehicles». Alberto Pochiero, regional technical manager for the South East Mediterranean, adds: «We maintain turbochargers from 500 kw to 80 mw; the company has relied on innovation to make the engines

increasingly more efficient and cater to market needs. Each turbocharger is tracked by the 100 service stations in more than 50 countries around the world».

Genoa employs 30 people, of the 59 in the area (the other locations are Venice, Naples, Rijeka and Malta), 25

**"About 200 thousand ABB turbochargers are operating worldwide"**

engineers. 1,450 services are carried out each year.

Turbochargers are an essential part of heat engines and Abb's clients are predominantly engine builders. «If we go back over the development of internal combustion engines, the performance data are radically



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different thanks to the development of the turbocharger – underlines Pochiero – and once the product is installed on the engine, it is taken charge of by the service».

The turbocharger works by sending pressurized air to the engine for the combustion process. Exhaust gas is used to strengthen the process, increasing the specific power, but also the payload. «We reduce the quantity of energy required by reducing consumption and increasing power».

Technological development led to the production of a two-stage turbocharger in 2014: «Two connected together – specifies Pochiero – with 12-bar pressure». Upon hearing the size of a ship engine's turbocharger the visitors were totally flabbergasted: «The

engines are as tall as a building, can weigh up to 2700 tons, have piston strokes of about three metres and a one-metre diameter, the power is equivalent to that of 800 cars. Naturally, the turbochargers are disassembled, delivered and locally reassembled», describes Pochiero,

***"The "Angels"  
of turbochargers are  
people with technical  
backgrounds"***

who tells us a few anecdotes: «A stopped ship costs 80 thousand dollars a day, so owners are willing to do whatever it takes to speed up repairs if there are problems. Some have even hired airplanes». For those who know nothing on the subject, the cleaning of the different

components is also interesting: an ultrasound bath is used.

The workshop is a concentrate of expertise: considering the short stoppage times, work is carried out both at the premises and directly on the ship. The part is changed and redelivered to the customer. Maintenance usually takes one or two days. The “angels” of the turbochargers are people with technical backgrounds, mechanical experts or graduates of the nautical institute; they know English and are willing to work hard in the few hours available during the stoppage. The activities include disassembly, dimensional measurements and cleaning. The result of the inspection is communicated to the customer indicating the work that needs to be carried out. ■

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**H**e sent just one photo, but it was the best. Fabio Chiappara won the Shoot your port photographic competition, organized by the young members of the Association of ship-brokers and agents with Igers Genova, the group of Instagramers of Genoa.

The jury voted unanimously to award the prize to the photo showing an elevator truck for toy containers in the foreground and the port of Genoa in the background. «We, the jury - says Andrea Sessarego of Igers Genova - think that he interpreted the union between port and city at its best, and that is precisely the purpose of the competition. It is as if, since childhood, you see the port as an important aspect of your life».

The winner smiles and confesses that the photo was uploaded at the last minute, but it was enough to convince the jury to choose it from more than 700 photos sent by amateurs and professionals. The new Lord Mayor of Genoa, Marco Bucci, awarded him the prize, made available by Gnv, while the other sponsors (Gruppo Fos, Teatro Stabile, Teatro Politeama Genovese) awarded the other ranked competitors:

@lorsen (Lorenzo Senes), @breviofosco (Fosco Brevio) and @salvaru (Salvatore Russo). Two special mentions for @alegiudice73 and @nicoleo.

There was plenty to choose from among breathtaking panoramas, a detail of the visit to the Amerigo Vespucci sailing ship in Genoa and the view from a container vessel.

The prize-giving ceremony was held on the Alpino navy ship, following an aperitif. The hashtag #shootyourport doesn't end when the competition is over. It continues all year, a sign that the relationship between Genoa and its port, for too long perceived as an unknown entity, is becoming closer once again. Workers, citizens, amateur and professional photographers enrich their social profiles almost every day with photos of quays and ships. ■



- 1 First Place: @Fabio Chiappara
- 2 Second Place: @lorsen
- 3 Third Place: @breviofosco
- 4 Forth Place: @salvaru



# Saving lives in Mediterranean sea

1

*The young group of Federagenti organised a seminar on "Safety of life at sea in the Canal of Sicily"*

1 One of the many rescue missions of the Coast Guard.

2 The recovery phases of people are often very difficult.

In 2014, at the end of the "Mare Nostrum" operation, more than 900 merchant ships were re-directed by the National rescue centre of Rome, to aid migrants on the verge of drowning, taking on board more than 40 thousand people. A difficult situation in human and professional terms for the crews of the Merchant navy, which was reviewed during the seminar "Safety of Life at sea

in the Canal of Sicily", promoted by Gruppo Giovani Federagenti at Genoa Shipping Week. «We talk about safety at sea and the fact that life at sea cannot be abandoned - explains Simone Carlini, president of Gruppo Giovani Federagenti - also because there are precise laws that prohibit it».

«Three years ago, we were forced to use a massive number of private ships which meant a huge commitment from people who sailed just for work and transporting goods» says Admiral Giovanni Pettorino, commander of Genoa Port,





2

who was in charge of the operating forces in that area between 2013 and 2015. Ngo interventions have significantly reduced the number

***"Life at sea cannot be abandoned, also because there are precise laws that prohibit it" Simone Carlini***

of rescue operations by this fleet, but the commitment remains huge: approx. 14 thousand people were saved in 2016. The situation in the Western Mediterranean, an essential



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area for the maritime economy, also affects several trade routes. «It is a humanitarian case that is spreading like wildfire and which deserves shared governmental management; the private sector cannot be responsible for rescuing people at this frequency, taking risks and missing days of work – believes Valeria Novella, past-president of Gruppo Giovani Armatori of Confitarma – regardless of the rules, saving life is an absolute value and it is very difficult for the crews who are not physically and emotionally trained for these missions». It is no easier for those whose job it is to save lives. One such example is

Simone Bazzurro, who coordinates the doctors of the helicopter rescue unit of the Order of Malta: «We learn not to let our emotions get the better of us and yet every time we take

***"It's very difficult to save lives for the crews who are not trained for these missions" Valeria Novella***

home the human and professional burden of each mission. It is difficult not to remember the many stories with a happy ending, or those that have a tragic ending». This burden is easy to grasp in the voice and words

of the commander of a merchant ship, in a touching recording made available by the Harbour Master's Office: «It is dark here, there are people in difficulty, they have a tube, a dinghy, it is all perforated...». Called to rescue a barge, the man panics and is instructed and reassured by the commander of the operations centre: «It is a difficult situation, take a deep breath and follow our instructions, concentrate on the people who are in greatest danger». Until their rescue: «We saved almost all of them, I was afraid it would be a tragedy- says the commander in his last message – thank you. God was on our side» ■



# Security: new challenges

*The modification of routes and the increased level of alert are two of the issues of Med security summit*

Secure routes and secure ports, the two main themes of the 2017 edition of Med Security Summit at Genoa Shipping Week.

«The development of geopolitics - explains Giorgia Boi, president of the Propeller club Port of Genoa, who has collaborated in this session - is creating a series of implications at different levels: technical operative, with the modification of routes; contractual, because contracts are also subjected to these interferences; finally, the insurance compartment, in particular goods and people. Several solutions have been found through operational research and particular clauses from the contractual and insurance world. Each change has repercussions which are able to modify the importance of several routes and the direction of trade flows».

Just to indicate some of the "hot" areas: the difficult relationship between Russia and Turkey in the Bosphorus, with consequences on the choices of Eni; the new challenges offered by the arctic route, the interests of China in Greenland and in the South China Sea, with the construction of artificial islands; Russia's claims on Crimea, the Svalbard Islands and the Bering strait; the future effects of American shale oil on traffic of the North of South America; finally, several old problems, like the return of piracy in Somalia and Iranian control of the Strait of Hormuz, through which a third of the world's oil passes.

Anna Sciomachen, lecturer of operational research at the Department of Economics, University of Genoa, lists the possibilities offered by technology: «The routes are a particularly vulnerable element in the global economy, but software exists able to carry out analyses to maximise objectives, like reliability, and minimize the distance, the risk or the costs. It is only necessary to define a model of the scenario of possible routes and to define the inherent constraints. Then the pros and cons will be examined of the use of a certain route and its more "vulnerable" sections: new conditions on just one small segment would cause the reliability of the entire route to be lost.

Wars and piracy have always been present, but new threats have made it necessary to adapt the contractual instruments, explains Francesco Siccardi, lawyer and senior partner of Siccardi-Bregante & Co. in Genoa, «for example Ipsps Clause, but above all the new war clauses, like the conwartime & voy clauses, applicable to a more extended and inclusive definition of war». Siccardi believes that it is no longer sufficient to be insured. Other elements are needed, like the reasonable judgment of the commander or of the owner. Another risk, as regards sanctions, deals with the zones and the nations submitted to embargo by the EU, or by single nations (for example those of the Arab countries towards Qatar), with restrictions which also deal with simple transit and which require extreme attention to national regulations. A further aspect deals with the insurance of bodies against the risk of piracy, above all in Somalia, where the pirates have distinguished themselves for



hijacking ships and crews for a ransom. «There is organised crime behind it, the war risk policies do not cover the ransoms paid and the annexed legal expenses, so ad hoc coverage is required explains Mauro Iguera, CEO of the Cambiaso & Risso Group. Piracy is not the only obstacle which requires new solutions: for example, a specific insurance contract has been created for the Bosphorus issue. The future Arctic Route also poses new challenges: weak Gps signal, imprecise hydrographic charts, disturbances to instrumentation, extreme cold, fog, risk of collisions during navigation in convoy. «A further problem are the sanctions from the United Nations, USA, EU - specifies Iguera - in our case, we have had to give up insuring the entire Iranian fleet, for the sole fears connected with the post Trump election». Secure ports, the theme of the second session, was an opportunity to exchange ideas on what functions and on the difficulties which, for example, occurred last year with the raising of the level to alert 2 during the summer period and greatest influx of passengers. «It means passing to 30-50% of controls and therefore it becomes impossible to guarantee definite loading and unloading times - highlights Francesco Palmiro Mariani, acting general secretary of Assoporti - it is also necessary to consider that in Italy the ports are historical, in the "belly" of the cities, and must support the traffic of 12 million heavy vehicles, 34 million passengers and 11 million cruise passengers». The system already functions, at least in part: the port community system of Bari, had gathered all the movements of Salah Abdeslam, the terrorist of Paris, in the act of embarking for Greece but, emphasizes Mariani, «there is no single model, no dialogue between the different systems, to build collaborations. We have particular difficulties in monitoring who enters our Country. All it would take is to have the list of passengers before disembarkation».

The improvement of the existing technological infrastructure could save up to 400 billion dollars: declares Mauro Giacobbe, of Leonardo, the giant active in the sectors of defence, aerospace and security. However, we must not lose sight of the fact that the more automation grows the more necessary it becomes to equip ourselves with suitable protection against cyber attacks ■



**Fedespedit - Federazione Nazionale delle Imprese di Spedizioni Internazionali** - The Federation is currently represented at local level through more than 30 associations, it is association in the field of member of **Confetra** (the Italian transport representing and General Confederation of Transport safeguarding the interests of and Logistics) and it represents more than 2.200 international the freight forwarding sector in freight forwarding companies, **Clecat** at European level and in branches included (about 90% **Fiata** at world level. The following of all companies operating in organizations are associated to this industry in Italy), which Fedespedit: **Anama** (Air Cargo are engaged in the national intermediaries), **Antep** (Port and international movement Terminal operators) and **Fisi** of freight by all modes (Industrial freight forwarding of transport: road, companies). rail, sea, air.



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# Who's afraid of Brexit?

*A round table organised by the International Propeller Club of the port of Genoa to discuss the effects of Brexit in maritime sectors*

More than an exit of Great Britain from Europe, we run the risk of a flight of the European Union from the United Kingdom. This is the picture that emerged from the round table “The shipping world on the wave of Brexit”, organised by the International Propeller Club of the port of Genoa. «There are sectors, like yachting, in which many are transferring the flag of the United Kingdom to community flags, in particular that of Malta – explains Gian Enzo Duci, president of Federagenti, during the inaugural event of Genoa Shipping Week – for example for problems connected with cabotage, which in the EU can only be carried out with the flag of an EU member country, with the risk of problems for English ferries». The fears also relate to the reintroduction of customs controls which, against two million and a half containers which transit by road for the port of Dover, would cause a permanent queue of 30 thousand on the terminal access roads. «The Engli-

sh have underestimated the impact of Brexit on their maritime economy – adds Giampaolo Botta general manager of Spediporto – considering that their key market is Europe. Of course, there will be red tape and slow down in customs operations, but there is also a fear of flight of over two million and a half non-British workers connected to the sector. The challenge will be all English». There are also fears for the effects on the tax, legal and financial aspects, above all for the lapse of the EU directive on dividends, interests and royalties, which will be replaced with bilateral agreements: «Restructuring, mergers, exit procedures and similar operations may become more complicated» explains Beniamino Maltese, Confitarma consultant and Chief Financial Office of Costa Crociere. The effects are minor on the shipbuilding sector, according to Angelo Fusco, director of the Navy Ships Division of Fincantieri: «The depreciation of sterling could create a few problems in the defence sector, but overall the impact seems minimal, above all in the offshore and shipyard sector». Despite the first effects caused by the feeling of not being “welcome in London”, caution remains high on the actual impact of Brexit on the shipping world: «More than the concrete effects, there is the demonstration that the EU does not function under the profile of the real economy –emphasizes Paolo Emilio Signorini, president of the Port System Authority of the Western Ligurian Sea – the bulk of the turnover in logistics passes by Holland, Germany and Switzerland, which is not part of the EU. With regard to the currently significant corridors, Brexit is almost irrelevant and, if it is not lost to inefficiency, Italy can still cover an important role in the Mediterranean» ■







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# A container story called Cisco

*The Council of intermodal shipping consultants, celebrated its 50th anniversary*

ifty years ago the first 40-foot container took to the Atlantic and called at Bremen port. In Genoa, at the same time, Jack Clerici, founder and promoter of Coe & Clerici, had the insight to understand how essential the container could be for the future of goods transported by sea. And so, on 12th April 1967, with the Chamber of Commerce of Genoa and the Genoese Port Authority, C.I.S.Co, acronym for Centro Italiano Studio Container, was established. This year, C.I.S.Co, now Council of Intermodal Shipping Consultants, celebrated its fiftieth anniversary with different technical and cultural initiatives during Genoa Shipping Week. A programme designed for insiders, but also to make the history of the association familiar to all the community.

For the entire week, the exhibition entitled “A container story” looked back over the 50 years of life of C.I.S.Co through archive material, photos and important events of its own and those of its members and curious keepsakes. The setting of the exhibition recalled that of a container terminal in which the visitor could make room for himself among stacks of coloured containers. It proved to be a great success with the public.

Two opportunities for dialogue were organised during Shipping week. The first: a conference on Container digitalization, to analyse the prospects of the development of digitalization in containerized logistics connected with the goods and infra-

structures that serve the port. Hauliers, forwarders, up to maritime agents and not-for-profit bodies, namely the Bureau International des Containers, took part.

The second: an open meeting attended by past and present members, to give an overview of the development of containerized logistics. The new board of directors was also elected for the 2017-2020 period: Paolo Pandolfo (Interporto Padova spa), Alberto Banchemo (Assagenti), Emanuele Marocchi (Europa Servizi Terminalistici srl), Alessandro Capurro (Rina Intermodal srl), Luca Spallarossa (Spediporto), Bartolomeo Giachino (Saimare spa), Renato Coroneo (Authority of the port system of the Western Sea of Sicily), Filippo Gallo (Chamber of commerce, Genoa) and Silvio Ferrando (Authority of the port system of the Western Sea of Liguria).

During the meeting, opened by general secretary Giordano Bruno Guerrini with a report on the activities, the C.I.S.Co Board of Directors indicated that the themes of upcoming work will focus on the training sector, digital corridors and on the commitment to material and immaterial infrastructure. At the end, having accepted the honorary presidency, on behalf of the Ministry of Transport, Ivano Russo illustrated the level of progress in the government’s systematic plan and provided the relevant progress dates of the maritime projects ■

## ARKAS ITALIA



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# Smart port & logistics the winning union

*Good news:  
national logistic  
is back to the pre-crisis  
levels of 2007*

➔ From left to right: Donato Marzano (Commander in chief of the naval team, Military Navy), Oliviero Baccelli and Alberto Banchero

**R**e-launching the port and logistics system, infrastructure and digitization, new markets and partnership for growth: these were the themes of the “Smart Port and Logistics” conference at Palazzo San Giorgio in the context of Port & Shipping, a series of conferences held during Shipping Week.

The event opened with “cura del ferro e dell’acqua” (rail and water treatment), the Italian government’s formula for the Strategic Plan for Ports and Logistics of simplifications, incentives and governance reform: «The market has welcomed the actions carried out; as regards the rail and maritime sectors, 2016 closed on a high - explains Ivano Russo, Executive at the Ministry of Infrastructures and Transport - national logistics is back to the

pre-crisis levels of 2007, a sign that we are going in the right direction». The data speak of over 10.5 million containers, 11 million passengers and rail traffic that is up more than 4.3%, contrary to the last decade. The new measures and reassurances on infrastructure have been welcomed by the operators and representatives of ports and institutions: «These numbers are the result of greater confidence - explains Gian Enzo Duci, President of Federagenti - because you can perceive that they are not just promises. Even if the actions and greater attention of the government are not at the pace desired by businesses, they have led to a significant and important increase». Besides incorporation of the port Authorities, the launch of the new rail player Mercitalia and



the interventions expected for the connection of the ports, new technologies will be a central theme: «There is renewed interest in digitizing port systems, which lie at the heart of our offer - explains Lorenzo Greco, CEO of Dxc Technology - we established Logistica Digitale, the company that will manage the development of the national platform for the next 20 years. We are proceeding with other three Italian ports: Taranto, Ravenna and the system authority of La Spezia, Carrara and Magra».

Another essential piece of the puzzle will be the Third Rail crossing due to come into operation in 2022, as confirmed by Iolanda Romano, Commissioner of the ministry of Infrastructure and Transport: «The works have resumed and are proceeding well; we are reassigning the contracts which had been interrupted to the building yards. We have opened many mediation meetings, to tackle the problems and to maximize the opportunities along the entire route for businesses, logistics operators and associations». The declared goal is the integration of the North-West cluster with the European corridors, as desired by Marina Bottinelli, Head of Business Relations of the Italian Chamber of Commerce for Switzerland: «Some important challenges lie ahead for Italy; one is the rail system, which is still inadequate; the intermodal nodes also need to be modernised and procedures simplified». Italy is one of the top three countries for trading with Switzerland (30 billion euro/year) a position which could be strengthened with Alptransit, the Swiss project for high-speed rail along the Saint Gotthard and



Lötschberg axes. «Italy is a key part of the North-South railway line - underlines Bottinelli - the joint offer of technologies and structures will be a very important opportunity». Alptransit will become the heart of the Rhine-Alps corridor, joining directly the North Sea with the Mediterranean: «Italy has a large market value: besides Switzerland, trade with Germany is worth 87 billion euro for Northern Italy - explains Alberto Banchero President of Assagenti - with Gotthard in operation and the rail works completed, Genoa will be essential in this interchange». The prospect is also that of inserting itself into the large-scale «One Belt, One road» project, six corridors to integrate trade between Asia and Europe: «A well-known initiative in Italy like the «new Silk Way», intended to change the economy of one part of the world - explains Riccardo Fuochi, President of the Italia-Hong Kong Association - China has already made its move, we are talking of eight trillion euro worth of investments over the next ten years. They are huge figures that will create opportunities in all sectors». One of the most important will be the transportation of food in the Mediterranean and towards non-EU countries, as shown by the Fresh Food Corridor project, which has the goal

of constructing intermodal sea-rail corridors: «The Mediterranean already has significant numbers, but it can grow even more - declares Francesco Benevolo, Chief Operating Officer of Rete Autostrade Mediterranee - the «Ferrobonus» (Rail bonus) and the «Marebonus» (Sea bonus) will be further tools to strengthen the logistics chain».

Access to the international market also passes through local partnerships. «We are developing a strong relationship with Piedmont and Lombardy: in addition to the national «cura del ferro» (rail treatment), it is necessary to act in the North-West - believes Edoardo Rixi, Councillor for economic development of the Liguria Region - to anticipate works on the railway lines, including those of a modest size, to eliminate the bottle necks».

Room for collaboration is not only related to the North-South railway line, but also to the entire Italian port system. «We have signed a protocol with Liguria on the themes of shared interest - says Amedeo Lepore, Councillor for production activities of the Campania Region - and set up a committee to coordinate the use of the structural funds of the two regions, to encourage reciprocal growth. It is important to break a certain localism: at a time of global challenges, we can compete better as a team» ■

GENOVA, PALAZZO SAN GIORGIO

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# New challenges for safety

by Giovanni Besio, (Dicca, University of Genoa)

**T**he increase in maritime traffic and naval gigantism presents operators with new challenges for safety at sea. These issues were tackled during Shipping Week at a workshop dedicated to operational aspects, support and assistance, which ended with a presentation on the latest developments in scientific research. Captain of the frigate, Luciano Aloia of the Harbour Master's office of Genoa, spoke about the operation and management of the berth Commission of Genoa port; Alessandro Serra, representing Gruppo Antichi Ormeggiatori del Porto di Genova gave a detailed

description of the technologies of the operations used in the dock; Beatrice Bazzica of Fondazione Accademia Italiana della Marina Mercantile illustrated the birth and development of the "Stress on Ships" project aimed at improving stress management of the crew on board. Tania del Giudice and Elisabetta Trovatore for Arpal Liguria and Carlo Brandini of Consorzio Lamma presented the current tools of assistance and aid for navigation in the meteorological field, illustrating the role of regional meteorological centres in providing services for navigation. The undersigned (Dicca,

UniGe), Eirini Spentza (Dicca-Diten, UniGe), Raphael Zaccone (Diten, UniGe) and Giuseppe Ciraolo (Dicam, UniPa) illustrated the latest developments in the field of modelling and forecasting sea and weather conditions, the estimate of safety indexes and comfort of the ship, optimization of fuel consumption, use of innovative technologies to monitor sea conditions, like the HF-radar and seismographs. Marco Manzone (Studio Dardani) closed the session with a speech that highlighted the strong connection between the science of sea and weather and the legal aspects connected with ship rental ■

## Constship Italia Group, more than a terminal operator



**I**ntegrated intermodal transport solutions are and will be more and more the key to efficient and sustainable logistics. Recent developments in shipping show just how urgent a competitive service is. It must be able to respond to the needs of shippers who are engaged in searching for reliable transport partners to tackle a growing level of complexity in the global supply chain. This complexity is due to an ever growing number of methods and channels of supply and distribution and which is increasingly more impacted by the emergence of new consumption and distribution models enabled by the new technologies (e-commerce, IoT, sharing economy, etc.).

Gruppo Contship Italia is the leading Italian partner in the offer of integrated intermodal transport services. Through its own "port to door" solutions and continental rail transport

("intra-European"), it offers new prospects for trade exchanges between Mediterranean and overseas countries and the key Italian and central/southern European markets. The gateway terminals of the group are a reliable, competitive and complementary alternative to Northern European ports. An alternative solution able to impact positively on managing risks connected with supply chains and sale of products, semi-finished products and raw materials. The risks are associated to the use of a single logistics corridor which has always looked to Northern Europe and which, in case of problems, interruptions or delays, would risk causing huge damage to importing and exporting businesses.

The strategy of the integrated Contship product is based on investments and know-how which relate to the maritime terminals and intermodal platforms like that of Melzo whi-

ch, with its 300,000m<sup>2</sup> and more than 7000 trains managed per year, is the link for Italian goods exchanged abroad.

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# Presentation of Spediporto group

Seventy years from its foundation, Spediporto is now the biggest and most representative Italian association of international sea forwarding companies, establishing itself as a business able to provide qualified services and support to its members.

20% of Italian companies and 90% of companies present in Liguria are members of Spediporto.

The members of the association are sea, land and air forwarding agents but also small, medium and large size couriers and carriers grouping 600 companies which account for 12,500 employees.

Thanks to a typical management structure, Spediporto develops multiple activities on different areas of intervention directly and through its four subsidiaries (Spediservices, Hub Telematica Scarl, Consorzio CSP, Consorzio VGM) namely:

- Electronic development to computerize operational processes
- Professional training and updating of staff of member companies
- Internationalization
- Consulting and trade union assistance, consulting for customs, Sector-studies and Marketing.

Spediporto also collaborates with the Port of Genoa in relation to:

- Development of the electronic system of the port of Genoa «E-Port System»
- Computerized renewal of the expired delivery dockets «E-Delivery Service» and electronic clearances
- «Virtual Offices» management to serve the forwarding agents at the VTE Terminal.
- Assistance in issuing AEO Certifications
- Creation and management of a goods transport system by road with “guaranteed transport”

In Italy, Spediporto is a member of:

**Confetra:** Confederazione generale italiana dei Trasporti e della Logistica (General Italian Confederation of Transport and Logistics)

**Fedespediti:** Federazione Nazionale delle Imprese di Spedizioni Internazionali (National Federation of International Forwarding Companies)

**Fedit:** Federazione Italiana Trasportatori (Italian Federation of Carriers)

Through Fedespediti it also participates internationally in:

**Fiata:** Federazione Internazionale delle Associazioni degli Spedizionieri (International Federation of Freight Forwarding Associations)

**Clecat:** Associazione Europea per gli operatori delle spedizioni, dei trasporti e servizi doganali (European Association for forwarding, transport and customs services).

## SPEDISERVICES Srl:

Set up in 2005 with the goal of supporting and helping businesses to grow, first and foremost those associated to Spediporto, of the Shipping, Logistics and Transport sector. Attentive to the continuous development of the global market and to the needs of the forwarding sector Spediservices has established itself and specialized in important activities like consulting and professional assistance to businesses; activity of interpretation; development of electronics and services to goods; agreements for member businesses and their employees. Spediservices also offers research and market surveys for international commerce, promotion, management and organization of fairs, training and internationalization.

## HUB TELEMATICA SCARL:

Hub telematica has always held an active role in managing and implementing the Port Community System of Genoa, and today also of Ravenna, also to support DXC Technology (former HPE), current operator of the National Logistics Platform (PLN).

It currently manages the I-T systems in the ports of Genoa and Ravenna.

It develops themes related to the exchange of customs messages.

It electronically supports the Vgm Consortium in transmitting data by automatically sending VGM data to E-port.

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- Rationalization of the bookings regarding control and verification of the goods
- Implementation of the projects connected with E-Port

## CONSORZIO VGM

Set up in 2016 as a response to the directives of Rule VI/2 of the Solas Convention 74 dated 21/11/2014 on the certification of verified gross mass of the container (so-called VGM) as implemented in Italy by MANAGEMENT DECREE no. 447/2016 issued by the General Command of the Corps of Harbour Master's Offices of 05/05/2016

## IT PROVIDES THE FOLLOWING SERVICES

- Online booking of container weighing
- Support and telephone assistance with a dedicated call centre
- Electronic and instant transmission of VGM data and its filing

The VGM Consortium, the only one in Italy to be connected to E-Port, terminated the weighing phase, electronically sends the VGM data generating the relevant Shipping Document, to the I.T. System of AdSP guaranteeing the correct acquisition by all subjects involved.

This process allows the container to arrive at the port gate without the need to have to check the VGM acquired and prevent waiting times at the Terminal gate.

The VGM Consortium operates through 2 weighing stations:

- TORTONA 1:** on Strada Statale Cabannoni  
4 ground level weighing scales
- TORTONA 2:** on Via Silvio Ferrari  
2 ground level weighing scales  
1 Stacker





# Polluting emissions

*In Genoa a pioneering project to analyse the quality of the fume in three ferries*



Emissions connected with port activity have become a crucial issue in recent years for the sustainability of the port-city system. In 2013, Arpal launched a pioneering project in Genoa to find more reliable models and methods to analyse pollution. The first results were presented during the opening conference of Genoa Shipping Week. The collaboration, begun with the Harbour Master's Office and ship-owners Tirrenia, Moby and Gnv, has allowed to measure the fumes of three ferries in all phases of their activity. This issue is also of particular concern to the population: in 2016, the European Agency estimated that 500 thousand deaths a year are connected to atmospheric pollution: «We receive scores of emails and phone calls every day complaining about fumes and smells coming from the port. We have developed a new method, which can be replicated in other ports - says Carlo Emanuele Pepe, General Manager of Arpal - by adapting and installing sensors on the funnels of the ferries: the data recorded in the maneuvering, entry and exit phase, at

full capacity and in different types of weather, are unique in Italy». Nitrogen and sulphur oxides, Co<sub>2</sub>, carbon monoxide, volatile organic compounds and pm<sub>10</sub> are the pollutants under observation: as underlined by Domenico Napoli, head of the technical- administrative department of the Harbour Master's Offices, the regulation presents some critical areas: «The law limits the amount of sulphur content of fuel for cargo and passengers, whilst when the ship is docked it must pass from naphtha to diesel within two hours - he explains -but the standard control is indirect, based on engine parameters». A measurement which is not always reliable: the considerable discrepancies with the Arpal data suggest the need for new standards and more direct controls. «Secondary pollutants produced by the reaction of chemical precursors are also more difficult to monitor - declares Mario Cirillo, Ispra (National Institute for Environmental Protection and Research) executive - because they are not directly linked to the emissions and should be analysed

using mathematical models». The solution also calls into question the private sectors and requires new technologies: «We are willing to co-operate - says Luca Filippasso of Gnv - to contribute to improving the system, this experimentation has allowed to measure the quality of the fuel and the efficacy of the maintenance activities, it would be useful to structure all this into a regulatory framework». Giovanni Giustiniano of Moby and Tirrenia, adds: «We are sensitive to the fume issue, aware that some systems are difficult to apply to existing ships». The solution would be to pass to LNG, liquefied natural gas, which would result in a drop of up to 90% in emissions, as declared by Giampiero Decubellis, general manager of Wärtsilä Italia. «This technology guarantees compliance with the regulations, has lower costs and greater flexibility. We have invested heavily on engines, achieving the most on this issue; we are dedicating ourselves to secondary abatement systems such as scrubbers and catalysers» ■



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# Technologies: the magnificent eight

*The Lloyd's Register has revealed which are the technologies that will have the greatest impact on shipping*

**E**ight technologies will have the greatest impact on shipping. This is what the Global marine technology trends 2030 report by Lloyd's Register, QinetiQ and the University of Southampton has revealed. Some deal directly with ship construction and their propulsion, others with all that comes from maritime trade: advanced materials, sensors, communication technologies for the so-called cyber ship, big data analytics, and application of robotics and automation.

One session of Port & Shipping Tech, which hosted a sizeable group of speakers, focused on the technology trends of the maritime and port sector. «There have been many contributions - underlines Paola

Gualeni, chairwoman of the event in her capacity as a member of the scientific council entitled "National technology cluster Transport Italy 2020" - the theme is very broad and deals with discussing the key points of Industry 4.0 in the maritime sector. For too long, there has been little investment in innovation and competitiveness in Italy. We are now witnessing a change of course, and it has been useful to compare the viewpoints of the operator with the needs analyses and importers of new technologies».

The national logistics platform, which is an important step forward, is managed by Dxc Technology, a company that has created the newco Logistica Digital; Franco Fiorese, solution consultant, lists its

advantages: «Operational flexibility, cost reduction, acceleration in developing new services, more business opportunities, we are already focusing on the internet of things».

Ship owners include pioneers in the digitalization of ship operation: «We have developed the Neptune project - explains Vincenzo Galati, director performance engineer of Carnival Cooperation - we have digitalized all the signals which arrive from the largest ship installations. It is an interdisciplinary activity which involves both the IT part and the technical part. We are gathering signals to make our ships work in greater safety, pursuing energy saving and more respect for the environment» ■



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# Green challenges: not only new fuels

*One of the main conferences of Port&Shipping Tech was dedicated also to technological innovations, best organisational practices and environmental efficiency of sea transport*

**T**echnological innovations, best organisational practices, new fuels for the energy and environmental efficiency of sea transport. Three sessions of the Port&Shipping Tech conference (held over several days during Genoa Shipping Week), organised by Clickutility team, were dedicated to “green shipping”.

The discussion focused on ship-specific monitoring plans which owners had to submit by 31st August to comply with European directive 2015/757 (obligation to communicate data on CO2 emissions to the European Union).

Accredited verification bodies (from the debate it emerged that they have little experience in the shipping sector) will begin the monitoring process on 1st January 2018. All this arrives at a time in which there is great discussion on whether to make the Mediterranean an Eca (Emissions control area).

This will apply to all commercial ships that will stop at European ports, independently of their flag.

The impact of the maritime community



on atmospheric pollution is fractional when compared with other forms of transport, if we also consider the fact that ships stop the use of other forms of moving goods which have a greater environmental impact, to the extent that the EU had still not dealt with regulating CO2 emissions.

The regulation requires that information be provided by each ship and at every journey, and information on a yearly basis. The plan must unequivocally identify the ship and the company, be complete and transparent. No holes and grey areas are allowed. In short, it is necessary to describe how it is expected to calculate the quantity produced and how to measure

the quantity of consumed fuel. For each section it will be necessary for example to indicate the arrival and departure port, the quantity transported, the quantity of CO2 emitted, the load transported and then prepare an annual report for the job carried out.

The sanctions for those who do not provide this information may even lead to a ban on navigation. It emerged from the debate that owners are worried that there is no set minimum level, meaning that those who have made investments in this area are considered on a par with those who have not. The predicted scenario is a future with higher



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The other challenge is the transfer of large quantities of data and their safety (99% will be stored in the headquarters of Emsa, the European Maritime Safety Agency, in Lisbon). Nevertheless, the fact that there is still no benchmark and, above all, the impossibility to compare ships, considering that at sea the speed is different and the sea itself is an important variable, current uncertainties are many.

Investments in scrubbers, LNG, but also in hybrid are the options available in the area of emissions, among new fuels and emerging technologies to reduce the level of sulphur, obligatory from 1st January 2020 (0.5% for the global limit, 0.1% in ports and Eca areas).

Lorianna Annunziata, Cnr technologist of Rome at the Ministry of the Environment, recalls that there are very few electrified docks, an option which is not always feasible. Enrico Paglia, research manager of Banchero Costa&Co, points out: «Liquefied natural gas for example cannot be used for ships like bulk carriers, which need a free deck, but it is a feasible and interesting solution for cruise ships».

Italy, in any case, is gathering funds to invest in the installations to realize a network of facilities capable of welcoming ships powered by liquefied natural gas: «Seven projects and almost 100 million euro from Europe», says Enrico Pujia, general manager for ports and navigation at the Ministry of Infrastructure and Transport. Rita Caroselli, director of Assogasliquidi-Federchimica, assures: «In two or three years the product will be available at different Italian ports and



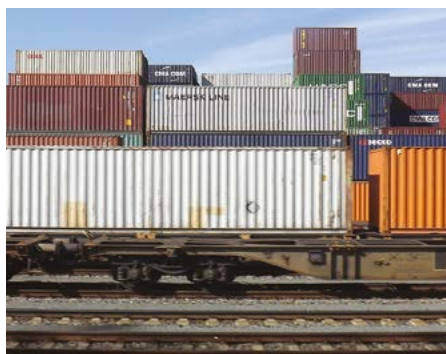
can be distributed through the lighters where there is still no installation; it is now up to the ship owners to believe in this kind of propulsion». Meanwhile, Carnival has already confirmed investments in this field, the first gas-powered cruise ships will arrive. Scrubbers remain very popular. With the new regulations, explains Paglia, «if no one installed scrubbers, the costs of bunkering would increase by 60 million dollars a year, which is practically Panama's GDP». There are also downsides: the impact of the new legislation reduces the value of the ships and from more sides it is clear how a number of sectors, like bulk shipping, are already in serious difficulty. Greater unity is necessary to make it understood that ships are a more economic and eco-friendly form of transport than road and air transport. The crew of a high-tech ship also requires special training, as Antonio De Feo of Bureau Veritas points out. Matteo Natali, manager of Wärtsilä Italia, points out that there is also the hybrid option (for example



Rimorchiatori Riuniti has already presented the first with this kind of propulsion) and the results in emission reduction are considerable. The theme of developing green ports and the requalification processes of the waterfront has compared the presidents of the new system authorities, Rinio Bruttomesso, president of Rete, an association for the cooperation between ports and cities, underlines: «We have inherited exceptionally beautiful waterfronts. We have to make the scenarios for the growth of ports and cities compatible with sharing future scenarios. The relationship is increasingly critical due to changes in the global market, gigantism and new routes, but also

legislative changes and a larger number of players than the past. Cooperation is essential». Pino Musolino, president of the System Authority of the Northern Adriatic Sea, says how the port of Venice has been pioneering: «Considering the very delicate situation of the lagoon and the uniqueness of the city, we have created shared value on sustainability by instituting the blue flag 10 years ago. This binds cruise ships to emission levels that are lower than those of current national requirements. In March, it was signed by all shipping companies, including those which do not stop at Venice. We are also creating an LNG refuelling station with the backing of private partners» ■

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# Public and private, a necessary dialogue

*The new law on the reform of ports in Italy encourages efficiency and investments*

The 2017 edition of Genoa Shipping Week coincided with the first anniversary of new law 84 on the reform of ports. It was an opportunity to take stock of the development of port and logistics infrastructure, also from the point of view of the investor's role. Fabrizio Vettosi, managing director of Venice Shipping and logistics, expresses a positive opinion on it: «Many investors showed great interest, especially with infrastructural funds for the ports. For a long time, we have said that the private sector should exceed the public sector in making the network of our ports,

which are considered to be too many, fractionated and inefficient, more efficient. Recent occurrences have finally shown a point of contact between public and private». Vettosi believes that the legislation has changed, bringing greater efficiency on the public governance side, which serves as a basis for encouraging investments in service infrastructure, i.e. the terminals. For Vettosi, the interest of investors and the acquisition of company shares do not mean selling off Italy - far from it: «It actually enriches our Country». The new law, from this point of view, has generated an outburst of



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efficiency and made procedures more streamlined, encouraging a more fluid dialogue between private investor and public stakeholder: «The initial suspicion has left room to greater certainties, greater planning - adds Vettosi - after all, the investor does an essentially complex and let me say "stupid" task, during the execution phase: basically, he has to verify whether the expected returns are pursuable in relation to a certain risk». Paolo Emilio Signorini, president of the Port System Authority of the Western Sea of Liguria, explores the theme in depth: «It seems to me that current investments in infrastructure, without the intervention of the private sector, are an anti-historical concept. The private sector has know-how, technical-financial and legal knowledge without which it

would be impossible to make the investment. I have met different fund managers and their questions and doubts make perfect sense: if a private subject intends to enter the shipping world today he has to deal

**“ the investor wants to understand who shifts the load ”**

with the positioning of the dock. This is an increasingly oligopolistic sector: the big operators decide quickly and unilaterally, without great obstacles on entry. At all my meetings, the investor wants to understand who shifts the load and how it is orientated». The second point of interest is the level of infrastructure, the so-called bottle necks, the ground

connections, etc. while the third point are the industrial relations of the port, innovation, in one word: efficiency. The essential aspect which everyone agrees on is the concession, the document of fundamental importance for regulating relations: «What is needed is extreme clarity - says Signorini - maximum compliance with the rules and clear burden-sharing. This clarity is not present at the moment complicating already difficult relations»; an aspect confirmed by Marco Mutti, of Banca Imi (Gruppo Intesa San Paolo): «State maritime concessions are a thing of the past and not suited to financing port infrastructures, they depart significantly from the Public procurement code: it would be necessary to sit down and study a model of starting concession» ■





# The charge of three thousand

*A big number of participants at the edition 14<sup>th</sup> of the Shipbrokers and shipagents dinner, for the first time in June*

It is “the” evening of Genoa Shipping Week, a business appointment (without forgetting a little worldly pleasure), that has no equal. 2017, edition 14 of the Shipbrokers and shipagents dinner, for the first time brought forward to 30th June rather than September, to avoid overlapping with another event that requires the use of the Blue Pavilion of the Fair of Genoa: the Boat Show.

You need only mention the key numbers to understand the importance and grandeur of the evening: 2968 participants representing 1357 companies, from 47 countries and 322 cities, and again: 71 Assagenti hosting companies out of 119, 70 sponsors, 5220 m<sup>2</sup> of location fitted out, 67 lounges. 125 waiters and 31 hostesses worked tirelessly for the entire evening.

The event is organized by Assagenti services and promoted by Assagenti, the Association of shipbrokers and agents, and by its Young Group.

«It is very tiring to organize – jokes, but not that much, Alberto Banchero, president of Assagenti – I know, because I was president of the Young group. In any case, it’s a very satisfying experience. The numbers have grown constantly, to the extent that we have been unable to manage it internally economically, but today’s 70 sponsors are the demonstration that it is one of the events of greatest international visibility and recognized as a truly important event». It involves the entire maritime cluster, not just the members: «The pension Fund, a bank, terminalists, all the realities that rotate around the ship and the vastness of the sea gave a helping



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hand», confirms Banchero. «We have come a long way since 1992, the first year of the Dinner - adds Aldo Negri, president of the young section of Assagenti - we have arrived at having three thousand people, divided equally between Genoa, Italy and the rest of the world».

The novelty of this year: the 25 trees, which are an integral part of the furnishings (see box at page 44), are difficult to miss.

The new Lord Mayor of Genoa, Marco Bucci, who made one of his first official outings at the dinner, was also pleasantly impressed: «In this evening, Genoa and its businesses have shown what they are able to do - he says - this is my first time at the Dinner and I have to say that the event has all the potential to be associated to territorial marketing activities and perhaps to the use of

the ground level of the Blue Pavilion for a themed exhibition, considering that we are in the Fair». Giovanni Toti, President of the Region of Liguria, confirms: «There is strength in numbers and the cooperation between companies of the same chain makes Liguria a protagonist

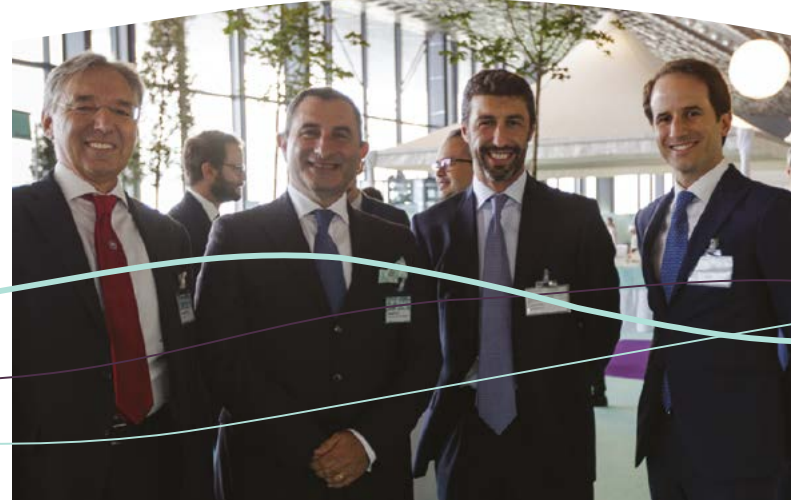
### THE GUESTS ARE DIVIDED EQUALLY BETWEEN GENOA, ITALY AND THE REST OF THE WORLD

both nationally and internationally». «We gather» is the slogan chosen for this edition, to give a sense of unity, of teamwork, of seeing and sharing experiences in a convivial atmosphere.

This year, guests were welcomed by three guiding-colours: «Moderate

turquoise» and «Dark opal» which recall water and «Dark Magenta». To be able to meet clients and companies with whom to develop future business in a festive ambience is a plus and it is what makes the Dinner such a success. The possibility to savour some good food at the same time makes for a winning combination.

In addition to the side tables for the traditional buffet with appetizers and starters, the four thematic islands were as appreciated as ever, with one novelty: following years in which focaccia with cheese was constantly churned out, a product typical of Recco, a town in the province of Genoa, which was also granted the Igp brand (protected geographical indication), one variation was greatly appreciated by the guests: the corner of the typical ►





pasta dishes (trofie and ravioli with butter and sage). Genoese pesto, the typical sauce famous worldwide and prepared by blending garlic, salt, basil, pine kernels, parmigiano reggiano cheese, pecorino cheese and extra virgin olive oil, was of course the protagonist through the person who to call maestro would be depreciatory. Roberto Panizza used his 42 kg mortar and the 4.5 kg pestle to give the final touch to the trofie (fresh pasta typical

THE GENOESE PESTO  
PREPARED "LIVE" ON  
THE SPOT WAS GREATLY  
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of Liguria) adding the dressing prepared "live" on the spot. The cheese island was also very popular with the mozzarella and the burrate churned out continuously. On an evening like this, there was of course a space dedicated to the sea and its richness, while beer lovers had the opportunity to savour local craft beers accompanied by four varieties of frankfurters, sauerkraut, pork ribs and parsley potatoes.

The evening started and ended with aperitifs and desserts and concluded with the fireworks on the sea. ■



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# Facts and figures

*Shipbrokers and Shipagents Dinner summarized with an infographic*



**3000+**  
guests



**1350**  
companies



**46**  
countries



**6600**  
sqm venue



**70**  
sponsor

# A green inheritance

*Twenty-five trees donated to Genoa*



Twenty-five trees donated to the city of Genoa from as many member companies of Assagenti. This is the novelty (and a lovely inheritance) of the 2017 edition of the Shipbrokers and Ship Agents Dinner. 12 holm-oaks and 13 horse chestnuts furnished the space inside the venue and were subsequently planted by Aster, territorial services company of Genoa, in the historical Doria villas in the district of Pegli, Rossi in Sestri Ponente, Duchessa di Galliera in Voltri, Croce in Nervi and in the avenues of the circonvallazione a monte, a scenic road which crosses the hills of Genoa.

The municipality of Genoa chose holm-oaks and horse chestnuts on the basis of the municipal regulation on greenery, which for interventions in urban areas recommends the prevalent use of broad-leaved trees, preferring the autochthonous

or exotic botanical species “as long as they are compatible with the climate and the landscape of Liguria and not invasive”.

The initial option of olive trees was ditched because they are allergenic plants. The interventions, within the urban area, even if strongly artificial and man-made, must in any case aim for environmental improvement. It was the same Aster to suggest the name of the nursery which it usually relies on for urban greenery.

The holm-oak is a long-lived tree and can reach an age of more than one hundred years. It is typical of the Mediterranean basin and reaches 20-25 metres in height. The horse chestnut (or Indian chestnut) is widely used as an ornamental plant in avenues, considering that it creates a very large, dense and shaded area. It can reach a height of 25-30 metres. ■

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↑ The location of dinner beautified with holm-oaks and the horse chestnuts



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# The youth makes history

*How Shipbrokers and shipagents dinner has evolved over the years*

In 1993, the Youth Section of the Shipbrokers and Shipagents Association of Genoa thought about the Dinner looking at what was going on in the great shipping capitals of the world: the organisation of an event in which to meet one's guests, exchange views, do business and share ideas without travelling far and wide.

Over the years, the Genoese Dinner has asserted its tradition in the international calendar of shipping events, evolving in both numbers and form. 18 years on, eleven editions of the Shipbrokers Dinner have alternated with each other and the number of participants today has increased fivefold, making the sit-down formula adopted in the first nine events difficult to manage.

The venues have also alternated with each other to adapt to the number of guests: «I really miss

Palazzo Ducale – says the Spaniard Fernando Heredia of Altas Shipping – it is a magnificent setting for this kind of events». This historical Genoese building was the location of the Dinner for seven years: «the first year we only used the hall of the Great Council – says Massimo Moscatelli, secretary of Assagenti – slowly we expanded, putting tables in both halls of the Great and Lower Council, in the loggia and in the Doge's apartment». In 2005, the involvement of 1800 participants made it impossible to use Palazzo Ducale to host the event and it was replaced by Stazione Marittima for the 2005 and 2007 editions.

To bring such a high number of foreigners to Genoa was also an opportunity to present the city, so much that the welcome cocktails that



preceded the dinner were held in various locations around the city: from the foyer of Theatre Carlo Felice – which hosted a classical music concert on the same evening for the guests of the event – to Galleria Mazzini, as far as the quay of Ponte dei Mille.

In 2009, on the occasion of the tenth edition of the Dinner, the Association gave a firework display not only for its guests, but for the entire city. The event was hosted by the Jean Nouvel Pavilion of the Sea Fair; its 2300 guests were now “cumbersome” for the classical and striking palazzi of the city. «The Fair location is very attractive – says Giuseppe Rossini, Managing Director and Ceo of Saima Avandero – able to welcome a huge number of guests and, at the same time, to allow the city of Genoa to be appreciated in all its charm».

On the occasion of the tenth edition, the formula was also rethought, abandoning the sit-down dinner, traditional compared with international events, to welcome a more dynamic buffet dinner, which was also simpler to organise.

The twelve editions were all managed by the Secretariat of the Association, captained by Massimo Moscatelli, who has always thought of everything, until 2009, when the layout of the room and the celebrations of the tenth anniversary were entrusted to the Architect Umberto Ottino. He has worked alongside the Secretariat and his commitment was renewed in 2015, when the number of participants reached 3200.

The growth of the event, in terms of importance and size, has implied an increasing involvement of the city, its companies and institutions. ■

1 2007 Cocktail, 2, 3, 4 2009 Dinner, 6, 7 Dinner 2007, 5 Dinner 2011.



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# In the Navy

*Host institution of Gsw, the Italian Navy has opened to the public the new fremm frigate Alpino*

The most visible presence was at Ponte dei Mille, wharf of the Marine Station of Genoa, with the brand new frigate *Fremm Alpino* moored and open to visitors for the duration of Genoa Shipping Week; the Italian Navy also actively participated in its capacity of host institution at the conferences of Port & Shipping Tech.

*Alpino*, which got its name thanks to the connection with the military corps of the Alpini (branch specializing in mountain operations), with which it shares the same motto ("you can't get through here"), was built in the Fincantieri shipyard of Riva Trigoso, always in Liguria. It is the fifth vessel of the 10 expected, the last in *Asw* (Anti-Submarine Warfare) configuration, which means it is capable of navigating in silence at considerable speeds in antisubmarine warfare.

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↓ Marcello Grivelli and The new Lord Mayor of Genoa, Marco Bucci on board of the frigate Alpino

it is designed to reach a maximum speed of 27 knots and can hold up to 200 people (crew and staff).

Alpino is almost invisible to radars, thanks to the particular shape of its walls and absence of a porthole; the electrical propulsion is an advantage, allowing it to emit few sound waves in the sea and to “listen” for each vibration or sound coming from the sea.

The frigate’s antenna is more than 2km long and can be “unfolded” at sea. The sonar can be dropped to a depth of 350m. The bridge is similar to that of a merchant ship, very wide, but with fewer stations than usual, thanks to the high level of technology which allows for full monitoring.

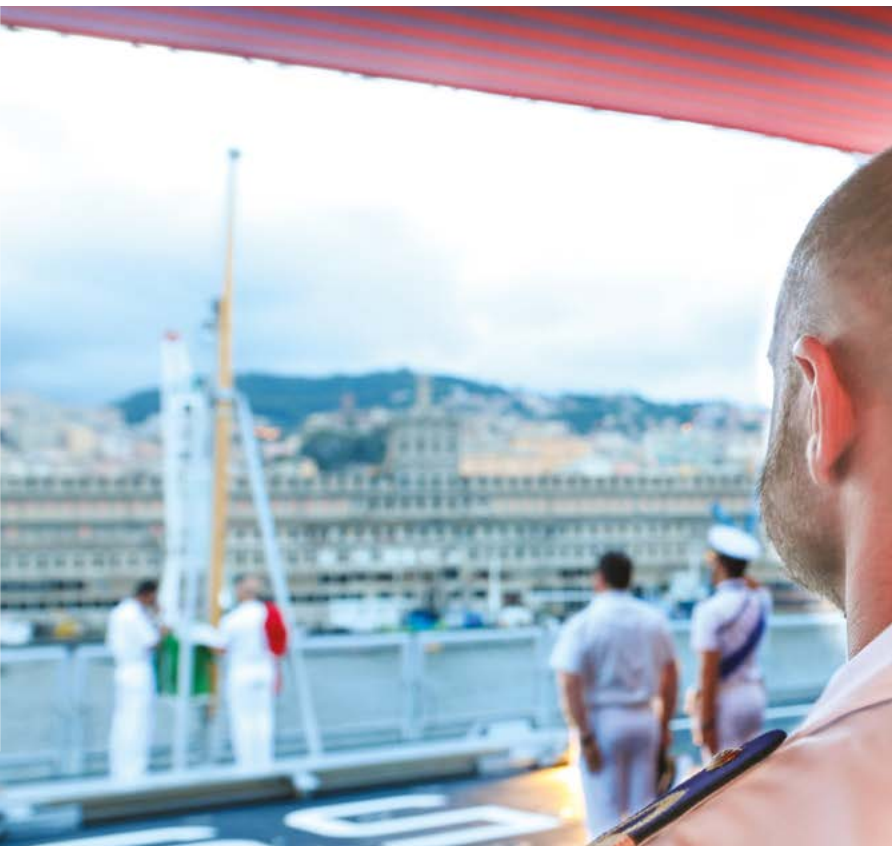
Delivered to the Italian Navy on 30th September 2016, it was put to immediate use. «There are usually 150-170 crew members – explains the commander, Capitan of the vessel Marcello Grivelli – and immediately after the launch we were used in the Mare Sicuro (Safety at Sea) mission, with our presence and surveillance to guarantee safety in the Central Mediterranean Sea close to

the Libyan coasts». Since 2nd August, Mare Sicuro has also provided help and support to the Coast Guard and to the Libyan Navy to contrast illegal maritime traffic.

«We are also involved in migrant rescue missions, defending oil platforms off the Libyan coasts and in control activities on merchant ships which are bound for Italy», adds Grivelli.

The Alpino hosted the prize-giving ceremony of #shootyourport photo contest.

Squadron Vice-Admiral Donato Marzano, Commander-in-Chief of the naval division, tackled the theme of maritime safety (see interview on page 55) and also made valuable contributions to the sessions dedicated to the Green shipping ►





The Italian navy also participated at the conferences of Port & Shipping Tech.

as our mission is also to protect the environment. In 2012, we began collaborating with Eni and the US Navy to develop green diesel as a source of propulsion, respecting in advance the parameters that will be required from 2020. We are also active on the liquefied natural gas front which we are exploring to introduce it as an experimental

summit and Technology trends. Pasquale Tripodi, Captain of the frigate, Head of the ship design office – Augusta, explains: «We have launched a “green” project,



fuel». The Italian Navy has not left energy efficiency policies and the recourse to hybrid propulsion aside. Sergio Simone, Captain of the vessel and Head of the ship design office for La Spezia, explains: «We are implementing an innovative approach to the project for the new ships, using emerging technologies to satisfy requirements which are not just military. These can be connected to operations that involve providing relief to the population after disasters. Furthermore, the open architecture used allows us to have margins for future implementation. It is a real challenge». ■

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# The contemporary challenges of Italian Navy

*Squadron Vice-Admiral Donato Marzano, Commander-in-Chief of the naval division, host institution of Genoa Shipping Week.*

Vice-admiral, after you began cooperating with Shipping Week in Naples last year, here you are in Genoa as host institution, are you pleased?

«Yes, shipping week is connected to everything that deals with transport by sea. The navy had to be here, given that we are tackling the same issues of merchant ships and ensure their protection, which is somewhat the basis for any business activity».

You brought your most recent ship, the Alpino, and opened it to the public. You have also taken part in the debates; you can express your own views in many areas...

«Alpino joined the team in September. This ship is state-of-the-art, a prime example of Italian high-tech in the world, so much that we are trying to export it. We are in the millennium of the blue economy and the challenge is to ensure safety at sea, protection of Italian businesses at sea; it is a challenge between forces, agencies and nations because the maritime domain is very complex».

For some time, you have also had a very delicate task in the area of prevention to limit the landings of people fleeing from Africa exploited by unscrupulous people traffickers, can you explain it to us?

«We train the security forces of other Countries, for example in Libya and in Somalia, to try and solve the root causes of the problem and ensure that thousands of people don't undertake this dangerous journey. At any rate, we work extensively with Nato Countries and the navies of the African States». ■



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# «Across the main Gsw themes»

*Admiral Giovanni Pettorino is Maritime Director of Liguria and Commander of the port of Genoa. The Harbour Master's Office – Coast Guard acted as host institution of Genoa Shipping Week.*

**Admiral, during Gsw, the port of Genoa became the hub to discuss internationally important issues. The Harbour Master's Office was involved across the board because it handles so many aspects, can you sum them up?**

«Each year, Shipping week touches on issues relating to the economy and transport by sea which are specific to the "Maritime Function for the civilian and productive uses of the sea", exercised by the State above all through the Harbour Master's Offices. The purpose is to offer services and satisfy the needs of a variety of users which can range from rescue services at sea, to monitoring maritime traffic, from protection of the environment to that of the fishery resources in the sea; from services to seafarers to those in favour of pleasure boating».

**An issue that involves a wider public than that of the sector has to be that of polluting ship emissions. Do you think the experience in Genoa with Arpal can be useful and taken as an example elsewhere? Do you already have news on any similar initiatives?**

«The "real" monitoring of funnel emissions, unique in the Italian and European panorama, has allowed to discuss the data measured in ship operating conditions. The results of this activity must now be

assessed by the scientific community and by the institutions and ship-owners to identify the choices, also of a regulatory nature, to improve environmental protection and citizen health».

**Last year, the port of Genoa successfully tackled the obligation to weigh containers and increase the level of safety to 2 within the space of a month and a half. Can you share any personal memory of that time?**

«The days that preceded 15th August 2016 should certainly be remembered as testing benches. The close cooperation between State Administrations, first and foremost the Coast Guard and the Police Forces on one side and the private terminal operator on the other, coordinated by the Prefecture, made it possible to deal with two difficult situations with the assistance of the port Authority: the control of hundreds of thousands of vehicles and passengers and weighing the containers. An example of close cooperation, of shared solutions and efficiency, which will be a point of reference for the future». ■



# Studies, research, opportunities & more



The National Bilateral organisation for employees of the Maritime Shipagent and Shipbroker Agencies was established on 28 January 2003.

The association is not officially recognised and pursues its aims on a not-for-profit basis. The Founders of the organisation are: Federagenti (the National Federation of Shipbroker and Shipagent agencies) on the one hand, and worker Trade Union Organizations – FILT CGIL, FITCISL and UIL Trasporti, on the other. The goals and purposes of the National Bilateral organisation include:

- Encouraging and promoting studies and research into the sector of the Maritime Shipagent and Shipbroker Agencies with particular emphasis on analysing training needs.
- Promoting initiatives for ongoing training, education and professional re-training, in conjunction with national, European and international institutions as well as other bodies geared towards achieving the same goals.
- Promoting opportunities for the Maritime Shipagent and Shipbroker Agency sector to access EU pro-

grammes inspired and financed by structural funds, with particular regard to the European Social Fund.

- Pursuing the implementation of temporary work within the regulatory framework established by legislation and agreements between the stakeholders.
- Analysing employment market issues and its flexibility, whilst monitoring its implementation within the sector for the purposes of ensuring suitable decisions are taken during collective bargaining.

The National Bilateral organization has overseen distance training for employees of the Maritime Shipagent and Shipbroker Agencies since 2004, and has already achieved over 50 qualifications. At present, the following qualifications are online:

- The world of transportation
- Shipagents
- Shipbrokers
- Container transportation
- Contracts and laws on maritime transport
- VAT for maritime agencies
- The employment contract and effects on payslips
- English 1 - Elementary level

- English 2 - Pre Intermediate level
- English 3 - Intermediate level
- English 4 - High Intermediate level
- Sic1: Information and worker training
- Sic2: Designated training
- Problem Solving & Decision making.
- Excel Advanced
- IMDG Code V11 Amd 36-12
- Economy of transportation and logistics
- Leisure sailing insurance

Since 2007, The National Bilateral organisation has been the Institute Teaching Centre (ITC) of "The Institute of Chartered Shipbrokers" of London, and runs its examinations. The organisation runs classroom courses of the ICS using a video-conferencing system in 14 local sites.

The National Bilateral organisation has published the following texts: "VAT Manual for Maritime Agents and Brokers" (2004), and "The new VAT for maritime agents and brokers" (2012).

## Big numbers in 16 Italian cities

La Federagenti – National Federation of Ship Agents and Brokers – was set up in 1949 and is the only organisation in the sector that is present and operates nationwide through local Associations, present in 16 cities, that cover all 144 Italian ports.

The Federation has 500 member companies, accounting for more than 5 thousand staff and an annual turnover of 1 billion euro.

La Federagenti, based in Rome and Genoa, is a member of FONASBA (Federation of National Associations of Ship Brokers and Agents), and ECASBA (European Community Association of Ship Brokers and Agents), Confcommercio, Confetra, Federazione del Mare, Comitato Welfare Gente di Mare.

The shipping agents, who work in the ports and carry out their activities in the contain-

er, cruise and tramp sector, in naval management, yachting and brokerage, play a strategic role in the maritime transport sector, as they represent all foreign ship-owners and most Italian ship-owners.

La Federagenti has pursued an approach finalized at the creation of a standard of **Good Governance** intended for its members. The national standard gives the right to the Fonasba Quality Standard.

La Federagenti has invested in important training activities for its members. It provides numerous annual training courses which are free for employees of the shipping agencies through the **National Bilateral Body** (joint body between Federagenti and Trade Union Organizations of the sector).

In 2010, the National "Cassa Mutua" (Mutual Benefit Association) was set up for employ-

ees of the Shipping and Brokerage Agencies between FEDERAGENTI, FILT CGIL, FIT CISTL and ULTRASPORTI. The "Cassa", which is not-for-profit, has the exclusive goal of total or partial coverage of the cost of healthcare services, supplementary and ameliorative to those provided by the National Health Service.

The following have been set up within the scope of the Federation:

- **Gruppo Giovani Federagenti**; set up in 2005 and currently has 60 members under 40 years of age
- **Yacht Section**: set up in late 2005, its goal is to support the over 50 shipping agencies that are members of Federagenti and provide assistance to engine or sail-powered pleasure crafts longer than 25 metres.





# «The ligurian ports: an excellence»

*Giovanni Toti, president of Regione Liguria*

**Shipping Week included a moment to exchange views with the General Assembly on Logistics in association with the steering committee of the Liguria, Lombardy and Piedmont Regions. Can you tell us what that's about?**

«The logistics steering committee is a method of institutional cooperation which we have developed over the last two years and involves periodic meetings and gatherings to synchronize the agendas of the regions on logistical and infrastructural themes, which are so decisive for the development of the North West».

**What is the purpose of this synergy between Regions?**

«To accelerate the processes necessary to integrate the North West on a stable basis in the great European corridors. The institutional harmony which has been created in recent years is already giving positive results. We started on 11 December 2015 with the signature of the protocol to develop the transport and logistics infrastructure, which was followed by the general assemblies of Novara in April 2016 and of Genoa in May this year».

**What emerged during this week?**

«First and foremost, that the port of Genoa and the port system of Liguria overall is a living reality able to take up the challenges

of development and changing trade patterns. The operators choose and reward Genoa and Liguria, they know its excellence and its potential more than anyone else: this emerges with particular emphasis during shipping week. This reality needs greater independence, to have the acknowledgements received for the logistical efficiencies it succeeds in generating recognised; it cannot stand behind the centralism which the government currently proposes with its port reforms. This is the only way the port of Genoa can respond to its vocation of outlet to the sea for all of the North West and of routing centre from and to Northern Europe. Genoa is the port of Milan, but not only».

**What upcoming themes will you be tackling as steering committee?**

«The steering committee has already tackled other themes besides logistics: the highly topical one of security was formalized in the "Carta di Genoa" signed in September 2016. We are only at the beginning as far as logistics goes. The release of funds for the Genoa Interchange is fresh news: an important new element that removes a heavy burden that rests on the future. It is necessary to continue along this path; long-term investments are needed for the North West which will be crossed by two rail corridors and it needs continuity in strategic programming. We believe that this is the way to go». ■



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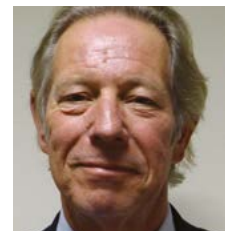
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# «Gsw: an ideal way to promote our profession»



*John Foord is president of Fonasba  
(Federation of national associations of ship brokers and agents)*

**Recognition of profession of ship agent and ship broker is one of the topic that Fonasba have been discussed during the Annual meeting for years. Which is the role of events like Genoa Shipping Week for this purpose?**

«The Gsw event is extremely important in raising the profile and increasing recognition of the ship broking and ship agency sectors. Bringing the community together on a regular basis and in such large numbers as we saw in Genoa, is an ideal way to promote our profession, especially as it generates such high levels of media interest».

**Fonasba was very committed to the regulation of Verified Gross Mass following the implementation with its Member and is one of the major representative at Imo. Which is the status of implementation worldwide? Do you have any concerns about the Regulation?**

«The latest Fonasba membership survey indicated that implementation of the Solas Amendments went well in most cases and there is little evidence that the measures have adversely impacted on container movements, distorted trade patterns or led to large numbers of containers being refused permission to load, all of which were major concerns of the container transport sector prior to the Regulations coming in. Whilst this is a tribute to all those involved in the practical implementation of the Regulation, we do have some concerns about the parallel regulatory obligations on Member States. It is clear that regulatory oversight of compliance with the process of verifying the accuracy of weight certificates is lacking in effectiveness. A number of member states do have effective and robust procedures for verifying the accuracy of weighing equipment and the procedures

for calculating the gross mass under Method 2, but in others the authorities are not displaying the same rigour, leading to concerns that the certificates cannot be relied upon. In order for the Solas regulation to be fully effective therefore, there the same level of compliance control needs to be exercised by the authorities as is been applied by ship agents and carriers in refusing to load containers without certificates».

**Fonasba and Ecasba have expressed concerns about the ineffectiveness of the Reporting Formalities Directive, 2010/65/EU, in reducing the administrative burden on the ship agent. Those concerns have led to the Commission agreeing to a review of the Directive. What do you expect from this revision?**

«In brief, Ecasba believes that there is benefit having reporting requirements being consistent throughout the EU, both in terms of formalities covered and the data required, and having only one single window, covering all statutory reporting obligations, including customs, immigration and health amongst others, and that business to business and commercial information should not be included. Furthermore, Ecasba supports the introduction of effective national single windows in all Member States as the vital first step (with Europe-wide data exchange following later), that existing reporting mechanisms, such as existing port community systems, must be retained and that web-based data entry facilities must be provided to allow ship agents representing bulk, tramp, breakbulk and shortsea operators, who represent the significant majority of all port calls in Europe, to input data easily and quickly. Ecasba now looks forward to the formal consultation on the Review and will be encouraging all its members to participate». ■

# Shipagents' pension Fund: Fama

It was the early Eighties, and the Board of Directors of Federagenti (the Federation of Agents) was in search of new options for providing support to the whole category. As a result, a group of pioneers felt that creating a welfare fund to assist its Members would provide an excellent means of support.

The result, following a brief period of incubation, saw the F.a.m.a. –Maritime and Air Agents Fund, established in Genoa on 31 January 1985: the aim was to implement forms of welfare and medical assistance, as well as other forms of insurance for Maritime Shipagents and their families, as well as for their respective companies.

Initially participation in the Fund was on a voluntary basis, but the initiative immediately proved popular amongst Members. Based on this favourable premise, the Fund offered itself to manage the category's obligatory pension fund. A major turning point

came in 1995, when Law 549 saw the Fund become an obligatory Welfare Fund for all Maritime Agents, within the framework of obligatory welfare systems.

The obligatory nature of participation in the Fund was reiterated and reinforced both by INPS and the Ministry of Employment: with a memorandum circulated on 25 September 1996, the National Welfare Institute clarified that Shipagents are subject to obligatory welfare contributions which replace that indicated under Article 2, paragraphs 26 and subsequent paragraphs, of law no. 335/95 (separate scheme). The document published by the Ministry of Employment highlighted the obligatory nature of the welfare fund managed by the F.a.m.a. and was dated 26 September 2006.

In addition, in a farsighted move, the F.a.m.a. established the professional Civil Responsibility policy in 2001. Contributions linked to agency fees were raised to 6.80%

to enable the Civil Responsibility policy to be taken out to cover Companies. The policy is of a collective nature and is activated automatically by paying the share of the agency fees.

The F.a.m.a. has always focused attention on the Voluntary Welfare system, as well as the forms of Obligatory Welfare. Since 1985, individual or family needs of the Member/Insured party for adding a voluntary contribution to the obligatory contribution stipulated by the law were met when a complementary form of welfare was established.

Our forms of complementary welfare are extremely favourable compared with market conditions and all the welfare policies have provided an excellent yield in recent years: in the last three years, by way of example, these have ranged from a maximum of 4% to a minimum of 3%.



# Spinelli Group: logistics at 360 degrees

Gruppo Spinelli is a reality that touches all aspects of logistics: port terminal, road and rail transport, warehousing, storage areas, buying and selling containers and customs related operations. The driving force, in addition to the long-standing business of the Group, is road transport which is carried out in the operational bases of Genoa, Padua, Livorno and Milan (Arluno) La Spezia (Santo Stefano di Magra) and Reggio Emilia (Rubiera and Dinazzano) and avails of more than 600 owned vehicles. Each year, 230 thousand journeys are made and 42 million kilometres travelled. The intermodal centres of Reggio Emilia, Padua and Milan handle 3500 trains a year which transport goods to the key Italian ports: Genoa, Livorno and La Spezia, where the other owned intermodal facilities are located. The rail service also offers daily direct train departures to the most important Northern European ports.

The Terminal division of Gruppo Spinelli operates in the Port of Genoa on different

areas in concession for a total of 150,000 m<sup>2</sup> offering embarking/disembarking of containers, ro-ro and various goods and annually handling volumes greater than 430,000 teus. The most recent important conquests for the Genoa Port Terminal have been the completion of dredging works which allow a 14m draught along the wharf, purchase of the ninth mobile crane, acquisition of the Ponte Idroscalo Ponente and cutting of the corner of Ponte Etiopia which allows ships of up to 294m in length to moor.

The Deposits division which covers a total area of more than 560,000 m<sup>2</sup> offers repair, deposit, handling, and container buying and selling activities. This activity is carried out in 9 facilities at the internal terminals of Milan (Arluno), Reggio Emilia (Dinazzano) and Vignole Borbera and the ports of Genoa, Genoa Voltri, La Spezia and Livorno, handling over 1,000,000 teus of empty containers per year.

Centro Servizi Derna srl and Consorzio Genova Distripark of Voltri offer warehousing

and goods deposit activities to Italy and foreign countries. Centro Servizi Derna srl also handles the stock exchange service for coffee and metals. Finally, Saimare spa, with 160 employees, 95 accredited to work in Customs, provides an outstanding service in the forwarding sector with a direct presence in the ports of Genoa, La Spezia and Naples and through connected businesses in the ports of Livorno, Salerno, Gioia Tauro, Cagliari, Taranto and Venice.

Other activities besides logistics, but in any case of renewed focus for the Group, are environmental sustainability and energy saving. Demonstration of this are the photovoltaic system at the intermodal centre of La Spezia (Santo Stefano di Magra), the strengthening of rail transport and the renewal of the equipment park, passing from Euro 3 to the newest Euro 5 and Euro 6.





# Running with a European marathon champion

**G**enoa Shipping week was ushered out in style with a race in places which are not usually accessible. On Saturday 1st July, some sixty "brave" people (the event took place the morning after the Shipbroker & shipagents dinner) met at the city's old port, in front of the Bigo designed by Renzo Piano, for an amateur race with an exceptional spokesperson: Emma Quaglia, European marathon champion. This was the third edition of the race through the heart of the port and included a moment with Monsignor Nicolò Anselmi and Admiral Giovanni Pettorino of the harbour master's office to remember those who died following the collapse of the Giano wharf control tower.

«Pettorino, among other things, is a runner and master walker - comments the organizer, Francesco Ferrari of First P&I Insurance Broker – basically one of our own».

The route is particularly unique: first you come to the "Glass Bubble" next to



the Aquarium, then it's back to the port area and Giano wharf to commemorate the nine people who died after a ship rammed into the control tower whilst making its way out of the harbour.

The participants received a technical t-shirt to remember the event. Their donations, collected at the end of the race, were given to the Haematology

oncology department of the Paediatric Hospital of Gaslini, Genoa, managed by Carlo Dufour «who has raced with us many times», adds Ferrari. To finish, a last refreshment with one of the characteristic foods of Genoa: focaccia. Emma Quaglia was on home ground, considering that she was born in Genoa. The athlete, born in 1980, won the marathon at the 2014 European championships. She participated with great humility, demonstrating the joy of running even just for a short training session, but above all the emotion of a small but significant gesture: «The participants were in good shape and in high spirits, the route was truly striking considering that it is by no means a common occurrence to be able to run inside the port area. The highest moment was the commemoration on Giolo wharf; I am grateful to the organisers for this».

73-year-old Camillo Casella was the eldest of the large group of participants: «I'm fit – he said- I'm a regular runner so it was natural for me to take part; what's more, my office is in the area of Giolo wharf». ■





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Genova 1473

**K**  
**SHIPS**

## Terminal Darsena Toscana



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# ARCHITECTURE, ART AND HISTORY

*Two guided tours  
in Palazzo Nicolò  
Lomellini and Galata  
Museo del Mare*



 The front of Palazzo Nicolò Lomellini, known as Palazzo Lauro

Genoa Shipping Week was more than just technical appointments with two guided tours on Wednesday 28th June: Palazzo Nicolò Lomellini, also known as Palazzo Lauro, and Galata Museo del Mare.

Palazzo Nicolò Lomellini is part of the Rolli system, recognized as UNESCO world heritage site in 2006,

a forward-looking idea of the noble Genoese in the 16th century: built in the historical centre, palazzi of unrivalled splendour were entered into a public list and, in turn, used to host state visits in the absence of a royal palace. In 1950, the palazzo was renovated by the ship-owner Achille Lauro after it had been seriously damaged by World War II ►



**VOLTRI TERMINAL EUROPA S.p.A.**

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bombs. The guided tour (organized by Planetaria Hotels) was given by the architect Stefano Libanati, responsible for the restoration work: «The visitors had the opportunity to see several rooms which are usually closed to the public: the management rooms, with the painting that depicts the same Achille Lauro as a Neptune emerging from the storm». The marbles, stuccos and paintings are all magnificent. The entrance features the 18th century fresco “Il tempo e la fama” by Genoese painter Francesco Campora.

Those who visited Galata Museo del Mare were able to appreciate the recent exhibition dedicated to the history of ship-owners: 18 models of ships between merchant and passenger ships, 4 short films about life on board the steamships, two wall-length video projections and the reconstruction of



the bridge of a merchant ship with a simulator. A modern way to present the evolution of an economic world which moves from traditional sailing to that of steam. ■

↑ On top: some of the models of ships inside Galata Museo del Mare

# CORPORATE PARTIES, A GROWING SUCCESS



F.LLI COSULICH  
PALAZZO DUCALE

A striking path of over two thousand paper boats guided the guests to a special dinner in the splendid setting of Palazzo Ducale. This is how Fratelli Cosulich welcomed its 1500 guests to celebrate 160 years in business. «A great achievement we are really proud of - explains Alberto Cosulich - we wanted to celebrate with all our friends, customers, suppliers, staff, collaborators and authorities. Our foreign guests were particularly impressed by the location's beauty». The exquisite catering service, provided by Capurro Ricevimenti, served up a mix of sea and land-foods typical of the Peninsula, including aperitifs, finger-food, a cheese-maker's island, desserts and main dishes.







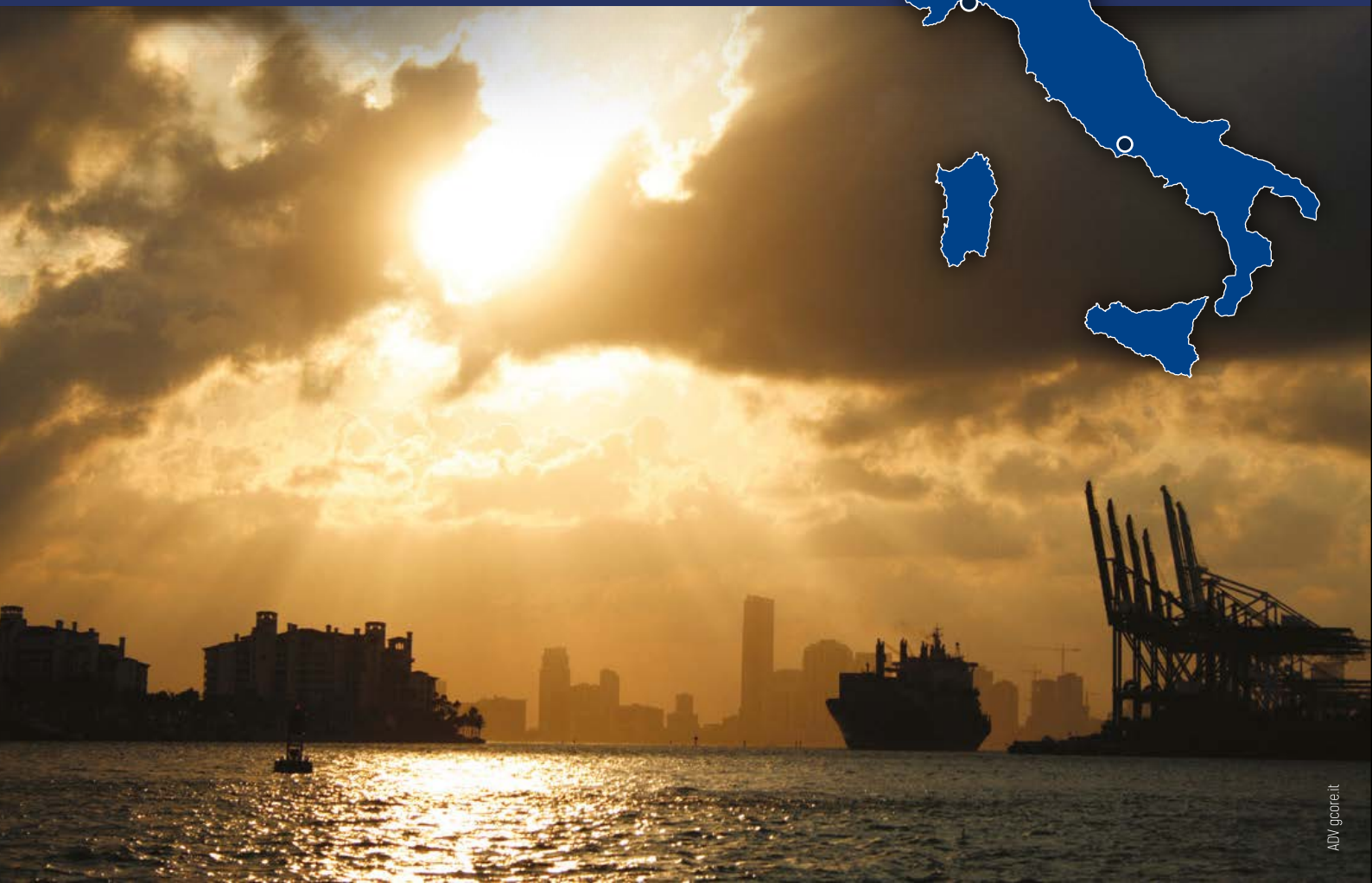
## **BRAVO TANKERS VILLA LO ZERBINO**

Bravo Tankers invited its guests to Villa Lo Zerbino, for an elegant intimate dinner. «It was the opportunity to share an event which puts Genoa at the centre of the

shipping world for a week - comments Guido Bertieri - in a location which has become tradition for us». The evening continued late into the night for more than 300 guests who, between one conversation and the next, were able to enjoy the buffet prepared by Capurro Ricevimenti and the music selected by a disk jockey. ►



**Federazione Nazionale  
Agenti Raccomandati Marittimi  
e Mediatori Marittimi**



ADV gcore.it

**Federagenti, la Federazione Nazionale degli Agenti Marittimi Raccomandati e Mediatori Marittimi**, è stata fondata il 5 febbraio 1949 ed è l'unica associazione imprenditoriale del settore marittimo portuale presente in tutti i 144 porti italiani, attraverso le 16 Associazioni Federate cui aderiscono circa 500 aziende che occupano oltre 5 mila addetti.

**Gli scopi e le finalità della Federazione sono:**

- Promuovere la portualità nazionale e lo sviluppo dei traffici marittimi.
- Promuovere la collaborazione tra le Associazioni Federate e le categorie associate.
- Tutelare le Associazioni federate e le categoria associate presso tutte le sedi e amministrazioni nazionali ed internazionali e presso le organizzazioni sindacali di datori di lavoro e prestatori d'opera.
- Svolge funzioni arbitrali e di conciliazioni nelle controversie tra le Associazioni Federate, i loro associati e le categorie aderenti.

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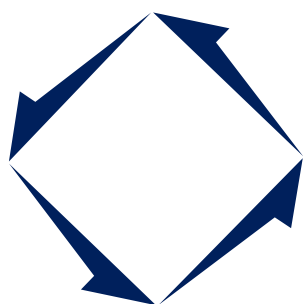
### MULTI MARINE SERVICES CAVO RISTORANTE

Faithful to its love for long-standing Genoese restaurants, Multi Marine Services organised its party in the charming courtyard of Cavo Restaurant, just a stone's throw from piazza De Ferrari, in a delightful informal evening. «It is our way to say hello to old friends and meet new ones, enhancing the long-standing businesses of the city – says Simone Carlini – a very popular location, in which to exchange ideas and create enjoyable networking opportunities». About 200 guests, including partners of the agencies of Morocco, Spain and Portugal were present, many of which stayed until late, enjoying the finger-food and a delightful drink offered by the house.



## BBC CHARTERING BEAUTIFUL LOSER

A birthday party in blue that continued late into the night among garlands, gadgets and accessories to recall the evening's dress code. BBC Chartering chose the Beautiful Loser for its own private party. This year was also the occasion to celebrate the first ten years of business. «We are thrilled to celebrate this great achievement during such an important week – says Matteo Fortuna, managing director – we started from scratch as a small business and are proud to represent one of the most important companies in the sector». More than 250 participants: following the aperitif, a short sit-down dinner in the courtyard, the cutting of the cake and pasta amatriciana “at midnight”, the most daring guests let loose in the restaurant's charming dance floor until morning.



# UIRNet S.p.A.

SISTEMA NAZIONALE DELLA LOGISTICA INTEGRATA E INTERMODALITÀ



## HUGO TRUMPY MOTOR BOATING ASSOCIATION OF LIGURIA

Hugo Trumpy chose lunch instead of dinner (and on the same day of the dinner) for its own private party. 90 guests, including ship owners, charterers, forwarders and brokers, mostly from Northern Europe, but also from the United States, enjoyed the informal ambience in the headquarters of the Motor Boating Association of Liguria in Corso Italia. Local specialities were savoured under a frame canopy on the terrace overlooking the sea, which was rough that day, making the event even more spectacular.

«We have been organising this corporate event for a few years now – explains Axel Boesgaard- because the Dinner has become so important to be dispersive at times; in this way, we can chat in a more confidential manner». The guests appreciate it: they are able to taste the local cuisine and enjoy the stunning panorama. Each year, the number of guests increase; we have tripled the initial number of thirty.



## BURKE & NOVI PARTY YACHT CLUB ITALIANO

On the occasion of the Shipbrokers' Dinner, in line with tradition, Burke & Novi organised its own cocktail party at the prestigious headquarters of the "Italian Yacht Club". 200 guests attended from all over the world.





**BANCHERO COSTA  
CENTRO SURF BEACH CLUB**

banchero costa chose an unusual location to greet guests with a “smart causal party”: Centro Surf beach club on Corso Italia was the backdrop for the lovely spring evening characterized by a lively south-westerly wind.

Alberto Banchero, Francesco Fuselli, Vittorio Giani, together with the brokers of the long-established Genoese shipbroking company, welcomed the international ship owners, charterers and traders who met under the Lanterna for Genoa Shipping Week.





# ENTE BILATERALE NAZIONALE

**L'Ente Bilaterale Nazionale per il personale dipendente delle Agenzie Marittime Raccomandatarie, Agenzie Aeree e Mediatori Marittimi** è stato costituito il 28 gennaio 2003 ed è un'associazione non riconosciuta che persegue finalità non di lucro.

Soci fondatori dell'Ente sono: la Federagenti (Federazione Nazionale Agenti Raccomandatori Marittimi, Agenti Aerei e Mediatori Marittimi), da una parte, e le Organizzazioni Sindacali dei lavoratori FILT CGIL, FITCISL E UIL Trasporti, dall'altra.

*Gli scopi e le finalità dell'Ente Bilaterale Nazionale sono:*

- Incentivare e promuovere studi e ricerche sul settore delle Agenzie Marittime ed Aeree e Mediatori marittimi con particolare riguardo all'analisi dei fabbisogni di formazione.
- Promuovere iniziative in materia di formazione continua, formazione e riqualificazione professionale, anche in collaborazione con le istituzioni nazionali, europee, internazionali, nonché con altri organismi orientati ai medesimi scopi.
- Favorire le opportunità di accesso per il settore delle Agenzie Marittime ed Aeree e Mediatori Marittimi ai programmi comunitari ispirati e finanziati dai fondi strutturali, con particolare riferimento al fondo Sociale europeo.
- Seguire la realizzazione del lavoro interinale nell'ambito delle norme stabilite dalla legislazione e delle intese tra le parti sociali
- Analizzare le tematiche del mercato del lavoro e della flessibilità e monitorarne l'attuazione nel settore ai fini delle opportune decisioni in sede di contrattazione collettiva.



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