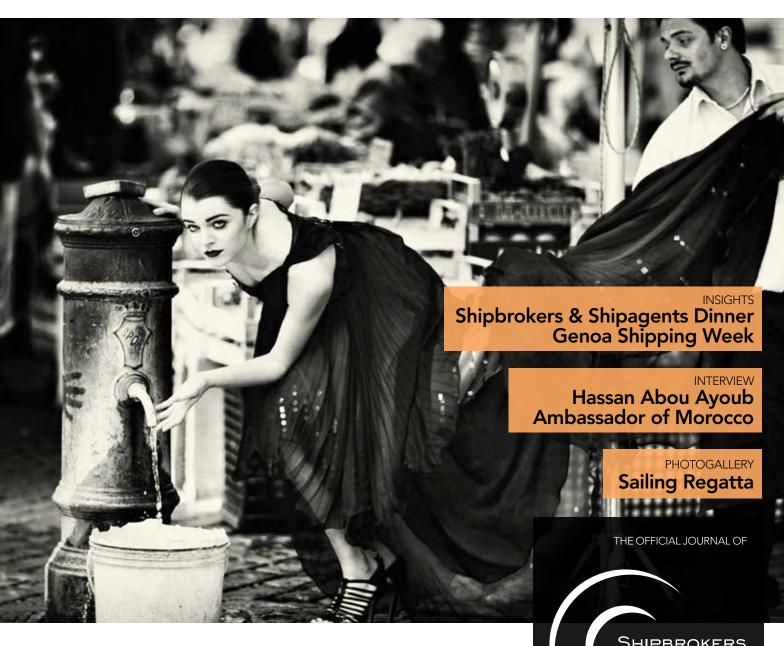
after dinner

12[™]+1 EDITION

2015 ISSUE

free

LIFE, OPINIONS AND DATA FROM THE SHIPPING WORLD





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DINNER
(TWELFTH+1 EDITION)

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ADVANCED RECENDENCY



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after dinner

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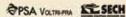
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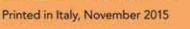












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A successfull event for our city

t was a real pleasure meeting you at the thirteenth edition of the Shipbrokers and Shipagents Dinner - 12+1 for those who are superstitious - organized by Assagenti Young Group, that I have the honour of chairing.

Our event is now part of a wide project, the Genoa Shipping Week, that, since two years now, we organize together with our partner ClickUtility Team, transforming the city for a whole week in the leading capital of national and international shipping.

I'm very impressed and proud by this edition numbers: more than 3000 guests welcomed in the Jean Nouvel Pavilion at Fiera di Genova; 1400 companies involved in the event; about 40 countries represented and 67 sponsors.

The initiative is influential for our associate companies, as it is one of the most important networking events for global shipping operators, but also for Genoa, a beautiful city that many people get to know thanks to this event.

I want to thank the institutions, the sponsors and our members, that support us with great enthusiasm making the Dinner possible every two years. I really hope to see you all again in 2017.

Aldo Negri
PRESIDENT OF
ASSAGENTI YOUNG GROUP

An important networking opportunity

s President of Assagenti, it was a honour to welcome you at Fiera di Genova for the thirteenth edition of the Shipbrokers and Shipagents Dinner.

First of all I want to thank all the Young Group and the Secretary of the Association because it is thanks to their effort that since a long time we manage to share with you all a wonderful scenario, a great and complex event, that today involves more than 3000 guests.

As two years ago, the Gala Dinner has been part of the Genoa Shipping Week, the event that animated Genoa from 14th to 20th September promoting many conferences and meetings, some of which addressed to the city and its people. Our city on this occasion welcomes eminent exponents of the shipping world: shipowners, maritime agents, shipping companies, interna-

tional forwarders, MTOs, traders, terminal operators, but also lawyers and insurance and bank representatives.

The Dinner - closing event of the Week - is one of the most important networking occasion for the maritime cluster at a worldwide level, during which we all get the chance to exchange opinions and strengthen professional relationships, but also to better understand and keep up to date with a always more complex market.

None of this would be possible without the support of the institutions, our guests and our associate companies. I thank you all, hoping to see you at the next edition in 2017.

Gian Enzo Duci
PRESIDENT OF ASSAGENTI







in two words: Young group

1 From left to right: Aldo Negri, Niccolò Braibanti, Martina Belziti, Raffaele Negri, Gian Alberto Cerruti. 2 Giuseppe Totorizzo, Simone Carlini. 3 Tommaso Scolaro. 4 Giulia De Paolis. 5 Carolina Villa. 6 Stefano Calvi, Antonella Novi. 7 Michela Villa. 8 Valeria Salzano, Silvia Poggio.

The Group organizes the Shipbrokers and Shipagents Dinner and other initiatives to open Genoa port to the city

n the space of a few years, it has become "The Event" at Genoa. One of the most important events of all. The Shipbrokers and Shipagents Dinner made a qualitative leap two years ago when the decision was taken to combine it with a series of events including conferences, cultural events, training initiatives and events dedicated entirely to entertainment: the Genoa Shipping Week. The figures are astonishing, considering it is an initiative largely aimed at

professionals in the field: over 3,000 participants at the Dinner, and 5,000 during the course of the week. The Dinner has always been organised by Assagenti's Young Members group: "We realised just how keenly it was awaited from the floods of phone calls we received from people wanting to take part," Chairman Aldo Negri told us, "even though it is an invitation-only event. It is a business opportunity set in a pleasant context."













"It is a unique opportunity. There are similar events around the world," Carolina Villa, Vice President added. "I have taken part in the ones in Naples, London and Hamburg, but whilst this one is the most convivial, it also maintains a very high professional profile. This ensures the evening's objectives are met: networking and discussing business issues with dozens of clients who one would normally meet over the space of a year."

These young people are rolling up their sleeves and proving a shared commitment that is rare. Their goal is to relaunch the city, for too long now a prisoner of veto upon veto, and a lack of cooperation between the various economic sectors: "The youngsters from Assagenti are part of the GGR, the United Young group," Negri explained. "It is the only organisation of its kind in Italy, and includes groups of young people from the various entrepreneurial and professional associations from the Province of Genoa. They say the future belongs to young people, but if young people just stand there

"Geopolitical scenarios change far faster than in the past. The key to the future is flexibility"

watching, waiting for someone to help them, they risk getting old without having achieved anything." A future which needs to be built, following one of the most devastating economic crises of the last 100 years: "Formatively

speaking, it is an important time," Negri said. "Optimisation has become the buzzword," added Gian Alberto Cerruti, the other Vice President of the Young group, "in a field of work which has been completely overhauled in the last 20 years: people spend less time in the port and more in front of the computer." A revolution in the way people work, and changes that might also affect China, the sector's "locomotive" for years, which has now slowed down: "We came into the working world with the Far East as the market of reference." Cerruti stated. "it was the main route for both imports and exports. If China were to go into an economic crisis, it would be another landmark moment for our whole sector."

"Geopolitical scenarios change

far faster than in the past, and with them balances of power in the market. The key to the future is flexibility," maintained Villa. "Many people say Africa could become the new China," Negri noted, "but at the moment there is an absence of a political unity which can also guarantee lasting stability and economic development." On the subject of politics, the Young group of Assagenti have launched an appeal to the Italian government for a greater sense of responsibility, which has fallen at a dizzying rate since the Merchant Navy Ministry was abolished.

"The law governing ports has proven extremely important, but it was passed in 1994," Negri stated. "The world has changed, and

governments still haven't managed to implement reform. The rest of the world is moving forward. People say the maritime economy is worth 3% of the GDP, but how important are these connections for the rest of the world? Immensely important."

"The world has changed, and governments still haven't managed to implement reform"

Villa was not mincing her words: "It might not be a new factor but I still find it incomprehensible and discouraging how little interest Italian politicians have in our sector. We sent out invitations to government representatives to take part in a variety of conferences and ceremonies, yet none of them turned up at the Genoa Shipping Week. But they did attend the London Shipping Week to represent Italy: it's absurd!" Cerruti took the issue to a broader level. "This political absence means that the population is not aware of what a maritime economy really is, of how many people it involves, although we are also partly to blame because we don't communicate with the outside world enough." The objectives of the Young group include taking the port beyond the dimension which cannot be permeated by those who do not experience it on a daily basis. It is for this very reason that the second edition of the Instagram contest entitled #shootyourport has been promoted.



#shootyourport contest: over two thousand pictures participating

success that exceeded all expectations, with over 2,000 photographs vying for the top three places. The second edition of #shootyourport conceived by the Young Members Group of Assagenti, with the backing of the Reunited Young Members Group, made its debut on Instagram thanks to a partnership with IgersGenova. A means of celebrating the port in the very best of ways, while bringing it even closer to the city.

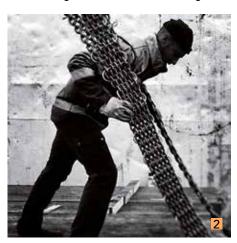
First place went to @alegiudice73, who overlapped the port with the Genoese skyline, working on reflections and black and white. Second place went to @mariomari99: using his mobile, he managed to

capture a detail of daily working life inside the port. Third place went to @nedualismineregole who snapped a photo from outside the port, showing how the port is seen by the citizens. The use of perspective highlighted the fact that it is an integral part of the city.

The prizes were offered by the sponsors: the winning photograph received a prize donated by Grandi Navi Veloci with a return trip for four people plus vehicle to Sicily or Sardinia. An Ipad mini and two season tickets for the 2015/2016 theatre season were the awards for the second and third-place shots, respectively donated by the Fos Group and Politeama Genovese. There were so many high quality



photographs that the jury decided to add nine special mentions as well as the top three photos; these received holdalls as prizes, donated by Slam, which also hosted the event.





1 First Place: @alegiudice73 2 Second Place: @mariomari99 3 Third Place: @nedualismineregole





Federagenti, la Federazione Nazionale degli Agenti Marittimi Raccomandatari 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 20 Associazioni Federate cui aderiscono circa 600 aziende che occupano oltre 8 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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here is an information gap that needs filling, because in the last 18 months, Genoa port has brought about such significant changes that it has made a giant leap forward, becoming highly competitive, particularly where customs clearance procedure are concerned. So much so that it is cheaper than the northern range ports for exports (even for New York) and comparable for imports, whilst the transit time is favourable for Genoa to the Far East (8 days) and unfavourable for New York (just 2 days).

On-board customs clearance (known as pre-clearing) has made it possible to put Genoa on a par with other European ports again.

It was no coincidence that the 2015 Genoa Shipping Week got underway with an away visit to Milan, for the conference entitled "Milan rediscovers its port: why Genoa is the cheapest choice for Lombard businesses".

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Gian Enzo Duci, Chairman of Assagenti, (the Association of shipagents, ship brokers and air agents of Genoa), provided an anecdote that illustrates just how harmful stereotypes are when they don't take hard facts into account: "There hasn't been a strike at Genoa for 20 years. But the "port handler" is always the bad guy who can potentially bring the whole port to a standstill."

So to sweep this prejudice aside once and for all, Assagenti brought a study to Milan which was commissioned from Oxford Economics, a world leader in analysing data for business. "At a time affected by the global crisis and the recession in Italy," explained Emilio Rossi, Chairman of Econ-Partners and Senior Advisor of Oxford Economics "with both exports and imports looking weak, overall container traffic from Lombardy towards the Port of Genoa has increased by over 30% in tonnes in the space of five years, with an average yearly increase of 6%, overtaking the pre-crisis peak in 2007 by 12.5%."

Genoa port has a solid starting position for tackling the coming decade head-on. From 2011 to 2014 it increased its container traffic by 14.3%, at a rate far higher than all the main northern range ports which saw very moderate growth, with 6% in Hamburg, 3.1% in Rotterdam and Anvers, and -1.3% in Bremen.

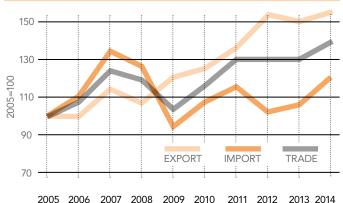
The positive picture is completed by the container traffic figures in Genoa port for the first seven months of 2015, which proved more dynamic than its main Northern European rivals, with a further increase of 6.9%; only Anvers proved capable of doing better.

Lombardy's businesses perceived this change, although as Mario Castaldo, Chairman of Transportation, Logistics and Infrastructure for Assolombarda noted, there are still 500 thousand TEUs bypassing this link with Liguria, in favour of the Northern European ports.

Rino Canavese (of the Gavio group) stated that choosing Genoa also makes for considerable savings in emissions where goods bound for Switzerland or Germany are concerned, and that in geographic terms, the economic limit is moving increasingly upwards. "In the last year," he added, "a positive new approach by the Customs Agency, the Port Authorities and the Harbourmaster Authorities has occurred. This approach has involved the goods cycle which, with the advent of pre-clearing and all the instruments made available by the new customs regulations, has seen a reduction in the time frames involved. In addition, the presence of Customs within the dry port facilities opens up interesting prospects, and allows imports to optimise management, not least from an economic standpoint." An aspect also underscored by Marika Roncelli, Group Transport Manager for the Candy Hoover Group. She has based her logistics around Genoa because, "compared with northern European ports, it guarantees less congestion, as well as lower inland costs."

Filippo Gallo, General Manager of the UASAC, listed what is needed for a further leap forward: "Port authorities have improved in Genoa, now we need 24h customs services and a one-stop customs facility more than anything else.

Trade of Lombardy via Genoa Port







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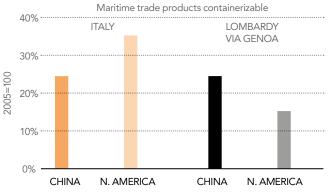
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Businesses need to know exactly how long dispatches will take and when their goods will arrive. It is unacceptable to ask people to fill out more than 30 documents for an incoming load. We also need the high-speed Genoa-Milan railway and the Gronda highway."

The VTE (Voltri Terminal Europa), the most westerly point of the port of Genoa, holds the European record with an in-out cycle of just 28 minutes. The main problem is still connection infrastructures. After Expo, Milan will be in the running for a place as one of the world's economic capitals: "In order to succeed," Duci stated, "links with the sea, which means Genoa, will be essential: it's what the French have done by incorporating the port of Le Havre into the urban area of Paris. Today, the concept of distance should be measured more in terms of time than kilometres. Our presentday road and railway infrastructures are the real barrier where developing Milan is concerned."

Lombard market share 2014 Potentialities towards North America



Source: EconPartners valuation on data of Oxford Economics and Customs agency





Watchword: sustainability

The Genoa Shipping Week received a special visit: Luca Mercalli, meteorologist and climatologist, presenting a programme dedicated entirely to environmental sustainability and raising awareness on scientific issues: "Scala Mercalli" is a play on words of the Mercalli scale, which measures the intensity of earthquakes from the extent of destruction wrought on people, things and objects.

Mr. Mercalli, how did you come to be at the Genoa Shipping Week?

I'll be dedicating an episode of "Scala Mercalli" to sustainable transportation; I couldn't not tackle the topic of maritime transport.

What is your goal?

To attempt to understand a little more about maritime navigation. Italy is surrounded by the sea but it is not a subject touched on very often, only when there are major disasters. Nobody talks about the day-to-day side of it, yet it is a major entity, a part of Italy which works.

Natural liquefied gas is a hot topic. What are your thoughts on the subject?

For now it's all just good intentions, I've been told it would be the best possible means of replacing the heavy oils still being used. Time will tell.

Does the maritime sector still have a long way to go to achieve sustainability?

The way the dismantling of the Costa Concordia was handled allowed us to see just how far ahead of the pack Italy can be, and how well it can compete in the ship demolition business: unfortunately it is a field that has never offered any guarantees for those working in it, or for the environment.

When will we be able to watch the show?

We'll be back on air in the last weekend of February, and the show on transportation will be in mid-March.



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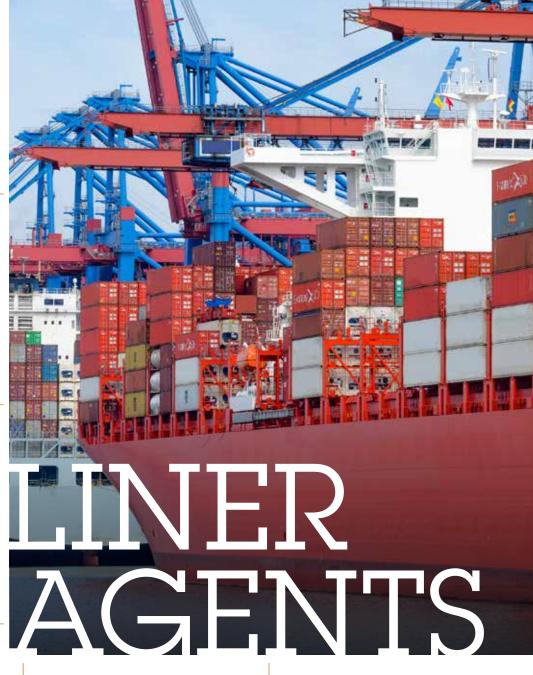
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About us Today and tomorrow



TODAY

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With (its) 680 employees and the continuous investments on new and innovative IT systems, PSA Voltri-Pra can simultaneously serve three Container Vessels (up to 14.000 teu), and accommodate over 1.500 reefer containers, 120 trains a week and 2.400 trucks a day (in 2014, 60% of the trucks handled was served by the terminal in less than 30 minutes, gate in – gate out).

TOMORROW

The PSA Voltri-Pra terminal is constantly working to stay ahead of change. An ambitious expansion project in the first half of 2016 will consolidate PSA Voltri-Pra position of leading port in the North Tyrrhenian Sea, making it the perfect partner for the most prestigious shipping lines.

Growing alongside our clients has always been our mission. We started out in 1994 with only four gantry cranes and since them gradually we have created a centre of excellence recognized worldwide.

In order to meet our customers' expectations and requirements, our facility will be soon equipped with the most modern state of the art technologies, always supported by the long lasting expertise of our people in the terminal handling field.

Eight new state of the art cranes will increase the potential of the terminal, allowing the port to accommodate both the New Panamax and the Ultra Large Container Vessels. This is also thanks to a one of a kind outreach of 25 rows over the fender, the most important in all of the Mediterranean.

The project will be completed in two stages in 2016. Stage 1 is due for completion in April and Stage 2 in December. In total there will be twelve cranes operational on one quay. This will allow up to four berths to

The new PSA Voltri-Pra Terminal will be the perfect partner capable of guaranteeing the highest standards of operational performance, efficiency and safety. A real economic driving force for Continental Europe and the Mediterranean.

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Shipagents' pension Fund: Fama

t 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



sibility 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 3.37%.



Morocco the locomotive of Africa

The guest country to which the "New Markets" session of the week's conferences was dedicated at the Genoa Shipping Week was Morocco. Morocco is investing over 6 billion Euro in its maritime sector, with 13 ports and 62 km of harbour. Ambassador Hassan Abou Ayoub arrived in Genoa as the guest of the evening held on Tuesday 15 at Villa Lo Zerbino, dedicated to shipping and trade.

Ambassador, it is an opportunity for Morocco to be the guest country at the enoa Shipping Week, but can Italy

Without a doubt. Both countries are facing the same logistical challenges on a global level. Both have the objective of combining these international dynamics with national policies, and of controlling them.

What has emerged from the meetings

These events are important for exchanging information, best practices and for tackling global competition in terms of logistics, transportation and the markets.

We are like an island of peace and stability, and we need to move forward with full awareness of this fact, as well as a great

sense of responsibility. We have the task of fulfilling this role of guiding dialogue between the two shores of the Mediterranean. Our country can be the gateway to all of Africa. So it made sense for the Economic Development Minister Federica Guidi to come to Rabat.

In which economic fields can Morocco prove useful for

Italy has an economic

model based on small and medium companies. We want to be able to offer an intelligent alternative. The partnership is doubtless a win-win for both, but for us it is a greater opportunity to learn and co-invest in certain industrial concerns, such as automotives and aeronautics.



NOVEMBER 2015 | after dinner | 17

Genoa Shipping Week

Safety, security, environment, and the logistical corridors were the main topics on the agenda





From left to right: Laura Ghio, Giuseppe Danesi, Gian Enzo Duci, Gianluigi Miazza and Michele Giromini





he inauguration in the centre of Genoa was a festive affair, with little boats made by pupils of the Garaventa Primary School "pacifically" invading the fountain of Piazza De Ferrari. For the duration of the event, the square also played host to "Container in città" (Containers in the City), a centre providing information on the subject of shipping. The programme featured hot topics as well as events dedicated to culture, training and items of interest.

From 14-20 September 2015 the second edition of the Genoa Shipping Week saw a series of events organised by Assagenti, the Association of shipagents, ship brokers and air agents, and ClickUtility >

Thursday 17 september: crowded conference at Palazzo San Giorgio







TGenoa Shipping Week opening: paper boats sailing in piazza De Ferrari fountain in Genoa

Team, a company which organises B2B events.

The topics covered in the three days of "Port & Shipping Tech" conferences at the very heart of the Gsw included safety, security, greater attention to the environment (with the very latest news on natural liquefied gas), and the logistical corridors to and from Europe which are a flywheel for developing the maritime and port system. On the Wednesday, Italy's INAIL (the National Institute for Insurance Against Accidents at Work) placed the spotlight on critical areas and potential solutions for safety in the workplace and in ports. Carmela Sidoti, the Director General of INAIL Liguria, explained just how complex the situation is: "The close interaction between man and means and so-called "interferences"

"The main topic was natural liquefied gas, we are now putting words into action"

are elements that pose a high risk. With the advent of the IRAD (Interference Risk Assessment Document), all employees should identify critical areas and solutions. It is a dynamic document which even involves those just entering the port to load and unload heavy goods vehicles."

Wednesday also saw the first edition of the Med Security Summit get underway. This international conference on port and maritime security was dedicated to issues related to maritime transport and security in the Mediterranean and was "presented" by Mark Lowe of the Maritime Security Review: "During the two-day session we did not ignore the routes of Western and Eastern Africa and South East Asia. We hope these issues become an annual focal point. We discussed issues

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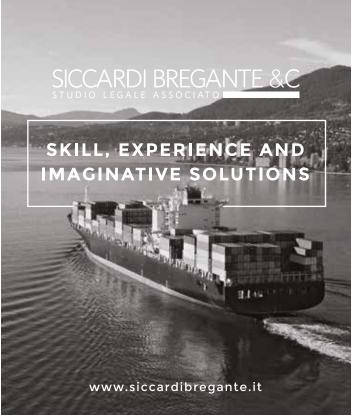
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"This year's edition of the Gsw made a big leap forward"

Luigi Merlo, Chairman of Genoa Port Authority

A moment of the open day of Wärtsilä Italia, leader in complete lifecycle power solutions for the marine and energy markets

such as hijacks of ships and those on board, not to mention technology and the lack of bilateral agreements between nations on how to handle private security to defend ships and their crews. For next year, we have been asked to analyse the impact of geopolitical changes on transportation and maritime security in greater detail."

The Green Shipping Summit underscored the fact that maritime transportation has reached a turning point: "Crucial regulations are coming into force," the summit coordinator Andrea Molocchi explained, "and the main topic was natural liquefied gas, because after years of talking we are now putting words into action. The government plan has been released; now we need to design the national distribution network and the ports that need to prepare for storage."

Francesco Franchi, the Chairman of Assogasliquidi (the Association of Liquefied Gas Distributors), added: "There are 50 businesses that believe in NLG, encouraged by the European Union's drive to invest in alternative fuels. We are convinced this will be the solution of the future, although Italy is lagging behind other European countries."

The other major topic concerned "Smart ports & logistics – logistical corridors from and to Europe, a flywheel for developing the maritime and port system", focusing on the importance of infrastructures for port competitiveness, particularly those in Liguria: "Liguria's ports are the economic driving









T From left to right: Carlo Silva, Luigi Merlo, Umberto Masucci, Mark William Lowe, Malcom Warr

force of the region," noted Gian Luigi Miazza, Chairman of Savona's Port Authority. "In terms of investment volumes we lead the way in Italy, but it is necessary to develop links with Lombardy and Piedmont, something we are also doing with considerable help from private individuals: we have already put up 1.5 billion in private investments."

"This year's edition of the Gsw made a big leap forward," highlighted Luigi Merlo, Chairman of Genoa's Port Authority. "It reached a national and international dimension." "Genoa was the focal point of the international maritime cluster," added Carlo Silva of ClickUtility Team, "We dedicated the first three days to the relationship between the city and the port: Wärtsilä, which builds ship engines, opened its doors to us, and we promoted activities with schools to convey the impor-



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tance of the maritime economy. A book also played a starring role: "Industrial archaeology and contemporary architecture in the Port of Genoa" looks at the relationship between past and present in that part of the city which, unlike the rest, is constantly evolving."

The programme also included an institutional event to celebrate the ten-year anniversary of the Italian Academy of the Merchant Navy,

the aim of which was to offer a high standard of education and training to onboard and land-based maritime personnel, as well as managerial and operational staff.

At the end of the week, including the Shipagents & Shipbrokers Dinner, over 5,000 guests from 45 countries took part in the 20 events of the second edition of the Genoa Shipping Week.



Genoa Shipping Run with olympic marathoner Stefano Baldini

he smile is the same as it was 11 years ago, when he was the first to cross the finishing line at the Athens Olympics. Today, Stefano Baldini is the technical director of Italy's youth squads for light athletics, but he is always in the front line when it comes to charity.

He was the one who set the pace for participants at the Genoa Shipping Run, a non-competitive run held as part of the Genoa Shipping Week. Proceeds from enrolment were donated to the Haematology Department of Genoa's Gaslini Paediatric Hospital. Yet there was also another particularly

touching moment during the event itself.

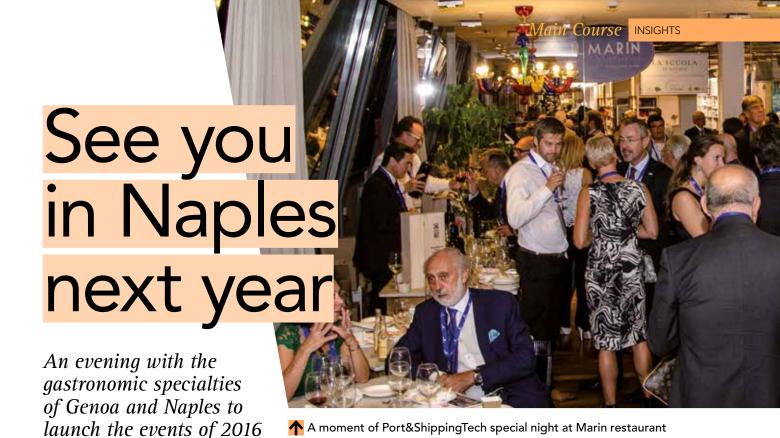
Main Course INSIGHTS

After running the whole way around the old Port, participants paid tribute to the victims of the pilots control tower which collapsed on the Giano wharf: "It gives me great pleasure to take part in this initiative," Baldini said. "Not least because running in such a beautiful place which is not normally open to access, was very unusual. It was very moving when we arrived at the Giano wharf to remember this tragedy, but I hope that everyone who took part went home feeling happy, with a positive memory of the day."





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n evening of fun and networking for Port&ShippingTech and Med Security Summit participants. A dinner organised by the ClickUtility Team and Propeller Port of Naples on Thursday 17 September.

The restaurant of Eataly, the chain of food stores specialising in high quality Italian foods, played host to the "Port&ShippingTech Special Night", providing the ideal bridge for the next shipping week, to be held in Naples from 27 June to 2 July 2016. Since 2013, when the "shipping week" formula was first conceived, the Genoese edition alternates with the one in Naples. In any case the Shipbrokers & Shipagents Dinner in Genoa has always been a biennial event, so the "even" years would have been left unaccounted for in the Ligurian capital.

Hence the idea to cover this hole by

applying the same formula in another major seafaring city: Naples.

"It is one of Italy's greatest seafaring cities," said Umberto Masucci, the national President of the International Propeller Club "and it is important to have demonstrated how two

66 Two major maritime and port clusters can work together

major maritime and port clusters can work together and alternate with one another. It sets a positive example of efficiency and effectiveness." In Masucci's view, the Genoese cluster is very united: "This makes for positive results for the port, the shipping and the city as a whole."

As was the case in Naples last year, the twinning of Gsw and NSW was represented by a combination of pizza and pesto, thanks to the pizza oven made available by Eataly. Umberto Masucci and master pizza chef Enzo Coccia turned out slices of pizza topped with pesto, "ground" on the spot by Roberto Panizza from the Rossi chain, with his pestle and mortar.

Masucci wants to ensure next year lives up to expectations: "We want to dedicate just as much care to preparing the Naples Shipping Week. We held a preliminary meeting in July, now we are getting into the swing of things with organising it, and we want to make sure it goes off without a hitch in our city, just like it did in 2014."

Carlo Silva of ClickUtility Team is also saving the date for next year: "We are already hard at work. We are continuing to pursue the goal of creating a bridge for the Mediterranean, reconfirming Italy's key role in developing the cluster and maritime commerce in its seas."

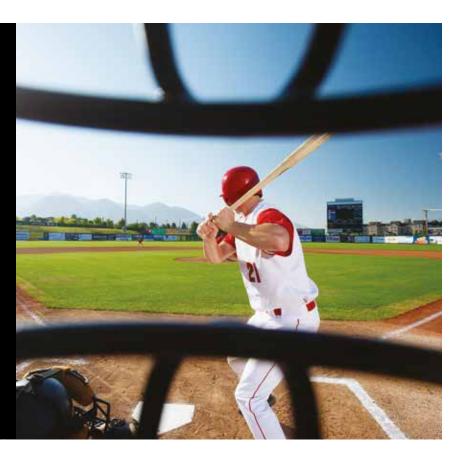


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Harbourmaster Authority was the quest institution at the 2015 Genoa Shipping Week

hree hundred offices scattered along the length of the Italian coast, 11 thousand employees, of which 600 are public officials, who have to keep watch over 500 thousand square km of sea.

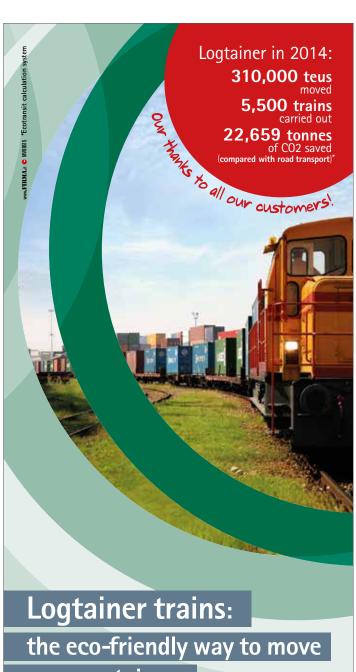
Established in 1865 as a civil body (150 years ago this year), it was militarised during the First World War.

It is responsible for the "maritime function of civilian uses of the sea" and has saved the lives of around 700 thousand people who have set sail for Italy with the hope of a better future.

A guest institution at the 2015 Genoa Shipping Week, the Harbourmaster Authority and Coast Guard's participation enriched the content of the technical meetings for professionals in the field, as well as opening its doors to the Genoese public, revealing all its skills and stimulating lively debate.

"Once upon a time there was the Ministry for the Merchant Navy," explained Admiral Vincenzo Melone, outgoing commander of Genoa port and the newly-appointed General Commander of the Port. "It used to handle any issues concerning the sea: the environment, fishing, safety, maritime personnel and so on. Today, the Harbourmaster's competences have been distributed across three ministries: Transport, Environment and Agricultural Policies." Work linked to rescues and coordinating technical and nautical services has been turned over to the Ministry of Transport. Environmental protection has been handed over to the Ministry of the Environment. Control and supervision of sea fishing is now the responsibility of the Ministry of Agricultural Policies.

There are lots of questions but the Port Harbourmaster has just one answer: "As regards the >



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one-stop customs centre," Melone added, "one has to bear in mind that the one-stop centre for maritime matters already exists, and it's the one we run: fishermen, boat owners and sailing enthusiasts all come to us."

The Harbourmaster is the maritime authority, which amongst other things, takes responsibility for ships when they are 35-30 miles away and guides them into port, giving captains all the information needed to ensure safe navigation.

Thanks to the Coast Guard's technological instrumentation, Genoa port is once again competitive in its marketplace: the process known as pre-clearing, namely customs clearance at sea, reduces waiting times drastically and is made possible

by the fact that it is now possible to establish that the ship has not made any undeclared stops beyond any doubt.

From the environmental standpoint, a large number of emission checks are made on a number of ships: "The future though is propulsion with liquefied gas," Melone explains. "This would eliminate the problem entirely."

The high level of skill of the Harbourmaster's staff has already been proven by the fact that the EU has entrusted the task of monitoring the Mediterranean as a whole to Italy.

Forthcoming challenges announced by Captain Daniele Intelisano, head of the Operations Department of Genoa Port, will include applying new European regulations regarding the "exploitation" of the sea, particularly with regard to the environment.

To this end, Intelisano has put forward an official proposal to safeguard mammals in the Pelagos sanctuary, the triangle of sea between Corsica, Liguria and the Cote d'Azur, which is a favouri-



At the

forefront





Interested audience asks questions to admiral Vincenzo Melone

te spot amongst cetaceans: "A sheet for notifying sightings would be useful for letting us know the position of the animals. We could then put out a radio warning message to avoid collisions."

"We have a history spanning 150 years. It is a milestone, but it also encourages us to begin a new cycle," noted Admiral Felicio Angrisano, who was Melone's predecessor, first in Genoa then in Rome, and has just retired. "We do our work in the port communicating with others. We are not afraid to see where our limits lie and let others know where they lie as well, but we also use them to bring benefits to the port and maritime community."

Angrisano lists the characteristics of the authority, which the public administration reforms proposed by Minister Marianna Madia would have placed under the command of the Navy: "A widespread presence throughout the whole country, our professionalism, generosity, productivity and safety are just some of the elements that make us unique, indispensable and irreplaceable for Italy's production. We are deeply grateful to the organisers of the Genoa Shipping Week, which has confirmed the pivotal nature of the authority within the panorama of the economy of ports and the sea. We play an active and productive part in making Italian ports more reliable for investors."



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"Gsw, best way to do network"

Antonio Belmar da Costa is Ecasba (European Community Association of Ship Brokers and Agents) Chairman.

Genoa has been the capital city of shipping in these days, what are the most important point on which you have focused?

I think that the most important point is definitely to meet people. Everybody in shipping were here, so this is definitely what is important: not the business but doing network.

What's your opinion about Genoa port and Italian ports?

I have a very good opinion about italian ports. Ship agencies in Italy are very strong and what you got from them, regarding Italian ports, is very good and positive attitudes, so I think you're doing very well. Of course there's always room to improve.

Do you have any advice?

In the board of Fonasba and Ecasba there are italians, so we know about it.

"Genoa is a good location for continental market"

Alexander Geisler is the German Shipbrokers' Association director.

Do you think that italian port system and Genoa port can be competitive also for the shipping of central part of Europe?

Yes of course we see a quite big competition to the northern ports especially for the southern areas of Germany or southern-east areas like Hungary or France. Genoa is a very good location for continental market.

Do you have any advice to give to Genoa port?

Oh no. I don't believe that you need any advice, but of course port needs a little bit more It systems. Genoa needs a better and more modern railway, but I am sure that you will get what you need.

Genoa shipping week is also been an occasion for b2b activities?

Yes, I know that quite a lot of German shippers came here. It's very important to meet people and also strengthen private contacts.



BORIANI



In 1990, Boriani was established in Chioggia and Venice as a shipping agency specialising in international sea transportation and offering port and customs operations, and has continued to provide these services ever since. It also offers scheduled bulk services from Chioggia and Porto Nogaro to the main Mediterranean ports, with regular monthly departures.

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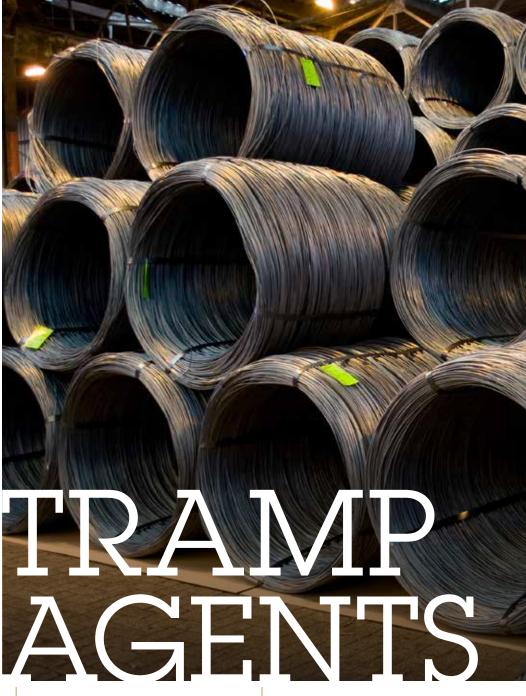
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as a port agency and rapidly evolves to become nowadays an integrated operator in shipping, offering port agency services as well as shipbroking and chartering activities and consults and customs and forwarding house assistance. MMS main markets are steels, forest products and project cargoes.

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Previdenza di primo pilastro ed altre forme assicurative a favore degli agenti raccomandatari marittimi e dei loro familiari, nonché delle rispettive aziende.



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Federagenti: Italian system is deteriorating itself

ncertainty, the impossibility of making reliable forecasts, increasing market instability for caused by endogenous (such as the chronic crisis in freight, or the increasing imbalance between supply and demand) and exogenous factors (such as the sporadic contamination of areas that are increasingly fragile from the geopolitical standpoint); all these factors are set against the backdrop of the longest economic crisis, affecting the Eurozone for seven years now.

This is the picture facing today's maritime agents. They have long performed the role of "sentinels" on the quayside, the imaginary borderline between the Italian domestic market and the international markets.

It is this privileged vantage point which allows agents to launch several warning signals regarding the deterioration of the Italian system.

It is true: Italy is paying the consequences of a global crisis in the world of shipping and maritime trade, as demonstrated, for example, by the drop in maritime freight, which in some cases has fallen well below the survival threshold. It is true: Italy (and in this it is in good company) is having to endure the rationalisation policies being implemented by major companies through mergers, but particularly through adoption of the giant ships (Maersk and MSC have exceeded the 19,000 TEU capacity threshold). These ships overwhelm logistical systems and force ports and terminal operators to take on expenses and investments that are unlikely to provide suitable economic returns. Yet it is also true that Italy continues to be its own worst enemy.

At the end of 2014, 181 thousand businesses in Italy were operating in the seafaring economy, for a total of 3% of Italian entrepreneurial activity. Businesses that also employ young people and women, given that one in ten is led by an under-35, and no less than two in ten by female entrepreneurs (figures from the Business Register).

The production output of these businesses totalled an added value of almost 45bn Euro overall in 2014, equal to 3% of the total of the national economy, involving almost 800 thousand jobs.

It is a dynamic sphere which is having to tackle

some of the poorest aspects of a public sector machine incapable of harnessing and

releasing business sectors from its bureaucratic. At the very least these sectors should include those capable of generating wealth and employment, counteracting and overcoming the crisis in the process. There is no doubt that the maritime port cluster is amongst those that have proven their ability to do so.

Bureaucratic distortions take tangible form on a daily basis, with national regulations applied unevenly, extra costs affecting individual operations and delays tending to take Italian port services offers outside the market.

But it also takes the form of a chronic inability to select works of strategic importance which would prove truly essential for ensuring the small number of ports capable of acting as a beacon for other ports, and indeed the country as a whole, can operate properly. This would finally allow them to become the linchpin of a logistical system which, unfortunately, does not yet exist in the present day.

Studies, research, opportunities and more

he 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 UILTrasporti, on the other.

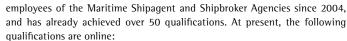
The goals and purposes of the National Bilateral organisation include:

- · 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

programmes inspired and financed by structural funds, with particular regard to the European Social

- · 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 organisation has overseen distance training for



- 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

ENTE BILATERALE

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- Sic1:Informationandworkertraining
- Sic2: Designated training
- Problem Solving & Decision making.
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- · Economy of transportation and logistics
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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).



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 Raccomandatari 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.











Crowded parties organized by shipbrokers during Genoa Shipping Week

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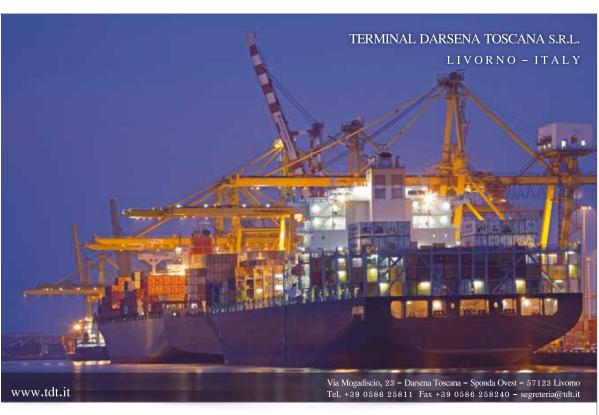














Bravo Group party at Villa Lo Zerbino

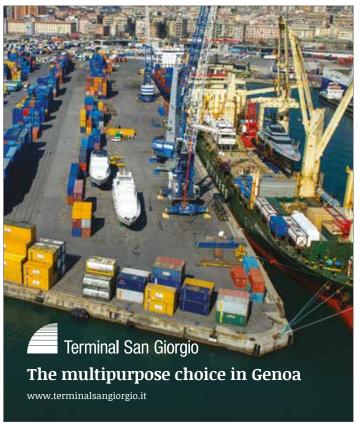


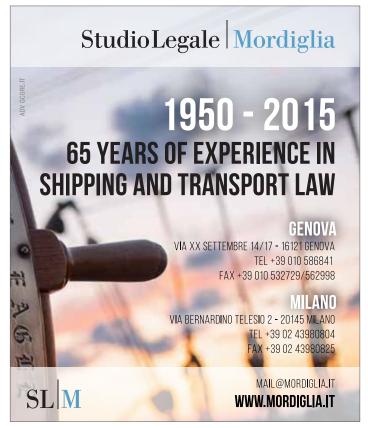
Fulvio Carlini President of Multi
Marine Services signs the guests' board
at the company party at Le Rouge Bar











and integrated logistical systems



lmavivA is a leader in Italy's IT sector for the Logistics market. This year, at Genoa's Port&ShippingTech event, held within the GENOA Shipping Week, it presented its innovative Smart Logistic solutions for intermodal logistics, based on Cloud computing. In particular these are solutions dedicated to port logistics, and are designed to be integrated with railways, the National Logistics Platform and with inspection authorities such as Customs. the Port Harbourmaster, the Financial Police and the Health Authorities.

The mission of AlmavivA is to make complete solutions available which can meet the needs of businesses in the marketplace, and support development of the Logistics and Transportation sector, both of which are crucial for Italy's economic development.

AlmavivA has considerable and consolidated experience in managing projects for railway transportation and intermodal logistics and specific skills in the processes and lifecycle of goods transportation. The projects it has successfully developed as a technological partner

on behalf of Italian national railways, UIR-Net (the national logistical platform) and Port Authorities such as Genoa, Ravenna and Taranto, have provided vital experience in formulating tangible and effective solutions for goods distribution which is sustainable from the origin to the final destination. The processes formulated by AlmavivA also oversee collection and distribution in the urban environment, placing particular emphasis on the complexity of Italy's logistical system, and the integration needs of the country's system as a whole.

AlmavivA's Transportation Division offers a wide range of services to goods transportation businesses (MTO, ports, inter-ports and logistic hubs), as well as those involved in passenger transportation (railway companies and public transport operators), infrastructure management (transport networks and logistical terminals), Port Authorities, Local Authorities appointed to develop and support integrated services for people mobility in the local area, and Logistical Operators responsible for "last-mile" distribution of goods and manufacturing businesses.

In addition to its traditional outsourcing services, AlmavivA also offers its Clients a cutting-edge Data Centre, the HyperCed®. With its innovative architecture based on Cloud technologies, it provides IT services (access to the Web, server, memory, CPU and storage) in laaS - Infrastructure-as-a-Service - mode. AlmavivA's data centres meet the increasing call for flexibility, infrastructure cost containment and access to data in real time. They are also powerful and reliable, guaranteeing all ICT Outsourcing services round the clock, 365 days a year, with the utmost security levels (in terms of availability and performance) within a Disaster Recovery and Business Continuity logic.

The various 1T systems it hosts include those of the Italian National Railway Group, on behalf of which AlmavivA has managed the IT systems on an outsourced basis since 1996. It also hosts Genoa's Port Authority, for which AlmavivA manages the Computerised e-Port System, and UIRNet with the MPCS platform.

www.almaviva.it/EN

Terminal Sech: the key to success

ECH handled 450,000 TEUs in the course of 2014 in the port of Genoa, confirming its place amongst Italy's main container terminals.

The ideal position of the port it operates in and its location, with its strategic proximity to access via sea, railway and land, make it the perfect base for unloading and embarkation operations. It is also strategic for land-based connection with the logistical centres which facilitate penetration into northern Italy and southern Europe's production areas.

In order to continue to occupy an important position in a highly competitive market, over the course of the year the company will be making investments that will allow greater storage capacity, both for standard containers and reefers. It will also allow it to handle ships with a width of up to 20 rows of containers, thanks to the extension of the seaside outreach of four of the five gantry cranes.

The structure will accordingly be suitable for dealing with ships of an even larger size than the 10,000 TEUs currently handled at

The investments being made to continue to update IT aspects ensure that communication between the terminal and the various players involved occurs in real time, thereby ensuring the goods transit quickly and



safely. This is also achieved thanks to the development of important and innovative procedures such as pre-clearing at sea. In addition, direct links with the Customs Authority and Port Community System combined with communications with its Clients through the EDIFACT standard message implements a concept whereby the terminal is a logistical hub open to the outside.

The terminal operates in accordance with quality and safety standards that meet OHSAS 18001, 1SO9001:2008 and AEOF certifications. With effect from last year, it has embarked on a process of open dialoque with its Stakeholders, in the form of the Corporate Social Responsibility Report.

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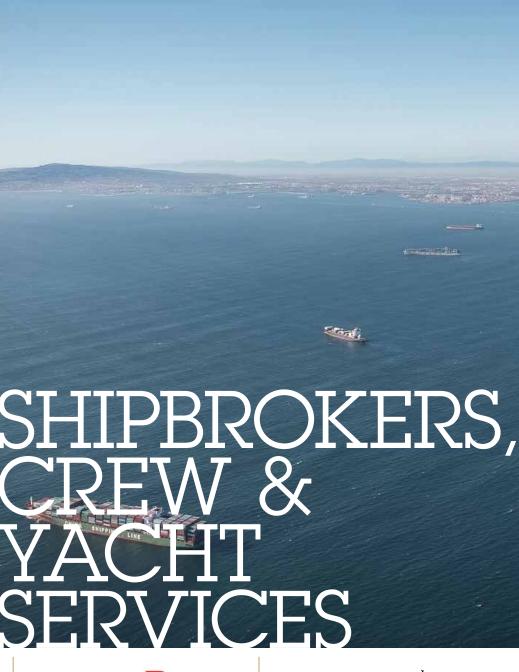


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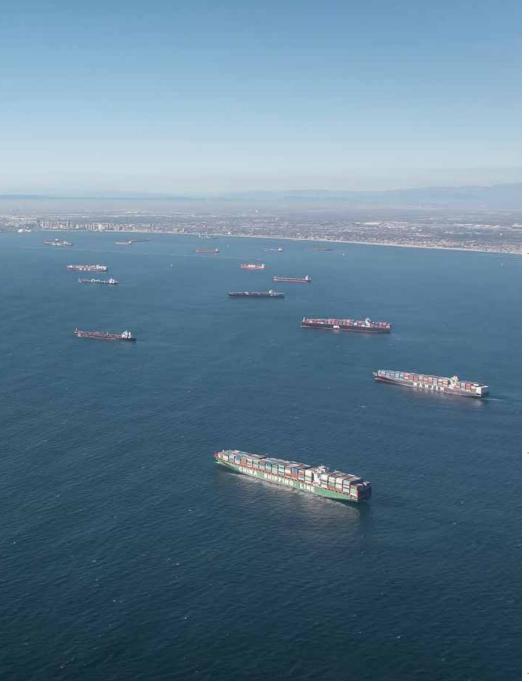
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When business meets fun

The Shipbrokers and Shipagents Dinner is the most anticipated event of Genoa Shipping Week

he door into the time machine is a double curtain with white strings. All we need do to find ourselves in the Forties is walk through it. The 12+1 edition of the Shipbrokers and Shipagents Dinner will be remembered as a big "themed" party.

The seventy-year anniversary of Assagenti being marked this year provided the inspiration for organising this "event within the event", giving the evening that special edge. Guests wore fascinators, showy jewellery and vintage accessories, just as the invitation requested. The ladies proved the most daring of all, although gangster-style hats and pinstripes were also spotted amongst the gents.

"The Forties were a decade of light and darkness," Gian Enzo Duci, Chairman of Assagenti explained. "The darkest period was in the first five years, then came the rebirth of our port and traffic in the second half, with figures we







can only dream of these days. I felt it necessary to give our guests a pleasant surprise, and the Dinner was in the agendas of every professional in the field worldwide. Its knock-on effects are particularly important." Some of the guests were indeed very surprised by the original image chosen for the invitation: a girl about to eat a forkful of spaghetti, a shot of Marta Lo Monaco which

THE IMAGE CHOSEN FOR **INVITATION WAS A TRIBUTE** TO ALBERTO SORDI"

is a tribute to Alberto Sordi and all things Italian. It is an image that conjures up the "maccheroni" scene from the film "An American in Rome". The image won a prize two years ago during the "XL in caput mundi" exhibition promoted by the European Design Institute.

3,100 people were invited, plus around 400 guests who were registered in the course of the evening, which got underway at 6.30pm and drew to a close at 2am.

Nothing was left to chance: the formidable Assagenti team which



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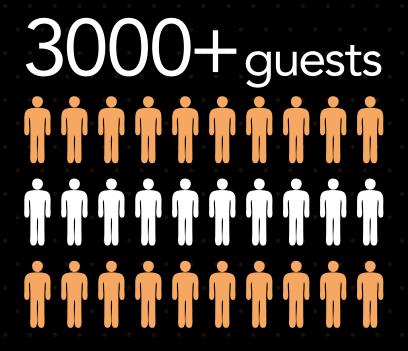






Facts and figures

Shipbrokers and Shipagents Dinner summarized with an infographic





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Many guests have interpreted with creativity their outfits

organised the event made sure no detail was overlooked. There was a peach colour map of the venue (the lead-colour of the evening) with small black polka dots, to be folded up and worn as a pocket handkerchief, and period cars admired by all the guests including a Fiat 514 spider, a Fiat 508C convertible and a Fiat 508s Sport supplied by the Veteran Cars Association.

Black and white sofas featured alongside the colour peach, which was also used in the seating arrangements for the 60 companies taking part (in addition to Assagenti and Spediporto, the two associations present). Silver threads completed the retro atmosphere.

"Organising an event of this kind," stated Aldo Negri, Chairman of the Young Members Group at Assagenti



"calls for considerable cohesion amongst all the staff. Thanks to the experience acquired in previous editions, we are pretty close to having the 'perfect evening'." Bringing the start forward to 6.30pm made it possible to spread attendance out more. The number of buffet tables was increased to avoid queues, and the use of the terrace for the aperitif and the dessert allowed for a more balanced use of the premises, which proved larger than in previous editions.

On the walls were extraordinary images snapped by Mario Bartieri - a photographer who works using equipment dating from 1890 to 1950 - portraying the organisers as if in a neorealist film. He himself explains the technique: "It is a process achieved using silver nitrate and collodion, exposed on sheets of glass and developed on the spot. The technique is called "white collodion", and

process, quite unlike the digital technology we have nowadays."

"For those of us who spent about a year organising the event, it was really rewarding seeing how much the guests enjoyed it, and the anniversary made it easy to set the theme

WE ARE PRETTY CLOSE TO HAVING THE PERFECT **EVENING**"

ALDO NEGRI

for the evening," said Carolina Villa, Vice Chairman of the Assagenti Young Members group.

"The setting went down really well," confirmed Gian Alberto Cerruti, also Vice Chairman. "The firework display with background music was one of the high points of the evening."

"But the icing on the cake was the after-Dinner, no longer in a night club, but actually held within the Jean Nouvel pavilion itself," Negri added. A fully-fledged club with lamps on the round tables and swing played by the Good Fellas, enhanced by the magnetism and deep voice of Sue Moreno. The dancers of the Mash Up group warmed up the atmosphere and left guests astonished.

Everything went off like clockwork, although there was no shortage of problems "behind the scenes": "There was a power cut at one point," Negri said, "but nobody realised. The AFM Banqueting service had an electrician with them who did an outstanding job."

On the subject of catering, in addition to the menu with Sardinian







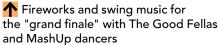
fregola pasta, risotto, a salad with pulses, Greek salad, tabouleh, quinoa and bulgur salad, the four "islands" given over to beer, focaccia with cheese, deli meats and mozzarella proved particularly popular, and Far Eastern guests were particularly curious about cherry tomatoes and orange tomatoes, decorations used for the stand which were entirely edible.

The pleasant setting made it even easier to achieve the evening's primary goal: to stimulate business relations. A mere glance around while waiting one's turn at the buffet or watching the sunset from the terrace showed that it was easy to discuss work in a relaxed, constructive way between a glass of wine and a plate of risotto.

For the first time, Genoa's Mayor, Marco Doria, also attended: "The







Genoa Shipping Week is an extremely important event. It is an honour for the city to be able to host an event of this kind, and the Dinner is the icing on the cake. The fact that it is held inside a pavilion renovated using Municipal funds just goes to show that the investment was worthwhile. The port is part of the lifeblood of this city, and it is important for Genoa to prove this to the world every two years, thanks to Assagenti."

Now the Dinner is over, are thoughts already turning to the next edition? "In the meantime we want to enjoy all the positive feedback we received from the vast majority of those who

took part," Negri says. "Usually we start thinking about it after a year. In 2017 there won't be any anniversaries to celebrate, but the European Commissioner for Transport, Violeta Bulc, has appointed it the year for examining maritime affairs in greater detail, following a 2015 dedicated to air transportation, and 2016 which will tackle road transport. We hope this means there will be greater involvement from the European authorities as well. And we will have to find another way to surprise our guests."

Main Course Insights

Is an honour for the CITY TO HOST AN EVENT OF THIS KIND"

> MARCO DORIA Genoa's Mayor

1 From left to right: Maurizio Fasce, Roberta Oliaro, Giampaolo Botta 2 From left to right: Marco Doria, Aldo Negri, Alberto Banchero and Massimo Moscatelli









themeditelegraph.com



Three centuries of maritime information

Pagan", Mr. Pagano in the Genoese dialect, was a barber with an enviable business sense, but most importantly with an eye for innovation. The story begins in 1880. Almost by accident, not far from the port, in Mr. Pagano's cramped shop, the Italian maritime information business is born. Between customers, when he's got a few minutes to spare, Pagano turns the old telescope he inherited from his father towards the horizon and makes a note of what he sees: the ships approaching the port and their likely arrival time. A seemingly useless piece of information but one that can be very valuable to ship owners, port workers and shippers. "U Pagan" does not take long to figure it out, and soon decides to turn his hobby into a business. And so those sheets of paper, carrying hand written notes and delivered almost in real time by Pagano's errand boy, become an important tool for the entire port community. They become, in fact, the first example of a maritime information service in Italy. Only 40 years later, in 1919, the brilliant idea of

that Genoese barber turns into an actual newspaper: The Avvisatore Marittimo, almost a hundred years later, is the only daily maritime newspaper and one of the few in Europe.

The evolution of maritime information service, in Italy and elsewhere, is a demonstration of how an innovative idea can withstand time. In hindsight, that bundle of sheets circulated around Genoa every day by Pagano's errand boy, was a kind of "Internet before its time", a crafty and quite effective way to send, as quickly as possible, information (the arrival of a ship) to those people interested in this kind of news.

Today the Avvisatore Marittimo continues to be published in print, while its service reporting on the arrival and departure of ships was absorbed by The MediTelegraph, the hub of maritime information in two languages (Italian and English), which at the end of 2013, took the place of Shippingonline. it. The The MediTelegraph belongs to the Itedi Spa Group (La Stampa



and Il Secolo XIX) and represents the natural evolution of traditional information distribution, with which it is able to coexist without killing it off. The MediTelegraph (more than two and a half million page views in the first nine months of 2015) now offers five main services: information in real time. seven days a week, with a particular focus on the Mediterranean and, of course, on Italy; a paid subscription section dedicated to arrivals and departures from major Italian ports; an area reserved for market analysis and coverage; a digital monthly magazine dedicated to interviews, discussions and news reports; and a newsletter distributed every Tuesday to more than 12,000 subscribers summarizing the most noteworthy news.



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CLOSING WITH SAILING REGATTA



Gruppo Giovani FederAssagenti

"Do we need to take our shoes off?" The question was a revealing one: for some this was an induction into the nautical world, whilst for others it was the latest of many sailing trips. The Genoa Shipping Week drew to a close on Saturday 19 September with the Dinner Sailing Regatta, once again included in the programme of events after a "break" of several years (the last was in 2007). The event saw a half day dedicated to sport and fun on the lake between Sturla and Punta Chiappa, with around one hundred participants (nine boats competing) varying from tried-and-tested company crews to beginners with boats and skippers "on loan" from Zena Sail.

Ferrotank romped home with a













From left clockwise: Autamarocchi. Nolarma/Nautico San Giorgio. Gruppo Giovani FederAssagenti. Kestrel Italia. Smat International.

runaway win, whilst Outsider, one of the three vessels for the young members of Federagenti, was taken out of the race owing to a couple of members of the team suffering from seasickness (indeed the long waves reaped a few "victims" amongst the beginners).

Slam sponsored the regatta and supplied high-performance polo shirts for all those taking part, and the prizes for the top 3 places.

"Slam is a Genoa-based company. For over 35 years it has been supporting the sailing world, and is pleased to have backed such an important event for our city. An event that combines the world of international shipping with sailing, which has long been our passion and core business," noted Alessandra Aondio, marketing manager of SLAM.

Everyone received a commemorative plaque for having taken part.

"The return of the regatta is a great way to wind up the Genoa Shipping Week," commented Aldo Negri, Chairman of the young members' group of Assagenti "and we have to thank Slam. Whilst we are aware that taking part in a race the day after an event like the Dinner is no mean feat, in the end all the participants were really pleased."

RESEARCH AND INNOVATION SINCE 1979

Slam was founded in Genoa (Italy), in 1979. Since then, Slam's mission has been "to create, design, test and sell technologically advanced clothing with the aim of enhancing sailing performance", and to offer sailing-inspired sportswear to all lovers of the sea.

Passion for research and innovation. together with the support of our customers, have contributed "to insure that Slam is the professional sports clothing brand of choice for some of the greatest sailors in the world".



By employing cutting-edge embedded technology solutions, Slam can offer a collection tailored to any need, with 3 lines comprising our product portfolio:

- Sailing Gear: Top-performance clothing.
- Sportswear collection: clearly inspired by the nautical world, as evidenced by the utmost care put in details.
- Special collections or "custommade solutions": are created with a specific project in mind. Decades of know-how are at your service to create customized items to best respond to specific needs.

Website: shop.slam.com









From left clockwise: Ferrotank. Gruppo Giovani FederAssagenti. banchero costa.

FederAssagenti (3)

4 SAN GIORGIO - Nolarma / Nautico San Giorgio **5** ALMAFES - SMAT International 6 ABI - Kestrel Italia

7 MUSA - Gruppo Giovani FederAssagenti (2) 8 LULLABY - Autamarocchi 9 OUTSIDER - Gruppo Giovani

This is why Dinner is important to Fonasba

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

You took part in Shipbrokers and shipagent dinner, are you satisfied?

I was indeed very satisfied with the whole event which was exceptionally well run. It clearly reflected the great effort the organisers must have made to achieve great success with such a large event. The whole process of checking in

through to the magnificent fireworks display was just perfect.

> Events like Shipbrokers and shipagent dinner how important are for Fonasba?

Events of this nature are most important to FONA-SBA for a number of reasons. Many of our member associations were in attendance, including our hosts of course, Assagenti Genoa. FONASBA is a global organisation and as their representative I felt it was important to attend and show support to such a gathering.

Why is important adhere to Fonasba?

We need to spread the word and purpose of FONASBA to as many in our industry as possible, and the Shipbrokers Dinner is the perfect location to achieve that goal.

What is the most important result that Fonasba got in the last period?

The most important result for us was securing a new member to our organisation as a consequence of meeting them at the dinner.

What are the challenges for the future?

The challenges are many but we need to keep highlighting our industry to the world in general to ensure they have an understanding of just what we provide for society as a whole.



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