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2023 ISSUE

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(SIXTEENTH EDITION)

INSIGHTS

The Shiproker & Shipagents Dinner
Port & shipping Tech

SPECIAL CONTENTS

Maritime Freights
Focus on the Mediterranean Sea

INTERVIEWS

Paolo Piacenza, Giovanni Toti,
Marco Bucci, Piero Pellizzari

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1492-2023

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MAGAZINE MENU



APPETIZER

3 - A multipurpose event at the service of the city of Genoa

STARTER

5 - Mediterranean Sea enormous opportunities
9 - Genoa, the capital of maritime insurance
13 - Coast Guard in consulates: from dream to reality
19 - Maritime freights: more stable prices

SALAD

15 - Paolo Piacenza: "An investment plan for transformation"
39 - Giovanni Toti: "Fast-growing blue economy"
73 - Marco Bucci: "The blue economy is the core business of our city"
81 - Piero Pellizzari: "The single window challenge"



DRINKS

23 - Working in shipping: demand outstrips supply
25 - Refrigerated transport: more efficiency, less pollution
27 - InBuyer: route abroad for 19 companies

MAIN COURSE

32 - The Dinner that broke all records
35 - From pesto to farinata a "Genova Gourmet" menu
49 - Genoa Gateway to Europe

Port & shipping tech

41 - Short sea: Italy leading in Europe but adequate supply chain IS needed
45 - Skills wanted
46 - In seafarers' minds
59 - Port reform, Assiterminal's demands: "Simplification and clarity"
63 - E-fuel: not an easy transition
67 - Next Generation Shipping: not only decarbonisation
69 - Shipping Challenges



SIDE DISHES

77 - A green logistics valley project
83 - An "Alpine" at the seaside

DESSERT

87 - The woman in blue: Costanza Musso
89 - Not only business
91 - Game, set, match
92 - A run for Gaslini Hospital



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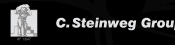
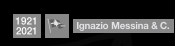
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 Stampato in Italia, Gennaio 2024

A MULTIPURPOSE EVENT AT THE SERVICE OF THE CITY OF GENOA



The sixth edition of Genoa Shipping Week marked the return of the event's original formula, as it was held before Covid. The 2023 event – which officially began on 9 October, with the Opening Conference organised by Assagenti, and ended on 14 October with the now-familiar charity run to raise funds for the Gaslini Paediatric Institute – proved to be a record-breaking edition. The intention was to create a multi-purpose event at the service of the city of Genoa, with the collaboration of a variety of entities, associations and companies in the sector. In this ambitious undertaking, Assagenti played a mediatory and supervisory role, allowing the individual organisers to construct a full, varied agenda able to substantiate the blue economy's fundamental role in the city's economy. October 12 also saw the return, after a four-year absence, of the Shipbrokers and Shipagents Dinner, the highlight of Genoa Shipping Week held once again in the Jean Nouvel Pavilion of the Genoa Trade Fair Centre.

I would like to thank all the Entities and Institutions who have lent us their support, as well as those who played an active role in putting together the programme of the Week, organising conferences, seminars, B2B encounters and sports and cultural events.

I look forward to us all meeting up again in 2025 for another, even more intense edition!

Paolo Pessina

PRESIDENT OF ASSAGENTI

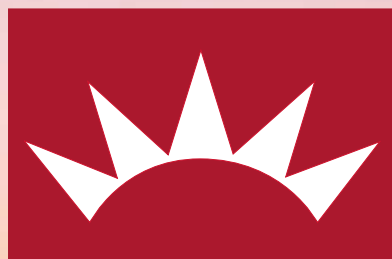
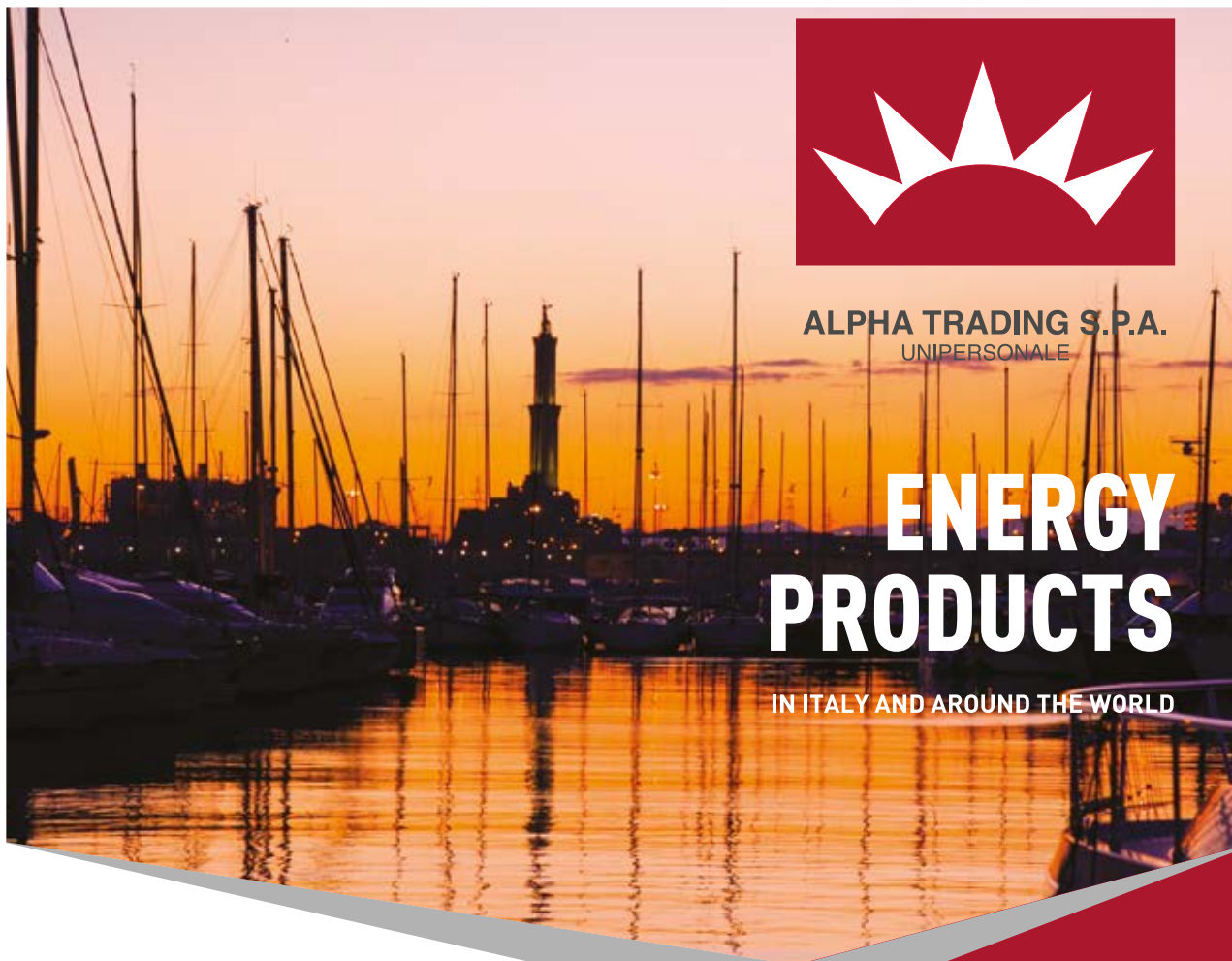
Those of us in the Youth Group are also very satisfied with this edition of Genoa Shipping Week. Returning after the pandemic with a week of events held in the original formula was no simple task, but it was something everyone was enthusiastic about, and we too were keen to play an active part in the programme. This is why we decided to include on the agenda our traditional seminar on sea freight in the various shipping sectors. This proved a winning choice, evident from the audience packed with young people working in the sector, as well as a large number of university students who decided to take their lesson for the day in Palazzo San Giorgio. We'd like once again to thank the speakers, whose experience allowed us to listen to some invariably interesting points of view.

As usual, it was an honour to be among the promoters of the 16th edition of the Shipbrokers and Shipagents Dinner, the success of which is clear from the figures regarding the event. This 2023 edition brought 3500 representatives of the international maritime cluster to Genoa.

I would like to thank all the member companies for their enthusiastic participation and their confidence in the event and its ability to bring one of the founding sectors of the city's economy into the limelight here in Genoa.

Gian Alberto Cerruti

PRESIDENT OF ASSAGENTI YOUTH GROUP



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MEDITERRANEAN SEA ENORMOUS OPPORTUNITIES



In the opening conference of Shipping Week, the ‘Mare Nostrum’ as the epicentre of instability, but also of possible cooperation

A communication route and a connection linking Europe, Africa and the Middle East, witness to potentially revolutionary changes for traffic and economic balance, as well as contradictions, conflict and pitfalls. **“Route between the rocks”** is the opening theme of Genoa Shipping Week 2023, with a conference dedicated to the Mediterranean, in a geopolitical framework changing at a frantic pace. Among the speeches from the local authorities, it was Assagenti President **Paolo Pessina** who focused on the question. **“Italy today has a real opportunity to shed light on this sea that poses numerous risks and threats, but also offers enormous opportunities”**, explained Pessina, “which derive from the potential synergies between the African continent and the part of Europe that is able to speak the same language as the African countries: the language not of colonialism, in its traditional or more recent form, but of collaboration and joint economic development”. According to Federagenti President **Alessandro Santi**, the first hurdles to overcome for Italian shipping are of a domestic nature: **“In Italy, we manage 60,000 landings and 5000 million tonnes of freight per year, yet for a long time, this country has turned its back on the sea, and has forgotten its strategic importance. Bureaucracy is one of the most dangerous factors”**, Santi pointed out, “and in Genoa we’ve realised that extraordinary commissioners

are the only way to deal with it, but it makes me wonder why this country keeps exceeding its laws instead of keeping to them”.

Giuseppe Berutti Bergotto, Deputy Chief of Staff of the Italian Navy, described the Mediterranean as being a mid-ocean acting as a hinge between the Indo-Pacific and the Atlantic. This is a sea that channels 20% of the world’s traffic and 65% of the energy traffic towards Europe, and that is increasingly becoming a bone of contention again. “Since the USA shifted their attention to the Indo-Pacific region, we have witnessed the naval rearmament of all the countries that look onto the ▶▶



Giuseppe Berutti Bergotto

Mediterranean, in particular Egypt, Algeria and Turkey, as well as the Russian presence, which has increased tenfold since 2015”, explained Berutti Bergotto, who also reminded listeners of the territorial question: “Today, just 20% of the Mediterranean is not the object of claims and disputes between countries”.

The concept map of the obstacles to be overcome was drawn by **Vittorio Emanuele Parsi**, Full Professor of International Relations at the Catholic University of the Sacred Heart, who identified the three main sources of structural tension. “The first is the aggressive action of Russia, operating along three lines: Ukraine and the traffic involving the Black Sea; the militarisation of the Arctic, and I’m talking not just about military bases, but



Vittorio Emanuele Parsi



of military units trained to fight in extreme conditions; the challenge to NATO superiority in the Mediterranean, with presences in Libya and Syria”, explained Parsi. “The second is the migratory pressure from the Sahel and from Sub-Saharan Africa, driven both by climate change and by poor governance in many countries, as well as by Russian political action and economic action on the part of China”. The Professor of International Relations believes that this presence is the main obstacle standing in the way of a stable, fruitful economic relationship between Africa and Europe.

The third source of tension is the instability along the



Gian Enzo Duci

coasts of the Mediterranean. “There are all sorts along the coasts: “rogue” states like Syria or bankrupt countries such as Libya, countries heading for bankruptcy such as Lebanon, or with a worrying public debt situation, like Egypt; countries experiencing a severe institutional crisis, such as Israel, even prior to the latest conflict”, Parsi explained. Italy is looking at the risk of a worsening of tension between Serbia and Kosovo, but it will have to turn its concern above all to the triangle formed by Russia, Iran and Turkey. “Although formally a member of NATO, Turkey is far from being aligned with the others in terms of both governance and public opinion, and has strong ambitions in the pan-Turanian area. This is a situation that must be defused, before it explodes”. So the Mediterranean is the epicentre of the instability currently characterising the international situation. “We are in a phase in which it will be increasingly difficult to make predictions, and increasingly important to be able to react swiftly and batten down the hatches”, said Parsi. “We deluded ourselves into thinking that global capitalism could keep the thirst for power and the political divergences between nations at bay: this is no longer the case, and proof of this are the criminal choices made by Russia”.

The Professor from the Catholic University believes that the shift away from the “Silk Road” to the “Cotton Road” is based on a completely different logic from before: to connect the West with the Pacific, with that part of the world that is continuing to grow. “The Mediterranean will continue to play a central role in this. So to sum up, while I wouldn’t say “no China” in our portfolio, I’d definitely want to see “less China”, Parsi concluded.

The conference ended with a round-table discussion featuring the main operators present, introduced by Professor **Gian Enzo Duci** of the University of Genoa, who described the change in the world of shipping (“in our world, there’s been a shift from competition between companies to competition between countries, which now requires both political and military support”) and highlighted the fact that Turkey is taking control of port terminals in the Mediterranean and in Northern Europe, driven by a strong political directive and by military cover. “For Italy, important scenarios are opening up for the Ro-Ro sector, in which we are the undisputed world leader”, said Duci, “but for which a national strategy is required, and this is something the countries near us are already adopting”. The experiences reported by the operators **Antonio Gozzi** for Dufenco, **Ignazio Messina** for Ignazio Messina&C, **Vincenzo Romeo** for Nova Marine Carriers, **Davide Falteri** for Federlogistica, **Massimo Ponzellini** for Centro Giuseppe Bono, and Ship Commander **Michele Orini** of the Navy □ unanimously mentioned the absence of, and the need for, an industrial strategy at national and European level, and an effective direction and control over it. “Italy has an extraordinary competitive advantage in establishing dialogue with the North African countries, because we are able to “translate” western values without arrogance”, explained **Antonio Gozzi** of Dufenco, “and because managing relations with Algeria, Libya and Tunisia will be crucial in the coming years, if we prove efficient at turning declarations of principle into actions, we’ll be able to make the most of this advantage”. ■



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The convivial event organised by the Propeller Club, combining dinner and conference, addressed an often underestimated topic

A convivial evening packed with interesting content, in the beautiful setting of the seventeenth-century Villa Lo Zerbino.

The International Propeller Club Port of Genoa enhanced Genoa Shipping Week with its habitual combination of a conference and a gala dinner. On Monday evening, more than 170 people attended the encounter entitled “Shipping and maritime insurance: two parallel challenges”.

President **Giorgia Boi** explained: “The club has always had a close relationship with Genoa Shipping Week, and even more so this year, because instead of just one event, we’ve organised two and have also taken part in others. This is a matter of great pride for us, because it is important for us to illustrate our close links to all marine operators”.

As regards insurance, Genoa plays an extremely important role, often underestimated by those not familiar with the world of shipping. “Genoa is always described as the shipping capital, and I’d like to highlight its further role as capital of mari-

time insurance”, added Boi. Genoa is the cradle of this type of insurance”.

Enrico Molisani chaired the conference, and speakers invited included **Alessandra Corsi** of Marsh-FinPro, **Paolo Tagliabue** of Marsh-FinPro & Pema, **Daniele Guarnaccia** of Cetena, **Jean-Louis Jaumin** of Strongroom-Intelligence Sagl, **Martyn Locke** of Xenia Broking Ltd & Nexus Europe sas, and **Stefano Messina** of Messina Group: “Two parallel challenges”, Molisani explained, “because insurance is effectively viewed as an integral part of business activity; so an insurance policy is not just a cost paid for a premium, but also an allocation of business risk. »

“The problem with cyber risks is that once you discover something, it’s already happened.”



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We've brought on board both figures able to tell us about some aspects of the insurance sector in the shipping world in the broadest sense - so not just linked to shipping companies - and related figures that also interact with the business chain and with the shipping business in a general sense. Cetena and Strongroom were able to tell us how these enterprises support the world of insurance in the definition of a risk. We examined the question of cyber risk from many perspectives”.

The cybersecurity question has become an important aspect of the maritime industry, precisely because there is an interconnection between equipment on land and on board that can affect shipping safety, with a problem also of a regulatory nature. “The problem with cyber risks”, Molisani reminded us, “is that once you discover something, it's already happened. You don't know you've been attacked until the attack has taken place, so trying to go back and reconstruct where and how it might have happened is always rather complicated”. All this is extremely important, because this reconstruction process might also involve the attribution of liability from a legal point of view”.



Enrico Molisani - Giorgia Boi

Finding out where the failure occurred is an arduous task, which also falls to insurers, brokers and analysts. “For example, the London broker Xenia, who came here to attend the evening, told us about credit risks in the shipping and trading chain, how brokers stand with regard to this kind of risks and the tools that support brokers and companies with regard to risk allocation”.

The evening, which was attended by more than 170 people, was described by Boi as “a great success. We were delighted with the response from all those connected with the sea, both members and non-members. Our philosophy is to embrace everyone involved and interested in the world of shipping, bringing them all together to discuss the problems regarding this sector, as well as to promote and develop knowledge in order to improve the maritime world”. ■



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COAST GUARD IN CONSULATES: FROM DREAM TO REALITY



At the Propeller conference good news for simplification abroad

For the first time, consulates have interfaced with maritime operators to discuss aspects linked to ship operations, which are supported - although this is often overlooked - by the activity of the consuls”. **Giorgia Boi**, President of the Propeller Club Port of Genoa, illustrated the reason for this very unusual conference, held on day two of Genoa Shipping Week: “Shipping with a view to simplification: the consular direction”. “When we took a closer look at all these activities”, added Boi, “we understood more about consular direction, and about how - also with the new regulations regarding simplification - we’ll be able to improve maritime traffic in the future”.

With this in mind, coast guard personnel could soon be sent to a number of Italian consulates abroad. This was announced by **Erik Morzenti**, Commander of the Coast Guard, to the Ministry of Foreign Affairs. Morzenti specified that the aim would be to “provide assistance services to Italian maritime navigation, speed up paperwork, guarantee better, more stable assistance for maritime users, easing the pressure on consular staff, but also to provide assistance in the event of maritime casualties or detention of Italian ships”. The main critical points are currently the long times for shipping needs, lack of familiarity with maritime procedures, outdated regulations and poor digitalisation.

“The work of the consulates is very valuable”, said **Francesco Maresca**, Councillor for the Port at the Municipal Council of Genoa, “and it also has an impact on the economics and social dynamics of our port”. What we’re asking the government is to speed up bureaucracy, by bringing all the checks required together in a single mechanism. This is vital for the country’s economy”. The conference analysed the role of foreign consuls in Italy (both career and honorary), as well as the support the Ita-

lian consular corps provides abroad. “It’s a useful occupation”, explained **Giuseppe Giacomini**, Secretary General of the Consular Corps. “We’re a toolbox most people weren’t familiar with until recently. Yet Genoa is second only to Milan in terms of consulate numbers, and in Europe it was ???, together with Paris, to have a US consulate”. The consulates have different tasks in the maritime sphere, and indeed are specifically referred to in the Malan bill “Amendments to the Shipping Code and other measures regarding the shipping and maritime work system”.

Amongst other tasks, the consuls carry out checks and inspections on board, provide assistance and deal with the crew. The consul is the lord of the ship while it is in the port. The activity of the foreign consulates in Italy was examined in depth by **Virginia Abrego** (Consul General of Panama), **Valentina d’Urso** (Consulate General of Panama), **Axel Boesgaard** (Honorary Consul of Finland), **Augusto Cosulich** (Honorary Consul of Malta), and **Giuseppe Giacomini** (Honorary Consul of Hungary). ■



Giuseppe Giacomini



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“AN INVESTMENT PLAN FOR TRANSFORMATION”



Three questions to Commissioner Paolo Piacenza

Paolo Piacenza is commissioner of the Western Ligurian Sea Port System Authority from 8 September 2023. He graduated in Law and holds a PhD in Administrative Law. Piacenza has been secretary general of the same Port Authority since May 2021.

Piacenza, another edition of Genoa Shipping Week has come to an end, offering plenty of food for thought. What have you taken away from the week?

“Once again this year, Genoa Shipping Week has offered an opportunity for growth to the whole shipping community, as well as the chance to sum up where we’re at with regard to future challenges. What is clear is the increasingly strategic role

played by logistics, in which maritime transport is one of the key elements for global trade; and the ports of Genoa are well placed to become Europe’s leading port logistics hub in the Mediterranean”.

You’ve become Commissioner following the appointment of the President Paolo Emilio Signorini as CEO of Iren, at a time when there has perhaps never been such heavy investment in the port system of Liguria. That’s quite a responsibility...

“With an investment plan with a value of more than €3 billion, the ports of Genoa and Savona-Vado are at the centre of a process of transformation that is putting what I said before into effect. More than 40 works are under way to improve the digital and material infrastructures for road, rail and sea access, speeding up the growing flows of traffic towards the hinterland and offering increasingly ecological and competitive solutions also for southern European markets. The

Western Ligurian Sea port system is a strategic asset for the social and economic development of our area, of Italy and of Europe. It is with this in mind that I am carrying out the appointment assigned to me by the Ministry of Infrastructures and Transport. I am aware of the challenges the Port System Authority faces, but also of the ability of a cluster that is investing in the area and has provided evidence of its unique skills at national level”.

The Mayor Marco Bucci has said on more than one occasion that the preparation of the new port regulatory plan will not be held back by the fact that the Port System Authority is currently lacking a President. Is this correct?

“Placing the Authority under the administration of a commissioner has guaranteed continuity, and the on-going development of the investments already under way and those planned, and the planning process that will culminate in the new Port Regulatory Plan is also moving ahead”. ■

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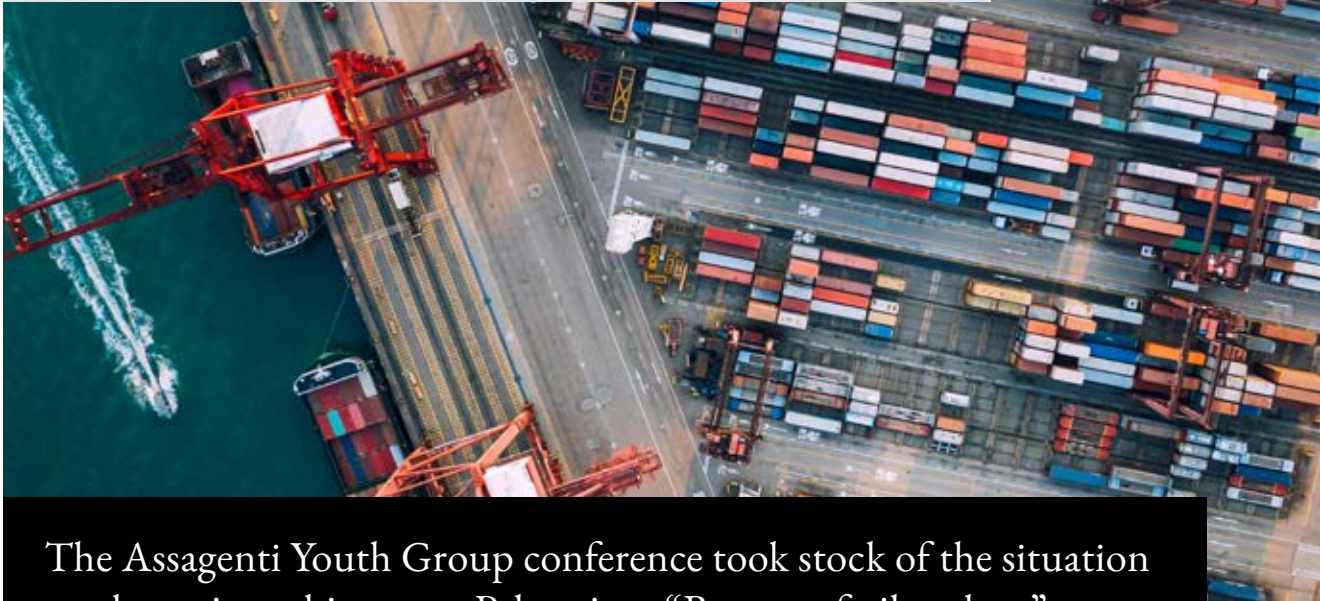


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MARITIME FREIGHTS: MORE STABLE PRICES



The Assagenti Youth Group conference took stock of the situation on the various ship types. Palmesino: “Beware of oil tankers”

“**N**o-one is able to control sea freight rates. Shipowners often order ships based merely on suppositions. Before the 2008 crisis, there was a supposition that the world economy could grow by as much as 12%, which for our sector meant an increase in orders; but in July 2009, Hapag Lloyd would technically have been bankrupt if the Merkel government hadn’t stepped in, while today in Genoa we’ve gone from 130 employees in 2005 to today’s figure of 500”. During the closing session of the convention on sea freight organised by the Youth Group of Assagenti, the association’s President, **Paolo Pessina**, offered this effective example of how forecasts count for little, especially in the world of shipping.

According to Pessina, shipowners do not form cartels, but are affected by the decisions regarding goods, which are not conditioned much by geopolitical crises, because repositioning is immediate, as was evident in Genoa just a fortnight after the Morandi Bridge collapse. The record freight prices witnessed in recent years was certainly influenced mainly by Covid and by a concatenation of elements. Today prices are returning to more stable levels, but each sector is subject to its own particular dynamics.

As regards bulk solids, **Eugenio De Paolis**, shipbroker and CEO of Bulk Mare, explains: “The freight situation is calm, but not immobile, and the market can vary at any moment. We witnessed a boom in dry freight loads in

2021, with the Baltic Exchange Dry Index, the general index for all bulk carriers tripling between 2017 and 2021, from 965 to 3171 points. This was followed by a fall in 2022 and 2023. In July 2023, the BDI stood at 1000 points, rising to 1158 in August and 1736 at the end of September. It’s important to note, however, that September is a difficult month to interpret, because it’s the month when price lists are reviewed, before confirmation in October”. De Paolis believes that during a “high” market phase, a 30% increase in the space of a few months would actually be comparable to a rise of 12%: “September is wheat season, so shipping companies start increasing freight rates to cover the weather variations they will have to cope with”. ▶▶



Eugenio De Paolis

Liquid freight expert **Ennio Palmesino** explains that this year, the production (and therefore consumption) of oil will close the year at a record level of 102 million barrels per day.

“Between announcements on the transition and the reality of the market, we have a major contradiction, and in part, a major falsehood: the uncertainties fuelled by forecasts that are proving inaccurate have slowed down investments in the oil transport sector, which does not only fuel energy consumption, but also supplies a raw material that is essential for many strategic industry supply chains”. And this slowdown has led to a drop in orders for the construction of tanker ships, with a shipyard portfolio that will scarcely be able to guarantee an annual yearly increase of 5% in the sea transport offers.



Ennio Palmesino

30% of the world’s maritime traffic is based on oil, “and if we add bulk carriers and tankers, we can see that most of the world fleet transports bulk freight rather than containers. These are lower-value goods, but with high volume”. Tanker freight was affected only partially by the 2020 collapse: ships were chartered to store the oil at a low cost, a practice that saved the market even in the most difficult period. As a result of the Russia-Ukraine war, everyone was scrambling to source oil elsewhere, making average journeys longer and increasing the use of ships, which thus “vanished” from the market. There has also been a rise in the hire of ships carrying refined products”.

The oil tanker with the highest capacity is Aframax (80100 thousand tonnes), which is average size compared to larger ships: “This is unprecedented”, explains Palmesino, “and it is the preferred option for transporting Russian crude oil in the Baltic Sea”. The same trend can be observed in the transport of refined products.

So what about the future? “The demand for energy is growing, while the supply is diminishing and prices are rising. This is also happening with the price of oil, even though this is a commodity we were supposed to be moving away from. We must prepare to spend large sums of money”.

Gianluca Croce, Deputy General Manager of maritime agency Le Navi, deals with containers: “Following the peak in 2020-2021, in Italy the dynamics went



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Gianluca Croce

back to being similar to those evident at international level, and sea freight rates are now back at pre-Covid levels. We can confirm that this trend also applies to Genoa. Brokers and shipping agents influence demand, and we must focus on customer service. The future? Prices will continue to drop, and then stabilise". The cargo hold offer for container transport has increased: since 2002, there has been a 400% rise in ships, with 6700 ships presumed to be in operation, with a total capacity of 27.8 million TEU. This increase in cargo hold capacity would be expected to result in a decrease in freight rates, but they have risen sharply as a result of Covid, the lack of containers, the congestion of ports in the Far East, the Suez Canal obstruction and the war in Ukraine.

Matteo Fortuna, Director of BBC Chartering Genoa, who specialises in project cargo, says: "Oversize loads no longer come to Genoa, because of the works and the limits on the motorways. With turbines and generators we've always had major problems, but what is more worrying is the crisis affecting the companies in the

surrounding areas; the motorway problems also cause problems for the containers. We've lost 20 to 30% of calls in Genoa. Since the bridge collapsed, they've fallen by almost half. Project cargo is a niche market in maritime transport, but we're linked to the oil & gas and green energy sectors, especially wind power, which is experiencing a huge rise in production, to the extent that the companies are afraid there won't be enough ships to transport the blades, so they're building their own ships". Fortuna describes the last two years as exceptional: "Between 30 and 40% of our ships were used for trade containers because there was no availability".

Before Covid, the price of project cargo ships was around 7500-8000 dollars a day, which wasn't even a good deal for the shipowners; it's now risen to around 12,500: "We've had peaks of 30,000 dollars, which is unprecedented. It's extremely difficult to make forecasts today; we'll just have to play it by ear". >>



Matteo Fortuna

The same goes for shipowners. **Stefano Messina**, President of the Assarmatori shipowners' association, says: "I asked a colleague to make a little graph to illustrate the difference in volatility in shipping compared to financial markets, currencies and spread. There are averages of more than 10 times the volatility. In the shipping sector, this is par for the course. It depends on the length of the cycles. It's difficult to come up with the financial resources to make investments. There's an element of fixed costs, for the funding and the amortisation, and a price variable that can't be predicted. It appears speculative, but it's the ordinary course of business. We've got used to upsets of all kinds; anyone going into shipping should be surprised by nothing. It's scary for someone without significant financial resources. Operating in the shipping business requires a lot of money".

"Risk is the key word", says **Alessandro Santi**, President of the Federagenti brokers' federation. "The profession has changed; we call ourselves the chameleons of the sea. We're the link between land and sea". According to Augusto Cosulich, President and CEO of Fratelli Cosulich Group, Cosco agent for Italy: "Shipping agents have to make partnerships, they have to 'put the money on the table'. We're not like the old-style agents who made money on commis-

sion; we're partners".

"The aim of our conference", concludes the president of the Assagenti Youth Group, **Gian Alberto Cerruti**, "was to step across the dangerous border of the politically correct approach, and this aim was achieved. And it's significant that it was achieved by a category like shipping agents, who have to deal daily with the reality of maritime traffic". ■





Working in shipping: demand outstrips supply

Students from the Nautical High School had the opportunity to listen to representatives of Consorzio Global and Assagenti

According to a recent report by Unioncamere, demand outstrips supply by a long way in the shipping supply chain. Two out of every five positions required by the market require a high school diploma. An average of 13,700 people a year would be required to cover the demand, while the offer is limited to just 5,800.

In the light of these figures, “The professions of the sea: territorial prospects” appears especially meaningful. During this event, students from the San Giorgio Nautical High School in Genoa had the opportunity to listen to representatives of Consorzio Global (a network of enterprises in the world of logistics and shipping) and Assagenti.

The technical and scientific director of the conference was **Daniela Teodori**.

“The idea came from an exchange during a meeting of the working group of the Municipal Council of Genoa”, explained Consorzio Global President **Davide Falteri**, also Vice President of Federlogistica, “in which there is the opportunity, during the practical teaching hours in the technical high schools, to include an overview provided by people who work in the world of enterprise and logistics, shipping and shipbuilding and are able to convey



their enthusiasm for this business and give the students the chance to find out about the opportunities available”.

Young people are often unaware of all the employment opportunities the city has to offer.

Assagenti President **Paolo Pessina** added: “Genoa is the Italian shipping capital, and all the major companies in the sector are here. It used to be the young people who reached out to companies; now it’s the opposite, and this is a very important shift. Education and training are essential, but there are other skills and qualities that are also very important for companies: lateral thinking, flexibility, curiosity. And often, in our companies, we provide

our own specific training for the figures we’re looking for”.

The event was sponsored by the Municipal Council of Genoa. “Our city has a very close bond with its port and with the professions linked to the sea”, commented the Councillor for Education **Marta Brusoni**. “This is why we were keen to support the event”.

The companies that took part included MSC Procurement & Logistics, Hapag Lloyd, Ignazio Messina & C., Spinelli Group, Cetena Group, PSA Italy, San Giorgio del Porto, Finsea Group, Assarmatori and Spediporto.



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 FIT 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.



Federagenti - viale Asia, 3 - 00144 Roma



Refrigerated transport: more efficiency, less pollution

The fifteenth edition of Cool Logistics Global is taking place in Genoa in a positive period for the sector

CISCO, the International Centre for Container Studies, brought the most important event linked to the temperature-controlled chain to Genoa Shipping Week.

The reefer trade is recovering, and these positive developments have resulted in a return to year-on-year growth on all the main reefer trade routes, with sea transportation volumes expected to increase by 1.5% by the end of the year. Containerised reefer trade is expected to grow by 2.3%, rapidly overtaking the demand for containerised cargo in general, which has remained flat.

So the 15th edition of **Cool Logistics Global** is taking place in Genoa in what is a positive period for the sector. Expert speakers took a look at the challenges currently facing operators to optimise efficiency, productivity, storage capacity and cold treatment. They also spoke about the most sustainable solution to reduce carbon emissions.

Bureau International des Containers – BIC, appointed in 1972 by the International Organization for Standardization as the official Register of container codes, brought to the discussion panel some innovative topics, such as the BoxTech Global Container Database system: a non-profit service that hosts the technical details of the container fleet, allowing stakeholders to find information on containers on a single platform.

Another topic the event focused on with regard to risks involving the cold chain was Pest Control, a sensitive issue the BIC has been working on in recent years with a view to preventing contamination in containers. A few figures illustrating the importance of pest control: approx. 37,000 alien species have been identified worldwide, with 200 registered each year. Exotic species are expected to increase by 35% by 2050. The economic damage caused by food loss as a result of parasites travelling in containers amounts to €400 billion.

Discussions took place over three days.

CISCO Secretary General **Giordano Bruno Guerrini**, commented: “During these three days, Genoa has become the world capital of refrigerated freight. This is an extremely important result, because these were topics discussed in Hamburg, Antwerp and Rotterdam. We’ve turned around the trend”.

Another of the speakers was **Annika Kroon**, Head of the Maritime Transport and Logistics Unit of the European Commission, who clarified the key points of the survey and the future directives for refrigerated transport. “We were given two objectives: to increase efficiency and reduce pollution”, recalled Guerrini

Expert speakers such as **Martin Dixon** of Drewry Group will be bringing important figures and statistics regarding reefer containers and their evolution. **Kelly Hobson**, Founder & Senior Sustainability Consultant of Shape Tomorrow, will be part of the sustainability – netzero panel, discussing the current challenges and the prospects for companies in the sector. Annika Kroon, Head of the Maritime Transport and Logistics Unit of the European Commission. Annika Kroon, will open proceedings on the final day, with a speech of high technical value regarding the regulatory and standardising role of the EU in the field of multimodal transport. These are very significant issues for a growing sector. Maritime transport with reefer ships is set to out-perform the larger dry cargo traffic area, with an average annual growth of 3.6% in containerised reefer traffic forecast until 2027. ■





Logtainer is one of the leading private intermodal container transport operators in Italy. The company provides international shipping companies with competitive solutions for road, rail and intermodal container transport. Its mission is to guarantee increasingly efficient, economical and eco-sustainable transport links between the main Italian ports and industrial areas.

To this end, Logtainer is present in the port hubs of the Tyrrhenian Sea (Genoa, La Spezia, Vado Ligure and Livorno), and in the main intermodal transport hubs of Northern Italy, with branches in Veneto, Lombardy, Emilia Romagna and Friuli Venezia Giulia.

With a capacity of 6000 trains a year and a fleet of 350 freight wagons hired for exclusive use, Logtainer offers customers a unique network in terms of the ports served and the frequency of the service.

In addition, thanks to the partnership with the leading European intermodal transport operator Hupac, Logtainer has extended its network of rail links abroad, offering new solutions for connecting the ports of Liguria with Central and Northern Europe.

The company mainly moves containers by rail, in keeping with its green vocation, since this form of transportation causes significantly

LOGTAINER

Logtainer

Efficient, eco-sustainable connections

less pollution and consumes less energy. Specifically, the environmental impact of the company's rail network is estimated to save 25,000 tonnes of CO2 emissions per year compared to road transport using trucks.

Logtainer also offers road transport and terminal services.

Thanks to a fleet of 600 trucks equipped with the latest technologies, Logtainer is able to offer special road transport services throughout Italy, including the transportation of dangerous cargo, temperature-controlled cargo, high-value cargo and waste transport.

Warehousing is an integral part of Logtainer's services. The company owns the Rubiera Terminal in Emilia Romagna, and also offers terminal services in other important hubs in Northern Italy (Limite di Pioltello, Padua, Pordenone, Piacenza and Busto Arsizio). The company also offers fast corridor customs clearance for imported goods coming from the ports of La Spezia and Genoa.

InBuyer: route abroad for 19 companies



A B2B event organised by Promos Italia to support Italian companies in their internationalisation process

Genoa Shipping Week also included some purely B2B events. One of those was InBuyer Marine, held on 10 October in the offices of the Chamber of Commerce of Genoa, in Via Garibaldi. InBuyer is a business matching format designed to support Italian companies in their internationalisation process, through digital B2B events with foreign buyers in their sector. In this case, the event was focused on enterprises in the nautical and naval sector, and its aim was to support them in embarking on processes and making connections abroad. The event was organised by the Italian internationalisation agency Promos Italia.

The 2023 event was reserved for enterprises in the nautical and naval sector enrolled in the Business and Trade Registry and with a profile on the portal www.sostegnoexport.it. The event was held in hybrid mode: the companies taking part were able to choose whether to meet the qualified international players in person, in the offices of the Chamber of Commerce of Genoa, or online via video call. Companies in the following sectors were authorised to attend: Automation and Electronics; Safety and Rescue Equipment; Prime Movers and Propulsion; Refrigeration and Ventilation; Transformers and Generators; Canals and Cable

Channels; Ship and Deck Equipment; Hatches, Doors & Portholes; Fire & Gas Detectors; Pipes, Hoses, Valves, Pumps & Fittings; Converters; Shipbuilding Materials and Semi-finished Goods; Furniture and Design; Navigation and Communication Systems; Marine Coatings and Anti-corrosion Materials. The event was free of charge for companies in the provinces of Genoa, Lodi, Milan, Modena, Monza, Ravenna, Salerno and Udine.

One of the rooms in Palazzo Tobia Pallavicino was used to give the companies taking part the opportunity to meet potential new clients and present their services and products.

19 companies registered for the event, with 17 active on the platform and 17 taking part in encounters. The results of the event were decidedly positive: 82 1:1 in-person encounters, two 1:1 online encounters and 115 interactions with the platform. 11 buyers took part (10 in person and one online), from six countries: Egypt, UAE, Germany (2), Spain, Tunisia (4) and Turkey (2).

The average score attributed to the encounters, on a scale from 1 to 5, was 4.2. ■



MEDOCEAN

Medocean Shipping Agency, part of the Gastaldi Group, is the last born within the Group; founded in Genoa in 2022 to represent in Italy the Panamanian shipowner C.T.M. (Corporación de Transportes Marítimos) is today an entity in strong expansion not only in Italy, with own offices in Genoa, Livorno and Naples, but also abroad, in particular, in Turkey, Greece, Egypt and Israel. Besides the activity of pure Shipping agency, Medocean acts as integrated logistics operator, MTO and trader.

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E-mail: medocean@medocean.it



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MTO

Multi Transport Operator It's the Finsea Group's logistics operator and its core business is road and rail transportation of containers. Mto guarantees clients service in all ports in Italy and on the main European routes, being the only ones in Italy that offer this coverage. For a number of years it has also been involved in conventional and exceptional transport, as well as unitising and emptying at ten ports in Italy.

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MULTIMARINE SERVICES

MMS starts in 1994 as a port agency and it's now part of Finsea Group. It 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, yachts and project cargoes.

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SHIPPING AGENCIES



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ONE

Ocean Network Express (ONE) was incepted on July 7, 2017, following the liner service integrations of Kawasaki Kisen Kaisha ("K" LINE), Mitsui O.S.K. Lines (MOL) and Nippon Yusen Kaisha (NYK). Operating more than 200 vessels, it offers an expeditious and a reliable international network of over 170 services to 120 countries and beyond. ONE is the world's seventh largest container carrier with a fleet size of approximately 1.52 million TEU.

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E-mail: it.hr.ga@one-line.com

Website: www.one-line.com/en



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Efispau Shipping was founded to make a mark in Italy's Clearing and Forwarding industry. Efispau Shipping started its operations in all the major cities in Europe with the aim to offer the best in logistics services. We offer all services relating to shipments and cargoes through its offices in Cagliari, Sarroch and Oristano and at all other Sardinian ports via designated sub-agents.

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Established in 2001 as a joint venture between Finsea Group and Yang Ming Line, it operates in Italy as the general agent for the Taiwanese company Yang Ming Marine Transport Corporation.

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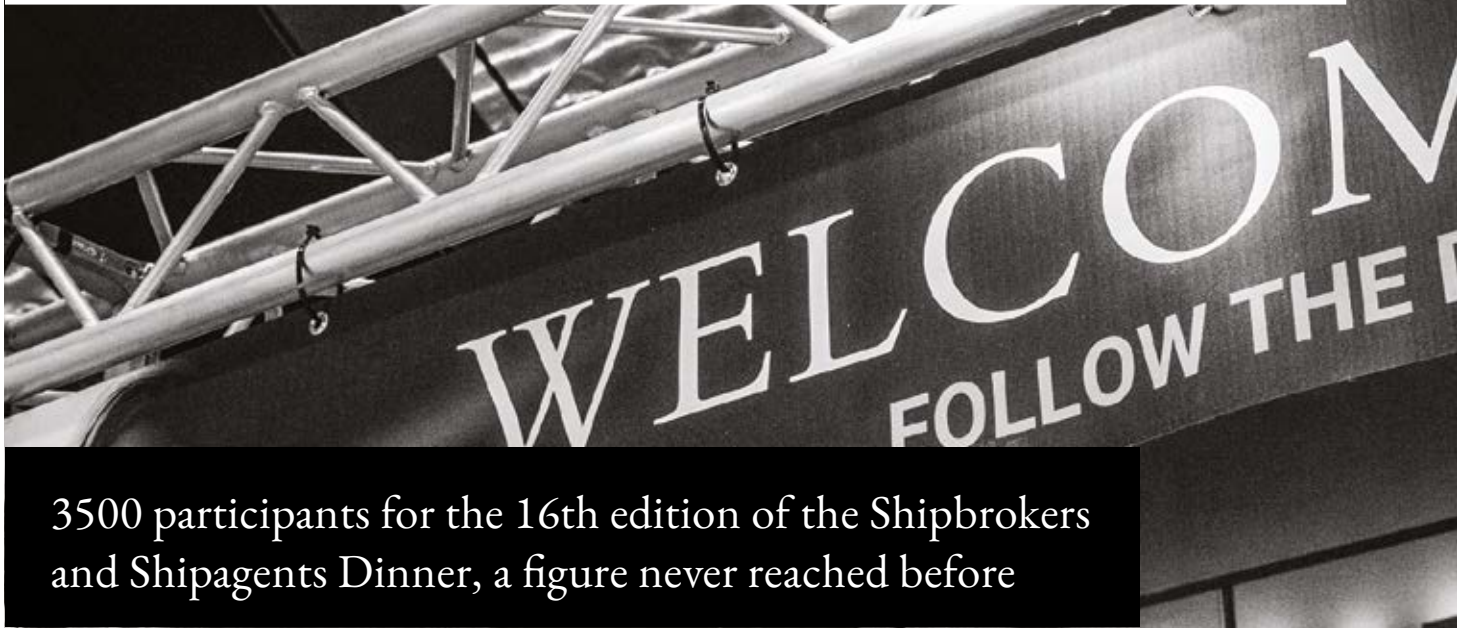
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The Dinner that broke all records



3500 participants for the 16th edition of the Shipbrokers and Shipagents Dinner, a figure never reached before

An important date in history – 12 October, Columbus Day – and a slogan that looks to the future – “Follow the dream” – were chosen for the 16th edition of the Shipbrokers and Shipagents Dinner, the event organised by Assagenti that each year brings entrepreneurs, agents, shipowners, professionals and brokers from all five continents to Genoa.

Past and future have always been woven together in Genoa, and this year they were represented in the most successful Dinner ever in terms of attendance, with 3500 participants. This figure shows just how much this event has grown over the years, and above all, how keen people were to return to the traditional formula held in the Jean Nouvel Blue Pavilion, following the necessary interruption due to Covid in 2021.

“We’ve broken all records”, confirmed Assagenti President **Paolo Pessina**. Walking into that marvelous hall was an impressive sight for me too. The colours were fitting for Columbus Day. The choice was made as a tribute to the city and its mayor, Marco Bucci, for whom it’s important. It required considerable effort, and I hope it can set an example for other events in Genoa with similar numbers”.



Once again, the city is proud to highlight its links with the great navigator Christopher Columbus, emblematic of its bond with the sea and international trade. The incredible figures regarding the Dinner speak for themselves: 50 countries represented, with 1400 companies in attendance.

While “Follow the dream” was the slogan, the subtitle was “**Mirrors from the past**”, symbolising the concept that one cannot exist without the other, and the message is clear: from the splendour of the past come prospects for an interesting future. As Pessina explained, “It is in the very nature of shipping agents and brokers to be able to adapt to change, which is happening at an increasingly



rapid pace. Digitalisation and artificial intelligence are resources that can make the difference in this profession and help us to move ahead towards the future”. The long evening began an hour and a half earlier than the previous editions, with the aim of giving maritime operators more time to get to know each other better. “The impression was that people were keen to spend some time together”, added Pessina, “not just to do business, but simply to meet up”. Liguria International provided lounges where it was possible to chat freely. **Gian Alberto Cerruti**, President of the Assagenti Youth Group, who first came up with the idea of the Dinner, and who organised the event for years, agreed:



Alessandro Santi

Massimiliano Giglio
e Marco Paifelman

After an absence of four years, the Genoese, Italian and international maritime cluster obviously missed us. Assagenti put a lot of work into making the event memorable, and judging by the numbers, their efforts were entirely worth it”.

Held in the former trade fair district, now a construction yard in the thick of the work to turn it into the Waterfront di Levante project by the architect Renzo Piano, the colour scheme of the décor reflected the colours of the crystal-clear sea and the beaches of the Caribbean, with the three Caravels featured on the West wall of the pavilion, catapulting guests into a whole new world: this was the sensation that awaited them at the entrance, at the end of the brief tunnel connecting the entrance ▶▶

to the Jean Nouvel pavilion.

Amid palm trees and gazebos reminiscent of huts on the seafront, creating an atmosphere that carried them off to the Bahamas, diners remained here well into the night to watch the traditional firework display over the sea from the terrace, bidding them farewell until 2025.

Key concept: sustainability

This magnificent event was organised with sustainability in mind. The **Sustainability honor code** is more than a declaration of intent posted on the website of the event.

Assagenti and Assagenti Servizi based the code on the definition of sustainable development contained in the Brundtland Report of the UN World Commission on Environment and Development: “development that meets the needs of the present without compromising the ability of future generations to meet their own”. This is why everyone who took part in the event as suppliers and fitters was brought on board and shared compliance with the ESG (Environmental, Social and Governance) criteria.

For example, the **carpet** is CSI certified 100% recyclable, and the polypropylene is reused for a variety of purposes. Supplied by Alma, the carpet was made entirely in Italy in accordance with certified quality and environmental standards. Alma also offset the CO2 emissions generated during the production of all the carpets laid for the occasion, co-funding the Cordillera Azul forest conservation project in Peru. With this in mind, Assagenti and Assagenti Servizi signed an agreement with the ANCE Liguria construction contractors’ association for the carpet to be provided



free to ANCE Genoa members.

Everyone was required to comply with the sustainability measures, by: reducing or eliminating the use of paper, reducing packaging to a minimum; where possible, using plastic-free or recycled plastic materials; where possible, using electric vehicles to transport the people, materials, tools or furnishing elements necessary for the event; eliminating or reducing the use of toxic chemicals; limiting, as far as possible, the use of furnishing elements or other materials that cannot be reused or recycled; where possible, using modular and combinable furnishing elements, to optimise transport loads; limiting the number of plants used, especially exotic plants, and, where possible, hiring plants or reusing them for subsequent events; scrupulously observing legal provisions regarding waste disposal, paying particular attention to recycling and/or regeneration, as well as organic waste; reducing the use of water to a minimum, and using tap water rather than bottled water where possible; promoting locally sourced materials for the “Food&Beverage” area; where possible, using reusable (e.g. ceramic/glass) and/or biodegradable objects for the catering service; where possible, opting for reusable and/or biodegradable cutlery, tablecloths and napkins for the catering service; where possible, using bulk rather than individually packaged products (e.g. sugar sachets); donating any unused food and/or materials to charity; adopting the appropriate mitigation and compensation measures. ■



From pesto to farinata a “Genova Gourmet” menu



To honour the connection between 1492 and the present day, and between Genoa and America, the menu prepared for this year’s Shipbrokers and Shipagents Dinner was designed to bring the two worlds together, and to celebrate the Genoese culinary tradition, thanks to the Genova Gourmet trademark, devised, registered and guaranteed by the Liguria Region and the Chamber of Commerce to certify “genuine food from Liguria”.

For the first time, the operators of Genova Gourmet Catering, the trademark that qualifies catering services that promote products from the Genoa area, have taken part in the creation of an event that will have people all over the world talking about Genoa”, commented **Maurizio Caviglia**, Secretary General of the Chamber of Commerce of Genoa.

“Talk about our territory through the gastronomic heritage in the context of such an important and international event was to be considered as an opportunity – said **Alessandro Cavo**, president of Ascom Confcommercio Genova – This is not only for the visibility, but also for the opportunity to create a positive reputation that arouses curiosity to the participants. We hope the participants can explain abroad our beautiful Liguria thanks to a good memory and return at other times, not only for work but also for pleasure”.



The two companies that provided the service for the evening, **Capurro Ricevimenti** and **Gemi Catering**, are part of a system that seeks to promote outstanding typical local cuisine under this collective geographical quality mark for catering in Liguria.

The presence of this quality mark is a guarantee of the origin and quality of dishes prepared according to traditional recipes from Liguria, using local produce, and paired with local DO and IG label wines from the region.

For many of the Dinner’s guests, it was a pleasant surprise to have the chance to enjoy *cappon magro*. This traditional speciality features vegetables, fish, shellfish and a type of cracker known as *gallette del marinaio*, or sailor’s biscuits. Extremely popular among diners were the counters featuring *cheese focaccia* and the chickpea flatbread *farinata*. The longest queue was formed by those wishing to sample some *pesto*, used as a sauce for the typical *Sori trofiette pasta*.

Four typical local cheeses were also served, offering diners the chance to sample varieties with all the flavour of Liguria’s mountain pastures. The menu also featured anchovies, *panissa* (made with chickpea flour) and *polpettone alla genovese*, the typical local meatloaf, served with potatoes and green beans. Liguria was also represented in the dessert recipes, with *sacripantina* (a typical dome-shaped layered sponge cake), as well as in ingredients, such as the *Voltaggio amaretti* or the *cane-strelli di Torriglia*. ■



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Spinelli Group turns 60. Established in 1963 by Aldo Spinelli, who recognised the potential of the logistics sector and was quick to predict the development of container transport, the Group is today one of the leading operators in Italy, and has strengthened its presence on the market thanks to a partnership with Hapag-Lloyd.

The Genoa-based Group offers integrated services for the whole logistics chain: a port terminal with efficient intermodal transport, a road transport service with its own fleet of trucks that is one of the newest in the country, warehousing, storage areas, repair, container sales and customs operations.

Commendatore Aldo Spinelli was among the first in Italy to sense that container transport was the future of logistics. This far-sighted approach allowed the company to make its first great leap forward and to become a market leader in the sector in Italy. The intermodal system was his second important intuition, and is today fundamental for any policy that seeks to foster efficient, green transport. The Group's most long-standing activity is road transportation, carried out from its operational bases in Genoa, Padua, Livorno, Milan (Arluno), La Spezia (Santo Stefano Magra) and Reggio Emilia (Dinazzano), with its own fleet of more than 600

vehicles that each year cover 42 million km.

The Genoa Port Terminal (GPT) operates in an area of over 400,000 square metres, offering container loading and unloading, ro-ro and a variety of freight services, handling volumes of over 600,000 TEU per year. The construction of the new Dam will allow for further expansion of the terminal for all types of goods, and will enable the entry of larger, latest-generation ships. The new Gottwald cranes will allow for greener, more efficient handling. Also in Genoa, the company manages the Bulk Terminal, the only gateway for this type of freight through Italy's leading port, with an area of around 120,000 square metres. The Group is also present in Salerno, with the SCT terminal.

Land logistics and container warehouses

Every day, thousands of trains depart from the intermodal hubs of Reggio Emilia, Padua and Milan to transport freight to the ports of Genoa, Livorno and La Spezia, where Spinelli Group has its own intermodal structures. The Group offers daily rail departures for Northern Europe. The Warehouse division offers container sales, handling, warehousing and repair services. This activity is carried out in the Group's facilities in Milan (Arluno), Reggio Emilia (Dinazzano) and Vignole Borbera, and in the ports of Genoa, La Spezia and Livorno.

Centro Servizi Derna and Consorzio Genova Distripark of Pra'-Voltri offers warehousing, standard and oversize transportation, domestic customs warehousing, various freight warehousing and industrial packaging services. Also part of the Group is Saimare, which operates in the shipping sector.

La previdenza dell' Agente Marittimo PENSIAMO AL VOSTRO FUTURO



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a favore degli agenti raccomandatori marittimi
e dei loro famigliari, nonchè delle rispettive aziende.

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FAST-GROWING BLUE ECONOMY



The President of Liguria explains Liguria's peculiarities in the sector and how this impacts on the economy

Giovanni Toti is an Italian journalist who has been President of Liguria since June 2015. He was re-elected in 2020

Toti, the recent Genoa Shipping Week has given the city back a pivotal role in national debate, also regarding the port system, in a period when reform is pending. What is the position of the Region?

"The government is working to organise and schedule national investments as effectively as possible. I believe we should be working on a system to coordinate ports at national level, so the country can channel resources towards where they are needed most and can be used most effectively, but we would also like to see a greater presence of local institutions in port governance: this is a key element in the requests for autonomy of the Liguria region". I also believe it is right to work towards a national coordination of ports.

At local level, meanwhile, you'll be working with the other institutions to define the port regulatory plan. What areas do you believe are essential for the development of the sector?

"I'm not expecting anything revolutionary, because the port regulatory plan will be incorporated into situations already in existence: the new dam, the filling of the quays of the old port of Sampierdarena, which will enable them to be used also by new-generation, large-volume container ships, and the relocation of the chemical warehouses, another key safety issue for the city. And then there's the port's growing vocation as a cruise and ferry port, and for the 'Highways of the Sea', and the redefinition of the layout of the western areas".

This year's Dinner saw record attendance: a positive indication of the vitality of local entrepreneurship...

"The blue economy sector in Liguria is expanding rapidly, consolidating its national leadership position. Our ports are the main gateways to Italy, and the ports of reference for a vast industrial area that also comprises Switzerland and the south of Germany. They also head the ranking in Italy for passenger traffic. Liguria has the largest number of pleasure craft registered in Italy, accounting for over 18,000 out of around 84,000 in 2021, and it is second in terms of moorings available, with more than 21,600 out of a total of over 166,000. This is clearly indicative of the economic impact of a sector in which most businesses are concentrated here in our region". ■

Federagenti, la Federazione Nazionale Agenti, Raccomandatari Marittimi e Mediatori Marittimi, è stata fondata il 5 febbraio 1949 e, ad oggi, è l'unica organizzazione imprenditoriale del settore marittimo portuale presente in tutti i porti italiani. Raggruppa 16 associazioni federate cui aderiscono circa 500 aziende che occupano 5 mila addetti e fatturano complessivamente circa 1 miliardo di euro all'anno. Gli agenti marittimi italiani gestiscono ogni anno circa 10 milioni di teu (unità di misura del container) per una cifra vicina a 150 miliardi di euro. L'attività di Federagenti si sviluppa in diverse direttrici: dalla promozione della portualità nazionale allo sviluppo dei traffici marittimi, dalla tutela delle Associazioni Federate allo svolgimento di funzioni arbitrali e di conciliazioni nelle controversie tra le Associazioni Federate, i loro Associati e le categorie aderenti. L'Agente Marittimo, da sempre presente nei porti italiani con un ruolo strategico all'interno del sistema portuale, svolge, inoltre, rilevanti funzioni di interesse pubblico in particolare a tutela dei creditori per i servizi portuali, a tutela della salute dei marittimi per le condizioni di imbarco e quale elemento di raccordo in materia di sicurezza portuale tra le Istituzioni e la nave.

Federagenti: tanti numeri, una sola Federazione.



Sede di Roma
Viale Asia 3 - 00144 Roma
Sede di Genova
Piazza Dante 6/6 - 16121 Genova
www.federagenti.it

**Federazione Nazionale Agenti,
Raccomandatari Marittimi e Mediatori Marittimi**

SHORT SEA: ITALY LEADING IN EUROPE BUT ADEQUATE SUPPLY CHAIN IS NEEDED



The opening conference of the three-day Port & Shipping Tech addressed the issue of integration between ports and logistics.

Port, Shipping & Tech opened with two important themes: the role and importance for Italy of short-sea shipping and the strategic relationship between ports and the supply chain, with an examination of critical issues and solutions for closer integration between industrial districts, infrastructures and land logistics.

With regard to short-sea shipping, emphasis was placed on the need to defend Italy’s role as leader in Europe, both from the impact of new international regulations on decarbonisation, and with infrastructures and investments. “It’s time to resign ourselves to the fact that on the “highways of the sea” question, there will be no further amendments to the ETS Directive”, explained Assarmatori Secretary General **Alberto Rossi**, “and to protect the sector, we must continue to invest in training, new fuels and infrastructures, and make sure that funds

go to those who have invested”.

The Port & Supply Chain session tackled the issue of the SEZ (Special Economic Zones) and the SLZ (Simplified Logistics Zones) as an opportunity for the relaunch and development of the areas around the ports, welcomed with hope by the port system authorities present. In Genoa, the SLZ will be integrated in to the Green Logistic Valley of the Valpolcevera (page 77), as illustrated by **Andrea Giachero**, President of Spediporto: “The SLZ will allow us to combat economic and employment stagnation.

We must turn port areas into top-quality industrial districts”. According to **Andrea Cappa**, Secretary General of the ALSEA forwarding agents’ association, Italy (in particular Lombardy and northern Italy), is the elective market for the ports in Liguria, rather than the North of Europe, and he was sceptical regarding the idea of interports too close ▶▶



Alberto Rossi



Andrea Giachero

to the coast, an issue that was debated on during the three days of conferences (page 49).

With a view to greater integration, for the management of highly automated and digitalised processes, a key role will be played by the potential offered by low-latency 5G networks and NPN (Non-Public Networks); in Italy, the former is already being experimented with in the port of Genoa Pra', thanks to the collaboration between Wind-Tre and PSA. **Luca Rea** of the Ugo Bordoni Foundation explained the characteristics of these technologies, and illustrated "Case delle tecnologie emergenti", the technology transfer project designed to aid



Luca Rea

small enterprises with the digital transition. Critical issues, however, include the risk of digitalisation moving at different speeds, as highlighted by **Domenico De Crescenzo** of the ACCSEA logistics association, and by **Paolo Calamandrei** of the Fedespediti forwarding agents' federation, who hoped to see action taken to foster aggregation: "In Italy, 95% of companies have a turnover of less than €5 million. The digital transition cannot take place without incentives to form alliances, mergers and enterprise associations to consolidate the market". ■



Domenico De Crescenzo

A large blue rectangular block containing the PSA Italy logo on the left, which consists of a stylized white graphic and the text "PSA ITALY" in large white letters. Below the logo, the following text is listed in white: "PSA GENOVA PRA' S.P.A. - Bacino portuale di Pra', 16157 Genova", "PSA SECH - Terminal Contenitori Porto di Genova S.p.A. - Calata Sanità, 16126 Genova", and "PSA VENICE - VECON S.P.A. - Porto Commerciale Molo B, 30175 Venezia-Marghera (VE)". At the bottom of the block, the website "www.psaitaly.com" is displayed in white.



Spediporto

**Eight subsidiaries providing
qualified support and services
to associates**

SPEDIPORTO, the largest and most representative Italian association of international maritime freight forwarders, provides qualified support and highly specialised services to its associates. Associates include 30% of businesses in Italy (and 90% in Liguria). The Association has a managerial structure that allows it to develop a variety of activities, both directly and through its subsidiaries.

SPEDISERVICES SRL supports the growth of businesses in the Shipping, Logistics and Transportation sector, primarily Spediporto associates. It applies the technology and long-established know-how of Genoa-based operators, with a view to simplifying synergies and interaction among the players in the port cycle.

TELEMATICS HUB, created by Spediporto and As-sagenti, provides verticalised telematics services in the transport sector. It has created E-port, the process for the digitisation of documents in the import cycle of the port of Genoa, and the Sea-Gate system for the digitisation of the entire port operations cycle, comprising import, export and transshipment. The system handles more than 6,000,000 messages a year, comprising customs and operating documents.

PORT SERVICES CONSORTIUM (CSP) handles the entry and exit documentation issued by PSA Geno-

va-Pra', processing 2000 procedures a day, as well as providing consulting services and assistance for road haulage and the implementation of projects linked to E-port.

VGM SRL, which operates in a network of stations, is integrated with the E-port system. Its dedicated software enables the remote booking of weighing operations and the subsequent electronic transmission of the VGM directly to the shipping company. PORT QUARANTINE SERVICES (PQS) offers a highly specialised fumigation and heat treatment service against the brown marmorated stink bug (BMSB), for containers destined for the Australia and New Zealand markets, and for other destinations on request.

LIGURIAN LOGISTIC SYSTEM SRL, created thanks to the Freight Forwarders' Associations of Genoa, Savona and La Spezia, it electronically processes and manages the data exchanged by the freight forwarders, pooling 10 million files, data and elements of information.

SPEDIFORM designs, organises and delivers training courses for companies and individuals. It carries out needs analysis and designs courses on logistics, transportation, customs, foreign languages, information technology, cyber security and social media marketing, as well as customising training processes, also for young people seeking employment. It also takes care of Bureau Veritas ISO 9001:2015 sector EA37 certifications.

GOAS, a consortium company established by Spediporto together with 21 associated companies, entered the airport logistics sector with a project for the creation and management of a hub designed both to increase air cargo capacity and to integrate port and airport freight handling services. The consortium also provides services for the competitive relaunch of businesses.





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SKILLS WANTED



In the blue economy sector, companies are having trouble finding 60% of all the skills they require

Today in the blue economy sector, companies are having trouble finding 60% of all the skills they require. In the shipping and port logistics sector, human factors are of key importance. This was the theme of one of the two opening sessions of this edition of Port&Shipping Tech, the most technical part of the conferences held during Genoa Shipping Week. Unfortunately, in many Italian ports, digital technology does not yet play a leading role, although Genoa “is one of the most advanced in this sense”, explained **Francesco Maresca**, Municipal Councillor for Ports, the Sea and Fishing. Innovation has become essential for professions related with the sea, and it is no coincidence that Genoa is the location of the **Job Centre - Genova Blue District**, which operates with innovative entities such as the CNR (National Research Council) and IIT (Insti-

tute of Informatics and Telematics). “In the offices in Via del Molo”, announced Director **Claudio Oliva**, “we will be creating an immersive environment that will feature accounts of both innovative startups and individual companies. The official opening is set for January. We will also be promoting and funding workshops, contests on sustainability, hackathons and much more”.

So human resources is a huge problem. **Giovanni Consoli**, head of Maritime Policy for the Assarmatori Shipowners Association, explained that there are immediate job openings on ships for around 3000 people: “The Association is working to provide technical support in view of the upcoming decree on the training of maritime personnel for engine departments (the most pressing issue), as well as deck crew and hospitality positions. A review of employment policies is necessary, however, starting with the creation of a welfare system for maritime personnel”.

The point of view of training bodies was examined in detail by three big names in the sector. **Rosario Trapanese**, founder of IMAT, Italian Maritime Academy Technologies, confirmed that technology is having a very strong impact on the quality of personnel on ships. It’s now often large companies

that invest directly in tech training. But the sector is also in crisis across the country, and it’s often a question of wages in Italy.

The **Italian Merchant Navy Academy** is also focusing on the internationalisation of training for young people, through the ITS (Higher Technical Institute). The Academy collaborates with the BCA College, one of the most important in the world. **Panos Tomadakis**, director of Partnerships & Student Engagement, explained that distance learning programmes are also offered: “The unique new development is the organisation of online courses, also available to learners at sea”.

Elena Di Tizio, CEO of Gente di Mare of Fratelli Cosulich Group, illustrated a corporate vision shaped by listening to people in the sector and aimed at improving their lives with new services designed to make the most of their abilities. ■



Claudio Oliva



Elena Di Tizio

PORT & SHIPPING TECH

IN SEAFARERS' MINDS



A psychological analysis of the needs of maritime workers was presented by Francesco Buscema of Turin University and Clarissa Cricenti, of La Sapienza University in Rome

Physical and mental stress, loneliness, abnormal behaviour, emergency situations to handle, burnout...but also extraordinary resilience. A psychological analysis of the needs of maritime workers was presented by Francesco Buscema of Turin University and Clarissa Cricenti, of La Sapienza University in Rome, of the Sea Psychology research team. This research was made possible thanks to the maritime workers' trade union USCLAC-UNCDIM and SMACD. President Claudio Tomei explained: "Having on board maritime workers that are satisfied, motivated and safe benefits everyone. It's not a question of money: Wi-Fi, hand-held ultrasound machines and electrocardiographs would be sufficient to make a difference. A modest investment would make for a significant improvement in the quality of the working environment". Buscema found no significant differences according to status on board, but what is evident are low levels of support between colleagues and transformative leadership. Even more evident is a decrease in the use of

humour as we move down the status scale. "With regard to safety, on the other hand, there are significant differences, with greater awareness of the question and support for it from the higher end. There is a greater perception of responsibility and the quality of the working environment by higher-level personnel". Cricenti focused on requests regarding work: "We have received reports of atypical behaviours, such as workers speaking to themselves on board, acts of violence towards the crew or passengers, kissing the ship. The lower the level, the more routine the duties. The negative nature of relationships and emotional and social loneliness does not differ according to level, while missing others is more evident among officials. Officers suffer from poor sleep and malaise; however, maritime workers display high levels of resilience and humour. Higher-level maritime workers have greater resources, and are less at risk. Travelling the same route and the lack of stimuli increase the risk of malaise. Repetitive tasks worsen the situation". ■



Francesco Buscema and Clarissa Cricenti

CONCLUSIONI

Nella testa dei marittimi:
Un'analisi psicologica dei bisogni

RICHIESTE LAVORATIVE

I marittimi, indipendentemente dallo status ricoperto a bordo, sembrerebbero reputare il lavoro ripetitivo che, insieme a un ambiente, di per sé, «monotonico» (es. stesse tratte durante diversi mesi, esposizione a un ambiente esterno sempre uguale), può aumentare i livelli di iperstimolazione connessa alla mancanza di risposta al fondamentale bisogno di interazione con l'ambiente e, quindi, a più elevati livelli di malessere a bordo e di conseguenti comportamenti atipici.

I marittimi più alti in grado (Comandanti-Direttori-Capi/Commissari) sono esposti a minori fattori di rischio sociali (dinamiche relazionali negative, solitudine), ma a un maggior carico lavorativo (es. stress percepito nella gestione delle emergenze, carico cognitivo); variabili connessa a minore soddisfazione lavorativa e rischio Maggiore di sviluppare condizioni di malessere generale e burnout.

Cricenti, C., & Buscema, F.

RISORSE LAVORATIVE

I marittimi, indipendentemente dallo status ricoperto a bordo, mostrano livelli elevati di resilienza, umiltà e autoefficacia lavorativa, mentre sembrerebbero più compromessi i livelli di supporto ricevuto dai colleghi e la leadership trasformativa. Queste risorse sono fondamentali per permettere all'individuo di adattarsi a uno specifico contesto e affrontare lo stress in modo adeguato diminuendo il rischio di sviluppare forme di malessere, come disturbi del sonno o burnout.

I marittimi più alti in grado (Comandanti-Direttori-Capi/Commissari) presentano maggiori risorse (es. coerenza sociale, comportamenti di sicurezza, autonomia nei lavori) e risultati, quindi, meno a rischio di sviluppare forme di malessere, rispetto a Ufficiali e Sottufficiali/Comuni.

Cricenti, C., & Buscema, F.



Alpha Trading S.P.A. was established in 1985 and is a bunker supplier and trader as well as a distributor of petroleum products, operating both in Italy and internationally.

The Company's registered office is in Milan, the commercial and administrative offices are based in Genoa.

The main activities of Alpha Trading are:

- 1) Bunkering (Trading & Ph. Supplier)
- 2) Biofuel Division
- 3) Bitumen and modified Bitumen producer

Alpha Trading has specialised in bunkers since its inception concentrating initially on Italy and the Mediterranean, but then expanding into Turkey, Greece and the rest of Europe and more recently into the Asia, the Middle East, Africa, and South America. Alpha Trading has many bunker contracts in Italy and the Mediterranean supplying cruise vessels, container vessel, bulk carriers and tankers.

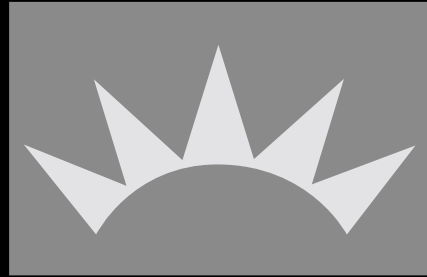
Alpha Trading has been a physical bunker supplier in Trieste since October 2018, and some of the tankage in Trieste is for Biofuel (Fame and HVO). It also has storage capacity in Savona and Genoa.

Alpha Trading S.p.a. owns a duty free terminal in Carbonara Scrivia, where low-sulphur fuel oils blended and where modified bitumen is produced. The Biofuel Division of Alpha Trading has a duty-free depot in Solbiate Olona with a total storage capacity of approximately 15,000 m³ for Biofuels.

The Biodiesel Division specialises in the production and marketing of biodiesel, and vegetable diesel produced by the transesterification of vegetable oils, for both the automotive and marine markets.

All Alpha Trading plants have fully equipped laboratories for analysis to ensure the quality of the products we supply. Alpha Trading will have the availability of B24 VLSFO/Biofuel in the Singapore bunker market by the end of February 2023.

CORPORATE MISSION Alpha Trading has positioned itself an independent leader in the bunker market thanks to its ability to promptly satisfy all our customers, economic,



ALPHA TRADING S.P.A.
UNIPERSONALE

Alpha Trading

Over 35 years of experience in the distribution of petroleum products

financial, commercial and operational needs, based on quality of service, relations developed over nearly forty years of experience as well as technical/commercial expertise and market knowledge. Its success can be traced to effective logistics management and to a broad and diversified customer

portfolio, which includes all major users as well as employing the best staff. There is a proven track record of customer satisfaction and absence of claims. The strengths of the Company in the market:

- Close relationships with all stakeholders (suppliers, customers, institutions, Ministries);
 - Strategic logistic position in the north of Italy and very closed to the biggest Refineries;
 - Brand visibility and relevant commercial strategic attitude.
- The Company is in full compliance with all labour laws, tax and sector regulations.

THE SHAREHOLDERS OF ALPHA TRADING GROUP

Alpha Trading Group S.p.a. is headed by 3B Investment Holding S.p.a., that since 2013 holds the entire share capital of Alpha Trading S.p.a., in turn 80% owned by the sub holding Armada S.p.a. and 20% by Sitofin Holding S.p.a.. Armada is jointly controlled by Adriano Parodi and Stefano Marchiol, historical managers of Alpha Trading S.p.A., covering the role of co CEO of Alpha Trading S.p.a. and President and CEO of 3B Investment S.p.a. Sitofin is headed by Claudio Bombardieri, Chairman of the Board of Directors of Alpha Trading.

KALYPSO

COMPAGNIA DI NAVIGAZIONE



GENOA GATEWAY TO EUROPE

Transport was the key theme of the 49th Columbus Conference organised by The International Communications Institute in Genoa



The Mediterranean as the centre of the world and Genoa as the gateway to Europe, through the long-awaited Terzo Valico rail link: these were the key themes of the 49th Columbus Conference organised by the International Communications Institute in Genoa. “20% of the world’s traffic passes through the Mediterranean, although it represents just 1% of the seas on the planet”, explained Aurelio De Carolis, Commander in Chief of the Naval Fleet, clarifying the central role played by mare nostrum in the geopolitical and trade

scenario. Italy’s geographical advantage, however, is not sufficient to allay fears regarding competitiveness on a global scale. According to **Zeno d’Agostino**, President of the Eastern Adriatic Port System Authority, there is a risk of the ETS system penalising a number of ports and causing companies to avoid transshipment in Europe, while **Massimo Deandreis**, General Manager of the SRM research centre, warns that **“geographical position is not enough. Average waiting times for ships in Italy are rising all the time, and we rank 15th in terms of integration according to the LSC index, and 19th in terms of**

logistic competitiveness according to the LPI index”.

The other major theme of the conference was the Terzo Valico rail link, a fundamental element in a single infrastructure project that also comprises the Genoa railway hub and the Campasso freight yards, totalling almost €8.5 billion. Extraordinary Commissioner **Calogero Mauceri** provided a progress report on the works, 85% of which have been completed with regard to the tunnels, which will be finished in 18 months. **Laura Ghio**, director of the Western Ligurian Sea Port System Authority, ▶▶



Aurelio De Carolis



Calogero Mauceri



Laura Ghio

emphasises that infrastructures will be insufficient to make headway in the northern European market, but that “attention will have to be paid to phenomena such as vertical integration and concentration, and the institutions will probably also have to offer an incentive for multimodal transport”.

Paolo Pessina, President of Assagenti, said he did not believe a dry port in the south of the Piemonte region would be useful, pointing out that transit time would not be sufficient for a “change of mind”

for freight: “What’s required are low costs, and we have to be able to leave the terminals with 750-metre trains, otherwise goods will take another route”, he explained. This concept was also repeated by **Betty Schiavoni**, Vice President of the AL-SEA forwarding agents’ association, during the final panel discussion, entitled “Is Italian logistics ready to serve European traffic?” **Stefano Messina**, President of the Assarmatori shipowners’ association, also questioned the very vocation of the port of Genoa (“there still a lot of

room for increasing our share of the domestic market; northern Europe isn’t our market”), while particular caution was also expressed by **Marco Conforti**, President of PSA Italy: “What will happen north of Milan remains unclear, because there’s no deadline, and no funding allocated, but even once the corridor is completed we’ll be interested in knowing its effective freight capacity, because until then, we won’t be able to tell whether we’re actually ready and for what kind of volumes”. ■



Betty Schiavoni



Stefano Messina



Marco Conforti



TRAIANA



ALBERTO LA ROSA SRL

Civitavecchia Port - Italy



Bureau International des Containers

Bic

Linking all groups interested
in containerization

Established in 1933 under the auspices of the International Chamber of Commerce (ICC), the Bureau International des Containers (BIC) is a neutral non-governmental organization dedicated to improving safety, security, standardization and sustainability in container transportation.

Throughout its 90-year history, BIC has striven to bring together actors across the container-trade industry to foster better practices aimed at streamlining processes in the global supply chain. Keenly focused on the importance of safety, security, standardization and sustainability in the container industry, BIC plays a pivotal role in promoting harmonization in container trade through its databases:

BoxTech Global Container Database: a non-profit service hosting container fleet technical details, allowing stakeholders to source information about a container on a single platform.

BIC Codes: the international register of container-owner codes adopted by the ISO in 1972 that assigns a unique code to each container for easy identification by the owner or operator.

BIC Facility Code: child of the UN/LOCODE, the BFC database provides a unique identifier to over 17,000 container facilities in more than 188 countries.

These databases serve to facilitate a more efficient

exchange of information between industry players as containerized trade continues to evolve. Encouraging standardized processes is key to BIC's vision and mission. This year saw the approval of the UNECE Geofencing Facilities whitepaper project, with BIC playing a leading role in defining geofencing standards for the industry. Along with partners SMDG and IANA, BIC is developing an industry geofence library that will provide thousands of standardized facility geofences, helping to increase security, sustainability, and efficiency in the supply chain.

BIC's work in standardization also encompasses promoting greener practices across the shipping industry, focusing on issues like decarbonization and the protection of biodiversity. The issue of pest contamination (hitchhiker pests) through the sea container pathway is uppermost on BIC's agenda. To that effect, BIC participated in the drafting of a revision of the United Container Inspection and Repair Criteria (UCIRC), as well as an update of the "Prevention of pest contamination of containers – Joint Industry Guidelines for the cleaning of containers" guide to equip the industry with the tools to prevent potential invasive species traveling through the container pathway.

This year marks BIC's 90th anniversary, a significant milestone in the history of an organization that has accompanied the container industry as it progressed and evolved into the 21st century. Through dedication to fostering best practices and standards for cargo transportation, BIC is confident that container shipping will continue to go from strength to strength, all while observing the importance of the BIC's 4 S's: safety, security, standardization, and sustainability.



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With more than 85 years of history, CasascoNardi has always been a firm point of reference in air and ocean forwarding.

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**GDT
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Casasco Nardi

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right solution”**

Mastermar Spedizioni e Controlli is an international air & sea forwarding company, based in Genoa since 1995, with a strong specialization in international aids, food logistics and surveys.

All activities are carried out thanks to its highly skilled staff and a constant care to customer requirements.

Contline Logistica is our dedicated trucking company.

With a modern fleet of more than 40 owned trucks, 50 chassis and 3 container stackers, operating from three inland terminals, Contline provides first-class and environmentally friendly transportation solutions.

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A fundamental example is the Logistic Digital Community, the first digital community of logistics operators in Italy that share an interest in issues linked to innovation and the digital transition of the supply chain.

Our projects are closely linked to the Federlogistica, FAI and Confcommercio associations. Over the years, Consorzio Global has devised, developed and proposed comprehensive consulting and training solutions that share an aspiration to boost safety and security along the supply chain and strengthen the professional skills of its workers.

“We offer global, sustainable, practical services for the benefit of workers and in the interest of companies. We operate with a networking approach, seeking to create a new form of engagement and collaboration, open to cross-sector solutions and favourable to spreading ideas”, explains Davide Falteri, President of Consorzio Global. “We promote a new approach to consulting, to cultural creation

and fostering innovation in the sector, through the creation of multi-stakeholder networks to encourage the active participation of the main institutional, economic and social players that support the competitiveness of the supply chain in the pursuit of shared solutions”.

Consorzio Global seeks to stimulate the competitive development of both human and digital resources, through projects for the development of the supply chain: property brokerage in the logistics sector, global recruitment to match supply with demand in the transportation sector and commercial scouting among companies in the sector.

So our services are aimed not only at companies, who are the ultimate beneficiaries of what we do, but also at those players - Institutions, Entities, Universities, Professionals, Trade Unions - that have an impact on the competitive development of the sector. The aim is to invest in innovation, improve models and tools and rethink the services offered: this is the path we follow every day. The extension of the relationships formed over the years, the quality of the instruments developed and the results achieved so far confirm that we are on the right track.



PORT REFORM, ASSITERMINAL'S DEMANDS: "SIMPLIFICATION AND CLARITY"



The president of the terminal operators Luca Becce:
"I hope for a non-divisive governance reform measure"

The need for a central direction and a systematic policy that is not limited merely to port entry and exit, but that also takes account of intermodal transportation, and the need for effective simplification and clarity regarding competences, without any overlap: these were the main demands expressed by operators at the conference on port reform organised in collaboration with Assiterminal, the Italian Association of Port & Terminal Operators.

President **Luca Becce** explained: "Speakers at the conference indicated that there is agreement between those players regularly operating in this area, in which systematisation is lacking". Becce agrees with some ideas in the Delrio reform, starting from the fact that it is founded on a strategy for infrastructures and logistics. There are currently four proposals for reform stuck in parliament, two presented by the majority and two by the opposition, which have a number of points in common. Becce hopes for "a non-divisive governance reform measure".

Davide Maresca of Maresca & Partners added: "There is a conflict of power between the Ministry of Infrastructure and Transport, the Transport Regulation Authority and the Port System Authorities, and a reorganisation of competences is necessary". **Andrea La Mattina**, Of Counsel for BonelliErede, pointed out that a central coordination system would, in any case, have to take account of the specific

characteristics of the individual situations.

Politicians on both sides of the house hope that an agreement will be reached on the question. **Lorenzo Bassi** (Democratic Party) said: "It is essential to focus on employment and safety guarantees, and a proportion of income must be used for port development".

Domenico Furgiuele (Lega) declared: "A strategic plan is necessary for cutting-edge, competitive ports, and reform must start from the competences of the Port System Authorities, strengthening the governance of the Ministry of Infrastructure and Transport. Account must also be taken of European regulations, which risk damaging a number of ports". >>



Luca Becce

There are currently four proposals for reform stuck in Parliament.

Roberto Traversi (M5S) also agrees on the line of action of the Ministry, and is in favour of a national strategy. Roberto Bagnasco (Forza Italia) hopes for greater involvement of private players, through the Simplified Logistics Zones, while believing governance should remain public. Maria Grazia Frijia (Fratelli d'Italia) explained: "All the stakeholders have

been listened to, and the committee stage of the procedure is almost complete. I hope we will be able to work on the points we agree on and not those we disagree on".

Summing up the situation, Deputy Minister Edoardo Rixi said: "Once the government has obtained authorisation, following extensive reflection on what is required for the ports, everything will be considered based on the country's economic system. We have a unitary strategy in mind, rooted in the territory". ■



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E-FUEL: NOT AN EASY TRANSITION

The Green Ports session of Port & Shipping Tech addressed the sensitive topic of ecological transition



The ecological transition was the key theme of the final day of Port & Shipping Tech, during which solutions and critical areas for reaching targets set at international level were discussed.

The ship (and specifically the container ship) sector has proved more mature than the port sector, with a clear trend towards renewal of the fleets, also evident from order books spanning the last three years. Ports and logistics will have a contribution to make both in terms of process efficiency and as a hub for the production of green fuel and energy, as well as for dock electrification.

On the subject of cold ironing, discussed by a dedicated panel, the main critical issues are the complexity of the infrastructure required and the lack of space in ports, but there are also concerns regarding the competitiveness of tariffs and the services offered for ships. According to Assiterminal Director **Alessandro Ferrari**, the ideal situation



Silvia Migliorini

would be for the ports of the energy communities to be able to produce their own energy from renewable sources. “Unfortunately, the implementation decree is still lagging behind, and some premises have not yet been agreed upon by the ministries”, Ferrari explained.

There are many solutions and links in the supply chain that can contribute to decarbonisation: intervention on hull fouling, shrewd intermodal choices, virtual models to evaluate the right combination of engines and fuel types, offshore nuclear energy.

The issue that took centre stage, however, regarded e-fuels - produced using energy-intensive process from renewables, in particular hydrogen, ammonia, methanol and SLNG - and the temporary and lasting role during the transition of LNG, regarding which an issue of insufficient supply in the medium-long period has emerged. This forecast is corroborated both by the trend in orders of ships compatible with LNG and other green fuels (33% of the order books in 2022, 50% this year) and by the projections shown by **Silvia Migliorini**, Director of Federchimica, according to which 32% of the world fleet will be running on LNG by 2050. Shipping is currently the only major user, but in the future it will have to compete with other industries

at global level for sourcing LNG”, warned **Timothy Cosulich**, President of IBIA (International Bunker Industry Association).

Based on this trend, interesting alternatives emerged in the Maritime Forecast 2050 presented by **Giovanni Vallarino** of DNV: “Considering a 150,000 TEU ship with a traditional propulsion system, covering a stretch between Asia and Europe and equipped with a system able to capture 70% of the CO₂, the costs detected are absolutely competitive with the use of green fuel”, explained Vallarino.

Carbon recapture appears to be one of the most promising technologies. **Filippo Lossani** of Ecospray Technologies showed the data collected from a pilot system, which has also been tested on board: “Two of the technologies tested were able to capture up to 80% of CO₂, while a third based on fuel cells is under study in the laboratories of Genoa University, with a deadline set for 2025”. ■

For session Maritime Lng & Sea Energy frame qr code



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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



Shipagents' pension Fund: Fama

(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%.



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NEXT GENERATION SHIPPING: NOT ONLY DECARBONISATION



Autonomous ships, 5g, training and digitisation are some of the hot topics

The decarbonisation of shipping appears to play a predominant role in innovation, but when we talk about next-generation shipping, there are actually many more aspects involved, some of which were tackled during the dedicated session of Port & Shipping Tech: from the debate surrounding autonomous ships to projects linked to 5G, and the need to provide training regarding technological evolution. **Michela Schenone**, Head of Projects at RINA, explained how digitalisation can contribute to decarbonisation: “When a ship is operating as efficiently as possible, this can significantly reduce emissions”. An overview of the situation was provided by **Salvatore d’Amico**, President of the Young Shipowners Group of Confitarma: “Digital technology is the best way to reduce consumption. It allows a chief engineer to be instructed to set a number of parameters to save fuel, and digitalisation also regards the certification of ships and maritime workers, and the optimisation of routes based on the weather and shipping forecasts. And then there’s also the question of electronic navigational charts, on which there is, however, a lack of training”.

Training is a core feature of the activity carried out by the Ita-



lian Merchant Navy Academy Foundation, which presented the centre to be officially opened in Palazzo Tabarca in Genoa. Director General **Paola Vidotto** explained: “We’re creating a hub to provide innovative, high-tech training, with simulators that will be open systems, and above all a place to conduct applied research”.

Innovation also requires ideas able to resolve issues that can even place people’s lives at risk. **Fulvio Pellegrotti**, CEO of ARMS, has developed a robot system to connect reefer containers on land, without human intervention.

Jonathan Polotto, CEO of Involve Space, has developed technology at the service of sea rescue, with a useful application of the use of stratospheric balloons.

Wind Tre presented a project for the creation of a private 5G network for PSA Italy Genova Pra’. **Gabriele Rossi** of Wind Tre B2B Technology Services explained: “We have developed a number of networks fully isolated from public coverage. We will be developing the first commercial private network in a port environment”. The private network is pending the necessary authorisations, and once these have been received, it will be operative within a month and a half. PSA Pra’ is the first port, but Rossi has not ruled out other new developments.

5G and autonomous ships are advancing at the same pace: autonomous vessels for use on lakes are already with us, thanks to the Sunmare project by CNR-INM, presented by **Massimo De Lauro**. And the self-driving functions are already provided for by the regulations in the future. **Pierluigi Milella** of the General Command of the Port Captaincies, warned that we must be ready.

Cetena is currently developing the 5GMass project, which is experimenting with autonomous shipping in the port of Livorno. The aim is to provide decision-making support for crews and to assist them with landing manoeuvres. ■

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SHIPPING CHALLENGES

The future of the sector is not only decarbonisation, but also finance, fairer taxation and technological evolution

Where will shipping be headed in the future? What are the phenomena likely to influence the sector? **Gian Enzo Duci**, a lecturer at the University of Genoa, moderated “Shipping challenges: regulations, finance, costs and more”, which provided an overview of the current situation and prospects for the sector, with a digression that took a look at legal and financial aspects and introduced the first investment fund dedicated to the blue economy.

Olimpia Ferrara, Head of the Maritime Observatory of the SRM research centre, spoke about disruptive events that include the break-up of the shipowners’ alliances (set for 25 April 2024, although carriers are effectively already working separately), vertical integration, decarbonisation and green ships. “As regards the new prospects”, Ferrara explains, “it is a fact that China is continuing to invest in European ports and in the Mediterranean, although headway is being made on a new alternative to the Belt and Road Initiative: the Cotton Road, in which the EU, USA, Israel, Saudi Arabia and India are involved.

As regards taxation, the changes to the regulations of the International Register will also have effects on the shipping sector, explained **Claudio Ferone** of PwC: “Clarification has been provided on the activities that are and are not admissible, with fiscal benefits also being extended to ships registered in other countries. Under article 1, for example, only commercial trade ships could be included on the International Register; this possibility has now also been extended to maritime transport ships”.

The new challenges facing the sector undoubtedly include technology. **Francesco Russo** of the Assarmatori Shipowners Association commented: “Technologies represent a second chance, after the tough period that began in 2008. We must succeed in striking a balance between environmental and economic sustainability, and this new, closer relationship between the world of finance and shipping is perhaps unexpected”. It is precisely the world of finance that may breathe new life into enterprises in the sector, which – if we include the downstream activities – account for 9.7% of GDP. The Blue Economy Debt Fund is the first Italian fund exclusively dedicated to enterprises in the maritime sector, and has received

the blessing of the Minister for Maritime Policy Nello Musumeci: “Unified strategies are necessary, but so is investment, if we want to be competitive in terms of innovation, digitalisation and consolidating port infrastructures”, he explained, “and I wish this fund the success it deserves. I hope there will be opportunities for us to meet in the future”.

The fund is managed by Zenit sgr (part of the Sim Consulinvest group).

Giancarlo Vinacci, Head of the Advisory Board of Assonautica Italiana/UnionCamere, explained: “We’ve been working on this fund for a few years, and Sim Consulinvest has been in operation for 35 years, administering assets totalling 4 billion; it has 4000 clients and 500 consultants and agents, and has a number of highly successful funds. The creation of a fund requires not just a brokerage firm, but also an asset management company, and the ideal choice was **Marco Rosati** and Zenit sgr, specialised in investments in the real economy”. “The project is about to be rolled out”, announced Rosati, “and we’ll be operative next year. We’ll be investing in debt, in bond issues, and we’ll be dealing with SMEs with a structured plan, not startups. There’s a need for small and medium loans, and we’ll be helping solid companies with sound management and a credible project”. ■





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Federagenti (the Italian National Federation of Shipping Agents and Brokers) was established in 1949, and is the only organisation in the sector with an active presence throughout Italy, through the individual local associations present in 16 cities and covering all 144 ports in the country.

Some 500 countries are members, employing over 5,000 people and generating a turnover of around €1 billion per year.

Federagenti, with headquarters in Rome and Genoa, is a member of FONASBA (the Federation of National Associations of Ship Brokers & Agents), ECASBA (the European Community Association of Ship Brokers & Agents), the Conftrasporto and Confetra transportation associations, Federazione del Mare (the Federation of the Italian Maritime System) and the Gente di Mare Welfare Committee.

The Rome offices of the Federation are in Viale Asia, 3, and the Genoa offices in Piazza Dante, 6/6 Shipping agents, who operate in the ports and car-

ry out activities in the container, cruise, tramp, naval management, yachting and brokerage sectors, play a strategic role in sea transport, representing all foreign shipowners and most Italian shipowners.

Federagenti has embarked on a process aimed at the creation of a Good Governance standard for its members. Compliance with the national standard entitles members to FONASBA Quality Standard certification.

Federagenti has invested in important training activities aimed at its members. For this purpose, through the National Bilateral Entity (a joint organisation formed by Federagenti and trade union organisations in the sector), the Federation provides numerous training courses every year, free of charge, for shipping agency employees.

In 2010, FEDERAGENTI, FILT CGIL, FIT CISL and UILTRASPORTI established the National "Cassa Mutua" health insurance scheme for employees of the Shipping and Brokerage Agencies. The sole aim of this not-for-profit scheme is to fully or partially cover the cost of healthcare services, supplementing and improving on the services provided by the Italian National Health Service.

The following have also been established within the framework of the Federation: Federagenti Youth Group; set up in 2005 and currently comprising more than 60 members aged under 40.

Yacht Section: formed at the end of 2005 with the aim of supporting the over 50 shipping agents belonging to Federagenti that provide assistance to sailing and motor yachts of over 25 metres.



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“THE BLUE ECONOMY IS THE CORE BUSINESS OF OUR CITY”

Interview with the Mayor of Genoa Marco Bucci: “Genoa will have a faster and more efficient logistics chain”



Bucci, the blue economy is one of the pillars on which you are building Genoa’s economic future. Since you became Mayor, what has surprised you most about this sector?

“The response of the local area. The blue economy is the core business of our city, and most of the infrastructural investment in the pipeline is headed in this direction. This approach is shared not only by the players directly involved, but also by all of those that can benefit from it indirectly. The maritime economy has potential that has yet to be realised, and offers a strategic opportunity for the new generations in all its aspects”.

Following Covid, the Dinner has returned to its natural setting and dimension, in the Waterfront di Levante. You were among the guests. What did you take away from the evening?

“Genoa confirmed its role as the Italian shipping capital, hosting an important evening event that brought together all the professionals involved in the sector. Networking is the secret to growth in every sector, but it is especially essential when we’re talking about a continually developing sector that requires a major capacity for innovation. In this case, economic growth cannot occur without the development of sustainable practices and advanced solutions able to preserve the ecosystems: dialogue and finding out more about new professional skills are an essential driver for evolution and progress”.

This is undoubtedly a key moment for the development of the port of Genoa, and the upcoming port regulatory plan will be decisive for the future. What message would you like to transmit to the Genoa business community?

“Genoa will have an increasingly rapid, efficient logistics chain, to the benefit not only of freight, but also of tourism, fishing, yachting and related services. This is a concrete prospect that regards not only the blue economy. We must work in synergy so that the development of a port infrastructure that is already one of the finest in Europe can be a driver for the growth of the area, creating jobs and opportunities for the economy”. ■

ENTE BILATERALE NAZIONALE

Agenzie Marittime e Mediatori Marittimi

Ente Bilaterale Research and training

The National Bilateral Entity for employees of Shipping Agents and Brokers was established on 28 January 2003. It is a non-recognised, not-for-profit association.

The Founding Members of the Entity are: Federaenti (Italian National Federation of Shipping Agents and Brokers), on the one hand, and the trade union organisations FILT, CGIL, FIT CISL and Ultrasporti, on the other.

The aims and purposes of the National Bilateral Entity are:

- to foster and promote studies and research regarding the Shipping Agents and Brokers sector,

with particular reference to training needs

- to promote lifelong learning, training and professional requalification, also in collaboration with national, European and international institutions, and with other bodies geared towards the same purposes
- to aid opportunities for operators in the Shipping Agents and Brokers sector to access EU programmes inspired and financed by structural funds, with particular reference to the European Social Fund
- to monitor temporary employment within the framework of the regulations established by legislation and agreements between representatives of workers and employers
- to analyse questions regarding the labour market and flexibility, and to monitor implementation in the sector so that the appropriate collective bargaining decisions can be made.





Mirco Santi, an S.M.C. Group company, is principally a shipping and forwarding agency, based in Venice and operating for more than 40 years in all the main Italian ports, either directly through its own offices or through a consolidated partner network. The agency represents the most important international maritime companies, in both the commercial and cruise sectors.

The company has worked with the most important international shipowners and shipping companies, developing expertise that has allowed it to become a particularly reliable partner for all services requested.

Through a consolidated network of local and international partners, Mirco Santi srl is able to provide clients with comprehensive assistance.

SAGEM has been operating for more than half a century as a sea and land freight forwarder, shipping agent, claim agent and surveyor in the largest Italian and European ports, specialising in commodity logistics and activities relating to all transportation sectors, including containers and Ro-Ro.

It is an ideal, reliable partner, thanks to its market knowledge and future vision, ability to assist clients and develop custom solutions, its extensive presence in Italy and international networking capacity.

In addition to its two main operating branches in Venice and Ravenna, it also manages units in Chioggia, Livorno and Molfetta. The following shipping companies are part of the Group: Sagem Koper doo, in Slovenia; Lisecc, in Savona and also operative in Vado Ligure and Genoa, and SG Logistica, in Trieste, San Giorgio di Nogaro and Monfalcone.

Its 80-strong team handles the day-to-day management of a variety of import/export activities for a total of more than 4 million tonnes a year, through its services

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that include free on truck delivery, customs clearance, warehouse management, inspection and control. The company invests in innovative tools and technologies able to guarantee safety and real-time trackability.

Through the Group companies, it provides standard shipping agency services, with over 1200 calls per year, as well as sea freight, consulting, insurance brokerage and risk management services. Also thanks to the recent acquisition of SFACS and SABE, it offers complete global logistics solutions that include rail, road and sea container freight forwarding totalling 10,000 TEU per year.

S.F.A.C.S. srl, founded in 1976, has 47 years of experience in the field of logistics. Based in Ravenna, it operates throughout Italy. The company is able to offer experience, fine-tuned over the years, in the management of transportation, storage, loading and unloading of a variety of types of goods.

Today the company boasts an efficient structure and adopts leading-edge IT systems, and is able to offer clients commercial experience, as well as customs consulting services and technological support, for efficient planning, coordination and supervision of land, sea, and/or air transportation activities.



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La sua missione è rappresentare la categoria presso istituzioni e stakeholder e promuovere quotidianamente la crescita delle sue imprese, con servizi di qualità in tutti i settori di interesse aziendale. Presente oggi sul territorio nazionale con oltre trenta associazioni territoriali, Fedespedit aderisce a Confetra, CLECAT e FIATA rispettivamente a livello nazionale, europeo e mondiale. Fanno parte di Fedespedit: Anama (Associazione Nazionale Agenti Merci Aeree), Antep (Associazione Nazionale Terminalisti Portuali) e Fisi (Federazione Italiana Spedizionieri Industriali)

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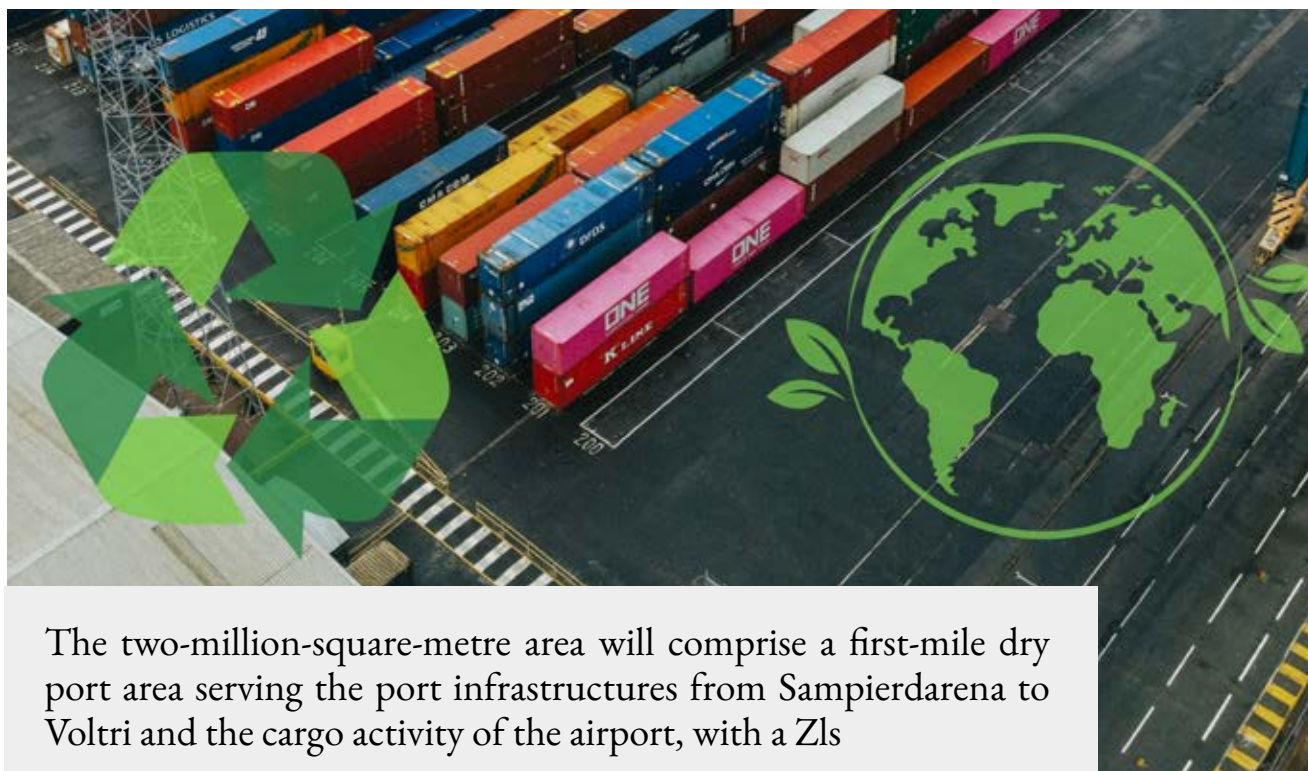


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A GREEN LOGISTICS VALLEY PROJECT



The two-million-square-metre area will comprise a first-mile dry port area serving the port infrastructures from Sampierdarena to Voltri and the cargo activity of the airport, with a ZIs

Logistics is not just about containers and goods; it's about synergies with partners, the businesses in a particular area and the social fabric of that area. It is with this in mind that Spediporto has developed the idea of the Green Logistic Valley in the Valpolcevera area. This idea was the subject of a conference in Palazzo San Giorgio. The two-million-square-metre area will comprise a first-mile dry port area serving the port infrastructures from Sampierdarena to Voltri and the cargo activity of the airport, with a ZIS (Simplified Logistics Zone) and two customs corridors, as well as four large urban green areas and a leading-edge agriculture project. "Our aim is to contribute to the development of the Valpolcevera area, by assisting production activities with high economic and technological value, through synergies with the port and the airport", explained Spediporto General Manager **Giampaolo Botta**, who also highlighted the value of the project in terms of employment and social inclusion. "Logistics is often perceived as an awkward guest: something that brings income and jobs, but can also be a headache. We want to change this model", Botta explained, reminding us that in addition to the Morandi Bridge disaster, the Valpolcevera area has one of the highest school dropout and unemployment rates in the North-West of Italy. Spediporto President **Andrea Giachero** emphasised the role of the institutions and how the technological development of the city can be an important asset for port operations in Genoa.

"Our aim is to create a community that everyone can be part of, by offering opportunities for the large number of young people and fragile subjects in the area", commented Botta, and this principle is also shared by **Jacopo Riccardi**, an executive of the Liguria Region, one of the entities that has lent its support to the project, together with the Municipal Council of Genoa, represented by the Councillor for Economic Development **Mario Mascia** at the Chamber of Commerce and the Customs Agency: "Sustainability must not be just a label, but a strategic choice, and social inclusion must be closely linked to education and training. Virtuous choices can also boost competitiveness". ▶▶



A project able to bring on board sustainability, technology and inclusion in the Green Logistic Valley is the “Fattoria di Pol” farm. Established 10 years ago thanks to an idea by **Paolo Gazzotti**, the project combines the most modern farming techniques with respect for the environment and biodiversity. “We use aeroponic, synergic and regenerative cultivation systems, employing cutting-edge techniques”, explained Gazzotti, “which we believe are an effective response to the current climate crisis, because they are able to guarantee healthy, constant, abundant crops, without land consumption. Recycling water and recovering humidity from the air, in a closed, controlled system, allows for extremely high yields without the use of fertilizers or pesticides. The impressive savings on water range from 85% to 100% in the case of vertical farming, which can also take place in abandoned buildings, warehouses and narrow urban



spaces. **Cristina Biasizzo**, a member of the Board for Enterprise and Economic Development of the Liguria Region, illustrated the prospects for development and appeal of the area in terms of foreign markets and capital. “Sustainability and innovation are drivers for competitiveness. On international markets, there is no shortage of demand for typical food products and crops, but the Valpolcevera area also has the potential to become an energy community, bringing on board the port through technology and the use of renewable energies”, explained Biasizzo. “Foreign capital could be a major driving force for operations of this kind; I’m thinking not only of the EU’s Horizon Europe funds, but also of interaction with venture capitalists operating on markets that are already important, such as the USA”. ■



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IN MEDIA

THE SINGLE WINDOW CHALLENGE

Admiral Piero Pellizzari illustrates the latest developments in the digitisation process and his first months in Genoa

Piero Pellizzari is Maritime Director of Liguria and Commander of the Port of Genoa

Admiral, you arrived in Genoa recently. How are you finding the experience of managing such an important port?

"I immediately invested enthusiasm and interest in dealing with the many issues regarding the port, in the major infrastructure development projects, and in particular the creation of the new breakwater. As was the case in my experiences in Civitavecchia and Venice, the issue remains the accessibility of the port, which is crucial to the development of maritime traffic and competitiveness. The Coast Guard plays an essential role in facilitating complex processes, guaranteeing both safety and traffic continuity. It is a very stimulating job, since I am able to count on the collaboration of outstanding people, as well as a frank, constructive relationship with the other institutional players involved, including the Municipal Council and the Port Authority. So my initial favourable impression has been both confirmed and progressively consolidated".

Once again this year, you have made a practical contribution to Genoa Shipping Week, where you were able to illustrate the latest developments in the digitalisation process, for instance. How is your work changing?

"Digitalising processes and communications in the maritime sector means making life simpler for operators and making the national system more competitive. The new challenge facing us, as the Competent National Authority, regards bringing Italy's Single Window system into line with those of the other European countries by 2025. And once again, the full collaboration of Assagenti will be essential".



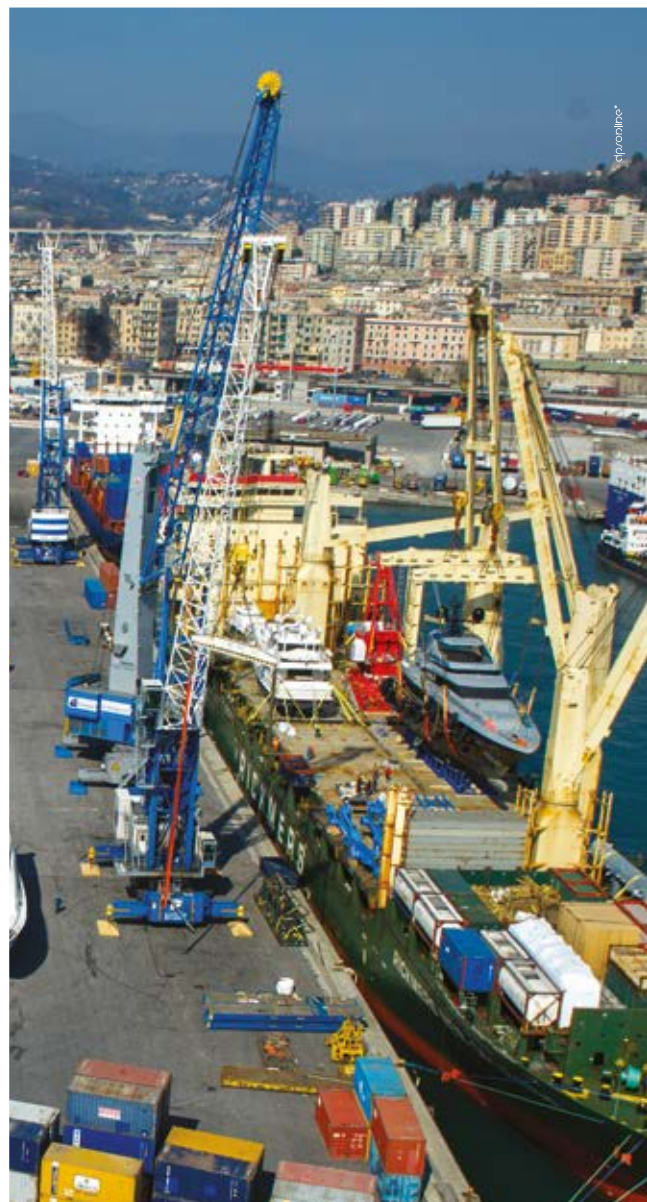
The new pilots tower will very likely finally be operative for the next edition of Shipping Week. What does this mean to you?

"For those of us directly impacted by the tower disaster, with the tragic, irremediable loss of so many sadly missed colleagues, the construction of the new tower is undoubtedly an important step, which we hope will be completed on schedule and will be able to guarantee the availability of services aimed at obtaining an efficient port". ■



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AN “ALPINE” AT THE SEASIDE



Guided tours on 11 and 12 October to the frigate representing a long-established link between the port and the city of Genoa, and the Italian Navy

From Wednesday 11 to Thursday 12 October, the “Alpino” ship, the pride of the Italian Navy and the fifth vessel in the FREEM (European Multi-Purpose Frigate) Class was moored at Ponte Doria Ponente on the occasion of the 6th edition of Genoa Shipping Week. During the time the ship was moored in the port of Genoa, the Municipal Council and the Navy organised free guided visits on board the “Alpino”.

“It was a pleasure for us to host the ‘Alpino’, whose presence has brought added value to Genoa Shipping Week”, said Francesco Maresca, Municipal Councillor for the Port. “We would like to thank the Navy for this invaluable contribution, as well as all the players involved”.

“The ‘Alpino’ frigate”, said Assagenti President Paolo Pessina, “consolidates a long-established link between the port and the city of Genoa, and the Italian Navy. Its presence here is an acknowledgement of the important role Genoa Shipping Week has among events dedicated to the sea”.

The visits, lasting around half an hour, took place every 15 minutes, in groups of 20 people.

They were organised with the collaboration of: the Port and Sea Department of the Municipal Council of Genoa, the Italian Navy, the Port System Authority, the Marine Direction of Genoa, Stazioni Marittime di Genova, Assagenti, the Local Police and the Civil Protection Department.

The “Alpino” Frigate

The anti-submarine frigate is named after the Alpini military corps, with which it shares the motto “None Shall Pass”, honouring the bond with the Italian Army. It was built in the Fincantieri shipyards in Riva Trigoso and Il Muggiano, and was launched in December 2014.

It was delivered to the Navy on 30 September 2016, and after initially being assigned in La Spezia to the first naval division, it has been based in the port of Taranto under the second naval division since 22 January 2018. ■



Data Sheet

Displacement: 6700 t
Length: 144 m
Width: 19.40 m
Draught: 8.40 m
Power: 32000 KW (42912.7 HP)
Speed: 27 Kt
Range: 6000 NM at 15 Kt
Complement: 168

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Electrical system:
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Armament:
 Artillery: Two 76/62 mm SR-DAVIDE guns and 2 76/62 SRDF and two OtoBreda 25 mm guns. Missiles: S/A SAAM-ESD missile systems with one 16-cell vertical launcher for Aster 15 or Aster 30 missiles; S/S Teseo Mk2a with two ramps with two missiles each.

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In Italy, the firm has offices in Milan, Rome, Genoa and Treviso, while in Dubai, in the UAE, it operates in an International Partnership with IAA Middle East Legal Consultant LLP. The Transportation, Shipping and Logistics team assists forwarding agents, carriers, shipping agencies, logistics operators and insurance companies, shipowners, investors, shipyards, P&I clubs, charterers, builders, financiers, commercial operators and brokers with a full range of matters and issues linked to goods

transportation by road, air, rail and sea, as well as multimodal transportation. LCA provides judicial and extrajudicial consulting services in the areas of claims management and freight loss, collisions and pollution liability, as well as for the negotiation and drafting of contracts in the areas of transportation, logistics, international purchase and sale of goods and raw materials, also regarding ICC Incoterms, in the drafting, evaluation and enforcement of insurance policies, and in the sale, purchase, construction, repair and (re)financing of naval assets. The firm also provides assistance regarding the legal and administrative aspects connected with the concession of State-owned property. LCA has acquired specific expertise in the yachting sector and in the pertinent financing and refinancing instruments.

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MSC Cruise

Two cruise brands with one objective: zero net emissions by 2050

The Cruise Division of MSC Group, world leader in shipping and logistics, with a maritime tradition stretching back over more than 300 years, is composed of two distinct brands: MSC Crociere and Explora Journeys.

The contemporary brand, MSC Crociere, is the third-largest cruise brand in the world, leading the market in Italy, Europe, South America, the Persian Gulf and southern Africa. It is also the most rapidly growing brand at global level, with a strong presence in the Caribbean, North America and the Far East. It has a fleet of 22 ships, with an average age of 10 years, as well as a significant investment portfolio for the construction of new ships. The fleet will comprise 23 ships by 2025, with a further six optioned by 2030. MSC Crociere offers its passengers a unique, engaging, safe cruising experience, inspired by the company's European tradition. Passengers can enjoy a wide choice of international restaurants, top-level entertainment, and programmes and activities for the whole family, as well as latest-generation, user-friendly on-board technology.

Explora Journeys is the Group's luxury cruise brand, created with the aim of redefining the ocean travel experience for a new generation of sophisticated travellers, founded on the centuries-old maritime tradition of MSC. The aspiration of the brand is to breathe new life into the ocean-going experience, allowing passengers to connect with the sea and their passion for the marine environment, as well as with other travellers who share their habits, offering itineraries that combine famous destinations with ports that are less well known. Explora Journeys ships offer a total of 461

suites, penthouses and residences facing the ocean, devised to offer guests an authentic home on the waves, with impressive views, a private terrace, a choice of eleven different culinary experiences, ten bars and lounges above and below deck, four swimming pools, large external terraces with cabins, wellness services and a wide range of entertainment. Taking its inspiration from the European tradition, Explora Journeys will offer guests a 360-degree experience of the oceans and an approach to hospitality based on respect and discovery. The Explora Journeys fleet will have a total of six ships, the first of which - the EXPLORA I - was launched in July 2023. The second and third ships are already being built, and will be delivered in 2024-2025, while the other three will join the fleet between 2026 and 2028.

MSC Crociere is strongly committed to protecting the environment, and has set itself the target of achieving zero net emissions by 2050. The company has invested, and continues to invest, heavily in the development of latest-generation marine and environmental technologies, developing increasingly innovative, cutting-edge solutions at international level, thus accelerating their availability at industrial level for other sectors.



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THE WOMAN IN BLUE: COSTANZA MUSSO

Costanza Musso has always been committed to defending the role of women in the shipping sector, traditionally a male-dominated environment

Cavaliere del Lavoro, CEO of Grendi Group and President of WISTA (Women's International Shipping and Trading Association) Italy, **Costanza Musso** was the subject of the fourth encounter in the series dedicated to maritime culture and entitled "Incontri in Blu.

Uomini, donne e storie di Mare" (Encounters in Blue: Men, Women and Stories of the Sea), devised by the journalist **Fabio Pozzo** and promoted and hosted by MuMa - Maritime and Migration Museum in Genoa.

Musso recalled the many steps along the road that took her to the top of the family business: from a childhood spent between the farming community of Sarzana and the adventurous camping holidays aboard the family's Volkswagen minibus, moving on to her classical studies and her dream of becoming an archaeologist, her first work experience and her passion for travel and cycle tourism.

It all began when, as a girl, during the celebrations for the Group's 150th anniversary, relegated to the second row in the photo op and fuelled by a certain desire to get her own back, she vowed to guide the business towards its 200th anniversary. "That dream remained on the back burner for a while, becau-

se I then fell in love with archaeology, which remains a passion of mine", explained Musso. "But I realised it wouldn't be easy to make a living from it, so I opted for a degree in Economics and Business Studies". This was followed by the years spent in Milan, in Franco Morganti's consulting company, before her decision to start working for the family business, initially in the sales area, following her father's health issues and the separation of the domestic operations (based in Genoa) from the international side (under the name of Tarros, which remained in La Spezia). "I was under no obligation; it was a decision based on the sense of responsibility I was taught from childhood".

Costanza Musso has always been committed to defending the role of women in the shipping sector, traditionally a male-dominated environment.

The current President of WISTA Italy has witnessed changes in this environment over the years, but not to the extent she would like: "Globally, just 2% of workers in shipping are women. Sure, in the terminals, we account for 16%; this figure rises to 54% in Assoport, but falls to 22% if we look at the top positions. The fact that today in Italy 50% of women are not employed is a kick in the teeth for the country's GDP: it's a major problem for the economy, because it's a waste of intelligence", Musso pointed out, emphasising the importance of setting gender quotas: "Today, 16% of the figures awarded the title of 'Cavaliere del Lavoro' for their services to industry are women; when I received the honour in 2019, we accounted for 11%: at this rate, by the time we reach 50%, I'll be 95.

The gender quota system enables this gap to be closed within a reasonable timeframe, and it's not as if businesses are going to pick a random woman and give her a seat on the Board; they're going to choose from people with an adequate curriculum, skills and abilities". ■



Costanza Musso

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NOT ONLY BUSINESS

A roundup of the convivial evenings organised during Genoa Shipping Week by Spediporto and Clickutility Team



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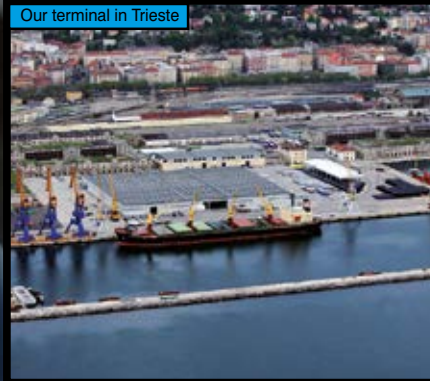


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GAME, SET, MATCH



Sports again this year with the tennis tournament

Once again in 2023, for the second year following the 2019 edition, participants in Shipping Week had the chance to share a fun experience by competing on the courts of the prestigious Tennis Club Genova, in a “random mixed doubles” tournament. Sponsored by Spedi-

services and PSQ Group and organised by Amanda del Re of Spediservices together with Tennis Club Genova, 14 players took part in the event. The formula involved the formation of interchangeable mixed doubles pairs, drawn randomly to give everyone the chance to play two matches with different partners.

At the end of the preliminary round matches, lasting a maximum of an hour, best of three sets, with four games per set and no advantages, each of the 14 participants was awarded a score, with the top four playing each other in a very close final won by the pair formed by **Gianmarco Carlini** of DSV and **Anna Cocchi** of Hapag Lloyd, who at the end of the hour established were ahead of **Francesco Fuselli** of Banchemo Costa and **Andrea Kunkl**, a member of the host club who stood in for the journalist **Nicola Capuzzo**.

During the award ceremony before Tennis Club Genova President **Rodolfo Lercari**, the trophy was presented to the winners by **Marta Mottin**, CEO of PSQ. ■



A RUN FOR GASLINI HOSPITAL



Sixty-three participants and over €5000 raised for the Haematology Unit

Sixty-three participants and over €5000 raised for the Haematology Unit of the Gaslini Children's Hospital in Genoa. Genoa Shipping Week ended on Saturday 14 October with the traditional Shipping Run in the Old Port area. Organiser **Angelo Merialdi** explained: "We've now reached our sixth edition. Our organisation is called International Shipping Runners, and we're able to organise this event thanks to the support of Assagenti and a number of sponsors".

The route was very simple compared to the first four editions, in which the runners also entered the commercial port area. "It was very complicated as regards obtaining the necessary permits, and the organisation of the event in general, so we decided to remain in the Old Port area, which allowed us to open the event also to children", explained Merialdi. The run is structured in laps: participants run around the Cotton Warehouses for 45 minutes, following an initial warm-up, and they're given a bracelet at the end of each lap. The runner with the largest number of bracelets when the time is up is the winner. There are drinks and focaccia for



everyone at the end of the run. The runners who did the most laps this year were **Alessandro Cinanni** and **Valentina Nicoli**. International shipping runners will soon have a Facebook page that can be consulted for future events. While the Shipping Run is a two-yearly event, the Shipping Ride takes place every year in May, coinciding with the Giro d'Italia, with participants cycling from Genoa to Sestri Levante. "The event attracts 70 - 80 cyclists", said Merialdi, "who come from all over Europe, again from the shipping area". One group cycles along the coast, while another follows a very tough route on Monte Fasce.

At the finishing line in Sestri Levante, there's always a buffet, and other social events are organised to coincide with the Ride, such as the pasta party in the city centre. What makes it such fun is that the cyclists include a lot of people from the shipping world who come to Genoa for work, and this is a way for people to get together". ■





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LOGTAINER IN 2022

330,000 teus
moved

6,000 trains
carried out

25,000 tonnes
of CO₂ saved
(compared with road transport)*

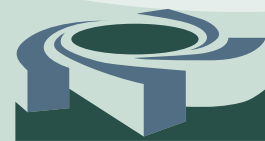
Our thanks to all our customers!



**Logtainer trains:
the eco-friendly way to move
your containers.**

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