
Aan:	Connekt
Van:	Liesbeth Staps, TKI Dinalog Uitgevoerd in opdracht van Ministerie I&M/ Connekt
Datum:	29 juni 2016
Betreft:	Buitenlandpromotie Project nummer: PTL08.009, Deliverable 2B Verslag bijeenkomst water-logistiek, case Colombia, woensdag 29 juni, 14.30 - 17.00 uur, Water House, Bezuidenhoutseweg 2, Den Haag

Achtergrond

Op 23 februari 2016 vond een eerste verkennende bijeenkomst plaats over de complementariteit en toegevoegde waarde in gezamenlijk profileren van Nederlandse water & logistieke expertise in het buitenland. Hierbij werd Colombia als concrete voorbeeld case genomen, waar Nederland al vele activiteiten heeft op onder andere onderwijs en ontwikkeling van 'River waterways' en 'ports of the future'. Er is toen afgesproken met een kopgroepje een nadere uitwerking te maken en een stappenplan.

Bijeenkomst

Op 29 juni heeft bij het NWP de follow-up water en logistiek meeting plaatsgevonden. Deze meeting werd georganiseerd door NWP en Dinalog in vervolg op de bijeenkomst op 23 februari 2016, met als doel een nadere analyse en uitwerking van de water/logistiek mogelijkheden (integrale aanpak binnen een corridor) te doen en een stappenplan op te stellen.

Agenda

14.30 - 14.45	Welkom en introductie (doel en beoogde outcomes van de meeting) Voorstelronde
14.45 - 15.15	Presentatie over de algemene Water en Logistiek propositie: Integrale Corridor concept, incl. Q&A (welke aspecten ontbreken en/of toegevoegd moet worden)
15.15 - 15.45	Toepassing Integrale Corridor concept op de Colombiaanse context, incl. Q&A (toepassing toetsen)
15.45 - 16.45	Discussie en aanvullingen op Integrale Corridor concept voor Colombia
16.15 - 17.00	Wrap-up en vervolgacties, status update Colombian Dutch Dialogue

Deelnemers

- Nathaly Dasburg, STC B.V.
- Auke Schripsema, Wageningen University
- Jeroen Klooster, Arcadis
- Hans Vermij, Royal HaskoningDHV
- Liesbeth Staps, Dinalog
- Jan Helmer, Rijkswaterstaat
- Willem Otto Hazelhorst, Rijkswaterstaat
- Barbara Leenen, Rijksdienst voor Ondernemend NL
- Barbara Swart, Ministerie van Infrastructuur en Milieu
- Edilberto Baquero, Netherlands Water Partnership
- Jeroen Haver, RVO/ NFIA/ Holland Logistics Network
- Silvina Pereira, STC BV

Verslag

Algemene Water en Logistiek propositie: Integrale Corridor concept

Er is een eerste aanzet gemaakt voor het Trade Corridor concept. Het betreft een heel algemene propositie slide set, waarbij de Nederlandse achtergrond in water en logistiek wordt bestempeld en de uiteenzetting van het integrale corridor concept. Er is een aanzet gedaan voor het benoemen van labels van expertise die kunnen worden ingevuld met challenges, solutions, achieving results en partners.

Integrated Trade Corridor approach

Opportunities for Dutch water and logistics expertise



The Hague, June 2016



Global challenges in water and logistics



Growing population and economies: high demand on production and consumption

Increasing export flows vs. limited port development and infrastructure

Adaptation to Climate Change: flooding, water scarcity

Creating more space for waterways: 'blue corridors' / water and land distribution / water quality

More clean/ sustainable goods production: reduce water footprint, energy consumption

Absence of integrated sustainable supply chains / integration of intermodality concepts / (water) governance aspects



The Netherlands: Water & logistics Integrated Corridor Expertise

When it comes to water:

- Over eight hundred years of experience with water management, coastal protection, land reclamation, water supply and water quality;
- Almost 2.000 water technology and delta technology companies are active in this sector;
- Government, research institutes, NGO's and businesses work closely to maintain a leading position in the sector;
- Major supplier of sustainable systems for the production and supply of water and for the collection, treatment and reuse (circular economy);
- Integrated water management and multi-disciplinary approach that balances social, economic, environmental and engineering needs (Building with Nature);
- Cooperation extends to other sectors: agriculture, energy, infrastructure, transport and logistics;
- The sector is strongly focused on exports and continuous innovation.




The Netherlands: Water & logistics Integrated Corridor Expertise

When it comes to logistics:

- Over four centuries global trade hub: Dutch VOC ('Verenigde Oost-Indische Compagnie': the East India Company), the world's first multinational setting up trading routes both in Asia and between Asia, Africa and Europe;
- Top position in the World Logistics Performance Index (LPI), a proud result of:
 - a constructive government approach to trade;
 - customs efficiency and border clearance in main ports;
 - the quality of infrastructure;
 - the competence and quality of logistics services.
- Leading road transport nation in Europe and the largest inland shipper;
- Skilled institutes, operators and logistics service providers and technological supplier to the logistics industry;
- Europe's largest, innovative and differentiated fleet, offering a reliable cost efficient and sustainable extension of maritime transport chains to the European hinterland (in- & export);
- Integrated water and logistics expertise to improve trade corridors end-to-end and drive sustainable economic trade development.




Optimizing Trade Corridors

- Integrated approach in optimizing trade corridors, contributing to the economic development on both sides of this corridor;
- From the production of resources, water efficiency, warehousing of perishables before shipping, to the organisation of the hinterland transport, the navigation on the rivers to the ports, the port procedures, the conditions for ocean freight to the customs clearance in the Netherlands, Dutch expertise in water and logistics assist in flourishing these trade flows.




Optimizing Trade Corridors: Expertise



water irrigation	supply chain governance	supply chain finance	multi-purpose terminals	energy supply	trade growth
port infrastructure	water depth management	inland shipping	loading technology	infrastructure development	green customs lane
customs management	vessel technology	supply chain governance	bundling of goods flows	supply chain collaboration	supply chain planning
waste water management	water governance	post harvest storage	port city planning	building with nature	extended single window



Challenges

- Water imbalances (scarcity and excesses) in regions where the majority of the population and agriculture sector is located;
- Water imbalances negatively affect farm productivity (quantity and quality) and thus farm income.

Solutions

- Drip irrigation/fertigation



Achieving results

- A new formula of sustainable and integrated crop production;
- Efficient irrigation and adding minerals with the use of drip lines;
- Efficient use of minerals (10 – 30 % less)
- Efficient use of water (25- 50 % less)
- Extra yield of 10 – 30 %.

Water irrigation

Your partners

- Company/organisation
- Company/organisation
- Company/organisation

Challenges

- Congestion on the roads by using inland waterways capacity for cargo transport
- Reliability of transport due to traffic jams, road blocks etc.
- Environmental damage by road traffic

Solutions

- The Netherlands has the largest inland navigation fleet in Europe and the transport share of inland water navigation is 30%, boosting expertise for inland shipping:
- Expertise on navigable waterways
- Intermodal planning solutions
- Information and communication technology for efficient intermodal logistics solutions

Achieving results

- CO₂ emission that is 3x lower than road transport
- Consolidation of goods in a vessel leads to cost efficiency
- Water transport hubs act as catalysts for regional and environmental development

Inland shipping

Your partners

- Company/organisation
- Company/organisation
- Company/organisation

Expertise partners:

Royal HaskoningDHV: An independent, international engineering and project management consultancy with 135 years of experience.
www.royalhaskoningdhv.com

STC:
www.stc-group.nl

Others...






Twynstra Gudde

Others ...

Discussie:

- Het is belangrijk te bepalen wat Nederland wil: ladingstromen (en investeringen) aantrekken en logistieke kennis en kunde exporteren.
- Voor gebruik van de propositie is het belangrijk om te weten wat de behoefte is in een land, wie is de doelgroep? Er worden vanuit het Holland Logistisch Network landenkaarten ontwikkeld (vroeger geheten sector studies) om kort de kansen aan te geven in prioriteitslanden.
- Met betrekking tot de expertise labels: Hierbij wordt opgemerkt, dat als de basispropositie gebruikt wordt altijd een keuze wordt gemaakt van een klein aantal expertise labels. Dit moet dus gezien worden als een menukaart waar het keuzemenu uit samengesteld kan worden. Je gebruikt dus nooit het volledige plaatje van 24 (of meer labels).

Toepassing Integrale Corridor concept op de Colombiaanse context

Als uitgangspunt is de Colombia case genomen; hier zijn al veel water/logistiek gerelateerde trajecten en contacten ontwikkeld. Plus er wordt door Rijkswaterstaat/ I&M/RVO een Colombian Dutch Dialogue voorbereid dat een mogelijkheid zou kunnen zijn om een eerste aanzet te toetsen.

Dutch-Colombian trade corridor

Opportunities for water and logistics expertise



The Hague, June 2016



Introduction

The Netherlands has global renowned expertise in both fields of water and logistics. The cooperation between Colombia and the Netherlands in the water sector has developed for over half a century. Water management improves health, reduces poverty and sustains economic development. The Dutch integrated approach in water has resulted in collaborations in masterplans and typical Dutch water innovations like Room for the River find their way in Colombia. The Netherlands has global renowned expertise in both fields of water and logistics. The water cooperation extends to other sectors with infrastructure projects like sea and river ports, navigable rivers and intermodal transport and the Center of Excellence in ports, transport and logistics.

The Colombian-Dutch cooperation now has an emphasis on trade and investment. From this perspective, in this proposition we look at the trade corridors between Colombia and the Netherlands and optimising this end-to-end with water and logistics expertise, the collaboration has to offer.



Colombia-Netherlands trade corridor:

opportunities for logistics and water



Colombia-Netherlands trade corridor:

opportunities for logistics and water

Colombia's largest export to the Netherlands is mineral products, accounting for 82% (2014), with 68% of the total export of 2.42 bn USD being coal briquettes. Excluding these mineral products, there are important growing export flows, which also benefit the Netherlands as a trading hub for Europe:

- Palm oil
- Fruits including bananas
- Coffee
- Cocoa
- Cut flowers

Palm Oil	Coconut Oil
21%	8.7%
Other Fruits	Bananas
7.4%	5.9%
Cut Flowers	Coffee
6.8%	5.5%

OECD (MT), www.afaa-media.mit.edu



Colombia-Netherlands trade corridor:

opportunities for logistics and water

The Netherlands' export to Colombia is smaller and amounts to 350 M USD. This export of products is very diversified, ranging from chemical products to medical appliances and industrial products.

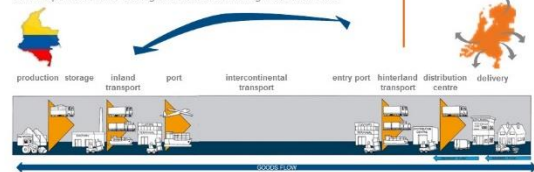
Nitrogenous Fertilizers	Orthopedic Medical Appliances	Beer	Tugboats
5.9%	2.9%	2.5%	4.0%
Packaged Medicaments	Refined...	Bulbs...	Electric Control Paper
5.5%	6.7%	3.3%	1.7%
Telephones			
5.0%			
Gas...			
3.8%			

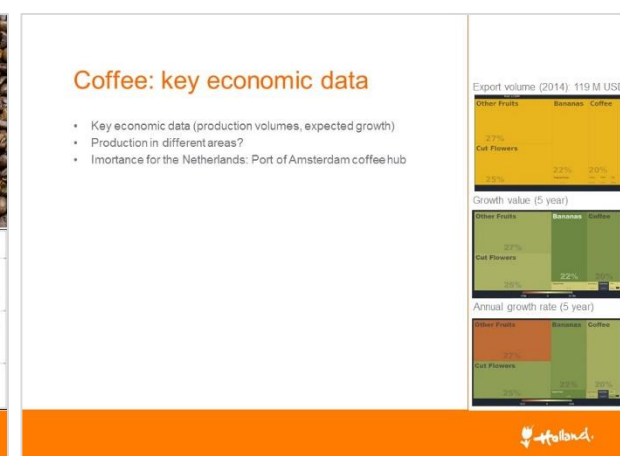
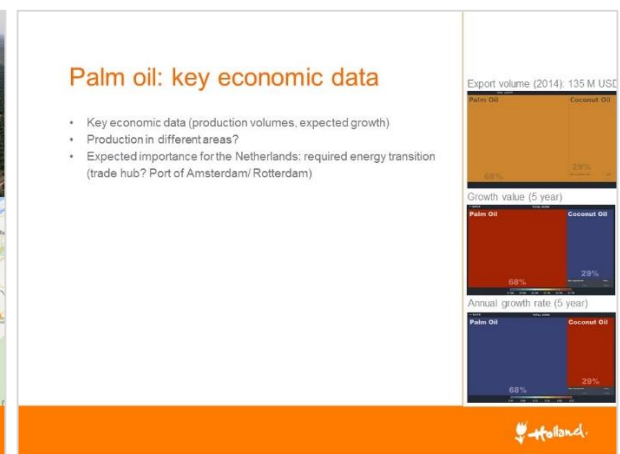
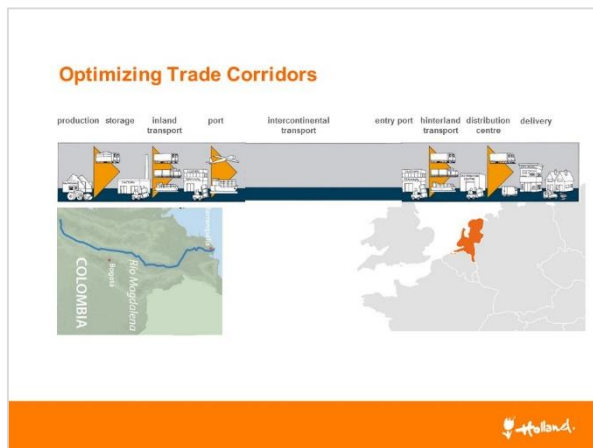
OECD (MT), www.afaa-media.mit.edu



Optimizing all aspects on the corridor

In the trade corridor between Colombia the Netherlands, many aspects offer opportunities for optimization of the goods flow, contributing to the economic development on both sides of this corridor. From the production of resources, warehousing of perishables before shipping, to the organisation of the hinterland transport, the navigation on the rivers to the ports, the port procedures, the conditions for ocean freight to the customs clearance in the Netherlands, Dutch expertise in water and logistics assist in flourishing these trade flows.





Discussie:

- Bestaande masterplannen analyseren voor data en detaillering, oa Masterplan Fluvial. Pas op met de betrouwbaarheid van lokale gegevens.
- 2 goederenstromen selecteren om uit te werken en de case te bouwen:
 - Biomassa (met toekomstige behoefte Nederland).
 - Perishables: avocado?
- Selectie van relevante expertise labels. Relevante expertise labels voor Colombia, suggesties:
 - ICT planning binnenvaart
 - Shallow draw vessels
 - Overslag punten

- Value added services
- Business models
- Quality driven agrologistics
- Deze kunnen uitgewerkt worden in onderstaand format.

Worksheet expertise

TKI DIALOG
Dutch Institute for Advanced Logistics

Expertise label ▶ Inland shipping		
Current situation what is the starting point, what is the situation 	Challenges what are the bottlenecks to be solved from the current situation or trends? 	
Trends What are developments contributing to the situation in the future? 		
Solutions What solutions can contribute to the challenges? 	Partners Which Dutch partners can deliver the solutions? 	
Expected results The envisaged results of the expertise intervention 		

Wrap-up en vervolgacties, status update Colombian Dutch Dialogue:

- Willem Otto Hazelhorst en Jan Helmer bezoeken volgende week op uitnodiging Colombia en zullen de eerste contouren van deze aanpak toetsen, terugkoppeling 14 juli.
- De aanpak moet verder gedetailleerde worden; algemene afronden in een infographic, Colombia case parallel. Deze laatste kan getoetst worden op de Colombian Dutch Dialogue, dit zou een middel kunnen zijn, geen doel voor de buitenlandpromotie exercitie.

Acties:

- Afronding algemene kapstok, mogelijkheden onderzoeken budget infographic
- Terugkoppeling 14 juli
- Deelnemers koppelen terug over relevante (Colombia) expertise labels en waar mogelijk maken een aanzet met de worksheet zoals hierboven.