The Need for Future Prospects in Turbulent Times
# Content

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foreword</td>
<td>4</td>
</tr>
<tr>
<td>Maritime Labour Market</td>
<td>9</td>
</tr>
<tr>
<td>1.1 Nautical Education</td>
<td>11</td>
</tr>
<tr>
<td>1.2 Manning</td>
<td>15</td>
</tr>
<tr>
<td>Sustainability</td>
<td>23</td>
</tr>
<tr>
<td>2.1 Emission Cuts and Innovations</td>
<td>25</td>
</tr>
<tr>
<td>2.2 Quality, Safety and Security</td>
<td>31</td>
</tr>
<tr>
<td>The Business Climate</td>
<td>41</td>
</tr>
<tr>
<td>3.1 Developments in Fleet and Markets</td>
<td>43</td>
</tr>
<tr>
<td>3.2 Shipping Politics</td>
<td>47</td>
</tr>
<tr>
<td>Online dossiers</td>
<td>55</td>
</tr>
</tbody>
</table>
Foreword

Hard blows were dealt by the 2011 recession. Painful ones too. This applies to the shipping industry in particular, since it had barely recovered from the previous economic crisis. Economic activity is –still– below par; too many newbuildings were ordered and delivered during the boom of a few years ago. There is too little cargo for too many vessels. Therefore shippers have to compete at unhealthy rates.

Bulk and container shippers have difficulty in keeping going. Even shippers that are still doing a flourishing trade are affected by the economic downturn because of the resulting effects on tariffs and banks’ reluctance to extend credit. The situation has become onerous. Particularly given the fact that shipping companies are being compelled to make excessive investments both in measures aimed at making their fleets more sustainable and in measures to protect their ships –as well as their crews and cargoes– against piracy.

There is no quick fix solution to the predatory violence practised by pirates originating from nations ruled by poverty and lawlessness. And the worldwide recession is, even now, unfortunately still a fact of life. However, the KVNR expects both the Dutch and European governments to take into account the precarious force field merchant shipping has to operate in.

Fiscal Climate

Without the State Aid Guidelines that have been operational since 1997, European merchant shipping would be unable to compete with shipping companies outside the European Union. Said guidelines provide European shipowners with a fiscal business climate that is equal to that of shipowners from Liberia, the Bahamas and other registers. For that reason it is of vital importance that policymakers in Brussels and in member states maintain the options of labour cost subsidies and the tonnage tax regime. Tonnage tax keeps shipowners within the Netherlands, labour cost subsidies keep
Dutch seafarers—indispensable to the maritime cluster—affordable. Review of the State Aid Guidelines should at most result in guidelines’ clarification but not to their being stripped down.

**Sulphur Emissions**
Given the current adverse market conditions, the shipping industry should not be expected to invest in expensive innovations that have yet to prove themselves. Therefore, the reduction of sulphur emissions in North-western Europe to 0.1% by 2015 has become unfeasible. The scrubbers that have been developed are not yet sufficiently reliable and it is too early to consider a general changeover to an alternative fuel, LNG. It takes time and money to establish a suitable infrastructure with a sufficient number of bunker locations. The transition period for the 0.1% norm should therefore be extended by at least five years. This is not a sign of unwillingness on the part of shipowners but rather a sign of inability to comply. More stringent regulations should not lead to increased expenses that will cause merchant shipping to lose ground. The industry’s already fragile competitive position in relation to road transport would be dramatically weakened.

**Piracy**
A third issue that causes merchant shipping to appeal to the governments’ pragmatism—particularly the Dutch government’s—is protection against piracy. From March 2011, shipowners have had the option of applying for armed protection for their more vulnerable vessels, carried out by heavily armed teams of marines. If and when applications are approved top rates have to be paid: two to three hundred thousand euro per passage. Other countries offer shipowners the option of protecting themselves for a fraction of that amount: at most sixty thousand euro per transport using armed personnel employed by certified security companies. The Netherlands, too, should be prepared to offer its flagships the same options. It should and can be done, prof. mr. Pieter van Vollenhoven
of the Foundation Society Security & Police (more on this later on in this annual report) agrees. For the sake of the preservation of merchant shipping in the Netherlands, it is to be hoped that the current cabinet will accept and initiate this approach as soon as possible. The current state of affairs—with its disproportionately high costs for security on routes that are barely profitable in the first place—is an incentive for shipowners to flag their vessels out to countries that have a less rigid approach to the protection of its citizens while at sea.

Investments
Parties within the maritime cluster are strongly interdependent and reliant on vigorous business initiative as well as a government that provides a level playing field.
In our capacity of shipowners association we will continue to promote said level playing field to the government. We have something to offer as an industry too. Despite the crisis, investments in innovative newbuildings, particularly in types and categories in which we are world leaders, continue to be made. Segments like heavy lift, shipping related to off shore wind farms, towage, reefer shipping and gas and tanker shipping come to mind. We are able to see the opportunities and have the courage to invest in new markets, seafarers and on-shore employment.

Cadetship and Employment Guarantee
I continue to be optimistic. Enrolment in nautical education increased by 4% in 2011. It is wonderful to see that, despite the economic crisis, Dutch shipowners continue to invest in the future by making a huge effort to train young people. The Sealegs Wanted campaign has become extremely popular and the number of youngsters taking up introductory cadetships on our ships has increased steadily. Shipowners are still offering cadetship and employment guarantees
to young people enrolling in nautical education. This emphasises the fact that shipowners in the Netherlands are continuing their efforts on behalf of a strong Dutch shipping industry, the nursery for the entire maritime cluster in the Netherlands.

**Strengthening the Industry**

Another positive observation is that –again despite the economic crisis– KVNR membership is still growing, allowing us to play a strong part in the maritime debate. Our association has united four hundred Dutch shipowners, one hundred associated members and more than one thousand vessels sailing under the flag of the Netherlands. The consolidation and reinforcement of the maritime cluster as a whole is a positive development as well. During 2011 this happens on two fronts. Van Oord, one of the world’s giants in the dredging and offshore industry, has joined forces with the KVNR on matters including the introduction of new regulations for on-board working conditions within their fleet.

The Dutch Maritime Network (NML) gets a new lease of life as well as a new home together with the KVNR in the Willemswerf office building located on the Boompjes in Rotterdam. The Holland Shipbuilding Association and Holland Marine Equipment Association too have relocated to this building. From this Maritime House we are working to consolidate partnerships with all maritime branches of industry as well as all educational and research institutes. All of this is of invaluable importance. Not just to our own industry and the maritime cluster but also to the recovery of the Dutch economy as a whole.

_Tineke Netelenbos_

*president of the Royal Association of Netherlands Shipowners*

(Royal association of netherlands shipowners, KVNR)
Since the crisis of late 2008, a lasting recovery of freight markets has not yet materialised. Nevertheless, the demand for Dutch seafarers remained considerable over 2011. Dutch seafarers are vitally important, and not just to shipowners. Since they tend to move on to high-level shore positions within the Dutch maritime cluster following their careers at sea, other parts of the cluster, too, benefit from the employment of large numbers of Dutch nationals within the fleet. Dutch seafarers make an important contribution to the standards and competitive potential of the maritime cluster of the Netherlands. Despite every effort made by the social partners, however, the numbers of Dutch seafarers are still declining, albeit not by much.

Workers within the shipping industry tend to be young and older employees are in the minority. The majority of personnel has been trained at MBO-level (MBO = intermediate vocational training). The proportion of masters and officers with completed HBO education (HBO = higher vocational training) is on the rise in comparison to the numbers of MBO trained employees. The most recent employment figures relate to 2010. In that year employment within the shipping industry amounted to 27,320. The number of shore positions has remained unchanged at 1,890. The total number of seafarers on Dutch flag vessels amounts to 25,430. The number of Dutch nationals employed has been reduced slightly from 4,040 to 3,990.
Nautical Education

To the KVNR, high standards of nautical education, substantial enrolment of new students and the steady supply of qualified seafarers for the fleet are important prerequisites for a sound maritime cluster as well as a well-performing merchant shipping fleet. In 2011, once again the KVNR has made every effort, together with the other social partners, to achieve an increase in enrolment in nautical education in the Netherlands. Statistics collected by the KVNR from the nautical academies show that the number of students enrolled at Dutch nautical academies (higher vocational training and intermediate vocational training at levels 3 and 4) have increased by almost 4 per cent, from 2,154 to 2,239 on 1 October to 2011, as compared to 2010.

Increased Enrolment in Recent Years
In recent years both the numbers of first-year students and graduates have been on the increase. In 2001, 174 HBO first-year students enrolled; ten years later their numbers have increased to 295. In MBO education (levels 3 and 4 of full-time education) enrolment in 2001 is at 328 and in 2011 totals 460 first-year students. The ratio of enrolment to issue of diplomas, too, shows a rising line. Within the HBO courses the percentages increased from 60% to 69% over a ten-year period. In the MBO courses the increase is from 66% to 79%.

Numbers of nautical students and graduates in the Netherlands in 2011

<table>
<thead>
<tr>
<th>Total number of students</th>
<th>Number of graduates</th>
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<tr>
<td>hbo</td>
<td>871</td>
</tr>
<tr>
<td>mbo-4 (all ships)</td>
<td>1159</td>
</tr>
<tr>
<td>mbo-3 (small ships)</td>
<td>209</td>
</tr>
<tr>
<td>Total</td>
<td>2239</td>
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Source: KVNR, statistics nautical academies on 1 October 2011

A Passage Aboard Stena Hollandica During Maritime Week
During the first edition of the Maritime Week in November 2011, the KVNR organised introductory cadetships for eight youngsters on board the Hollandica super ferry, operated by Stena Line. The participating cadets had been selected for the Hook of Holland-Harwich-Hook of Holland passage during visits to educational fairs and the Sealegs Wanted website.
Qualification Modules
In 2011, the KVNR has been actively involved in the amendments to MBO courses’ qualification modules to bring them in alignment with the amendments to international professional qualification requirements (STCW Manila Amendments). In due course HBO courses, too, are expected to use the amended qualification modules as a foundation for the amendments that will need to be made to their curricula in order for them to comply with the STCW Manila Amendments.

Geographical Spread of Nautical Education
Within the total range of educational courses offered, nautical education is a relatively small entity. In order to safeguard the necessary concentration of students whilst at the same time offering a sound geographical spread across the entire country, the KVNR is a strong advocate of far-reaching collaboration between the various nautical academies. This is to include both horizontal collaboration (on both HBO and MBO levels) and vertical collaboration (across the board from VMBO to HBO).

Collaboration
Over 2011 the Ministry of Education, Culture and Science and the educational facilities concerned have held talks on the structure of maritime education. The KVNR has expressed the expectation that in 2012, said talks will develop into a concrete system of –far-reaching– collaboration. The KVNR also urges the government to maintain a structure that will allow high standards of nautical education to continue. This applies to funding for educational courses and the preservation of MBO level 4 nautical education in particular.

Cadetship and Employment Guarantee to Continue
Since 2008, shipowners in the Netherlands have been offering cadetship and employment guarantees to young people in nautical education. Said guarantees continue to be applicable in 2011. This is a clear indication that even in these times of economic difficulties, Dutch shipowners acknowledge the importance of the recruitment of Dutch nationals for the fleet of the Netherlands.

Ten Years of Nautical Education in Palompon
Between 3 and 20 May 2011 the tenth edition of cadets were selected in Palompon in the Philippines. They are all students at the local nautical academy, the Palompon Institute of Technology (PIT), operating in partnership with the KVNR. Twelve of the KVNR’s shipowner members have selected 142 cadets: 70 nautical officer trainees and 72 maritime engineering trainees. Since the partnership, in which the KVNR is supported by the Shipping and Transport College Group (STC-Group), started in 2001 over 1,000 cadets have been selected. To commemorate the occasion of this ten year milestone in the partnership, the KVNR president, Tineke Netelenbos presented PIT principal Delia Combista with a plaque.
Manning

Maritime Labour Convention

The International Labour Organization (ILO) adopted the Maritime Labour Convention (MLC) in 2006. Said convention contains the international minimum standards for on-board living and working conditions. It is due to come into effect twelve months after it has been ratified by thirty nations, who together will represent at least 33 per cent of the gross tonnage (GT) of the world’s fleet. By the end of December, the convention had been ratified by 22 nations and the 33 per cent GT threshold had been crossed. Therefore, the convention is expected to become effective by the middle of 2013. The MLC will create a level playing field because the convention’s requirements will also apply to vessels of non-participating nations as and when they call at any port of any nation that is a party to the convention. Together with the other social partners, the KVNR has made a huge effort to support the government in achieving the timely amendments to Dutch legislation necessary for ratification.

Compliance with the convention will be monitored by means of inspections and certification. This will take place for ships individually. Oceangoing vessels larger than 500 GT that operate internationally will require a certificate, the Maritime Labour Certificate, which carries a five-yearly extension inspection and an interim inspection at the three-year mark. The convention also applies to ships whose gross tonnage is below 500 GT that operate internationally, but in their case certification takes place on a voluntary basis. The KVNR would advise vessels in this category to be certificated because this would be to their advantage in case of port state inspections.

The Human Environment and Transport Inspectorate (ILT, formerly known as the Transport and Water Management Inspectorate) will contract out the inspections as well as the issue of Maritime Labour Certificates to Recognised Organisations (ROs or classification societies).

Improved Short Sea Team Performance Thanks to Shore Support

A combination of structured maintenance systems and 24-hours shore based support allows starting maritime officers to safely assume chief engineers’ responsibilities. That is the conclusion reached by a TNO (Netherlands Organisation for Applied Scientific Research) study into the Shore Support innovation project. TNO carried out a comparison of new manning structures to internationally prescribed traditional ones. 25 of KVNR members’ short sea vessels (owned by Wagenborg, Flinter and Amasus) were involved in this project.

Martin Bloem, the former managing director of the Holland Shipbuilding Association (on the right), presents the study’s final report to Rob Huyser, Director for Maritime Affairs at the Ministry of Infrastructure and the Environment on behalf of the Shore Support project’s participating parties.
societies). The KVNR has urged ILT to make every effort to have completed both the certification framework and the allocation of ROs no later than the second quarter of 2012. Should the convention actually come into force by the middle of 2013, this will only leave a relatively short period of time of about one year in which to issue certification to more than 1,000 ships.

**STCW Manila Amendments**

In 2010 the STCW convention (Standards of Training, Certification and Watchkeeping) was subject to a large number of amendments, agreed on in Manila. These include compulsory five-year refresher safety training courses, standards of seafarers’ medical certification and new security training courses.

The government aims to have incorporated the STCW convention’s amendments into Dutch legislation by 1 July 2013. The KVNR stresses the need for urgent clarification of the requirements that will become applicable to additional training of current crew. It is also important that ILT provide a framework for amendments to existing training courses to Manila Amendments standards as well as the introduction of new courses in plenty of time. Because of the concurrent implementation of the Maritime Labour Convention, the existing Maritime Crew Act will be renamed ‘Seafarers’ Act’. The KVNR advocates thorough and timely communication to the industry on the implementation of both the MLC and the STCW Manila Amendments.

**Opting for Nautical Education Following Introductory Cadetship**

There is a persistent shortage of young people entering the shipping industry. One excellent way of awakening youngsters’ interest in the seafaring profession is to offer them the opportunity of hands-on experience. This is achieved by providing short, introductory passages on oceangoing vessels under sail, merchant ships or visits to offshore and/or dredging projects. The initiative in question is subsidised by a temporary arrangement that finances introductory cadetships in the shipping industry and is supported by the Ministry of Infrastructure and the Environment. Over the course of 2011, 180 14- and 15-year-olds sailed on the Eendracht, 86 16-year-olds and over on merchant vessels and 257 students visited offshore/dredging projects. Out of the merchant navy cadets, no fewer than 54 chose to enrol in maritime education.
Crew Documents

As part of the government plans to reduce the number of government officials, the Transport and Water Management Inspectorate has transferred the issue of a number of licensing responsibilities to Kiwa from June 2010. The documents in question include seaman’s books and certificates of competency for the shipping and fishing industries. In 2011, talks took place between Kiwa Register and the KVNR on how to further improve standards and service in order to increase the appeal of the Dutch flag. Rates too, need to be transparent and basically cost-effective. They should also be examined against (inter) national benchmarks to establish acceptable levels. A new application and issuing system, including, at the KVNR’s urging, an English version, will become operational in 2012. Nee, er komt één versie, meteen in het Engels.

‘Sealegs at School’ Very Popular in Primary Schools

Nearly five hundred ‘Sealegs at School’ classroom visits to primary schools throughout the country took place in the 2011-2012 school year. Aimed at groups 7 and 8, (former) seafarers, ships’ masters, pilots, engineers and maritime officers talked about the shipping industry. The campaign is a joint project of the KVNR, Nautilus International, the Dutch Pilots’ Service and the Association of Masters of the Merchant Navy (NVKK). A special edition of the visits took place during the Maritime Week, on 11 November 2011. The event was held at the Education and Information Centre Mainport Rotterdam in Europoort. In the presence of fifty pupils of the Annie M. G. Schmidt primary school in Spijkenisse, KVNR-president Tineke Netelenbos unveils the ‘merchant shipping globe’.
It looks as if the Maritime Labour Convention will have come into force all over the world by the second half of 2013. From that point on, any and all merchant vessels in ports of any and all participating nations will be subject to one and the same set of regulations covering their crews’ living and working conditions. Shipowners who do not adhere to the letter of the law will be laying themselves open to sanctions.

The last part in particular will bolster the position of shipowners in the Netherlands, since they and their ships have been meeting the relatively strict standards for on-board living and working conditions for many years now. Fortunately, the new convention will bring about a worldwide level playing field in that respect. However, it is feared that it may also entail more regulations and an increase in inspections.

Wim Bel, who until recently was deputy Director General for International Affairs at the Ministry of Social Affairs and Employment, was one of the Maritime Labour Conventions architects at its inception in Geneva. He is convinced that at the end of the day Dutch shipowners will be happy with it. Even if only because the new convention will once and for all eliminate the oceans of legislation, regulations and amendments that until this day continue to plague merchant shipping.

Fair enough, a lot of water will have to flow through the Rhine before the construction will function to perfection. In the Netherlands, too, feverish efforts are being made to amend everything on time, including labour legislation in the Commercial Code, the Civil Code and the Maritime Crews Act. And it will be done in time Bel assures us. Proving that all of the more than one thousand merchant vessels are in compliance with new international legislation will be a far trickier job. To achieve that, a process of inspection and certification is needed. These tasks have been contracted out to accredited classification societies that are still preparing themselves for the job.

In the meantime, shipowners are feeling the pressure of time. Their questions are mainly practical ones. Ships will be individually inspected in the future. Does that mean that the entire personnel adminis-
tration – including all employment contracts – is to be carried on board? Who will vouch for the crew recruitment agency’s adherence to the Convention? And how will new regulations affect shipowners in the offshore industry, who regularly employ personnel they do not personally have a professional relationship with?

Bel acknowledges the fact that many facts are as yet unclear. And he can understand the resulting uncertainty and irritation. But at the end of the day it will all work out, he tells us. Together with private experts on labour legislation and the social partners, his ministry will make sure that all those concerned will be fully informed and in plenty of time, too. The world will be a different place in a matter of months, he states. Every effort is being made to achieve that. Efforts on the part of his own ministry and that of Infrastructure and the Environment; always in close association with the industry.

“Absolutely, the process of certification will also demand investments on the part of shipowners. But it is a one-off major undertaking. And obviously, every two or three years there will be inspections for re-certifications to deal with. But even so, it will be in shipowners’ best interests to submit to those.”

Because, Bel thinks, ultimately life will be made easier. In any case, the playing field will now become really level, simply because everyone has to meet the same requirements. Including shipowners from countries that have not ratified the convention. After all, as soon as any such shipowners’ vessels call in any port of any nation that has ratified the convention he will have to meet the convention’s requirements and submit to the concomitant inspections. Competition based on unsound working conditions will be a thing of the past. So, the Labour Convention has given us an excellent tool for reinforcing the position of shipowners in the Netherlands.”

Mr. W. Bel left the Ministry of Social Affairs and Employment on 1 April 2012. He was appointed judge at the Central Appeals Tribunal, where social security-related disputes and civil service cases are heard.

Maritime Labour Convention Ratification
The Maritime Labour Convention was ratified on behalf of the Netherlands by Wim Bel, the then deputy Director General for International Affairs at the Ministry of Social Affairs and Employment, on 13 December 2011. At the ILO in Geneva, Bel shakes hands with Cleopatra Doumbia-Henry, director of ILO’s International Labour Standards Department. Also present are delegations of Nautilus International, the KVNR, ILO, the Dredging and Offshore Industry Association and the International Chamber of Shipping.
The KVNR and its members are making every effort to continue to improve the shipping industry’s environmental performance. Making shipping environmentally responsible while at the same time keeping the industry strong and healthy is the ultimate challenge. The proviso is, however, that environmental regulations take shipowners’ competitive position into account as well.

The shipping industry is a much regulated one; arguably the most regulated industry on the planet. This applies equally to marine environmental protection. Over recent decades numerous treaties, conventions, regulations and a significant amount of legislation have been developed and implemented to achieve this. At many levels this has led to a spectacular decrease in damage to the (marine) environment. In recent years, the emphasis has shifted to reductions of the emissions to air of nitrogen (NOx), sulphur (SOx), particulate matter (PM) and, of course, carbon dioxide (CO2).

A vital prerequisite to keep sustainable shipping linked to the Netherlands is a reliable and transparent government policy. New legislation, therefore, should be based on sound impact assessments and needs to be developed in close consultation with the industry. That way, any intended policy’s implications may become apparent in good time – like a potential reverse modal shift from water to road – and regulations’ less favourable or even adverse consequences may be prevented.

Sustainability

The KVNR Shipping Award 2011 for Dockwise
Dockwise has won the KVNR Shipping Award 2011 for the bowless semi-submergible heavy lift vessel Dockwise Vanguard. This ship (275 metres in length and 70 metres wide) meets the oil industry’s growing demand for transporting complete installations to deeper waters and more remote areas. Existing vessels’ capacity and deck space are usually not sufficient because the bow and accommodation tend to be in the way. Thecla Bodewes, business woman of the year 2011, presents the KVNR Shipping Award to Dockwise’s CEO André Goedée during the Maritime Award Gala in Hilversum.
Emission Cuts and Innovation

Sulphur

Over the next years, the sulphur content of maritime fuels will be incrementally reduced to 0.5% by 2025. In addition to this, the International Maritime Organization has agreed that in the Emission Control Areas within Europe: the Baltic Sea, the North Sea and the English Channel, an upper limit of 0.1% will apply from 2015. This legislation is to be included in the existing EU guideline which is due to be revised in 2012.

Low sulphur fuels, however, are 70-100% more expensive than the fuels that are currently in use. The changeover to desulphurisation techniques like scrubbers in smoke stacks or a cleaner fuel like LNG is not an option for many shipowners because these alternatives will not be available in time. The increased cost of fuel by 2015 will therefore result in a significant deterioration of the shipping industry’s competitive position in comparison to road transport and may cause a reverse modal shift from maritime transport to overland transport. Any environmental benefits gained from the reduction in sulphur emissions may be completely cancelled out by the increased carbon emissions generated by road transport. Over the course of 2011, the KVNR has drawn attention to this issue and has urged that regulations be amended, which should give shipowners an extended period of time to meet the 0.1% norm.

CO2

In 2011 new steps towards regulation of the shipping industry’s carbon emissions have been taken. In the spring of 2011, IMO – supported by the shipping industry – granted their approval to the Ship Energy Efficiency Management Plan (SEEMP) and the Energy Efficiency Design Index (EEDI). This makes the shipping industry the very first worldwide industry that has binding regulations on carbon reductions. The debate on further measures, the so-called

Greener Shipping Covenant

The Dutch shipping industry has the intention to make its growth carbon neutral from 2020. From 2050, carbon emissions are to have been reduced by 50% compared to 2020. This has been set down in a covenant on energy efficiency and carbon reduction in the shipping industry, which was signed by minister for Infrastructure and the Environment Schultz van Haegen, shipowners, shippers, ship builders and dredging/offshore operators on 14 December 2011. In the covenant, the parties pledge to take their responsibilities for a more sustainable environment.

In the photograph, from left to right, Martin Dorsman, managing director KVNR, Sjef van Dooremalen, chairman of the Holland Shipbuilding Association, Melanie Schultz van Haegen, minister for Infrastructure and the Environment, Chris Bruggink, chairman of shippers organisation EVO and Jan Schaart, vice chairman of the Dredging and Offshore Industry Association.
Market Based Measures (MBM’s), rages on. The European Union has threatened to implement local regulations of their own devising if IMO does not reach acceptable agreements on Market Based Measures like fuel levies, emission trading schemes or compensation funds. The KVNR appeals to the EU to honour IMO’s processes and not to introduce local regulations because these may seriously jeopardise the European shipping industry by disrupting the level playing field.

Environmental Performance of the Dutch Shipping Industry
In July 2011, an environmental report for the shipping industry over 2010 was published by ILT. From this it became evident that compliance with all points subject to inspection relating to port reception facilities scored at 90% or above. This is consistent with previous years’ results. The duty to report was also adhered to by Dutch ships: this scored 96%. Figures published by Dutch ports show that registered waste disposal by the shipping industry in the Netherlands has increased.

Compliance by Dutch vessels regarding the quality of fuel used and its sulphur contents also showed a consistently very high score (>97%). Quality of fuel used will remain a vital part of inspections in years to come, due to the more stringent regulations on sulphur content that are imminent.

Environmental Indices
A growing number of organisations have been drawing up indices in order to be able to determine just how ‘clean’ any given vessel may be. Examples are the Environmental Ship Index, the Clean Shipping Index and the Green Award. The KVNR is in favour of these tools but is concerned about the large number of different indices, which may lead to reduced transparency. It is also important to ensure that paperwork is kept to a minimum, that environmental responsibility
is rewarded and that a realistic picture of any vessel’s actual performance is obtained. In 2011 the KVNR took steps to arrive at an index which will also reflect the sustainability of the other links in the logistic chain, for example ports. It will, after all, not be possible to achieve clean shipping without a clean logistic chain.

**Innovation**

The Maritime Innovation Contract is the maritime cluster’s interpretation of the government’s Top Sector policy. A group of more than sixty representatives from both corporate life and research facilities have come up with a balanced, encompassing strategy that has been made to measure for the market and which contains a blend of fundamental and applied science. The innovation themes have been drawn up in four separate business cases: Clean Ships, Smart Ships, Extraction at Sea and Smart Ports. The KVNR will be contributing to the business cases’ interpretation. The KVNR is also actively involved in the Maritime Innovation Impulse projects. One of the approved projects the KVNR is contributing to is the development of a ballast water treatment barge. This vessel will provide a practical solution to those ships that do not have—or are unable to have—an operational ballast water treatment system onboard and therefore have to dispose of their ballast water in port.

The KVNR will be entering into a Branch Innovation Contract with the TNO research facility regarding the issue of LNG (Liquefied Natural Gas). LNG is a potential maritime fuels that are currently used. It does not contain any sulphur at all and emissions of nitrogen oxides are vastly lower. So far, not all obstacles for the use of LNG have been cleared. Shipowners are still faced with too many unknowns to be able to make an informed decision on whether to use it or not. For that reason, TNO will share its information with KVNR members who will be able to use this in determining a sound strategy.

**ProSea Foundation Prototype Course Receives Honourable Mention**

As a KVNR initiative, in 1999 the ProSea Foundation started educating seafarers in nature and environmental issues. From January 2011 its Marine Environmental Awareness course has been adopted as the prototype course for the Standards of Training, Certification & Watchkeeping Convention (STCW). Following a ten-year long lobby, it has now been officially included in the STCW code, containing international regulations for maritime training and education. Because of IMO’s recognition and its positive reflection on the entire maritime industry in the Netherlands, the KVNR Shipping Award’s panel of judges has awarded an honourable mention to ProSea.
Quality, safety and security

2.2

Piracy
In 2011, too, piracy was an extremely fraught and urgent problem. Even though the threat of attack is a major one, the government will not allow ships under any of the flags of the Kingdom of the Netherlands to protect themselves against pirates by employing private, armed security guards on board said ships. Since shipowners have a legal obligation to provide a safe working environment for their crews, they find themselves between the devil and the deep blue sea. Protection offered by the Dutch navy is woefully inadequate, despite the huge efforts on their behalf, which —by the way— are very much appreciated by the KVNR. Many nations, including some within Europe, have issued legislation in 2011, or have announced their intention to do so in the near future, that will allow their shipowners to employ private security personnel. In the view of the KVNR, the deployment of private, certificated, armed security guards on board Dutch vessels is an absolute necessity.

On 15 June 2011 the Ministry of Defence signed off on the strategy for Vessel Protection Detachments (VPDs). This is intended to coordinate the deployment of military personnel for the protection of merchant shipping. Compared to previous cabinets’ policies this constituted a huge step forward. However, at the first VPD deployment the Ministry of Defence and shipowners immediately came across major problems. It would appear that it is not so simple to transport troops and weapons to ships in foreign waters within a short period of time. It became clear that from the time of application for protection to the time of actual deployment of troops, at least six weeks were needed. The size of the military teams (18 people) also turned out to be too big for many ships. Last but not least, the amount charged by the Ministry of Defence (€ 200,000 to € 300,000) has turned out to be prohibitive for most shipowners. Yet another issue is that only ‘very vulnerable’ vessels are eligible for
VPDs. The criteria used by the Ministry of Defence however are far from clear. As a consequence, many of the applications for VPDs made to the ministry are being denied. If and when VPDs are deployed on board, shipowners are being held legally liable for any claims for damage or costs that may be made by third parties following any (unjustified) action on the part of the VPD in question. This stings, given that ships’ masters have been given legal immunity in this respect. What’s more, shipowners are being compelled to take out insurance to cover this mandatory liability.

Under pressure from the KVNR, a VPD working group has been established, consisting of shipowners, KVNR and representatives of the Ministry of Defence. The working group’s mandate from the minister of Defence is to tailor the conditions for VPD deployment to the requirements of Dutch vessels. Over the course of 2011 a number of the most important issues have been discussed: the duration of the application period, the cost of VPDs and the size of military teams. As a result, in 2011, the Ministry of Defence made a start on the establishment of a number of arms depots in a some strategically-located countries, allowing VPDs to be deployed much more promptly following application. This should also lead to a significant reduction in the costs shipowners are charged with. Problems do however persist, like the size of VPD teams. The working group’s definitive conclusions are due in 2012. The KVNR will then review its stance on the deployment of armed private security personnel.

De Wijkerslooth Commission Report
The report of the De Wijkerslooth Commission, published on 1 September 2011, titled ‘Piracy and the Monopoly on Force’ states that in principle it should be possible to employ private security personnel for the protection of merchant vessels against piracy. It would however require some form of regulation and monitoring on the part of the

Information on Hatch Cradles
For a number of years now, the General Commission for the Prevention of Accidents involving seafarers (ACVAZ) consisting of the social partners, has been studying the occurrence of accidents involving hatch cradles on board oceangoing ships. As a result, in 2011 a DVD was published containing safety instructions for the safe of hatch cradles. It will be made available to shipping companies, schools and training facilities.
government and amendments to national legislation. If and when more and more nations allow the employment of private security personnel it would then become acceptable to allow Dutch shipowner to do the same, De Wijkerslooth states.

Prof. Mr. Van Vollenhoven and Prof. Mr. Knoops Report
Commissioned by the Foundation Society Security & Police (SMVP) chairman Van Vollenhoven, an examination of the issue of private security for oceangoing vessels in the context of international legal framework was carried out by Prof. Mr. Knoops in 2011. The European Convention on Human Rights (ECHR) states that the State of the Netherlands has a duty of protection towards its citizens. Should the State fail in this duty, citizens have recourse to their right to self-defence and—covered by stringent conditions—they may provide appropriate protection for themselves.

Piracy Statistics, Gulf of Aden (GoA) and Indian Ocean (IO)
The number of hijacks has decreased significantly: in 2010 there were 61, in 2011 33. The decrease may be attributed to:
- Improvements to the on-board implementation of the Best Management Practices (4);
- Improvements to armed security on board merchant vessels;
- Improvements in registering passages and incidents with military authorities on the part of merchant shipping;
- Improvements to the coordination of military units in cases of attack on merchant vessels.

In 2011 497 crewmembers on 33 vessels were faced with hijacks. Ten crewmembers have lost their lives.

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Hijacks</th>
<th>Hijacks GoA</th>
<th>Hijacks IO</th>
<th>Failed Hijacks</th>
<th>Failed robberies</th>
<th>Successful incidents</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>46</td>
<td>39</td>
<td>7</td>
<td>95</td>
<td>0</td>
<td>141</td>
</tr>
<tr>
<td>2009</td>
<td>52</td>
<td>22</td>
<td>30</td>
<td>175</td>
<td>1</td>
<td>228</td>
</tr>
<tr>
<td>2010</td>
<td>61</td>
<td>18</td>
<td>43</td>
<td>180</td>
<td>1</td>
<td>242</td>
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<tr>
<td>2011</td>
<td>33</td>
<td>7</td>
<td>26</td>
<td>168</td>
<td>1</td>
<td>202</td>
</tr>
</tbody>
</table>

source: Risk Intelligence
Horizontal monitoring
The KVNR supports a system of inspections that rewards companies with a good track record by reducing the frequency of their inspections. The introduction of horizontal monitoring has been an important development in the shipping industry. In 2011, Spliethoff is the first shipowner to enter into a horizontal monitoring covenant with ILT. Marin Ship Management is making preparations to become the second shipowner to do so in the course of 2012.

The KVNR aspires to achieve a consistently high ranking for the Dutch fleet in the lists of the Port State Control areas of Paris MoU (Europe and Canada), Tokyo MoU and US Coast Guard. Said PSC inspections are carried out on the basis of agreements set out in a Memorandum of Understanding (MoU). The new PSC regime of inspections came into force on 1 January 2011 and affects those ports that are part of the Paris MoU. Selection for inspections and the frequency thereof will from then on be determined by the risk profiles of visiting vessels. The previously used ‘target factor’ has been discontinued. Risk profiles divide vessels into three categories: low, standard and high risk. In implementing this, the Paris MoU has met the KVNR’s desire to shift the emphasis of inspections to sub-standard vessels and to reward high-quality shipowners by reducing the frequency with which they are inspected.
“Protecting vessels under one of the flags of the Netherlands is a major challenge to the government”

“Protecting vessels under one of the flags of the Netherlands is bound to be a major challenge to the government. But it should not really be a matter for discussion. After all, it is the state’s job and responsibility to protect its citizens. While this responsibility is not to be delegated, it does not prevent the state from using third parties’ resources in addition to their own. So, if protection were to become too big a challenge to the government, third parties –under the government’s direction– could be called in.

I do however disagree on principle with the government asking or receiving payment for this protection. The implications of this for the way our country operates could be considerable. In my opinion it would therefore be more sensible for the government to start accrediting and employing private security companies in the near future. Said companies would be paid to assume the role of protector but would be monitored by the government.

Of course, there may be Rambo’s in private companies. But the involvement of private security hinges on the words ‘accredited’ and ‘monitored’. I feel that those companies that were selected would be loath to lose the licenses they obtained because they were considered to be Rambo’s.

The cabinet has to carry out huge economies and I feel that it would not be appropriate for the government to exact payment for the provision of legally required protection. In short, all this should make clear to the government that it would be best to start accrediting companies to assist them in their task of protection. It should be workable to carry out a directing role for the government and in this scenario they would only have to take over the actual protection in case of serious threat.”

Prof. Mr. Pieter van Vollenhoven, Chairman of the Foundation Society Security & Police (SMVP) on the Issue of Combating Piracy
In order to be able to handle global competition, the maritime business climate in the Netherlands needs to be among the best in Europe. A vital element of the business climate is the fiscal climate, which has to provide a long-lasting incentive to both established Dutch shipowners and newcomers to the Netherlands to stay there. Currently the Netherlands are in a middle-of-the-road position, in contrast to the top position previously occupied in the 1990’s. Beside this, a large number of factors are of importance in becoming a country that is attractive to business. These include a top quality shipping register for the Netherlands offering prompt implementation of international conventions, excellent service on the part of ILT and strong representation in international bodies like IMO and the EU. The KVNR will make every effort to assist the Dutch government in these tasks, but has had to acknowledge that, partly due to the cutbacks to the civil service, the register of the Netherlands is feeling the pressure. Given the importance of the shipping industry to the maritime cluster as a whole this development is highly undesirable.
Plummeting Tariffs in Global Shipping markets
In 2011, economic recovery has failed to materialise. The current crisis is set to be a long one. World trade’s growth has been reduced to 5.8%. The consequences to the shipping markets are more severe than to other logistic industries, given the large quantity of newbuildings coming into the market. This has led to a strong increase in worldwide overcapacity. Virtually all shipping markets have seen tariffs fall and fuel cost increase significantly. Profit margins are feeling the squeeze.

Dry bulk is the segment suffering most from overcapacity. Container shipping improved in 2010, but in 2011, once again the market turned. Shipowners have invested in new, larger container ships but demand fails to improve and overcapacity will continue to be with us for the next few years.

General cargo contracts are being fiercely contested. Competition in this market is on the increase for dry bulk and container ships and not all of the costs can be reflected in the tariffs. The demand for specific reefer ships has decreased due to the introduction of the cold storage container. On the other hand, new state-of-the-art vessels have achieved a reasonable amount of cargo in 2011 and the expectation is that the fleet will become smaller.

Tanker shipping has remained fairly stable in 2011. Gas shipping has seen many innovative developments with profitable opportunities for smaller vessels in sub-sectors. The European offshore market is improving thanks to the construction of wind farms off the coast. The demand for installation capacity, in particular, is considerable. Both oceangoing towage and heavy lift are set to benefit from this development by the deployment of specialist vessels. Ferry operators continue to be under pressure, due to a lower volume of passengers and increased fuel costs.
Smit Panther Named by Princess Margriet

Her Royal Highness Princess Margriet and prof. mr. Pieter van Vollenhoven paid a working visit to the KVNR on 5 April. A visit was also paid to maritime services experts SMIT in the Rotterdam Waalhaven, where Princess Margriet officiated at the naming ceremony of ‘Smit Panther’, with its potential of 90 tons one of the world’s most powerful harbour tugs.
Not a Year of Recovery for Dutch Shipowners
2011 did not turn out to be the year of recovery that so many shipowners had been hoping for. While there are of course variations between shipping companies and some markets are doing well—offshore and its wind farm activities in particular—many shipowners’ results are in the red. Following the optimism of the first quarter, the rest of 2011 showed subsiding markets and tariffs under extreme pressure. Profits have been significantly affected by the soaring cost of fuel as well.
So far, the numbers of bankruptcies and laid-up vessels have remained fairly modest. In many cases, though, losses are being covered by borrowed capital. As a consequence, when markets and tariffs do recover—as hopefully they will do soon—many shipowners will be paying off the financial burdens they have incurred for many years to come.

The tough market situation has also been reflected in the added value figures of the shipping industry. In the crisis of 2009 they were reduced by 30%, only to drop by another 20% to €0.9 billion in 2010. So far the 2011 figures have not yet become available.

Size of the Dutch Fleet
The merchant fleet under Dutch flag grew over 2011. This is attributable mainly to ships that had been ordered during the boom, up to the fourth quarter of 2008. The number of vessels operational in ongoing towage and offshore has increased, albeit not at the same rate. By the end of 2011, the total number of merchant ships and tugs under Dutch flag is 1,033. The clear expectation is that over the next few years the fleet’s growth will slow down. Orders for newbuildings are often not profitable, given the current situation of overcapacity in the cargo markets.

Size of the fleet under Dutch flag

<table>
<thead>
<tr>
<th>Year</th>
<th>Merchant Shipping</th>
<th>Towage, offshore and platforms</th>
<th>Total</th>
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<tbody>
<tr>
<td>1995</td>
<td>1200</td>
<td>1000</td>
<td>2200</td>
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<td>2011</td>
<td>1200</td>
<td>1000</td>
<td>2200</td>
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Source: Fleetbook 2011 Ministry of Infrastructure and Environment
Shipping politics

Objective: Unchanged Continuation of European Guidelines for the Shipping Industry

In November 2010 the European Commission announced an evaluation of the State Aid Guidelines. These are the framework within which European member states are allowed to give state aid to the shipping industry. By the end of 2011 it has become clear that said evaluation will take place in the form of extensive public consultation over the course of 2012.

In the view of the KVNR, the European fleet’s competitive potential ought to be the touchstone for the evaluation. Together with the European Community Shipowners’ Associations (ECSA), the KVNR advocates the unchanged continuation of the current guidelines, although these in themselves leave room for interpretation in places. For that reason, four joint papers were composed in 2012: on the position of work boats, the ratio owned/bareboat vessels to chartered vessels, the delineation of peripheral activities that might be entitled to the application of the tonnage tax regime and the procedures governing income derived from interest within the tonnage tax regime. Said four papers ask the European Commission to clarify their stance on the matters in question, without however, advocating any changes to the guidelines themselves.

The Necessity for Restoration of the Level Playing Field for Dutch Shipowners

The KVNR continues to emphasise the importance of a business climate that equals the best in Europe. Previous analyses have shown that improvements have become desirable, particularly given that the market conditions are persistently difficult.

The tonnage tax regime offers room for improvement on a number of points. The business climate would be improved accordingly making it possible to preserve managerial activities within the Netherlands and even attract new ones. Flagging out of ships, too,
would be prevented and flagging in would receive a stimulus. Within the system of wage withholding tax facilities, too, there is room for improvement. This facility’s effectiveness is at a considerably lower level in our country than in neighbouring countries, adversely affecting shipowners’ competitive potential and Dutch seafarers’ position in the labour market. Given the vital importance of said seafarers to the maritime cluster, improvements to wage withholding tax facilities are in the best interests of the entire industry. The KVNR will therefore continue to place improvements to wage withholding tax facilities high on their list of priorities.

The Top Sector Policy Aims to Improve Competitive Potential
In February 2011 the cabinet announced a new business policy intended to improve the potential of enterprise, investments, innovations and exports. Nine top sectors were asked to submit proposals as to how competitive potential in the Netherlands might be improved. The main top sector of importance to the shipping industry is ‘water’, under which heading the maritime cluster falls, followed by the top sectors of ‘logistics’ and ‘head offices’. Top sectors had to submit so-called innovation contracts to the cabinet by the end of December. The top sector ‘water’ defined the following primary innovative issues on behalf of the maritime cluster: Extraction at Sea, Clean Ships, Smart Ships and Smart Ports. They are based on the paper ‘The Netherlands, Top of the Maritime World’ published in November 2010. The KVNR contributed to the production of the innovation contract. The main objective is the redistribution of the NOW, the Netherlands Organisation for Scientific Research’s funding and capacity for research. Any additional finance is scarce. Another intended course of action is to influence regulations. In the course of 2012 the cabinet will respond to the submitted innovation contracts.

Minister Schultz van Haegen Names Stena Line’s New RoRo Ferry
Ms Melanie Schultz van Haegen, the minister for Infrastructure and the Environment officiated at the naming ceremony of Stena Lines new RoRo ferry, Stena Transporter, on 19 April. The naming ceremony took place in Hook of Holland. “This beautiful new ship emphasises Stena Line’s courage and energy. Despite this tough economic period they are still prepared to leap ahead. The kind of entrepreneurship displayed by Stena Line is just what is needed to re-float our economy”, according to minister Schultz van Haegen. The Stena Transporter will sail under the flag of the Netherlands and will be used on the Hook of Holland – Killingholme – Hook of Holland freight route to replace the charter ship Finnarrow.
Plan of Action for the Shipping Industry Progress
The appeal of the shipping register of the Netherlands has to be maintained. For that reason the Plan of Action for the Shipping Industry was initiated by the Ministry of Infrastructure and the Environment and the KVNR in 2010. Part of this multi-annual plan is to bring the flag promotion brochure up-to-date in 2011. The new English-language version’s twofold aim is to attract shipowners from outside the Netherlands and to showcase the Dutch maritime cluster. The new edition is to be published in 2012.

Maritime House in the Willemswerf
In 2011 the maritime business world accepted the challenge of restarting the Dutch Maritime Network. The sectors and companies involved have made themselves increasingly responsible for the network’s funding. In August of 2011, the KVNR moved from their offices at the Wijnhaven to the Willemswerf office complex in Rotterdam. At the start of 2012, the Holland Shipbuilding Association and the Dutch Maritime Network are to follow. Together their locations are to be known as the ‘Maritime House’.

Maintain Present Exemptions to Compulsory Pilotage
The minister for Infrastructure and the Environment’s aim is to achieve uniform pilotage rates: a consistent rate for any one specific activity. The sector has been consulted on this matter but in 2011 it has become apparent that none of the costed scenarios would receive sufficient support. Calculations will continue to be carried out and an acceptable proposal is to be achieved in early 2012. The
appeal lodged in 2010 by the KVNR and the other parties in the market against the exorbitant rates for 2011 has not run its course as yet, nor will it be abandoned. In the summer of 2011, the Pilotage Service and the harbour masters submitted a joint proposal for Compulsory Pilotage New Style. In the proposal, more small types of oceangoing vessel become subject to compulsory pilotage and the increase in costs for shipowners is significant. In the KVNR’s opinion the current exemptions to compulsory pilotage should be maintained and this view is expressed in a position paper submitted to the Second Chamber of Parliament. This political lobby is to be continued in 2012.

European Commission White paper Transport 2050
European governments and organisations should always be aware of the shipping industry’s global character and its need for global regulation. Regulation that is to be uniformly interpreted, implemented and enforced. The European shipping industry, with its 41% share in the world’s trade fleet, will have to be able to compete at world level.

The European Commission’s publication of a White Paper on transport policy until 2050 in March 2011 is a gratifying development. For in the paper said objectives, that are crucial to the shipping industry, have been reconfirmed. The European Commission’s earlier paper on maritime policy for 2009-2018 also contained the same objectives.

International Shipping Politics
The KVNR and ECSA aim to create free access to the maritime transport market. With this aim protectionism, discrimination and
government-instigated procedural impediments are firmly rejected. Because of the lack of progress achieved by the World Trade Organization (WTO), the European Union has entered into a large number of Free Trade Agreements with other nations in recent years. These include an agreement with South Korea on 1 July 2011. Negotiations on the intended shipping treaty between Europe and India have made slow progress in 2011. European sanctions are based on United Nation resolutions. However, they are not usually equal to sanctions instigated outside of the EU, like those of the US. In 2011, the shipping industry was faced with sanctions against Ivory Coast, Libya, Syria and Iran.

**Improved Efficiency in European Ports**
One of the White Paper Transport 2050 priorities concerns the liberalisation and modernisation of services within European sea ports. The KVNR hopes that a renewed European policy will lead to concrete results and improved efficiency in European ports.

**Rotterdam Rules**
The White Paper Transport 2050 also draws attention to the Rotterdam Rules, the convention modernising international regulations covering the carriage of goods by sea. International shipowners associations, like ECSA and the International Chamber of Shipping (ICS) have urged all nations to ratify this new UN convention.

**Athens convention**
The EU has decided (directive 392/2009) that those aspects of the Athens convention relating to liability concerning transport of passengers by sea, will become binding before 1 January 2013.

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**Marnix van Overklift Honorary KVNR Member**
On 30 June 2011, Marnix van Overklift (left in the photo) handed over the European Community Shipowners’ Associations (ECSA) Board of Directors’ president’s gavel to Juan Riva, CEO of the Suardiaz Group. The handover ceremony took place in the Beurs van Berlage in Amsterdam. Marnix van Overklift served on the KVNR board of directors, in both the current and previous incarnations for 37 years. The official farewell will take place during the Annual General Meeting of 6 June 2012. In acknowledgement of his many years of service, Mr Van Overklift has been awarded honorary KVNR membership.
The Dutch Maritime Network is a foundation whose aim is to promote the maritime cluster. In 2012, the foundation is given a new start with an entirely new team and a new chairman: Arie Kraaijeveld.

The Dutch Maritime Network (NML) was first established in 1997, as a result of the introduction of the Dutch Shipping Policy. Said policy’s main objectives at the time were the recognition of the maritime industry’s key position and its contribution to the success of the economy of the Netherlands.

The NML’s initiators –the Ministry of Transport, Public Works and Water Management and the KVNR– wanted to raise said key position’s profile. They wanted to call attention to the relationships between the extensive range of different types of maritime industry (shipping industry, inland shipping, dredging and off-shore, fishing, water sports), the Dutch Royal Navy and the huge variety of shipping-related companies and organisations ashore (ports, shipbuilding, producers and suppliers of maritime materials like fuel, pumps, cranes). The NML’s assignment was to demonstrate just how that multi-faceted maritime world operated as the driving force of the Dutch and European economies.

The Dutch maritime sector consists of twelve segments and about twelve thousand businesses, 186 thousand workers and a turnover of 34.5 billion euro, €15.6 billion of which is derived from exports. The maritime industry has arrived and its contribution to the economy is obvious. Mission accomplished? According to the Ministry of Infrastructure and the Environment, enough is enough. The decision was made to withdraw NML’s government subsidies. Grassroots supporters –that line-up of different businesses and public organisations within the maritime world– however, do not want a smaller NML, but rather a larger one, with more consideration for the industry’s unique characteristics and needs. And, therefore, more improvements to its image and more lobbying. If need be, without government subsidies.

“Preferably without subsidies”, rectifies Arie Kraaijeveld, former chairman of the FME-CWM Association, the technological industry’s employers’ organisation, who was asked to put flesh on the bones of the intended transition to the larger NML.

“By the end of 2013 we will be fully independent of the government. So much the better. This is a significant change from the past. With increased private investments and more active involvement on the part
of the corporate world, we will be able to pursue a free course in doing what needs doing: representing the interests of the entire cluster.”

A larger NML is not a term to be misinterpreted, says Kraaijeveld. “We are a small organisation, a tiny umbrella over the industry. Each segment has and will continue to have its own characteristics, structures and trade organisation. NML does not intend to get in their way. We are here to represent the interests of the industry as a whole.”

He appears to be the proverbial right man for the job. Kraaijeveld also serves as chairman of the National Aerospace Laboratory’s (NLR) Supervisory Board. Like the shipping industry, aviation is an extremely diverse worldwide industry. Competition is international and bound by global regulations. Where aviation is concerned, the NLR is an obvious partner to the government and the entire range of stakeholders in air transport. Ranging from airports to aircraft builders, from the Dutch Royal Air Force to educational facilities for traffic control and space travel.

Kraaijeveld would like to achieve a similar ‘obvious’ position, a natural partnership, for the maritime industry through the NML. This is the goal he has set himself on accepting his appointment at the start of 2012. For that reason a letter was sent to the Navy almost at once: ‘Cutbacks? Fine, but do not destroy the organisation’s expertise. That would be fatal to the cross-pollination between the shipping industry and your arm of the military; it would also be fatal to both their innovative developments.’

That is also why Kraaijeveld wrote a letter to Jan Bout, figurehead of the Top Sector ‘Water’: Outstanding innovation contract! However, please do remember it is not all about coastal protection and water-saving systems. So in the agenda for internationalisation an important space must be reserved for our maritime sector, our widely diverse fleet, our ports and our industry of complex maritime systems.

For this is how Kraaijeveld operates. He writes a letter here and pays a visit there. He is the embodiment of the lobby of the Netherlands. He feels quite at home at many of the government departments in The Hague and is not afraid of anyone. “I will show them that the maritime industry is a force to be reckoned with. We are alive and kicking, take note!”

Arie Kraaijeveld,
chairman of the ‘new style’ Dutch Maritime Network

ANNUAL REPORT 2011  ROYAL ASSOCIATION OF NETHERLANDS SHIPOWNERS 53
Advertising Code Becomes Effective

The advertising code, drawn up by the KVNR and the Holland Shipbuilding Association, governing advertising campaigns appealing to private investors to invest in ships on the basis of the fiscal arrangement for discretionary depreciation, became effective on 1 January 2011. Anticipating this development, advertisements for that kind of shipping investments were amended by their issuers in the previous December. The advertising code is intended to put an end to biased advertising that emphasises fiscal advantages but fails to stress the economic importance and the potential risks of investments.
Online dossiers

This list of active dossiers may be found on www.kvnr.nl.

The dossiers contain information on background and developments over 2011 and are listed in the following order.

- Asbestos
- Ballast water
- Bunker convention
- Carbon reduction
- Cooling agents
- Consultative Shipping Group
- Crew documents
- Crew numbers
- European Competition regulations
- European maritime transport guidelines and State Aide Guidelines (evaluation)
- Flagship
- HNS convention
- Innovation
- Liability conventions
- NOx
- Passenger and baggage liability convention
- Pensions
- Pilots
- PIT/NSTC
- Polar Code
- Port State Control
- Professional requirements
- Ships’ Nationality Act
- Ship recycling
- Social insurances
- Sulphur content of maritime fuels
- Rotterdam Rules
- Tonnage tax regime
- VAT
- Wage withholding tax facilities
- Wind farms

Colophon

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This version may also be found at www.kvnr.nl