

The Grand-Duchy finds its own way to the sea, also with an Italian support

Luxembourg showed up at Posidonia 2016 as an emerging ambitious maritime country, already matching acknowledgements by a few operators and signing Studio Legale Garbarino Vergani of Genoa as its legal partner

The unprecedented Luxembourg's national pavilion at the recent Posidonia 2016 shipping trade fair in Athens was successful, according to the visits recounted. Among the latter, Government Commissioner for Maritime affairs Robert Biber could welcome the Greek Prime Minister Alexis Tsipras altogether with the President of the Union of Greek Shipowners, Theodore E. Veniamis, the Chairwoman of the Panhellenic Socialist Movement (PASOK), Fofi Gennimata, the Honorary Consul of Luxembourg, Artemis Papatheodorou and the Luxem-

bourg Ambassador to Greece, Christian Biever with whom the organizers and exhibitors agreed already on follow-up actions in Greece before the end of the year.

The variegate red-white-blue flagged stand included 6 exhibiting companies all headquartered in the Grand-Duchy which all reported interesting contacts with potential customers as well as new meetings with existing customers to consolidate their business.

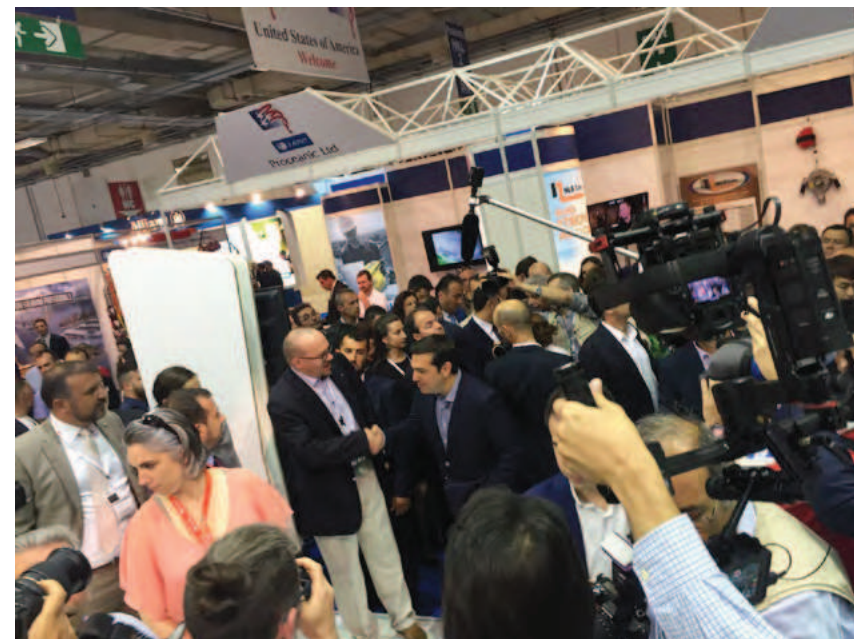
The main organizer of the stands, well visited as the participating companies

showcased interesting products and technologies, was the Luxembourg Maritime Cluster – altogether with the Ministry for Economy, the Luxembourg Chamber of Commerce - which confides in a dramatic further growth of the land-locked country's maritime business in the coming months.

During the show the local maritime administration could give the confirmation that the Luxembourg flag not only remains on the white-list of the Paris MoU, but also improves its ranking; a fact that illustrates the register's high level of service as well as the quality and dedication of both the Luxembourg Maritime Administration and the Luxembourg shipping community, illustrating the Luxembourg maritime sector's attractiveness in the context of economic diversification as well as nation branding.

Created in 2008 as a non-profit organization, the Luxembourg Maritime Cluster brings the Blue Economy of the Grand-Duchy to the fore. Member companies and institutions represent proudly and convincingly the local maritime business community, domestic and abroad, offering together a wide variety of maritime business experience and expertise: shipping, dredging, classification, ship brokerage, banking, law, consultancy & audit, insurance, security and safety, railway and maritime logistics. Since 2011 the CML holds the Vice-Presidency and the General Secretary of the European Network of Maritime Clusters.

Speaking as a testimonial, Jeannot Krecké, Honorary Chairman of the Luxembourg Maritime Cluster, former Minister for the



Greek Prime Minister Alexis Tsipras welcomed by Government Commissioner for Maritime Affairs Robert Biber

Economy and the Foreign Trade, said: "A landlocked country, this was definitively not the best assumption to develop the maritime sector in Luxembourg.

However, the maritime sector has always been a globalized industry and our aim was to further diversify the country's economy and its financial and service sectors in particular. On November 9th, 1990, the Luxembourg public maritime registry was born and, despite the fact that it had to face sometimes rough waters, it has been very successful.

If today the *Roude Leif*, the Red Lion

flag, has found its place among traditional European maritime flags, the global success and the credibility the register enjoys, are largely due to the importance given, right from the outset, to high standards of quality requested from the administration in regards to the management of the registry. Today, hundreds of shipping companies are accredited here and their activities are not limited to the management of Luxembourg flagged ships.

Many economic activities, some more

to be continued at page 12

continued from page 11

others less closely linked to the shipping industry, have developed in the country: consulting firms, law offices, companies active in homologation and certification, financial institutes, insurance companies and P&I Clubs provide services directly linked to the maritime sector. Strong committed members in the Maritime Cluster and a Minister that has a passionate relation with the sea through his passion as a sailor, these were the best ingredients to develop furthermore our maritime sector” Krecké concluded.

At present 60 companies are members of the Luxembourg Maritime Cluster.

Its current Chairman is Freddy Bra-



ckewhilst while the management is ensured by Paul Marceul.

However Luxembourg Maritime Cluster, founded in 2008, is not standing alone in its campaign.

Being the focal point of all shipping mat-

ters in Luxembourg, the *Commissariat aux affaires maritimes* is in charge of a number of statutory functions outlined in the Maritime Act 1990. These functions are carried out by a reduced and therefore efficient staff. The administration exercises authority but, at the same time, provides services for which quality and performance are fundamental attributes. This is the reason why the Commissariat has put

in place a quality management system: shipping management involves a mobile industry and very large but potentially changeable investments. Within such a competitive environment, quality of work and team performance are the only way to stay in business.

In 2004 the Commissariat was transferred under the Ministry of Economy and synergies have been developed between

various actors of the financial and insurance sectors and the shipping sector; these efforts have led to the creation of a Luxembourg logistic and maritime cluster representing the maritime Luxembourg in an international context beyond the geographical and competence limits. In 2008, the Commissariat undertook the voluntary IMO member State audit.

Angelo Scorza

The six companies showing in Posidonia 2016

Shipowner Jan De Nul Group is a leading expert in dredging activities, as well as in services for the

offshore industry of oil, gas and renewable energy which for over 60 years has executed international dredging and reclamation projects from start to finish: capital dredging and maintenance works in ports, deepening of channels, beach replenishment, dredging rock or sand banks in open sea conditions. Supporting land reclamation works the company has extensive experience in design and construction of rock revetments.

Leading supplier of steels for shipbuilding, ArcelorMittal introduces its wide range of steels for the vessels structure with heavy plates and hot rolled sheets but also steel grades suitable for high demanding environments such as arctic, deep-sea vessels, as well as oil and gas and offshore markets. The Group offers dedicated services to bring extra value to customers, including a fully dedicated project-based organization to provide advanced logistics support and also extended R&D capabilities to help customers develop new solutions.

Its shipbuilding grades are certified by most of the world leading accreditation

bodies including: American Bureau of Shipping (ABS), Bureau Veritas (BV), Det Norske Veritas (DNV) - Germanischer Lloyd (GL), Lloyd's Register of Shipping (LRS), Registro Italiano Navale (RINA). EFS EuroFlag Services Sàrl is a Luxembourg-resident company established to carry out ship registration and management services on behalf of shipowners under the Luxembourg flag. Working closely with the Luxembourg Maritime Administration (CAM), EFS has completed more than 120 registration transactions exceeding 1.4 million NT and processed over 6,500 seafarer applications. EFS-registered ships currently account for 60% of Luxembourg registered tonnage.

Insurance brokerage company ICS Integra Consultancy Services based in Luxembourg since 1997

presented customized worldwide social security coverage solutions for seafarers and expats under its trading name WYCC, which includes a number of services: medical network and claims manager to 1.5 million persons covered, 37 languages, 49,000 hospitals and practitioners.

SES Astra, is already a well-known pro-

vider of maritime telecommunications solutions and confirmed its intent to join the Luxembourg Maritime Cluster.

SES Techcom Services is a 100% owned affiliate of SES, the world-leading satellite operator with a fleet of over 50 geostationary satellites. The solution is ideal for short sea vessels (ferries, fishing vessels and cargo carriers) operating at sea and on in-land waterways, yachts and other leisure craft.

APATEQ provides reliable water and wastewater treatment solutions combining proven membrane filtration technologies with unique pre- and post-treatment processes at the highest levels in terms of performance, quality, safety and economic value.

With the MarinePaq for the treatment of scrub water, resulting from the washing of exhaust gases generated during combustion in the engines of large ships, the supplier offers a first and breakthrough solution that is unique in the world, available for on board and onshore operation.

The MarinePaq performance is in compliance with present and future legislation, as the modular design of the system easily allows not only capacity increases but also performance increases.

LOTTRAS
LOGISTIC & ECO TRANSPORT

AN EXTENSIVE RANGE OF STRATEGIC CONNECTIONS.

WWW.LOTRAS.COM

Studio Legale Garbarino Vergani is a legal pioneer in Luxembourg



Enrico Vergani and Chiara Falasco

Having consolidated its presence in Luxembourg, where they support as partner Bonn Steichen & Partners, to date the only Italian law firm operating in the Grand Duchy (since 1st June 2016) is Studio Legale Garbarino Vergani based in Genoa.

“The new partnership between the two studies, which are and will remain completely independent realities, respectful of the relationships already in place with other professional companies, is an opportunity for further growth and development in services to the shipping and logistics sector within which the Grand Duchy of Luxembourg will play a leading role in the European cluster development” explained lawyer Enrico Vergani. “In particular, ensuring the constant presence in the Luxembourg offices of our colleague lawyer Chiara Falasco, who entered the European Union Lawyer IV to the Order List of the Grand Duchy of Luxembourg Lawyers, we aim to offer our own

professional services and skills in order to encourage and support the development of the activity connected to shipping and the logistics in Luxembourg, in support of local law firm Bonn Steichen & Partners, which can boast an established expertise in finance, banking and taxation.

“To this aim we are pursuing a project showing the publication of comparative studies on the choice of flag and initiatives in the transport and logistics sector in order to stimulate some interesting reflections by operators of the Italian market and also by those of the Hellenic market” concluded Vergani.



Chiara Falasco in Luxembourg Courthouse



A century of tradition in shipping
is a safe starting point for our distinction



2, Iassonos Street, Piraeus 185 37 Greece, Phone: +(30) 210 4284107-112