



Programme

During the conference we have translation headsets available. When you register you can choose for this option.

09.00-10.00 Reception

Introduction

10.00-10.10 Word of Welcome - Moderator Gerrit Heijkoop

10.10-10.30 Keynote - Magzhan Ilyassov, Ambassador of the Republic of Kazakhstan to the Kingdom of the Netherlands

Kazakhstan is an important transit country on many of the routes between Europe and China. The ambassador will elaborate their vision, role and approach on the international playingfield.

Presentation in English

10.30-10.50 The Chinese perspective - Letty Zhu, Senior Lecturer at the Tilburg Chinese School

Letty Zhu will talk about the Chinese perspective such as the current developments, the handling of goods, the Central Hub in Henan and Chinese policy towards Belt and Road (BRI) initiative.

Presentation in English

10.50-11.00 The Dutch Perspective - An interview with Paul van der Putten, Clingendael Institute

The Belt and Road initiative (BRI) not only affects logistics, but also reshapes geopolitical relations. How do the Dutch look at these geopolitical consequences? And is this a sensible approach? The moderator will pose these questions to the academic.

Interview in Dutch

11.00-11.20 What you need to know about eastbound traffic: - Jialu Zhang, Chengdu International Railway Investment & Development Group (CIPI)

This presentation provides insight in the cargo streams in eastern direction. Which products are in demand on the Chinese market? Which opportunities do we have to do business in this regard?

Presentation in English

11.20-12.10 Shippers share their experiences

More and more shippers opt for the New Silk Road as the choice of transport between Europe and China. Some of these shippers take the stage to share their experiences. You will get an honest answer to the following questions:

- are the advantages described really there?
- what is the availability, reliability and the costs of the services offered?
- what are the 'do's and don'ts'?

Shippers will present their experiences and then join a panel discussion with other speakers.

11.20-11.30 Shipper: Decathlon (westbound cargo), Xavier Perrin, Delta 3

Sharing experience in setting up the New Silk Road for retail products coming from China to France

11.30-11.40 Shipper: Mead Johnson Nutrition (eastbound cargo), Remco Jonker

Sharing experience in transporting milk powder products to China via the New Silk Road

11.40-11.50 Shipper: Lenovo (westbound cargo), Dick van Beek

Sharing experience in transporting hi-tech cargo from China via the New Silk Road

11.50-12.00 Ronald Kleijwegt, Managing Director and Director Strategic Development at Jusda Europe

Sharing experiences as one of the first to use the New Silk Road for the transport of HP products from China, now a logistics provider helping other shippers

Discussion in Dutch

12.00-12.45 Lunch break

12.45-13.00 Connections on the New Silk Road

The main routes have been defined, but the connections keep in changing. The main aims of these changes are to reduce transit time and add new destinations. These developments will be discussed by a panel consisting of various international speakers. The following topics are on the agenda:

- alternative border crossings in Poland
- the Kaliningrad route
- transit through Russia
- crossing the border with China

Larisa Kuznetsova - UTLC (the Kaliningrad route)

Olga Stepanova - RZD Logistics (transit through Russia)

Roland Verbraak - GVT Logistics (border crossings in Poland)

Discussion in English

Practical knowledge

13.30-13.40 Paperwork is money (customs procedures), Arjan Haanstra, Wilderbrook

Arjan Haanstra knows how to prepare your paperwork in such a way that you not incur unnecessary costs.

Presentation in Dutch

13.40-13.50 Due diligence check of your Chinese partner, Representative Buren Legal

Not only the transport, but also the business partner on the other end of the chain should be selected carefully. Buren Legal is experienced in doing business on the Chinese market and will explain how to do your due diligence check.

Presentation in Dutch

13.50-14.00 Sanctions on Russia - Sebastiaan Bennink, Wladimiroff Advocaten

More and more companies in the Netherlands are interested in the Russian market, despite the import and export sanctions, which have been in place since 2014. Doing business with Russia is certainly possible for most sectors. However, entrepreneurs should comply with the sanction rules and hence, do their homework if they want to enter the market. What should you prepare for? What are the do's and don'ts?

Presentation in Dutch

Logistics on the New Silk Road

14.00-14.15 Cold chain solution - Rob Brekelmans, New Silkway Logistics

Rob Brekelmans will explain how conditioned cargo can be transported thanks to the introduction of the reefer container.

Presentation in Dutch

14.15-15.00 Ask me anything panel

Have any questions? We have reserved an hour for all your questions to a panel of experts:

- Rob Brekelmans, New Silkway Logistics
- Roland Verbraak, GVT
- Erik Groot Wassink, Nunner
- Karl Gheysen, expert on the New Silk Road

Questions in Dutch or English