



EUROPEAN DREDGING ASSOCIATION

2014
EUDA ANNUAL GENERAL MEETING
CONFERENCE PROGRAMME

THURSDAY, 13 NOVEMBER 2014, from 10.00 to 12.00
STANHOPE HOTEL BRUSSELS

“BREAKING TRADE BARRIERS AROUND THE WORLD”
SPECIAL FOCUS ON THE WORLD DREDGING MARKETS

SPEAKERS

MODERATION

PARIS SANSOGLOU
EUROPEAN DREDGING ASSOCIATION
Conference Moderator

SPEAKERS

LUISA SANTOS
BUSINESSEUROPE - INTERNATIONAL RELATIONS DEPARTMENT
Overview of the main Trade Barriers around the World

MARCO DÜERKOP
EUROPEAN COMMISSION – DG TRADE
LEAD TTIP NEGOTIATOR FOR SERVICES
EU Trade Negotiations with Canada and USA

ANDREW DURANT
SAMUELS INTERNATIONAL ASSOCIATES
Possible ways for European Dredgers to enter the US Market

OPEN DISCUSSION



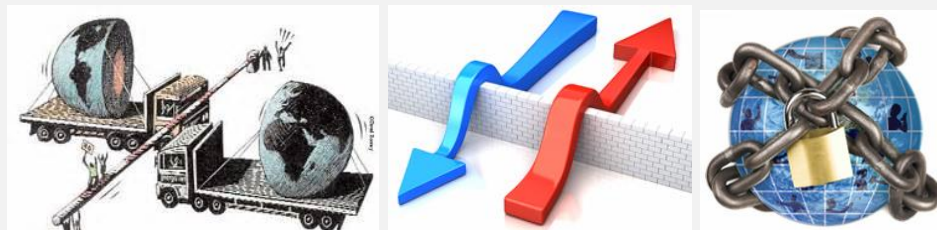
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Breaking Trade Barriers around the World
Special Focus on the World Dredging Markets

Trade is an essential part of human activities since prehistoric times. With the exchanges of products, services and knowledge inherent to its nature, trade contributed to economic as well as to scientific and cultural development of the human societies around the world and helped them transform into today's globalised human society.

Trade development is inseparable from transport. Transport technology and infrastructures helped establish, maintain and develop the trade flows. Thanks to international shipping, the links between the trade network nodes have been further multiplied and expanded from local, to regional, to international and now global with the port networks connecting their multimodal logistics chains.

Along with the trade routes, systems and measures were quickly invented to capture some of the wealth and opportunities of the passing merchants. Not long after trade started, Trade Barriers were also raised to protect the local industries from foreign competition. However, the protection of local industries produces in the long term negative side effects that can overall counterbalance the initial short term benefits.

In the worldwide dredging markets, many types of Trade Barriers have been put in place to restrict or to exclude foreign competition. At best, European Dredgers are prevented from delivering the full extent of their added value and, at worst, they are prevented from accessing closed markets.

With the development of trade, Trade Barriers were further refined and, along with the tariff and non-tariff barriers, came their antidotes with the 'panacea' being the free trade agreements. Following the recent failure of the 'multilateral' negotiations of the WTO Doha Round, the direct 'bilateral' Free Trade Agreements (FTAs) between economic zones have been reactivated.

The EuDA Conference will open with an overview of Trade Barriers around the world and look into the way trade negotiations can manage to lift some of them with the recent example of Canada and US. The Conference will conclude on the possible ways forward for the European Dredgers.



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CONFERENCE MODERATOR

European Dredging Association



Mr Paris Sansoglou
Secretary General

Paris Sansoglou holds a degree of Commercial Engineer from the Solvay Business School in Brussels that he has complemented with degrees in Environmental Studies (ULB), Business Informatics (VUB) and Financial Analysis (CIAF) (member of the European and the Belgian Associations of Financial Analysts ABAF-BVFA).

His professional experience is varied and includes research (on sustainable development), statistics (Business Statistics), knowledge management, economical, environmental & financial consulting activities (at Ernst & Young). He has spent most of his career on the ‘European’ scene working in the Commission (Eurostat) then in trade associations (representing the European manufacturers of synthetic fibres, the European shipbuilders and now the European dredgers).

Mr Sansoglou developed a strong kinship with the sea and maritime affairs when he worked for the Community of European Shipyards’ Associations (CESA), where he was managing for the ship- builders and repairers a portfolio of strategic activities including research, technical & environmental issues, as well as statistical, trade and market issues. He ran the secretariat of the European Technology Platform WATERBORNE from 2005 to 2009.

Mr Sansoglou joined the European Dredging Association (EuDA) in April 2009 as Secretary General. Teaming up with Marc Stordiau, Chairman of EuDA, they represent the interests of the European dredging companies in the European Institutions. He was part of the team that obtained the repeal of the Indian countervailing duties on dredgers.



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SPEAKERS

“BREAKING TRADE BARRIERS AROUND THE WORLD” SPECIAL FOCUS ON THE WORLD DREDGING MARKETS

OVERVIEW OF THE MAIN TRADE BARRIERS AROUND THE WORLD

BUSINESSEUROPE



Mrs Luisa Santos

Director of the Department for International Relations

Luisa Santos holds a Law Degree from the Catholic University of Porto that she has complemented with an International Management Degree from the School of Economics of the University of Porto.

Fluent in English, French and Spanish, Mrs Santos took various positions putting her in charge of international affairs and policy, project management and teaching. During her professional career, she developed a strong experience in and around ‘European’ circles with a particular affinity for international affairs and trade.

Before joining BUSINESSEUROPE as Director for International Relations in December 2013, Mrs Santos was successively Director International Relations of the Portuguese Textile and Clothing Association (APT) and member of the Executive Council of “Riopele-Têxteis S.A.”(one of the leading Textile Fashion companies in Portugal), then Manager for Trade and Industry at Euratex (the European Apparel and Textile Confederation) and Administrator in CITH (Centre for Textile and Clothing Intelligence). Her responsibilities with regards to EU Policy included Industry representation and lobby towards Portuguese and European administrations. She was also also in charge of International Partnerships and Outsourcing for Riopele-Têxteis for which she developed a Joint-Venture Project in India with a local Partner.

Member of the Technical and Pedagogic Council of CITEX (Professional Training Centre for the Textile and Clothing Industry), she taught **WTO, E.U.’s Regulations and Trade Policy”** at University Oporto Management School (EGP).



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“BREAKING TRADE BARRIERS AROUND THE WORLD”

SPECIAL FOCUS ON THE WORLD DREDGING MARKETS

EU TRADE NEGOTIATIONS

WITH CANADA AND USA

European Commission



Mr Marco Düerkop

**DG TRADE Deputy Head of Unit for Trade in Services
Lead TTIP Negotiator for Services**

Marco Düerkop holds a Law Degree from University of Bayreuth and holds an LL.M. from the College of Europe in Bruges.

Mr Düerkop currently works in the Directorate General for Trade of the European Commission in Brussels where he is the Deputy Head of the Unit in charge of ‘Trade in Services’. He is the lead TTIP negotiator for services. In his former positions in the Commission he was Deputy Head of the Market Access Unit, assistant to the Deputy Director General and worked in the Trade Defence Instruments Directorate.

Mr Düerkop’s career led him to hold various positions directly linked to trade or diplomatic issues. Before joining the Commission in 2001, he worked in the German Foreign Office and was posted at the German Embassy in Athens as head of the Consular, Legal and Protocol Department.



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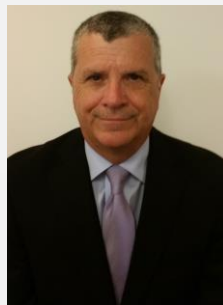
“BREAKING TRADE BARRIERS AROUND THE WORLD”

SPECIAL FOCUS ON THE WORLD DREDGING MARKETS

POSSIBLE WAYS FOR

EUROPEAN DREDGERS TO ENTER THE US MARKET

Samuels International Associates



Mr Andrew Durant
Managing Director

Andrew Durant holds a Bachelor of Science Degree from James Madison University in Virginia.

Together with former US Ambassador to the GATT Michael Samuels, Mr Durant founded Samuels International Associates 20 years ago where he serves as Managing Director. Andrew has extensive experience in international negotiations, business advocacy and lobbying.

Prior to entering private practice, Mr Durant worked on Capitol Hill for Members who served on the House Energy and Commerce Committee and the House Agriculture Committee. He has written extensively on the US-Japan economic relationship, economic interests in Vietnam and Burma, and on the financial crisis. He works in Washington on matters related to the environment, international trade and business and helps clients address problems and opportunities throughout Asia.

Mr Durant served as Senior Advisor for International Trade to Capital Insights Group, a private company that provides advice to the international and domestic investment community. Mr Durant also served on the advisory boards of the Association for Interactive Media and the Japan Information Access Project.



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Notes

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