

# IAMI 26<sup>th</sup> Annual Conference

Ben Murray, Director

# The sector's umbrella body



“Maritime UK brings together the UK’s shipping, ports, services, engineering and leisure marine industries to **promote** the sector, **influence** government and drive **growth**.”

# Strategic objectives

- Act as “One Voice” for the common concerns of the sector – amplifying its **profile**, identifying common issues and promoting joint policy positions.
- **Promote** the UK as the world’s maritime centre.
- Work in **partnership** with government and other sectors to build a business and regulatory environment which reinforces the UK’s world leadership.
- Deliver an industry-wide **skills** strategy.
- Deliver a programme of **regional** cluster development to drive sector growth across the UK.

# 1) Profile, politics and policy



## Ensuring an attractive business environment

It remains vital that the UK is seen to be open for business. The UK ...



## Backing British

The maritime sector sees huge potential opportunity in reviewing the existing rules around government procurement. Where ...



## Investing in connectivity & infrastructure

The UK must invest in the infrastructure projects that will keep us competitive, benefit all ...



## Fostering an innovation nation

Many of the world's leading maritime industry research and training institutions, manufacturers and service providers ...



## Boosting maritime exports

The UK maritime sector exports its own cutting edge maritime products and services, encompassing excellence ...





Promoting the maritime sector

[View in browser](#)



#### 6 days to London International Shipping Week

This week, we're talking about what the government needs to do to further support the UK's maritime sector.

Each day, we will launch a new video setting out industry's priorities on the big issues that will determine our success, not least as the UK leaves the European Union.

Today, we're calling on government to 'Back British'

As Britain leaves the EU, there's the opportunity to think afresh about how best government can support British industry and workers.



BBC  
RADIO



# TODAY





## Dover could suffer '20-mile permanent traffic jam' after Brexit

Maritime UK says logistics chain would be disrupted if transition deal is not agreed urgently



▲ Lorries parked on the M20 during an Operation Stack in 2008. Maritime UK warned: 'You could have a permanent Operation Stack for 20 miles.' Photograph: Gareth Fuller/PA

## Shipping bosses: two-year Brexit transition will not be long enough

Industry leaders will tell Theresa May that new customs system must continue to ensure frictionless trade

EDITED BY RACHEL CUNLIFFE

## Invest in rail and road links before we jump the EU ship

BRITAIN is an island nation, and for centuries it has looked to the sea for prosperity and partnership. Today, the maritime sector contributes £40bn to the UK's GDP and supports one million jobs. Some 95 per cent of all our imports and exports, totalling £200bn, move by sea. But trade doesn't start and end at our ports. An efficient trade network requires a highly developed web of roads and railways that connect those ports to each other and to the main markets throughout the rest of the country.

An independent commission found in February 2017 that our road and rail links were "outdated" in many parts of the country, and that this had implications for growth, jobs, and travel. It noted that the north of England in particular was losing billions of pounds in potential income.

What was clear was that, if trade is to thrive in post-Brexit Britain, we need better domestic connectivity and infrastructure to make "Global Britain" a reality.

Amid a row in the cabinet over the approach to Brexit, David Davis said last month that the UK will be able to negotiate trade deals as soon as it leaves the EU.

All other things being equal, you can argue that it is better to have a

the maritime sector's uniquely crucial role in this vision is often overlooked.

To start with, Brexit brings uncertainty over our ports. Our biggest concerns are Dover and Holyhead. There will be new customs requirements that could cause particular challenges for roll-on/roll-off ferry ports which handle tens of thousands of HGVs travelling between the UK and the EU each day.

So perhaps free ports – free trade zones around port areas – could be explored. Whether they are possible or not depends upon the final deal. But we should properly explore the proposal as part of prudent preparation for either scenario – if we have no deal, we'll be encouraged to think more innovatively, and free ports are one such innovative idea. But there is a wider problem, which stems from the lack of recognition of the importance of our ports and the areas around them in the planning system.

Ports are vital hubs of economic activity and major centres of employment. Many of them are in deprived, post-industrial areas. A wider understanding of their significance and a commitment to government protection would have far-reaching benefits, not least the wholesale transformation of entire regions.

You may need to look at the



David Dingle

**The maritime sector contributes £40bn to the UK's GDP, and 95 per cent of all our imports and exports move by sea**

once you leave the port gate, you find right away that connectivity to the main markets, and to the other ports, is poor: there is not enough capacity on our rail network, too few lanes, roads and bypasses on our motorway network and difficult logistics in

stretch of their journey.

We need better domestic connectivity all around the country – for example, investing in strategic connectivity from the Midlands to the cities of the south so that we can increase our automotive exports.

At present, it takes an hour and a half to travel to Portsmouth from Southampton by rail, despite their relative proximity. In the north of the country, similar regional cities such as Manchester and Liverpool or Newcastle and Sunderland are far better connected.

Our existing road and rail connections to our ports are long overdue for improvement, and, with the export supply chain in mind, their development should be considered as important – if not more so – as the other major transport infrastructure operations underway in the UK at the moment, such as Crossrail and the expansion of London's airports.

We need to not only place our focus on new projects, such as the so-called four Hs (HS2, HS3, Hinkley Point, and Heathrow), but also on existing projects, and on how we might improve their efficiency.

Investment in infrastructure is an intelligent economic move and one that needs to be made to safeguard Britain's future as an outward-looking nation. It is a long-term

## Plan to put Britain's shipbuilding industry back on crest of a wave

By JON REES FOR THE MAIL ON SUNDAY  
PUBLISHED: 22:01, 2 Sep The Telegraph

### Business

Economy | Companies | Opinion | Open economy | Markets | Alex | Telegraph Comment

New construction technology, even enabling

The Government will

Britain's rule the w

BRITAIN'S maritime industry, experts claimed last



David Dingle, chairman of Maritime UK. Credit: PAU/PAU

## Ships could boycott Britain after Brexit, warns UK boss ahead of London Shipping Week

Industry bosses prepare to meet Theresa May in Downing Street

By Ben Glaze, Deputy Political Editor

13.08.17 17:07

Comments

Topic

What if you spoke to people who were really buy from

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

is industry bosses prepare to meet Theresa May in Downing Street

Home > News > Politics > UK's £22bn maritime industry to BOOM post-brexit with control of trade



Schumacher's Daughter...  
most: Daughter...  
earthbreaking...



Infiniti could save petrol cars with 'breakthrough' new tech on...



Strictly Come Dancing 2017: Is TBS the real reason Debbie McGee...



EU's...  
repeal...  
post...

## UK's £22bn maritime industry to BOOM post-brexit with control of trade - industry chief

UK's £22-billion-a-year maritime industry is well placed to exploit Brexit and trade

## May and Offer join Downing Street delegation as government paints positive post-Brexit picture

NEWS

by Anastassios Adamopoulos

Home > News > UK > 'CRUCIAL maritime sector must be protected after Brexit' - Industry boss warns



Loose Women CANCELLED: ITV show won't air today - here's



NEW CONCORDE' Flight offering THREE HOUR trips from London to NY...



Strictly Come Dancing 2017: Debbie McGee speechless as Giovanni...



Amar...  
celeb...  
OK!

## 'CRUCIAL maritime sector must be protected after Brexit' - Industry boss warns Government







Department  
for Environment  
Food & Rural Affairs



Department for  
Business, Energy  
& Industrial Strategy



Department for  
International Trade



Department  
for Transport



HM Treasury



Department for  
Digital, Culture  
Media & Sport



Ministry  
of Defence



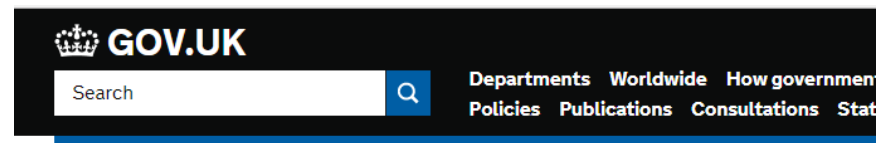
Department  
for Education



Home Office



## 2) Promoting the UK's offer



[Home](#)

News story

### UK government ministers attend first maritime trade mission in China

International Trade Minister, Mark Garnier and Maritime Minister, John Hayes, will visit China this week to attend 'The Golden Era: Sino-UK Maritime Trade and Investment Forum'.



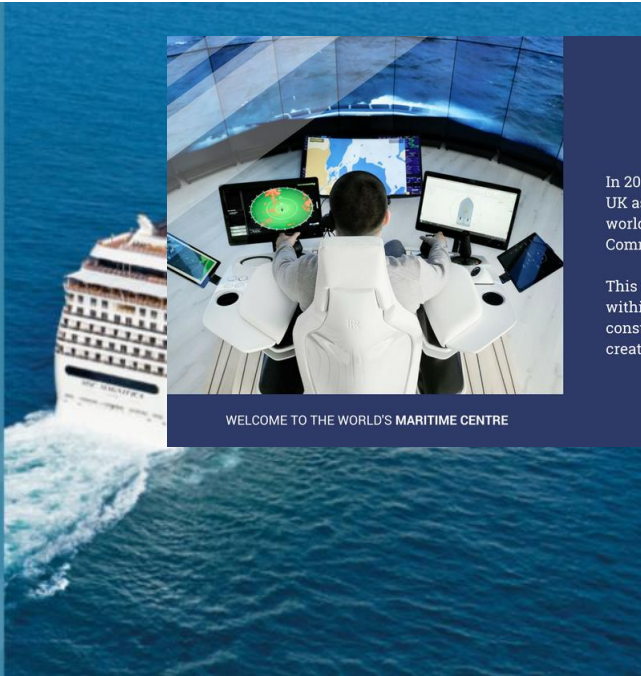
International Trade Minister, Mark Garnier MP,

Ministers attend first maritime trade mission in China

“

The UK was the natural choice for our relocation. It's a world-leading maritime centre, built upon strong maritime heritage, with a competitive business environment and access to skilled and experienced professionals. The UK offers an unrivalled cluster of expertise and services to global maritime businesses. This foundation, coupled with a rapidly growing domestic cruise market, made the UK the obvious and natural choice for our move.

Emilio La Scala,  
President & Managing Director,  
MSC CRUISE MANAGEMENT



WELCOME TO THE WORLD'S MARITIME CENTRE



In 2017, the Global Innovation Index ranked the UK as the fifth most innovative country in the world, and the world's leader in Information Communication Technology innovation.

This culture of innovation is embedded within the UK's maritime sector, driving us to constantly innovate, challenge existing norms, create new technology and deliver progress.



## Blog Posts

Blog: British technology, innovation, thought-leadership and regulatory know-how creating future of maritime autonomy

# Bringing the best of Britain to the world



NEWS FEATURES MAGAZINE NEWSLETTER BLOGS DIRECTORY SUBSCRIBE



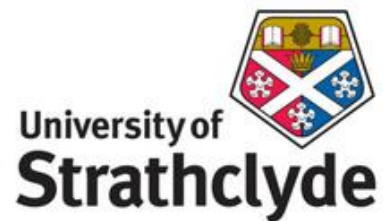
Twitter LinkedIn 82 Google+ Facebook Like 35 Share

## U.K. Develops Autonomous Systems Code of Practice












### 3) Working in partnership with HMG

SPLASH24/7

[HOME](#)
[SECTOR](#)
[REGION](#)
[MARITIME CEO](#)
[CONTRIBUTORS](#)







# Maritime 2050 will help shape the future of the industry

 Department for Transport

[Home](#) / [Region](#) / [Europe](#)

## Maritime 'central' to Theresa May's new industrial strategy

SEPTEMBER 21ST, 2016  IAM CHAMBERS  EUROPE  9 COMMENTS

Maritime is central to the new Theresa May-led government, the UK's transport minister said yesterday.

### Scandinavia leading the way in maritime innovation

Having lived in China for many years, news that a giant hole was to be blasted in a mountain to...

MAR 16TH, 2017 IN | TECH

### The Alliance creates first liner emergency fund in the wake of Hanjin's demise

With just over three weeks left

### Rupert LNG project

MAR 13TH 9:16 AM

ABG Prime spunks nearly \$11m for Dong-A Penins

MAR 13TH 7:51 AM


ABG HSH Nordbank dismisses Rickmers Maritime's latest restructuring plan

MAR 13TH 7:39 AM

OOCL outlines battle plan for 'turbulent times'

To deliver a personalised, responsive service and to improve the site, we remember and store information about how you use it. This is done using simple text files called cookies which sit on your computer. By continuing to use this site and access its you are consenting to our use of cookies. To find out more about the way Informa uses cookies please go to our [Cookie Policy](#) page.

informa -





 It's List  
Magazine Editors

[Not a subscriber?](#) Call us on +44 (0) 20 3273 7192 or email [subscriptions.enquiries@brookland.com](mailto:subscriptions.enquiries@brookland.com)  
[Having Problems?](#) Call us on Tech

[H. Jonathan](#)
[My Account](#)
[Sign Out](#)


[Join now](#)

TAGE: United Kingdom | LOW | Technology and Innovation


EMAIL  PRINT  BOOKMARK  SHARE 

## Maritime UK calls for public spending on National Maritime Research Centre

03 Aug 2017 NEWS



by Helen Kelly  
[@helenkelly11](#) [helen.kelly@informa.com](#)



2017 Winners revealed

MarineCity

Trade promotion body makes bid for government funding as part of post-Brexit industrial strategy

## MARITIME SECTOR DEAL

*To be the world's leading maritime nation*

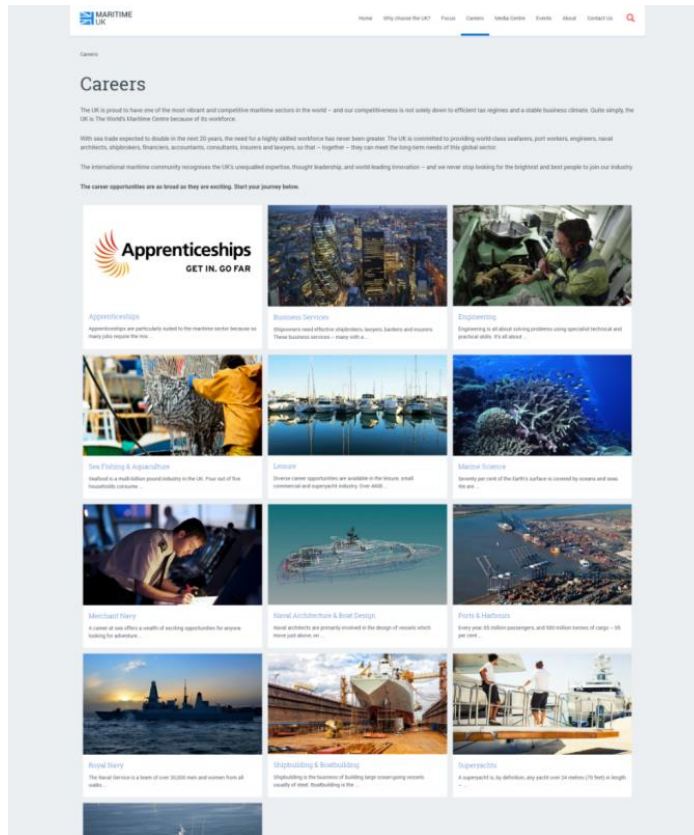
[Industry's sector deal submission – March 2018] Draft 1 – 02/03/18



x0,000 new jobs, c£x00m new GVA and £x00m new annual exports through developing the UK's leading position in the global maritime market.



# 4) Skills and careers



**Careers**

The UK is proud to have one of the most vibrant and competitive maritime sectors in the world – and our competitiveness is not solely down to efficient tax regimes and a stable business climate. Quite simply, the UK is the world's Maritime Centre because of its workforce.

With new trade expected to double in the next 20 years, the need for a highly skilled workforce has never been greater. The UK is committed to providing world class seafarers, port workers, engineers, naval architects, shipbuilders, designers, accountants, consultants, insurers and lawyers, so that – together – they can meet the long-term needs of this global sector.

The international maritime community recognises the UK's unparalleled expertise, thought leadership, and world-leading innovation – and we never stop looking for the brightest and best people to join our industry.

The career opportunities we are proud as they are exciting. Start your journey below.

<p><b>Apprenticeships</b> GET IN. GO FAR</p> <p>Apprenticeships are particularly suited to the maritime sector because so many jobs require the mix of practical training and theoretical study which is at the heart of the apprenticeship model. From managing a busy port to catering on a cruise ship, from navigating the open sea to fitting a customer's yacht where to clean it, from building a fast ferry to strong it, the maritime sector offers a wide and growing range of apprenticeships as the starting point for some very rewarding careers.</p> <p>Apprenticeships are jobs which mixing practical training on the job alongside a more rigorous college, and more theoretical study. They're designed to give apprentices a strong foundation for their career, and the fact that so many career people in the industry started their careers as apprentices is powerful evidence of just how successful apprenticeships are.</p> <p>It's no wonder that governments throughout the UK are keen to encourage businesses to offer more apprenticeships, providing subsidies to all sizes of businesses, with particularly generous packages for smaller firms.</p> <p>For individuals, apprenticeships have the major attraction that apprentices get a wage while they are learning – rather than accumulating debt as students do.</p>	<p><b>Business Services</b> Engineers need effective shipbuilders, designers, lawyers and insurers. These business services – more with a...</p>	<p><b>Engineering</b> Engineering is at about taking problems using specialist technical and practical skills. It's all about...</p>
<p><b>Sea Fishing &amp; Aquaculture</b> Seafood is a multi-billion pound industry in the UK. From cod of the North Sea to salmon...</p>	<p><b>Leisure</b> Several career opportunities are available in the leisure, retail, commercial and support industry. From...</p>	<p><b>Marine Science</b> Twenty per cent of the Earth's surface is covered by oceans and seas. We are...</p>
<p><b>Merchant Navy</b> A career at sea offers a wealth of exciting opportunities for anyone looking to advance...</p>	<p><b>Naval Architecture &amp; Boat Design</b> Naval architects are primarily involved in the design of vessels which move past others, at...</p>	<p><b>Ports &amp; Harbours</b> Every year 15 million passengers, and 100 million tonnes of cargo – 15 per cent...</p>
<p><b>Royal Navy</b> The Royal Service is a team of over 30,000 men and women from all walks...</p>	<p><b>Shipbuilding &amp; Boatbuilding</b> Shipbuilding is the business of building large seagoing vessels, mostly of steel. Boatbuilding is the...</p>	<p><b>Superyachts</b> A superyacht is, by definition, any yacht over 24 metres (79 feet) in length...</p>



**Careers**

## Apprenticeships

Apprenticeships are particularly suited to the maritime sector because so many jobs require the mix of practical training and theoretical study which is at the heart of the apprenticeship model. From managing a busy port to catering on a cruise ship, from navigating the open sea to fitting a customer's yacht where to clean it, from building a fast ferry to strong it, the maritime sector offers a wide and growing range of apprenticeships as the starting point for some very rewarding careers.

Apprenticeships are jobs which mixing practical training on the job alongside a more rigorous college, and more theoretical study. They're designed to give apprentices a strong foundation for their career, and the fact that so many career people in the industry started their careers as apprentices is powerful evidence of just how successful apprenticeships are.

It's no wonder that governments throughout the UK are keen to encourage businesses to offer more apprenticeships, providing subsidies to all sizes of businesses, with particularly generous packages for smaller firms.

For individuals, apprenticeships have the major attraction that apprentices get a wage while they are learning – rather than accumulating debt as students do.

Apprenticeships are currently available for crew in the shipping sector (particularly ferries and cruise ships), with roles both on deck and in the engine room, for crew on the Thames and other inland waterways (including the business waterway), and for waterfront operations (mostly supporting the construction sector).

There is a specialist boatbuilding apprenticeship covering both building and repair for all types and sizes of boats and yachts. And there are many related apprenticeships in the engineering field.

Ports offer apprenticeships for port operations and a wide range of engineering and other roles.

In marinas and harbours there are apprenticeships for the people who move and maintain, and clean customers' boats and yachts.

And of course there's a huge range of apprenticeships in the Royal Navy, and in the Royal Fleet Auxiliary (the civilian fleet which supplies Royal Navy vessels at sea).

The list is growing all the time, with more apprenticeships being prepared for marine pilots and port management roles, for coastguard operations, for commercial roles in ports as agents for shipping companies, and for ship's catering crew and super yacht crew.

The Maritime Skills Academy has further information on apprenticeships in inland waterways, marinas and harbours, marine pilots, the Merchant Navy port operations (including the Royal Navy's own sailing and waterfront).



## Maritime Apprenticeships

### Your Future Their Future Our Future

Department for Transport

MARITIME UK







Fairplay > [Safety & Regulation](#)

## 'We can and must do more' to persuade women to take up maritime careers

Nicola Good, Executive editor | 11 September 2017

Print

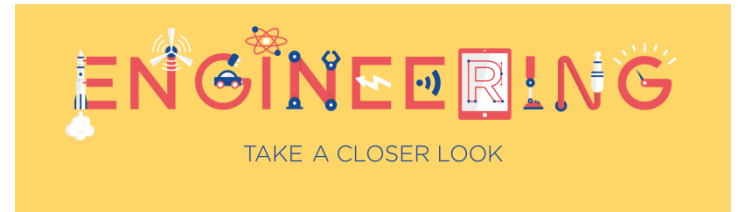


12 → What do employers in your sector do when faced with hard-to-fill vacancies?

- ☐ A Employ agency labour
- ☐ B Recruit overseas
- ☐ C Make do with someone more junior
- ☐ D Delay work
- ☐ E Lose business

5% completed

Powered by Typeform



## 5) Regional Cluster Development



**Maritime UK** 🇬🇧 @MaritimeUK · Mar 20  
The UK boasts a network of world-class maritime clusters. Learn about the Solent, Scotland and Merseyside here: [linkedin.com/pulse/spotligh...](https://www.linkedin.com/pulse/spotlight-maritimation) #maritimation  
Solent LEP and Mersey Maritime

### Maritime UK to open office in Liverpool

08 Mar 2018 | NEWS



by Helen Kelly  
@HelenKelly\_LL | [helen.kelly@informa.com](mailto:helen.kelly@informa.com)

News Education Zone Hillsborough Grady's Inferno Contact Us National News About Us

24th January

### Maritime regions to meet for the first time in Birkenhead

Lauren Jones  
Multimedia Reporter

