



PERSONAL INFORMATION

Name	JOL, FRANS
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E-mail	jolfrans@gmail.com, info@jolconsultancy.com
Web site	www.jolconsultancy.com
Nationality	Dutch
Status	Married
Date of birth	09 FEBRUARY 1953

WORK EXPERIENCE • Dates (from – to) : February 2018 – current

Name and address of employer	Sogester Sociedade Gestora de Terminais, SA Angola
Occupation	CEO , responsible for and to the Board of Directors of the shareholders GF Local MPLA Partners. Also holding CCO , Chief Commercial Officer during these years.

Sogester operates in Luanda and Namibe as two main Sea Ports in Angola and operate two Inland/ICDs in Angola.

- Angola is challenging working area due to foreign payment restrictions, FX issues and Government involved via local partner.
- After several golden years, recession arrived, and Government changed; now we need to rebuild the country to a modern place with European ambitions to operate Ports and ICDs.
- Rebuild during 1st year and continue the complete organization from local Management to Country responsibility.
- Finalized Implementation IFS-10 financial system and Solvo for Operational needs.
- Finalized re-organization HSE, CCTV and entrance control via RFID and scanners.
- Implementing RTE, reefer-monitoring system in all locations.
- Complete reorganized IT department and ways to work for future incl. above projects and ways to work with Clouds storages and Apps implementations.
- Implemented Senior Managers bi-weekly meetings, Management monthly meetings and young talent monthly presentations.
- Completely changed our Port in Namibe from no management to completely controlled Port (General cargo, bulk, Fish and Containers).
- Introduced three monthly company Magazine.
- Introduced social program for Hospitals, schools around port area.
- Created European ICDs looking interports.

• Dates (from – to) **January 2016 – September 30, 2017**

• Name and address of employer	Mersin International Port (MIP), Mersin, Turkey
Type of business	Concession Port operator for the complete port of Mersin. Incl. containers, General Cargo, bulk, RoRo, livestock, Oil, passenger vessels, Turkish and NATO Navy and Marine operations (pilots-tugboats-mooring men).

Occupation	Managing Director , responsible for and to the Board of Directors of the two shareholders PSA, Singapore and Akfen Holding, Turkey.
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In September 2017 shareholders structure changed, new shareholder came in and PSA Took majority shares and wanted directly an own PSA MD at this location.

- Container Operations: including CFS, empty Depots, and logistics services.
1.48 million TEUS for 2015, 1.5 in 2016 and 1.6 million Teus expected 2017
Opening East Med Hub, new berth 500 m, 4 STS (49 Hight and 24th rows).
Full of day one. Capacity total 2.6 million TEUs. 1.5 KM yard
All Worlds major consortia calling Mersin after Management actions.
1000 CFS containers per day – 9000 gate moves per day.
66-67% Ebitda on all container traffic or 180 million USD.
- General Cargo and Bulk:
8-9 million tons in 2016/2017, from steel, cereals, cement, coal, fertilisers, oil, pasta, grains, wheat, soybeans 'clinkers'.
- RoRo Services:
Several calls per week to from Cypress and East Med ports and direct connection
Two x per week to Trieste, Italy.
- Livestock:
at least 4 vessels per week livestock (goats – cheap – cows)
- Marine department:
MIP has own Pilots and Tugboats and Moring men crew and vessels in total 120 people. 5 Tugboats, 5 mooring boats and 2 pilot vessels.
- Total vessels 2016:
3632 vessel calls and 8081 ship manoeuvres.
- Total workers MIP:
Labour of 1992 own MIP workers and approx. 500 third party labours.

• **Dates (from – to)** **AUGUST 2013 - August 2015**

- Name and address of employer **TIL (Terminal investment Limited)**
Type of business Investing and controlling Terminals around the world for Mother company MSC.
- Occupation Operations Director, responsible for and in the Board of Directors of 8 terminals around The world. Terminals in my Portfolio: MPET Antwerp, MSCTV Valencia, Assan Port, Turkey, RTC, Rome Italy, Libya, PSA-Sines Portugal, ITL- Exolgan (ITL) Argentina, MPAT Singapore.
15 million TEUS and 1 billion US\$ revenue in my portfolio and divided over 200 Million US\$.
- Belgium: MPET: Relocation 6 million teus terminal from right side banks in Antwerp to left side of the river and increasing the terminal to 9 million teus with 42 quay cranes. Member of weekly Diamond committee, Member of Steering Committee and Board Member MPET.
- Portugal: PSA-Sines increase the terminal to 2 million teus by finalizing feeder berth and automation project to automate RTGs to full automate.
- Spain: MSCTV in Valencia upgrade terminal to handle 19.000+ vessels by increasing the height of all cranes, including widening of the booms and including upgrade of quay and terminal structures to handle this 2 million teus facility.
- Argentina: ITL, increased capacity to handle 2 million teus, including upgrade warehouses and trucking facilities in Brazil, Uruguay and Argentina.
- Turkey: Assan Port, increase capacity with 2 off docks around the port area for storage of containers (full and empty), upgrade the terminal for 14K vessels and started

- Dates (from – to) MARCH 2009 – AUGUST 2013
- Name and address of employer **JOLCONSULTANCY BV, HOLLAND + ESOWARE BV, HOLLAND**
- Type of business or sector JOLCONSULTANCY: CONSULTANT FOR PORTS & TERMINALS & DRYPORTS, OPERATIONAL AND COMMERCIAL.
ESOWARE: SOFTWARE FOR PORTS & TERMINALS & DRY PORTS
- Occupation or position held JOLCONSULTANCY: PRESIDENT
ESOWARE: MANAGING DIRECTOR

Additional functions

PUBLIC RELATION MANAGER AND ACTIVE MEMBER OF S.M.D.G. GROUP
(USER GROUP FOR SHIPPING LINES AND CONTAINER TERMINALS AROUND THE WORLD TO IMPLEMENT AND DEVELOP EDI LANGUAGES AND SYSTEMS ACCEPTABLE IN EVERY CONTINENT AROUND THE WORLD).
MEMBER OF THE EIRAC BOARD:
(EUROPEAN RESEARCH ADVISORY COUNCIL)
BOARD MEMBER GENMAR, SOCIETE MARITIME GENMAR, TUNISIA
CONSULTANT FOR THE ATTACHED COMPANIES

- • Dates (from – to) **1995 – MARCH 2009**
- Name and address **SALERNO CONTAINER TERMINAL, ITALY**
- Type of business or sector **CONTAINER TERMINAL, 500.000 TEUS CAPACITY + GENERAL AND PROJECT CARGOES**
- Occupation or position held **CEO – Managing Director**

Salerno container terminal handled 50.000 TEUS and changed terminal to be able to handle maximum all vessels smaller than 275 m length and draft of 10.5 m, Salerno known in the world to be the fastest operational mobile crane terminal and no 1 in TOS/EDI for the lines during that period.
P&O – Nedlloyd – Sealand – Farrell Lines – Maersk – Senator – Hanjin- Hapag Lloyd – Hamburg Sud – UASC – Messina line all changed from Naples to Salerno for this sublime service level.

Dates (from – to) 1995 - 2009

- Name and address of employer **Gallozzi Group, Salerno , Italy**
- Type of business or sector Shipping Agency, Container Terminal , Feeder Operator , Software house , trucking company
- Occupation or position held General Manager of Gallozzi Group, Director and Board Member Med Feeder Company Malta, Director Esoware.
- Main activities and responsibilities Management of all Holding companies on daily basis and incl. Board Position in each single company.

Additional functions

PUBLIC RELATION MANAGER AND ACTIVE MEMBER OF S.M.D.G. GROUP
(USER GROUP FOR SHIPPING LINES AND CONTAINER TERMINALS AROUND THE WORLD TO IMPLEMENT AND DEVELOP EDI LANGUAGES AND SYSTEMS ACCEPTABLE IN EVERY CONTINENT AROUND THE WORLD).
BOARD MEMBER OF I.P.O.N.
(INTERNATIONAL PORT OPERATORS NETWORK), TO SUPPORT AND DEVELOP RELATIONS BETWEEN EUROPEAN PORTS IN COMMERCIAL, SYSTEMS AND INFORMATION TECHNOLOGIES
MEMBER
Member of the Eirac Board:
(European Research Advisory Council)
Board Member of T.I.N. (Terminal Intermodale Nola)
Executive Director.
Member of OPIG (European Performance Improvement Group) (Hamburg, Bremerhaven, Rotterdam, Felixstowe, Antwerp (all terminals min. 1.5 mill. Teus).

- Dates (from – to) **1992 – 1995**
- Name and address of employer **La Spezia Container Terminal, Italy**
- Type of business or sector Container Terminal part of Contship Group, capacity 750k – 1.2 million Teus today.
- Occupation or position held Marketing and Sales Director

- Main activities and responsibilities
 - Responsible for all commercial activities and helping to increase local knowledge by taking them around all other terminals. Involved in Savona Vado - Xiamen and Gioia Tauro projects

- Dates (from – to)
 - Name and address of employer
 - 1989-1992**
 - P&O Containers, Rotterdam, Holland**
 - Shipping & Logistic Company
 - General Manager Group Operations Continental Europe
 - Responsible for Continental Europe, all logistics and shipping movement for 14 P&O trades in 18 countries and over 350.000 container movements on a budget of Pds 85 mil.

- Type of business or sector
 - Occupation or position held
 - 1987-1989**
 - P&O Containers, Rotterdam, Holland**
 - Shipping Company
 - Marine manager Europe (All USA Services) North Europe and Mediterranean
 - Senior Marine Manager European Tonnage Center (VSA)
 - Commercial Representative P&O and overall responsibility European Tonnage Center for VSA (P&O – Nedlloyd – Maersk – OOCL – Sealand)
 - Responsible for stowage all USA vessels
 - Responsible tonnage center VSA vessels for Europe for stowage's, operations and services.
 - Responsible for commercial P&O issues inside the tonnage center and responsible for P&O to run the center and overall responsible of operations.
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- Main activities and responsibilities
 - Dates (from – to)
 - Name and address of employer
 - 1980-1987**
 - Trans Freight Lines, Rotterdam, Holland (Company was sold to P&O Containers)**
 - Shipping company
 - Vessel planner for Rotterdam
 - Vessel planner for all European Ports
 - Marine Manager for Europe
 - TFL representative in Nedlloyd office during first cooperation in joint service
 - Responsible for vessels dry-docking
 - Costs control / Budgets

- Main activities and responsibilities
 - Responsible for vessel stowage's, vessel schedules and operations in all ports, responsible to set Up vessel planning system.

- Dates (from – to)
 - Name and address of employer
 - 1977 - 1980**
 - Seatrain Lines, Rotterdam, Holland (Company was sold to Trans Freight Lines)**
 - Shipping line
 - Vessel planner for Rotterdam and responsible for Captains room
 - Responsible for operations and stowage's of all vessels at the Port of Rotterdam and for custom clearance and agency work of all ships including tankers in the Port of Rotterdam

- Main activities and responsibilities
 - Dates (from – to)
 - Name and address of employer
 - 1969 - 1975**
 - Shell Tankers, GB Broere Tankers, United Shipping Corporation**
 - Shipping Lines (Tankers & General Cargo)
 - AB then ass. Pump man and last 4 years Second Officer
 - Responsible for duties on board of those vessels from cargo handling to Navigation / bridge duties

EDUCATION AND TRAINING

- Dates (from – to)
 - Primary school : 1959-1965
 - Secondary school : 1965 -1968
 - Nautical school : 1968- 1969

Nautical College : 1975 -1978

MOTHER TONGUE

DUTCH

OTHER LANGUAGES

[Specify language]

- Reading skills
- Writing skills
- Verbal skills

ENGLISH : EXCELLENT , ITALIAN : GOOD

ENGLISH : EXCELLENT , ITALIAN : GOOD

ENGLISH : EXCELLENT , ITALIAN : GOOD

TECHNICAL SKILLS
AND COMPETENCES

ABLE TO WORK WITH ANY KIND OF COMPUTER SYSTEMS AND LARGE KNOWLEDGE OF TERMINAL PLANNING, VESSEL PLANNING AND EDI. DURING TFL AND P&O PERIOD BUT ALSO DURING MY WORK IN GALLOZZI I WAS RESPONSIBLE FOR SELLING AND DEVELOPING TERMINAL SYSTEMS. USING COGNOS AND OTHER TOOLS IN TIL.

DRIVING LICENCE(S)

Dutch driving license B

ADDITIONAL INFORMATION

RELEVANT PAPERS AVAILABLE IF NEEDED