



CONTROLUNION



MUST event

June 2014 Amsterdam

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PETERSON  **CONTROLUNION**

Global Reach– Local Presence



Our core values are

honesty, integrity, safety, entrepreneurship, Innovation

respect for people, society and environment.



Peterson & Control Union

- Since 1920
- Headquartered in Rotterdam
- Independent non-listed privately owned (family) company
- Strong financial basis with diversified operations
- Located worldwide (70 countries – 128 Major Ports)
- 3500+ employees
- > EUR 750 MIO Turnover

We emphasise local commitment by employing local people.


OUR ACTIVITIES

- Commodity Inspections
 - Logistics
 - Laboratory Services
 - Collateral Management Services
 - Certifications
 - Industrial Inspections
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Peterson/Control Union vs TNO/NIOZ/IMARES

- Cooperation since 2005
- 1st Project – Portable Salmonella water testing **X**
- 2nd Project – Corrosion prediction in Harsh environments at sea **X**
- Present Project – Ballast water control systems **V**

Lessons Learned

- Knowledge institute must approach a project SMART
 - Knowledge institute Must appoint a projectleader w/ commercial skills
 - Project must be treated according a business case model
 - Do not develop things what nobody needs
 - What is in it for me ? (mutual expectations must be transparant)
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FUTURE DEMANDS ON INNOVATION

- Increased focus on Maritime Pollution
 - Increased demand for controllability of cargoes
 - Increased demand for marine contamination
 - Salt water ~ Sweet water Transition
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Questions ??