

June 30th 2019

NOT ALL THAT GLITTERS IS GOLD. PART 2 : A MISUNDERSTANDING OF MR. MORTOLA.

In the first part we gave a brief overview of the protocols signed on March 28, 2017 in the Netherlands during the state visit of President Macri .

2 years passed and now we should raise some questions.

We gave a link to the full English text of the public report, given by the Dutch authorities, which contain clear proofs of the high expectations of great benefits that these protocols would have for Argentina.

This is the speech of March 28th 2017 by Prime Minister Mark Rutte at a lunch offered by the Dutch government on the occasion of the Argentine State Visit to the Netherlands:

Ladies and gentlemen, Mr. President, Excellencies, ladies and gentlemen.

President Macri, it is an honor to welcome you to The Hague.

You represent the country that produced the best footballer of all time, after Johan Cruyff, of course.

And the country that gave us the most popular Pope in decades, not to mention the Queen of Holland.

Clearly, Argentina has much in its favor, and I know you believe this also.

Once you said: 'If we Argentines dare to unite, we will be unstoppable.'

And that is precisely what we are going to talk about today.

About what happens when Argentines come together and what happens when the Dutch join?

And even better, what happens when our two countries join and join forces.

I "poldeo" ", yor" poldeas ", he" poldeas ".

That was the head of a column in the newspaper La Nación last year when the Dutch Minister of Agriculture, Martijn van Dam, visited Argentina.

In that column, the journalist Felix Sammartino, explored the Dutch "polder model".

He cited a familiar saying: "God created the earth, but the Dutch created Holland."

And it is true, our ancestors refused to be defeated in their battle against water.

Instead, they made the water work for them and turned it into land.

The province of Flevoland owes its existence to the drainage of the Zuiderzee, an inland sea.

Building dikes, draining water and keeping polders dry required consultation and consensus.

And, as Sammartino discovered, that is the secret of the Dutch polder model.

It is what turned an old Dutch noun of reclaimed land (the word "polder") into a new verb that means "Search for dialogue and consensus".

Anyone studying Dutch history knows that dialogue and consensus are constant themes.

That was true in the seventeenth century, when provinces, cities and statesmen had to reach an agreement.

And it's still true today, two weeks after the parliamentary elections.

Right now, Dutch politicians are busy exploring options for a new government coalition, looking for the things that unite them.

You have been a politician as much as I am, you will have to learn what it is to "pólderear".

A personal highlight of my career was the agreement we negotiated in 2013 with Dutch employers and unions.

The economy had hit a low point.

We knew we had to make reforms to boost economic growth and employment.

But we couldn't do it alone.

We had to have the Dutch on board.

And we did it. When it comes to pushing, the Dutch always return to the “polder model”, and it never disappoints us.

That is why we also want to share our approach with other countries.

President Macri, Argentina has embarked on an impressive reform program.

And I know that you are studying with interest the Dutch model of dialogue and consensus.

As you said, 'We have to take the confrontation away from the center of politics.

With the fight, nobody wins; With the dialogue, everyone wins.

And with that in mind, I am delighted that we have signed a Memorandum of Understanding aimed at exchanging knowledge about the dialogue between employers, unions and public authorities.

An adequate illustration of the close link between our countries.

Your reform program is already paying off, Mr. President.

Since the end of 2016, the Argentine economy has grown again and, for this year, the IMF has projected a growth rate of 2.7 percent.

You are working to build an open economy and foster international trade. These are positive signs at a time when many are retreating behind their borders.

Your perspective matches the Netherlands, as a small maritime trade nation that has always looked beyond its own borders.

Like you, we aim at inclusive globalization.

This offers a margin to further expand our strong partnership. In economic areas.

For example, there are many opportunities in sectors such as agrifood, water and logistics.

We have seen it clearly in the last two days.

Ladies and gentlemen, as I believe that our King and Queen can testify personally, if the Argentines and the Dutch unite, we are “unyielding”.

And to finish we shall start with the saying of La Nación: Nosotros poldeamos! Many thanks.

AND THESE WERE THINGS THAT GLITTERED!

(Nota: INSERTRAR FOTO DEL ARTICULO EN ESPAÑOL).

BUT NOT ALL THAT GLITTERED, WAS GOLD.

We shall begin with this photo that Mr. Mortola circulated in his tweet of March 1, 2019 , with the following text

In this image you can see the good relationship between the Dutch ambassador and A.G.P. said Mr. Mórtola.

We received the Ambassador of the Kingdom of the Netherlands in Argentina, Mr. Roel Nieuwenkamp.

We talked about the progress of our Federal Port of B.A. and the importance of strengthening international maritime trade.

But neither in this tweet, nor in his repeated interviews and meetings, Mr. Mortola mentioned his unpleasant experiences when he began his contacts with Mr. Reyer Will of the Port of Rotterdam in April 2017.

Just as he stated in his very frequent news, he thought that PoR would do everything for free .

It is clear that Mr. Mortola had never heard an old worldwide known saying in maritime and commercial environments, with what my new friends at the Dodero company greeted me in 1956: This old saying is: "In business there is nobody like the Dutch, they give very little and ask very much. "

If Mr. Mortola would have had more experience in these matters, he would have certainly have heard it somewhere.

It turned out that Mr. Will told him, that Port of Rotterdam would not make a Plan for the Modernization of the Port of Buenos Aires for free!

POR WOULD NOT DO ANYTHING FOR FREE, BUT HE REQUESTED A LOT.

Apparently too much as assessed by Mr. Mortola.

And that's why he continued with the advice of the Port of Valencia!

This was another case, where **NOT EVERYTHING THAT SHINED, WAS GOLD.**

And also that the expensive, could be cheaper at the end.

For reasons that are difficult to understand, Mr. Mortola continued to constantly state that the PoR would be his main advisor.

But questions about it never received answers from A.G.P. or from PoR.

However, although there is **NO** written record, on September 20 in La Rural, Mr. Lopez Saubidet stated in his presentation with the title "PUERTO BUENOS AIRES, PUERTO COMPETITIVO", **THAT THE MODERNIZATION PLAN OF THE PORT OF BUENOS AIRES WAS CARRIED OUT ONLY WITH THE COUNCILS OF THE PORT OF VALENCIA.**

More details of that exhibition in a September entry in this blog.