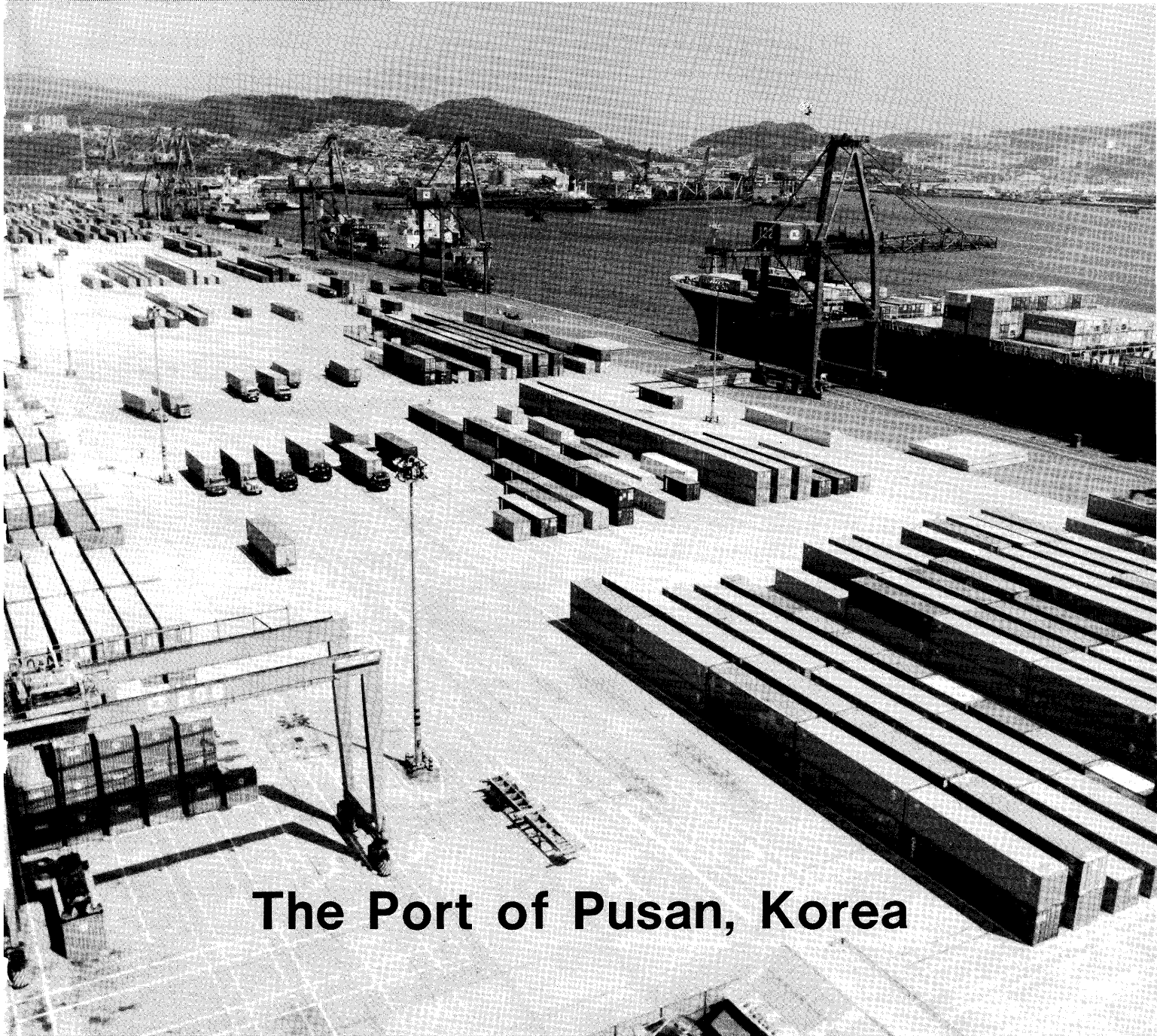


PORTS *and* HARBORS

November, 1985 Vol. 30, No. 11



The Port of Pusan, Korea

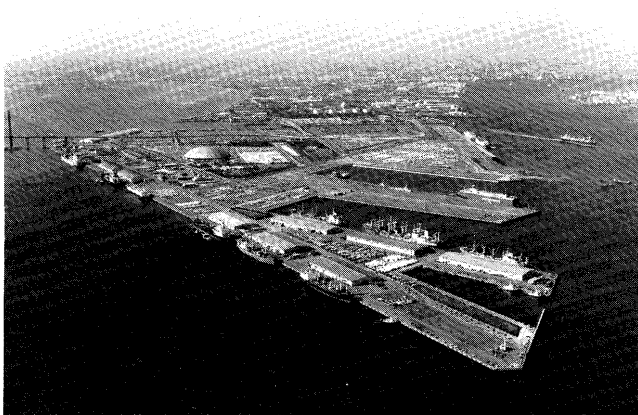
The Publisher: The International Association of Ports and Harbors

Kotohira-Kaikan Bldg., 2-8, Toranomom 1-chome, Minato-ku,
Tokyo 105, Japan

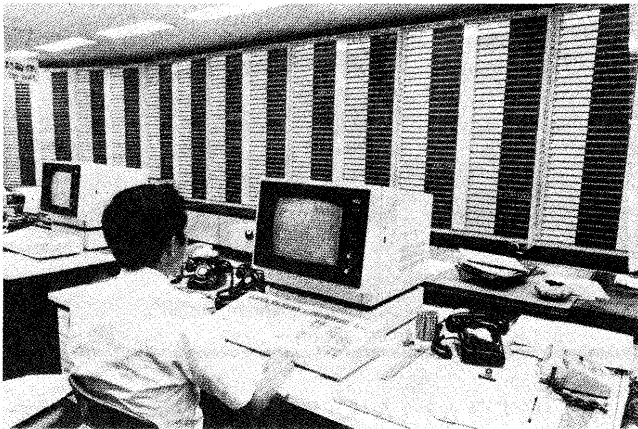
PORT of NAGOYA

Your entrance to everywhere in Japan.

convenient



rapid



efficient



sophisticated

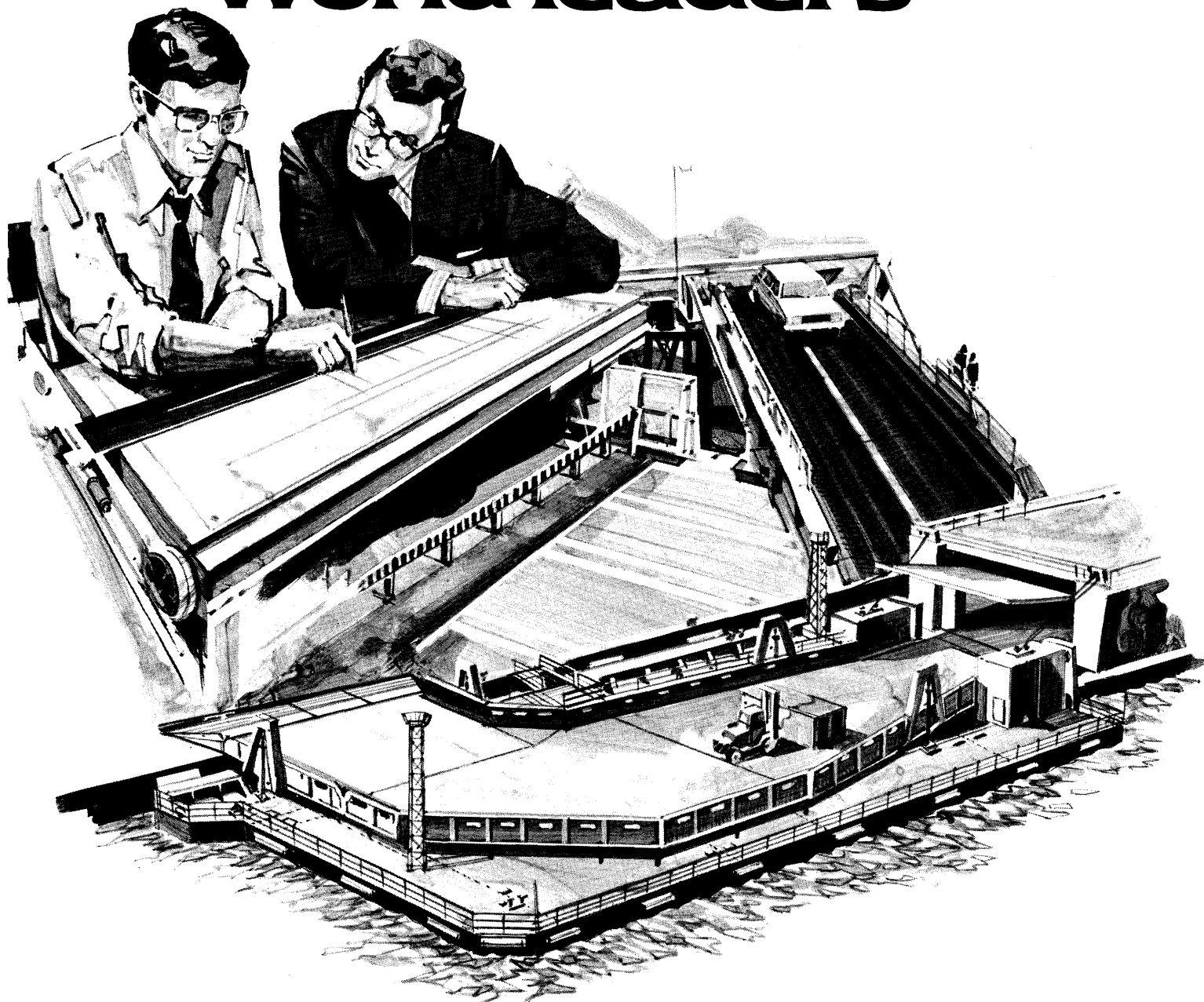
Central Japan is the fastest growing industrial area in the country. And Nagoya Port is the very heart of this exciting activity. Last year we handled more than 100 million tons of cargo. Completely modernized and completely containerized, we're growing year by year. By rail, truck or ship we move your cargo faster, more efficiently and more economically.



NAGOYA PORT AUTHORITY

8-21 IRIFUNE 1-CHOME MINATO-KU
NAGOYA 455-91 JAPAN
TELEX : 4463816 NPA J
PHONE : (052) 661-4111

When it comes to linkspans, we're the world leaders



MacGregor-Navire has over thirty linkspans installed around the world.

They're chosen because they can be installed quickly, with off-site construction resulting in minimum port disturbance.

They're easy to relocate as the port expands.

And they're tailor-made to suit local port requirements, sea bottom conditions, tidal conditions and ship threshold heights.

And as Ro-Ro equipment design is one of our principal activities, every linkspan benefits from our expertise in foreseeing future Ro-Ro port development.

So, when it comes to linkspans, best come to MacGregor-Navire.

MacGregor-Navire Port Equipment AB,
Box 8991, S-402 74 Gothenburg, Sweden.
Telephone: (31) 23 50 20. Telex: 20826.

MacGREGOR
NAVIRE



A VERY SURE MOVE

The Port of Hamburg: Speed And Accuracy

International economics fluctuates and changes from day to day. The selection of the right port is no easy task when this change is to be fully grasped so as to be positively reflected in one's business.

The Port of Hamburg has regular direct services to all corners of the world. And that for Japan is established at an average of one service a day. If you are having difficulties with losses incurred in relation to time and expenses, then Hamburg is the port to solve your problems.

Conveniently located and having substantial facilities, the port of Hamburg guarantees speed and accuracy in

such functions as storage, control, assorting and container handling. Stable labor power is always available since the labor force at the port is virtually strike free. The Free Zone covering all important port areas allows transit cargo to pass through duty-free making the port all the more attractive.

The Port of Hamburg has overseas offices in New York, Tokyo, and in major cities of the world and is ready to service you most efficiently to the final destination of your cargo. The gate-way to Europe cultivated by history . . . Port of Hamburg. Consider us first when entering Europe.

 **Port of Hamburg**
Marketing and Public Relations (Regd. Assn.)
The Gateway to Europe's Markets

The Free and Hanseatic City of Hamburg.
Representative Office in Japan.

Irisu Bldg. 3-12-18, Kamioosaki Shinagawa-ku, Tokyo 141
Tel. 03/443-4111

The Representative: Mattentwiete 2, 2000 Hamburg 11, Tel. 040/36128-0
Local Representatives in Germany: North Germany Tel. 040/234252
Frankfurt Tel. 0611/749007 Munich Tel. 089/186097
Duesseldorf Tel. 0211/482064/65 Stuttgart Tel. 0711/561448/49
Local Representatives outside Germany: Vienna Tel. 0222/725484
New York Tel. (212)-5148 220/21 GDR, CSSR Tel. 040/365620
Budapest Tel. 319769 Tokyo Tel. 03/443-4111

• Send us the coupon on the right. You will receive current information on "Port of Hamburg" and other pamphlets related to the port.

COUPON
PH-11



ABOVE: One of six Transtainer® cranes put in service since 1982 by Metropolitan Stevedoring Company, Terminal Island, California. Metropolitan was able to trim

months off normal delivery time by selecting stock units under various stages of construction at Paceco's Gulfport, Mississippi plant.

How to keep truckers happy and keep ships at sea.

Keeping containers moving in your yard is our number-one priority when we build a Transtainer®.

Each one is designed to operate like your terminal — 24 hours a day, day-in and day-out.

Less downtime.

Instead of supplier-specific parts, we use easy-to-get generic parts whenever possible. Replacements are quick and easy. Stocking huge part inventories becomes unnecessary.

You'll cut your downtime to almost nothing. And ships won't have to sit dockside waiting for cargo, while you're waiting for parts.

Engineered for productivity.

Our cabs are designed with your operator in mind. We surround him with large windows for best overall visibility. Build the controls right into the chair, so that everything's at his fingertips. Even insulate the all-steel walls for temperature and sound control.

All to help your operator perform efficiently. React quickly. Safely. And keep his mind on moving containers.

Why gamble?

Like the Paceco Portainer® crane that helped revolutionize the shipping industry, our Transtainer has

become an industry standard.

Nearly 500 Transtainers are in operation worldwide — including the seven units built between 1960 and 1962.

So why buy an ordinary crane when you can have a tried and proven Transtainer working in your yard?

Let us show you how a Transtainer can improve your yard's productivity. Write or call us today, at Paceco, Inc. P.O. Box 3400, Gulfport, MS 39505-1400. (601) 896-1010, Telex 589-924.

PACECO, INC.
A Subsidiary of Fruehauf Corporation

PACECO LICENSEES MITSUI ENGINEERING & SHIPBUILDING COMPANY LTD., Japan; DOMINION BRIDGE- SULZER INC., Canada; HYUNDAI HEAVY INDUSTRIES CO. LTD., Korea; VICKERS HOSKINS DIVISION, Australia; Paceco International Limited — U.K. Licensees of Paceco International Limited ATELIERS ET CHANTIERS DE BRETAGNE, France; DORBYL MARINE (PTY) LTD., South Africa; FRUEHAUF S.A., Spain; NEI CRANES LTD., U.K.; REGGIANE OMI S.p.A., Italy

We are equipped to handle

Dry & Liquid Bulks, General Cargo, Project Shipments, Container & Ro/Ro

*You wouldn't expect less from the finest deep water estuary
in Western Europe*

Clydeport's 400 square miles of river, estuary and sea lochs contain up-to-date and efficient docks and harbours for all types of seaborne traffic in the four ports of:

Glasgow



General and dry bulk berths. Transit sheds and open storage areas. Load and discharge centre for steel and project cargoes. Dockside cranes ranging between 6 and 160 tonnes. Modern granary facility with 176,000 tonnes storage capacity.

Greenock

Deep water container terminal. Dry and liquid bulk berths. 120 tonnes heavy lift crane.

Hunterston

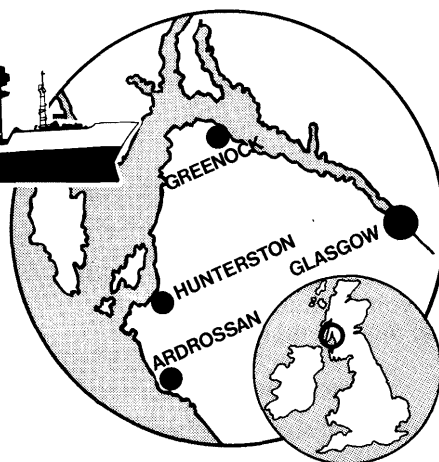
Ore/Coal Terminal



Capable of accommodating bulk carriers of up to 350,000 dwt. Ideally suited as a centre for trans-shipment in addition to its primary function as the importation point for the Scottish steelworks.

Ardrossan

Two ro/ro terminals. Extensive parking areas. Dry and liquid bulk berths. Load and discharge centre for steel and project cargoes.



Marketing Department

CLYDE PORT AUTHORITY 16 Robertson St. Glasgow G2 8DS, Scotland.

Telephone 041-221 8733. Telex 778446.



CLYDEPORT

**SCOTLAND'S
MAJOR
WEST COAST
PORT**

PORTS *and* HARBORS

Published by

The International Association of Ports and Harbors

N.G.O Consultative Status, United Nations (ECOSOC, UNCTAD, IMO)

President:

J. DEN TOOM

Managing Director, Port Management
of Amsterdam, The Netherlands

1st Vice-President

WONG. HUNG-KHIM

General Manager, Port of Singapore
Authority, Singapore

2nd Vice-President

HENRI ALLARD

General Manager, Port of Quebec, Canada

3rd Vice-President

J.K. STUART

Chairman, Associated British Ports, U.K.

Conference Vice-President

CHEUNG, YEUN SEI

Administrator, Korea Maritime and Port
Administration, Korea

Executive Committee Members

AFTAB ALAM

General Manager (Planning & Development)
Karachi Port Trust, Pakistan

J. DUBOIS

General Manager, Port of Le Havre, France

F. GINGELL

Chairman, Fraser River Harbour
Commission, Canada

T. HIROTA

Director-General, Port & Harbour Research
Institute, Ministry of Transport, Japan

F. KOHMURA

President, Nagoya Container Berth Co., Ltd.
Japan

R.P. LEACH

Executive Director, Port of Houston, U.S.A.

J.H. McJUNKIN

Executive Director, Port of Long Beach, U.S.A.

P. OKUNDI

Managing Director, Kenya Ports Authority
Kenya

J. ROMMERSKIRCHEN

Head, Office for Port, Shipping and Transport
Dept. of Economic Affairs, Transport &
Agriculture, City of Hamburg, West Germany

E. SCHÄFER

General Manager, Port of Copenhagen
Denmark

F.L.H. SUYKENS

General Manager, City of Antwerp
— General Management of the Port, Belgium

A.J. TOZZOLI

Immediate Past President of IAPH
New York, U.S.A.

W.D. WELCH

Executive Director, South Carolina State
Ports Authority, U.S.A.

Secretary General: Dr. Hajime Sato

Head Office:

Kotohira-Kaikan Bldg.

2-8, Toranomon 1-chome, Minato-ku

Tokyo 105, Japan

Tel.: TOKYO (591) 4261

Cable: "IAPHCENTRAL TOKYO"

Telex: 2222516 IAPH J

November, 1985 Vol. 30, No. 11

CONTENTS

	Page
IAPH announcements and news:	7 ~ 12
Details of the IAPH Bursary Scheme 1985—1987 — IAPH observes 30th anniversary — Invitation to the IAPH Award Scheme 1986 — Special Port Development Technical Assistance Fund: Contribution Report — Board Resolution on Reception Facilities for Noxious Substances submitted — KMPA preparing for the Seoul Conference — Visitors	
Port Spectrum — Performance Reports:	
Lyttelton Harbour Board	14
Port of Singapore	15
Port of Kelang	16
Port of London	18
Thunder Bay Harbour Commission	19
Massport	20
Port Releases:	
25 Years of Coordination Private Port Promotion: Antwerp	21
Port Authority of Thailand	24
Port Management changes drastically over just a few decades By Professor Dr. H.C. Kuiler	25
Bulk and Breakbulk Trends: Georgia AnchorAge	28
International maritime information:	
World port news:	
Publications	30
Halifax Industrial Park open for business	31
Montreal: A leader on the North Atlantic	32
US Senate agreement on user fees and local cost sharing for navigation projects	33
One million container TEU's during fiscal year 1985: Los Angeles	37
NETWORK: international electronic-messaging system launches: Port Authority of NY & NJ	38
Port of Canaveral Profile	39
Strategic planning study aids SCSPA in meeting industry challenges	41
Le Havre and West Africa	42
ABP announce £2 million development at Ayr	44
Melbourne — Yokohama trade link	46
Pusan Port handles increasing cargo volume	47

The Cover: Pusan Container Terminal, Korea

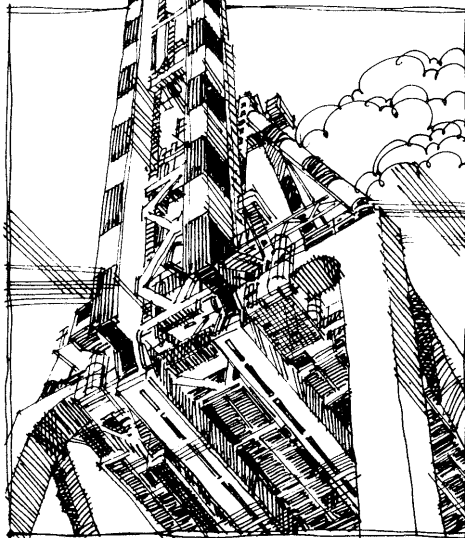
Price US \$3.50 per copy
US \$35.00 per year

The Port of Brisbane has a lot to offer the world.

Every day it handles —

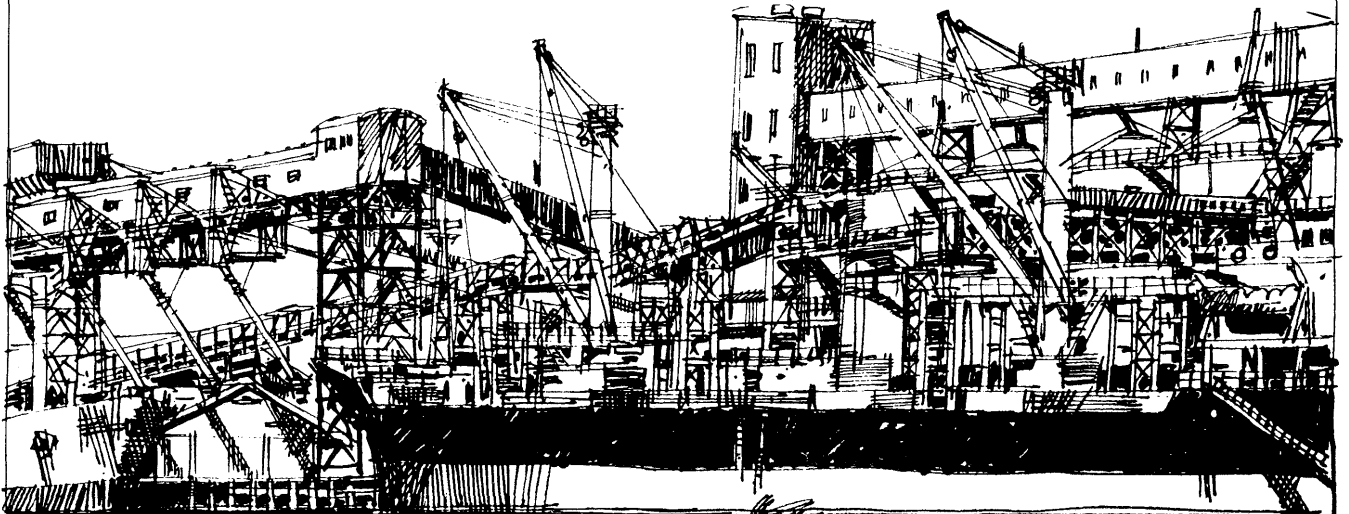
- grain • oil • petroleum products • coal • metal ores • scrap • meat
- fertilizers • chemicals
- wool • cotton • food stuffs for animals
- vegetable oils • fats
- beverages • non-ferrous metals • hides • skins
- cement • gypsum
- paper • wood • transport equipment • iron • steel
- machinery • fruit
- vegetables

... just to mention a few of the trade items!



We've spent \$70 million over a period of several years to ensure that the Port of Brisbane has on hand the very best facilities for you ... the shipowner. Backed up by fast rail and road transport to any point in Australia, plus economical services, this is the port that will deliver the goods.

P.S. In addition, you won't find better container handling facilities anywhere in the Southern Hemisphere ... the Fisherman Islands, right at the mouth of the Brisbane River.

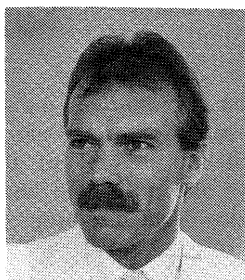


PORT OF BRISBANE AUTHORITY

Box 1818 G.P.O. Brisbane, Australia. 4001. Telegraphic address: 'Portbris'. Telex: AA42780 Phone: (07) 228 9711

IAPH announcements and news

Details of the IAPH Bursary Scheme 1985 – 1987



Mr. C.B. Kruk (pictured above), Chairman of the IAPH Committee on International Port Development (Head, Technical and Managerial Port Assistance Office, Port of Rotterdam), has recently announced the details of the Bursary Scheme for the period leading up to the forthcoming 15th Conference in Seoul in 1987.

In accordance with the resolution passed at the Hamburg Conference, a fund-raising campaign whereby all members have been asked to contribute to the Special Port Development Technical Assistance Fund ("Special Fund") is now in progress. A contribution report appears on page 11 of this issue.

The Scheme is considered by the Association to be a most valuable means of expressing IAPH's positive support of the efforts of developing ports to train their personnel in modern management and operational techniques. It is therefore with great pleasure that we announce in this issue the continuation of the IAPH Bursary Scheme and the conditions for entry. We anticipate applications from all qualified people.

The conditions for entry are as follows:

1. The object of the Scheme is to provide financial assistance towards the cost of sending selected applicants on approved training courses overseas. Typically, such courses are those available in developed ports or institutes as set out in the International Survey of Port Training Facilities and Requirements (published by the Committee on International Port Development in 1979 and distributed to all IAPH Members), and the relevant information on training courses appearing in "Ports and Harbors" from time to time.
2. Subject to the availability of funds, 10 bursaries for each year, not exceeding US\$3,500 each, will be awarded to approved applicants from developing ports in any developing countries represented in the membership of IAPH. If the total amount required for the applicant's training exceeds the above limit, the Chief Executive of the applicant's organization must submit written confirmation to the Chairman of the Committee, stating that the balance shall be borne by the applicant's organization and forwarded to the host port/organization.
3. Applicants must have been employed in an IAPH member port for at least three years, should not be older than

50 years of age, and must already be employed in a junior or middle management capacity. After being completed, the application form should be sent to the Chairman of the Committee on International Port Development. The form is to include a statement confirming the suitability of the applicant for the course he or she wishes to attend and indicating the benefit both the port and applicant seek to achieve from the course. The statement should also indicate the applicant's potential for future promotion.

4. The application form must be accompanied by a letter from the developed port confirming its willingness to provide the required training and specifying the date of commencement and duration of the course.
5. The Bursary Scheme will be open, subject to the availability of funds, throughout the period indicated above. The decision of the Chairman of the Committee on International Port Development will be final. His decision will be communicated to the applicant, his or her organization's Chief Executive, the Chief Executive of the host port/organization in which the training is to take place, and the Secretary General of IAPH for him to take the necessary steps to disburse the necessary funds from the Special Fund and to make the appropriate arrangements for the remittance of the fees. The host port/applicant will be required to account for expenditure and to reimburse the Special Fund with any monies not spent out of the bursary award.
6. For the purpose of making this financial assistance available to as many applicants as possible, those who have already been awarded with a bursary from the Association will in principle not be considered.
7. After completion of the course, successful applicants must prepare a brief report indicating how they propose to apply the training to their present employment. The report, which must be sent to the Chairman of the Committee on International Port Development within one month of the end of the course, will be published at the discretion of the Chairman, in the magazine "Ports and Harbors". Successful applicants will also be required to obtain and forward with their own report a letter from the ports/organization where they have received their training, giving their opinions of how they have performed on the course and the benefits they have derived from it.

* * * * *

(Note for application form: To save time, applicants are recommended to make their own forms in accordance with the required contents reproduced on page 12 of this issue, using paper of A4 or similar size.)

***** IAPH observes 30th anniversary *****

November 7, 1985 is the 30th anniversary of IAPH. Our Association was born at Los Angeles in November 1955. The years that have passed since then have witnessed sterling achievements by the Association in its efforts to develop understanding and cooperation among the world's ports. It is perhaps an opportune time to look back over some of the events which have served as landmarks in the progress of our organization.

The 30th anniversary of the Japan Port and Harbor Association in 1952 in Kobe was the scene of the momentous decision which led to the birth of our organization. Three years of meticulous preparation culminated in the staging of the Inaugural Conference at the Hollywood Roosevelt Hotel in California.

The second Conference followed four years later, and it was not long before the IAPH Conference became a biennial event. A list of conference sites and the years in which these events were held follows. To enable readers to see at a glance which issues were dealt with at these conferences, the major themes covered in the presentations in the form of panel discussions, symposium or working session are also included. Furthermore, a graph showing the growth of the membership and amount of expenditure on activities over the years is included on the next page.

1955 – Los Angeles (Hollywood)

As this was the Inaugural Conference, the main achievements were the adoption of the Constitution and By-Laws, the establishment of the Board of Directors and the election of the Officers. Panel discussions were held on the topics "Trends in World Trade", "Suggested Simplification of U.S. Tariffs and Customs in Relation to International Trade" and "Financing Port Construction, Improvements and Maintenance".

1959 – Mexico City

The subject of containerization was taken up, since it was clearly an issue of profound importance for ports all over the world. The Legal Counselors were appointed at this conference.

1963 – New Orleans

A message from John F. Kennedy President of the USA

I have learned with much pleasure from Congressman Hale Boggs that the International Association of Ports and Harbors is holding its Third Triennial Conference in New Orleans, which is appropriately one of America's outstanding gateways for seaborne trade.

We welcome to our shores this group representing ports of the free world. Your efforts in the promotion of world trade make an important contribution to the improvement of living standards everywhere and to mankind's goal of world peace.

Best wishes for a successful gathering,
John F. Kennedy

This gathering witnessed the introduction of the Tri-Regional System, with the object of attaining a geographical balance in the Association's administration by establishing three regional blocs: (1) African/European; (2) American; and (3) Asian. Notable subjects dealt with at this conference were "International Transport of Radioactive Materials" and "Port Facilities for Nuclear Powered Vessels".

1965 – London

The Activation Committee on International Port Development was set up with the aim of promoting new activities to solicit the support of advanced nations of efforts to improve the ports and harbors in developing countries. It was also decided to promote ties with relevant UN organizations.

1967 – Tokyo

This was the first conference to take place in the country of the Association's inception. The participants considered such subjects as "The Function of Public Relations in Port Development", "The Future of Tankers" and "The Role of the Government in Port Development."

1969 – Melbourne

This event marked the achievement by IAPH of closer association with UN organizations. The main topics dealt with at this conference were "The Economic Impact of Ports on the Regions", "The Liability of Carriers in Cargo Transportation" and "Containerized Shipping Facilities".

1971 – Montreal

Lively discussion centered on the development and spread of computers, which were seen to be at the heart of a far-reaching technical revolution taking place in all areas of business, and which were having an especially large effect on port facilities and operations.

1973 – Amsterdam/Rotterdam

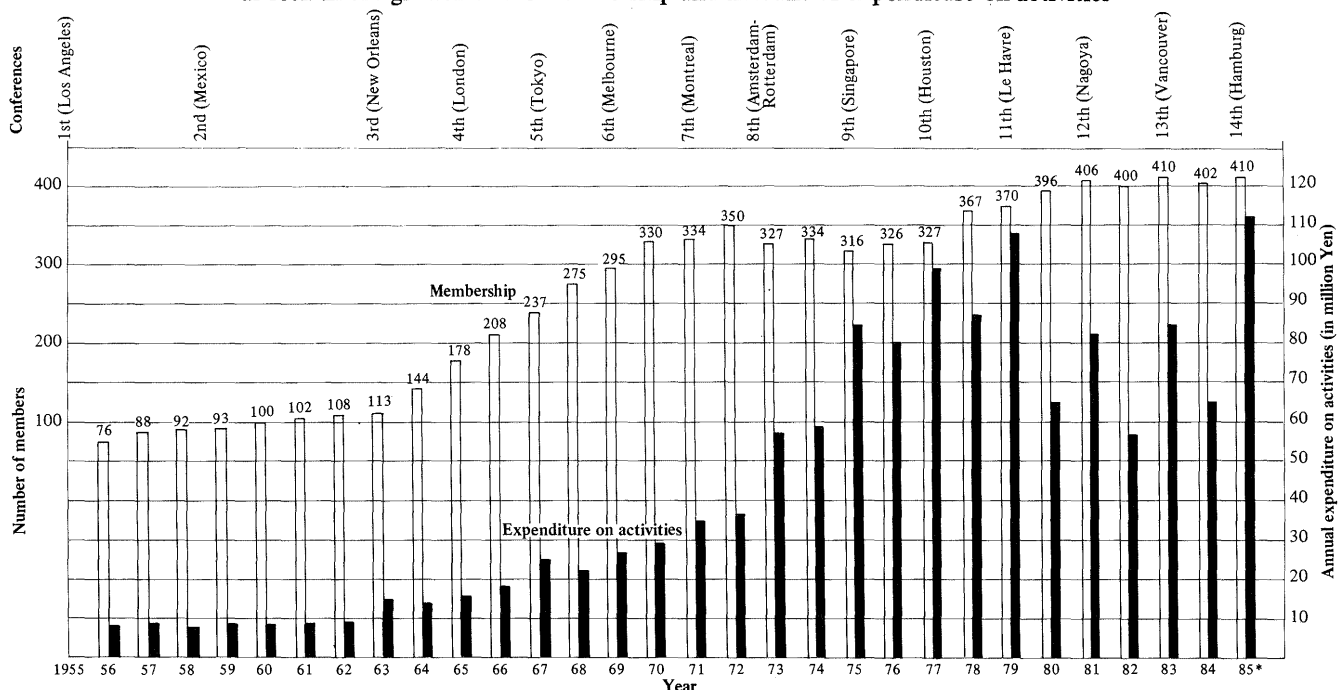
The participants were able to witness the establishment of the IAPH Foundation, with whom the Association concluded an Agreement concerning maintenance and operation of the Head Office with the objective of solving the financial difficulties the Association was facing in the wake of changes in the international currency situation. The subject dealt with at this conference included "Preventive Measures against Air and Water Pollution in Port Areas" and "Coordination in Planning of Links between Ports and the Hinterland".

1975 – Singapore

The Theme for this conference was "Towards Greater International Cooperation". The participants focused particularly on "Port Cooperation in Preventing and Combating Water Pollution and Crime in Harbors" and "Port Cooperation Towards Revenue Evaluation". The main achievement of this conference was an improvement in the Committee System.

The Development of IAPH over 30 years (1955 – 1985)

as seen in the growth of the membership and amount of expenditure on activities



Notes: Figures are as of Dec. 31 each year, except those for 1985

*Figures for 1985: as of September 1.

1977 – Houston

On this occasion, the theme was “The Role of Ports in World Economic Development”. A new dues formula based on tonnage figures was put into effect in accordance with a decision made at this conference. Working Sessions were held to discuss the various issues, including “Port Congestion”, “New Technology”, and “Environmental Problems of Ports”.

1979 – Le Havre (Deauville)

“World Ports of the Future” was the theme of this gathering. Professor Wassily Leontief, a Nobel Prize-winning economist, delivered the keynote speech on the conference theme. Participants also saw the successful introduction of the SDR system. Moreover, a voluminous report on “Guidelines for Safety and Environment Protection” was compiled and submitted by the Committee on Large Ships.

1981 – Nagoya

This conference had as its theme “Ports’ Contribution to Human Prosperity”. The highly significant 25th anniversary of IAPH was celebrated on this occasion. Other achievements were the restructuring of the committees and an agreement with the BPA concerning IAPH representation in Europe. The working sessions were on “International Port Cooperation” and “The Port’s Roles in Regional Development”.

1983 – Vancouver

“The Ports and Their Communities” was the theme of this gathering. This was the first conference since the achievement by the Association of financial independence. The subjects of the Working Sessions dealt with included “Safe Handling & Transportation of Hazardous Materials”,

“Automated Data Processing and Communications between Ports and their Users”, and “Contingency Planning to Combat International Threats and Disorders” – which was jointly held with IAASP.

1985 – Hamburg

Under the conference theme “Communication Through Ports”, four working sessions were held. The topics were “Requirements of Ports in Developing Countries”, “The Role of Communications in Ports”, “Free Ports: Preconditions, Systems, Importance” and “Men in Ports – Aims, Training, Working and Labour Relations”.

The 15th Conference of IAPH is scheduled for April 25 – May 2, 1987, in Seoul, Korea. The theme of this event will be “Ports looking into the 21st Century”. The conference will provide all members of IAPH and other participants engaged in port and transportation-related enterprises with the perfect opportunity to see for themselves the important role our Association is playing and is sure to play in the future.

Since its launching in Los Angeles, the Association has worked tirelessly and with considerable success over the last three decades to foster understanding and cooperation among the world’s ports. Our achievements would not have been possible without the wholehearted dedication of our members. Moreover, we cannot overlook the efforts of all those friends, both from the Association and outside, who have provided vital support at critical moments in our history.

We at IAPH look upon ourselves as a body of people united in a spirit of cooperation. Ours is a membership dedicated to helping one another, a membership that considers new, progressive ideas the common property of all and one that, as industries and technology advance relentlessly, is steadily contributing to worldwide friendship through a continuing exchange of information and views.

Invitation to the IAPH Award Scheme 1986

**How could the efficiency of your port be improved?
Your answer could win you the "Akiyama Prize" (a silver medal
and US\$750 in cash) plus an invitation, including travelling costs and
hotel accommodation, to attend the 15th Conference of IAPH,
April 25 – May 2, 1987 in Seoul, Korea**

The IAPH Award Scheme is an essay contest held for personnel from developing ports which are IAPH members. Since the 11th Conference, one of the most exciting scenes to take place in front of all the delegates attending the plenary session has been the awarding of the first prize to the winner in person. The past recipients of this top prize have been:

Ms. Daphne Phinopoulos, Cyprus Ports Authority (invited to the 11th Conf., Deauville, France in 1979);

Mr. Carlos Canamero, ENAPU, Peru (invited to the 12th Conf., Nagoya, Japan in 1981);

Dr. Josip Kirincic, the Port of Rijeka, Yugoslavia (invited to the 13th Conference in Vancouver, Canada, in 1983); and

Mr. D. Nunkoo, Mauritius Marine Authority and Mr. M. Meletiou, Cyprus Ports Authority (invited to the 14th Conference in Hamburg in 1985).

It is significant to observe that the recognition by IAPH has served to provide not only the recipients themselves but also their colleagues at the respective ports with a real incentive to step up their research activities and to make their work more productive.

Following the success of the scheme in the past, the call to continue operating the scheme every two years was endorsed at the Hamburg Conference. Mr. C.B. Kruk, the

newly-appointed Chairman of the International Port Development Committee, who has taken over from Mr. J.K. Stuart of the Associated British Ports, announced the conditions for entry to the 1986 Scheme, as reproduced in the box below.

The decision on the winner of the 1st Prize, named the "Akiyama Prize"*, will be made no later than 1st January, 1987 in order that the individual winner(s) or the leader of the winning group entry can be notified in sufficient time to allow him or her to be able to accept the invitation to attend the Conference. In order to meet this timetable, all entries must be received by the Secretary General no later than 1st September, 1986. Failure to meet this deadline may render entries invalid for consideration. Entry papers in English, French or Spanish are acceptable.

* The "Akiyama Prize":

The prize commemorates Mr. Toru Akiyama, one of the Founders and former Secretary General of IAPH, who played a key role in the establishment and later development of the Association and is currently Secretary General Emeritus and President of IAPH Foundation. To recognize Mr. Akiyama's numerous achievements, at the Vancouver Conference in 1983 IAPH commended him with a specially commissioned bronze relief and a scroll of honor, and further named the first prize in the IAPH Award Scheme the "Akiyama Prize". The funds from which the prize is to be provided are to come from money Mr. Akiyama personally donated to IAPH for this purpose.

Conditions for entry

1. Suggestions regarding how the efficiency of your port (or ports in general) could be improved should be presented in English, French or Spanish, type-written, and submitted to the Secretary General, The International Association of Ports and Harbors, Kotohira-Kaikan Building, 2-8, Toranomon 1-chome, Minato-ku, Tokyo 105, Japan.
2. Suggestions may cover any aspect of the administration, planning or operations of ports, such as improving productivity or the utilization and maintenance of equipment and storage areas, reducing delays and damage to cargo, etc. An attempt should be made to quantify the benefits which would result from the suggested improvement together with the costs (if any) involved.
3. Entries which should be between 10 and 20 pages in length may be made either by individuals or small groups employed by IAPH member organizations, and should be the original work of the entrant(s). Entries which are the result of official studies or otherwise sponsored projects will not be eligible.
4. Entries will be judged by a panel of experts appointed by the Chairman of the Committee on International Port Development of IAPH. The panel will give greater merit to papers identifying and evaluating specific improvements rather than entries covering a wide range of improvements in general terms.
5. The First Prize for the winning entry will consist of:
 - (i) the Akiyama Prize (a silver medal plus US\$750 or the equivalent in local currency); and
 - (ii) an invitation, including travelling costs and hotel accommodation, to attend the 15th Conference of IAPH, to be held from April 25 to May 2, 1987 in Seoul, Korea.
6. In addition to the First Prize, Second, Third and Fourth prizes of US\$500, US\$400, US\$300 will be awarded to the next best entries.
7. Additional prizes of US\$100 each will be awarded to any other entries judged by the panel to be of a sufficiently high standard.
8. A winning entry may be subject to publication in the Ports and Harbors magazine.
9. At the decision of the panel, a bursary may be awarded to any one prize winner (subject to agreement of the employer).
10. The closing date for receipt of entries is 1st September, 1986.

Special Port Development Technical Assistance Fund: Contribution Report

In accordance with the decision made at the Hamburg Conference on the need to replenish the Special Port Development Assistance Fund, the Secretary General has asked all IAPH members to contribute to the Special Fund. In response to his appeal, which was circulated to the members on June 5, 1985, contributions have been arriving from members as listed in the box below.

Contributions to the Special Fund (As of October 15, 1985)	
Contributors	Amount
<i>Paid:</i>	(US\$)
Port of London:	750
Port of Copenhagen:	350
Port Services Corp., Oman:	500
Associated British Ports:	3,000
Port of Houston:	1,000
Klan Port, Malaysia:	200
Port of Halifax, Canada:	750
Port Alberni, Canada:	200
Cyprus Ports Authority:	500
Belfast Harbour Commissioners, Canada:	300
Fraser River Harbour Commission, Canada:	300
Port of Tacoma:	1,000
Port of Amsterdam:	1,000
Port of Rotterdam:	3,000
Pacific Consultants International, Japan:	630
Ports Corporation, Jordan:	1,000
Clyde Port, U.K.:	1,000
The Harbours Association of New Zealand and 9 Harbours	2,000
<i>Pledged:</i>	
Directorate-General of Shipping and Maritime Affairs, Netherlands:	720
Ghana Ports Authority	500

Board Resolution on Reception Facilities in Ports for Noxious Substances submitted to IMO

As a result of the Board meeting by correspondence held on August 31, 1985, the draft resolution "Reception Facilities in Ports for Noxious Substances" and the submission thereof to IMO, which had been circulated by the Secretary General to all Board members for their voting, was unanimously approved.

In accordance with the suggestion received from Mr. Wong Hung Khim of the Port of Singapore Authority prior to the closing date, the final wording of the resolution has been slightly amended so that it ends with the phrase "... unless the member states support their ports financially, require the relevant industry to provide the facilities, or otherwise."

With the approval of the Legal Counselor Mr. Falvey, the Secretary General sent the resolution to Mr. Srivastava, Secretary-General, IMO, on September 30, 1985.

The final wording of the resolution which was submitted to IMO was as follows:

WHEREAS, the Convention for the Prevention of Pollution from Ships as modified by the Protocol of 1978 (known as "MARPOL 73/78") entered into force on 2nd October 1983; and

WHEREAS, unless adequate reception facilities for the residues of oil and noxious substances carried aboard ship are provided for at ports, the objectives of MARPOL will not be achieved; and

WHEREAS, it appears that such facilities are required to be in place by May 1987; and

WHEREAS, ports in most countries cannot bear the capital operating costs of the reception facilities, NOW, THEREFORE, BE IT

RESOLVED, by the Board of Directors of the International Association of Ports and Harbors, at its meeting held on August 31, 1985, that the INTERNATIONAL MARITIME ORGANIZATION be urged to inform its member states that MARPOL is at the risk of being of little effect unless the member states support their ports financially, require the relevant industry to provide the facilities, or otherwise.

KMPA preparing for the Seoul Conference

Mr. R. Kondoh, IAPH Under Secretary, was a guest of the Korea Maritime and Port Administration (KMPA: Mr. Cheung, Yeun-Sei, Administrator) during the third week of September to discuss the matters related to the organization of the 15th Conference in Seoul.

The 1st Preparatory meeting to discuss the overall organization of the Seoul Conference was held on September 17, in a KMPA Conference room. It was attended by Mr. Suh, Jae-Gook, Director, Port Management Guidance Division, KMPA, Mr. Lee, Jong-Soon, Executive Director (Immediate Past Director General of Port Management & Operation Bureau of KMPA) of SEPRECO & his staff members, and Mr. R. Kondoh of the IAPH Head Office.

It was reported that KMPA had been actively advancing the preparation works for the Conference, under the initiatives of Administrator Cheung and Dr. Hahn, Yae-Youl, Dy. Administrator. The meeting participants also heard that SEPRECO (the Seoul Conference Preparation Committee) had been established in April 1985, under the auspices of the Korea Maritime and Port Administration and with the participation of a wide range of industries.

Among the various items discussed at the meeting, the following major points should be noted: —

- a: Conference Theme: "Ports Looking into the 21st Century"
- b: Date: April 25 (Saturday) — May 2 (Friday), 1987
- c: Venue: Hotel Lotte, Seoul, Korea
- d: Designated Hotels: Hotel Lotte, Seoul, President and Hotel Chosun
- e: Exhibition: Indoor and outdoor exhibition, at Lotte Hotel
- f: Working Sessions: (there will be five or six.): Of these decided so far, one session will be devoted to the IAPH Committee on International Port Development

One will feature the port development in Korea

g: Languages at the Conference: Korean and English

h: Technical Visit to the Port of Incheon (Wednesday)

Mr. Kondoh visited the Port of Incheon on September

18 and was received by Mr. Choi, Seung-Youl, Director-General. On September 19, he visited the Busan Container Terminal Operation Company (President: Mr. Bae, Kwang-Ho) and observed the container terminal facilities.

In an interview on September 20 with Mr. Kondoh at the KMPA office, Mr. Cheung said that KMPA and SEPRECO were fully prepared to do their best to make the 15th Conference meaningful and at the same time enjoyable for the delegates. (Please see the picture on page 23 bottom)

IAPH Bursary Scheme — (Continued from page 7)

(Please type)

Application for IAPH Bursary 1985 — 1987

To: Mr. C.B. Kruk, Chairman, IAPH Committee
on International Port Development
Head, Technical and Managerial Port Assistance
Office (TEMPO)
Rotterdam Municipal Port Management
P.O. Box 6622, 3002 AP Rotterdam, The Netherlands

I, undersigned, hereby submit for your consideration the application for IAPH Bursary with evidence as requested by conditions provided.

1: Name of Applicant: _____
(Surname) (Middle Name)
Date of Birth _____
(First Name)

2: Port Authority: _____

3: Present Appointment: _____

Date Appointed: _____

4: Educational qualifications (Please also indicate whether you are fluent in English, French or Spanish.)

5: Professional/technical qualifications:

6: Career history:

7: Previous overseas courses attended:

8: Course for which application is being made (Specify nature of Course, duration and location of host port/college)

9: Applicant's reasons for selecting required Course:

10: Amount of Bursary for which application is made (Particulars of costs should be given in support of the application.):

Travel Costs _____

Course Fees _____

Accommodation & Others _____

Total _____

11: State any other source from which finance for undertaking course will also be obtained and the amount of finance already obtained. (e.g. employing port authority, government, international aid organizations such as UNCTAD, etc.)

Date:

Applicant's Signature _____

List of Attachment/s _____

Visitors

§ On September 14, 1985, Mrs. Phyllis Swanson, the widow of Mr. Victor G. Swanson, a former Chairman of the Port of Melbourne Authority and the 8th President of IAPH (1969 — 1971), visited the IAPH Head Office.

Mrs. Swanson was on a cruise aboard the British luxury passenger ship "Oriana", which entered the Port of Yokohama on the morning of September 14th. From IAPH, Mr. Toru Akiyama, Secretary General Emeritus, his daughter Mrs. Tatsuta, and Under Secretary Kimiko Takeda were at Yokohama's passenger terminal to welcome Mrs. Swanson. September 14th was particularly significant for Mrs. Swanson being the date on which her husband died in Melbourne 13 years ago. Nevertheless, this year the date turned out to be memorable in a most agreeable way as it marked Mrs. Swanson's first visit to Japan after an 18-year interval. She had previously been here to participate in the IAPH Tokyo Conference in 1967. Mrs. Swanson received a warm welcome from her IAPH friends.

After enjoying a lunch hosted by Mr. Akiyama at a Japanese restaurant in Yokohama, Mrs. Swanson was driven to Tokyo to see how the city has changed since her last visit. During the course of her tour of Tokyo, she was able to visit the Head Office. The picture below shows Mrs. Swanson (right) signing the IAPH guest book as Mr. Akiyama looks on.



§ On September 25, 1985, Mr. and C. Teamer, vice president of the Board of Commissioners of the Port of New Orleans, accompanied by Mrs. Teamer and Mr. Hiroyuki Matsumoto, the Port's Far East Representative in Tokyo, visited the Head Office and were received by Mr. Toru Akiyama, Secretary-General Emeritus and the other Secretariat staff. The meeting was later joined by Dr. Sato, Secretary General. Mr. Teamer and his wife were visiting the region including Hong Kong and Singapore for the purpose of trade development.



L to R: Mrs. Teamer, Mr. Matsumoto, Mr. Teamer, Ms. Takeda, Mr. Kusaka, Mr. Akiyama and Mr. Kondoh, at IAPH Head Office



PUTTING ON A NEW FACE FOR TOMORROW... MISS LIBERTY, AND US!

There she stands, has stood, year after year...An enduring symbol of what we hold dear, the very embodiment of our national pride. But lovely as she is, Miss Liberty bears the marks and scars of relentless time. She has earned what she is getting ...a refurbishing for better tomorrows.

Better tomorrows...that's our goal, too, at The Port of New York-New Jersey...a goal we proudly share with the lady of the harbor. Tomorrow's opportunities result from the deregulation of ocean, rail and truck industries. The future advantages for the port are: load center activities, market pricing, jumbo ships, new and improved ship schedules, new and innovative rail services, increased motor carrier services, the finest marine terminals and new market opportunities.

In addition, The Port continues to offer

national and international companies the full service packages they expect—import and export facilities, warehousing and distribution. And we will continue to maintain our supremacy as America's Intermodal Capital with new ideas, new transportation services and new approaches to better serve your needs.

Putting a new face on for tomorrow. Miss Liberty. And The Port of New York-New Jersey.

THE PORT AUTHORITY OF NY & NJ

Port Department
One World Trade Center, 64W
New York, NY 10048
1-212-466-8333



Port Spectrum—Performance Reports

Lyttelton Harbour Board

(Extracts from "Annual Report 1984, Lyttelton Harbour Board")

Chairman's review (extract)

In the past year, Lyttelton's trade has grown by 34 per cent. It is probably the fastest growing port in New Zealand.

This is because the Port of Lyttelton has embraced a marketing concept with the overall objective of catering for our customers' needs. A sound management team, supported by a co-operative and efficient workforce, ensures that both the price and service are right.

The Port of Lyttelton's prestige has never been greater. We are making our mark and are determined to continue this positive growth, serving the interests of New Zealand and the Province of Canterbury to the best of our abilities.

The Port's international environment was characterised by increased economic activity in the Pacific Basin area, including Australia, whereas our domestic environment has been dominated by the re-emergence of our sea-link to Wellington.

Within these favourable external conditions the Port reached a record tonnage of cargo, totalling 2.83 million tonnes. Bulk coal to Japan, the commencement of direct calls by the New Zealand/Japan/Korea Container Service and an increased trans Tasman trade by Australian National Line/New Zealand Shipping Corporation all made major contributions to this record year.

I take this opportunity of thanking the users of our Port for their continued valued support; we only provide the service, they provide our life blood — ships and cargo. Successes such as those achieved in 1984 cannot take place without motivated people and on behalf of the Board I place on record our appreciation of the efforts sustained by the entire Port workforce in making 1984 a truly vintage year.

The Future

The Port of Lyttelton faces the future with a confidence based upon its past record of service and management. It will always be the Board's aim to provide a transport link at the lowest cost based on achieving an adequate return on the public's investment within a competitive trading environment.

The Board congratulates the Ministry of Transport on the research that it is undertaking to prepare for the "on-shore costs" discussion document. The discussions, submissions and final decisions on this document could well prove to be a turning point in the traditional conduct of business affairs in the New Zealand Port and Waterfront Industry.

G.E. Wright
Chairman

Balance sheet

as at 30 September 1984

	1984 \$000	1983 \$000
Current Assets		
Cash and Deposits	3,078	724
Debtors and Prepaid Expenses	3,456	2,940
Stores and Materials	738	656
	<u>7,273</u>	<u>4,320</u>
Less Current Liabilities		
Creditors and Accrued Expenses	1,927	1,298
Public Debt repayable within 1 year-		
Net over available repayment funds	2,256	750
Other	1,201	
	<u>5,385</u>	<u>2,048</u>
	<u>1,887</u>	<u>2,272</u>
Working Capital		
Plus:		
Investments		
Government, Local Body Stock, Deposits	1,451	724
Investments in Companies	21	21
	<u>1,472</u>	<u>745</u>
Fixed Assets	<u>32,567</u>	<u>32,247</u>
	<u>35,927</u>	<u>35,265</u>
Less:		
Term Liabilities		
Public Debt-		
Net over available repayment funds	16,443	19,158
Total Net Assets	<u>19,484</u>	<u>16,106</u>
Represented by:		
Public Equity		
Capital — General	16,334	14,957
Special Reserve Funds	3,149	1,148
	<u>19,484</u>	<u>16,106</u>

Revenue and appropriation account

for the year ended 30 September 1984

	1984 \$000	1983 \$000
PORT OPERATIONS		
Revenue:		
Port Installations and Services	4,371	4,029
Wharfage	5,633	4,713
Harbour Improvement Rates	807	679
Cargo Services	4,567	3,619
Container Services	11,604	10,802
Pleasure Craft Fees and Licences	59	28
Sundry Revenue	11	9
	<u>27,055</u>	<u>23,881</u>
Less Expenses:		

(Continued on next page bottom)

Port of Singapore

(Extracts from "Port of Singapore Authority Annual Report '84")

Chairman's review (extract)

Port Performance

Port activities which had picked up in 1983 continued to improve in 1984. There was a 5% increase in the total volume of seaborne cargo handled at our wharves, the anchorages, the oil refineries and other privately-operated bulk storage terminals. The combined cargo throughput, which included 63.2 million tonnes of mineral oil-in-bulk, amounted to 111.9 million freight tonnes. This improved performance was largely due to an increase in containerised cargo handled at four of PSA's gateways. The box throughput was 1.55 million TEUs (Twenty-foot Equivalent Units), an impressive growth of 16% over 1983's figure, while containerised cargo grew by 18% to 22.1 million tonnes. The handling of bulk cargo, comprising mainly grain, vegetable oil and cement, also increased substantially by 48% to 7.9 million tonnes.

While cargo volume grew, the number of ships which entered and left our port declined by 5% to 57,400. This resulted in a 6% drop in shipping tonnage from 562 million GRT (Gross Registered Tons) in 1983 to 527 million GRT in 1984.

Development in the Port

The year saw the completion of our Multi-Storey Complex II at Alexandra Road. This Complex comprises two blocks of ten-storey warehouses with 126,000 sq.metres of space. The adjacent 42-storey PSA Building will be partially ready for occupancy by the end of 1985. Our ninth container berth is scheduled for completion by early 1985 and will increase the annual throughput capacity of the Tanjong Pagar Container Terminal to over two million TEUs. Based on present cargo growth trends, there will be sufficient capacity in the Tanjong Pagar Container Terminal to meet anticipated demand until the 1990's. For 1985, we have budgeted a total development expenditure of \$257.1 million.

Productivity and Computerisation

Over the past six years, we have been able to increase our productivity at an annual compound rate of 14%. The gains in productivity were achieved through investment in cargo-handling equipment and machinery, better work systems, computerisation and a reduction in staff strength. However, our employees remain the most important resource to fuel PSA's productivity drive. We are encouraging greater involvement from staff in solving problems at their work areas with the formation of more quality circles, not only among the technical and clerical staff but also among the senior operational and middle managerial staff.

With greater emphasis on our computer resources, an Information Systems Division was set up in August. This Division incorporated the former Data Processing Department, the Systems Department and the Research and Planning Department. The new Division will play a major role in the application of information resources to port operations and management. It will increase the range and sophistication of our port services by identifying all the information requirements of PSA and building a master plan for future systems development. A pilot project is also underway to allow the computer terminals of port users to have limited access to PSA's mainframe computer.

Over the next few years, we will concentrate on maintaining our position as a major world port by the use of computer technology and the automation of port operations. Some of our productivity gains will be passed to port users through competitive pricing of port services. Towards this end, adjustments will be made to our port tariff in 1985 to make it even more attractive for shipping lines to call here.

Lim Kim San
Chairman

Balance sheet

as at 31st December 1984

	1984 S\$'000	1983 S\$'000
Fixed Assets	1,428,809	1,299,301
Investments	181,314	144,710
Long-Term Receivables	30,945	23,742

(Continued from page 14)

Port Installations and Services	5,365	5,473
Cargo Services	3,791	3,465
Container Services	9,799	9,146
Depreciation	1,111	937
Interest	2,269	2,186
Administration	1,575	1,601
Other	156	57
	<u>24,069</u>	<u>22,868</u>
Net Revenue from Port Operations	2,986	1,012
OTHER INCOME		
Interest	490	258
Rents	374	375
Less expenses including depreciation	<u>69</u>	<u>73</u>
Net Income from Rents	<u>305</u>	<u>301</u>
	<u>795</u>	<u>559</u>
Net Revenue before Exceptional Items	3,781	1,572

EXCEPTIONAL ITEMS: Net gains/(losses)

Disposal of fixed assets	1,004	4
Employees' accrued holiday pay – not previously taken into account	(1,201)	Not included
Exchange fluctuations on overseas loans – Unrealised	<u>(199)</u>	<u>(390)</u>
	<u>(397)</u>	<u>(385)</u>
Net Revenue/(Deficit) before Appropriations	<u>3,384</u>	<u>1,186</u>
REVENUE APPROPRIATED TO:		
General Renewal Fund	317	0
Floating Plant Renewal Fund	370	224
Insurance Fund	31	0
Administration Centralisation Fund	1,484	0
Small Craft Facilities Fund	–	0
Balance to/(Withdrawn from) Capital	<u>1,180</u>	<u>962</u>
	<u>3,384</u>	<u>1,186</u>

Current Assets:		
Stores and materials	11,310	12,640
Debtors	63,249	70,011
Deposits, prepayments and accrued interest	23,867	19,008
Bank deposits	1,397,872	1,227,579
Bank balances and cash	4,075	2,224
	<u>1,500,373</u>	<u>1,331,462</u>
Less Current Liabilities		
Creditors	91,432	94,210
Accrued expenses	13,051	12,307
	<u>104,483</u>	<u>106,517</u>
Net Current Assets	<u>1,395,890</u>	<u>1,224,945</u>
	<u>3,036,958</u>	<u>2,692,698</u>
Less Deferred Liabilities		
Long-term loans (unsecured)	32,232	39,024
Provisions	32,356	32,503
	<u>64,588</u>	<u>71,527</u>
Net Assets	<u>2,972,370</u>	<u>2,621,171</u>
Represented by:—		
Funds Invested in the Authority's Undertaking	2,960,129	2,609,869
Special Funds	12,241	11,302
	<u>2,972,370</u>	<u>2,621,171</u>

Revenue account

for the year ended 31st December 1984

1984	1983
S\$'000	S\$'000

Port Operations

Revenue		
Tanjong Pagar Container Terminal	266,221	237,562
Cargo handling services	54,420	57,535
Wharf services and storage	140,091	140,048
Pilotage and tugs	58,199	64,585
Port and garbage dues	38,511	39,760
Sundry revenue	<u>76,789</u>	<u>75,812</u>
	<u>634,231</u>	<u>615,302</u>
Less Expenses		
Operating salaries, wages and staff benefits	116,444	112,343
Running expenses and repairs of equipment and buildings	62,065	51,785
Depreciation	78,704	73,050
Sundry operating expenses	27,254	24,411
Administration expenses	45,286	37,042
Property tax	<u>63,423</u>	<u>61,530</u>
	<u>393,176</u>	<u>360,161</u>
Net Surplus from Port Operations	<u>241,055</u>	<u>255,141</u>
Income from Investments	<u>92,641</u>	<u>78,638</u>
	<u>333,696</u>	<u>333,779</u>
Net non-operating (expense)/income	<u>(4,073)</u>	<u>12,516</u>
Net surplus available for appropriation	<u>329,623</u>	<u>346,295</u>
Appropriated as follows:—		
Transfer to development reserve	322,000	340,000
Transfer to general reserve	982	142
Retained in subsidiary companies	4,906	4,691
Retained in associated companies	<u>1,735</u>	<u>1,462</u>
	<u>329,623</u>	<u>346,295</u>

Port of Kelang

(Extracts from "1984 Annual Report, Kelang Port Authority")

Chairman's review (extract)

The Malaysian economy strengthened further during the year, achieving a 7% growth rate, for despite the slow-down in economic growth in the industrialized countries, external demand for Malaysia's products remained strong.

Consequently cargo handled through Port Kelang increased by 7.1% to reach 12.357 million tonnes, valued at \$16,318.4 million.

Though imports coming through Port Kelang exceeded exports through the port (62.7% imports to 37.3% exports), overall the country recorded a sizeable trade surplus during the year.

The strengthening of domestic economic activity and the continuing improvement in export earnings resulted in an appreciable increase of 12% in imports through Port Kelang. The higher volume of imports was also because of an increase in stocking of consumer goods in anticipation of the budget in October.

Electrical goods and component parts increased 44%, machinery 20%, household goods and provisions 8.8%; paper, including reels newsprint 25.2%, tiles 19%. Artificial fertilizer increased substantially by 54%.

Export cargo which formed 37.3% of Port Kelang's total cargo tonnage in 1984, was slightly lower compared with the previous year (40%). Exports of palm kernel oil in bulk increased by 57% and rubber 11.9%, while lower prices and weak overseas demand for timber and plywood

resulted in a 12.9% and 20.7% drop in the country's primary products.

4,630 ships called at Port Kelang, registering a moderate 3% increase. Notwithstanding the increase in ship calls, the turn round time continues to show improvement each year.

In 1984, port operating revenue totalled \$193.324 million, a moderate 2% increase compared with the previous year. Gross operating expenditure, was up 3.2% to total \$130.604 million.

In pursuance of the country's New Economic Policy, port development projects carried out during the year were all undertaken by bumiputera companies.

The Authority has allocated a sum of \$29.875 million for capital projects in 1985. The amount expended on capital projects in 1984 was \$18.644 million. The bulk of the capital expenditure for 1985 will be for developing port facilities on the island of Pulau Lumut. However the allocation will be expended for reclamation works, land acquisition, roads and consultancy fees only as other projects for the new port facilities will be deferred in view of the Government policy of continued fiscal restraint.

Port development requires substantial capital outlay. In a developing country like Malaysia, the Government cannot continue investing in capital intensive projects such as port facilities. Hence, the privatization of the container terminal. A study has already been carried out by a merchant bank. Privatization of the terminal is expected to be effected within the next year.

I would like to thank the members of the Board for their support, all levels of port employees for their dedicated service and of course the port users for their understanding and cooperation.

The outlook for the Malaysian economy for 1985 is expected to be a cautious one as economic recovery is still dominated by the performance of the U.S. economy, and there are doubts if the U.S. can sustain its recovery process.

The port has forecasted a moderate 3.8% increase in cargo throughput for 1985 to reach 12.832 million tonnes.

Dato' Michael Chen
Chairman

Balance sheet

as at 31 December, 1984

	1984 \$000	1983 \$000
Fixed Assets	421,981	420,102
Investments		
Government Bonds	2,252	2,252
Long Term Receivable	31,998	26,689
Current Assets		
Stores	5,092	5,184
Debtors & Accruals	38,307	36,544
Bank and Cash Balance	970	5,259
Advances to Employees	1,689	1,551
Short Term Investments	184,700	150,117
	230,759	198,657
Less: Current Liabilities		
Loan Repayable within 12 months	11,168	9,212
Creditors and Accruals	10,697	12,342
Provisions	44,526	41,170
	66,393	62,726
Net Current Assets	164,366	135,931
Less: Long Term Loan	359,880	353,251
Net Assets	260,718	231,725
Financed by:		
Grant from Malaysian Government	9,134	9,134
Accumulated Surplus and Reserve	250,422	221,469
Other Reserves	1,161	1,121
	260,718	231,725

Income & expenditure account

for the year ended 31 December, 1984

	1984 \$000	1983 \$000
Operating Revenue		
From:		
Ships	39,008	37,914
Cargo — Dues	39,716	41,210
Storage	10,127	11,227
Container Berth	64,317	56,405
Stevedoring	30,638	33,125
Rents	6,931	7,942
Sundry Income	2,583	1,747
	193,324	189,573
Operating & Administrative Expenditure		
Operations	32,558	31,466
Maintenance	19,586	16,458
Stevedoring	25,388	26,970
Security	3,649	3,568
Administration & General	17,849	17,949
	99,033	96,413

Operating Surplus	94,291	93,160
Non-Operating Income		
Exceptional Items/Profit on Disposal of Assets	—	126
Investments	19,621	12,223
Sundry Income	1,153	2,168
	20,775	14,519
	115,066	107,679
Non-Operating Expenditure		
Depreciation	27,786	28,678
Interest	25,888	24,290
Special Revenue Expenditure	3,784	6,748
Loss on disposal of Assets	4,918	—
	62,377	59,718
Surplus before Taxation	52,688	47,960
Taxation	23,710	21,600
Surplus after Taxation	28,978	26,360
Unappropriated Surplus on 1st January	51	46
Stock Adjustment	—	1,279
Prior Years Revenue	—	—
Surplus available for Appropriation	29,030	27,686
Appropriated as follows		
Redemption on Loan Capital	9,229	7,105
Development & Improvement Reserve	19,750	19,100
Miscellaneous Items	25	1,429
Retained in the Authority	25	51
Fire Insurance Reserve	—	—
	29,030	27,686

* * * * *

Port of London Authority



The PLA is a public trust constituted under the Port of London Act 1968 and a Harbour Revision Order of 1975.

The PLA has no equity capital. Finance for capital works has traditionally been obtained from normal commercial sources and from the Government by way of Harbours Act loans. However, since July 1978, the Government has provided repayable grants, mainly to meet the costs of further manpower reductions in the Port of London, and supported the raising of private sector loans.

The PLA is responsible for the conservancy of 95 miles of the tidal River Thames and owns much of the river bed and foreshore to the high-water mark. It provides navigational services for ships using the Port, including the maintenance of shipping channels and moorings. It is also responsible for licensing employers of registered dock workers and for licensing watermen and lightermen, as well as having powers in respect of licensing river works and structures, and craft registration.

The PLA owns and operates, at Tilbury Docks, facilities for the handling of containers, roll on/roll off traffic, bulk grain, passengers, forest products and general cargo.

Port of London

(Extracts from "Seventy-Sixth Annual Report and Accounts, Year ended 31st December 1984, Port of London Authority")

Chairman's statement (extract)

This Report and Accounts, covering the calendar year 1984, relates to a period wholly prior to my joining the PLA. It contains much detail on the activities and events of the year and a full account of the trading performance and financial situation. Further specific reference to 1984 from me would therefore be superfluous.

My first impression as a newcomer to the ports industry is of the immense changes that have taken place over the last decade. These result mainly from changes in the pattern of international traffic, both in passengers and in cargo, and of technical developments in cargo-handling, notably containerisation. A measure of the effect on PLA is that the total number of employees has fallen from over 10,000 in 1975 to just over 3,000 at the end of 1984, despite having had to take in some 2,500 registered dock workers from other employers in London over that period.

To have coped with change on that scale is itself a considerable achievement. Nevertheless, despite all that has been done, the PLA is still far from financially viable. In no small part this is because it is hampered by the legacy of past practices and political decisions. While these handicaps can be adduced in explanation of inadequate financial performance, the PLA operates in a competitive commercial world where performance and results are what matter.

The effect of competition is felt most directly in relation to the PLA's cargo-handling operations at Tilbury. Some competing ports suffer under similar handicaps but some UK ports which have expanded significantly do not. Some of the fiercest competition is from the nearer Continental ports whose regimes are quite different.

The same considerations of competitiveness are present indirectly in the PLA's role for the conservancy and regulation of the River Thames. In that role it is equally important that the PLA conducts its affairs in a way that supports and encourages the riverside activities and the trade of the Port.

In these circumstances, though so much has been achieved over recent years, there is still much yet to do. It is in the common interest of us all, at every level in the PLA, to work hard to achieve the best possible results within the existing handicaps and constraints, while at the same time we try to alleviate or remove them.

Sir Brian Kellett
Chairman

Balance sheet

as at 31st December 1984

	PLA Group	
	1984	1983
	£000	£000
Fixed Assets		
Tangible assets	62,957	63,935
Investments	8,091	7,704
	<u>71,048</u>	<u>71,639</u>

Current Assets		
Trading stock — land and buildings	17,155	13,560
Stocks	1,307	1,268
Debtors	20,146	15,263
Investments	1,063	3,072
Cash at bank and in hand	409	632
	<u>40,080</u>	<u>33,795</u>
Current Liabilities		
Creditors: amounts falling due within one year	28,587	19,434
Net Current Assets	<u>11,493</u>	<u>14,361</u>
Total Assets Less Current Liabilities	<u>82,541</u>	<u>86,000</u>
Creditors: amounts falling due after more than one year		
Loans	81,476	93,126
Other amounts	3,244	3,053
Provisions for Liabilities and Charges		
Other provisions	16,118	16,672
Accruals and Deferred Income		
Port Modernisation and Investment grants	3,391	3,592
Reserves		
Revaluation reserve	14,074	9,556
Other reserves	8,091	7,704
Profit and loss account	(43,974)	(47,817)
Minority Interest	121	114
	<u>82,541</u>	<u>86,000</u>

Group profit and loss account

for the year ended 31st December 1984

	1984	1983
	£000	£000
Turnover		
Dues: — on ships	6,722	7,194
on goods — port rates	14,423	13,351
on passengers	230	256
	<u>21,375</u>	<u>20,801</u>
Cargo handling	35,541	35,680
Cranes and plant	238	254
Warehousing and storage	1,424	1,368
Utilities and services provided	7,457	7,625
Rent	1,868	2,289
Revenue from associated activities	3,779	5,116
Other revenue	794	1,169
	<u>72,476</u>	<u>74,302</u>
Operating expenditure		
Operating and maintenance	18,171	18,167
Dredging	1,058	1,211
Cargo handling	31,615	31,799
National Voluntary Severance Scheme levy	2,300	2,208
Other expenses	2,753	5,216
Depreciation	2,905	3,072
	<u>58,802</u>	<u>61,673</u>
Gross profit	13,674	12,629
Administrative expenses	(9,662)	(10,211)
Investment income	1,213	881
Profit before interest payable	5,225	3,299
Interest payable	(4,585)	(4,762)
Profit/(loss) before taxation	640	(1,463)
Taxation (charge)/credit	(16)	3
Profit/(loss) after taxation	624	(1,460)
Profit/(loss) attributable to minority interest	7	(17)
Profit/(loss) for the year	<u>617</u>	<u>(1,443)</u>

Thunder Bay Harbour Commission

(Extracts from "Annual Report '84, Lakehead Harbour Commission")

Chairman's report (extract)

The 1984 navigation season in Thunder Bay opened on March 29 with great expectations. The season closed December 30 with a certain degree of relief. St. Clair River ice jams in the spring, a drought-stricken prairie crop in the summer, and a failed lift bridge on the St. Lawrence River in the fall provided a series of anxieties throughout the season.

It is difficult to accurately assess the effect of the bridge failure on our port. Hard evidence indicates a loss of 250,000 tonnes against 1984 tonnage.

The frustrations associated with the Valleyfield lift bridge could have some positive impacts. We strongly believe that the Seaway entities have good reason to re-examine their policies and to begin to move to a guaranteed and lengthened season. This would increase the attractiveness of the Seaway System and provide certain cost efficiencies and other benefits for the user.

Unexpected setbacks aside, 1984 was still an impressive shipping year for the Port of Thunder Bay. Total tonnage for the year was just over 23 million tonnes, down only 2.3% from the record set in 1983. This downturn was the result of reduced grain shipments which were down slightly over one million tonnes, approximately 6% lower than in 1983. This reduction reflected not only the poor crop year encountered on the prairies but also sales by the Canadian Wheat Board.

Fortunately, the reduction in grain shipments were largely offset by increased coal and potash shipments which were up 28% and 27% respectively. Thunder Bay continued to handle iron ore in 1984 but these shipments dropped by a significant 32%. We anticipate that iron ore movements through the port will eventually disappear with the closing of Northwestern Ontario's last iron mine.

One of the singular highlights of the 1984 shipping year was a dramatic improvement in the shipment of general cargo and particularly the movement of forest products which increased in total by 43%. This figure includes forest products shipped as general cargo through Keefer. The increased shipment of general cargo is reflected in the increase of our gross revenues by 4%. In spite of the fact that wages and salaries rose 5% in concert with the federal wage restraint program, efficient fiscal operation kept net operating costs to 1.8% of their 1983 total. Cash flow from investment income allowed us to support the Thunder Bay Rail Issues Task Force and to contribute over \$100,000 to the Keefer Terminal Rehabilitation Program without adversely affecting net revenue which was \$449,517 only \$19,384 below that of 1983.

We believe that the increase in cargo volume passing through Keefer Terminal has more than justified its rehabilitation. Significant further growth is anticipated and this may require major investment in mechanical equipment within the next two years to accommodate new port users.

We look forward to the 1985 shipping season with confidence. Due to circumstances beyond our control, our

grain movements will experience a further decline, but there are other opportunities to pursue. The financial viability of the port will allow us to sustain the shortfall in revenue from decreased grain movement. The increasing competition between various transportation modes and combinations of modes has created a new interest in both the Seaway and this Port. It has also raised a willingness to investigate alternative methods so as to reduce overall costs. Thunder Bay intends to share in this increased activity by continuing to improve its own facilities, strengths and efficiencies.

Dennis E. Johnson
Chairman

Balance sheet

as at December 31, 1984

	1984 \$000	1983 \$000
ASSETS		
Current:		
Cash	45	28
Short-term investments, at cost	355	370
Accounts receivable	168	278
Accrued interest	135	71
Prepaid expenses	5	6
Total current assets	710	754
Harbour Development Fund investments	1,840	1,391
Investments held for financing future fixed assets	1,159	1,108
Fixed:		
Buildings, wharf and terminal, rail trackage and equipment, at cost	10,790	10,489
Less accumulated depreciation	5,147	4,845
	5,643	5,644
Breakwaters, dredging and land reclamation, at cost	11,259	11,259
	16,902	16,903
	20,612	20,158
LIABILITIES, CAPITAL AND FUND BALANCE		
Current:		
Accounts payable and accrued liabilities	129	58
Deferred rental income	26	27
Long-term debt principal due within one year	69	64
Total current liabilities	224	150
Long-term debt:		
Loan payable to the Government of Canada	354	418
Less amount included in current liabilities	69	64
	285	354
Capital account:		
Fixed assets contributed by the Government of Canada	18,261	18,261
Appropriated for Harbour Development Fund	1,840	1,391
	20,612	20,158

Statement of earnings

for the year ended December 31, 1984

(Continued on next page bottom)

Massport

(Extracts from the annual report of the Massachusetts Port Authority for the fiscal year ending June 30, 1984)

The Challenge at Port of Boston: Capture the lion's share of the most valuable seaport cargo in America, New England's

New England generates approximately two million tons of waterborne cargo annually. Reflecting the region's technological leadership, this cargo is the most valuable in the nation (average value nearly \$3,000 per ton).

However, less than one-half of New England's seaport shipments travel through the Port of Boston, as shippers use ports in New York, Canada and the West Coast. To capture a greater share of the region's trade, Massport pursued a three-part strategy over the past six years.

First, Massport spent more than \$50 million to develop and improve its public terminals, including the \$19.5 million Berth 11 at Conley Terminal, which opened in April of 1984, and \$17 million to date on Massport Marine Terminal, which began receiving cargo in May of 1984.

Second, Massport sought to offer New England shippers better service at more competitive rates. In February of 1984, a new labor agreement was reached which ties staffing levels to productivity and a new era of stability and cooperation was established. This agreement, along with changes in operational responsibility, allows Massport to strengthen Boston's competitive position with other ports.

Third, Massport launched a new marketing effort directed toward steamship lines and New England shippers,

promoting Boston's unique ability to serve the special needs of the region.

The strategy has begun to produce results: Massport's terminals worked 894,813 tons of cargo in fiscal 1984 — an improvement of 9.5 percent over the previous period. Growth was particularly strong in the last quarter of the year when cargo handled increased 21 percent over the fourth quarter of fiscal 1983. The number of containers handled at Conley Terminal increased a dramatic 54 percent; the terminal also received over 70,000 imported automobiles.

At Moran Terminal, BCR Lines began new container service to Northern Europe in May of 1984. The world's second largest container carrier, Evergreen Lines, increased its service between Boston and the Far East. The first newsprint shipment to pass through the Port in 12 years was delivered to Mystic Pier I adjacent to Moran; the 7,000-ton order from Canada was the first of 6-8 newsprint shipments expected to arrive each year.

Massport Marine Terminal, under a lease agreement involving the City of Boston, Massport, and a private automobile distributors firm, will be used to process some 55,000 imported cars annually, providing employment and revenue on the waterfront.

Balance sheet

as at June 30, 1984

(Continued from page 19)

	1984 \$000	1983 \$000
Operating Revenue	1,965	1,888
Operating Expenses	1,499	1,353
Earnings before the following	466	534
Depreciation	305	290
Interest Expense	29	34
	335	324
Earnings from Operations	130	209
Interest Revenue	344	259
Earnings before Extraordinary Item	474	468
Extraordinary Item:		
Contribution to Thunder Bay Rail Issues Task Force	25	—
Net Earnings for Year	449	468
Appropriated to Harbour Development Fund	449	468
Unappropriated Earnings, End of Year	—	—
Statement of Surplus/Year ended December 31, 1984		
Surplus, beginning of year as previously reported	1,391	922
Appropriated to Harbour Development Fund	1,391	922
Surplus, end of year as restated	—	—
Statement of Harbour Development Fund/ Year ended December 31, 1984		
Fund balance, beginning of year as restated	1,391	922
Appropriated from earnings	449	468
Fund balance, end of year	1,840	1,391

	1984 \$000	1983 \$000
ASSETS		
Cash	575	886
Investments in U.S. Government obligations and certificates of deposit at amortized cost, which approximates market, including accrued interest	122,665	164,749
Accounts receivable, less allowance for doubtful accounts of \$767,000 in 1984 and \$436,000 in 1983	12,059	10,222
Prepayments and other assets	5,484	4,294
	140,783	180,151
Investments in facilities:		
Facilities completed		
Airports	449,473	422,613
Bridge	59,340	57,320
Port	114,838	107,338
	623,651	587,271
Less accumulated depreciation and amortization	(219,769)	(197,400)
	403,882	389,871
Construction in progress	31,235	39,242
Net investment in facilities	435,117	429,113
Total Assets	575,900	609,264
LIABILITIES AND FUND EQUITY		
Liabilities		
Accounts payable and accrued expenses	13,981	11,036
Accrued pension cost	6,409	6,692
Accrued interest payable	11,512	11,564
Notes payable	22,400	23,000
Funded debt	227,450	285,210

(Continued on next page bottom)

Port Releases:

25 Years of Coordinated Private Port Promotion: Port of Antwerp

«Doing business without publicity is like winking at a girl in the dark. You know what you are doing but nobody else does». (S.H. Britt)

To keep a port operational and profitable is a difficult business and «winking» at potential clients requires serious, constant efforts, internal as well as external, for the purpose of publicity, in other words promotion. The alternative is the classic «unknown and unloved», with extremely unpleasant economic and social consequences.

Until shortly after World War Two the Antwerp city authorities took care of this publicity, although a number of large firms and a few port associations, either individually or jointly, carried out campaigns of what was then usually referred to as port propaganda.

Port associations such as the Antwerp Freight Forwarders' Association and the Association of Shipping Agents for Industry did this independently. Later it was done in consultation with the General Management of the Port and with other professional associations such as the Professional Association of Antwerp Master Stevedores and Port Operators, the Antwerp Shipping Federation, the Association of Cargo-Handling Enterprises and the Belgian Shipowners Association under the auspices of the «Antwerp Port Community», a non-profit making organization led by A.C. Oidtmann (which ceased its activities in 1958).

These joint publicity activities were, however, limited

in scope and did not have much impact outside Antwerp except for the «historic» German (1952) and French (1958) days, for which the above named associations took the initiative and which — for varying reasons — stand out as milestones in the history of port promotion.

1959 : turning point

In the second half of the fifties the Court of Burgo-master and Alderman and the General Manager of the Port, Mr. O. Leemans, and his assistants, Messrs. R. Vleugels and H. Verhulst, rightly pointed out that the change in the structure of the Port of Antwerp, which involved a larger financial contribution to investment in the port by the private sector, required a new approach to promotion. They asked for more intensive and more coordinated action by the business world so that available resources and means could be used in a more rational way.

The private sector reacted positively to this request and in February 1959 the «Antwerp Port Community» was replaced by a new association with a broader base, the «Port of Antwerp Promotion Association», which in 1965 was given the status of a non-profit making association. Already at the meeting at which the Association was set up the Management Committee under the chairmanship of Paul van Doosselaere decided that the programme of the Association besides pressing port problems (at that time mainly the Rhine shipping premiums, the regulations of the Service responsible for the organization of inland

(Continued from page 20)

Total Liabilities	281,752	337,502
Deferred income	1,858	1,820
Contingent liabilities and commitments		
Fund Equity		
Retained earnings	251,669	230,250
Contributed capital, grants-in-aid of construction	40,621	39,692
Total Fund Equity	292,290	269,942
Total Liabilities and Fund Equity	575,900	609,264

Statements of income and changes in retained earnings

for the year ended June 30, 1984

	1984	1983
	\$000	\$000
Revenues		
Tolls, fees and sales of services	57,224	53,493
Rentals	27,216	25,352
Concessions	34,492	29,780
Income on investments	16,116	13,881

Other	1,315	881
Total Revenues	136,363	123,387
Expenses		
Operations and maintenance	48,793	42,807
Administration	15,062	13,185
Insurance	1,416	1,406
Pension cost	2,896	2,797
Interest	20,663	17,742
In lieu of taxes	5,255	4,981
Total Expenses	94,085	82,918
Income before depreciation and amortization and extraordinary item	42,278	40,469
Depreciation and amortization, including \$2,337,000 in 1984 and \$2,215,000 in 1983 on assets acquired with contributed capital, grants-in-aid of construction	22,488	20,948
Net Income before extraordinary item	19,790	19,521
Extraordinary item:		
Loss on extinguishment of debt	708	—
Net Income	19,082	19,521
Add credit arising from transfer of depreciation to contributed capital	2,337	2,215
Retained earnings, at beginning of year	230,250	208,514
Retained earnings, at end of year	251,669	230,250

navigation and the practical application of the Antwerp 1951 Rules) should also prominently feature port promotion.

It is characteristic that the minutes of the first meeting expressly record that all the Association's activities should always be undertaken in close consultation with the authorities, in the first place the City authorities.

Consultation and cooperation

These were no idle words on behalf of the new Association. Both promises were strictly adhered to: close cooperation with municipal authorities and officials as well as special attention paid to promotional activities, which later came to be the Association's main function.

This collaboration and consultation between the public and private sectors with regard to the promotion of the port and its related activities is regarded by many insiders as one of the reasons for the efficiency and efficacy of this promotion work.

Although both sectors have services and specialists who are occupied with promoting the port, in practice very little can be seen of this division since almost all actions are undertaken jointly after consultation.

To this it must be added that this cooperation is not limited to that between the municipal authorities and the Association; in many cases the provincial authorities (frequently via the Regional Development Authority for Antwerp), the organization responsible for the development of the zone on the left bank of the Scheldt and the Belgian Foreign Trade Office are involved.

Business-like approach

It is thus true to say that Antwerp's port promotion is characterized by a rational team spirit. It is also permeated by a business-like approach because those responsible permanently ensure that the promotion keeps as closely as possible to the sober realities of business life, without allowing individual or group interests to be at odds with the initiatives undertaken jointly and without allowing the latter to degenerate into theoretical P.R. out of touch with reality. To put it another way, Antwerp promotional work is not the result or the privilege of P.R. specialists but of port managers and business men who inspire and direct the promotion with the logistical support of P.R. specialists.

This formula has the enormous advantage that it can keep up with the developments in trade and transport.

It does, however, require great efforts both by the authorities and the business world who regularly have to supply competent and «willing» experts to participate in committees, working groups, events, promotion missions, lectures, etc....

Commercial aggressiveness

Under the impulse of port experts, who have been subjected to great pressures in their own activities as a result of the recession, Antwerp port promotion over the past few years has been characterized by a third element, a strong commercially aggressive spirit. This is expressed both in the form of the promotion and in the geographical regions and branches of activity which are involved.

Although maximum attention is paid to the prerogatives and existing relations of private port firms, more and more

initiatives are being taken to make potential port users aware of the commercial arguments which favour Antwerp.

This is not always simple because in a port like Antwerp very many interests are at work with their own international links and ties which — not least of all in the interest of the port — have to be respected. Thus in many cases the joint promotional activities are undertaken in such a way that they complement the individual prospection work of the firms.

In the final analysis this benefits the entire port community.

Broad range of resources

If a port is to be «sold» in a realistic way every modern promotional means and technique has to be used.

The mustering of the available forces and funds and the coordination of activities have meant that in Antwerp the full range of such resources can be called upon: port days, promotional missions, publications, press releases, audio-visual techniques, exhibitions etc.

To obtain maximum benefit from the use of these resources abroad Antwerp can count on the help and assistance of Belgian diplomatic and consular representatives as well as, in some countries, Belgian Chambers of Commerce.

In addition the Association has its own representatives and advisers in Austria, France, the German Federal Republic, Japan, Portugal and Switzerland and in addition it can when required call upon the overseas agents and correspondents of the many Antwerp port firms whose activities cover the entire globe.

Balance-sheet 1959 — 1984

Hinterland regularly reports the striking initiatives which Antwerp takes in the field of port promotion. For this reason we shall limit ourselves within the scope of this article, written to mark the 25th anniversary of the foundation of the Port of Antwerp Promotion Association, to giving a summarized survey of the principal spheres in which those promoting the port of Antwerp are active.

Port days, promotional trips and missions

During the period covered by this survey extensive port missions visited 23 countries throughout the world, some, such as the United States and Japan, several times.

Over the same period, besides numerous port days in Antwerp itself, promotional events were organized in over 70 European cities spread over some 15 countries.

Audio-visual media

During such events use is made of a whole range of modern audio-visual techniques, including a 16 mm film about the activities of the port and the role that people play in it, a video-cassette made by using this film, synchronized or unsynchronized slide shows and a large collection of photographs and slides.

Publication

The back-up and follow-up for port days and missions is provided by the port's own publications.

In the first place there are the periodicals, the main one being *Hinterland*, a quarterly published in four languages

(Dutch, English, French, German) with one issue a year in a fifth language (Spanish, Japanese, Portuguese or Arabic), as well as *Antwerp Port News*, which also appears quarterly in Japanese.

Then there are the reference works, above all the four-language *Vade-Mecum of the Port of Antwerp* with an extensive *Who's who?* and all regulations and tariffs in force in the port. In addition the *Antwerp Sailing List* appears fortnightly with information about sailings from Antwerp.

Finally there is the long list of brochures, the leading one being the *Monograph on Antwerp*, 200,000 copies of which have been distributed throughout the five continents, wherever possible in the language of the country. Appended to the monograph is a brochure which is also distributed separately and which contains statistics and information about the port's infrastructure and installations.

The *Port Brochure Road Transport* is also very functional and useful and enables drivers to find their way about the extensive port zone.

Finally, the Association has produced an *excursion guide* especially for schools.

This is a handy document for classes which visit the port.

Press service

Over the years a specialist press service has been developed by the Association. In cooperation with the municipal port services and various local firms this service regularly issues press releases and articles with information about the port. The service also provides logistical support for journalists visiting Antwerp either individually or in groups.

In this respect the «International Day of the Transport Press», organized jointly by the Association of Shipping Journalists E.S.P.A. and the city authorities, has become a «classic».

Information service

The flood of requests for general or specific information which pours into the Association has led to the establishment of an information service. This provides enquirers with documentation of a general or educational nature and acts as a go-between with the professional associations for the provision of more specific information.

Transfer of port know-how

One aspect of promotional activity which has taken off over the past few years is the transfer of know-how, mostly in the form of training programmes in port management and organization. These courses, organized by Antwerp Port Engineering and Consulting (APEC) in close cooperation with, amongst others, the city authorities and the Port of Antwerp Promotion Association, are aimed at officials and technicians from the developing countries who are concerned with ports and transport.

Work tools

The Antwerp business world has — especially since the second world war — become so organized and structured that it has created specialist bodies for various specific areas which serve the port community at large. This is the

case for management training, study work, social affairs, education, problems involved in the handling of certain types of cargo, etc.

Among these bodies the Port of Antwerp Promotion Association has now for the past 25 years taken care of promotion. If you have taken the trouble to read this survey you will know in outline how this task is carried out.

J.F. Willemsens

(Hinterland)

Port of Antwerp Promotion Association

ASSIPORT 25

The Port of Antwerp Promotion Association is well known under the acronym ASSIPORT.

When after the establishment of the Association an acronym had to be created which could easily be remembered by foreign customers, a link with shipping was laid by using the word «PORT», which was easily recognizable in several countries. A combination with the word ASSOCIATION finally resulted in a compact but energetic «ASSIPORT». A silhouette of Constant Meunier's sculpture the «Docker» was chosen as emblem, perfectly symbolizing dock labour and consequently very useful to promote a port which to a large extent owns its success to human dedication.

The famous A-emblem is of a later date. It was created in 1975 for use at all common Antwerp P.R. activities (and not only for those emanating from the Association). It shows a powerful letter A set in a flowing network of traffic routes radiating outwards in every direction.

It can be found in publications on company letter-heads (where it stands besides the company emblem, symbolizing the «Antwerp» solidarity), on promotional gifts, stickers, etc...

* * * * *

KMPA Administrator Cheung (center) received Mr. Kondoh (2nd from right) at his office.



Port Authority of Thailand

The Port Authority of Thailand (P.A.T.), a public utility state enterprise established in A.D. 1951, manages ports and other port business in the interest of the state and the public.

Olden Days

The Bangkok Port

In olden days, only vessels of medium tonnage and light draught could pass the bar channel to Bangkok. Vessels of deep draught had to be discharged and loaded in the deep water anchorage off Sichang Island, about 80 kilometers from Bangkok. Cargoes had then to be sent up to Bangkok or brought down for shipment by lighters, which causes problems of both time consuming and considerable expense.

The said problems confronted the Government for many years and prompted them to consider the possibility of dredging the channel through the bar and constructing a new port with all modern facilities.

The League of Nations were invited to send out a technical mission to survey commercial and economic situation in Bangkok. Three world renowned consulting engineers with wide experience in port construction, comprised Mr. M.P.H. Watier, Mr. A.T. Coode, and Mr. G.P. Nizhoff, were charged with responsibilities to carry out the said matter in 1934. According to their favourable report, suggestions were made to dredge the bar channel to accommodate vessels of deeper draught and to construct a modern new port at Klongtoey sub-district in order to promote Bangkok's commercial and economic situation.

Having agreed with the suggestions, the Government appointed a committee to carry out a plan to construct the modern new port and dredge the bar channel. In 1936, an international competition for the new port design was opened.

The design submitted by Professor Dr. A. Agatz of Bremen, Germany was the one finally selected.

Construction of the new port at Klongtoey sub-district where a large area was reserved for future expansion began in 1938 with the formation of the Office of the Port of Bangkok. The construction was partly completed in 1940 and had to come to a standstill due to World War II.

In 1951, the P.A.T. was established and took over the administration of the Port of Bangkok (Klongtoey Port) which had previously been in the hands of a Government Department. In this year, a loan of U.S. \$4.4 million was obtained from the World Bank to proceed with the construction which consisted of 1,660 meters wharf, served by 9 transit sheds with an open storage area behind, ready to simultaneously accommodate 9 cargo-vessels each of 8.2 meters in draught and 172 meters in length. The wharf was rail and road served, and was reasonably well-equipped with modern port facilities.

The Sattahip Commercial Port (S.C.P.)

The Sattahip Commercial Port (S.C.P.) in Choburi Province was formerly the Chuk Samet Naval Port, developed to be commercially used by the ministerial resolution

of 12th September 1978. A month later, on 10th October, a 19 member Sattahip Commercial Port Development Committee, chaired by the Royal Thai Navy's commander in chief, was set up to carry out the development and other business pertaining to the port.

The S.C.P. had started its temporary commercial services under the control of the Navy in 1976 before it was developed to be fully commercially used under the supervision of the P.A.T. in December 1979.

Having been continuously carried out lots of development projects for years, the P.A.T. today is an interesting illustration of the progress.

Administration

The major duty of the Authority is to accommodate vessels and to handle imported and exported cargoes. The activities comprise dredging and installing of navigation aids all through the channels in the Authority area, facilitating vessel's berthing, discharging and storing cargoes until they are transferred to the consignees' premises.

At present, the P.A.T. manages two ports; the Bangkok Port and the Sattahip Commercial Port, under the general supervision of the Minister of Communications.

Board of Commissioners

A Board of Commissioners of the P.A.T., appointed by the cabinet, has the power and duty to lay down policies, to control and to supervise generally the activities of the P.A.T.

Powers and duties in hand of the P.A.T. Board of Commissioners are as follows:

1. To conduct business and to issue rules and regulations in order to:
 - a) construct, purchase, acquire, dispose of, hire, let and operate port equipment, services and facilities;
 - b) purchase, acquire, lease, hire, let, own, possess, dispose of or operate in connection with movable and immovable properties;
 - c) determine charges for the use of its port services and facilities, and to issue regulations regarding the method of payment of such charges;
 - d) issue regulations regarding safety, the use of its port services and facilities;
 - e) borrow money;
 - f) dredge and maintain channels in the Authority area;
 - g) control, develop and provide facilities and safety in port under-takings and navigation in the Authority area;
 - h) fix the rates of various dues and charges within the Authority area;
 - i) issue bonds or any other instruments for the purpose of investment.*¹
2. To appoint, remove, increase or decrease the salaries of advisers, experts and heads of departments who assist the Director General and to determine the salaries of the staff of the P.A.T.
3. To issue rules of procedures for its meetings and for the conduct of its business;

(Continued on next page bottom)

Port management changes drastically over just a few decades

By Prof. Dr. H.C. Kuiler

(Reprinted from 'ROTTERDAM EUROPOORT DELTA')

An international port never fails to capture the imagination, not only through the constantly fascinating display of navigation and transshipment, but primarily, though less immediately obviously, due to the fact that all aspects of international activity are experienced there. When I refer to 'all aspects', I mean that it is not only a question of the flow of goods and the resultant generation of turnover (economic aspects), but also of the changes which are taking place in the behavioural patterns, special developments and technology among the trading nations. Politics also play a role in this.

'The port as a whole', is more than the sum of its parts.

Simply to experience this complex concept is not enough—it is vital for an international port to adapt to this fact.

I once defined a port as a terminal facility in a flow of goods which occurs as a result of the fact that a number of special functions with regard to navigation, inland transport, services and industry can be fulfilled. Indeed, these tasks have to be fulfilled in such a way as to obtain the best possible result for the goods flow and for income, both private and national.

This makes an international port a complex entity, consisting of a number of parts, which are united by a common objective, i.e. for the port to function efficiently as a whole for the benefit of its users. The idea of functioning efficiently covers more than the sum of the objectives of the compositional parts. This may give rise to conflict between an individual dock company and the interests of the port as a whole. Such conflicts may also occur at a social and spatial level.

The port manager is consequently faced with a task which goes far beyond exploiting one or two dock basins, as was previously the case. This task has become all the more complicated due to the fact that the port manager's policy in this respect not only involves partners in his own port area, but also involves regulations from policy-making bodies outside the port area, which may or may not conflict with the objective of the port as a whole.

In certain cases — given the manager's function with regard to the whole port — there can then be no question of passively accepting these regulations. The port manager will therefore have to be able to discuss with the higher policy-making bodies and be accepted as a partner in discussion. This has also clearly made the task of the port manager's research and study services more difficult.

But the port manager's ultimate objective still continues to be the creation of incomes for all those involved in the port activities, in serving the user of the port with efficiency and by sensibly combining the production factors of land, work and capital. For this reason the port manager cannot be indifferent to any of these elements. From this point of view he will therefore have to carry out his tasks within the port area itself, as well as keeping an eye on what is going on outside.

The combination of the production factors in the port area, however, has not been given a definitive form. In order to keep the creation of incomes at a constant level, it will have to be constantly adaptable to the changing circumstances in the world. This necessitates a dynamic organisational element involving port management. This is the fascinating aspect, which retreats behind the physical display of navigation and transshipment.

Research necessary

In order to achieve an integrated port policy, which takes into account all the developments in the economic,

(Continued from page 24)

4. To issue rules governing the performance of duties of the staff of the P.A.T., the disciplinary and penalty measures and other similar matters;
5. To fix the rates of various dues and charges within the Authority area, and the rates of dues and charges for the use of the wharves, and for the facilities and services provided by the P.A.T.; provided that they are between the maximum and minimum rates fixed by the cabinet.*²

The Chairman of the Board (Commander in chief, Royal Thai Navy), members of the Board and Director General must be of Thai nationality and have knowledge of and experience in matters concerning port, transportation, navigation, commerce, economics or finance.

A person under the following categories is eligible for chairmanship or membership of the Board:

- 1) having directly or indirectly any interest in any contract concluded with or in any work executed for

the P.A.T. except in cases where he is merely a shareholder of a company interested in such business;

- 2) being a staff member of the P.A.T.;
- 3) holding a political post

The Board of Commissioners consisting of a Chairman and not less than six nor more than ten members hold office for a period of four years, but for initial period, one half of the member shall be retired by drawing lots after two years in office. If the number of the members can not be divided in half, the figure thereof closest to the half number shall be taken. A retired member is eligible for re-appointment. In case of vacancy, a new member shall be appointed to serve only the unexpired term of the vacating member.

*¹ Powers and duties as provided in 1 may be entrusted to the Director General under the approval of the Board.

*² Any alternation in the rate of charges under 5 shall be made public not less than 15 days in advance.

social and technological spheres as well as the consequences of the more complicated model of administration, a great deal of knowledge is required. This knowledge must be relevant yet concise. There is nothing more frustrating for the modern-day port manager than an 'overload' of information which makes the course of developments obscure.

Obtaining systematised knowledge in a form which can be interpreted at a glance requires research, and more especially, structuring of the research results in a form which can be applied immediately. In view of the complexity of matters and the sheer quantity of internal and external factors which have to be taken into account, this supportive work can only be done by a team who are guided by an academic researcher. There is no room in this for preconceived opinions, emotional approaches and political aspirations.

The principles upon which the research is based must be very carefully selected and must be as realistic as possible. After all, this is not an academic exercise; the important thing is to obtain results which will be useful for efficient port policy. In addition to this the researcher must be sensitive to what is going on around him.

The current transitional phase in this long economic recession is hindering the research since results obtained by econometrical methods have limited meaning. It is becoming more important to recognise changes which are either occurring or are due to occur, as well as to perceive in good time the tensions which may result from these changes. These difficulties are occurring mainly as a consequence of short and long term general changes and small and large scale changes in objectives. These facts have added a new dimension to modern research which cannot be ignored.

Modern computer science can play a useful role in all this. A prerequisite, however, is that one must definitely be aware of which information is required and in which form. It is essential to avoid an overload of information.

Cultural models

It is not possible within the framework of this article to investigate in depth all the developments in internal and external factors which affect port policy today. I would, however, like to point out one or two aspects which have only recently attracted the attention of economists. They predominantly concern cultural patterns of behaviour which affect the port authorities and port managers.

Only a few decades ago, the goods flow and the generation of the goods flow were determined by developed industrial countries in the western world. Ports played an important role in this flow of goods and their task was conditioned by trade relationships between the motherland and the colonies. This has undergone a fundamental change. The former colonies have become independent states, which has had numerous far-reaching consequences.

Especially significant is the fact that the new states are experiencing a new sense of self-awareness and the desire to organise their own affairs. It is particularly important for them to be treated on precisely the same terms as any other country. The manner in which and extent to which this growing awareness reveals itself is determined to a great degree by the individual character of each nation.

According to Dr. Hofstede (head of the Institute for Research and Intercultural Cooperation), this can be roughly divided into some 4 variations. It is extremely important

to be acquainted with these variations for the benefit of cultural and commercial contact between the countries themselves and their organisations or inhabitants. The success of mutual understanding and the possibility of doing business depends to a great extent on this knowledge.

Hofstede thus makes a distinction between on the one hand countries where there is little individualism but a great deal of distance between the citizen and government, which means that it is essential to negotiate with the top people, and on the other a group of small countries with a great deal of individualism and little distance between its inhabitants or companies and the authorities. This latter group naturally includes many Western nations. Negotiation at a lower level can produce very good results.

The first group demands that as much effort as possible is made to avoid uncertainties which may lead to a 'male' attitude, occasionally entailing an aggressive approach to the problems. In the second group, risks are more easily accepted and the 'female' attitude tends to take on more significance, which often means that an increasing amount of less important human and social aspects have to be taken into account.

On this basis one can group together a vast number of countries with 'power distance' and 'masculinity' as their common factor. It would be going too far to now go into this in more detail. It is important, however, to establish that commerce and industry in the port as well as the port manager must be highly aware of these differences when negotiating agreements. This means that, in certain cases, commerce and industry can simply not dispense with the support of the port manager during negotiations, even if they do not concern matters which are directly associated with the function of the port manager.

It is of particularly great importance to take these cultural differences into account for both promotional trips and trips to the hinterland, both of which should involve the port manager.

In preparing for such trips, it will often not be sufficient to restrict your efforts to find out about these cultural aspects to a few hours one afternoon. This could also be classed as a task for the research department of the port authorities; industry and commerce in the port will of course also have to be able to profit from this.

In addition to the economic aspect, the cultural aspect should clearly also demand its place in port management, in certain cases it will even often be the case that the cultural aspect takes precedence over the economic aspect if the latter is to be successful. This is a fact which has to be accepted and which must always be taken into account.

This all means that port delegations on promotional trips will have to be highly varied in composition, depending on the culture of the countries to be visited.

Technical changes

In this field we can also see the emergence of an integrated whole of technological methods which have to form a unit, if the port is to work successfully as a single entity and within its individual subdivisions. In this context one need only think of infrastructure, navigational guidance and, last but not least, data processing.

The implications of these types of development may be immense for the port manager. For instance, this automatically makes me think of the tendency towards using larger

ships, particularly the fourth generation container ships with their 'round the world services'. These naturally have consequences for the port infrastructure and suprastructure but also for relations with newly developed countries, which are now going to be served with feeders, which they are not happy about. The technological gulf in port development among newly developed countries and industrialised countries is threatening to increase as a result.

The fact that the RW services are a logical development in the shipping industry provides yet another function for the port manager to incorporate in his struggle to support ports in newly developed countries. If they have suitable facilities for this, they could certainly secure themselves an appropriate position in the new shipping system. This is also important for one's own port in connection with the goods flows anticipated.

Social aspects

These form another area to which the port manager had to devote his attention, particularly within the framework of the objectives which I have set out in the definition of a port.

The modern port is expanding: intermediate storage on land is due to replace mid-stream transshipment: the large port is fulfilling a storage and distribution function, industrial activities are completing the transport process and communications with the hinterland are resulting in an increasing use of land. This port expansion in spatial terms goes hand in hand with a spatial expansion of the areas required for living and recreation. A situation of conflict between working on the one hand and living/recreation in the other is rapidly emerging, partly as a result of the nation's concern for its environment. This has resulted in the necessity for the port manager to restrict and, if necessary, to (help to) eliminate this conflict situation.

Another sector of social concern is that of social conditions in the port. A good port demands a stable working atmosphere. Stable does not mean unchanging, but it does suggest a constant availability of the port as a terminal facility even during changing working conditions. This means that a port manager cannot be indifferent to developments in the relationships between employers and employees. Any form of action may be desirable.

A passive attitude, on the other hand, may also be undesirable in other cases. The establishment of certain companies may be welcome within the port as a whole, since a missing link in the chain may have a negative influence on the functioning of the port as such.

Political aspects

A port manager experiences the consequences of policies which are introduced by administrative bodies (state, province, municipality). Such a policy is always coloured by the political outlooks of these bodies. But this political colour is frequently unstable, either as a result of elections, or due to changing views on a governing political set-up.

The port must naturally take all these things into account. This need not, however, entail a passive acceptance of political decisions. Given his role, he should provide the politicians with clear and realistic information on the potential consequences of certain political decisions for the port itself.

Confrontation with politics is not, however, restricted to the domestic. Internal political decisions may have international repercussions which affect the port. Again it would be wrong for the port manager to remain inactive in such situation.

International contacts, whether or not they are intended as support for industry and commerce in the port, may give rise to confrontation with political systems, which it is possibly difficult to appreciate from a western point of view. Emotional argument and zeal could then easily endanger useful results. It is therefore important to be aware of the reality that many nations are not yet sufficiently advanced for an administrative system which would be regarded in western Europe as useful.

Some concluding thoughts

In historical terms, the port manager is

- a supplier of goods and services to enable a port as a complex whole to function efficiently.
- the more complex the port became and the more that clear objectives were formulated, which superseded those of the individual dock companies, the more the port manager had to formulate.
- a policy which created conditions for private dock enterprise, so that that enterprise could function efficiently and appropriately within the framework of the port as a whole.

Such a policy, however, is confronted by conflicts of interest among individual companies, between employers and employees and between port activities and living/recreation.

The port manager is therefore also bestowed with the role of

- intermediary whose task is to eliminate conflict situations which threaten to interfere with the smooth running of the port.

An increase in the regulations provided by various policy-making bodies does not make the port manager politically indifferent. He has a duty with regard to

- informing politicians on the consequences of their political objectives, in as far as these affect the functioning of the port.

International aspects play a part in all these new tasks and duties.

Particularly on that level, a port manager will have to

- bear in mind the cultural and social differences in the countries throughout the world which are served by the port.

* * * * *

(Continued from page 28)

— Bulk and Breakbulk Trend —

Be "Optimistically Cautious"

"To capsule, our international business through the eighties will be a mixed bag, with no clear-cut answers," concluded Bob Coffey, assistant vice president of sales at Norfolk Southern Corp. and moderator of conference sessions. He said he was optimistic for the long term, but advised all involved in the shipment of bulk and breakbulk cargoes to "move on cautiously."

Bulk and Breakbulk Trends:

Georgia AnchorAge

Believe it or not, dry bulk and breakbulk transport still persist. With all the fervor of containerization, one might think they were slowly fading away.

"Breakbulk vessels still exist, and they are quite plentiful," noted John Broadbent, marketing manager for United Arab Shipping Co. "By their very nature," he said, "they [breakbulk cargoes] guarantee this continuance." Included in his consideration were steel, lumber, paper, raw rubber, and project equipment, all of which are often outsized or uneconomical to stuff into containers.

Likewise, dry bulk cargo ensures that bulk transportation systems and services will be around for awhile. Keri Phillips, publishing director of the International Bulk Journal, said world dry bulk trade has had an average 3.5 percent annual growth since 1970. Dry bulk cargo generally moves most efficiently on dedicated bulk carriers. Phillips noted, for example, that these bottoms account for 95 percent of all shipments of iron ore, which is the leading bulk commodity.

Common Issues

The trade environment has required bulk and breakbulk carriers to compete against the transition to containers. Overtonnaging on many trade routes has resulted in lower container rates, providing a viable alternative to the traditional modes of transportation. "If a cargo can move in containers, it will." The quote may be attributed to thousands in the industry.

Some issues and concerns stretch industry-wide, however, regardless of the mode of transportation. These include intermodalism, the Shipping Act of 1984, protectionism, and financing for international trade.

Broadbent told his audience at the Brunswick International Trade Conference that breakbulk operations are not intermodal operations. He said that the concentration of railroads on containers and the high cost of rail do not address the sourcing of breakbulk cargoes. "The trend today is for cargoes to come to ships rather than for ships to come to cargoes." He added, however, that the trend is also to be aware of intermodalism and to design breakbulk vessels accordingly, which he described as economy-of-scale.

Ed Codd, director of international marketing, said that his company, Seaboard System Railroad, will work with RoRo and breakbulk interests. He acknowledged, however, that his line will concentrate on container traffic because of its size, growth potential, and Seaboard's familiarity resulting from the railroad's commitment to containers. Like intermodalism, the Shipping Act of 1984 has impacted all of transportation. "We're seeing a significant revolution in liner trades," said Dr. Robert Ellsworth, director of office planning and international affairs at the Federal Maritime Commission. Referring to shippers' associations and the expanded ability to collectively fix rates, he said, "Clearly, you can now discriminate."

While the Shipping Act was designed to open up trade, protectionism threatens to close the door. Ellsworth pictured a situation where a company just could not compete. Two options were then available: either go out of business

or seek protection. "We should try and keep, as much as possible, the shipping industry open to competition," he advised.

As U.S. transportation is gradually deregulated, the U.S. commercial banking industry is currently also being faced with critical legislative and competitive issues, noted Jim Cassady, vice president of the export-import division at Citizens and Southern National Bank in Atlanta.

"Life isn't perfect, but it beats the alternative," Cassady said, alluding to deregulation, the difficult export situation, and the emergence of foreign financial institutions and investors into the U.S. He said that the ultimate role of banking continues to be "exercising prudent banking practices to facilitate trade, while protecting the best interests of stockholders and corporate customers."

Phillips noted that all these issues, including trade restraints, protectionism, and the foreign exchange market, are economic and political factors which strongly influence transportation trends.

The Breakbulk Trends

Breakbulk can compete with containers. "The key is cost efficiency," Broadbent said. The trend will be toward longer, economical vessels with

- 1) larger hatch openings,
- 2) faster, heavier derricks,
- 3) more vessel/shore gear flexibility, and
- 4) better fuel consumption.

Broadbent noted that container growth should slow, except in developing countries, where it will grow at the expense of breakbulk transport. He said that in countries such as South and Central America, the Near and Middle East, South and East Asia, and Africa, container traffic will comprise 35 percent of the global trade by 1990.

The Dry Bulk Trends

About 1,240 million tons of dry bulk cargo should move in international trade during 1985, Phillips said at the Brunswick conference. In 1970, 815 million tons moved. No huge upswing is expected. Iron ore has been "very much in a state of transition," and the long-term prospect is for shallow growth only.

Coal has experienced the latest sudden jump in trade overall, Phillips said, a result of the massive new steel industry's demand for metallurgical grade. The volume is expected to grow from 231 million tons in 1984 to a possible 290 million tons in 1990.

Finally, grain, the third of what Phillips called the three major bulks, has seen world traffic by sea stagnate at approximately 200 million tons. Phillips said that of all the grains, wheat traffic has grown the most, due to world population growth and the serious need for imported food. He predicted up to 240 million tons of grain moving in 1990, 45 percent of which would be wheat. Fluctuations should be expected, he added, due to yearly harvest surpluses and deficits.

(Turn back on page 27)

International maritime information: World port news:

Belgium to host 5th UNCTAD/APEC seminar on container terminal management in Antwerp: UNCTAD

The fifth in a series of seminars on Container Terminal management will be hosted by the Government of Belgium in Antwerp from 16 September to 4 October 1985. This seminar will, as in the past, be jointly organized by the United Nations Conference on Trade and Development (UNCTAD) and Antwerp Port Engineering and Consulting (APEC).

The objective of the seminar is to assist senior officials of Government ministries and Corporations, Port Authorities and operators, cargo handling companies with present and future responsibilities for planning, managing and operating container terminals in efficiently running these specialized facilities.

Participants are expected at the end of the seminar to be capable of passing on the acquired knowledge to their colleagues and subordinates, and hence to contribute to improving terminal operations. Ultimately, the aim of the seminar is to allow the participant countries to obtain the maximum economic and social benefits from these highly capital-intensive facilities.

These objectives are embodied in the programme which includes container terminal layouts and their different forms of operations, conversion of obsolete facilities into container terminal installations, administration of container terminals, planning and organization of labour and equipment, documentary procedures, relevant statistics and performance indicators, particular aspects of CFSs, of multi-modal transport and hinterland distribution, operational problems relating to security, terminal liabilities, equipment maintenance, container terminal capacity calculations for future planning and related tariffs, and specific problems of container terminal management in developing countries.

The seminar will be conducted in English by the staff of the UNCTAD secretariat and members of APEC, Antwerp Port Authority, private port operators and shipping companies and SNCB. It will be co-directed by professor G. Derkinderen (APEC) and Mr. Coll M. Hunter (UNCTAD).

The cost of the seminar will be met from funds placed at the disposal of the UNCTAD secretariat by the Government of Belgium.

Program of meetings to be held at IMO headquarters

1 September 1985 – 31 December 1986

1985

- | | |
|----------------|--|
| 2–6 September | Sub-Committee on Bulk Chemicals – 15th session |
| 9–13 September | Sub-Committee on Standards of Training and Watchkeeping – 18th session |

- | | |
|-----------------|---|
| 11 September | Assembly Working Group on the World Maritime University – 4th session |
| 23–27 September | Ninth Consultative Meeting of Contracting Parties to the Convention on the Prevention of Marine Pollution by Dumping of Wastes and Other Matter |
| 30 September | International Oil Pollution Compensation Fund – Assembly – 8th session |
| 4 October | Legal Committee – 55th session |
| 7–11 October | Sub-Committee on Radiocommunications – 30th session |
| 14–18 October | Council – 13th Extraordinary session |
| 8 November | Assembly – 14th session |
| 11–22 November | Council – 55th session |
| 22 November | Marine Environment Protection Committee – 22nd session |
| 2–6 December | Joint IMO/ILO Committee on Training – 7th session |
| 16–20 December | |

1986

- | | |
|-------------------------|--|
| 27 January – 5 February | Maritime Safety Committee – 52nd session |
| 24–28 February | Sub-Committee on Fire Protection – 31st session |
| 3–7 March | Facilitation Committee – 16th session |
| 10–14 March | Conference of Contracting Governments to amend the 1965 Facilitation convention |
| 17–21 March | *Sub-Committee on Bulk Chemicals – 16th session |
| 7–11 April | Sub-Committee on Safety of Navigation – 32nd session |
| 14–18 April | *Legal Committee – 56th session |
| 21–25 April | *Sub-Committee on Radiocommunications – 31st session |
| 12–16 May | Sub-Committee on the Carriage of Dangerous Goods – 38th session |
| 19–23 May | Sub-Committee on Containers and Cargoes – 27th session |
| 2–6 June | Sub-Committee on Ship Design and Equipment – 29th session |
| 16–20 June | Sub-Committee on Stability and Load Lines and on Fishing Vessels Safety – 31st session |
| 19 June | *Council – 56th session |
| 30 June – 4 July | *Committee on Technical Co-operation – 27th session |
| 7–11 July | Sub-Committee on Life-Saving Appliances – 18th session |
| 8–17 September | *Marine Environment Protection Committee – 23rd session |
| | *Maritime Safety Committee – 53rd session |

29 September – 3 October	*Sub-Committee on Standards of Training and Watchkeeping – 19th session
6–10 October	International Oil Pollution Compensation Fund – Assembly – 9th session
13–17 October	*Tenth Consultative Meeting of Contracting Parties to the Convention on the Prevention of Marine Pollution by Dumping of Wastes and Other Matter
27–31 October	*Legal Committee – 57th session
10–14 November	*Council – 57th session
13 November	*Committee on Technical Co-operation – 28th session
1–5 December	*Sub-Committee on Radiocommunications – 32nd session

* Tentative

Postponement of implementation of PC/UMS: Panama Canal Commission

The Panama Canal Commission Board of Directors, during their July 1985 meeting, decided to postpone indefinitely consideration of implementing a new tonnage measurement system, PC/UMS. This proposed new system, which has been under evaluation for several years, was designed to be compatible with the International Convention on Tonnage Measurement of Ships, 1969.

The Commission, however, will continue to collect vessel measurement data pursuant to the 1969 Convention and will reconsider implementation of the proposed system at some future date, if appropriate.

ICHCA XVIIIth Biennial Conference – 1987

The XVIIIth Biennial Conference of the International Cargo Handling Co-ordination Association (ICHCA) will now be held in Brisbane, Australia, from Tuesday 12 May – Saturday 16th May 1987. The venue will be the Sheraton Hotel and Conference Centre, Brisbane.

With the theme 'Trade and Transport Integration – the Global Challenge' presentations and discussions will centre around 'Challenges': – of industry to meet the changing demand of trade – trading patterns; of integration of the various modes of transport; of trends in air and aerospace transport cargo handling; of port planning linking with other transport modes, of social developments; of port and transport infrastructure in developing countries. Time will be devoted to Pacific and Asian 'Challenges' arising from the substantial economic growth of the Pacific Rim.

Publications

"IMO/ILO Guidelines for Packing Cargo in Freight Containers or Vehicles"

Sales No. 284.85.11.E, price £2.50 (English)
No. 285.85.11.F, price £2.50 (French: available later)
IMO Secretariat,
Publication Section,
4, Albert Embankment,
London SE1 7SR, U.K.

"Latin American Import Export Directory" (English edition)

Argentina – Bolivia – Brasil – Chile – Colombia – Costa Rica – Dominican Rep. – Ecuador – El Salvador – Guatemala – Honduras – Mexico – Nicaragua – Panama – Paraguay – Peru – Uruguay – Venezuela

With the object of increasing business relations between Latin American countries and the rest of the world the Latin American Trade Council is distributing free copies of the Latin American Import Export Directory.

This Directory is compiled to provide comprehensive and up-to-date information on general business facilities in Latin America required by overseas companies and organizations for the promotion of international trade and general business contacts. The 400-page plus Latin American Import Export Directory contains more than 30,000 companies with their addresses, telephone and telex numbers, and have been classified by specific activity which allows the importer or exporter to locate needed data precisely.

Please be informed that free copies of the captioned publication are now available for collection upon written request to:

Latin American Trade Council
Circulation Department
P.O. Box 12
San Jose 1007
Costa Rica
(Central America)

"Golden Gate Atlas and World Trade Directory"

The eighth biennial *Golden Gate Atlas and World Trade Directory* is now available with a wealth of information, maps and illustrations covering Northern California shipping, ports and international commerce.

The unique 96-page reference is published by the Marine Exchange, 303 World Trade Center, San Francisco CA 94111. It includes detailed maps of seven ports plus other major deep draft shipping facilities and terminals on the three-bay and river system served by the Golden Gate – each fully indexed. A list of 421 steamship companies is also cross-indexed to the 73 shipping agencies which represent them. The classified provides full listing of maritime and related products and services available.

Other features include a summary of changing trade patterns and the "continental tilt" as U.S. international commerce shifts to the Pacific Basin, together with an update on the region's responses, including development of transportation and port facilities.

The *Atlas and World Trade Directory* is available from the Exchange at a per-copy price of \$6.95 (plus .45 tax); orders by mail should include \$2.00 for handling and postage.

Brazilian port news in brief

- This year the priority investment of Cia. Docas da Bahia shall be the construction of the second mooring berth of the Solid Bulk Terminal of the Port of Aratu, designed to handle the copper concentrate imported by Caraiiba Metais.

- The Port of Paranaguá is going to purchase this year a crane for the handling of bulk cargo, a new shiploader and two container handlers. Its investment program includes also the dredging of the access channel from 10.5 m to 13 m and of its two mooring berths from 9 m to 12 m.
- The government of Paraguay is negotiating with the Brazilian Ministry of Foreign Relations the possibility to install at the Port of Rio Grande a warehouse for the exportation of cereals, following the example of the one explored at the Port of Paranaguá.
- The commercial Association of Rio de Janeiro created a Permanent Committee for the establishment of the Free Port of Rio de Janeiro. *(Portos e Navios)*

Chris Brown honoured on retirement from Fraser Port

A large number of business, community and government leaders were present at a reception to honour Chris Brown for over 50 years of community leadership and many years of work and devotion to the growth and development of Fraser Port.

Mr. Brown is retiring from the Fraser River Harbour Commission after being a Commissioner for over 20 years and Chairman for 15 years.

Mr. Brown was lauded for his efforts and many contributions to B.C. and Canada in a speech by Fred Gingell, the Commission's Vice-Chairman. Calling Brown a respected businessman, a skilled administrator, a far-sighted developer and a willing servant of the community, Gingell urged those present to take a look at Fraser Port as testimony to Brown's leadership abilities.

"You will see what this man has done for his country, his province and his community. He has built something that will last. Any of us here would be proud to leave this kind of legacy", Gingell continued.

"In retiring, I step down from the 20 most interesting, exciting and fascinating years of my life", Brown said in responding to the accolades. "It's an experience I wouldn't have missed for the world. It's great to have been a member of the team responsible for the planning and development which has taken place in Fraser Port over the past 20 years".

"During this time, I have been privileged to work with some of Canada's ablest and most dedicated people — federally, provincially and municipally. I have also had the opportunity to become associated with and to make friends of ports' people all over the world. It is my sincere wish that my successor and Commissioners to follow will enjoy the same outstanding cooperation and support from the Commission's staff and from all levels of government that has been accorded me", he concluded.

Fraser Port elects new chairman

The election of Fred Gingell, C.A. as chairman of the Fraser River Harbour Commission has recently been announced. He replaces Chris Brown who has retired after over 20 years on the Commission.

Mr. Gingell was appointed a Commissioner in May 1975 and was elected Vice-Chairman in 1981. He is Director of

the International Association of Port Authorities and is Vice-Chairman and Secretary-Treasurer of Mohawk Oil Co. Ltd. Active in community affairs, he recently completed a term as Chairman of Kwantlen College.

The Fraser River Harbour Commission administers Fraser Port, one of Canada's larger ports, with jurisdiction over 217 kilometres of shoreline located in nine municipalities.

Halifax Industrial Park open for business

The Halifax Industrial Park has had what might be termed a difficult birth. The idea of an industrial park located within Halifax city limits has been discussed in and out of city council for years. In 1970, legislation was drafted and approved by council only to be shelved later. Halifax mayor Ron Wallace reactivated the concept in 1980 and a commission formed to find a location. Looking at the popularity of the Dartmouth Industrial Park at Burnside and the steady growth of Halifax, the commission approached council with a proposal to have 1,700 acres of land on the city's west side, designated as the location for the new industrial park.

The park is divided into two specific areas. Bayers Lake caters to manufacturing, warehouse and distribution clients. Ragged Lake is designed to meet the needs of high tech, research and business needs.

The first phase of Bayers Lake (approximately 50 acres), will be completed this fall and the first client, the Nova Scotia Liquor Commission, is expected to be moved in by June of '86. Housing the head office personnel and main storage depot, the project will cost \$15 million. The 180,000 square-foot building will replace the five separate buildings currently being used for storage in the metro area. The Industrial Park Commissioners are presently reviewing several proposals from companies and when negotiations are complete, announcements will be made.

Ragged Lake, on the west side of the Prospect Road, will have 30 acres of serviced land available by this fall. Not surprisingly, Halifax has one of the largest scientific communities in Canada, with six universities, and the Dalhousie Medical School, the Technical University of N.S., Bedford Institute of Oceanography and the National Research Council as well as countless firms.

The commission has an aggressive attitude, and development officer David Miller is billing the park as a "one stop shop". He is not only looking for new business, he sees many opportunities for expansion and diversification of existing companies. The "one stop shop" approach is designed to coordinate the various elements that today's business relies upon. David Miller says that he is prepared to help companies locating in the park find joint venture partners, isolate trade opportunities, make shipping arrangements, even to finding downtown office space.

Being 10 minutes from the heart of the Halifax business community and the facilities of the port, the Halifax Industrial Commission feel the combination Bayers Lake/Ragged Lake Park is an idea whose time has come.

(Port of Halifax)

1984: New heights reached by the Port of Montreal

In 1984, the Port of Montreal again reached new heights in cargo categories in which the expanding North American economy clearly stimulated traffic. The results altogether surpassed those of the preceding year. The full force of this becomes evident when one considers that, in 1983, total traffic increased by 2.4 million tonnes over the 20.3 million tonnes of the previous year and containerized traffic also set a record.

Total traffic at the port climbed to 23.8 million metric tonnes in 1984 from 22.7 million tonnes in 1983. This increase amounts to 1.1 million tonnes, or 4.7 percent.

Were it not for a slump in grain shipments because of a poor harvest after a very dry summer on the Canadian prairies, total traffic would easily have topped 24 million tonnes, a level reached only twice so far, in 1980 and 1981.

Beyond that, general cargo traffic, which totalled 5.2 million tonnes in 1984 compared to 4.7 million tonnes in 1983, set an all-time record.

This represents an increase of 11.1 percent or more than half a million tonnes.

For its part, break bulk cargo climbed 13.1 percent after three consecutive years of non-growth. Stimulated by economic conditions favouring imports to Canada and the United States, traffic in this sector rose to 1.1 million tonnes in 1984.

A particularly noteworthy fact is that in 1984 the Port of Montreal experienced its second consecutive record year in containerized traffic which grew 10.6 percent, from 3.8 million tonnes in 1983 to 4.1 million tonnes in 1984. The number of TEU's climbed from 357,503 to 428,747.

With a growth rate exceeding 10 percent in the past two years, containerized traffic at the Port of Montreal for the first time topped four million tonnes and 400,000 TEU's. This increase in container traffic reflects the general state of the North American economy as well as the strengths of the Canadian and U.S. dollar which distinctly favoured the import of cargo to both countries.

All indications suggest that 1985 should bring to the Port of Montreal its third consecutive record year in containerized traffic.

On the other hand, grain shipments will again suffer the effects of 1984's poor harvest.

A decline in petroleum products is also to be expected if the program aimed at encouraging eastern refiners to use crude oil from western Canada fails to be renewed at the end of June.

The Port of Montreal is confident that it will retain, if not even expand, its already enviable share of the market during 1985.

(Port of Montreal)

Montreal: A leader on the North Atlantic

The North Atlantic is undoubtedly the most important shipping route for ports of the Eastern seaboard of North America. Its lanes link this continent to the enormous market of Northern Europe which includes, among other countries, France, Belgium, the United Kingdom, Germany,

Poland, the Netherlands, and the U.S.S.R.

The great European ports, such as Antwerp, Rotterdam, Hamburg, Felixstowe, and many others on this route, like Montreal, serve a vast hinterland where international trade flourishes.

The North Atlantic route is definitely appealing. All the more so because, more often than not, it is as busy in one direction as in the other, east-west traffic traditionally being in balance.

Montreal's unique geographic location gives it an undeniable strategic and economic edge. And the North Atlantic route is precisely where Montreal enjoys the most obvious economic advantages.

First is the fact that Montreal lies on the shortest link between Northern Europe and the industrial heart of North America.

This link is not only the shortest by sea, but also by land due to the most direct railway and road connections to Ontario, the Midwest States, and the American Northeast.

In short, the Port of Montreal offers the least transit time. This is of prime importance in minimizing the total cost of shipping. And to sharpen its edge, Montreal's port charges are highly competitive.

On the North Atlantic route, Montreal really stands out favourably among the other ports of the North American Eastern seaboard.

No less than 12 major shipping lines regularly link Montreal to the major ports of Northern Europe. Three lines — Canada Maritime, Cast North America (1983) Inc., and Manchester Liners Services (Canada) Inc. — offer weekly services at Montreal.

Traffic between the Port of Montreal and Northern European ports averages close to five million tonnes annually. It will be noticed that Belgium, with over 1.8 million tonnes, ranks first among the transatlantic trade partners. This tonnage, however, reflects the importance of the hinterland served by the port of Antwerp rather than that of the Belgian market itself.

General cargo accounts for 67 percent of the traffic between Montreal and Northern Europe. This category of goods, which includes a variety of finished and semi-finished products, is predominantly containerized on the North Atlantic route.

In 1983, 93 percent of the general cargo shipped through the Port of Montreal on this route was containerized.

Moreover, 89 percent of all containerized cargo handled at the port that year was exported to or imported from Northern Europe.

Grain immediately follows containerized cargo on the list of products shipped from Montreal to Northern Europe. Grain for export is stored at the port's Elevator No. 4; its prime destination is the U.S.S.R.

It would be impossible to cite here all of the products that account for the traffic between Montreal and Northern Europe. Suffice it to mention those with the largest tonnages.

In the general cargo category, the port receives primarily such commodities as iron, steel and alloys, non-ferrous metals, solid chemical products, alcoholic beverages, machinery, and assorted products from Europe. Items such

as non-ferrous metals, fruits, nuts and vegetables, asbestos, wood pulp, lumber and other products constitute the major exports from Montreal.

On the North Atlantic route, as in the whole shipping industry, the impact of large-capacity container vessels and around-the-world services arriving on the scene is being weighed.

At the Port of Montreal, these new forces are not seen as a threat, but as a new form of competition. After all, competition has always been keen on the North Atlantic route, where the Port of Montreal has succeeded in carving an enviable position for itself.

The total cost of shipping goods from point of origin to point of destination was and always will be a determining factor in choosing a port.

This factor favours and will continue to favour the Port of Montreal, the premier trans-shipping centre for traffic between Northern Europe and the industrial heartland of North America. *(Port of Montreal)*

Nanaimo has most scenic harbour says chief of B.C. tourism

British Columbia's Deputy Minister of Tourism, Michael Horsey, guest speaker at a luncheon gathering of the Pacific Coast Association of Port Authorities meeting in Nanaimo, said that tourism now rates as the number three industry in this province, just behind forest products and mining.

Employing some 100,000 people it generates between two and three billion dollars annually. He had high praise for Nanaimo Harbour Commission for having the foresight to go beyond the development of commercial and industrial aspects of port management and make the harbour interesting and attractive for tourists as well as local residents.

"Nanaimo's new seaplane terminal, its waterfront enhancement including the excellent Swy-a-lana lagoon park has given the port a new area of development," said Horsey. "Nanaimo has one of the most scenic harbours to be found anywhere," he noted.

The end of transoceanic travel by ship is a matter of nostalgia now. It has been replaced by today's efficient cruise vessels which are currently big business in this province. Port of Nanaimo, by providing facilities and attracting the new small cruise vessels, is to be commended, the deputy minister said. He added, "the cruise ship industry will continue to expand." *(Nanaimo Harbour News)*

Record load of wheat from Thunder Bay

Canada's newest ship, the M.V. PATERSON loaded a record 28,607 tonnes of wheat at the Port of Thunder Bay on September 9. This is the largest single load of Canadian wheat ever shipped through the Great Lakes/St. Lawrence Seaway System.

US Senate agreement on user fees and local cost sharing for navigation projects

The Administration and the Republican leadership of the Senate have come together on the question on user fees and local cost sharing for navigation projects. It was revealed on June 21 that the Reagan Administration has agreed to moderate its demands for the cost sharing of the traditional federally supported channel deepenings and maintenance. The specifics of the agreement were developed in meetings between David Stockman, head of the Office of Management and Budget and key Senators on the matter of port legislation. The terms of the agreement follow.

Terms of Republican Agreement

Construction:

	Depth	Local Share
	14 — 20 feet	10 percent during construction
	21 — 45 feet	25 percent during construction
	46 — feet	50 percent during construction
plus	all depths	10 percent paid over long term (could be waived by Secy.)
plus	all depths	lands, easement & rights-of-way
NO:	credit for lands, easements & rights-of-way	
	credit for dredge disposal costs	
	loan guarantees	

Maintenance: 40 percent recovery of national O & M costs through a uniform ad valorem fee/tax on cargo

Inland Waterway: The present 10 percent fuel tax on barge traffic will be doubled in ten years, beginning 1988

Those Senators who participated in these discussions include Majority Leader Robert Dole, Public Works Committee Chairmen Robert Stafford and James Abdnor, Finance Committee Chairman Robert Packwood, Appropriations Committee Chairman Mark Hatfield, Budget Committee Chairman Pete Domenici, and other Senators who have taken an active interest in this legislation.

The consequence of this agreement remains to be seen but one thing is clear. For the first time in years, the stage is set for the United States Senate to consider legislation to authorize water resource projects including channel deepenings and for those Senators to act on and pass the first major water resources bill since 1970.

House Action

The House Public Works Committee is expected to act on HR 6, often called the Roe Bill, by the end of June. The legislation, which is virtually identical to that which the House unanimously passed last year, is expected to have little difficulty in the Committee. The legislation is expected to be approved very easily by the House of Representatives. The action in the Senate and the anticipated work in the House makes it possible to speculate on the enactment of legislation before the end of this year.

User Fees

The Administration continues to seek to recover costs

for government services through user fee proposals sent to Congress. A number of them have been rejected consistently by Congress. The Coast Guard user fee proposal is a good example of that since the Merchant Marine and Fisheries Committee of the House has for several years now flatly rejected consideration of any new Coast Guard user fees. Other fee proposals such as those associated with cost sharing on the maintenance and improvements of channels have found a friendlier reception.

A particular proposal that was treated roughly in the House Ways and Means Committee recently is the Administration's proposal for customs fees. The Administration plans on recommending to Congress legislation which would require fees on cargo which would enable the recovery of over \$500 million annually for the general treasury. The fees would be for customs services. In a hearing of the House Ways and Means Committee, the chairman of the Trade subcommittee, Sam Gibbons of Florida, stated his objections to such an idea as did Pete Spark, a ranking Democrat from a port city. Additional hearings are expected on the subject but despite the enthusiastic campaigning by William Von Raab, Customs Commission, the legislation is not expected to fare well.

Trade Notes

The House Energy and Commerce committee has adopted two provisions which could affect the importation of automobiles. One would make it very difficult to import automobiles on the "gray market." According to the U.S. government, as much as 80,000 automobiles are imported to this country outside of the normal commercial automobile distribution system. The other provision with perhaps an even greater impact on automobile traffic imports is an amendment adopted at the suggestion of John Dingell, chairman of the Energy and Commerce committee. It would require that certain standards be met by imported automobiles. Those standards basically reciprocate the standards U.S.-made automobiles must meet in Japan. This legislation is expected to engender a lot of opposition from those who opposed domestic content legislation in the past.

Another bill of interest is legislation which Interior Committee Chairman, Moe Udall has put forward. The legislation requires the President to negotiate import reductions through bilateral talks with major copper-producing nations.

Udall and other members from the Western states have been subject to a strong campaign by the U.S. copper, mining and refinery industry.

(VIA Port of New York — New Jersey)

New Bulk Loading Facilities to commence operation: Soros Associates

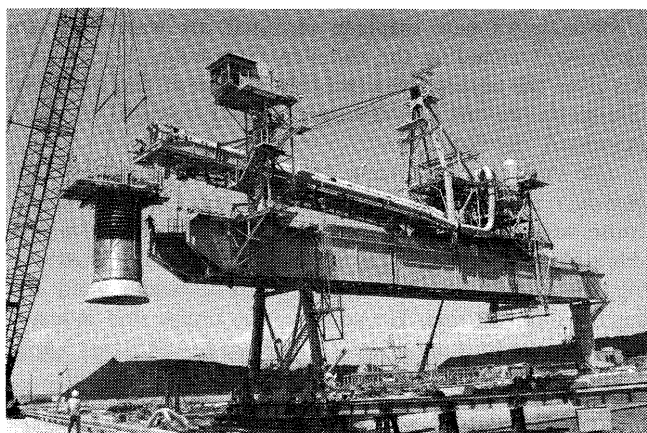
The new bulk materials shiploading facilities at the Port of Corpus Christi is nearing completion and is scheduled to begin operation at the end of November.

In February of 1984, the Port of Corpus Christi awarded a contract to Soros Associates, an international engineering firm specializing in bulk port facilities, to provide engineering and construction management for the new shiploading facility.

The Port's new modern radial shiploader, which will be able to load out at 1,500 tonnes per hour, is located adjacent to the Port's 27-year-old bulk materials dock which with its existing gantry crane will now be used to unload inbound cargos only.

The new shiploader is fed by a belt conveyor system which extends into the user's stockpile area. Incorporated into the conveyor system is a dump hopper which also permits direct shiploading from rail cars and trucks. A "State-of-the-Art" dual dust control system allows the port to handle dusty cargos and also meet the standards of the Texas Air Control Board.

The new facility was undertaken on the basis of a "fast-track" engineering and construction program which required close coordination with the port's engineering staff, equipment suppliers, contractors and field personnel. This program enabled the new facility to be constructed on time and under budget.



The new modern radial shiploader at the Port of Corpus Christi can load ships at 1,500 tonnes per hour and includes a combination cyclone and wet scrubber dust collection system.

Commodity bagging at water's edge in Duluth

The new bagging facility at the Port of Duluth has opened its doors to agricultural commodity shippers. Constructed by the Seaway Port Authority the facility is available to shippers of everything from bulk grain and seeds to edible beans.

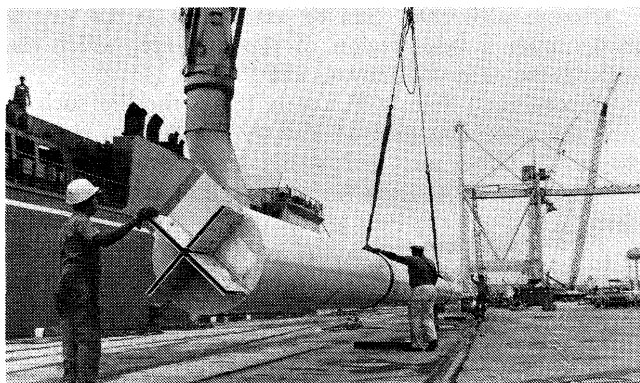
Port officials note that the new bagging operation means commodities can be brought to the Duluth waterfront facility and bagged for shipment to destinations around the world, capitalizing on the St. Lawrence Seaway water route overseas. The result is twofold, according to port officials: (1) Lower freight and handling costs in getting cargo overseas, and (2) More world markets within affordable reach of North America's most productive agricultural areas.

Conveniently located on Garfield Ave. at the General Mills Elevator A complex, the bagging plant has easy access to ocean shipping at the nearby Clure Public Marine Terminal. Enclosed storage space at the terminal totals 315,000 square feet, or enough to accommodate more than 25,000 tons of bagged cargo.

Equipment includes a Howe-Richardson duplex scale and Fischbein bag-closing equipment, with a capacity of up to 1,200 metric tonnes per day. Jumbo and special bag orders are easily accommodated at the plant which is designed to meet special customer specifications.

(Minnesota's World Port)

Container parts arrive; GPA's Fifth Container Berth nears completion



Construction on Georgia Ports Authority's container berth five is winding into high gear, as crane parts have arrived and three new container cranes are being erected. Just as CONTAINERPORT's capacity becomes saturated, the new berth will come on stream with three new high-speed container cranes and an additional 65-acre field of paved container storage.

For the past two years, the property has been prepared, and during the past few months, shipments have delivered container parts from Kocks Crane and Marine Co. in Germany. Two specialized vessels, the *Este-Submersers I* and *II*, delivered the cranes direct to CONTAINERPORT, less than 500 yards from the construction site.

Upon completion in December, these additions will increase GPA's number of container cranes to nine. The new cranes, numbers seven, eight and nine, will enjoy the same cycle time as the other six: an average of 90 seconds per pick. Like the other cranes, they will offer 113 feet of backstowage, allowing quick, temporary moves of containers for purposes of access and restowing.

In addition to this high speed and backstowage capability, these new cranes enjoy several other advanced features. They have a 98.5-foot lift above the dock, allowing

easy clearance of the highest stacks of containers on the world's largest containerships. Finally, and perhaps most importantly, they enjoy an increased tonnage capacity — up to 50 tonnes per pick.

Gulf's first five-high container stacker in use: Port of Houston

Container storage and maintenance have been significantly improved with the development of a reefer container truck featuring five-high container stacking ability.

The first of its kind purchased in the nation, aside from a prototype tested and purchased by a West Coast container terminal, the new truck has effectively increased by one fifth the container storage and handling capacity of its purchaser, Container-Care, Houston, a container storage facility.

The development comes at a time when improved facilities at Barbour's Cut Container Terminal are experiencing an increase in containerized cargo traffic. The Houston Chamber of Commerce reports an increase of almost 9 million short tonnes at the port in 1984 over 1983. More containers and more container movement throughout the port area translates as more container repair and storage. Of late, container storage capacity has been additionally taxed by this country's trade imbalance — more containers arriving full of foreign imports, less leaving with U.S. exports.

Container-Care vice president Kevin Smith reports a ratio of two containers arriving for every one leaving the port. This surplus and the storage problems created was a contributing factor in Container-Care's decision to purchase the five-high reefer container truck.

The reefer container truck was designed, engineered and built in the U.S. specifically for empty container movement by Taylor Machine Works of Louisville, Mississippi, and supplied to Container-Care through Taylor's exclusive distributor in Texas, Briggs-Weaver, Inc., a Dallas-based distributor. Taylor pioneered the development of the reefer container truck several years ago in response to the unique needs of the empty container handler.

The prototype for the newest model, the five-high stackers, was tested by Taylor engineers over a four-week period at their plant in Mississippi, then sent to ITTEL's Long Beach Container Terminal in California for an additional two months before it went into full production and entered the market in January of this year. To accomplish the five-high task, the drive axle was stretched to 126 inches over-all width, the size of the counterweight was increased, and a Taylor-designed mast was added. The wider axle provides added stability at the increased height, the heavier counterweight compensates for the 48-inch load center of any empty container, and the specially-designed mast and overhead tilt cylinders keep the container from swaying and tilting while in the stacking mode.

The decision to go five high is a function of several considerations — the rising cost of real estate close to port facilities, the solid ability to be stabilized for heavy loads, the volume of container storage and repair business, and the ability of any new machine to fit into the flow of work around the container yard.

The first consideration weighs the cost of acquiring addi-

tional property against the cost of higher stacking capacity. For example, due to the astronomical cost and virtual unavailability of acreage in Hong Kong, Container-Care employs gantry cranes to store containers in nine high stacks. There, the cost of acquiring additional space makes an investment in cranes the only alternative.

Gene Estes, product manager at Taylor says that the lack of available space for expansion at crowded European ports brought about the use of the modified five-high stackers offered by foreign manufacturers. With considerably more room in Houston, the cost of a five-high stacker — at about \$130,000 was an investment Container-Care considered a wise one since its yard's capacity has increased effectively by one fifth — from four layers of empty containers to five.

The second consideration, soil stabilization of additional property, can be an expensive proposition depending upon soil conditions. Six new acres brought into service at Container-Care, Houston's yard in June of this year cost more than \$500,000 to prepare for terminal operations. The limestone surface, improved with pure lime and cement stabilizers, is 18 inches thick. However, swampy soil conditions are such at Container-Care, New Orleans' facility that it cannot be upgraded to handle five high empty container stacks.

The third consideration involves the nature and volume of container traffic throughout the facility. Container storage accounts for a part of the action at the company's Mayo-Shell Road yard in Houston. A full service intermodal facility, Container-Care, Houston considers its primary business the repair and maintenance of damaged containers.

Containers discharged at Port of Houston terminals are placed on chassis for transport to the cargo's ultimate destination. The container user then returns it to Container-Care before it is used again. Approximately 150–200 containers enter or leave the facility each day.

The last consideration entails the ability of the new machine to become a part of the container handling team at the yard. After repair, available containers are sent back to the yard for stacking and storage. Container-Care, Houston currently manages some 5,000 containers at its site, using a fleet of six lift machines. The five-high is not considered a replacement for the four-high and three-high stackers. It is part of the fleet, and will work with the other smaller machines which are faster at shuttling containers in and out of the repair facility.

(Port of Houston)

Port of Houston Authority to sign sister port agreement with Dalian, China

The Port of Houston Authority and the Port of Dalian, People's Republic of China, will enter into a "sister port" relationship at formal signing ceremonies to be held in Dalian September 23–24, 1985. Port of Houston Authority officials, including Commission Chairman Archie Bennett, Jr., Commissioner Alan B. Shepard, Jr., Executive Director Richard P. Leach, Trade Development Director Armando Waterland and Community Relations Director Michael Scorcio will represent the port at the ceremonies. The signing ceremony will highlight a two-week Far East

trade mission, which will include stops in Beijing and Dalian, Hong Kong, Singapore, and Taiwan.

The agreement will enable the two ports to work closely in exchanging expertise and knowledge, and fostering international understanding, leading to expanded trade opportunities between the two countries. The agreement is the outgrowth of a visit to Houston in December 1984, by a delegation from the Port of Dalian which was headed by that city's mayor.

The Port of Dalian, the second leading port in the PRC, shares many similarities with the Port of Houston. Located on the south end of the Liaodong Peninsula, bordering on the Yellow Sea, it handles more than 35 million tons of cargo annually and serves as a major transportation center for Northern China. The Port handles general, bulk and containerized cargo, operates petroleum and grain storage facilities and serves a region similar to Houston. Like Houston, year-around shipping is possible.

Touted as the "ice-free port", current plans call for an expansion that will transform it into the largest port in the PRC. Today the natural harbor boasts 48 berths, with 100 berths for containerized and bulk cargoes planned for the future. Construction of the first four, with a capacity of 4.1 million tons, is expected to begin next year and be in operation by 1990.

Chinese authorities plan to use Dalian as the key to modernizing a large region of the province, which also includes the cities of Shenyang and Yinkou.

According to Richard P. Leach, this is the first such sister port agreement entered into by the Port of Houston Authority. Other such agreements are expected to follow.

"The Port of Houston Authority will host an exchange delegation from the Port of Dalian, in the near future. Regular meetings between the two ports will allow the representatives to meet in a friendly atmosphere to exchange knowledge and expertise and expand trade opportunities in their respective areas. The meetings will also serve to create better understanding between the two cultures," Leach said.

Port of Los Angeles registers record gains: Executive Director

In a year that has seen many national economic indicators falter, the Port of Los Angeles has registered record gains in virtually every area of its operation, according to Eze Burts, Executive Director of the Los Angeles Harbor Department. Gross and net income, overall tonnage and general cargo tonnage, auto imports, container movements and passenger arrivals and departures all surpassed previous port totals, with some categories establishing new National records.

"Continuing a recent trend," Burts explains, "WORLD-PORT LA has led all of the country's ports and harbors in retained earnings; the Port's 1985 net income reached \$48.7 million, up over \$7 million or 17% percent from last year's \$41.7 million. Total operating revenues, derived from shipping services, rental fees, concessions and royalties, totaled \$91.7 million, a 14 percent increase of \$11.2 million."

Shipping services provided by the Port: dockage, whar-

fage, storage, pilotage and equipment rental, as well as certain charges for demurrage (prolonged cargo storage fees) contributed \$63.9 million of the overall \$91.7 million in total operating revenues.

Wharfage, the charge levied by the port on cargo crossing its wharves, amounted to \$45.2 million, an increase of \$5 million, or 13 percent over last year.

Operating and administrative expenses were held to the line, with only a 2.3 percent increase of \$800,000.

General cargo tonnage handled by the Port increased to 22.2 million revenue tons, a dramatic 34.5 percent rise over last year's 16.5 million revenue tons.

Containers, which carry most of the general cargo, reached an all-time high of 1,037,092 TEU's, a major milestone attained by few ports worldwide.

Total cargo tonnage, which includes petroleum and other liquid bulk, dry bulk and lumber, rose 16.5 percent, from 38.7 million to 45.1 million metric revenue tons.

"One of the most spectacular, and visual, increases that we've experienced at the Port" Burts continues, "is in the category of imported automobiles. Ranking sixth nationwide in auto imports volume as recently as 1983, the Port surged to the Nation's top spot during the first half of 1985. Based on an auto-industry survey, 153,885 cars passed through WORLDPORT LA during January through May 1985, compared to 127,820 for the now second highest port, Jacksonville, Florida. For all of 1984-85, the port processed 419,974 cars and compact trucks, as compared to 303,754 for the previous 12 months."

Becoming an increasingly significant facet of WORLDPORT LA's service to the maritime industry is its passenger ship facilities. "With more than a half dozen cruise lines calling the port 'home', or including it as a regular international stop-off for sightseeing passengers," concluded Burts, "the Port has become the Nation's second busiest passenger port. During fiscal 1985, 408,907 passengers began or ended their cruise at the port, an increase of 83,829 passengers over last year." (News)

One million container TEU's during fiscal year 1985: Port of Los Angeles

A maritime milestone reached by few ports in this or any other country is being observed at WORLDPORT LA. Here, at the Port of Los Angeles, computers are printing out the final figures to confirm that the port had handled in excess of one million container TEU's during fiscal year 1985.

The actual number, 1,037,092 TEU's, is 29.9 percent above fiscal year 1984 figures of 799,160 TEU's. During the last two months of fiscal 1985, the record percentage increase was even higher: in May, 1985, 96,103 TEU's represented a 33 percent rise, while June's 95,922 TEU's equalled a hike of 31.8 percent. June was the 31st consecutive month in which the port's TEU count surpassed the previous year's monthly totals.

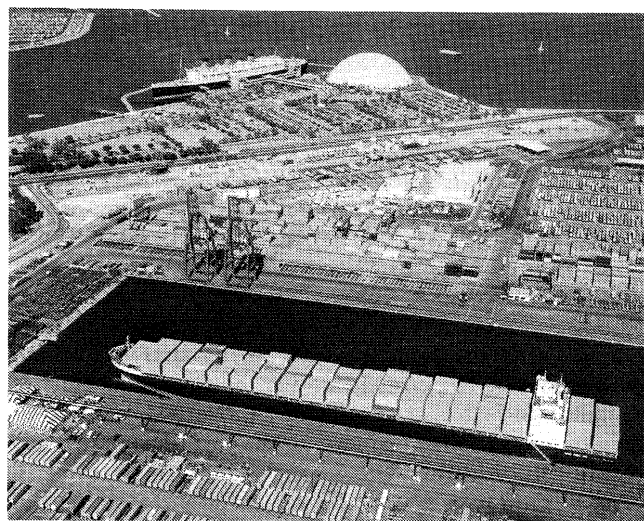
Carrying cargo ranging in variety from Abyssinian figurines to zoological specimens, cargo containers entered the shipping scene in the late 1950's. Their introduction, barely noticed by most ports and steamship companies at that time, eventually changed the entire look and feel of ship-

ping. Today, every aspect of cargo movement, from ship design to port construction to longshore training and work, reflects the impact of containerization.

"Here at WORLDPORT LA," offers Steven Paul Resnick, Marketing Director, "a million TEU's is just the beginning. There is every indication that the rate of increase will continue."

Currently, several of the Port's eight container terminals are set for expansion, or relocation to larger facilities, and more terminals are planned. Thus, shippers now and in the future will find large modern terminals, with state-of-the-art equipment, to accommodate this expected increase in containerization at WORLDPORT LA, today's Port of Los Angeles.

Super containership christened at Port of Long Beach



United States Lines' newest New York-class containership, the American California made its maiden voyage first call at the U.S. Lines terminal on Pier G in the Port of Long Beach recently, where formal christening ceremonies took place. The tenth of a new fleet of twelve of the largest containerships afloat, the vessel is 950 feet in length, only 69 feet less than the RMS Queen Mary which is permanently berthed in Long Beach Harbor. Regular weekly service of the nearly 4,500 TEU capacity Korean-built vessels begins at Long Beach September 14 with arrival of the American Virginia as a part of its round-the-world service.

Soviet Union allows U.S. fumigation test on its grain shipments: Port of New Orleans

The Soviet Union, which does not presently permit in-transit fumigation of grain, has agreed to experiments conducted by the U.S. to test the effectiveness of various methods of in-transit fumigation on Soviet grain shipments, according to a report in *The Wheat Grower*. In the first test a shipment of grain was loaded at the Port of New Orleans with live weevils deliberately included.

In 1984, the Soviet Union imported 2.4 million tons of corn via the Port of New Orleans, making the country the

No. 2 trading partner of New Orleans for that year.

The testing program is the result of an agreement reached when a Soviet grain quality team hosted by U.S. Wheat Associates visited the U.S. The team agreed to work with the U.S. Department of Agriculture and the private grain trade in carrying out experiments on in-transit fumigation.

American specialists are accompanying the grain shipment to the Soviet Union to assure that proper procedures are followed in the application of different techniques and to measure the effectiveness of the fumigation. Additional experiments this summer will be conducted on grain shipments, which will involve greater cooperation between U.S. and Soviet scientists. *(Port Record)*

NETWORK: international electronic-messaging system launches: Port Authority of NY & NJ

The Port Authority of New York and New Jersey and the World Trade Centers Association inaugurated the first subscriber's use of NETWORK — a low-cost break-through in international communications and data exchange that will benefit importers, exporters, shippers and traders.

Guy F. Tozzoli, who is both Director of the Port Authority's World Trade Department and President of the World Trade Centers Association (WTCA), said: "NETWORK is an international electronic-messaging system that will have a database of thousands of businesses worldwide. It allows a subscriber to identify likely trading partners and then send electronic messages to any number of them simultaneously. The cost, \$1.25 per thousand characters, is less than one-fifth that of telexing a thousand characters to London, and less than one-seventh the cost of a comparable telex to Paris or Rotterdam.

"An exporter of a particular commodity, for example," Mr. Tozzoli said, "who wants to find importers of that commodity will be able to touch a few keys on his computer terminal and obtain the names of dozens of potential trading partners.

"Following that, he will immediately be able to send electronic messages to all of them simultaneously — for a fraction of the cost of normal telex charges."

There is no charge for receiving messages on NETWORK and no other costs for the service other than the price of a local telephone call. Subscribers must be affiliated with a World Trade Center, however. The cost of affiliation varies from trade center to trade center but ranges from \$150 to \$300. The cost of affiliation through the New York World Trade Center is \$150; however, all fees for NETWORK subscribers are being waived until 1987.

The only equipment needed to access NETWORK is any type of computer terminal or word processor that can be linked to either a dedicated telephone line or telephone modem.

In its role as WTCA headquarters New York's World Trade Center is coordinating an international program to invite all world trade center members to take advantage of the new service.

In training programs conducted earlier this year, 50 member cities were prepared to launch the service in their

areas.

Commenting on the significant impact NETWORK is expected to have on international trade, Commissioner McCall said: "NETWORK is one more example of continuing Port Authority efforts to fulfill our basic mission: to preserve and enhance the commerce of the Port of New York and New Jersey, which generates \$14 billion annually and nearly 200,000 jobs. And by promoting and increasing the commerce of our port, we are also contributing to the commerce of many other ports and nations around the world.

"Our inauguration today of NETWORK as a new, efficient, international business communications service will place us firmly on the road that leads not only to increased trade and commerce, but to increased understanding among nations as well."

N.C. Ports intermodal link increases container throughput 957% two months into 85-86 FY

Two months into the 1985 — 86 Fiscal Year, the North Carolina State Ports Authority's intermodal terminal in Charlotte has increased the number of containers moving through its gate ten times over the same period a year ago.

This message was given to the authority's board of directors meeting here today (Sept. 24th).

The Charlotte Intermodal Terminal (CIT), the country's first inland load center operation for container storage and staging, opened in January, 1984. It provides a truck-rail-port link to shippers and receivers throughout central and western North Carolina, South Carolina, Virginia, Tennessee and parts of the Midwest which is faster and cheaper than any previous means between the two points.

Cargo arrives at the CIT in containers by truck, is placed on the ports authority's SPRINT train, and railed directly into the port. Cargo arriving by ship is placed on the train for the return trip and pickup at the CIT.

Last year this time, only 54 containers had moved between the two points. During July and August of this year, 571 containers made the 6½ hour trip, representing 957 percent increase in cargo boxes handled. Over 100 North Carolina companies are now utilizing the services offered by the CIT and the state ports authority.

W.W. Edwards, executive director of the ports authority, said, "This just goes to show that this new marketing initiative by the North Carolina Ports is working and serving North Carolina industry.

"We instituted this intermodal link to assist the state's shippers and receivers in obtaining the best possible service for their transportation dollars. The Charlotte Intermodal Terminal is a shipping innovation which is just beginning to play a role in the economic development of much of North Carolina. The potential is unlimited as more and more companies throughout the state realize the transportation benefits of this facility," Mr. Edwards said.

He added that a second weekly train between Charlotte and the State Port of Wilmington was under discussion and if the loads continued to increase it could be on track within a few months.

Port of Wilmington receives safety award: North Carolina State Ports

The Port of Wilmington was one of 43 Southeastern North Carolina firms to be honored at a safety awards dinner sponsored by the N.C. Department of Labor and the Greater Wilmington Chamber of Commerce on June 5.

To qualify for the labor department annual safety award, an establishment must have 10 or more full-time employees and no on-the-job fatalities during a calendar year. In addition, it must have maintained either a perfect safety occupational injury incidence rate (for cases involving days away from work) at least 50 percent below the statewide average for its particular industry group.

The 1984 award, was presented by Assistant State Labor Commissioner Charles Jeffress and accepted by Steve Jackson, assistant port manager at Wilmington.

(Carolina Cargo)

Rail connections: A decisive advantage: Port of Oakland

For the Port of Oakland, strong intermodal connections figure prominently as a leading advantage. Four major rail routes serve the Port: the Union Pacific and the Southern Pacific/Denver & Rio Grande Western routes via the Sierra Nevada; and the Southern Pacific and Santa Fe over the southern route. All of the Port's nine container terminals are located less than two miles from the Santa Fe, Southern Pacific and Union Pacific rail ramps — minutes away by truck — for fast, efficient connections between ship and train. And, since the three railroads' intermodal terminals all are at the head of the mainline, there is no need for intermediate switching for cargo routed through Oakland.

Intermodal service between Oakland and the Midwest, the East and Gulf coasts ranks among the most frequent and extensive available in any U.S. port. COFC (Container on Flat Car) and TOFC (Trailer on Flat Car) trains now serving the Port include:

Santa Fe: A total of 28 dedicated intermodal trains are operated each week, 14 round trips between Oakland and Chicago, 14 between Oakland and the Gulf.

Southern Pacific: Each week 35 SP intermodal trains originate or terminate in Oakland, using both the railroad's trans Sierra and California Central Valley trackage, and moving to or from Chicago and the Gulf.

Union Pacific: In addition to the newly launched U.S. Lines stack train, UP operates a total of 21 dedicated intermodal trains between Oakland and Chicago, 14 eastbound and seven westbound, per week.

(Port Progress)

Port Canaveral profile

Port Canaveral, Fla., is centrally located 155 miles south of Jacksonville, Fla., and 160 miles north of Miami, Fla., adjacent to Kennedy Space Center.

Entrance to the harbor from the Intracoastal Waterway is by a canal 300 feet wide, 12 feet deep. Entrance to the harbor from the sea is a straight channel 440 feet wide and 44 feet deep. Turning basin depth is 35 feet.

Berths at the port are located on both the north and south sides of the harbor. Three on the north side have

depths of 35 feet at mean low water. Two handle general cargo, with one of these accommodating bulk cement. The third is utilized as a cargo or cruise ship berth with cruise terminal.

Berths on the port's south side have depths of 35 feet and include two general cargo, 660 and 400 feet, that also supply bunkers. Two dolphin type handle petroleum products, bulk cement, and provide bunkers. A new Roll/On Roll/Off ramp has a 22-foot draft at the face of the ramp.

Two new cruise terminals, with a total berth space of 1,200 feet, are available near the port entrance, and another is under construction.

Warehousing space is located on the north and south sides. 168,000 square feet is allocated for general cargo, 60,000 square feet for freezer storage and 40,000 square feet for freezer/cooler storage. There are over 200 acres of open storage for general use and 20 acres adjacent to the Roll/On Roll/Off ramp for trailer storage.

Future Plans

Beginning in 1985 to meet future shipping needs of Central Florida through 1995, Port Canaveral will embark on an ambitious expansion program which will triple the port's deepwater berth capacity.

The West Turning Basin project calls for 16 — 18 berths to be constructed over a 10-year period. Dredging will begin in 1985 and completed in 1986, and will bring the West Turning Basin and connecting channel to 31 feet.

The first two to four berths will be constructed for passenger ship operation, thus freeing up cargo and warehouse facilities in other portions of the port. Future berths will be constructed to meet the demand for cruise and/or cargo ships as it develops.

Dredging of the West Turning Basin will open up approximately 270 acres adjacent to the deep draft berths for container and bulk storage, warehouses and possibly a hotel and marina complex to augment the cruise ships.

The estimated project cost is \$110 million with the federal government funding \$10 million of that.

The expansion project was prompted by increasing demand for facilities and heavy interest in Port Canaveral as a cruise and cargo port.

Plans are being made for expansion of existing facilities in the near future. The East Marginal Wharf on the port's south side will be lengthened 250 feet and Pier 3 North will be extended 660 feet giving 1,100 feet of continuous berth.

Construction has started on Cruise Terminal 4 to the east of Cruise Terminal 2 and 3 near Jetty Park. Target completion date is early 1985.

Port Canaveral offers full resident customs and USDA service; lock controlled barge access to the Intracoastal Waterway; full range of ship services and dockside repairs; over 200 acres of land ready for development; in-port banking facilities; and competitive port charges and rates.

Richmond Harbor channel deepening approved by Congress

As a part of a supplemental appropriations bill, a \$25-million project to deepen the Richmond Harbor Channel from 35 to 41 feet MLLW has been passed by Congress and signed into law by the President. The project will deepen a three-mile long channel from the Levin-Richmond Terminal on the Inner Harbor Channel to the Chevron Long Wharf, where it will join the Baldwin Ship Channel dredging project, currently underway.

Dredging to 41 feet means that large modern ships will be able to utilize the Inner Harbor Channel. "This is the best news we have had in ten years," commented Port Director Sal Bose, who said, "This dredging will make it easier to attract shipping lines, including container ships, to the Port."

(Port Profiles)

Major issues and the Port's role: Henry M. Aronson, Port of Seattle Commissioner

Commissioner Aronson focused on five subjects that he feels will influence the future course of the Port:

1. *Regionalism.* Aronson said he strongly believes that all ports on Puget Sound must explore the benefits that would follow from a consolidation of these ports into one entity. His instincts lead him to believe that combining the international activities of Puget Sound ports would make the Puget Sound region more competitive with California ports.

As a first step, he suggested that Puget Sound Ports jointly retain the Brookings Institute or some similar independent research organization to conduct a "first-rate economic study" so that the advantages and disadvantages of a ports' merger could be explored objectively.

If the study demonstrates that a ports' consolidation is prudent economically, any fair, effective consolidation must protect the well-being of the Port of Tacoma and other Puget Sound ports. He said he personally feels a consolidation is needed because of the savings in expenses that would be derived.

"It really doesn't make sense for marketing people from the various ports to be in adjacent hotel rooms in Kobe, essentially eroding each other's advantage in competing for Asian business," Aronson maintained.

2. *Technology.* The commissioner noted that 90 percent of all scientists in the history of the human race are living at this time.

Ports, in particular, will continue to be affected by advances in technology, Aronson said. The Port of Seattle, he said, must remain on the cutting edge of advances in the computerized transmittal of documents, for example.

"I'm not a scientist or technician," Aronson stated. "But I do know the Port has a responsibility to explore assisting Northwest businesses and other interests in enhancing the flow of commerce through the Northwest."

He said the Port must play a strong role in expediting the flow of information and documents, such as letters of credit and bills of lading.

3. *Tourism.* The Port must continue to play a lead-agency role in the development of tourism, Aronson said. The Port's involvement with such programs as familiarization tours for overseas travel agents and journalists is a logical and important extension of its aviation and marine development missions, he said.

4. *Marketing.* The Port's marketing effort must continue to reflect the growing importance of nations throughout Asia, Aronson said.

"While Japan has been our No. 1 Asian trading partner for many years, we see faster growth now from Taiwan, Korea, Singapore and Hong Kong," he noted.

And the ASEAN nations also are experiencing rapid growth in trade with the United States, he added. He cited as examples The Philippines, Indonesia (which he noted is the world's fifth most populated nation), Malaysia and Thailand.

5. *Port management.* Aronson observed that the Port now is making the transition from an administration directed by just-retired Richard D. Ford to one directed by James D. Dwyer.

"Dick Ford was an excellent CEO and Jim, similarly, will be a first-rate director," Aronson said, "Jim will have a whole new range of agendas and priorities."

(Tradelines)

APL to expand its Port of Seattle operation; Move to larger terminal

American President Lines (APL) will continue to expand its Port of Seattle operations following its move to the Port's new Terminal 5 container facility during the first quarter of 1986, according to Port of Seattle Commission President Jack S. Block.

Currently operating from the Port's 47-acre Terminal 46, APL will shift to the new facility, a 77-acre, state-of-the-art container terminal that will undergo a \$30 million expansion and upgrade.

"Current and projected expansion of APL's international as well as domestic business in the Pacific Northwest has prompted this move," according to J. (George) Hayashi, executive vice president of the Pacific Basin shipping firm, which has served the region since 1848. Hayashi said the company's business growth has resulted from the continued expansion of trans-Pacific containerized trade as well as the Pacific Northwest market itself.

He said the firm's ability to efficiently handle increasing volumes of intermodal cargo at Seattle has been made possible by the development of its own cross-country, double-stacked container train system — the most extensive in the United States — coupled with a fast, efficient deployment of its trans-Pacific container ships. "Terminal 5, which is two-thirds larger than our existing facility, will significantly increase throughput capacity and should enable us to meet the needs of our customers for many years," he said. Hayashi noted that the terminal lease agreement is of 30-year duration — a reflection of the company's long-term commitment to the Pacific Northwest market.

In addition to the expanded acreage for APL, the new Terminal 5 will have three full containership berths — up from the current two; four new 100-foot gauge container

cranes — up from three 50-foot gauge cranes: an on-dock shed with 80,000 square feet of breakbulk storage space; and a 100,000 square foot container freight station, also right on the terminal.

"The new Terminal 5 will be the most modern container facility on the West Coast, from the new cranes to the computer advancements in the truck entry facility and container yard," Port of Seattle Executive Director James D. Dwyer said. "The Port of Seattle looks forward to growing with APL at our newest facility, one which gives APL the opportunity to at least double the volume of cargo it moves through the Port."

More than 5,000 Seattle area jobs are related to APL's operations here, according to a Port economic impact analysis of 1984 cargo totals. "That number has certainly grown in 1985 with APL's increased traffic," Dwyer said.

Robert V. Royall, Jr. elected Chairman: SCSPA



Robert V. Royall, Jr. was elected Chairman of the South Carolina State Ports Authority (SPA) Board in Charleston on September 11.

Royall is President of the C&S Bank and previously served as treasurer of the State Ports Authority. The SPA is the governing board for the major container port of Charleston and for the breakbulk ports of Georgetown and Port Royal, South Carolina. As he accepted the chair, Royall called the Port system the finest asset the state has.

Royall praised the professionalism of the staff at the port: "Don Welch is as fine a professional port director as you will find anywhere. He has the expertise, the background and the dedication.

"I am looking forward to the challenges and opportunities facing us at the Ports of Charleston and Georgetown in the year ahead."

Strategic planning study aids SCSPA in meeting industry challenges

The shipping world is changing rapidly and the Port of Charleston is gearing itself to meet and use the opportunities growing out of the changing environment.

W. Don Welch, Executive Director of the South Carolina State Ports Authority, in reflecting on how the Port is rising to the challenges brought about by the 1984 shipping act, intermodalism, and load centering, credited the strategic planning study carried out by Cresap, McCormick and Paget with participation by the Port Staff.

"Thus far we have completed the Trade Development study section. We started with Trade Development because it is that segment of the Authority which must forge the future of the Port."

The new direction of the division is seen in the changed title, from Trade Development to Marketing and Sales. Under the new division, two areas are added or emphasized.

Marketing research, begun several years ago has been strengthened with the addition of a professional manager. Bobby Landry has joined the SPA staff to lead the concentrated effort.

New to the division is the area of steamship line and intermodal sales.

"Previously," Welch said, "the same staff members called on steamship lines, shippers, forwarders, railroads and all the myriad people important to a port. The same people were trying to do it all.

"Now we realize that separate and special attention is needed in separate areas, especially steamship lines. Steamship lines are moving into opportunity areas unavailable to them a few years ago, such as negotiating rates and services with rail and truck lines. The load-centering control taken on by steamship lines makes us especially interested in putting our best foot forward and getting our due attention from the lines.

"Our new area of steamship and intermodal sales headed by Philip Tomlinson is designed to be helpful to the lines and present them the best information available for their decision making.

"We intend also to be of continuing assistance to the lines already serving Charleston. The Atlanta "Container Express" train exemplifies our efforts to benefit all the lines calling Charleston. We continue to look for similar opportunities which we can bring to our port."

According to Welch, the port is continuing to direct its marketing approach to specific rather than broad areas. This approach has been developing at the port and now with the guidance of the strategic planning study the targets will be more distinctly defined.

"The objective is to develop a profile of service that is comprehensive," Welch explained. "Where we are weak we will shore up. We will target our objectives whether in liner service or cargo type and go after it."

"In splitting our sales effort, we are not reducing our attention to cargo but, rather adding steamship sales. Charles McSwain who is acting director of the Marketing and Sales Division also serves as general manager of cargo sales. Both these efforts will be fully backed up by marketing research, our rates and tariff area, and specifically targeted advertising and promotion.

"We are substituting defined objectives carried out by the best professional talent we can find for broad-brush sales techniques. It is a more sophisticated plan and one I am confident will succeed overwhelmingly for the Port of Charleston."

Outside of the new Marketing and Sales Division, but directly related to the new path that the port has chosen is the position of Business Analyst held by Bernard Groseclose. Groseclose who reports to Welch, will give guidance as to the options available in port use of capital and investments. Sophisticated approaches to business decisions will guarantee the port the wisest use of investment capital.

"We are not overlooking our port's excellent service representation as we gear up for the future," Welch added. "We are also working to improve our operating efficiency and reduce our costs so that we can continue to pass these savings in time and money along to our customers. During the next four months every phase of our operations will be

examined. We want to get as much capacity as we can get out of our existing facilities so that we can make the best, informed decision as to our future growth."

Similar studies of finance, engineering and data processing functions will also be performed in the future, according to the port executive director, so that Charleston can be as efficient and forward looking as possible.

"We intend to be vigorous in recognizing the environment of intense competition both among steamship lines and among ports," Welch concluded. "The Port of Charleston has a tradition of excellence. We shall extend that excellence in every way, into the future." (*PORT NEWS*)

Jan Devroe new Alderman for the Port of Antwerp

The Antwerp City Council has appointed Jan Devroe Alderman for Port and Industry in succession of Jan Huyghebaert.

In 1970 Jan Devroe was elected member of the City Council and appointed as fraction leader, to become in 1976 Alderman for legal matters, the preparation of merger of the then City of Antwerp and some of its suburbs, inter-municipal bodies, co-operation contracts and noxious enterprises, completed in 1982 by traders' matters.

Since 1982 he was substitute Alderman for the port.

1984: Dunkirk records vintage year for traffic

Against a somewhat contrasted background Dunkirk's traffic results proved rather good in 1984. With an overall traffic of 33 million tonnes and a 10.5% growth the port scored the best rate of increase among all the French ports. This good result was all the more remarkable as it came together with a sharp rise in general cargo.

In 1984 activity went up in all the major European ports. The rise was of course uneven depending on the port.

In Dunkirk, the rise broke a continuous trend towards shrinking traffic which had spread over three consecutive years.

It could also be observed that the recovery was more particularly felt among a group of ports close to one another from Rotterdam and Dunkirk.

This can be seen as a consequence of a pick-up in the steel industry whose output is largely handled by those ports. This could also be interpreted as the result of an effort by all the countries to develop exports. Finally, this also shows the appeal exerted by the ports of North West Europe.

With an overall growth of 10.5%, far superior to that of other French ports, Dunkirk's performance is more in line with that of the North European ports.

This could be further evidence that, more than any other ports, Dunkirk is narrowing the gap between itself and its neighbours and competitors as regards both traffic patterns and activity trends. And, more than any other port, Dunkirk is confronted with tough competition.

In 1984 the main trends were as follows:

- A sharp rise in dry bulk imports (ore and coal);
- A slight fall in oil traffic (refined product exports in particular), a trend experienced by most ports;

- A rise in tramping both inwards and outwards;
- A marked expansion in cross-Channel traffic.

(*Dunkerque Expansion*)

Le Havre and West Africa

The third "African Port Days" were held earlier this year at Abidjan in the Ivory Coast and were attended by some 250 people, including most of Africa's top port managers. Le Havre's close involvement with the African continent both in trade and technology naturally caused it to be well represented. M. Gérard Velter, our Director of Planning, and M. Georges Willems, Head of the port's Computer Section (which helped to introduce analytical accounting in the ports of Abidjan and San Pedro), took an active part in the proceeding and were among those who gave talks.

The 3rd African Port Days were chaired by the Ivory Coast Sea Minister, M. Lamine Fadika, and dealt with such important topics as tariff-fixing and the balancing of port budgets, the organisation and cost of cargo handling, equipment maintenance and computerised port data.

Their presence at the conference enabled the Havre contingent to renew contact with many of the those who took part in last year's symposium at the Havre Port Studies Centre on the "North-South Dialogue between Ports" and to provide active follow-up in a number of important fields.

The port of Le Havre has long-standing connections with Africa, apparent at many different levels. Its shipping and trading links with the countries of West Africa in particular date back a very long time and have strengthened with the years, and there is a solid tradition of trade based on raw materials imported from West Africa. At the present time there are 13 scheduled services a week to the west coast of Africa. In 1984 over 4MT of goods were imported from Le Havre to the countries of West Africa, while a million tonnes were exported. The trade with the Ivory Coast, consisting essentially of general cargo, was specially noteworthy at 376,638 tonnes.

In the field of international cooperation, the Port of Le Havre has provided several African countries with technical assistance over the last few years, particularly Benin, Cameroon, Liberia, the Ivory Coast and Guinea.

Le Havre's name is also brought regularly to Africa by a big local company, Caillard, which had a stand at Abidjan and has supplied port equipment to a number of African ports, especially container cranes for Mombasa in Kenya.

The Abidjan Port Days aroused a lot of interest and enabled the representatives of the Port of Le Havre to strengthen our links with African economic and port circles traditionally involved in seaborne trade with Europe, where Le Havre has a special part to play. (*FLASHES*)

Draft twinning agreement signed with Chinese port of Dalian: Port of Le Havre

A delegation from Le Havre, including representatives of the Chamber of Commerce and Industry, the Port Authority and the University, spent a week in China between

March 23rd and 30th. It stayed mainly at Dalian, a city of 2,000,000 people and the second port in China, with which contact had already been made on the occasion of two visits to France by delegations from Dalian seeking a special relationship with a French port. The Havre authorities had at once shown interest and the mission to Dalian came as the result of a long exchange of correspondence and will no doubt be seen as the initial step on a long road to be travelled together by our two cities and ports. A draft twinning agreement between Dalian and Le Havre was signed on March 28th at Dalian and the final instrument is due to be signed at Le Havre next summer during an official visit by representatives of the Chinese port.

It is Dalian's first twinning with a European port. The draft agreement was initiated by Messrs Hong-Yuan-Dong, Deputy Mayor of Dalian, Jacques Dubois, General Manager of the Port of Le Havre, Daniel Colliard, First Deputy Mayor of Le Havre, Jean-Pierre Bonon, Chairman of the Havre Chamber of Commerce and Industry, and Michel Belorgey, representing the Chancellor of the University of Le Havre.

The draft agreement was drawn up in two authentic originals, one in Chinese, the other in French, and reads as follows:

"To help develop friendship and understanding between Dalian and Le Havre, strengthen contacts and co-operation between them, promote their prosperity and contribute to the growth of friendly relations between China and France, thereby contributing to the consolidation of peace in the world, the City of Dalian in the People's Republic of China and the City of Le Havre (Port Authority, City Council, Chamber of Commerce and Industry, University) have agreed after friendly consultation upon a twinning arrangement.

"Seeing that the port plays an essential role in the economic life of Le Havre, the members of the Havre delegation jointly agree that the Port of Le Havre be considered the mainspring of the twinning with Dalian.

"In a spirit of equality and common interest, the two parties will arrange for exchanges and for the widest possible co-operation in the fields of economic affairs, port affairs, science and technology, research, training, culture and sport, and any other subject of mutual interest.

"Their representatives will meet periodically to discuss matters related to exchanges and co-operation between the two cities."

A number of other prospects emerged from the meeting held between the two delegations, particularly:

- The Havre Chamber of Commerce and Industry and the Port of Le Havre Authority will consider setting up a mission to study the possibilities for industrial and commercial co-operation with Dalian, while the Chinese side will be responsible for its on-the-spot organisation and for arranging any contacts the French delegation may wish to have with their Chinese counterparts.

At the invitation of the City of Dalian, the Director of the Havre World Trade Centre may join the economic mission in order to discuss with the Dalian authorities the possibility of setting up a similar centre there.

- The City of Dalian considered extending an invitation to a Havre project engineering and port management mission, and this was carried into effect at the end of April

for the project engineering component.

The universities and institutes of higher education in Dalian and Le Havre will compare their research programmes in the fields of science and technology. The institutes of higher education in Dalian and the University of Le Havre will agree on ways of introducing the teaching of applied Chinese in Le Havre and developing the teaching of French in Dalian, and will investigate the possibility of exchanging teachers and students. (*FLASHES*)

Bremerhaven-Speckenbüttel railway station "joins grid": Ports of Bremen/Bremerhaven

With the finalization of one of the most significant infrastructure-projects of the German Federal Railways in the North-German region, the hinterland connection to the Bremen ports — and so their competing ability — has been further improved. After a three-and-a-half years period of construction — completed with an investment-volume of DM 89 millions — the new goods-station in Bremerhaven-Speckenbüttel was, in September "connected to the grid". The Bremen State participated with DM 8.5 millions in this project.

The creation of this modern installation was made necessary by the sustained increase in cargo-handling volumes and due to the structural changes in the rail-goods traffic. The German Federal Railways had based their investment decision particularly on growth-development in the container-traffic passing through Bremerhaven. Some 80 percent of the containers in the sea-city are carried to and from by rail.

For this reason the Bremen Senator for Ports, Shipping and Traffic, Oswald Brinkmann, welcomed the new goods-station as being an urgently needed infrastructural traffic supplementation to the Bremerhaven Container Terminal — the largest enclosed handling-plant for "big boxes" in Europe.

The new goods-station is equipped to deal with some 180,000 wagons annually. Brinkmann stressed that even then over-capacity would not be experienced. Already today the installation is working at about 90 percent capacity with some 6 million tonnes of import and export cargo a year — which includes in excess of 120,000 containers — passing through. The station's handling-capacity is at short-notice, however, expandable to absorb a further 50-percent traffic increase. (*Bremen International*)

New liner services with special ships: Port of Hamburg

A new type of ro-ro ship is now frequently seen in the Port: the Pure Car and Truck Carrier, abbreviated to PCT Carrier. They are special units for fast dispatch of rolling cargo.

Probably they can best be described as floating high rise garages, which as regards capacity can easily stand a comparison with land-based garages. They can take several thousand motor-cars, but naturally also lorries, mechanical cranes, building vehicles, farm machinery and similar utility vehicles. When large enough open air surface is available at the terminal for readying the vehicles, and enough

experienced specialists are available as drivers, an entire shipload of cars can be dispatched within a few hours.

From Hamburg three shipping companies are now offering sailings with PCT carriers every 14 days: Sweden's Wallenius-Lines to the Red Sea, the Arab Gulf and South-east Asia, the Norwegian Hval Hoegh-Ugland Auto Liners, and the Norwegian Specialized Autocarriers (Nosac) to the Near, Middle and Far East.

Among the first PCT carriers to be dispatched in the Port — at the HHLA O'Swaldkai terminal — was the "biggest auto-carrier in the world", measuring 52,000 GRT. M.V. "Medea" of the Wallenius-Lines has 53,000 square metres of parking space on 13 decks and can take up to 6,400 cars. The 45 degree angled sternside ramp has a carrying capacity of 200 tons. (*Port of Hamburg Topics*)

Employer-employees dialogue urged: Managing Director, KPA

The Kenya Ports Authority Managing Director, Mr. P.O. Okundi has underscored the importance of dialogue between employees and employers, for the sake of better understanding.

Mr. Okundi was addressing the Authority's Harbour Inspectorate staff at KPA's Makupa Welfare Centre, during a farewell party for six employees. Where there is talking, said Mr. Okundi, there are few or no areas of conflict. He added that the management of the Port has the welfare of employees at heart and therefore had similar goals as the union representatives.

The Port Chief who said the doors of his office were open for all to see him, emphasized that the management and the workers in the port have the duty of serving our Nation. He said that we are all citizens of this nation and the port which was an important institution belonged to our Government. Contending that we are all part of the Government, he said everyone working or associated with the port should act responsibly.

Mr. Okundi said his management would look into any problems the workers may have with a view to solve them.

Turning to the employees who had retired from the service of the Authority, Mr. Okundi congratulated them for serving with dedication for a long time. He appealed to them to go back to the rural areas and live as responsible citizens. He advised them not to discard the African way of life where the parents had the duty of teaching their children to be responsible.

Recalling how he used to do manual work in the shamba in his youth, he said parents should make their children help in home chores. Mr. Okundi told those retiring not to turn to alcohol and idle life which could affect their health and shorten their lives.

The six employees who retired had served the port for a total of 172 years. (*BANDARI*)

News from the Port of Rotterdam

Rotterdam boosts share of German ore supplies

Over the last few years Rotterdam has greatly increased its share of ore supplies to the German steel industry. This

share grew from 66% in 1980 to 77% last year. Germany got the remaining 23% in 1984 via Hamburg (12%), the Weser ports (9%) and Amsterdam and Dunkirk (2% between them). Rotterdam owes this improved position to a trend to concentrate imports from overseas on the fewest possible ports in order to benefit from economies of scale in both maritime and hinterland transport.

First-half cargo volume same as in 1984

The port of Rotterdam handled 123 million tonnes of cargo in the first half of 1985. This is the same volume as in the comparable period of last year. The bulk-to-general-cargo ratio remained virtually the same likewise, although there were shifts within these two categories.

In the bulk sector, the handled volumes of mineral oils, coal and 'other bulk' increased by 14%, 20% and 6% respectively, whereas crude-oil handling dropped by 12%. In the general-cargo trade 13% more ro-ro cargo and 5% more containers were handled, as lash cargoes plunged by 35% and conventional general cargo fell by 7%.

Air-conditioned fruit shed in business

Even the biggest reefer ship afloat wouldn't fill the new air-conditioned shed which Rotterdam Mayor Bram Peper opened at the new Merwehaven fruit terminal on July 23. 120m long, 90m wide and 7m high, the new shed stores 6000 pallets (with some 250,000 crates between them) at temperatures between 4 and 8°C. Sixteen doors in the long side walls make it possible to load 48 lorries simultaneously with fruit from the shed.

The shed was completed in time to cope with the sudden sharp growth in palletized fruit supplies. In the first half of 1985, 70% of the fruit and vegetables unloaded at Rotterdam was palletized, against only 46% last year.

(*NEWSLETTER*)

ABP announce £2 million development at Ayr

Associated British Ports recently unveiled details of a proposed £2 million plus development at their Scottish Port of Ayr.

The new development, which will greatly improve coal handling facilities at the port, follows an agreement between the National Coal Board and the Northern Ireland Electricity Service to use Scottish coal to supply the Kilroot Power Station. The coal will be shipped through the Port of Ayr.

Part of the new development scheme — the widening of the dock entrance to accommodate larger vessels — is already nearing completion. The next stage will involve the reclamation of land on the seaward side of the harbour to provide facilities for receiving, storing and loading coal to ships. This will increase the port's handling capacity for export coal to 2 million tonnes per annum.

Speaking at a reception attended by the Secretary of State for Scotland, the Rt. Hon. George Younger, MP, the Chairman of Associated British Ports, Mr. Keith Stuart, spoke of the success of the Port of Ayr: "We have, in the past few years, spent over £3 million on improving facilities at the port, and this new development programme demon-

strates our confidence in what is one of the most successful ports in Scotland."

LPG terminal keeps Immingham ahead: ABP

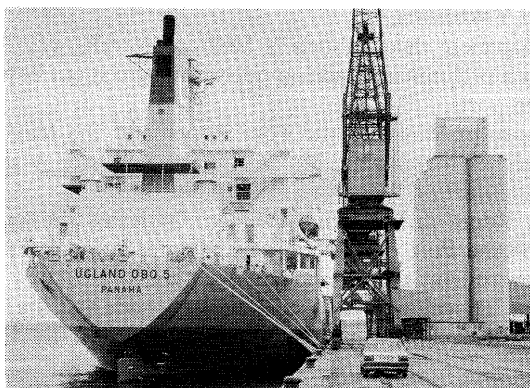
At ABP's Port of Immingham a new terminal complex for handling and storing liquefied petroleum gas (LPG) was opened by the Duke of Kent.

Associated British Ports have recently completed a £5m deepwater jetty at the western end of the Port. Built to handle bulk liquids, it will be used primarily as part of the terminal complex, providing loading and unloading facilities for ships carrying liquefied propane and butane. Initially the jetty has the capacity to handle gas carriers up to 45,000m³ (fully loaded) at any state of the tide but by further dredging it could be capable of meeting future needs to accommodate vessels up to 87,000m³.

ABP's Port Manager at Grimsby and Immingham, Dennis Dunn commented:

"We are very pleased to have been able to develop the LPG Terminal at Immingham with Calor Gas and Conoco. The terminal keeps the Port of Immingham — which has long experience of serving the Petrochemical Industry — in the forefront of technology, with the first mined storage caverns for LPG in the UK".

Grain brightens summer at Southampton



Two shipments totalling more than 40,000 tonnes of home-produced grain sailed from the Port of Southampton for the Middle East and Bulgaria. Only the recent bad weather prevented local farmers from producing many more thousands of tonnes of grain for shipment by Southampton's two exporters — Continental and Southampton Grain Silos.

Despite the poor harvest, the giant "Ugland Obo 5", a 32,000 tonne bulk carrier built last year, loaded 23,000 tonnes of feed barley for Bahrain. Continental, having already shipped 15,000 tonnes of feed barley in coasters, loaded over 20,000 tonnes on the 16,000 tonne "Rojen" for Bulgaria.

Southampton is sited close to some of the UK's most productive agricultural land and grain has become one of its biggest bulk export trades. Quays adjacent to deep water enable the exporter to load some of the largest shipments of home-produced grain from this country.

Federal Transport Minister slams privatisation: Transport Australia

The opposition's policy to sell off public assets was slammed by the Federal Minister for Transport, Mr. Peter Morris, as "the ultimate con job".

"In essence it is selling people something they already own!"

In a speech delivered to an Australian Chamber of Shipping meeting in Melbourne, Mr. Morris said the Opposition's privatisation plans could result in higher costs to consumers and taxpayers.

"A private corporation which took over the function and assets of a public enterprise would only seek to maximise its profits for shareholders regardless of public interest," said the Minister.

"It's the same old story — privatise the profits and socialise the losses."

The Minister said that the proponents of privatisation would do well to examine their record of business management when in Government.

"The Hawke Government inherited two surface transport enterprises — the Australian National Line and Australian National Railways. ANL was virtually bankrupt and AN's deficit exceeded \$100M for 1982/83.

"Management was dispirited and weak from previous poor Government leadership and inconsistent treatment. Both bodies had been treated less as businesses and more like the toys of Ministers and bureaucrats who had no understanding of major business enterprise needs.

"When in Government, the Opposition were by far the worst enterprise managers in Australia's history.

"ANL, for example, had been starved of capital and burdened with debts — and those responsible are the very people who now claim that privatisation is the answer.

"With new hard-headed management, clear policy directions, revised legislation to give them greater freedom of action and responsibility, they were given a new lease of life.

"Our approach has succeeded. From a loss of \$26M in 1982/83, ANL's profit in 1984/85, on interim figures, has improved to a point where it will pay a modest dividend to Government this year — the first since 1968/69.

"This has been achieved by hard work, consultations, planning and prudent decision-making — not by magic wands, phoney policy or suntan oil cosmetics."

Mr. Morris said the record so far pointed to further improvements in the future.

He said the inevitable results of privatisation would be as follows:

- a public asset is sold to some small group of fortunate investors who make a windfall capital gain
- the revenue is a one-off gain to the budget, but in the longer term it will have a cost to the budget for subsidising uneconomic services and loss of future cash flows
- there is no inherent reason for lower charges for services, indeed the opposite could well occur
- and it focuses on ownership rather than improved efficiency.

New oil spill units demonstrated

New marine oil spill dispersing equipment was demonstrated in Melbourne's Port Phillip Bay recently.

The demonstration of the new helicopter-borne spray unit which applies chemical dispersants to marine oil spills was announced by the Federal Minister for Transport, Mr. Peter Morris.

The US-manufactured unit is one of four bought for Australian use by the Federal Department of Transport as part of the National Plan to Combat Pollution of the Sea by Oil.

"Three of the units have already been delivered to marine authorities in Sydney, Port Adelaide and Fremantle and the aim of today's exercise was to demonstrate the equipment to State and Commonwealth authorities and to familiarise operators with its use," the Minister said.

A target area between the Port Melbourne piers was sprayed with fresh water and dye to simulate the oil spill dispersant.

A number of spraying runs were made to determine the accuracy of the spraying system.

"These units constitute a valuable addition to the work being done under the National Plan to Combat Pollution of the Sea by Oil," Mr. Morris said.

Feed the World: Port of Geelong

From the richness of Southern Australia's agricultural production, a growing number of shipments of vital food supplies are being directed to feed the world's beleaguered and hungry communities.

Geelong's busy general cargo berths at Corio Quay North have become even busier in recent months as the tempo of Government-sponsored overseas aid supplies has gathered pace.

Recently, the *'Areti'* and *'Fat Choy'* filled two berths loading, respectively, 6,700 tonnes of bagged rice and wheat for Mozambique, and 4,050 tonnes of bagged flour for Ethiopia.

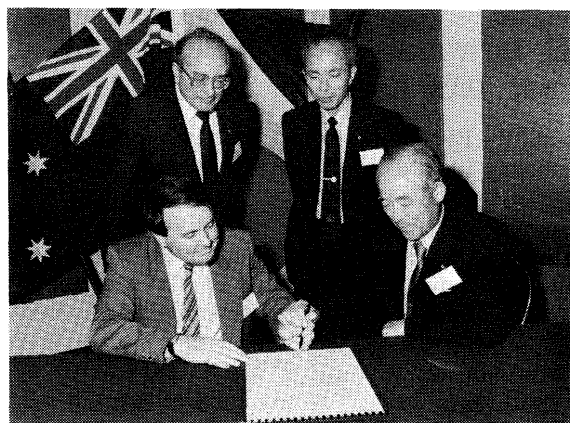
Other Government aid shipments in the past few months have included the *'Katherine Sis'* (rice for Angola) and an earlier voyage by the *'Areti'* (rice for Vietnam).

Port Authority Chairman, Neil Samuels, remarked that he has been 'especially pleased by the prompt turnaround times achieved for these essential shipments'.

The flexibility of the Port's cargo handling facilities was a major factor in this, according to Mr. Samuels. The three berths at Corio Quay North boast direct rail and road access, four portal cranes with a diversity of lifting gear, mobile forks and cranes, and two cargo sheds for on-site storage. Bunkering facilities are also available.

These services attract a variety of general cargoes besides the bagged grains and flour. Other common shipments include bagged malt for South America, scrap metal for Korea and Japan, and the Ford Motor Company's regular imports of steel from Japan. (*Portside*)

Melbourne — Yokohama trade link



Pictured after signing the preliminary trade co-operation agreement between the Ports of Yokohama and Melbourne at the Regent Hotel ceremony are - :

(L-R standing) Port of Melbourne Authority Chairman, Mr. A.M. Vella; Director of Port Promotion, Port and Harbour Bureau, Yokohama, Mr. H. Shimizu and (L-R seated) The Victorian Minister for Transport, the Hon. T. Roper and the Mayor of the City of Yokohama, Mr. M. Saigo.

* * * * *

Stronger links are being made between the Port of Melbourne and its biggest trading partner, the Japanese Port of Yokohama.

A Japanese delegation is in Melbourne today (12/9/85) to sign a preliminary trade co-operation agreement between the two ports.

Transport Minister, Mr. Tom Roper and the Mayor of the City of Yokohama, Mr. Michikazu Saigo today signed the preliminary agreement to the trading link.

Mr. Roper said: "This agreement indicates the importance of the Port of Melbourne and international trade in the Government's economic strategy plan.

"The agreement will foster increased trade and the interchange of technical and commercial activities and knowledge."

The visit to Melbourne by the Japanese delegation is a major step towards finalising the Trade Co-operation Agreement in May 1986.

"Currently 35 per cent of Australia's export trade to Japan passes through the Port of Yokohama and a corresponding 32 per cent of trade from Japan leaves through that Port.

"In excess of 1 million revenue tonnes of trade passes between the two ports annually and this amounts to 10 per cent of the Port of Melbourne total trade.

"Malt dairy produce and aluminum are the main export products traded between Melbourne and Yokohama while the main Japanese commodities coming to Melbourne are new motor vehicles, vehicle parts and machinery."

The Cities of Yokohama and Melbourne are similar in population and trading activities:

- Yokohama services a hinterland of 33 per cent of Japan's population and Melbourne's hinterland is 38 per cent of Australia's population.

- 37 per cent of Japan's manufacturing ability lies close to Yokohama and Melbourne produces 33 per cent of Australia's manufactured products.
- Yokohama's population is 3 million and Melbourne has a population of 3.1 million.

Mr. Roper said: "Yokohama is Japan's number one international trading port while Melbourne is Australia's major overseas general cargo and container port.

"In addition, Japan is Australia's major trading partner and Australia is Japan's fourth largest trading nation. Trade between the two ports is a major importance to Victoria's, and Australia's, trading and economic growth.

"Both Ports provide modern world-class facilities.

"We look forward to strong interchange of technical knowledge, advanced technology and engineering know-how.

"International trade and transport is an extremely competitive arena and we must look at developing international exchanges like this agreement.

"I and the Port of Melbourne Authority welcome the opportunity to discuss our mutual trade and cultural exchange interests with Mr. Saigo and his expert delegation."

Harbour development studies: Hong Kong

The Government is now engaged in detailed studies of possible major development sites in the harbour area and results are expected by 1987 or 1988, Secretary for Lands and Works Nicky Chan said.

He said the studies would identify areas where major reclamation could be carried out to increase land supply for use in the mid-1990s. Completed studies indicated that after the new towns further development could be expected to take place around the harbour.

Potential reclamation could take place in Hung Hom, off West Kowloon, off Central and Wan Chai and at Pok Fu Lam. The lands reclaimed, Mr. Chan said, would permit the expansion of port facilities, the Central business district and the KCR depot in addition to providing space to accommodate population increases.

The harbour developments would also improve urban and cross-harbour transport links and the congested living conditions.

Citing current Government spending of between US\$64 million and US\$77 million a year on public works as an indicator of confidence in the future, Mr. Chan said there would be a vigorous programme of public works in the future, both near and long term, as in the past and present.

(The Week in Hong Kong)

For want of flats ... import cargo piles at Bombay Docks

Over 700 containers with import cargo arrive at Bombay Port every month and the railways are able to transport only 500 of them. About 250 containers, with import cargo meant for destinations in the north, lie idle every month for want of railway flat wagons. It is urgently required that the railways plan for acquisition of flats at a faster pace than now to serve the growing container trade.

Mr. S.K. Athalye, Railway Manager of Bombay Port, acknowledged that the shortage of flat wagons was the

prime reason for the piling up of import cargo. He is of the view that the position would stabilise by the end of October when there would be a total of 160 flats. Besides, cargo is now being more effectively handled with the Priority Schedule — 27A of the Indian Railways Act — started from July 1. According to this Schedule, the following types of containers get top priority for transportation: those meant for Delhi, defence, embassies, consulates, time bound exhibition material and personal effects.

Other problems listed by him as reasons for import cargo piling are: inadequate streamlining of loaded container movement resulting in empties one way; lack of equipment; and improper surfacing at container yards.

(Indian Shipping Review)

Kandla: India's most economical Port

The Kandla Port recorded the lowest figure among ports in India in terms of operating expenditure as a percentage of the income according to an analytical assessment by the Transport Research Wing of the Shipping and Transport Ministry. The percentage recorded ranged between 41 and 58 per cent during the first four years of the Sixth Plan. Kandla has thus earned the label of most economical port.

(Indian Shipping Review)

Osaka/Shanghai ferry service starts

Regular ferry service was recently started between Osaka and Shanghai, which are sister cities and ports.

This service is being provided by China-Japan International Ferry Co., Ltd.: a joint venture of Chinese and Japanese interests. The vessel will arrive at the Port of Osaka on alternate Mondays and depart on the following Tuesdays.

The ferry "JIAN ZHEN" on special test run with 40 invited guests was welcomed to Osaka on June 28. A ceremony and reception, hosted by Mayor of Osaka, were held to commemorate the new service, which is expected to accelerate the flow not only of goods but also people between the two cities. The ports of Shanghai and Osaka will consequently play an active role in the development of relations between China and Japan.

Profile of "JIAN ZHEN"

Overall length	166.63 m
Overall Width	22.09 m
Gross tonnage	9,010 t
Passenger accommodation	500 people
Cargo loading capacity	
128TEU and 97 passenger cars for export.	

(Osaka Port News)

Pusan Port handles increasing cargo volume

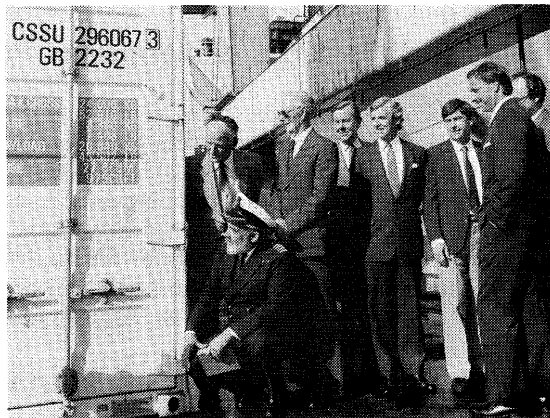
The 2.96 million tons of the nation's import and export cargoes Pusan port handled during July marked a 14.6 percent increase over that of the previous month, according to the statistics compiled by the Pusan District Maritime and Port Authority.

This July performance brought to 18.13 million tonnes the total amount of cargoes that crossed the port for the

first seven months of this year, an increase of 6.5 percent when compared with the 17.02 million tonnes of last year.

The statistics show that imported cargoes rose 1.16 million tonnes, up 22 percent from the previous month, which brought to 8.59 million tonnes the total amount of inbound cargoes coming through the port up to July, this year, a gain of 9.9 percent over the same months of last year. (*Korean Maritime News*)

One million containers through Fergusson Terminal: Port of Auckland



Inspecting the millionth container through Fergusson Container Terminal are (from left) Captain Morris; Mr. Barnett; Sir Lloyd Elsmore; Mr. Cunningham; Mr. Cooper, Mr. Roy Wade (Dalgety Crown Ltd. & NZ Kiwifruit Exporters); Mr. Le Roy and (in background) Dr. Brash.

* * * * *

Fergusson Container Terminal at the Port of Auckland reached another milestone in its 14 year history when the one millionth container to be handled through the terminal was processed on Friday, 5 September 1985.

The particular container — a full container load of kiwifruit — was loaded on board the *M.V. Aotea* destined for Tokyo. This ship, whose agents in New Zealand are P & O NZ Ltd., operates regularly between Japan and New Zealand.

The biggest and busiest container terminal in the country, Fergusson is the first to handle one million containers, excluding restows. It is owned and operated by the Auckland Harbour Board.

To mark the event the Master of the Ship, Captain D.M.C. (David) Morris, the Chairman of the NZ Kiwifruit Authority, Mr. E. (Eoin) Barnett, and the Chairman of the NZ Kiwifruit Exporters Assn, Mr. R. (Rod) Le Roy, were presented with Auckland Harbour Board plaques by the Board's Acting Chairman, Sir Lloyd Elsmore.

Handling one million containers is not the only "first" achieved by Fergusson Container Terminal. It was also the first in New Zealand to achieve an annual throughput in excess of 100,000 containers, excluding restows, in 1982.

Since the first cellular ship, *Columbus New Zealand*, visited the port on 23 June, 1971, annual throughput has risen from less than 10,000 containers in the first full year

of operation to 126,293 TEUs (20 foot equivalents) last year. This record total was an increase of 18,634 TEUs or 17.3 per cent on the previous year.

Having already handled one million containers through the terminal the Auckland Harbour Board is preparing further trade increases and new records in the future.

New Port Building should be ready a year hence: Lyttelton Harbour

The Lyttelton Harbour Board's new headquarters at the Port should be ready for Occupation by the staff about a year hence.

It will comprise three floors, each of 586 sq metres.

The Board took the first step towards centralising its administrative activities at Lyttelton last July when it sold the Christchurch Port Building to an Auckland buyer for \$1,275,000 and bought the properties owned previously by Sinclair Melbourne, the well-known Port engineering firm, and R. and C. Hollis Ltd. The area of the acquisition is about twice that of the existing Lyttelton Port Building property which the Board intends to retain, letting the office space, which will be vacated by the Board's Lyttelton staff when it joins the Christchurch staff in the new building.

About 50 staff members from Christchurch will join their Lyttelton office colleagues in the new building. There will be ample accommodation for all, with parking at the rear of the building.

Since the Board was constituted in 1877, it has maintained a presence in Christchurch. However, late 20th century developments have influenced the Board's thinking on the future of its administrative functions.

Administration of the Board's activities in one building should smooth management procedures and the organisation of the Board's affairs, according to the General Manager, Mr. I.H. Brokenshire.

Also the fact that the staff will be working at the hub of the Board's business should involve members more in the world of the maritime industry, foster team spirit and improve communications. (*PORTSIDE*)

Jebel Ali breaks record

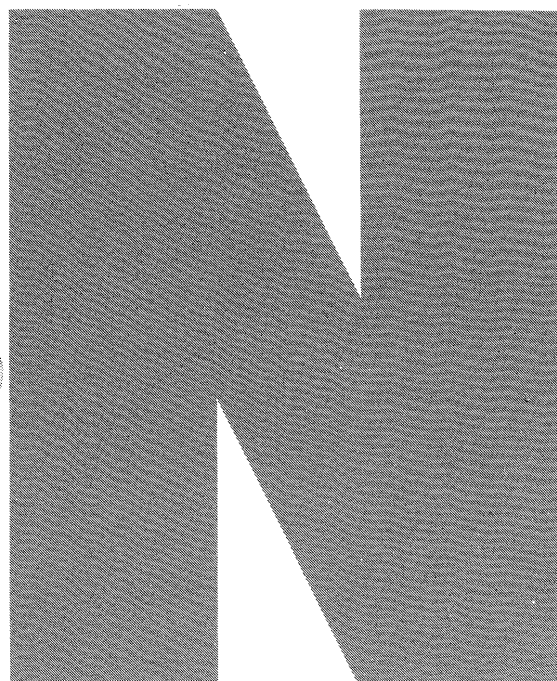
The Port Authority of Jebel Ali is poised for another record breaking year according to Charles Heath, Director of Marketing to the Port Authority.

"Although detailed statistics will be issued shortly, indications are that the Port is going to exceed last year's overwhelming 50% growth."

"Container vessels are up 20% through August 1985 over 1984 and total port tonnage has grown 31%. Tonnage through August 1985 was 4,111,359 compared to 3,134,465 for the same period 1984".

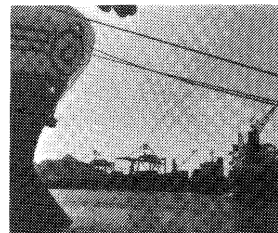
The Port's container terminal set an all time monthly record in August by handling 15,608 TEUs.

Mr. Heath stated that the August trend is anticipated to continue with the rapid growth of the free zone. "Many of the traditional containerized importers are now using the Jebel Ali facilities to warehouse and distribute throughout the Middle East and Sub-Continent".



SCHEDULE

That's how you'll stay with us. Because we know time is money. All our services and modern facilities are geared to helping you maintain your schedules, no matter how tight. With years of experience to draw upon, we offer the fastest turnaround available, with excellent transshipment facilities by road and sea to the Gulf and beyond. Port Qaboos container terminals are capable of handling any number of containers with the help of 35T gantry cranes with supporting quay equipment. We have deep water berths with round the clock berthing/unberthing facilities, 24 hour stevedore and shore handling operations and upto 150T crange capacity. We also offer 24 hour on-shore and at-the-anchorage bunkering facilities to all vessels.



**MAKE US A PART OF YOUR SCHEDULE.
WE'LL HELP YOU KEEP IT.**



**Port Services Corporation Limited
Mina Qaboos**

P.O. Box 133 Muscat, Sultanate of Oman
Tel: 714001, Tlx: 5233 MQABOOS ON



MITSUI Automated Container Terminal System

**Masses of data!
But how to process it for efficient
handling of containers?**

The Mitsui System can speed up and rationalize container handling to give increased benefits from container transportation. Developed in 1972, this system has proved its efficiency at the busy Ohi Pier, Port of Tokyo, and it could be working for you in solving your container terminal problems, particularly those in the fields of cargo information and operations systems.

MITSUI Automated Container Terminal System Consists of 6 sub-systems.

1. Yard Plan Computer System
2. Yard Operation Computer System
3. Data Transmission and Oral Communication System
4. Transtainer® Automatic Steering System
5. Transtainer® Operation Supervising System
6. Portainer® Operation Supervising System

① Computer Room

② Gate Office

③ Operation Room

④ Portainer®

⑤ Rail-Mounted Transtainer®

⑥ Rubber-Tired Transtainer®

MES MITSUI ENGINEERING & SHIPBUILDING CO., LTD.

Head Office: 6-4, Tsukiji 5-chome, Chuo-ku, Tokyo, 104 Japan

Cable: "MITUIZOSSEN TOKYO", Telex: J22924, J22821

Material Handling Machinery Sales Department Tel. (03) 544-3677

Systems Headquarters Marketing Dept. Tel (03) 544-3272

Overseas Office: New York, Los Angeles, Mexico, London, Duesseldorf, Vienna, Singapore, Hong Kong, Rio de Janeiro