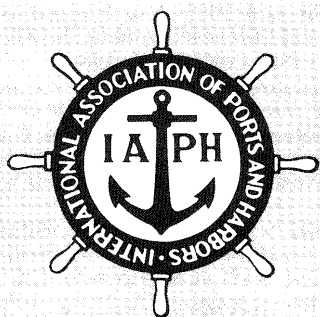


Ports & Harbors

October
1988
Vol. 33, No. 8



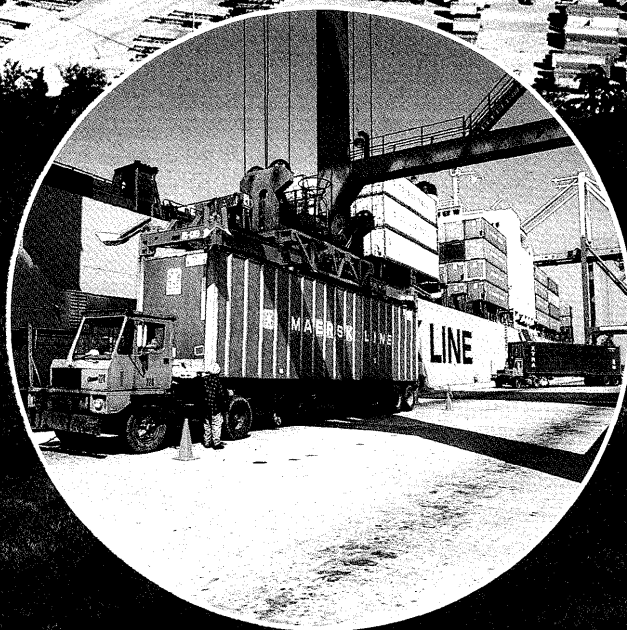
The Publisher
**The International
Association of
Ports and Harbors**

**Port of Charleston
South Carolina, U.S.A.**

Two container ships at Port
of Charleston

Below left: A "K" Line ship
is loaded at Port
of Charleston's
Wando Terminal

Below right: A Maersk ship
is worked at
Wando Terminal



MIAMI'S RESORT ATTRACTIONS WILL HIGHLIGHT 1989 IAPH CONVENTION



NORTHWEST

Official Carrier for
the IAPH Conference '89



Famed as a world-class vacation playground for much of this century, Miami and its environs offer a wealth of natural beauty and resort attractions for IAPH members attending the organization's 1989 convention April 22-28.

From a mere fishing village in the early 1900s, Miami capitalized on its year-round warm climate, its scenic tropical setting on the Atlantic and picturesque bays and inlets to attract millions of visitors.

And in recent years, Miami's geographic proximity to developing nations of the Caribbean and Latin America has added a new element of sophistication to the area. As burgeoning commerce in those nations accorded them a more significant role on the global stage of commerce and politics, Miami was ideally situated to become their new world "gateway."

The still-growing Port of Miami has become the "cruise capital of the world" and, at the same time, the busiest containerport in the Southeast U.S. Miami International Airport also leads in area growth with high world and U.S. rankings in international passenger and cargo volume.

With a population exceeding two million dwelling in more than 20 municipalities in Dade County, the expansive area often referred to as "Greater Miami" provides visitors a great variety of recreational and cultural outlets. In addition, the area's fine hotel accommodations have helped it win acclaim throughout the world. Notable among these is the entertainment and a variety of recreation options, including the Golf Ahoy! program, offered only on the official cruise line of the Professional Golfers Association.

And a major benefit of the 10-day itinerary gives passengers on two-week vacations the opportunity to take the full cruise and still enjoy unhurried vacation time ashore.

To extend cruise vacations even longer, Royal Caribbean offers two-night resort packages at Miami's acclaimed Doral Resort and Country Club or the Doral Hotel on the Ocean. Special winter rates are only \$110 per person, double occupancy at the Doral Hotel on the Ocean and \$165 per person, double occupancy, at the Doral Resort and Country Club.

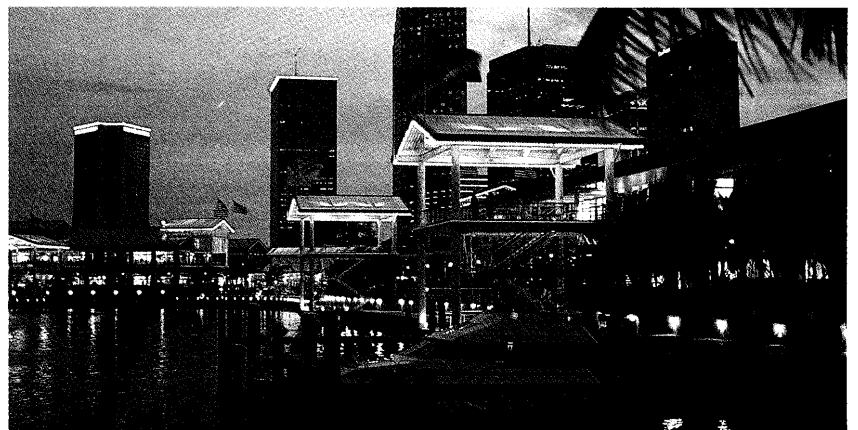
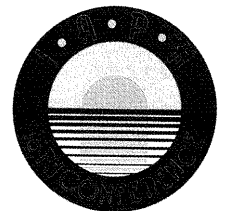
Ten-day "East/West" cruises aboard SUN VIKING through the end of 1988 begin as low as \$1,780.

For complete information about the new 10-day itinerary or any Royal Caribbean cruise, contact a local travel agent.

The Fontainebleau Hilton Resort & SPA offers its guests first class accommodations, excellent dining facilities, top-notch personal service and a choice of athletic pursuits...all in a tropical garden setting.



FONTAINEBLEAU HILTON
RESORT AND SPA



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Contents

IAPH ANNOUNCEMENTS AND NEWS

| | |
|---|----|
| Asian Region Members Sounded Out on '93 IAPH Conference Site | 7 |
| Membership Dues Up Effective Jan. 1, '89 | 8 |
| Mr. Nouhoum Diop, Member of Marine Safety Sub-Committee • IPD Fund: Contribution Report | 9 |
| Ad Campaign for "Ports & Harbors" • Captain Noelke Joins Dredging Task Force • Visitor to Head Office • Membership Notes | 10 |

OPEN FORUM

| | |
|---------------------------------------|----|
| World Shipping to the Year 2000 | 11 |
|---------------------------------------|----|

INTERNATIONAL MARITIME INFORMATION

WORLD PORT NEWS

| | |
|---|----|
| ICHCA Shipper-Carrier Conference in Feb. '89 • 'Super-port' Theme of SingaPort '89 Conference | 16 |
| Port Management and Operations Course in UK • Airport Associations Coordinating Council • World Trade Services Week in Nov. in UK | 17 |
| New Publications | 18 |
| The Americas | |
| HK Opts for Canadian Training Program • Mr. Caddo Appointed Thunder Bay Chairman | 18 |
| Reverend Belleville Completes Service at Québec • Port of Vancouver: Strong Performances Forecast • Vancouver Working on New Container Strategy | 19 |
| National Maritime Research Facility Privatized • Georgia Ports Authority Has EDI Capability | 20 |
| Media Policy of Corpus Christi Authority | 21 |
| EDI Pilot Project Authorized at Houston | 22 |
| Houston: Cargo-Vessel Matching Service • PHA Tonnage Up 25% in First Quarter • JAXPORT: Income, Tonnage Increase | 23 |
| Baltimore Port Link USA to Help Smaller Shippers • Charleston No. 2 Container Port on US East Coast • MPA Facilities Handle Record Amount of Cargo • New Orleans Ranked High as Cruise City | 24 |
| NY & NJ Incentives to Steamship Lines | 25 |
| NY & NJ to Modernize Banana Facility • Port of Long Beach Visits Local High Schools • Long Beach: Cargo Value Quadrupling by 2020 | 26 |
| Port of Long Beach Harbor Cruises a Success • Mr. Talin Long Beach Harbor Commission President | 27 |
| Worldport LA Continues Container Traffic Growth • New Tugboat Stamp Issued at Long Beach • Community Cargo Info Systems Study | 28 |
| Mr. Higgins President of Oakland Port Commission • Oakland Port Approves \$76.5 Million Budget • Bulk, Breakbulk Cargo Volume Up at Georgetown • Tacoma Welcomes Start of "K" Line Service | 29 |

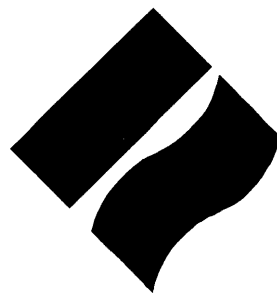
Africa/Europe

| | |
|--|----|
| Suggestions from Port of Bremen/Bremerhaven • New Promotional Film of Antwerp Port Produced | 30 |
| Bordeaux: a Port for Cruise Liners • Port Studies Centre at Le Havre Feting 10th Anniv. • Port of Rotterdam: Good Second Quarter • Amsterdam Transshipment Down in First Quarter | 31 |
| Economic Importance of Maritime Industrial Area | 32 |
| 4th Policy Document — Netherlands in 2015 | 34 |
| Stevedoring Charges Cut at Port of Cork | 35 |
| BPF: Fair Competition Between EC Ports • Coastal Set to Operate ABP's Hull Terminal • ABPH Announces Major Schemes for Lowestoft | 36 |
| Southampton Operation: 2 Firms to Merge • Canary Islands Contract Awarded to Southampton • Unusual Cargo | 37 |
| Cargo Turnover in Oslo in 1987 New Record • Port of Gothenburg Countering New Changes | 38 |

Asia/Oceania

| | |
|--|----|
| National Communications Network Plan Backed | 38 |
| Joint Ventures for Productivity Gains • Exporters to Benefit from Liability Changes | 39 |
| Queensland Minister: Port Charges Down • Hedland: Australian Port Throughput Record • PMA: Consultative Forum with Stakeholders | 40 |
| PMA Executives Learn from Japanese Skills | 41 |
| NSW Maritime Administration Review | 42 |
| Botany Wins Major Port-side Development • MSB Ports Contribute to National Economy • ADB Approves Technical Assistance to India • New KPA Incentives to Boost Productivity | 43 |
| Staff Reductions at Auckland Harbour Board • PSA QC Movement Gains Momentum • CCTV System for Better Supervision at Singapore | 44 |

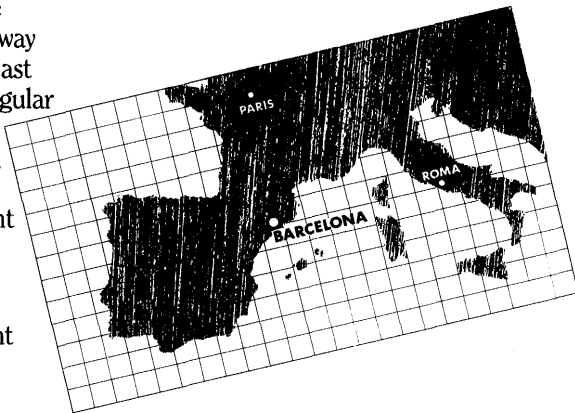
Harbouring a world of possibilities.



Introducing the Port of Barcelona, one of the foremost in the Mediterranean and an important gateway to Europe. Strategically situated on the North-East coast of Spain, it offers more than two hundred and fifty regular maritime lines and direct connection with over one hundred countries and four hundred ports worldwide.

The Port of Barcelona is leader in Spain in container traffic; it comprises infrastructure, equipment and safety, on line with the main European and American ports, with large facilities for storage under free zone conditions.

Moreover, the Port is undergoing an important development scheme, the highlight of which is the construction of a Trade Center, a complex of hotels, restaurants, shopping and exhibition centers and a marina. The future holds great promise. Discover Barcelona Port and uncover a world of possibilities.



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New York N.Y. 10005
T.(212) 747-9000

Puerta de la Paz, 1
08003 Barcelona - España
Tel. 318 87 50*
Telex: 54.000 JOPB-E



PORT -ability

The primary function of any port is to ensure the fast and efficient movement of goods.

To this end, Dublin Port boasts the most modern and sophisticated facilities.

From tugs, pilotage service, stevedoring and roll on/roll off services to oil bunkering, lift on/lift off and a direct rail link to the quayside with a full range of trans-shipment and bonding facilities.

Dublin port is Ireland's premier port handling 34% of all the country's international trade.

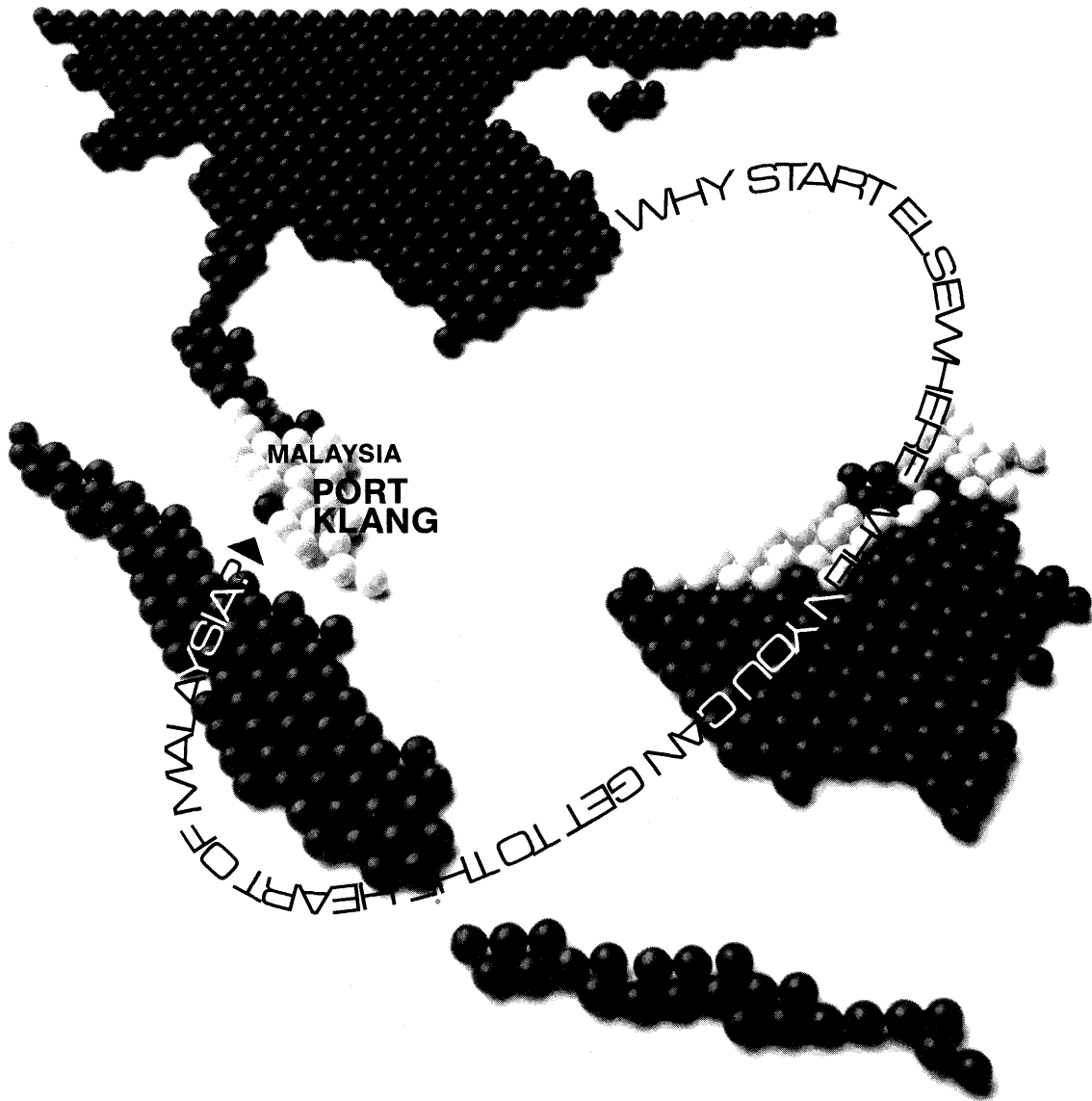
If you're moving goods in or out of Ireland, count on the ability of Dublin Port.



DUBLIN PORT

Commercial Manager, Port Centre,
Alexandra Road, Dublin 1.
Tel: (01) 722777, 748771.
Telex: 32508. Fax: 735946.

ONE QUESTION ALL SHIPPERS SHOULD ASK THEMSELVES



Port Klang. Malaysia's premier port. By design and location.

Strategically sited close to the heart of Malaysia, 40 km from Kuala Lumpur, and minutes from the heavy industrial zones within the Klang Valley.

The fact is: Port Klang is totally equipped to handle a diversity of cargo for international lines.

Poised to deliver the edge in turnaround time with the most advanced material handling machinery.

Freight To The Heart

Efficient and smooth container traffic control.
A full-fledged dry bulk terminal.

Specialized wharves to handle liquid, grain, livestock, fragile or heavy cargo.

Infinite warehouse space (including bonded facilities of international standards).

And computerised information-processing and administration. It's the only choice when you want to get to the heart of business in Malaysia.

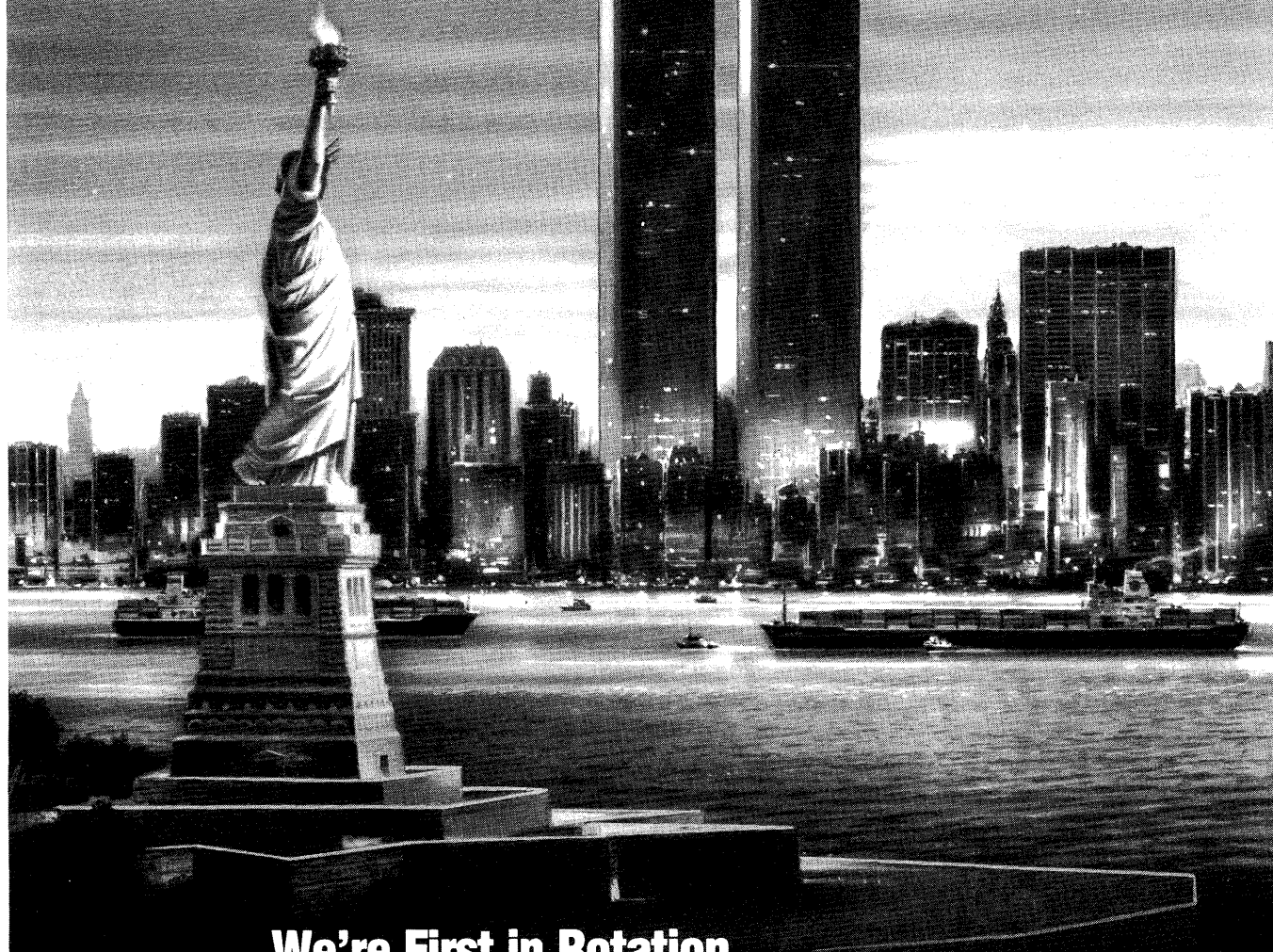
And stay on top of the import and export trade.



Klang Port Authority, Malaysia.

Mail Bag Service 202 Jalan Pelabuhan,
42005 Port Klang, Malaysia. Tel: 03-3688211
Telex: PLABOH MA 39524 Telefax: 603-3670211

When you know
all the facts
about our port...
We'll both
do more business



We're First in Rotation

**DID
YOU
KNOW?**

It's a fact, at our port we have more first inbound and last outbound than any other North Atlantic port. This means shipments are received three to four days faster. Not only are we first in rotation, but we also have more frequent sailings. Nearly 100 scheduled steamship lines offer direct service to major ports around the globe. Last year over 6000 vessels called at our port from 370 ports in 120 countries throughout the world. First in rotation, more sailings...faster shipments. These benefits, coupled with a half-billion dollar investment to expand our facilities, and you have a port like no other port in the world.

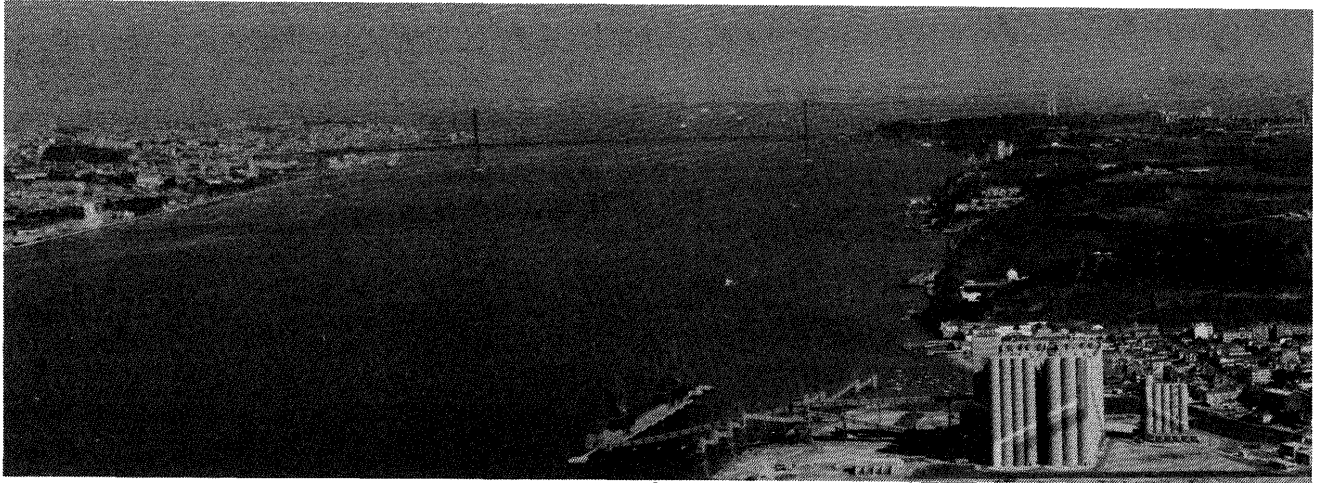
THE PORT AUTHORITY OF NY & NJ

One World Trade Center, 64E
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(212) 466-8333



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PORT OF LISBON



THE LARGE NATURAL PORT IN
PORTUGAL OFFERING NEW AND
LARGER FACILITIES TO
INTERNATIONAL TRADE,
INCLUDING COMPLETE
TRANSHIPMENT SERVICES



ADMINISTRAÇÃO DO
PORTO DE LISBOA

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1300 LISBOA — PORTUGAL
PHONE: 637151
TELEX: 18529 P PORLI
FAX: (01)646900

Would you pass him by? Some did...

In 1986, this child was rescued by a merchant ship but only after other ships had passed him by. Today and everyday, there are other children like him, adrift in the South China Sea, in danger of death from drowning or other perils.

It won't cost your ship in time or money if it stops to rescue refugees in distress. UNHCR can ensure prompt disembarkation

and reimbursement for expenses incurred.

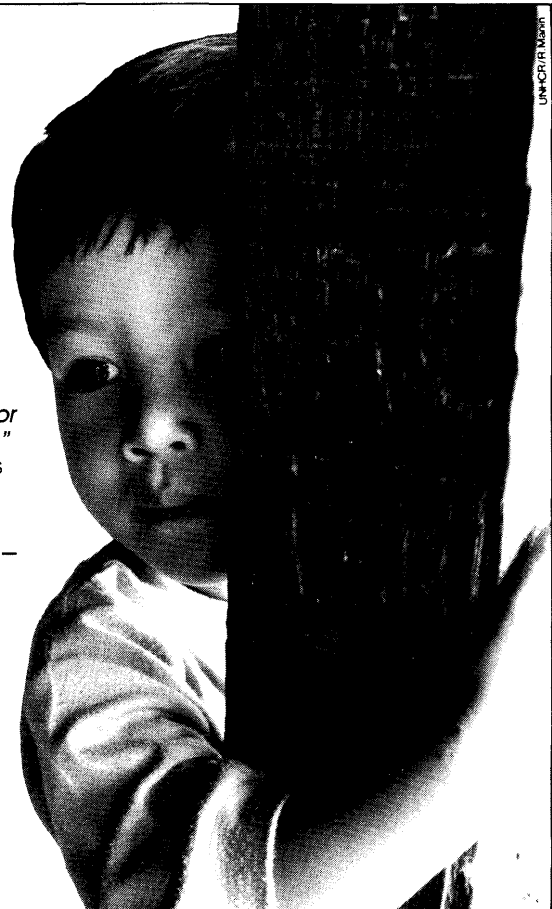
For copies of our "*Guidelines for the Disembarkation of Refugees*" please contact us at the address below.

Whenever your vessel encounters refugee boats, **PLEASE STOP** — the refugees need your help.



UNHCR

United Nations High Commissioner for Refugees
P.O. Box 2500 — CH-1211 Geneva 2 Dépôt — Switzerland
Tel: 39 8111 Fax: (22) 3195 46 Tlx: 27 492 UNHCR CH



UNHCR/11/10/11

IAPH ANNOUNCEMENTS AND NEWS

Asian Region Members Sounded Out on '93 IAPH Conference Site

The site selection for the 18th biennial Conference of IAPH to be held in 1993 in the Asian Region will be made by the post-Conference meeting of the Board of Directors which will be held immediately after the close of the Miami Conference on April 28, 1989.

In accordance with past practice, the Secretary General circulated a letter dated August 25, 1988 to all Regular Members in the Asian Region, sounding them out about their interest in hosting the 18th Conference in 1993.

The conference venue is to be selected on the basis of presentations from the candidates.

In the same letter, the Secretary General also sounded out potential candidates for hosting the Exco 1990 meeting.

The Secretary General's letter indicates that in either case, if and where there is a plural number of offers, the decision will be based upon a vote by the members concerned. It also refers to the Board Resolution No.1 as adopted at Seoul in 1987, which is reproduced below.

In order to assist the members in examining the possibility of performing such a role, the Secretary General presented some background data on the recent conferences and EXCO meetings, which is partially introduced here for the general information of our members.

Board Resolution No. 1

Resolution Pertaining to the Rotation of the Sites of the Biennial Conferences and The Interim Meeting of the Executive Committee

WHEREAS, the biennial Conferences of IAPH and the interim meetings of the Executive Committee represent

significant events in the affairs of IAPH,

WHEREAS, such meetings serve a number of important purposes including the promotion of regional interest in IAPH membership and the opportunity to share information and advice with the lesser developed ports; and

WHEREAS, the Board of Directors and the Executive Committee designate the sites of the Conferences and Executive Committee meetings, respectively, and in doing so wish to recognize the purposes which are served as aforesaid,

NOW THEREFORE BE IT RESOLVED that the Conferences and Executive Committee meetings be scheduled if possible so as to achieve a meeting of the Association or its Executive Committee in each one of the three IAPH regions at least once in every three year period: BE IT FURTHER

RESOLVED that in selecting the site for each Conference or Executive Committee meeting, consideration shall be given to the desirability of meetings at a broader range of ports and preference shall be given to hosting offers from ports which have not theretofore acted as host for IAPH Conferences and preference shall be given for Executive Committee meetings at those ports which lack the ability to act as host for a conference: and BE IT FURTHER

RESOLVED that the Secretary General shall prepare and circulate to the members guidelines to be observed by ports as they prepare proposals to act as host for an IAPH Conference or Executive Committee meeting including logistical and fiscal standards which have been observed by the IAPH.

Chronological listing of the IAPH Conferences and EXCO meetings

| Year | Africa/Europe | America | Asia |
|------|---------------|-----------------------|-----------------|
| 1952 | | | PREP CONF: Kobe |
| 1953 | | | |
| 1954 | | | |
| 1955 | | 1ST CONF: Los Angeles | |

| | | | |
|------|------------------------|-----------------------|---------------------|
| 1956 | | | |
| 1957 | | | |
| 1958 | | | |
| 1959 | | 2ND CONF: Mexico City | |
| 1960 | | EXCO: Honolulu | |
| 1961 | | | |
| 1962 | | | EXCO: Taipei |
| 1963 | | 3RD CONF: New Orleans | |
| 1964 | | EXCO: San Francisco | |
| 1965 | 4TH CONF: London | | |
| 1966 | | EXCO: Los Angeles | |
| 1967 | | | 5TH CONF: Tokyo |
| 1968 | | EXCO: New Orleans | |
| 1969 | | | 6TH CONF: Melbourne |
| 1970 | | | EXCO: Singapore |
| 1971 | | 7TH CONF: Montreal | |
| 1972 | EXCO: Lisbon* | | |
| 1973 | 8TH CONF: Ams/Rott | | |
| 1974 | | | EXCO: Auckland |
| 1975 | | | 9TH CONF: Singapore |
| 1976 | | EXCO: Curacao | |
| 1977 | | 10TH CONF: Houston | |
| 1978 | EXCO: Mombasa | | |
| 1979 | 11TH CONF: Le Havre | | |
| 1980 | | | EXCO: Brisbane |
| 1981 | | | 12TH CONF: Nagoya |
| 1982 | | EXCO: Aruba | |
| 1983 | | 13TH CONF: Vancouver | |
| 1984 | EXCO: Glasgow | | |
| 1985 | 14TH CONF: Hamburg | | |
| 1986 | | | EXCO: Auckland |
| 1987 | | | 15TH CONF: Seoul |
| 1988 | EXCO: Abidjan | | |
| 1989 | | 16TH CONF: Miami | |
| 1990 | | | EXCO: ? |
| 1991 | 17TH CONF: Barcelona** | | |
| 1992 | | EXCO: ? | |
| 1993 | | | 18TH CONF: ? |
| 1994 | EXCO: ? | | |
| 1995 | | 19TH CONF: ? | |
| 1996 | | | EXCO: ? |
| 1997 | 20TH CONF: ? | | |
| 1998 | | EXCO: ? | |
| 1999 | | | 21ST CONF: |
| 2000 | EXCO: ? | | |
| 2001 | | 22ND CONF: ? | |

Note 1: The frequency of conferences until the London Conference was once every three years. This was then amended to once every two years, as currently provided for in the By-Laws (Sec. 27).

Note 2: EXCO was held in the same region where the following conference was to be held from 1972 until 1986.

*: The Finance Committees met in Barcelona **: Yet to be officially declared by the Spanish delegate

Membership Dues Up Effective Jan. 1

In accordance with the resolution passed as a result of the Board meeting by correspondence held on June 20, 1988, Section 5 of the By-Laws has been amended to the effect that the membership dues of the Association will be increased by 5% effective January 1, 1989.

For the purpose of recognition by all IAPH members of this important change in the By-Laws, we reproduce below the full text of Section 5.

The invoice for the 1989 dues will be issued by the Secretary

General to all the members and applicants who wish to join IAPH effective from January 1, 1989, under the date of December 10, 1988.

Section 5 – Membership Dues (As amended on June 20, 1988)

Effective January 1, 1989, and unless and until amended by Resolution of the Board of Directors, membership dues of this Association shall be as follows:-

Each Regular Member shall pay membership dues of SDR930.00 per annum per subscribed membership unit.

Each Regular Member shall subscribe to the number of membership units based upon the annual tonnage handled

by that member as shown in the following table:

| Tonnage | Number of Membership Units |
|---|----------------------------|
| Less than 1,000,000 | 1 |
| 1,000,000 or more but less than 2,000,000 | 2 |
| 2,000,000 or more but less than 5,000,000 | 3 |
| 5,000,000 or more but less than 10,000,000 | 4 |
| 10,000,000 or more but less than 20,000,000 | 5 |
| 20,000,000 or more but less than 40,000,000 | 6 |
| 40,000,000 or more but less than 70,000,000 | 7 |
| 70,000,000 or more | 8 |

For the purposes of this Section the term "tonnage handled" shall be deemed to mean the cargo tonnage in metric tons which passed in and out of the member's port or the port's boundaries, whether ocean going, coastwise, or by lake, river or canal. Such tonnage shall be calculated on the weighted formula of 100% for general cargo and 20% for dry and liquid bulk cargo.

For the purposes of this Section "SDR" shall mean Special Drawing Rights as established and employed within the monetary system by the International Monetary Fund.

Notwithstanding the foregoing, those Regular Members consisting of public and governmental agencies, of whatever kind, performing purely governmental functions and not charged with any duties relating to the operation of the port, shall not be subject to membership dues based upon tonnage handled and shall instead pay membership dues of SDR930.00 per annum per subscribed membership unit.

Regular Members pursuant to Article IV (b)(2) of the Constitution shall pay membership dues of SDR930.00 per annum per subscribed membership unit. For the purposes of this Section, Regular Members who contract with others for the operation of their port facilities shall be subject to membership dues based upon the tonnage handled in that port.

Where a Regular Member or applicant for regular membership performs purely governmental functions and is not charged with any duties relating to the operation of a port, it shall pay membership dues as follows:

- (a) One membership unit if the major port under its jurisdiction is already a Regular Member and pays membership dues based upon tonnage handled, and
- (b) More than one membership unit, based upon tonnage handled, if the major port is not a Regular Member, subject to the limitation, however, of not being charged for more than the number of membership units payable by the major port under its jurisdiction if it

Apology

There was an error in the announcement of the newly appointed member of the Ship Sub-Committee, which appeared on page 7 of the September 1988 issue of this journal. The new member, reported as Yisa Adenko, Nigerian Ports Authority, should be revised to read:

Mr. Yisa ADEKU, Traffic Manager/Personal Assistant (Operations) to the Managing Director, Nigerian Ports Authority.

* * *

Due to the use of transparencies, pictures on the cover of the September issue were inadvertently reversed (left for right) in reproduction. We apologize for the error.

Head Office

were a Regular Member paying dues based upon tonnage handled.

In the event a member disagrees with the classification assigned, the member may appeal the decision to the Executive Committee, which shall have the power to affirm, reverse or modify such determination.

Regular Members and Associate Members shall have the privilege of subscribing for any number of membership units in addition to the units required by other provisions of this Section.

Each Regular Member shall file with the Secretary General, on the first day of July in each odd numbered year commencing with the year 1979, a report of the tonnage handled during the calendar year immediately preceding the filing of such report.

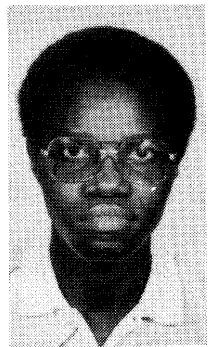
Such tonnage report shall be used for the purpose of calculating the number of membership units to which that Regular Member shall subscribe until the succeeding tonnage report is filed as herein required, irrespective of any fluctuations in the volume of tonnage handled in the meantime.

Class A Category One Associate Members whose annual gross sales are US\$5,000,000 or more shall pay membership dues of SDR780.00 per annum per subscribed membership unit; those whose annual gross sales are more than US\$2,500,000 but less than US\$5,000,000 shall pay membership dues of SDR530.00 per annum per subscribed membership unit; and those whose annual gross sales are US\$2,500,000 or less shall pay membership dues of SDR270.00 per annum per subscribed membership unit.

Class A Category Two Associate Members whose annual gross sales are US\$2,500,000 or more shall pay membership dues of SDR780.00 per annum per subscribed membership unit; those whose annual gross sales are more than

(Continued on Page 12, Col. 1)

Mr. Nouhoum Diop, Member of Marine Safety Sub-Committee



On page 7 of the previous issue, Mr. Nouhoum Diop of the Port of Dakar, Senegal was introduced as a newly appointed member of the Marine Safety Sub-Committee, COPSEC. However, since his photograph reached the Tokyo Head Office after the September issue had been published, we take pleasure in presenting it in this issue.

IPD Fund: Contribution Report

The contributions from members to the Special Port Technical Assistance Fund ("the Special Fund") as of September 10, 1988 are listed in the box below. The amount received in contributions in the three months from the start of the on-going campaign totaled US\$13,755.

According to the Head Office Secretariat, the progress of the campaign in the new phase has been slow in comparison with the former case, which ended up with the targeted amount of US\$70,000 being reached by the Seoul Conference in 1987. The amount contributed in the first three months in the last term campaign was recorded as US\$18,700, while the figure for the same period in the current campaign is

US\$13,755, as seen in this report.

Mr. Bert C. Kruk, Chairman of the CIPD, and Secretary General Kusaka express their appreciation to all the contributors and at the same time renew their appeals for the continued support of the project from as many members as possible.

Contributions to the Special Fund (As of Sept. 10, 1988)

| Contributors | Amount |
|--|--------------------|
| Paid: | (US\$) |
| Associated British Ports, UK | 3,000 |
| South Carolina State Ports Authority, USA | 1,000 |
| Cyprus Ports Authority, Cyprus | 700 |
| Japan Port & Harbor Association, Japan | 450 |
| Toyo Construction Co., Ltd., Japan | 234 |
| Toa Corporation, Japan | 500 |
| Port Alberni Harbour Commission, Canada | 200 |
| Korea Dredging Corporation, Korea | 300 |
| Port Authority of New York & New Jersey, USA | 1,000 |
| Vancouver Port Corporation, Canada | 1,000 |
| Klang Port Authority, Malaysia | 200 |
| Saeki Kensetsu Kogyo Co., Ltd., Japan | 250 |
| Penta-Ocean Construction Co., Ltd., Japan | 1,000 |
| All French Ports by UPACCIM* | 1,560 |
| Shimizu Construction Co., Ltd., Japan | 390 |
| Taisei Corporation, Japan | 390 |
| Japanese Shipowners' Association, Japan | 390 |
| Port of Redwood City, USA | 100 |
| Puerto Autonomo de Barcelona, Spain | 991 |
| Port Authority of Thailand | 100 |
| Total | US\$ 13,755 |

* Union of Autonomous Ports & Industrial & Maritime Chamber of Commerce

Pledged: Nil

Ad Campaign for "Ports & Harbors"

The Secretary General has recently circulated a letter to all IAPH members soliciting their support of the advertising campaign efforts, which have been promoted at the initiative of the Executive Committee and under the strong recommendation of the Finance Committee.

The Finance Committee, when it met in Abidjan in April this year conducted extensive deliberations on the ways and means of bringing more stability to the Association's finances while minimizing the burden on IAPH members.

The Committee came up with the recommendation that, in order to avoid any drastic dues increase in the future, our efforts should be directed to increasing the income from advertisements. In this connection, the Committee pointed out that only 22 ports out of 230 Regular Members of IAPH ran their advertisements in the journal last year. Thus the Committee strongly suggested that all members should positively support the journal by subscribing advertisements

of at least one page a year and this was unanimously supported by the Executive Committee.

Furthermore, Mr. Robert Steiner kindly took time out of his busy schedule before leaving the Port Authority of New York & New Jersey to draft a campaign letter aimed at manufacturers and service-supplying industries related to ports. The Head Office where appropriate has distributed the campaign letter with the media kit to the relevant bodies — both actual and potential clients.

In the meantime, for the purpose of increasing the impact of the advertisements carried, the Head Office has recently switched the paper for the journal to that of a better quality which is suitable for color printing as well.

The Secretary General wishes to remind you that "Ports and Harbors" is always open to you for publicizing your services or products at minimum cost.

Captain Noelke Joins Dredging Task Force

Captain E. Noelke, Harbour Master, Port of Bremerhaven, Federal Republic of Germany, has recently become a member of the IAPH Dredging Task Force, COPSEC.

His willingness to serve on the Dredging Task Force was confirmed on the occasion of the recent Congress of the European Harbour Masters Association (EHMA) through Mr. A.J. Smith, our European Representative in London. Chairman Haar and all the DTF members are most happy to be able to have a further active member on the Task Force.

Visitor to Head Office

On August 5, 1988, Mr. Bin Okamura, Head, Environment Project Section, Marine Environment Division, IMO, visited the Head Office and was received by Mr. Hiroshi Kusaka, Secretary General, and his staff. Mr. Okamura was visiting Japan to meet with officials of the resident ministerial agencies and institutions involved in maritime shipping and environmental protection.

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OPEN FORUM

World Shipping to the Year 2000

By **Dr. Richard O. Goss**

**Professor, Institute of Maritime Economics
University of Wales Institute of Science & Technology
U.K.**

Presented at International Maritime Seminar on Changes of the Shipping Environments and Counter-Strategies toward the Year 2000, 25-26 July 1988, Seoul, Korea

Dr. Richard Goss (at podium) addressing delegates at the seminar in Seoul.



I. Introduction

In this paper I shall speak first of the present situation of world shipping, then of the technical and economic changes that I think may take place over the next decade or so and lastly say something of measures which might - or might not - be taken to prevent or guard against the dangers that I foresee.

II. The present situation

Although some people still call for restraints on shipbuilding and for ship-scraping schemes to be financed by taxpayers it seems that world shipping is successfully emerging from a prolonged and unfortunate slump. This started in the early 1970s with the OPEC-induced rises in the price of oil; but its seeds had been planted earlier with over-ordering of ships, especially large tankers, in the preceding years. Certainly, this slump was worsened by the subsidies and cheap finance made available by most shipbuilding countries, including those in Europe, Japan and South Korea, as export credit; certainly, this credit was extended more widely as the result of government guarantees of export credit; certainly many banks were so generous as to make matters still worse and with dire results upon themselves; certainly a whole variety of errors have been made, many (but not all) of them by governments. It is, therefore, helpful if these are examined and recognised, so that we may learn not to repeat them.

Most of these errors have caused transfers of economic welfare from taxpayers as a whole towards the extension or maintenance of industries for which, plainly, there was less demand than they had expected. I believe that much of this government activity stems from pressures from trade associations, particularly of shipbuilders. It is generally the case that producers, being specialists, are easier to organise than consumers; hence they are more likely to bring pressure to bear upon governments. In the EEC, farmers are a good example of this, and they are so successful that it may easily

be demonstrated that the costs they impose on European consumers, through higher prices, far exceed the benefits to themselves, even omitting the further losses to the overseas producers whose exports to Europe are limited.

This pattern contrasts with the usual results of protection, where domestic suppliers benefit (eg through tariffs, quotas or 'voluntary agreements') at the expense of domestic consumers and overseas exporters. Here, the result has been an expansion of the world fleet and prices (ie freight rates) that are lower rather than higher. Thus, the shipbuilders and the consumers of shipping services have been benefitting at the expense of taxpayers (and some banks' shareholders). These lower freight rates have, of course, led to shipping companies having had lower profits on gross assets (or on total capital employed) than would otherwise have been the case. For some purposes, however, this is misleading since it fails to reflect the advantages of cheap capital to finance their purchases of ships. A better concept is that of the rate of return on shareholders' equity. I had hoped to be able to display some indicators of this - or even of the former - but I have been unable to discover any reliable data. One reason for this is that many companies carry on other activities besides shipping and so the rates of return on each activity cannot be calculated.

The market for shipping services are, of course, connected to that for shipbuilding through the well-known accelerator mechanism. (If there is a 5% increase in demand for shipping services when the fleet is already being replaced over, say, a 20-year period, this will appear as a doubling of demand for new ships.) Despite all that may be done to increase the effective size of the active world fleet by way of raising ships' speeds at sea (easy enough if they are slow-steaming already: very expensive if they are not), working more intensively in port and postponing repair periods (those three elements of varying importance which never appear in any statistical series), I feel sure that there will be a substantial increase in the demand for new ships. Because of the accelerator mechanism, however, I feel equally

sure that it will not continue. Shipbuilding will, therefore, remain a business with great fluctuations.

So much, then, for the present situation and for the immediate future. I am, however, asked to speak about the next decade or so. As I have already indicated, making forecasts and getting them at least broadly right more often than they are wrong seems to be increasingly important in shipping. I suggest that this must be so and not just because, if you do the opposite, you will find life becomes less pleasant; it is because the world is now understood better than before. We have more knowledge, and (with information technology) are better equipped to use that knowledge. Study, training and research are therefore important in the commercial world as well as in the academic one. This is only one reason why I admire the efforts currently being made here at the Korean Maritime Institute and at the Korean Maritime University. I believe that they will be of great value to Korea and, if they increase the efficiency of shipping markets and the activities underlying them, also to the rest of the world.

III. The future

It has been said that forecasting is always difficult and especially when it concerns the future. Fortunately, quantitative forecasts of ship numbers or tonnages would be a mere distraction from my purpose today. Rather, I will specify some questions about it and present my ideas for discussion. As I often say to my students in Cardiff, I do not necessarily expect you to agree with me but, if you do not, then you may find it useful to think out just why you disagree. Since, on this occasion, I am speaking first,

Membership Dues Up—

(Continued from Page 9, Col. 2)

US\$1,500,000 but less than US\$2,500,000 shall pay membership dues of SDR530.00 per annum per subscribed membership unit; and those whose annual gross sales are US\$1,500,000 or less shall pay membership dues of SDR270.00 per annum per subscribed membership unit.

Class A Category Three Associate Members whose annual gross sales are US\$500,000 or more shall pay membership dues of SDR780.00 per annum per subscribed membership unit; those whose annual gross sales are more than US\$250,000 but less than US\$500,000 shall pay membership dues of SDR530.00 per annum per subscribed membership unit; and those whose annual gross sales are US\$250,000 or less shall pay membership dues of SDR270.00 per annum per subscribed membership unit.

Class B and Class C Associate Members shall pay membership dues of SDR780.00 per annum per subscribed membership unit.

Class D Associate Members shall pay membership dues of SDR130.00 per annum per subscribed membership unit.

Class E Associate Members shall pay membership dues of SDR110.00 per annum per subscribed membership unit.

Any individual who held the status of Life Supporting Members as of the 12th of June, 1971 and who had paid the sum of US\$150.00 or more per subscribed membership unit shall retain such status and not be subject to the payment of further annual dues.

Honorary Members shall have the privilege of attending Conferences but shall not be required to pay membership dues.

everyone else will have plenty of time to disagree with me. I look forward to much interesting discussion.

To some extent, of course, the discussion which follows depends upon whether I am an optimist or a pessimist and upon what I think is likely to happen on the more general scene of international trade and politics.

Let me say, then, that I am generally optimistic and believe not only that more free trade would be good for us all but that measures will actually be taken to reduce protectionism in trade and in shipping. To take just one example, I believe that the Common Agricultural Policy of the European Economic Community will increasingly be seen as unduly expensive and modified accordingly. (I doubt, though, that it will ever be abolished.) To take another example, I believe that the protectionism inherent in formulae like 40-40-20 — or any other system of sharing cargoes by flags — will come to be regarded in much the same way; and especially if the economic and political significance of shipping conferences continues to decline, so that there is a diminishing perception of a need to respond to them. Further, I believe that if this is not openly recognized by governments then it will be tacitly recognized by businessmen, who are often adept at finding ways around government regulations. For example, they can establish companies in countries other than their own in order to escape taxes or other forms of regulation.

Some questions, then.

1. Shall we experience a surprise-free world?

If, over the next ten or twelve years there are no surprises then it will be the first such period that the world has ever known! Earlier in this century, as in previous ones, we have seen demagogues gain power as well as popularity, often with simple ideas which, with the benefit of hindsight, seem strangely irrelevant to all except the emotional frustrations of their time and people. Nazism in Germany and Facism in Italy and Spain are good examples. It is, I think, much to the shame of my profession that academics, whose very trade is in ideas, should not have opposed and exposed these doctrines more than they did.

Such people often govern badly (eg through over-centralisation) and then, to distract attention from their internal problems, develop external ambitions, which often lead to wars. It might be thought that my optimism would lead me to discount such possibilities: but history would not support me. It may be that the growing expense of modern weapon systems would limit this, but the main effect, so far, seems to have been that of inducing ever-greater alliances, largely of ideologically-similar nations. Perhaps the bitter lessons of the USA in Vietnam and of the Soviet Union in Afghanistan will limit such activities. Even so, however, the possibilities of catastrophic accidents are always with us.

Shortages, whether of energy, raw materials, foods or finished goods worry me much less. I do believe that crises will occur: but I think they will be shortlived. Experience since the OPEC-induced oil price rises of 1973-onwards tend to show, not merely that cartels are likely to be ineffective, but that the long-run elasticities of supply and demand are quite high: and certainly much higher than those of the short run. This, surely, is for all the classic reasons: on the supply side new sources, substitutes and ways of economising are discovered; on the demand side knowledge of these spreads, the technical situation of consumers becomes modified as time passes, and tastes change away from the more expensive,

sometimes towards something which in technical terms is completely different. One can see many of these effects in the changes which have taken place in the design of motor cars since 1973.

Whilst, therefore, I accept that we may well have crises of one kind or another I think that the associated shortages and price rises, though possibly dramatic, will tend to be short-lived. The machinery of governments, being more ponderous than that of the market, is unlikely to do us much good there; and it may well do harm by assuming that the problem will continue. Equally, therefore, entrepreneurs will have to keep on their toes in order to take advantage of such situations.

Whilst, therefore, I confidently forecast the unexpected, I do not expect it to last very long. A relevant exception to this may lie in the **next** shipping slump. Since ships are essentially durable and there is always a chance of making capital profits on them when the market changes (so that many of them are kept rather than scrapped) I think that it may well last for quite some time. Nor do I hold out any hope whatever that present and succeeding generations of ship managers, brokers and bankers will learn from the mistakes that their predecessors made last time. They have before and, when the good times come again, I see no reason why many of them should not be once more carried away by euphoria. It is easy to talk of speculation in ships as a way of making money; sometimes, however, it is necessary to forecast what the other speculators are doing - what Keynes called 'speculation to the second and higher degrees'.

2. Shall we see great changes in maritime technology?

Over the past thirty years we have experienced the revolutions of containers, of exploiting the economies of scale in large ships and of a variety of specialised ships like ro-ro ferries and pure car carriers. Each of these was a reaction to a growing difficulty in achieving economical sea transport. Most such difficulties seem to have become apparent very gradually and over a long period of time, at the end of which the changes are dramatic. At the moment it seems likely that the next set of such changes will involve the impact of information technology and electronic data interchange. It is, I think, likely that within a few years, container ships' cargoes will be cleared through Customs before the ship has even arrived in port — though with the authorities still having the right to examine what they please. Similarly, it may come to be common for ships' documents to be examined at long range and through a central computer rather than by numbers of officials going on board at each port. (I am not at all sure that the officials will encourage this, though, since they usually get a few drinks whilst they are on board.)

For maritime technology as it is usually considered, however, I expect to see gradual, more evolutionary changes over the next decade or so. I believe that **average** ship size will increase, partly with volumes of trade and port improvements like dredging, but also as an economic reaction to a continued improvement in cargo-handling rates. There are already installations capable of handling bulk cargoes at some thousands of tonnes per hour; I believe that the number of these installations will increase and that this will itself induce the building of larger ships, though not above the maximum sizes currently afloat. (This will also continue to ruin the social life of sailors.)

Whilst I am sure that there will continue to be improvements in the fuel economy of ships — e.g. propeller

design and in the use of higher temperatures and better waste heat recovery systems in diesel engines — I do not expect anything dramatic. For example, as nuclear reactors are at their most efficient when they are very big, I do not expect to see nuclear-powered merchant ships.

Turning to navigation, the Global Positioning System (GPS) will provide more accurate navigation and track-keeping at sea and, since it seems likely to become very cheap, for the vast majority of ships. I believe that there will be some extension of Vessel Traffic Management Systems (VTS), coastwise and into the oceans. It is surely absurd that ships should be allowed to hit well-charted reefs of whose existence they were ignorant; the insurers, if not the owners, should insist upon some surveillance either with radar or through satellite observations. The contrast between the energies immediately expended upon the loss of an aircraft and the, almost lackadaisical, way in which ships like the 'Derbyshire' are not heard from for several days before anyone takes notice will increasingly become acceptable. The use of radar and satellite observations, plus a certain amount of local determination, may do a good deal to improve our current practices with respect to search and rescue (SAR), fishery management by licencing and piracy. It should no longer be possible for dishonest shipowners to load a cargo, collect the freight for taking it to a specified destination and then to sail somewhere else in order to sell the cargo.

I do not believe either that we need ships manned by graduates or that the crew members typical of today's best practices will decline much. On the contrary, however, I do believe that there is much need for the concept of 'quality assurance' to be taken to sea, so that we become more efficient in preventing breakdowns, whether of machinery, equipment or navigation. To do this we may need more than just monitoring equipment: we need knowledge-based or 'expert' systems which can diagnose faults, preferably before they become breakdowns, and advise on what should be done. Consistently with this I believe that we shall also need crews that are well-chosen, well-paid and, above all, well-motivated. In a word, they will need to be well-managed.

Shall we see ships' bridges becoming as standardised as aircraft flight decks? Can this be done without putting ship designs into series production, in the same way? This is already taking place within some of the larger container lines. I believe the question is not 'will it go further?' but 'how far and how fast will it go?'

There is much scope for effort and research here, work which should be highly profitable to those shipping companies which get the good ideas to work ahead of their competitors. It may be discovered, first, that ergonomics is as important on a ship as it is in a motor car. (Except that ships are not bought by the people who have to drive them.)

Secondly, it may come to be appreciated that, if employers simply draw upon a general pool of seafarers, treating them as if they were all much the same, then they will tend to get all that they deserve. Thirdly, it may be established (or re-discovered?) that a great deal of what actually goes on aboard ships remains quite unknown to people in the offices ashore. Perhaps the systematic interchange of staff would be a good first step.

I am convinced that many recent comparisons of crew costs have concentrated upon cheapness and have ignored quality. I wonder if any KMI researcher would like to calculate the inverse correlation between the rate of pay on ships and their frequencies of breakdown, accident and

delay? (I do not mean just the recorded casualties.) I wonder if there is room for marine insurers to exercise a greater degree of discrimination — to their own advantage, as well as to that of anyone else. As a distinguished investigator of aviation disasters has said: 'Safety is no accident'. If maritime casualties are largely caused by human error then the research commissioned by the Department of Transport in London with the Tavistock Institute of Human Relations may prove the starting-point for a whole new field of study.

The revolutions I have described have, in the main, tended to be most effective where trade flows have been large; they have, therefore, tended to benefit larger ports and larger countries. There remain problems at the opposite end of the scale, e.g. with ports having smaller throughputs; the extreme examples are the mid-oceanic island and the archipelago, where it may become quite impossible to provide economic shipping services without subsidies. St. Helena in the S. Atlantic is an example of the first. Some of the South Pacific island groups exemplify the second.

Since such places are unlikely to be evacuated there are advantages to be gained in improving matters, though not necessarily with high-technology ideas. There is scope for studying how efficiency may be increased in the smaller shipping services. I do not think this should be confined to the application of conventional ideas for, as I have indicated, some of the problems are different. These are not minor problems, even for the larger countries, for it should not be forgotten that a very large proportion of the world's ships are small. Many of them do not carry cargo either: they go fishing, act as ferries, or tugs, yachts or survey ships.

3. Shall we see great changes in the politics of shipping?

Those pleading for the special treatment of some group or industry are always with us. Usually, their arguments are fallacious and may be exposed as such. I like to think that I may have done something useful in demolishing special-interest arguments about the effect of shipping on the balance of payments. Sometimes, however, they are a mixture of good sense and nonsense. In teaching my students I often find it instructive to separate one from the other; I often wonder where such authors were trained, and whether they know that their efforts are subjected to scrutiny and, sometimes, ridicule. For my own part, I find that the international mixture of students we have in Cardiff imposes a useful discipline on my own arguments, which have to be relevant to developing as well as to developed countries.

Standards of argument have risen, nevertheless; and the more we examine arguments for state, as distinct from market, activities in shipping the more they seem to be confined to those arguments with which we are familiar from other industries. The **public** goods of safety and navigational aids; the **externalities** of training, education and pollution control; **competition policy**, e.g. on shipping conferences; **consumer protection** e.g. in limiting the exclusion clauses in bills of lading; and, perhaps most important for the next decade or so, **managing the commons** of the oceans.

Each of these topics might deserve a paper on its own — perhaps we shall hear some on this occasion — but the mere listing of these may serve to stress the essential similarity of these politico-economic aspects of shipping to other industries. That is just one reason why, in the University of Wales, we teach economics as a general subject before introducing our students to specifically maritime subjects.

I would like to think, moreover, that the next few years will see some dismantling of the special arrangements made for shipping, not only for cargo-sharing but in others I have just listed. For example, since most ships are owned by bodies incorporated with limited liability, why should they have any special arrangements to apply further limitations? Is it reasonable that the safety of dock workers on board ship should be regulated by one body, when the structure, equipment and operation of the ship is the responsibility of quite different people? It is not merely that the frontiers of regulation, being necessarily ill-defined, may lead to conflicts and gaps: there may be a general failure to learn from the experience of others, simply because they are in different organisations.

Yet as ships are more powerful, better designed and, at least potentially, more reliable, so more attention needs to be paid to the motivation and management of the people concerned; to say that most shipping casualties are caused by human error should not be regarded as an acceptable excuse but as a stimulus to research. And, since there is no evidence that seamen are genetically different from other people, there is no reason why this should not be done upon the same bases as in other industries and, therefore, within the same organisations.

In safety, as in other matters, there has been too much differentiation between shipping and other industries. There has also been too much differentiation between flags, along the lines of 'flag state control'. With the development of large fleets flying flags of countries with negligible maritime administration, and therefore capable of exercising very little control, this was increasingly recognized as inadequate. The USA, the Canadians and, since the Paris Memorandum of 1982, most European countries have therefore insisted upon 'port state control' saying that they will not allow ships to leave their ports unless they are safe and comply with the appropriate rules. The right of innocent passage thus remains: but it must actually be innocent.

At the international level it seems likely that the current differences of view between the World Bank and the Secretariat of UNCTAD should be reconciled. At the moment the first of these stresses, in general, the virtues of a free competitive market and the lack of success experienced by many developing countries when they enter it. The latter seems still to be following the tattered remains of the 'Prebisch thesis', in which scarcely anyone now believes. Yet the World Bank accepts that competition policy is important and (I think) that there should be public responsibility for seaports; and UNCTAD has done much good work in drawing attention to problems which had hitherto been hidden, and has done valuable work in respect of the management and operation of seaports. I do believe, therefore, that the two of them might come together, recognising their different functions rather than their contrasting paradigms. It may well be that OECD will join in this general process of unifying ideas.

It may be that the Oriental habit of developing consensus will prevail over either the pragmatic tradition beloved of Britain or the more philosophical principles common on the Continent of Europe. Since, in the original outline of this Seminar, we were enjoined to pay particular attention to possibilities of international co-operation between countries on the Pacific Basin, I put that forward; other suggestions are implicit in what I have said earlier. It is true that there must be some principles — and I would like to think that they would be sound economic ones: but some forms of

agreement can be more important, if only because some forms of disagreement can be so expensive. Thus, **if agreement on the right principles is impossible, or likely to be ineffective or to lead to other undesirable consequences then agreement on second-best principles should be acceptable.** The trouble caused to academics like me is a small price to pay. As I have indicated at one or two earlier points in this paper, it may help if we were to stop regarding shipping as such a special case, needing special rules all the time and therefore in danger of neglecting what has been learnt elsewhere.

If competition in shipping becomes more open then the terms upon which companies operate within different countries will have to become more equal. To a large extent we have already seen this in the way in which flags of convenience have eroded the taxable capacity of shipping in the traditional maritime countries — so that exemptions, or programmes of subsidy and tax allowance, have had to be provided.

Yet the reasonable tendency for shipping companies to seek out and to 'buy' the best flag has promoted competition between the flags of convenience themselves. I see no reason why this should cease at any point short of that at which those countries (and the consuls who do their work) are just covering their long-run costs. At this point the governments of those countries may wonder why they should continue in a worrying business when it brings them so little advantage.

May we then see some new type of register, duly reflecting the decline of the nation-state? Is this already appearing in the 'off-shore registers' of Norway and other traditional maritime countries? There has already been talk of a European flag. More important in the long term, the EEC, in promulgating a series of resolutions aimed at developing a common transport policy in the maritime field, has acquired 'competence' there and has thus reduced that of its member nations. It seems that once the Commission of the EEC has acquired competence they cannot lose it. In the EEC, therefore, we have already seen a distinct transfer of policy-making power from several traditionally-important maritime nations to a new supra-national body. I do not know where this process will end: but I do know that it is irreversible and I would be very surprised if it did not continue. If this is coupled with the negotiating principle I mentioned a moment ago, then we may see a completely new set of institutional arrangements for devising shipping policies. We may even see some new policies; though, if we do, then I hope they do not resemble the Common Agricultural Policy.

4. What counter-strategies may be needed?

Earlier I said that I confidently forecast the unexpected, basing this upon my observation that we have been taken by surprise many times in the past and my conclusion that I see no reason why this should stop now. There is a saying in my profession that forecasting is very difficult, and especially when it concerns the future. Nor have computers and still more sophisticated mathematical techniques come to our aid. Many years ago I was trying to forecast the passenger numbers for London area airports, having taken this responsibility over from others. In due course I passed it on to my successor and the work has thus continued over a very long time. Some very good econometricians have worked over this, gradually refining the techniques, calibrating the equations and improving the correlation coefficients. I regret to report that hindsight reveals a small

negative correlation between the sophistication of the forecasts and their accuracy. Surely our marginal productivity cannot be negative?

The rational response to uncertainty, however, is to allow for adjustments to be made, often at short notice. We may note two ways of doing this.

The first, which I term flexibility, is to adopt methods and equipment — ships and terminals, say — which are capable of more than one purpose. In shipping, of course, the obvious example was the tramp ship, though with derricks, winches, small hatches and 'tween decks this was often capable of so many purposes as to be incapable of performing any of them well. I do not, therefore, advocate a return to these: but if I were advising a shipping company on its new-building programme I would try to ensure that the ships possessed **either** flexibility of use as well as of trade route **or**, if that could not be achieved, then above-average profitability reflected in a short pay-back period. I would not trust too much in medium- to long-term contracts, however profitable they might appear. As many shipping managers discovered in the recent slump, contracts that are apparently secure and profitable have a way of being modified when times are hard.

A second way to reacting to the prospect of uncertainty is resilience. I distinguish this from flexibility in defining it as the deliberate adoption of a readiness to change within the organization. A resilient management will thus ensure that it has various options open to it at each stage in the company's development; and this may or may not include flexible uses of ships. (It might include plans to convert them, or to sell them and cut its losses instead.)

Resilience in management terms may also extend to relations between companies. Thus, I would urge banks never to lend in order to finance ships, no matter what figures are presented. I would see, however, no objection to their financing shipping companies with whose managements they are well-acquainted, with whose methods they are familiar and whose figures they have accepted. Equally, therefore, I would urge any shipping company to treat his bank as a friend in good times as in bad.

The practical implementation of these will, of course, vary between companies and between countries; but I commend them to everyone who was, when young, taught 'the right way' of doing things. I agree that there are still some wrong ways, for most things, but even the right way of splicing rope has changed since I went to sea. So have most other things in shipping.

IV. Conclusions

In considering shipping to the year 2000 I have tried to argue that we shall see the consolidation, the expansion and the evolution of the revolutionary changes that we have experienced over the past generation. If we can preserve peace then I think that nations will come closer together and become more similar in their customs, their laws, their ways of doing business and in such practical matters as their legal and tax systems. I do not think we will do this easily or without controversy; nor do I expect any kind of uniformity: but I do expect a series of moves towards equivalence.

For the rest of what I have suggested as likely, I can only say that I regard the long-term forces I have been describing as very strong and I do not recommend that you resist them. If you do not like them then your counter-strategy should be to go into some other kind of business. The next decade or so may well be evolutionary: but I do not think it will be dull.

International Maritime Information

WORLD PORT NEWS

ICHCA Shipper-Carrier Conference in Feb. '89

The International Cargo Handling Co-ordination Association (ICHCA) will hold another of its popular Shipper-Carrier Conferences — this time on February 1-2, 1989, in Ottawa, Ontario.

The Association is a worldwide body, with members in more than 90 countries whose membership is drawn from organizations and individuals involved in every aspect of the transport of goods.

The ICHCA Conference, which is open to ICHCA members as well as non-members, promises to be a major event. Showcasing speakers from across North America, the participants can expect first-hand advice on the challenges of intermodalism in the current environment.

With a timely theme, *Intermodalism Comes of Age*, the Conference plans to bring together transportation executives including carriers, shippers and other stakeholders for debate and exchange of views on the latest developments in the field. The program will feature some twenty speakers who will appear on panels, including: "Promises and Challenges of Intermodalism," "Intermodalism — Partnership at its Best," "The Role of EDI in the Intermodal Age" and "Intermodalism — Here to Stay."

In announcing plans for the Conference, ICHCA Canada Vice President, Dr. Hassan J. Ansary said: "The rapid advancement of intermodalism is of great importance to shippers and carriers alike, as it promises challenges and opportunities to both. It has certainly brought a greater sense of the need for partnership and cooperation to the transportation industry, not just between the shippers and carriers, but also between modes and even among individual shipper and carrier groups."

"The Conference," promised Dr. Ansary, "will bring together senior executives and experts at the leading

edge of intermodalism, to explore with delegates, challenges and opportunities facing the industry."

Participants should expect to receive a Conference kit containing important transportation-related documentation as well as promotional material from industry representatives, not to mention a sampling of Ottawa's popular "Winterlude" festivities, as it will be held at the Westin Hotel, at the doorstep of the world's longest outdoor skating rink.

Registration is \$145.00 each for ICHCA members and \$195.00 for non-members (\$50.00 of which can be applied toward membership dues). For information or to register for the Conference, contact G. Bernard Bisson, ICHCA Conference Coordinator, c/o 99 Metcalfe Street, Ottawa, Ontario K1A 0N6 Tel: (613)957-6778 or 957-6788.

'Super-port' Theme of SingaPort Conference

The Super-port

In this era of the super-bank, the super-computer and the super-market, the super-port is likely to be their equivalent for the maritime industry. Changes in economic conditions, technological and computerisation advances and the demand for more varied services propelled by diversified customer needs are re-shaping the roles of ports around the world. The super-port is envisaged to be different from the traditional port and is expected to turn the waterfront into a more comprehensive and sophisticated haven not just for shipping but also for shopping, sporting and leisure activities.

SingaPort '89 is the first international maritime conference organised by the Port of Singapore Authority. Its theme is "The Super-port." It would be the premier event in this part of the world for the global maritime community. It would be a forum for senior executives to discuss latest developments as well

as ponder over future opportunities and directions of the maritime industry. It would provide a platform for distinguished members of the industry to voice their opinion on matters of topical interest. It would be a meeting place for the renewal of old ties and the making of new ones. It is an event that should not be missed.

SingaPort '90 would be enlarged to include an exhibition featuring port, mercantile and naval hardware and software. The conference would be held annually and the conference-cum-exhibition would be held biennially.

Supporting Organisations

Singapore Trade Development Board (TDB)
Singapore National Shipping Association (SNSA)
Association of Singapore Marine Industries (ASMI)
Singapore Freight Forwarders Association (SFFA)
International Maritime Organisation (IMO)
The International Association of Ports & Harbors (IAPH)

Conference Highlights

A wide range of topics in the following areas will be covered in support of the Conference theme 'The Super-port':

- New Port Technologies
- Paperless Trading
- Ports in the Asia-Pacific Region
- The Ideal Port
- Sea Freightage without Ships
- Ship Financing
- Ship Supplies
- Ship Arrests
- Intermodalism
- Logistics Management

Among the highlights of the conference will be the presentation of keynote addresses by prominent personalities in the maritime industry.

Information

Date: 3-5 April 1989

Venue: Raffles City Convention Centre, Singapore

Fee: S\$800 per delegate
S\$1200 joint rate for a Principal/Agent team

Enquiries

The Conference Manager (SingaPort '89)

Times Conferences Pte Ltd

19 Tanglin Road #12-02 Tanglin Shopping Centre

Singapore 1024.

Tel: 2355222/7349385

Tlx: RS40113ATT Fax: 7379027

Port Management and Operations Course in UK

Port Management and Operations

This course is designed to equip students with a knowledge of up-to-date techniques in port management and operations planning. The programme consists of a series of lectures on all aspects of port operations, administration, port planning and development, port policy, organisation and finance. The course includes field visits to several ports in the U.K. and on the near Continent. As such, it provides a balanced knowledge of the port industry and is specifically designed for middle management.

COURSE DATES: The course is of three months' duration and includes at least two weeks of field visits; it will normally commence on the first Monday of September each year.

COURSE AIMS AND OBJECTIVES: The aims of the course are to provide the participant with a balanced knowledge of the various aspects of port management, to familiarise him with a variety of world port systems and to increase his awareness of the issues involved in port planning, policy and developments in automation.

After completing the course, the participant will be able to:

- identify the main management tasks involved in port operations,
- recognise the width of responsibility of management with respect to labour organisation and financial and legal matters,
- deal more easily with some of the problems experienced in day-to-day running of a port,
- relate the management systems of major European ports to those of his own country's ports.

FIELD VISITS: Integrated with the

series of lectures, there will be field visits to U.K. ports, such as Felixstowe, London, Dover and those in South Wales and to ports on the near Continent such as Le Havre, Rotterdam and Zeebrugge. It is seen as essential to maintain a balance between the lectures and time spent in the field, and for this reason field visits will run for up to four weeks.

Course Content

Port land use management
Hinterland transport
Improving port performance — UNCTAD/SIDA
Port operations and planning
Investment appraisal in ports
Port policies
Automation in ports
Shipboard computer systems and future applications
Labour organisations
Carriage of goods by sea
Marine insurance principles
Dredging and port conservancy
Port operations workshop

For further details contact:

Director of Short Courses
Department of Maritime Studies
UWIST
Colum Drive
CARDIFF CF1 3EU
United Kingdom
Tel: Cardiff (0222) 42588
Telex: 497368 UWIST G

Airport Associations Coordinating Council

The Airport Associations Coordinating Council (AACC) is a non-profit organization established in December 1970 by the three international airport associations — the Airport Operators Council International (AOCI), the International Civil Airports Association (ICAA) and the Western European Airports Association (WEAA). Following WEAA's dissolution at the end of 1985, the tripartite structure of AACC was transformed into a bipartite one, effective January 1, 1986.

The aims of AACC are to further cooperation among its Constituent Associations, to develop unified policies approved by them, and to present these policies to the International Civil Aviation Organization (ICAO) and other selected international organizations dealing with topics of mutual interest.

AACC has observer status with ICAO and consultative status with the United Nations' Economic and Social Council (UN/ECOSOC). It also maintains active working relations with numerous international non-governmental organizations in the field of civil aviation, such as the International Air Transport Association (IATA) and the International Federation of Air Line Pilots Associations (IFALPA).

Currently, the AACC Constituent Associations' membership throughout the world stands at some 400 international airports, airport authorities and national airport associations in over 100 countries. Located in the five continents, these airports enplane the bulk of the world civil airports' passengers and freight.

World Trade Services Week in Nov. in UK

World Trade Services Week will be held November 8-10 at the National Exhibition Centre in Birmingham, England.

Combining two important trade exhibitions — World Freight 4 and Export 88, World Trade Services Week is a major new event for industries providing services for international traders. Exhibitors will include over 300 companies in the freight and international trade services field.

Leading trade associations have pledged their full support for the launch of this new event which is being organized by a steering group:

SITPRO

Institute of Freight Forwarders
British Importers Confederation
HM Customs & Excise
International Chamber of Commerce (UK)

Institute of Marketing
Confederation of British Industry
British Invisible Exports Council
Department of Trade and Industry
Birmingham Chamber of Commerce
London Chamber of Commerce
CLECAT

FIATA

Institute of Logistics & Management
Institute of Export
International Cargo Handling Co-ordination Association
British Airways Cargo

Special features at the event will include specialist freight, marketing and

finance pavilions where exhibitors can offer visitors the benefit of their expertise, and visitors can assess the selection of companies able to provide them with the services they need.

Along with the exhibition, a major conference will be held. The conference is expected to attract an international audience of senior executives from the freight and international trade sectors.

The conference will focus on the impending deregulation of trade in 1992 and the single European market and the impact that this will have on the international trade and freight world. Leading international speakers will discuss how their organizations are already evaluating the opportunities and preparing for the problems.

Delegates may register for one or two days of the conference and the registration fees are:

One Day: £224.25

Two Days: £403.65

The conference fee includes morning coffee, lunch, afternoon tea and full conference documentation. Delegates attending on Tuesday, November 8 are invited to attend a reception after the conference.

World Trade Services Week is sure to draw a record number of visitors, including importers, exporters and senior buyers of freight and international trade services. With the creation of an internal European market of 320 million consumers in 1992 on the horizon, many companies see this event as an extremely timely one.

Organizations interested in reserving space for a stand should contact Donna Reeves, Exhibition Organiser, at Queensdale Exhibitions and Conferences Ltd., Blenheim House, 137 Blenheim Crescent, London W11 2EQ (Tel: 01-727 1929; Tlx: 261763 DRESS G; Fax: 01-221 4201).

New Publications

Jane's Containerisation Directory 1988-89

Jane's Containerisation Directory is a completely revised development of the long-established *Jane's Freight Containers* designed to meet the specific requirements of the maritime and intermodal containerisation industries.

Restyled in size A4 limp-bound for-

The Americas

HK Opts for Canadian Training Program

The waters of Hong Kong Harbour are unquestionably among the busiest in the world with an average of 530 ocean-going movements per day and upwards of 5,000 craft in the waters at any time! This mind-boggling volume of traffic has, up until now, been managed by the Hong Kong Port Commission whose staff use VHF radio communications, traffic separation lanes, aids to navigation and a system of 71 typhoon class mooring buoys to direct vessel movements. Their record of incidents or collisions has been surprisingly low. Nonetheless, the Government of Hong Kong has been shopping world ports for the right vessel traffic system to install in the Port of Hong Kong.

As early as 1979, the Government of Hong Kong was in touch with the Canadian Coast Guard through the Canadian Commercial Corporation. While Hong Kong officials continued to look at traffic management in other ports, they continued talks with

mat, its worldwide coverage details port terminal facilities and developments in some 400 ports, with listings of containerisation operations provided by shipping lines, railways and NVOCs.

It also contains comprehensive listings of manufacturers of containers and handling equipment. Services covered have been expanded to include data handling as well as leasing and repairs.

Appendices cover international standards, governing bodies and regulations. *Jane's Containerisation Directory* covers the international containerisation industry in all its relevant facets with the detail and scope that the professional user demands.

For further information, please write to:

Jane's Publishing Co. Ltd.

238 City Road

London EC1V 2PU

United Kingdom

Tel: (01)2519281

Telex: 894689 JANES G

Facsimile Printer NEFAX 4500

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LONJYCR

Transport Canada officials. What became evident to them was the successful system for personnel training and procedures in vessel traffic management already in place across Canada. The Vessel Traffic Service (VTS) in Halifax, which was rebuilt and equipped less than two years ago, has the newest computerized navigational electronics of all the Canadian ports. So when Hong Kong accepted the Transport Canada bid to set up, equip and train staff for the first Vessel Traffic Service for Hong Kong Harbour, the Port of Halifax VTS was selected as the on-job training location.

When all the requirements involved in setting up a Vessel Traffic Service centre for Hong Kong were finalized, Transport Canada proposed an integrated system which included radar and associated electronics provided by Raytheon; telecommunications equipment and expertise from DGB Consultants of Montreal; surveillance systems by Norcon Control of Norway; and Informatics (hardware and software) by Systemhouse. A major component was complete staff training in procedures and use of equipment, which began late last fall upon acceptance by Hong Kong authorities of the Canadian bid.

Hong Kong is in a unique situation, their vessel traffic centre will have state-of-the-art tracking and communication equipment tailored to their needs and manned by people who have been trained for this system. They will also have procedures and manuals for the training of any future personnel needed.

(Port of Halifax)

Mr. Caddo Appointed Thunder Bay Chairman

The Thunder Bay Harbour Commission has appointed Mr. Donald R. Caddo as Chairman of the Board for the ensuing two years, effective July 4, 1988. Mr. Caddo was appointed to the Board, as a Commissioner, by the Federal Government on December 6, 1985.

He is a chartered accountant with the firm of Day & Caddo. He is a past-president of the Northwestern Ontario Chartered Accounts Association and is Chairman of the Board of McKellar General Hospital. He is active in the Thunder Bay Hospital

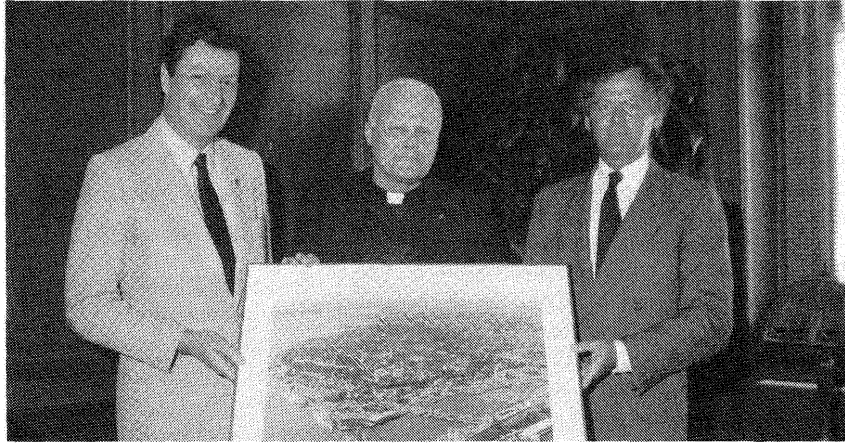
Planning Council, a group which he helped found in 1985.

He succeeds Mr. Jim Simpson as Chairman of the Port Authority.

Mr. Dennis Johnson was appointed Vice-Chairman. Mr. Johnson, a city lawyer, has been a Commissioner of

the Port Authority for the past eight years. He has previously served as both Chairman and Vice-Chairman of the Commission.

Other Commissioners include Mr. Jim Simpson, Mr. Andrew Coffey, and Mr. Paul Kennedy.



A reception was held recently to thank Reverend Belleville for his commitment to the Port of Québec Mission, at which he received a magnificent aerial photograph of the Port and City. From left to right: Jean-Claude Michaud, Port of Québec Harbour Master, Reverend Belleville and Ross Gaudreault, Port of Québec General Manager and Chief Executive Officer.

Reverend Belleville Completes Service at Québec

Reverend Bob Belleville has completed his three-year term as chaplain at the Port of Québec branch of Mission to Seamen, a worldwide organization affiliated with the Anglican Church, serving mariners in more than 400 ports.

Reverend Belleville presided over the expansion of the ministry at the Port, including the construction of a new office and welcome centre for visiting seamen.

Reverend Belleville's next posting will be as Assistant Port Chaplain at the Port of Freemantle, Australia, the second largest Mission to Seamen centre in the world.

Vancouver: Strong Performances Forecast

Record-setting across the full spectrum of port operations characterized the 1987 performance of the Port of Vancouver.

For the first time in its 124-year history, the Port handled close to 64 million tonnes of cargo, a performance paced by traditional bulk commodities that, in themselves, showed some individual surprises.

Records were also achieved in key growth sectors. Container Traffic was up by 26.1%, and Cruise Traffic surpassed the passenger record achieved during Expo year.

The port's major coal terminal at Roberts Bank handled its largest-ever coal ship, Korea's "Hyundai Giant",

and its record 240,000 tonne shipment.

Star Performers

Western Canada's resource base delivered record exports in Forest Products and Grain. Potash shipments were up by 32.3%. With bulk commodities accounting for 86.3% of the port's total throughput, the market dynamics of these exports are constantly monitored by the Port Corporation.

Container Moves

Resolution of the issue and removal of the Container Clause from the Vancouver waterfront was regarded as a pivotal event that has already set in motion significant marketing moves by the Port Corporation in its drive for container business.

In November, a contract was awarded for the purchase of two new container cranes. More recently, the Corporation's announcement to improve and expand container handling facilities in Burrard Inlet has sent a clear message to terminal operators, railways, and port customers.

Container facilities are identified as but one sector targeted for capital investment. The Port Corporation anticipates that more than \$100 million will be deployed in such programmes between now and 1993.

Team Marketing Grows

1988 will see expansion in the Port's off-shore marketing programmes with participation being encouraged from transport, terminal, and labour sectors. The Team Approach is seen as an important strategy towards attracting import and export cargo opportunities.

Being on Tomorrow

Cargo forecasts for most key sectors indicate strong performances through 1988. In order for all concerned to prosper and benefit from such buoyant opportunities, the Port Corporation identifies as imperative a labour climate characterized by contemporary attitudes regarding mutual objectives, competitive realities, and stability. In this regard, the Corporation recognizes an opportunity to offer constructive assistance, where appropriate, to ensure this climate gains credence and flourishes into the next decades.

Canada's largest port takes pride in its record-setting performance during 1987. It identifies the dynamics that brought about these achievements — most particularly within public and private sectors of the port community — as the formula to warrant even better facilities and services.

It is this level of teamwork and co-operation that will produce the practical — and effective — transport performance essential to Canada's future as a world trader. *(Port News)*

Vancouver Working on New Container Strategy

With container traffic in the Port of Vancouver growing by more than 25 per cent annually, The Vancouver Port Corporation has initiated a pro-

gramme aimed at significantly increasing capacity and improving efficiency at its two container terminals in Burrard Inlet. Since February, the international engineering firm of CH2M Hill has been consulting with the terminal operators, the railways, the union, the Chamber of Shipping, as well as the Port Corporation, to carefully assess existing facilities, and determine container handling requirements into the coming decades. The analysis will culminate in a report recommending a comprehensive new development strategy.

Preliminary recommendations are already being acted upon. Work is under way at Centerm expediting certain modifications, including the removal of shed number five, the relocation of an adjacent maintenance building, increased reefer capacity, and the expansion of the terminal area to improve the efficiency of the intermodal interface. These modifications will increase annual capacity at Centerm by 50,000 TEUs.

A key option being investigated is the creation of a new terminal area east of Centerm. Such a development could involve significant land fill, and ultimately the demolition of the Ballantyne sheds. Other considerations include improvements of intermodal efficiency and yard capacity at Vanterm.

Two new container cranes are under construction and scheduled for commissioning at Vanterm and Centerm by March 1989. This addition will raise the total number of cranes in the port to seven, with four cranes capable of servicing post-Panamax sized vessels.

Improvements and expansion of these dimensions would enable the Port of Vancouver to meet its current projections and vigorously pursue new container business. (Port News)

Nat'l Maritime Research Facility Privatized

The Department of Transportation and the Maritime Administration transferred control of The National Maritime Research Center's Computer Operation's Research Facility (CAORF) to FlightSafety/MarineSafety International, a New York based corporation.

CAORF, the world's most sophisticated ship operations research simulator has been at operation at the U.S. Merchant Marine Academy since 1976. It is used to simulate the response of various sizes and types of ships under controlled conditions of water depth, wind, current, visibility, etc. The simulated runs are analyzed to determine the safety margins and cost effectiveness of new harbor designs. On just one project over \$74 million was saved in unnecessary dredging costs.

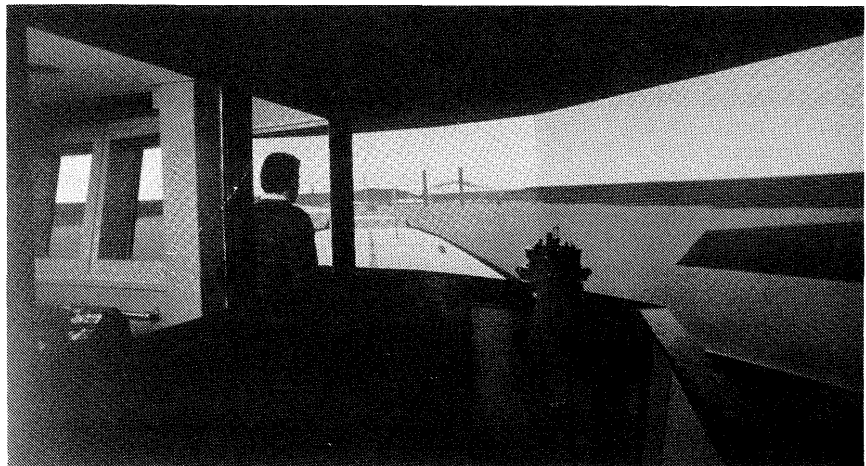
The goals and operations of the re-

search center will remain the same except that under a cooperative agreement with the U.S. Maritime Administration, the facility will be managed by FlightSafety International, a professional simulator training and research organization. MarineSafety, a wholly owned subsidiary of FlightSafety presently operates shiphandling simulators at LaGuardia Airport in New York and in Newport, Rhode Island.

Georgia Ports Authority Has EDI Capability

GPA Executive Director George Nichols has announced that the Georgia Ports Authority has the technical capability in place to begin Electronic Data Interchange.

Mr. Nichols made the announcement in New York during a panel session focusing on port automation at the



Vertical lift bridge and I-95 N.H. to Maine bridge in Portsmouth, N.H. harbor as seen from the wing of the ship simulator during tests of maneuvering safety margins. Simulation was used to determine dredging requirements to decrease chances of a tanker ramming one of the bridges.

A NATURAL!

The Seaway port with everything you need. Natural harbour—great facilities.



PORT OF THUNDER BAY

Thunder Bay Harbour Commission
P.O. Box 2266, Thunder Bay, Ontario, Canada
P7B 5E8 Phone: (807) 345-6400 Telex: 073-4347

recent Containerization and Inter-modal Institute Conference on "Communication and Transportation in the Global Economy."

"We have recently been informed by one of the major shippers in the United States that Savannah has been chosen as their consolidating port, not only because of our favorable geography and facilities, but because of our advanced automated port systems," said Mr. Nichols. "We have made a commitment to bring on-line our first phase of EDI as soon as possible."

Electronic Data Interchange involves computer-to-computer data exchange for use by industry and government. The objective of the EDI program is to develop and maintain standards for Electronic Data Interchange so that they are generally usable by all sizes and types of companies.

With EDI, improvements in operations timing, data handling, and associated costs not readily achieved in paper-based systems are facilitated through the electronic interchange of data between manufacturers, wholesalers, distributors, retailers, brokers, shippers, consignees, carriers, forwarders, banks, and government.

Electronic Data Interchange is being actively developed in North America, Europe, and the Far East. Many trade groups and committees, both nationally and internationally, are now developing EDI standards. In North America, development is proceeding under the direction of the American National Standards Institute (ANSI) X.12 Committee, and the Transportation Data Coordinating Committee (TDCC). ANSI is servicing the grocery and warehouse industries, as well as general business applications. TDCC is developing standards for the air, motor, rail, government, and ocean industries, under various committee headings.

The Georgia Ports Authority is actively participating on a subcommittee of the Ocean Standards Maintenance Committee called TOPAS (Terminal Operators and Port Authority Subcommittee). This group has recently completed an ocean manifest transaction set for EDI transmission. Other sets for gate activity, stow plans, and vessel schedules are under development.

Initially, steamship lines calling the

port will be transmitting manifest data in standard EDI form directly to the GPA computer, saving the labor cost of keying this data into the computer. Shippers and importers will be offered this capability to exchange information concerning their cargoes. As EDI standards are developed, they will become available to customers of the Georgia Ports Authority.

An acknowledged leader in systems development for the port industry, Georgia Ports Authority instituted an on-line container tracking system in 1977, featuring vessel scheduling, receiving, equipment control, cargo status and departure information available electronically to authorized users.

Since that time, new database technologies have been applied, and with the assistance of an Automation Advisory Committee comprised of representatives from U.S. Customs, U.S. Department of Agriculture, Customs brokers, freight forwarders, agents, steamship lines, and truckers, the COBRA (Customs On-Line with Brokers for Rapid Action) System was developed. Improving operational efficiency by reducing paperwork and minimizing time from vessel discharge to gate departure, the COBRA System provides paperless 3,461 Customs entries, manifest data in advance of vessel arrival, electronic entry rejection, and complete cargo activity and status information.

Electronic Data Interchange will allow the Georgia Ports Authority to provide a natural progression in state-of-the-art systems development for its customers, while utilizing existing systems. "It is the intention of GPA to not only provide modern, efficient terminal facilities, but to act as a center for the exchange of information with our international trading partners," says Mr. Nichols. "EDI is the wave of the future, and the future is here."

(Georgia Anchor Age)

Media Policy of Corpus Christi Authority

Introduction

The role of communications between a public entity such as the Port of Corpus Christi and the community is a vital one. What shippers, community and government leaders, laborers, taxpayers, voters, federal and state

regulators, foreign consulates and environmentalists believe about the port's delivery of services and its contribution to the economy of South Texas depends largely on how well its policies and activities are communicated.

The purpose of this document is to set forth a policy for disseminating information about the Port to the public. The communications guidelines set forth here should be observed by all employees of the Port of Corpus Christi Authority, its representatives and others acting on behalf of the Port Authority. This policy is not intended to limit the right of free speech of any Port employee but rather is intended as a guideline for dissemination of information on behalf of the Port to the public.

PR Function

If time permitted the Port of Corpus Christi Authority to communicate individually with all of its publics — the transportation industry, port users, government, taxpayers, employees, legislators, to name a few — the issues and facts which affect their personal relationships with the Port could be explained.

But this is not possible in today's complex world of high technology and fast-paced business operations. Therefore, the role of public relations for the Port of Corpus Christi is to build relationships with each of its publics through a variety of vehicles such as publications, videotapes, public service announcements, educational programs and publicity. By doing so, public relations becomes the Port's "vehicle," an embodiment of the Port's practices, policies and standards, and a resource for information about issues and in times of crisis.

Sound public relations programs communicate successfully the right message through the right medium to the right audience. Although all Port public relations efforts seek to accomplish this goal, this standard operating public communications policy has been established to promote timeliness, consistency, respect, genuine concern and responsiveness between the Port and the public.

Communications Policies

As a public entity, the Port of Corpus Christi is by law and by this policy

directed toward open communication with its constituencies to a greater degree than most private institutions.

The Role of the Public Relations Office: The public relations office exists to facilitate this flow of information. It is their job to maintain a unified approach to media communication and to create an uncluttered environment for telling the Port's story to the public.

It is the responsibility of the Port's public relations office to:

- Oversee and generate official communications between the Port and the community and/or media.
- Respond to media inquiries and initiate media coverage of Port activities.
- Respond to any and all requests for media interviews, information and photography. No one shall provide these materials without prior knowledge and approval of the public relations office.
- Communicate with appropriate Port personnel regarding media inquiries as they occur. (Following is a list of official Port spokespeople and the area about which they may speak.)
- Coordinate and approve all news releases, news conferences and invitations to media events.
- Coordinate all media relations during emergency, accident, crisis or other special situations.
- Provide counsel and assistance to other Port departments and Port users on effective communications upon request.

Communications Guidelines: The public relations office and all official spokespeople will follow these guidelines when disseminating information about the Port to the community or media:

- No Port information may be released in draft form.
- No unverified or unaudited figures about the Port may be released.
- No spokesperson shall speak for Port commissioners on any topic, specifically actions, votes or opinions.
- Port business, including rescue operations, is not to be disrupted for purposes of media interviews or photography.
- No information is to be released that would invade the privacy of an employee or other person.

- Victims' names may not be released without prior notice of the victims' next of kin.
- Home addresses and telephone numbers of private citizens are not to be released to the media.
- Port of Corpus Christi personnel records are not to be disclosed.
- Each spokesperson is ultimately responsible for his/her words. Good judgement should, therefore, be exercised before comments

are issued.

Official Spokespeople for the Port of Corpus Christi: Inquiries from the media sometimes require knowledgeable, in-depth responses that cannot be entirely supplied by the public relations department. In such cases, inquiries shall be referred to the public relations coordinator who will refer the media to the appropriate Port spokesperson:

| TOPIC | SPOKESPERSON |
|--|--|
| <ul style="list-style-type: none"> — Port policy — Inquiries from city council and county commissioners — Contractual agreements — Lawsuits/legal issues | Harry Plomarity Executive Director |
| <ul style="list-style-type: none"> — All media inquiries — Port statistics/general information — Special situations — Accidents, emergencies and crises | Karen Hellweg Public Relations Coordinator |
| <ul style="list-style-type: none"> — Operations — Accidents on port property — Foreign-Trade Zone — Bulk operations — Dock operations | Jerry Cotter Director of Operations |
| <ul style="list-style-type: none"> — Grain elevator | Bill Jackson Manager Corpus Christi Public Elevator |
| <ul style="list-style-type: none"> — Trade development — Issues on cargo — Transportation issues | Ed Altemus Director of Trade Development |
| <ul style="list-style-type: none"> — Houston office trade development — Spanish language trade | Daniel Marrero Deputy Director of Trade Development |
| <ul style="list-style-type: none"> — Engineering — Community Awareness Emergency — Environmental Issues | Col. Nolan Rhodes Director of Engineering Response Program |
| <ul style="list-style-type: none"> — Financial information — Insurance — Personnel — Records | Danny Hodgkins Director of Finance & Administration |

EDI Pilot Project Authorized at Houston

A project enabling the Port of Houston Authority and ship agents to exchange data directly through each other's computers will be tested out later this year.

The Port of Houston Commission recently authorized the Port Authority to seek proposals for consulting services, personal computer hardware and software for the Electronic Data Interchange (EDI) project. The services and equipment will cost an estimated \$50,000.

BARBOURS CUT: The EDI system

will be used on a trial basis at Barbours Cut Container Terminal, said Mr. Jim Eldridge, PHA management information services manager. With the installation of the new hardware and software, computers at the terminal will be able to communicate directly with the computers of selected ship agents and owners. Three or four agents or shipowners will participate in the experiment and will provide their own computer equipment, Mr. Eldridge said.

The computers will be used for exchanging information on container activity at Barbours Cut.

TIME SAVINGS: "Right now, the agents get this information from our CONICS system and type it into their computers," Mr. Eldridge said. "But with EDI, the terminal and the agent can send the information back and forth directly by computer."

Electronic data interchange cuts the time spent typing in and transmitting the information as well as reducing unnecessary documentation, telephone calls and facsimile transmission.

SEPTEMBER: The EDI system will be in use probably by September, Mr. Eldridge said, and the system's feasibility will be evaluated after a trial period of six to 12 weeks.

The EDI system is being tested on the suggestion of the Automated Community System Steering Committee. The steering committee consists of representatives of several local shipping-related organizations. Committee members say the EDI system, if adopted, would cost less than systems used elsewhere, enhance security and let agents participate at various levels.

(Port of Houston)

Houston: Cargo-Vessel Matching Service

A new information service at the Port of Houston is designed to make life easier for shippers trying to find a vessel for a particular cargo. The system also will benefit vessel operators looking for backhaul cargoes.

The Port of Houston Authority Marine Exchange (PHAME) is a joint effort of the Port Authority and the Marine Exchange of the West Gulf Inc. "The service will provide a timely and accurate exchange of information that will give exporters and vessel operators

access to qualified transportation opportunities," explained Mr. Jim Widman, PHA projects manager. "PHAME will put exporters and vessels in direct contact with each other to supplement the existing channels for matching cargo and ships."

A SUPPORT SERVICE: Vessels in the program will be non-scheduled, often contract carriers seeking backhaul cargo in selected trade routes. Cargo will be in the 1,000- to 5,000-ton range. PHAME will not solicit conventional container or liner breakbulk cargo, but is intended to guide rate-sensitive export commodities to Houston.

"A survey of leading Houston steamship agents showed that tradi-

PHA Tonnage Up 25% in First Quarter

Tonnage at Port of Houston Authority facilities was up 25 percent for the first quarter of 1988, while total port tonnage rose 12 percent.

More than 3.2 million tons of cargo moved across Port Authority wharves during the first three months of 1988, compared to 2.5 million tons during the same period last year.

Combined tonnage for the port's public and private facilities exceeded 22.1 million tons, compared to 19.8 million tons for the first quarter of 1987.

GROWTH AREAS: Bulk grain shipments at the port were up 165 percent for a total of 2.2 million tons. General cargo rose 28 percent, weighing in at 2.3 million tons. Industrial chemicals at the port's public and private facilities jumped 25 percent for a quarterly total of more than 4.9 million tons.

At Port Authority facilities, overall container traffic was up 13 percent. PHA's Turning Basin and Barbours Cut Container Terminals handled the equivalent of 131,200 20-foot containers for the three-month period. Those containers accounted for 1.1 million tons of cargo.

OTHER INCREASES: Total tonnage continued to climb at Barbours Cut Terminal. Barbours Cut moved more than 956,000 tons of cargo during the quarter, up 20 percent from the first three months of 1987.

Another significant increase at PHA facilities was import steel, which rose 91 percent for a total of 707,000 tons.

(Port of Houston)

tional cargo booking techniques were sometimes deficient," Mr. Widman said. "The agents indicated that a service such as this would support their efforts."

CONFIDENTIALITY: The Marine Exchange staff will receive and coordinate cargo and vessel listings. They will also make referrals and arrange data exchanges as warranted. All data will remain confidential, Mr. Widman said.

"PHA and the Marine Exchange have the expertise, resources and technology to operate such a service," he added. "The Port of Houston Authority is committed to providing its clients with a commercial edge — affordable and effective access to the global marketplace. We invite exporters to move their cargo needs into the spotlight with PHAME."

PHAME BENEFITS

For exporters:

- Fast, accurate data on available vessels — free of charge
- Opportunities for economical rates
- Flexible scheduling
- Direct access to vessel operators (if desired)
- Confidentiality

For vessel operators:

- New cargo opportunities
- Direct referral to exporters
- Reduced idle time for vessels
- Low service fee for successful bookings
- Confidentiality

(Port of Houston)

JAXPORT: Income, Tonnage Increase

The Jacksonville Port Authority (JAXPORT) Maritime Division, closing in on its most successful year, reported its container tonnage for the first nine months of fiscal 1988 increased 41 percent, and its overall tonnage increased 29 percent from the same period last year.

As a result JAXPORT's net income was up 81 percent to \$2.8 million from \$1.5 million for the first nine months of fiscal 1987, which ended September 30.

Container tonnage in the first three quarters was 1.02 million tons, up from

about 724,000 last year, and overall tonnage handled at JAXPORT facilities increased from 2.7 million tons to 3.5 million tons this year.

"We are very pleased with our performance to date," said JAXPORT Managing Director Paul D. deMariano. "I think the numbers reflect the fact that more and more shippers have looked at our intermodal capabilities and realize that Jacksonville is fast becoming the distribution center of the Southeast."

In the next few months JAXPORT will begin \$50 million worth of improvements to Blount Island, including a 550-foot wharf extension, the acquisition of three new container cranes, the paving of container storage areas, and the construction of a 50-acre rail intermodal yard, a new four-lane road system and a new truck security plaza.

Baltimore Port Link to Help Smaller Shippers

Governor William Donald Schaefer announced that the Maryland Port Administration (MPA) has formed a new business — Baltimore Port Link, U.S.A. — designed to provide volume discounts and significantly lower shipping costs to small- and medium-sized shippers and steamship lines. The new consolidation service is a joint effort with ITOFCA Consolidators, Inc., of Downers Grove, Ill. The new company will allow smaller firms to get maximum savings from railroads, truckers, and barge operators, as larger firms now do.

Baltimore Port Link, U.S.A. will provide computerized coordination and tracking using ITOFCA's sophisticated EDI (Electronic Data Interchange) system. The system ensures that shipments move in the most efficient and timely manner — both to and through the port.

"The new consolidation program is a prime example of the innovative approaches the Port of Baltimore is using to lower costs and improve customer service," said Governor Schaefer. "This new service will assure attractive rates for cargo headed between inland locations and Baltimore."

Baltimore Port Link, U.S.A. will offer a variety of value-added transportation services, including local trucking, rail transportation, load

consolidation, and waterborne and highway transportation. "Shippers and carriers can count on more value-added services being introduced about every three months," said Mr. Joe Zaksas, ITOFCA's General Manager. "This price and service combination is not available at many ports."

"Cargo consolidation, along with our new Intermodal Container Transfer Facility (ICTF), is a major element of the MPA's strategy to re-establish the advantages of Baltimore's inland location," said Mr. David Wagner, Executive Director of the Maryland Port Administration.

"Baltimore Port Link, U.S.A. will use the computer-to-computer EDI system to trace movements and communicate with shippers and carriers. The new service addresses the need for alternatives and innovations in domestic and international shipping," Mr. Wagner added.

No. 2 Container Port on US East Coast

Charleston became the number two container port on the U.S. East Coast as it closed a record-breaking 1988 fiscal year in cargo-handling performance.

Containerized cargoes soared to a new high of 4,962,877 tons for the fiscal year ended June 30, an increase of 20 percent over the previous fiscal year. Container TEUs moved by the Port totaled 644,533 units, up 27 percent from the fiscal 1987 total.

In addition to its outstanding containerized cargo throughput, Charleston also recorded new highs in general cargo and total cargo tonnage.

General cargo (container and break-bulk combined) reached an unprecedented 5,868,288 tons, a 13 percent rise for the year; and total cargoes of 6,073,184 tons, spelled a 12 percent overall increase.

"This marks the Port of Charleston's third consecutive year of record-breaking container cargo throughput," said S.C. State Ports Authority Executive Director, Mr. W. Don Welch. "Our commitment to stay in the forefront of total seaport performance for Charleston's customers is reaping well-earned benefits. Our entire Waterfront Community is working as a team to make it happen."

MPA Facilities Handle Record Amount of Cargo

Governor William Donald Schaefer announced that more cargo moved through Maryland Port Administration facilities during the first six months of 1988 than during any other January to June period in history. A total of 3,146,945 tons were handled at MPA terminals during that period.

General cargo moving across MPA piers increased by 10.1% during the first half of 1988, compared to the January-to-June period of 1987. The Maryland Port Administration took advantage of a rebound in the U.S. export market and the result was an increase of 287,719 tons handled during the period.

"We're very pleased with these new figures, especially since they show continued growth for the Port," said Governor Schaefer. "The numbers clearly show that our efforts to keep the Port competitive are meeting with success."

New Orleans Ranked High as Cruise City

By Paul McKelvey

The cruise ship industry is riding the crest of a massive wave of expansion, and New Orleans is one of the U.S. ports most likely to benefit from it, according to a recent study of the cruise ship industry.

The opportunity is substantial. Each medium-sized cruise ship based in New Orleans is expected to generate \$11 million in direct economic impact.

The study, done by three graduate business students from Tulane University, and sponsored by the World Trade Center of New Orleans, revealed that the strengths of the city as a cruise home port are anchored in its excitement. New Orleans cruise passengers enjoy an intimacy with the city and its culture few other cities in the world can offer. Two of the city's major attractions, the French Quarter and the Central Business District, are within walking distance of the cruise ship terminal on the Mississippi River.

That advantage is widely recognized in the travel industry. In a survey sent to 160 members of the National Association of Cruise-Only Agents, 54

percent of the agents responding ranked New Orleans very favorably as a cruise city.

From the perspective of the ship operators, says the study, the city has the features they need: passengers, transportation, modern cruise ship terminal, low-cost fuel and a full range of ship services nearby. Most cruise ship passengers come from outside the immediate home port area, making travel options extremely important. New Orleans has excellent air service at uncongested New Orleans International Airport and Lakefront Airport. As for rail, Amtrack's historic City of New Orleans and The Crescent supply daily service from Chicago and New York and points in between. The Sunset Limited provides service to Los Angeles three days each week. That makes New Orleans an excellent choice for non-flying vacations.

Proximity is an important plus for travellers. The train terminal is in the Central Business District near the International Cruise Ship Terminal, and the airports are within 20 minutes of it. With coast-to-coast Interstate 10 woven through the edge of the CBD, visitors have easy access to all the transportation options.

Another plus for ship operators is the large number of affluent people who already travel to New Orleans for conventions. In 1987, the study points out, more than 840,000 people came to New Orleans as part of a convention. The projected expansion of the Convention Center, slated to begin soon, will bring even more people as the city enhances its image as a national convention site.

Having a cruise as part of a convention or having the convention aboard ship is an appealing option available at New Orleans.

New Orleans offers cruise ship operators substantial advantages, too. Aside from crew expense, fuel cost is the major operational concern for ship operators. A 1987 survey conducted by Mr. James Butler of KPI Bunkering Service in New York, and reported in the study, compared fuel costs in Miami and New Orleans. Calculating a monthly average for the three types of fuel used most often by cruise ships, Mr. Butler discovered that fuel prices in New Orleans were consistently \$10 to \$13 per metric ton below those in

Miami. With a cruise ship using between 300 tons to 400 tons of fuel per week, the annual savings would amount to \$200,000 per ship.

Another advantage for operators is the proximity of ship repair services, says the study. More than a dozen ship repair companies are available at the Port. With layovers between trips usually limited to a day or less, timely repairs are important.

As important as these advantages are for passengers and operators, business conditions are also changing in favor of the Port. According to the study, the number of cruise ship passengers in nine major U.S. cruise ports increased an average of 16.5 percent per year between 1981 and 1987.

Even with the increase, Norwegian Cruise Line marketing vice president Michael Smith estimates that only 20 percent of the potential market has been served. A 1986 Cruise Lines International Association marketing study estimates the potential market between 68 million to 80 million people.

Market estimates like these have spawned a building boom among cruise ship operators. According to the World Trade Center study, seventeen ships are on order or under construction. In all, the new ships are expected to add 25,000 berths worldwide. By 1991, concludes the study, the number of passenger ship berths will have increased 25 percent.

When the newer ships are assigned to the big cruise ports, such as Miami, the smaller vessels will be displaced. That means ports like New Orleans, already the seventh largest cruise port in the nation, have a ready opportunity to serve the newly dispersed cruise ships.

To capitalize on the trend, the Port of New Orleans formed a cruise ship task force in June 1987. The New Orleans Cruise Ship Task Force has a broad-based membership that includes the maritime industry, tourist industry, business community and the Louisiana Governor's Office. Mr. H.G. Joffray, former assistant executive director of the Port of New Orleans, is chairman of the task force.

Although it is only celebrating its first anniversary, the task force has already sponsored national advertising, conducted a survey of travel agents, hosted a familiarization trip for executives

from cruise lines serving U.S. ports, sponsored cruise ship legislation and produced a colorful brochure promoting the city as an ideal place to begin and end a cruise. (Port Record)

NY & NJ Incentives to Steamship Lines

In a competitive effort to move more cargo through the New York-New Jersey Port, the Port Authority will offer incentives to steamship lines or shippers by reducing the cost associated with transporting containers by rail to and from Midwestern points, it was announced by Mr. Philip D. Kaltenbacher, Chairman of the bistate agency.

Under the special incentive program, the Port Authority will offer to steamship lines or shippers incentives of \$25 per import container and \$50 per export container to offset the cost of drayage, or transport, of these containers between local marine terminals and regional rail ramps. It would apply only to containerized cargo shipped by rail to and from points more than 260 miles from the New York/New Jersey Port and would be offered to the organization paying the rail charges.

The new incentive program will begin on September 12, 1988 and remain in effect until December 31, 1989. It will be evaluated after six months to determine its effectiveness and whether modifications are warranted.

"Our action is an integral part of a cooperative effort with other maritime interests to attract additional Midwestern containerized cargo from those who control the routing of rail cargo; namely, the steamship lines and shippers, and to increase the use of rail/water intermodal facilities in our Port," said Chairman Kaltenbacher following the monthly Board meeting.

"In a courageous and aggressive action on July 1, the New York Shipping Association (NYSA) and the International Longshoremen's Association (ILA) announced an average reduction of \$90 per container in the tonnage assessment paid by steamship lines on containers moving more than 260 miles to and from this Port," Chairman Kaltenbacher stated. "The Port Authority strongly supports this bold action to lower the container assessment."

In addition, Consolidated Rail Corporation (Conrail) announced a \$2.1

million capital improvement program at their Portside Yard in Elizabeth, New Jersey, which handles import and export container rail traffic to and from the Port and inland points.

"We are hopeful that this new Port Authority incentive program in conjunction with the actions announced by the NYSA and the ILA, as well as Conrail's capital improvement program, will make our Port more competitive and affordable to steamship lines and shippers serving the Midwest by rail," Chairman Kaltenbacher said.

NY & NJ to Modernize Banana Facility

Ecuadorian Line Inc., the last operator of a banana terminal in the New York-New Jersey Port, will modernize a new facility at Port Newark to expedite the handling of bananas, it was announced by Vice Chairman Robert F. Wagner of The Port Authority of New York and New Jersey.

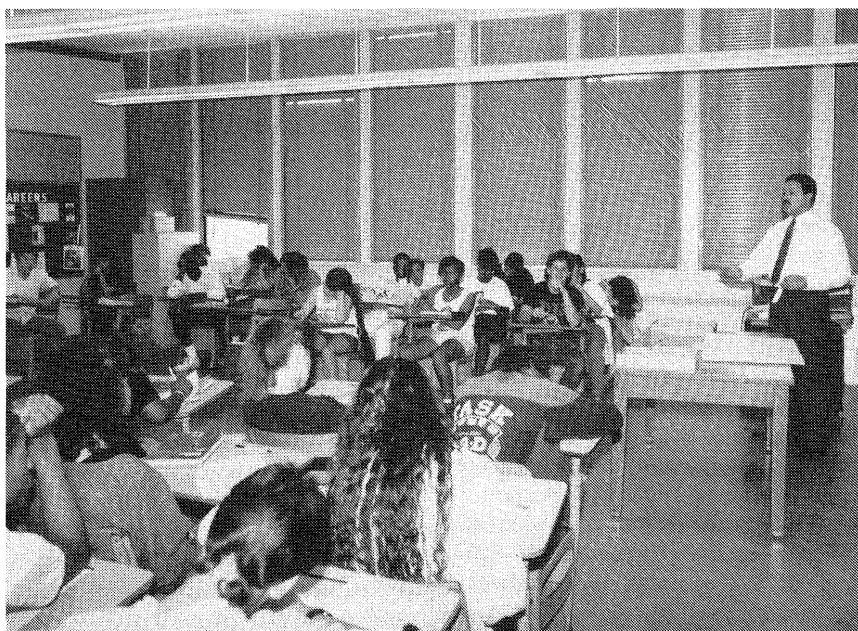
"The new facility is important because of the jobs generated by banana

handling," the Vice Chairman noted after the regular monthly Board meeting.

"An estimated 200,000 tons of bananas will be handled here this year. While this represents two percent of our tonnage, it accounts for four percent of the labor hours worked in this Port," he explained.

"The handling of pallets of bananas, rather than boxes, will increase productivity and reduce costs in this labor intensive operation in our Port," Vice Chairman Wagner stated.

"The Port Authority will undertake expenditures totaling \$1.3 million in renovating the facilities to allow the Ecuadorian Line to attract additional fruit operations to this terminal," he concluded.



Mr. Dave Zanatta, Director of Public Relations of the Port of Long Beach addresses Career Guidance class at Long Beach Poly High. Port staffpersons and Port Ambassadors explained the importance of the Port on the everyday lives of residents in the region.

Port of Long Beach Visits Local High Schools

Over 1,000 tenth graders at local high schools enjoyed presentations by representatives of the Port of Long Beach, as Career Guidance Week, May 16 - 20, came to a successful close.

As part of the Long Beach Unified School District's career guidance classes and the Port's COM SEE program, Port public relations personnel and Long Beach Port Ambassadors visited Jordan, Lakewood, Millikan, Poly and Wilson high schools, educating youth about the impact the Port has on their everyday lives and employment opportunities in the maritime industry.

Through the use of maps, charts, videos and posters, in addition to extensive student interaction, over 3,000 sophomores were introduced to Operation COM SEE (Community Organizational Management to Support, Educate and Expose), during the 1987 - 88 school year.

Participation with the schools was an integral part of the Port of Long Beach community relations program, which kicked off in February of 1987 with billboard, bus and newspaper advertising campaigns designed to inform the public of the port's importance to the local economy. Teachers and students alike praised the presentations and requested a repeat performance next year.

In concluding Career Week, counselors and teachers from Long Beach Unified School District participated in a World Trade Week harbour tour.

Long Beach: Cargo Value Quadrupling by 2020

Question: What economic impact does the Port and the activities it generates have on the City of Long Beach, and the immediate five county area surrounding it?

Answer: According to a just-released report on Long Beach Harbor and the economic role of its operations prepared by SCAG, the Southern California Association of Governments, the Port packs plenty of punch, causes ripples and makes waves.

Did you know that international trade represents 25 percent of the Gross Regional Product in the five county area and that Long Beach ranks second in terms of the number of persons employed?

Long Beach, with a population of 415,000, and growing, is California's fifth largest city and the 36th in size in all America.

Last year, \$7 billion worth of cargo was exported via the Port of Long Beach, while the value of imported cargos reached \$32.6 billion for a total of \$39.7 billion.

Exports produced and manufactured in Southern California and moved overseas through Long Beach Harbor supported 119,000 jobs in the region during that same period. Imports generated tens of thousands of additional jobs.

By the year 2020, the value of exports along through Long Beach will have

grown to a level four times greater than today. This new cargo moving via Long Beach harbor will create an additional 405,000 jobs throughout the Southern California region.

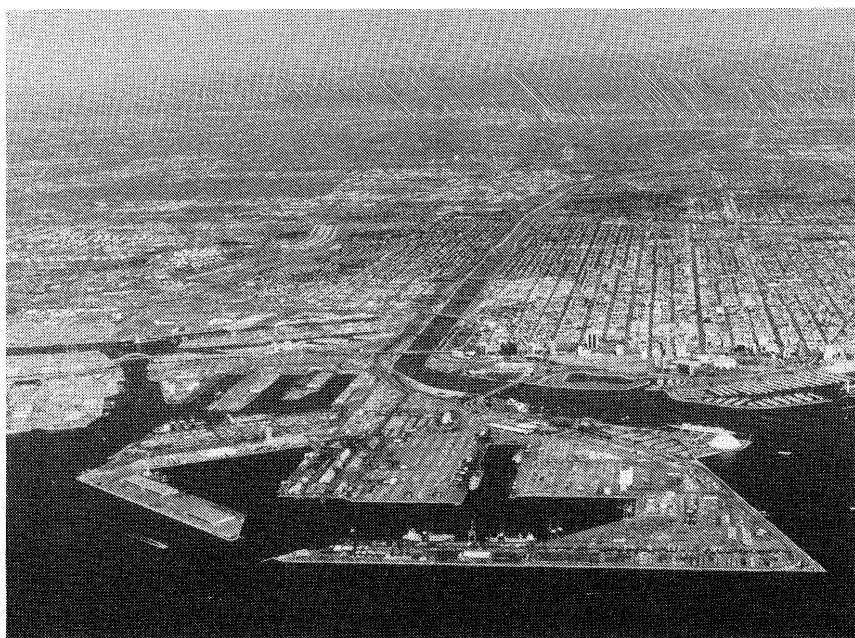
During the next three decades, the value of cargo moving through the Ports of Long Beach and Los Angeles will increase from the present \$80 billion to \$300 billion. By 2020, there will be 21,000 new employees in the harbor area alone.

The long-planned southward expansion of Pier J is nearing the construction stage, with a 147-acre landfill

costing \$75 million to provide the site for a seventh container terminal, while enlarging existing facilities.

Expansion of the 7th Street Terminal and creation of a new terminal on the site of the former Ford Assembly Plant on Cerritos Channel are on the horizon as the Port plans for the future through its ongoing policy of land acquisition and improvement.

Long Beach maintained its West Coast leadership in international commerce once again in fiscal 1986-87, and fully intends to extend this tradition in the 1990s, and beyond.



Port and City of Long Beach with downtown Los Angeles visible in the background.



Marathoners at far right share port roads with container trucks.

Port of Long Beach Harbor Cruises Success

The Port of Long Beach-sponsored harbor cruises, part of a highly successful World Trade '88 month, brought upwards of 3,500 local citizens through the Port during May.

The two-hour tours were a part of the harbor's efforts to make the citizenry more aware of the Port's impact on and importance to Southern California commerce. Over 200,000 jobs and 5.4 billion dollars of the local economy are attributed to the Port of Long Beach.

Members of the Public Relations staff, Port Ambassadors, Miss Port Nancy Mathews and Port Princess Kathryn Bartula served as guides, narrating nine World Trade Week cruises over a seven-day period, and 25 for the month.

A diverse cross-section of organizations and local citizens learned how the Port's daily activities affect local, regional, national and international economies. From clothes to newsprint to bananas, it would be difficult for Southern Californians to go through a single day without using products that arrive via Long Beach harbor.

Educational institutions, senior citizens, city employees, members of the NAACP, United Cambodian Community, and Hispanic Business Association, as well as groups from the ILWU and the other local organizations were invited to take part in the program, aimed at increasing community awareness.

With more than 75% of all trade on the West Coast passing through the ports of Long Beach and Los Angeles, citizens received a firsthand look at how America's "Trade Center For The World" opens the doors to the Pacific Rim.

Mr. Talin Long Beach Harbor Comm. Pres.

The Long Beach Board of Harbor Commissioners has unanimously elected Mr. George F. Talin, Sr., its President for fiscal 1988-89.

Mr. Talin, a member of the Harbor Commission since 1985, takes over from Mr. David L. Hauser, who served as President for the past fiscal year. During

his term, Mr. Hauser was instrumental in acquiring over 100 acres of new property, finalizing plans and permitting for expansion of current facilities through landfill, and increasing Port revenues by nearly 12 percent.

Mr. Talin, a prominent local businessman with a longstanding record of community involvement, is Chairman of the Board of Talin Tire, Inc., one of the largest Firestone dealerships in the nation. He is also Vice Chairman of the Board of Directors for the National Bank of Long Beach.

The new Commission president firmly believes that the Port of Long Beach must continue to grow and be an instrumental part in the vital economic foundation of the City of Long Beach. He is committed to continuing and building on the successful framework already established.



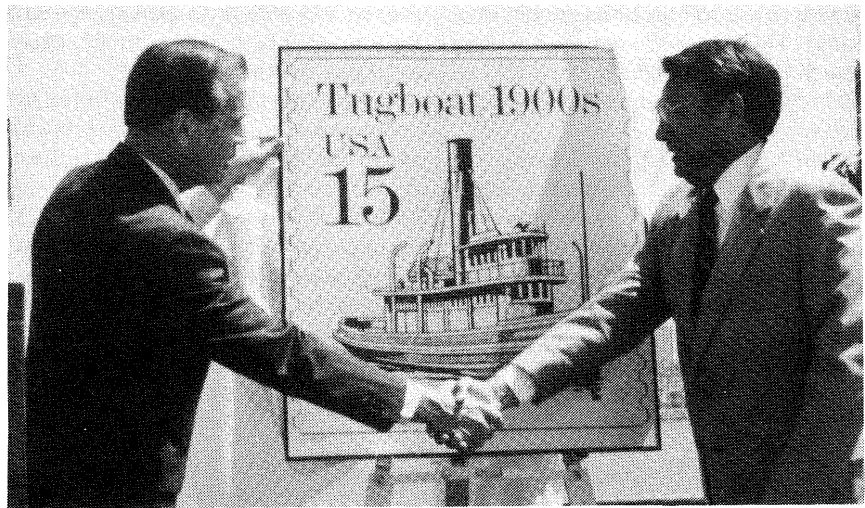
Mr. Talin, the newly elected President of the Harbor Commission for 1988-89 (on the right), receives the gavel from Mr. Hauser who presided over the Commission for the past fiscal year.

Worldport LA Continues Container Traffic Growth

WORLDPORT LA, the West Coast leader in container traffic, continued its phenomenal growth in fiscal year 1988 as a record 1,536,984 TEUs passed through the Port.

This number represents a 5% increase over the 1,459,174 TEUs that the Port handled in fiscal year 1987 and includes an 18% rise in loaded export containers (461,149 TEUs compared to 390,387 TEUs) during the past fiscal year.

A comparison of June 1988 and 1987 statistics also reflects an escalation in WORLDPORT LA's international



New Tugboat Stamp Issued at Long Beach

In ceremonies held aboard the Queen Mary in Long Beach Harbor, the U.S. Postal Service unveiled its new 15-cent coil stamp depicting a tugboat of the 1900s and honoring the prominent role tugboats have played on the nation's waterways throughout history. Tugs similar to the one used on the Transportation Series stamp helped create the municipal Port of Long Beach in 1911 and have been a factor in Long Beach maintaining its leadership as the busiest of all West Coast harbors in the 1980s.

Pictured at the unveiling of the new postcard-rate stamp are Mr. Joseph F. Prevratil, left, Executive Director of the Port of Long Beach and Regional Postmaster General Joseph R. Caraveo.

First Day Issue covers were cancelled aboard ship and signed by the officials participating in the ceremony. The event was highlighted by a parade of tugs from each of the six tugboat companies serving the Long Beach/Los Angeles harbor area.

Long Beach, which is currently celebrating its centennial year, generates a volume of 750,000 letters a day through the U.S. postal system.

Community Cargo Info System Study

Two briefing sessions were held on July 28 to discuss a Community Cargo Information System (CCIS) study to be completed by January 1989.

The two seaports and the airport have undertaken this study in order to determine the feasibility of implementing a computerized system which would link members of the international trade community and would reduce paper-

prominence. A 29.1% increase in loaded export containers (47,815 TEUs compared to 37,027 TEUs) and a 32.1% decrease in the movement of empty containers (21,453 TEUs compared to 31,590 TEUs) were registered. The Port handled a total of 138,745 TEUs in June 1988, a 1.5% increase over 136,734 TEUs in June 1987.

work, speed the flow of information, and ultimately speed the flow of cargo through the ports and airports. In general terms, a CCIS is an electronic clearing house for information. Through a centralized computer, all parties involved in the transportation, handling, clearance, and movement of cargo could exchange documents and/or information electronically.

Several other seaports and airports in the United States and around the world have implemented or are also evaluating various types of community cargo systems. However, an industry "standard" system has not yet emerged. The Southern California study will identify potential requirements for a CCIS, determine the interest in a CCIS, analyze the cost, benefits, and alternative approaches; and provide an objective and knowledgeable assessment of the feasibility of a CCIS in Southern California.

Mr. Higgins President of Oakland Port Comm.

Mr. Douglas J. Higgins, a leading Oakland businessman and veteran member of the Oakland Board of Port Commissioners, has been elected president of the Board.

Mr. Higgins, recently reappointed to his third four-year term on the commission, is president of the Bay Rubber Co. and past president of the Oakland Private Industry Council. He served a one-year term as Board president in 1985.

Attorney R. Zachary Wasserman was elected first vice president and Mr. Carole Ward Allen, second vice president. The officers serve one-year terms.

Mr. Higgins succeeds Atty. G. William Hunter, who served two years as president of the seven-person commission.

Oakland Port Approves \$76.5 Million Budget

The Oakland Board of Port Commissioners has approved a conservative \$76.5 million budget for the fiscal year that began July 1.

The new budget reflects an estimated \$6 million increase in revenues, but it cuts expenditures to just 46 percent of the Port's gross revenues.

The Commission deleted some \$2.6 million from the proposed budget, including 31 new or vacant positions that would have cost \$1.2 million; \$878,000 in promotional expenses; travel cuts of \$216,000, including planned Board trips to Australia and the Far East, and a variety of miscellaneous cuts totalling \$168,500.

The Board left intact the Port's support for the City budget of some \$5.9 million, including \$637,313 for personnel services; \$1.2 million for general services provided by the City for the Port, and \$4,094,313 in interest payments on money the City advanced in the past for expansion of Port facilities.

The \$2.6 million saving in expenditures mandated by the Board will be placed in the Port's capital improvements account, which is used, in part, to pay off the Port's debt. The Port recently floated a \$70 million bond issue

to finance a series of major capital improvements in the aviation, maritime and properties divisions.

The Board of Port Commissioners said it will take another look at the budget in October, after the first quarter. If revenue projections hold up, or are exceeded, there is a chance some of the cuts will be restored.

The commission also said it would again review cuts in maritime manpower and airport promotion next month.

Commissioners warned that legal blocks to disposing of channel dredging at Half Moon Bay and wetlands challenges to airport expansion could have a major impact on the Port's revenue estimated in future years.

Bulk, Breakbulk Cargo Volume Up: Georgetown

Bulk and breakbulk cargo volume at the Port of Georgetown reached a record 803,184 tons in the fiscal year ended June 30, up 155,566 tons, or 24 percent, from the previous year.

"This past year is a tribute to the cooperative, hardworking people of Georgetown's entire waterfront community," said Georgetown Port Director D. Claude Baker. "I am confident that our seaport is rapidly becoming one of the finest bulk and breakbulk cargo handling facilities to be found anywhere."

Mr. Baker noted that the months of March, April and May, "were all record breakers, each surpassing the

100,000-ton mark."

The Port had a total of 75 vessel calls at its docks during the Ports Authority fiscal year just ended, 14 more than the previous year.

Tacoma Welcomes Start Of "K" Line Service

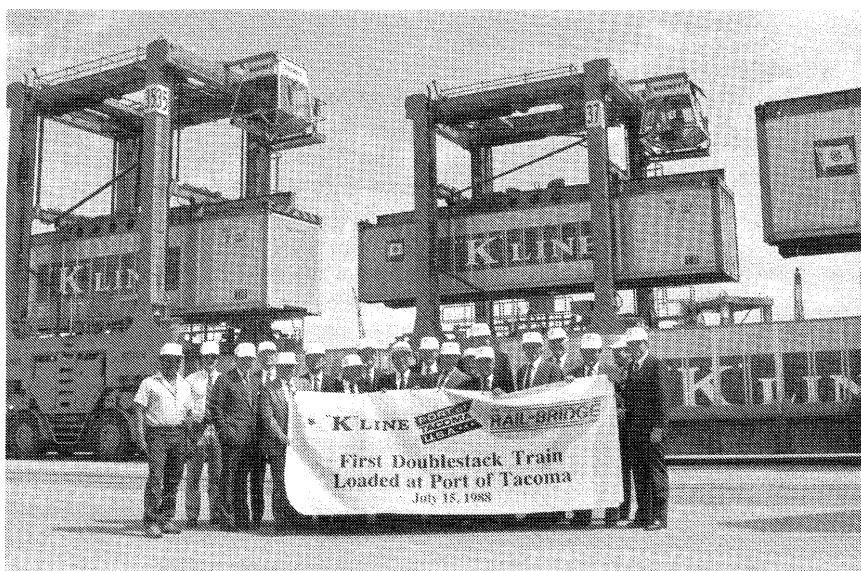
The July 15 arrival of the "Harbour Bridge" at the Port of Tacoma marked the start of "K" Line's (Kawasaki Kisen Kaisha, Ltd.* of Japan's) new enhanced service between the Pacific Rim and the Pacific Northwest.

As part of the new service, "K" Line is chartering 18% of its vessel space to South Korean carrier Hyundai Merchant Marine, Ltd. According to Port of Tacoma Commission President Robert Earley, "We are very pleased to have "K" Line come to Tacoma. This gives us our first Japanese flag carrier and also improves our Korean trade ties. It also strengthens our role as the leading intermodal port in the Pacific Northwest."

"K" Line's move to Tacoma will add to the Port's container volume, which is estimated to be about 787,000 TEUs for 1988. The Port of Tacoma is now the sixth largest Port in North America, and the 20th largest container port in the world.

According to Mr. Isao Shintani, managing director of "K" Line, Tokyo, "The inauguration of this new service underscores "K" Line's commitment to the transpacific trade in general, and the Pacific Northwest in particular."

**Associate Member of IAPH*



Africa/Europe

Suggestions from Port of Bremen/Bremerhaven

Suggestion No. 1

Company: Bremer Lagerhaus-Gesellschaft
Container Terminal, Gatehouse I
2850 Bremerhaven

Originator: Reinhard Broekmann
Van Carrier Driver

Marking of lifting heights at the forward right Van Carrier leg

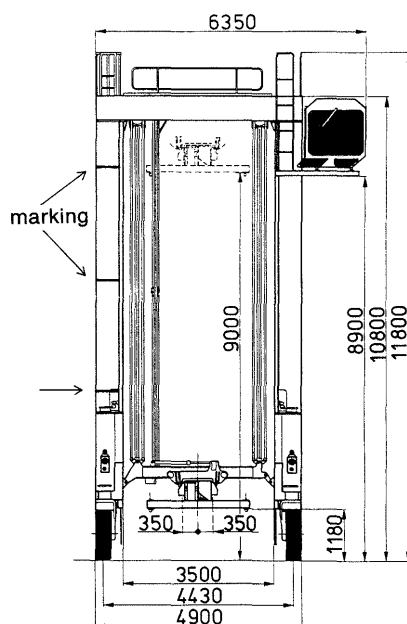
The Van Carrier is working inside the container stacking rows. When lifting and transporting containers the spreader with the box has to reach a certain height to overpass stacked containers. This height includes the height of the one or two stacked boxes plus the height of the transported box



Painting a marking on the inner side of the Van Carrier leg enhances safety.



The view from the driver's cabin.



and a safety distance of one foot.

A white marking line of paint or tape at the inner side of the leg opposite the driver's cabin allows the driver to lift the container in one quick step and to be sure not to collide with bottom containers when the Van Carrier is leaving the row.

Cost: 1 hour painting.

Suggestion No. 2

Company: Bremer Lagerhaus-Gesellschaft
Container Terminal, Gatehouse I
2850 Bremerhaven, West-Germany

Originator: Hans-Georg Roesler
Maintenance and Repair Clerk

Abrasion glass to protect bullet proof glass shield at Van Carrier cabins.

In Van Carrier cabins the bottom glass shields are bullet proof and very expensive. When drivers walk on them, the shields get scratched and dirty and after a while they have to be exchanged by new expensive bullet proof shields.

The suggestion is to place a low-cost abrasion glass shield on top of the expensive bullet proof glass. After the abrasion glass is scratched and visibility is reduced this glass can easily be exchanged.

Cost: abt. \$20 per glass shield.

Saving: 80% material and two working hours per shield.

Suggestion No. 3

Company: Bremer Lagerhaus-Gesellschaft
Container Terminal, Gatehouse I
2850 Bremerhaven, West-Germany

Originator: Alfred Schuldt
Truck Driver

Tandem Trailer to Transport Containers over Long Germinal Distance

In the Bremerhaven Container Terminal "Wilhelm Kaisen" (2.5 million m²) the containers have to be transported over long distances by truck and trailer. As speed is limited for safety reasons and the truck is strong enough, a Tandem Trailer system was developed.

To give other vehicles and drivers a notice to the extra length of the Tandem Trailer, the sides of "Bath-tub trailers" were painted in yellow/black colors.

The Tandem Trailer system now works successfully.

Cost: 1 shift painting.

New Promotional Film of Antwerp Port Produced

Wim Robberechts has produced a new promotional film on the port under contract to the Port of Antwerp Promotion Association. This assignment involved an extra challenge for the film maker: his father Fons brought out a similar product 30 years ago. The first requirement for the film was a strong scenario, which is why the English scenarist Michael Delahaye was called in. Delahaye earned his spurs as a specialist in industrial films and an industrial correspondent with the BBC. He worked out a final version based on advice furnished by a committee of specialists on the port of Antwerp. The central theme chosen was "Antwerp, the European port with the complete range of services." W. Robberechts shot his film in 1987 on the basis of this scenario, using super 16 mm film, which guarantees optimum image quality, and lends itself to blowups to a 35 mm master from which 16 mm prints can be made. The film could not last longer than 13 minutes. Experience has shown that a film of

that duration is the ideal length to support promotion activities.

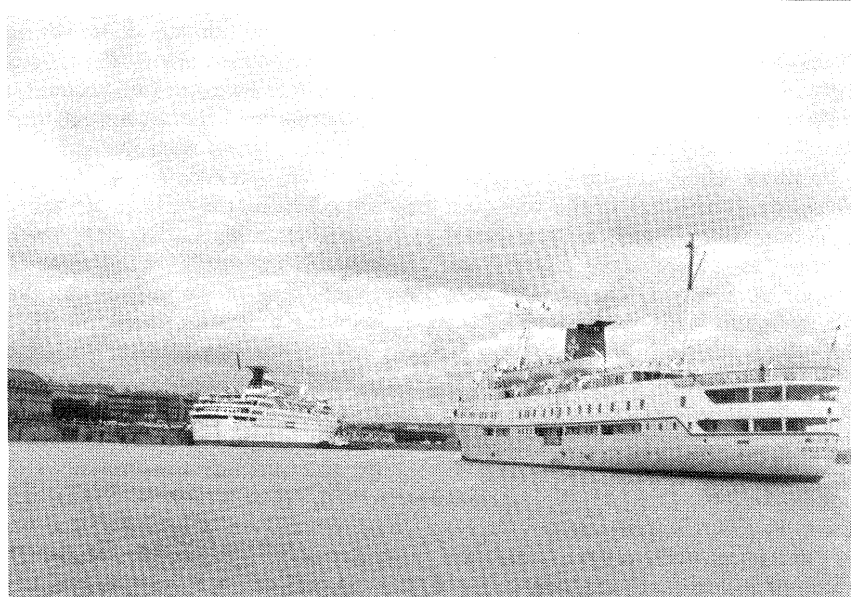
The film will be used as an audiovisual resource during port presentations in promotional events at home and abroad (missions, port open days, panel discussions, receiving visitors, etc.) It will also be supplied to port-based firms that want to use it in their individual promotion, to educational institutions, diplomatic and consular missions, Chambers of Commerce, etc.

It will also be used as a basis for the

visual material to be furnished to TV stations.

The film was originally made in Dutch, French, German, English and Italian versions; American, Spanish, Portuguese and Japanese versions will follow later. All language versions will be available on video.

For more information on the film, write or call the Port of Antwerp Promotion Association, Brouwersvliet 33, box 5, 2000-Antwerp (Tel.: 03-231.44.73). (Hinterland)



Bordeaux: a Port for Cruise Liners

22nd August 1988, 12.10 hrs: The Russian cruiser *Bielorussia* berthed in the Port of Bordeaux. She arrived from Dunkirk and will be embarking 175 passengers for a cruise which is to take them from Lisbon to Marseilles via Funchel (Maderia) and Cadiz.

12.30 hrs, the same day: the cruiser *Neptune* traced her elegant silhouette, alongside the *Bielorussia*'s, in front of the Place de la Bourse, in the heart of the town.

Never two without three. During the night of the 22nd — 23rd August, *Royal Viking Sky* will be berthing in the Port of Bordeaux, from where she will be sailing on the 24th for Vigo.

Within a few brief hours, three cruise liners will have called at Port of the Moon, opposite the magnificent 18th century facade in the heart of Bordeaux.

Royal Viking Sky, will be the 12th cruise liner to have called in the Gironde's port since the beginning of the year and three other calls have already been scheduled before the end of September.

Compared with 1987, this represents an increase in both the number of calls and the number of passengers that have chosen Bordeaux to embark on a cruise.

For the travel agents, this development of cruise liners calling at Bordeaux can be explained by Bordeaux's geographical situation, which draws its passengers from Greater South West France, as well as the tourist attraction of the region as a whole, (particularly its vineyards) and the marvelous location of the quays, in the very centre of the historic town.

For all these reasons, the number of calls already scheduled for 1989 is showing a further rise. Bordeaux is in the process of recapturing its tradition as a port for cruise liners.

Port Studies Centre at Havre Feting 10th Anniv.

The Havre Port Studies Centre is celebrating ten years' sustained activity this year. 2,488 people have attended its courses, including 903 foreigners from 90 different countries.

So it is hardly surprising that at congresses, seminars and port days around the world one constantly hears mention of the Havre Port Studies Centre and of the importance accorded to it. As is well known, it was set up jointly by the Havre Chamber of Commerce & Industry and the Port of Le Havre Authority to provide a single study centre for managers and engineers from French and foreign companies and government bodies responsible for designing, building, managing and operating ports.

A breakdown of the 1987 results shows an increase of 35% in the number of people attending courses of all types (287 in 1987 compared with 213 in 1986, including 130 foreigners from 56 countries).

Courses were up by 26% and were dispensed on 427 teaching days.

Port of Rotterdam: Good Second Quarter

The port of Rotterdam has had a good quarter. According to provisional figures, just under 63.5 million tonnes of goods were transhipped in April, May and June. This shows an increase on the second quarter of 1987 of over 1 million tonnes. In 1988, up to and including June, 130.3 million tonnes were transhipped. An increase of 8.9 million tonnes (7.3%) in comparison with developments in other ports, in the leading group.

Amsterdam Transshipment Down

Transshipment in the Port of Amsterdam has dropped behind compared to the same period last year. According to figures produced by the Port Management of Amsterdam transshipment totalled 6.5 million tons, a loss of 16%. This drop occurred mainly in the bulk sector through the decline in transport of mineral oils, grains and animal

fodder. In marked contrast is the strong growth in coal transport. Container traffic has also increased in the last quarter, as has the "other sea-going traffic" freight category. The number of ships handled fell from 1,128 in the first quarter of 1986 (contents 7.8 m GRT) to 966 in the previous quarter (7.2 m GRT).

Economic Importance of Maritime Industrial Area

"The tonne as a yardstick of the importance of a port and of the policy of commerce and government is only one indicator of the goods flow. A great deal of significance must also be attached to the 'value' of the goods handled," wrote Professor H.C. Kuiler in this magazine (Amsterdam Europoort Delta) last year (no. 87.3). According to his Belgian colleague Professor M. Anselin, director of the Seminar for Survey and Town and Country Planning at the University of Ghent, this still does not adequately express the economic importance of a seaport.

Professor Anselin notes that various seaports put out certain figures to emphasise their importance in respect of their competitors. Not everyone agrees, however, on the significance of some of the criteria used. He asserts that each of the criteria reflects just one specific aspect of the importance of a "Maritime Industrial Development Area" (MIDA), and that only an overall, complex table could give an integrated picture.

In the article which follows, Professor Anselin discusses the criteria used, and illustrates them with examples from the Belgian seaports of Antwerp, Ghent and Zeebrugge.

By Professor M. Anselin University of Ghent

To start with, the ports talk about the Gross Tonnage (GRT), Net Tonnage (NRT) and Dead-Weight Tonnage (dwt) of the vessels sailing in and out. GRT gives the cubic capacity of the ship in tons of one hundred cubic feet or 2.83 m³, NRT refers to the cargo-carrying capacity of the holds, and dwt indicates the maximum load a vessel can carry. However, the totals of the GRT, NRT and dwt of the vessels leave us no wiser about the reality of the quantities loaded and discharged. After

all, it's not the packing that matters, it's what's inside it.

Ocean freight loaded and discharged

The first meaningful approach to the real importance of the activities of a MIDA lies in the quantities or numbers of goods loaded and discharged.

It is obvious that in counting the quantities, the means of transport should not be included in the sum. In container transport, for instance, the empty weight of the container cannot be counted, nor can the weight of the truck, trailer and tractor in ro-ro transport. A distinction must be made between the transport performance of a vessel (in other words, what it carries) and the handling performance of a port (the goods which are loaded and discharged). In relation to the transport of goods, the container or truck should be seen as the technical, physical extension of the ocean-going vessel. After all, nobody counts the weight of the hull when calculating bulk goods traffic.

Furthermore, in determining quantities, the only goods which qualify for inclusion are those which are genuinely transported overseas and dealt with in sea traffic. This rules out, for instance, the sand which is dredged from the sea off Zeebrugge and brought to the port for land reclamation, etc. Nor can we consider as sea transport the goods which circulate in barges or ships between the ports in an estuary, as they do, for example, between Antwerp, Ghent and Zeebrugge.

Finally, we could differentiate the goods flow figures of ports which handle large volumes of oil. Marseilles-Fos is a good example. In 1986, it shipped 98.2 million tonnes of goods, but crude oil made up 73.6 million tonnes of this, so that other goods categories only amount to 24.6 million tonnes.

To illustrate the point. In 1985 the distribution of the total GRT tonnage of the incoming sea vessels and the respective actual goods traffic in the Flemish seaports was as follows:

| in millions of tonnes | Antwerp | Ghent | Zeebrugge | total |
|------------------------|---------|-------|-----------|-------|
| Total GRT | 120.7 | 22.7 | 43.0 | 186.4 |
| % of total | 64.7 | 12.2 | 23.1 | 100.0 |
| maritime goods traffic | 84.4 | 28.4 | 7.6 | 135.9 |
| % of total | 62.1 | 20.9 | 5.6 | 100.0 |
| maritime goods traffic | x 100 | 71 | 125 | 13 |
| GRT total | | | | |

It is immediately clear that for an initial evaluation of the ports it is not the GRT totals which are important for goods traffic, but only the actual goods.

The Turnover

Turnover gives a completely different picture of the importance of a MIDA. This figure indicates the size of the cash flows circulating through the maritime zone in a year. This is of interest to companies in the financial services sector, whose function always partially depends on the amount of money in circulation, but there are two limitations which have to be taken into account.

On the one hand, the "Balansbank" data include both consolidated and non-consolidated accounts so that the data available for the various companies are not comparable. On the other hand, turnover is not really an indicator of the usefulness of an activity to the economy of a region or a nation.

Until a few years ago, calculating the turnover of Belgian companies was a time-consuming and often impossible job, partly because of the secretiveness of the companies themselves. In 1976, however, the standardized annual account for large and medium-sized industrial and commercial enterprises was introduced by Royal Decree. Up to that time, the form and content of balance sheets were unregulated or virtually so. The setting up of the "Balansbank" (balance sheet centre) within the National Bank meant that this information became fairly readily accessible in a remarkably short space of time.

Over the years the regulations concerning the form and publication of annual accounts have been extended to include other commercial categories: more than 60,000 companies in Belgium are now governed by them.

On the basis of the data issued by the "Balansbank", in 1985 the turnover of the companies in the Antwerp MIDA amounted to 700 thousand

million Belgian francs, and the turnover of the Ghent companies to 260 thousand million BF. It is virtually impossible to calculate the turnover figures for Zeebrugge, however, since the majority of the traffic (about 80%) consists of ro-ro and short-sea containers, primarily to and from Great Britain, and of the nine operators involved in this trade only one is Belgian.

The value added

In evaluating a company's economic importance to the economy of the region, the "value added" is better than the turnover figure. Value added is the total of personnel costs, financial costs, depreciations and provisions, rates and taxes, and the profit (or loss) in the financial year. The value added thus indicates what has been added in total in the company, in other words created as economic value. If we total the value added by all enterprises (private and public sector) located within a MIDA, we have the total amount that that MIDA contributes to the regional or national economy. This is thus a purely economic indicator with which we can establish the relative importance of the MIDA in the national economy.

In 1985 the values added by the Antwerp MIDA amounted to 180 thousand million BF and the Ghent MIDA, 55 thousand million BF. As with the turnover figures, there is no point in estimating the value added for Zeebrugge.

The percentage distribution of turnover and value added in Antwerp and Ghent gives a clearer insight into the differing structure of the operations in these MIDAs.

| relative share | Ghent | | value added | |
|------------------|----------|---------|-------------|--|
| | turnover | Antwerp | Ghent | |
| directly related | | | | |
| to the port | 14.8% | 36.1% | 10.5% | |
| industry | 84.2% | 56.1% | 88.2% | |
| public sector | 1.0% | 7.1% | 1.3% | |

This clearly demonstrates the difference in character between these two maritime industrial areas: Antwerp is primarily a goods port, while Ghent is of course a goods port, but to a significant extent for maritime industry. Zeebrugge is a ro-ro, container, car ferry and passenger port.

Employment

Employment is another factor. Here, we have to make a distinction between direct and indirect or derived employment. The caring professions can usually be left out of account. It is usually an easy matter to calculate direct employment in both the private and the public sector. The indirect and derived

jobs are harder to work out, however: for this, more sophisticated studies such as input-output tables and impact analyses have to be done first.

The relative importance of industry in respect of port- and transport-related jobs differs from port to port. For the port areas of Antwerp, Ghent and Zeebrugge, the picture in 1985 looked like this:

| | Antwerp | | | Ghent | | | Zeebrugge | |
|-----------------------------|-------------|---------------|--|-------------|---------------|--|-------------|---------------|
| | no. of jobs | in % of total | | no. of jobs | in % of total | | no. of jobs | in % of total |
| port- and transport related | 32,000 | 43 | | 5,000 | 20 | | 3,000 | 55 |
| industry | 43,000 | 57 | | 20,000 | 80 | | 2,500 | 45 |
| total | 75,000 | 100 | | 25,000 | 100 | | 5,500 | 100 |

Together, the jobs in the seaport areas account for about 17.5% of all the jobs in industry and transport and 3.8% of the economically active in Flanders.

The relative importance of the maritime industrial zone in the economy of an urban region can be illustrated taking the Ghent conurbation as an example. The urban region covers around 46,000 hectares, of which 2,700 hectares (6%) are occupied by the MIDA. It has 375,000 inhabitants (1981) and there are 150,000 jobs, 25,000 of which (one-sixth) are in the MIDA. The value added in the urban region amounts to about 135 thousand million BF, of which 55 thousand million (40%) is produced in the MIDA. It should also be noted that the value added by the MIDA is growing twice as fast as the Belgian GNP.

Investments

It is scarcely necessary to demonstrate the importance of commercial investments to economic growth. On the one hand, they create direct and indirect employment in the supply industries, and on the other they increase the strength, competitiveness and manufacturing capacity of the MIDA companies themselves.

Deriving from this, investments form a not insignificant source of revenue for the Treasury.

However, it cannot be denied that investments in the maritime industrial companies are higher than those in ordinary transport companies. This is particularly true where dynamic, expansive industries are concerned.

A comparison between Ghent and

Zeebrugge illustrates this clearly. In the period 1981 - 1985 private sector companies in the Ghent MIDA invested about 40 thousand million BF, and another 5.5 thousand million BF in 1986 - 1987. As examples: Volvo invested (in 1987) 1.7 thousand million BF in productivity expansion. Up to 1988, Mero-Rouselot-Sadia (gelatin) invested 150 million BF. In contrast, the investments made by straightforward transport companies in Zeebrugge remained at a much lower level. For example: Townsend-Thoresen invested about 100 million BF in a pontoon, and Sea-Ro-Terminal invested 30 million BF in one.

Investment trends are thus also a criterion of the primarily indirect economic importance of a port zone.

Towards a more integrated social evaluation

It is clear that each of the aspects discussed above provides only partial insight in the narrowest sense into the importance of the various MIDAs. From the standpoint of social policy, however, we need to be able to make a much more integrated evaluation of the importance of the MIDA to the socio-economic life of the region and the nation. The MIDA is, after all, a complex mechanism which forms the input of means of production, such as its land, the economically-active (according to number and level of education), investments (both in private sector companies and by government agencies), costs of R&D, administration and management, environmental impact etc.

It is therefore fair to ask how much a MIDA actually costs the community. On the other hand, we have the output (direct and indirect): value added, employment, wage levels, profit/loss of the companies, effects on the balance of payments (as a result of returns on foreign exchange), revenues for the Treasury in the form of taxes on incomes, dividends, investments etc.

It is clearly not enough simply to calculate these items: they must also be compared with other elements within the region and within the nation. As a region or nation it is, after all, of crucial importance to choose which means of production to employ to what effect or benefit to society as a whole. This choice must of necessity be placed within the framework of an evaluation process that integrates the various criteria and places them in the context of a wider economic, regional-economic and planning policy.

(Rotterdam Europoort Delta)

4th Policy Document — Netherlands in 2015

Strengthening the position of the Randstad (the conurbation of Western Holland) in the Netherlands and, above all, in Europe is the most important point of departure for future government policy. This is the message of the Fourth Planning Policy Document, which was issued in March.

The Dutch cabinet wants to reinforce the Randstad's strengths so that the region can continue to compete with other major urban agglomerations in Europe. The key points are the improvement of the climate for locating businesses, accessibility, living standards and the level of services.

The port of Rotterdam and Amsterdam Airport play an essential role in the urban planning strategy. In this article we look at the way in which, according to the Policy Document, the port of Rotterdam can continue to fulfil its function as a mainport. We will also answer the question of which specific projects must be put in hand in the short term if the city is indeed to be able to play this leading role.

Since 1961, the Dutch government has fairly regularly published policy documents in which it explains its planning policy. Each of these documents marks a phase in the development

of the policy. The Third Planning Policy Document devoted greater attention to the functioning of the cities. It outlined the concept of "compact urban thinking," but the national interest was still not a central issue.

The Fourth Policy Document, which replaces the Third, is geared to economic growth. Now, more than in the past, the emphasis is on strengthening and utilising promising developments and, much more than ever before, the private sector will have to work out the plans in conjunction with the government and, above all, will have to finance them.

The Long-term View

The Fourth Policy Document looks beyond the turn of the century. Putting the policy measures into effect, however, cannot wait that long. The motto of the Fourth Policy Document is therefore "Working now on the Netherlands in 2015."

A great deal will change in the coming decades. The existing planning policy is still, however, capable of meeting numerous contingencies. The Fourth Policy Document only indicates where the policy needs to be modified or supplemented. The aim is to outline a policy which encourages society to participate, in other words, calls upon the business community, among others.

The document places considerable stress on the Netherlands' distribution function and sets out a number of measures announced earlier. So that the Netherlands will be able to handle the growing competition from surrounding countries, the Fourth Policy Document proposes strengthening the position of the "mainports": the port of Rotterdam and Amsterdam Airport.

Strengthening the position of the Netherlands in international terms is a task for which central government intends to be responsible. This task is given shape in the Fourth Policy Document by setting out a long-term planning strategy for the Netherlands.

Premises

The government is using three basic premises for planning development. Firstly, it wants to use the planning policy to reinforce the country's economic and structural strengths and take advantage of the Netherlands' development potential. This means, among other things, that the transport and

distribution of goods by land, water and air will be strengthened, as will the related commercial services, groupage, assembly and other processes that add value to the goods flows.

The second starting-point is the increase of environmental diversity. The Netherlands already has a wide variety of urban and rural areas. One of the ways in which this will be reinforced is through the development of an international, high-quality urban industrial and commercial environment in the west of the country. This will have to be able to compete with conurbations like Brussels and Frankfurt and, albeit at a distance, with London and Paris.

The third premise is the utilisation and strengthening of the individual geographic and economic qualities of the various areas of the country.

Elements

Seven elements together make up the environmental development strategy on which the government intends to base its planning policy. The elements relate to the urban hubs, the regions, the ring of cities in the central Netherlands, the Randstad, the Netherlands — land of water, the rural areas and environmental policy.

The government wants to strengthen a number of urban hubs distributed throughout the country and areas of the country. The national and international position of regions outside the economic core area will be reinforced. The capacities of the central Netherlands as an economic core area will be utilised. Use will be made of the special facilities of the Randstad with its internationally competitive commercial and industrial environment. Certain aspects of the rural areas will be preserved and restored. Finally, the quality of the environment will be improved in the areas of importance to these elements.

The Port of Rotterdam

In the Fourth Policy Document, the government announced the following measures to strengthen the position of Rotterdam's port and industrial area.

The waterways policy will give priority to the Waal and the Schelde-Rhine link; for goods transport by rail the emphasis will be on the Rotterdam-Utrecht-Arnhem and Rotterdam-Breda-Venlo lines. The latter goods line will be improved. Consultations will

be held with the Federal Republic of Germany about a similar improvement to the connecting German railway system.

The Dutch government will contribute to the creation of possibilities to intensify and scale up inland shipping, including six-barge push navigation, to the German hinterland.

After consultations with the City of Rotterdam authorities, it will be decided to what extent the government will contribute to the resolution of structural bottlenecks in the port and industrial area.

To support the international distribution function, the government wants to pinpoint a number of main transport axes for (goods) transport by road, rail and water. (International) through traffic should be impeded as little as possible by other traffic on these primary transport routes.

The main transport routes for road traffic also ensure mutual cohesion within the ring of cities and the cohesion of the urban hubs outside this ring.

Filling in missing links in these main transport axes will be given priority. Priority will also be given to expanding the capacity of these routes by widening and optimisation of the existing roads.

The government also wants to improve the road links with the future Channel Tunnel and the North German and Scandinavian hinterlands.

The government will shortly be publishing its views on the goods distribution centres and inland terminals in the Netherlands, from both the national and the international perspective. The government believes that the Albrands waard distripark near Rotterdam must now really be built.

Finally, the government is giving priority to the installation of a digital telecommunications glass fibre network at the most important hubs, including of course the port of Rotterdam.

Implementation

Taken as a whole, in its Fourth Policy Document the government gives a clear description of its structural development plans, including those for the port of Rotterdam and its links to the hinterland. It is a document full of good intentions. However, Rotterdam would rather have seen the government making real choices in the document, and also providing the financial resources to implement the plans. If the

government recognises the fact that the Netherlands must take part in the competitive battle for international companies, it will also have to contribute to the investments. Work must start now to ensure that "Netherlands — Distribution Centre" is also an accepted concept in the 21st century.

The port of Rotterdam will certainly be pulling its weight. It already has enough plans and ideas to ensure, together with the business community, that Rotterdam will continue to live up to its "mainport" title.

Preparations for a series of projects to improve the accessibility of the port of Rotterdam are already under way. Rotterdam believes that a number of them deserve priority because they relieve or even completely eliminate an obvious bottleneck, because a significant volume of freight and commercial traffic will benefit from them, or because they are linked to other projects. They relate to road, rail and water transport, and to automation and telecommunications. We will look at just some examples of essential activities in the area of road and rail transport.

Road Links

The Benelux Tunnel, which links the central docks area to the north bank of the river, has become a bottleneck. In view of the enormous importance of this tunnel to port-related traffic, a doubling of the capacity is essential in the near future. In addition, another tunnel, the Blankenburg Tunnel, must also be built further to the west. This will provide the shortest link between the western port area and the Randstad conurbation, and will connect up with the port's main centre of operations, which is shifting westward.

Another tunnel high on Rotterdam's shopping list would eliminate the bottleneck at "De Noord" river to the south of the city.

The link from the A15 to the Waalhaven/Eemhaven district and the future Albrandswaard goods distribution centre must be improved. At the moment, goods traffic has to cross the railway line there.

The A15 is a vital road link between the port of Rotterdam and the hinterland. In the next few years it will be extended westward to Europoort. Further extension as far as the Maasvlakte is, however, essential. In addition, the capacity will have to be in-

creased, in part so that it will be able to handle the traffic flow without hold-ups after the doubling of the Benelux Tunnel and the construction of the Blankenburg Tunnel.

Rail Transport

Because the hub of the European economy is shifting to the south, where inland shipping plays only a minor role, good rail links are of great importance to the port of Rotterdam. This means that the capacity, the speed and the permitted axle-load on the Rotterdam-Venlo-Cologne line, which carries international freight traffic to and from Germany, Austria, Switzerland and Italy, must be increased.

It is also important to rail transport that rail service centers should be built in the Eemhaven and Waalhaven district and on the Maasvlakte.

"Umbrella Document"

The government calls its Fourth Planning Policy Document an "umbrella document." This means that it gives an overall picture of planning policy, which will be worked out in detail later. This will be done in "Structural Schemes." The Structural Scheme for Traffic and Transport, which will be published this year, will be an important one for the port.

Even though the port of Rotterdam has to wait for the detailed plans, it is certain that the Dutch government has clearly opted for the port. For too long it has been regarded as a regional activity, strong enough to support itself. Now the government has unequivocally recognised the national significance of the port and intends to reinforce this economic strength still further.

(Rotterdam Europoort Delta)

**Henk de Bruijn and
Victor Schoenmakers**

Stevedoring Charges Cut at Port of Cork

Good news for many shippers who use the Port of Cork is that stevedoring charges on many cargoes are set to reduce with immediate effect. The reason for the reduction is the completion of the first phase of the Docks Rationalisation Scheme which involved

a reduction of almost 33 1/3% in docker numbers in many gangs.

The reduced charges apply to bulk cargoes such as coal, cereals, animal feedstuffs, fertilisers and also to containers, trade vehicles, dairy produce, offshore supply boats etc.

This is but the first of a number of steps which will be taken at the Port of Cork over the next few years to reduce stevedoring charges still further and to attract additional cargo to the port. Last November agreement was reached on the rationalisation of port checkers and negotiations are well advanced on the next phase of the dockers' rationalisation scheme. At present there is a positive united approach by Cork Harbour Commissioners, port stevedores, port users and the Irish Transport and General Workers Union representing port workers to ensure that the Port of Cork will improve its competitiveness as we approach the end of this decade.

Cork Harbour Commissioners have also taken a firm initiative in deciding to curtail average increases in port charges for 1988 below the rate of inflation. In fact certain import rates including animal feedstuffs and fertilisers were reduced while import rates on trade vehicles remained unaltered for the fourth successive year. In addition, the Commissioners as the Pilotage Authority, decided to forego any increase in 1988.

As interport competition intensifies the new slimline Port of Cork is gearing itself to meet the competition head on and to be in a position to offer increasingly attractive rates to port users. Mr. Pat Gallagher, Chairman of the Cork Port Users Association, in welcoming the reduced charges, said that his members appreciated that this was a significant step in the right direction and they looked forward to the day when the Port of Cork would be fully cost competitive even with the smaller ports around the country.

(Port of Cork News)

BPF: Fair Competition Between EC Ports

In 1986 the European Economic Community's council of transport ministers discussed the issue of state aids to ports. The council requested the European Commission to produce a

report concerning the financial relationship between the ports and public authorities within the Community.

The council asked that it be produced by December 1987. Nearly two years later, the Commission have still not produced this report.

In 1985 the Commission itself was given the power to ask member states to provide information about the nature and levels of port subsidies. That power has never been used.

But a recent draft report by the European Parliament committee on transport, on European ports and the approach of the 1992 single European market, does address the subject of state aids. It calls on the Commission to "lay down appropriate criteria governing eligibility for public aid, provided that such aid does not distort competition."

The British Ports Federation welcomes this proposal and hopes that the Commission will take serious and early action on it.

But the glaring absence of the report commissioned in 1986 promises no such action.

It is clear that most European governments see ports as part of the essential infrastructure of their countries, and subsidise them heavily both on operating costs and investment.

The U.K. government, on the other hand, views ports as business entities providing their own resources with the minimum of state or local authority support.

If the full benefits of a single European market are to be realised it is vital that there is fair, as well as open competition between the industries of all members states.

Otherwise trade will naturally be diverted to the subsidised ports, and Britain's ports will have an even tougher fight to survive than they have at present.

BPF will shortly produce a briefing paper on fair competition between the Community's ports, and the importance of this in the single European market context.

The briefing will go to all MEPs who are members of the European Parliament committee on transport. In September this committee will be debating the draft report they recently published on European ports and 1992.

Copies will also be sent to BPF members, who can use it to brief their

own MEPs on this issue.

But the Commission's own report on levels of subsidies in European ports is sorely needed in order that the size of the problem can be assessed, and appropriate measures put into effect in time to ensure that the single market be fair AND open.

Coastal Set to Operate ABP's Hull Terminal

Coastal Container Holdings Limited of Belfast are negotiating to operate ABP's Hull Container Terminal which was recently closed following an industrial dispute. High manning scales have undermined the terminal's viability.

Talks have commenced with ABP and the Transport & General Workers' Union whose members include the Hull registered dock workers.

If Coastal come to Hull, they will introduce a new thrice-weekly service to Rotterdam and offer a cargo handling service to other users of the terminal. The Company has a long standing relationship with ABP and currently operates container terminals at the ports of Swansea and Garston on Merseyside.

Mr. Mike Fell, ABP's port manager at Hull, said: "The Coastal initiative could prove to be the salvation of the Hull Container Terminal as it would be of tremendous advantage to have a shipping line as a registered employer of dock labour with a direct interest in operating the terminal."

ABPH Announces Major Schemes for Lowestoft

Associated British Ports Holdings PLC, in association with the Lowestoft Development Partnership, has received approval of its development plans for a 31-acre site at Denmark Road, Lowestoft from Waveney District Council, subject to a Section 52 Agreement.

North Quay Industrial/Retail Park will provide 140,000 sq. ft of non-food retail warehousing, with a garden centre and at least 700-car parking spaces. Joint letting agents Healey & Baker and Michael Testler & Co. Ltd. report considerable interest from local and national retailers even at this early

stage. The scheme also allows for 10 acres of land to be opened up for the expansion of port-related activities and 5 acres for light industrial use.

Access to the site will be further improved by a new road, running from Denmark Road to Normanston Drive, which will be funded from the income generated by the retail development. Work on the project is expected to start by the end of the year. Drivers Jonas are acting as planning consultants and Travers Morgan are the highway consultants.

Associated British Ports Holdings is also considering development plans for the South Pier in Lowestoft. Proposals include improving the existing yacht basin, resiting the clubhouse of the Royal Norfolk & Suffolk Yacht Club, opening up the South Pier to the public, building at least 50 high-quality houses and converting the existing clubhouse for commercial purposes.

ABPH will, subject to the agreement of the RNSYC, submit an outline planning application to Waveney District Council in September.

Mr. Rob Gravestock, Port Manager at Lowestoft, said:

"We are delighted to have the Council's support for North Quay Industrial/Retail Park and look forward to starting work as soon as possible.

"Our commitment to Lowestoft is further demonstrated by our new plans for the South Pier, where one of our main priorities will be to give the public better access to the waterfront."

The South Pier, Lowestoft will be one of the Company's first direct housing schemes and another example of ABPH's expanding commercial activities. Grosvenor Square Properties Group PLC, part of Associated British Ports Holdings PLC, is representing the Company's interests throughout both these developments in Lowestoft.

Southampton Operation: 2 Firms to Merge

Southampton Container Terminals Ltd., who operate the container port at Southampton, are to merge their interests with Solent Container Services Limited to form one business responsible for all aspects of the terminal operation.

The shareholders in SCT will be Associated British Ports, Ben Line

Containers and P&O Containers.

This is a further important step in the consolidation of the position of Southampton as a major U.K. and European container terminal enabling it to develop further in a highly competitive market. The company will continue to place a strong emphasis on customer service and is planning a major programme of re-equipment including the provision of another gantry crane and an additional paved area.

Southampton Awarded Canary Islands Contract

Following two successful trial seasons handling imports of Canary Islands produce, the port of Southampton has been awarded a major contract by the Commission of Canary Islands Fruit and Vegetable Producers. The contract, commencing this November with the first of 21 weekly shipments continuing throughout the first winter season, will

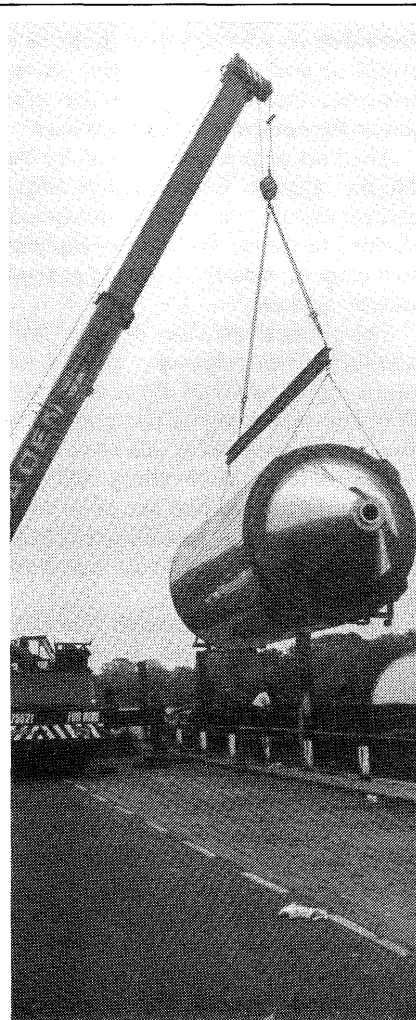
add up to an approximate total of 50,000 pallets of imported fruit and vegetables.

The advantage of reduced sailing times to Southampton and the ability to discharge and deliver rapidly to the main U.K. markets are key factors. The port is ideally positioned on the south coast and has unhindered access for large ships. With new equipment, an expert labour force and good transport links the location is perfect for the trade.

Southampton's Port Director, Mr. Dennis Noddings, comments:

"Other U.K. ports cannot match the package of facilities and fast service Southampton has to offer. We typically discharge around 2,500 pallets of cargo in one day.

"We are naturally very pleased to secure this as regular business for the future and expect to take delivery later this year of the first of 50 new fork-lift trucks which will be used to service the trade."



Unusual Cargo

"I see no ships" is often the cry the Port of London Authority hears from those who view the River Thames in Central and West London. While it is true that, due to the need for deeper water, most vessels berth further down river, four million tonnes of cargo still travel annually through the Thames Flood Barrier at Woolwich.

Nevertheless from time to time the waters of the tidal Thames in West London are still used for unusual cargoes. This happened again today (8th July) 1988.

An outsize load in the shape of four fermentation vessels manufactured in Holland by Holvenka Ido were each discharged at Denton Wharf Gravesend onto Brathwaite & Dean Barges. Each vessel weighing 16 tonnes and measuring 54 feet long and 18 feet wide were towed upriver to Isleworth Draw Dock and then onward by road to Guinness' Park Royal Brewery.

Isleworth Draw Dock is a public facility administered by the Port of London Authority. It is one of the few locations on the up river section of the Tidal River Thames where cargo can be discharged from barges directly onto a low loader lorry parked adjacent to the River.

Cargo Turnover in Oslo In 1987 New Record

The year 1986 was also a record year in the Port of Oslo and few thought the prospects for 1987 could beat last year's result. But they did — although with a small margin of 16,000 tons the record was broken.

The increased turnover of cargo is primarily found on the export side. The increased foreign export is due to products like paper, iron and chemicals — up 75,000 tons to 984,000 tons. An increase of 8.7%.

On the other hand, foreign import went down 4.7%. Petrol and fuel oils counted for 75,000 tons (8.1%) while the import of dry bulk represented 39,000 tons (2.7%). But the most significant reduction was seen in the field of imported cars. From 85,160 units in 1986 down to 55,081 units in 1987 — a reduction of 35.3%.

Domestic imports increased with 110,000 tons, while domestic exports went down 55,000 tons. The increased import from the coast applies to petrol and oil (99,000 tons) sand stone and cement (22,000 tons) and these products are seen closely linked to the widespread building activity taking place in and around Oslo.

The cargo scene is under constant change — and in the Port of Oslo cargo in containers more and more dominate the terminal picture. The Port Authority has prepared for the situation and can offer new and improved facilities both for ro/ro and lo/lo traffic. The Revised port plan for the period 1986 — 2000 pay great attention to the needs of the port users and their terminal requirements.

Port of Gothenburg Countering New Changes

What is Port of Gothenburg AB doing to counter the changes that are taking place in the surrounding world?

The work is already in progress. Here are five good examples:

- Port of Gothenburg AB has provided a strong economic base for the future through a sale/lease-back transaction with the pension funds SPP and AMF.
- The company is finding new fields of operation through diversifica-

tion. Examples are: computer services, distribution warehousing, upgrading of real property, adaption of imported vehicles for the Swedish market.

- A new system for goods handling is being implemented in the outer dry cargo harbour of Gothenburg. In 1987 alone, about SEK 100 million was invested in new technology for the outer harbour.
- Active adjustment to the new vivacity of the continent is taking place. Thus the Port of Gothenburg for instance pushed for the new rail-ferry link between Gothenburg and Frederikshavn that was opened in December 1987.
- Port of Gothenburg AB is working steadily to establish direct contact with Nordic trade and industry to make transport systems more efficient. All this is of course being done in cooperation with the transport industry, where ports traditionally find their customers.

In 1988 Port of Gothenburg AB will formulate its plan of action in the new world around it. Even at this stage, however, the following can be said about the company's future policies.

The Port of Gothenburg shall be the Nordic market leader within those market sectors which the company has decided to serve. To be more explicit: unit cargoes, cars, fruit, certain general cargoes and oil.

The greatest possible delivery reliability shall be achieved. By this we mean an undisturbed flow of goods. We know by experience that ports have to prove themselves in this respect.

The Port of Gothenburg will put further pressure behind one of its chief arguments, namely the ability to handle large volumes of goods within a short space of time.

The Port of Gothenburg shall be able to offer alternative means of transport, for example through reloading. Thus several solutions to one transport problem should be available in Gothenburg. Example: the rail-ferry between Gothenburg and Frederikshavn.

Port of Gothenburg AB is in the midst of a process of readjustment that requires new broader trains of thought, a strong economy and time. Time is a scarce commodity and that is why we use it twice — future time and present time. (1987 Port of Gothenburg AB)

Asia/Oceania

Nat'l Communications Network Plan Backed

The Association of Australian Port and Marine Authorities has welcomed the recommendation from the National Communications Working Party on Cargo Movement for the establishment of an independent national communications network.

The AAPMA is a member of the Working Party, which was formed as part of the Federal Government's Waterfront Strategy to coordinate the development and implementation of communication networks.

In a statement on the Working Party's recommendations announced recently, Mr. John Jenkin, President of AAPMA, said:

"Many of the existing waterfront problems arise from the fragmented control of the range of associated operations. Stevedores, ships agents, truckers, freight forwarders, customs agents, port authorities, government regulatory bodies and other groups are all interdependent but have no mutual co-extensive communication link.

"The EDI (Electronic Data Interchange) network system envisaged will provide a communication facility equivalent to having all of the players sitting together in one room.

"The benefits of this are readily apparent, particularly in such matters as truck queueing, cargo availability, futile trips, lost documents and transcription errors.

"As the AAPMA sees the development and effective functioning of port advisory groups as a key policy objective, it also welcomes a recommendation that control of the communications network be community-based.

"It is vital for all the various regional and functional subscribers to the network to have an effective channel through which their needs can be made known.

"It is also clear that a broadly-based national network is now a more appropriate option than the fragmented port-related systems which have featured in much of the early development in this field overseas.

"Many of the existing waterfront

problems have arisen due to a failure to pay full regard to the needs of the Australian shippers and to include them in the decision-making apparatus.

"The Working Party has recognised that we should not repeat this mistake when setting up the EDI communications network.

"The ultimate success of the system will derive not so much from the new technology, but from the development of improved documentary systems and processes throughout the transport and trading scene.

"It is in this area that it is vital to pull the total trading community together so that the new technology can be applied to best advantage and be equally available to all who have use for it.

"The AAPMA Council has decided that the Port Authorities should take a positive interest in seeing that the best possible system for EDI of transport system information is implemented.

"A small executive committee has been formed under the chairmanship of President John Jenkin to recommend to the AAPMA Council how port authorities can best assist in bringing a national EDI community network system to fruition.

"For example, just as the Customs Co-operation Council in Brussels is co-operating with the International Association of Ports and Harbours on this issue globally, the AAPMA sees close co-operation between itself and the Australian Customs Service as a vital component in developing an effective local communications system."

Joint Ventures for Productivity Gains

Stevedoring joint ventures of various types involving the Waterside Workers Federation are now in operation or under discussion at seven ports around Australia.

The first two joint ventures were announced in Stanley and Mackay only a few months ago. Since then, joint ventures have been started or are being discussed at Geelong, Esperance, Albany, Geraldton and Darwin.

The Port Authorities are encouraging such ventures as one means of moving towards the goal of bringing about improved services to shippers.

"The Waterside Workers Federation is to be complimented for its positive attitude to the development of joint ventures," said the Executive Director of the Association of Australian Port and Marine Authorities, Mr. Peter Brown, in Sydney.

In its submission to the Waterfront Strategy Inquiry currently being conducted by the Inter-State Commission, the AAPMA pointed to the need for increased competition in some waterfront operations, particularly stevedoring operations.

The Inquiry was advised that Port Authorities accepted the Webber Task Force recommendation that they take a pro-active role to achieve a more efficient and productive movement of cargo through the ports. The AAPMA sees increased options for stevedoring as an important development.

Port Authorities are supporting joint ventures on the basis that they can achieve continuing productivity gains.

Mr. Brown cited the Mackay port, where Queensland Stevedoring and Marine has been handling three commodities — grain, scrap metal and meat — in joint ventures since September last year.

"Mackay shippers advise that workers under the new joint ventures perform their jobs with unprecedented individual enthusiasm and zeal, due to their involvement in the stevedoring company," Mr. Brown said.

"The stevedores are approaching the Mackay Port Authority for co-operation in attracting more trade to the port and are keenly aware of the importance of cost-competitiveness.

"The Mackay experience lends support to the AAPMA recommendation to the Inter-State Commission that industry-based employment in stevedoring be changed to enterprise employment, which gives all concerned a sense of belonging and a pride in their achievements."

Joint venture discussions are progressing in the three West Australian ports of Esperance, Albany and Geraldton.

Operations are already under way in Darwin, where there are now three stevedoring operators instead of the monopoly situation which prevailed for many years.

"The resulting competition is already leading to innovative thinking and this

is a quality which AAPMA hopes will extend throughout the stevedoring industry," said Mr. Brown.

Exporters to Benefit From Liability Changes

Australian exporters will benefit from changes to Australia's marine cargo liability legislation, announced by the Minister for Home Affairs and Minister Assisting the Minister for Transport and Communications, Senator the Hon. Robert Ray.

"Following extensive industry consultations, the Government has decided to reform the Sea Carriage of Goods Act to bring marine cargo liability more into line with liability arrangements in other transport sectors," Senator Ray said.

"The present Act is based on an international convention known as the Hague Rules, which came into effect in 1924 when the gold standard was used to value cargo and before the advent of containerisation.

"Under this, Australian exporters bear the major burden of insuring their cargoes against risk such as damage, theft or loss during the sea voyage. Shipowners who carry the cargo have little legal responsibility to ensure that they deliver the cargo in good condition."

Senator Ray said Australia would take immediate steps to formally adopt and implement the Visby and SDR Protocols which update the Hague Rules to take greater account of modern handling methods and monetary values involved in the transportation of international sea cargo.

This will be given effect to in an amendment to the Sea Carriage of Goods Act.

The Act will also be amended to provide a mechanism for the future implementation, by proclamation, of the United Nations marine cargo liability convention known as the Hamburg Rules.

"The Hamburg Rules represent a simple, sensible and fair liability regime which shares the risks of carriage more equitably between shippers and shipowners," Senator Ray said.

"This legislative amendment will signal our support for the Hamburg Rules internationally, and encourage other countries to re-examine the merits

of these Rules as a basis for new cargo liability arrangements for international seaborne trade among all trading countries.

"The decision to delay implementation of the Hamburg Rules is due to the limited international support for these Rules at this time and the current need to update Australia's existing legislation.

Only 12 countries, none of which are major trading partners, have become signatories to the Hamburg Rules. The Rules require at least 20 member countries to come into force. Until this target is achieved the Rules do not constitute a working international alternative.

Senator Ray said that in making the decision to reform Australia's marine cargo liability legislation, the Government took the views of shippers, shipowners, the insurance industry and the legal profession into account.

"The reform of the Sea Carriage of Goods by Sea Act reflects Australia's position as a country reliant on shipping services, and the government's commitment to ensure that shipping conditions for exporters are efficient and consistent with international standards.

Queensland Minister: Port Charges Down

The actions of "certain sectors of the shipping industry" in directing cargo past the Port of Brisbane has come under fire from a Queensland government minister.

Minister for Maritime Services (Hon. Don Neal, M.L.A.), who on May 9 was officially opening Port Centre — the new headquarters building of the Port of Brisbane Authority — referred to the trend of putting Queensland exports and imports through southern ports.

Mr. Neal said many thousands of containers were moving down the interstate land corridors into cargo-choked southern ports, adding to the already disastrous cargo-clearance delays in that part of Australia.

He said the scenario was bizarre and not in the best interests of the country.

In response to the changing needs of the shipping world and as an expression of faith and confidence in Brisbane's future as a major outlet, the Port of Brisbane Authority — with the

support of commercial and like groups — had invested \$250 million to provide sophisticated and high-tech port facilities.

These were in place and working efficiently.

It was unreasonable not to use the facilities and profit from Brisbane's strategic location of the east coast — even as an alternative direct-call port.

Mr. Neal said the Authority had bent over backwards to keep Brisbane attractive to shipowners.

He said a case in point was that general harbour dues had not been increased for five years.

Taking inflationary and other pressures into consideration, the value of the dues was 60 per cent less than in 1983.

Mr. Neal was quick to say "thanks" to those shipowners who had recognised the worth of the port's improvements.

These, he said, were working closely and successfully through the Authority's marketing division.

They will continue to reap benefits by serving the Port of Brisbane with direct calls.

In fact, the demand for more direct services to Brisbane has increased over the past year, as shipowners and shippers seek to support the Authority's initiatives.

Following his address, Mr. Neal declared the Authority's new home, Port Centre, officially open and unveiled a specially crafted plaque to commemorate the occasion.

The building is the first owned headquarters of the Authority since its formation in December 1976.

Hedland: Australian Port Throughput Record

The financial year just completed has seen an Australasian port throughput record created at Port Hedland, West Australia, claims the port Authority's General Manager, Mr. Derry Sandison.

Some 42.9 million tonnes of cargo was handled, 2.2 million or 5 per cent greater than the previous best year's effort of 40.7 million, shipped in 1974/75.

Ninety-five per cent or 40.5 million tonnes of the current year's throughput comprised iron ore, with an average lift per carrier of 123,000 wet tonnes.

The largest ship yet to use the port, the Korean vessel *Hyundai Giant*, lifted a port record shipment of 234,544 tonnes in April 1988. This vessel's dimensions are slightly less than those of the maximum size channel design vessel with whom she is compared in the table below:

Vessel dimensions — comparison

| Hyundai Giant | Channel design vessel | |
|--------------------|-----------------------|-------------------|
| Breadth | 54 m (177 ft.) | 55 m (180 ft.) |
| Overall length | 328.6 m (1,078 ft.) | 335 m (1,099 ft.) |
| Draft | 18.48 m + (61 ft.) | 19 m (62 ft.) |
| Deadweight tonnage | 259,287 tonnes | 265,000 tonnes |

Key: + Actual sailing draft — this varies with tide height on sailing day, up to a maximum of 19 meters.

Since the first West Australian ore shipment in the late 1960s, originating incidentally from Port Hedland, approximately 19 million tonnes of salt and 650 million tonnes of iron ore have been safely handled through the Port.

91.5 million tonnes of iron ore were shipped from the three North West Australian Ports in 1987/88, of which Hedland provided 44 per cent. The world's annual seaborne trade in iron ore approximates 300 million tonnes, with Australian producers contributing roughly one-third of this total.

PMA: Consultative Forum With Stakeholders

The Port of Melbourne Authority will develop a consultative forum with stakeholders, allowing them to contribute their views on issues affecting the port system.

The consultative forum will be an extension of the various Industry Days, Market Place Action, Port Updates and other forms of stakeholder consultation the PMA has regularly undertaken in recent years.

This decision was taken by the Port of Melbourne Authority Board following a report, released in January, on stakeholders' views of the PMA.

The report was compiled from a survey completed as part of the Authority's Corporate Strategy Review, and highlighted several areas requiring action by the PMA. The proposed port users' forum would provide advice to the PMA Board.

For the purpose of the survey, a stakeholder was defined as an individual or organisation with a close involve-

ment and/or particular interest in the future operation of the Port of Melbourne.

A total of 59 interviews took place and included State and Local Government, shippers, shipping agents, shipping agents/stevedores, stevedores, transport operators, stevedore/transport organisations, customs agents, port services, industry associations and unions.

The survey reached a cross-section of port stakeholders in order to raise issues for further investigation.

General opinions

Those surveyed were consistently more satisfied with the operational side of the Authority rather than corporate direction and management although most had been encouraged by the recent change in direction of management, described as enthusiastic and innovative.

Needs for rail interface improvements, faster ship turnaround, improved cargo handling, and the co-ordinated development of a PMA strategy were other specific items raised by stakeholders.

Future role of the PMA

Preferences for the future role of the PMA fell into three distinct groups:

- a strategic role as overall co-ordinator and controller, but not necessarily operator, of port activities;
- an operations oriented role where the PMA would both control and operate some aspects of the port, coupled with providing port facilities for common use;
- a role as facilities provider only, relying on commercial pressures to provide efficiency.

It was generally stated that the PMA should operate profitably before entering any new business ventures to widen its revenue base. Trade promotion was the venture of greatest importance to stakeholders among a list of possible PMA business ventures.

Stakeholders are looking for a co-ordinated development of PMA strategy — a process which is well underway.

Satisfaction with the Port

There was satisfaction with facilities and services available although stakeholders expressed dissatisfaction with the levels of charges imposed.

Navigation facilities were seen as adequate and compared favourably with other Australian ports although some shippers thought they were called on to use pilot and tug services unnecessarily.

Berthing facilities were regarded as adequate although insufficient depth alongside some berths (particularly 16-17 Victoria Dock) poses a problem as does the lack of common user berths and a specialist RO-RO berth.

While dissatisfaction was evident with the craneage facilities, it was noted that improvements had been made.

Labour practices on the wharves and industrial disputes were identified as problem areas within stevedoring services along with congestion, fragmentation of services at point of delivery and delays with LCL cargo in particular.

Another problem area identified by stakeholders was the land transport interface at the Port. Delays, bottlenecks, limited road access, high demurrage costs and lack of overall co-ordination between road and wharves were the main causes of dissatisfaction.

Problems with rail included unreliability, lack of shunting pilots and high costs. Alternatively, the Port Emergency Service was rated highly by stakeholders although a small number perceived the standard of service as extravagant and unduly costly.

Information services

Stakeholders were generally satisfied with the standard of information services provided by the PMA to port users although those who were dissatisfied commonly identified the services' underlying motives as good but the quality of information as unsatisfactory.

Land use

The majority of stakeholders were not satisfied with current utilisation of port-adjacent land and cited issues such as land wastage, inappropriate use of land, poor access, lack of a land-use strategy, high charges for land use and lack of PMA action to sell surplus land. Positive comments commended the action taken to exclude non-port users from port-adjacent land along with land rehabilitation efforts.

PMA action

In answer to these problems the PMA Board recently agreed to a number of

actions. These included to:

- establish a draught policy;
- upgrade and rationalise berths;
- implement improved work practices;
- adopt a new pricing policy;
- minimise property activities; and
- improve support systems.

Individual reports on each of these issues are currently being prepared for consideration by PMA management and the Board. This process will include extensive consultation with relevant stakeholders including port-users, unions and the Victorian Trades Hall Council.

The Future

Stakeholders identified future changes in the transport industry and its technology as presenting both opportunities and threats to the future operations of the Port.

The PMA should take opportunities for responding pro-actively to the environment in which it operates by keeping abreast and utilising developments in shipping, cargo-handling and transport interface technologies.

Landbridging and the adequacy/inadequacy of transport interfaces at the Port were seen as the major threats. Overall control across the spectrum of port operations was considered the appropriate future role for the Port of Melbourne Authority.

PMA Executives Learn From Japanese Skills

The Port of Melbourne Authority has initiated training for its senior executives in Japanese business communication skills to foster business relations with Australia's largest trading partner.

Senior management and Board members have completed an intensive Japanese Business Communication course aimed at developing their skills in communicating effectively with Japanese business people.

The course, spread over 12 weeks, covered areas such as Japanese business etiquette, negotiation skills, company structure, social strata, culture, transportation, basic Japanese language and Australia-Japan business relations.

Designed and conducted internally, the course utilised specialists in the fields of Japanese business and culture from Austrade, Monash University, the

PMA and the private sector.

The PMA has strong ties with Japan, not only in relation to trade volume but also through sister-port and trade cooperation agreements with major Japanese ports Osaka and Yokohama.

The successful completion of the course has given PMA senior executives greater confidence in communicating with the Japanese, who have the major share of trade to and from Australia — a share which is expected to continue increasing for years to come.

(Port of Melbourne Panorama)

NSW Maritime Administration Review

The Minister for Transport, Mr. Bruce Baird, recently announced a major review of the State's maritime administration.

"Efficient ports are vital to the economy of New South Wales in maximising our export drive and in minimising the cost of imports," he said.

Mr. Baird said that the review would be a two-stage process designed to maximise local input and to provide a total state perspective.

On a Statewide level, Mr. Stewart Joy, a leading consultant and a former Deputy Director General of Transport in Victoria, will conduct a broad review of the role and function of the Maritime Services Board.

"Mr. Joy, with the assistance of the local review committees, will look at the most suitable organisation for the future administration of ports in New South Wales," he said.

In addition, the Government will also have available to it the advice of the Commission of Audit which has included the M.S.B. within the statutory authorities under review.

In Newcastle, Mr. Baird said that he had invited Mr. J. Risby, the current Chairman of the Port of Newcastle Advisory Board, to chair a local committee to review the position at Newcastle and Yamba. In addition to Mr. Risby, the members of the committee will be:

Mr. George Keegan, M.P., Member for Newcastle; Captain Ron King, Yamba Shipping Pty Ltd.; Mr. Peter Barrack, Secretary, Newcastle Trades Hall Council; Mr. John Hannan, Regional Manager, NSW Coal Associ-

ation; Mr. Rod Stevenson, Supervisor of Shipping, B.H.P. Newcastle; Mr. David Boyd, General Manager, Port Waratah Coal Services; Mr. Geoff Connell, Business Manager, Port of Newcastle.

"This local committee will represent the range of interests who have been urging greater local involvement in the management and operation of their ports," he said.

"The committee will be inviting submissions from all parties interested in improving port administration."

Mr. Baird said that he expected to be in a position to announce a local committee for Port Kembla and Eden in the near future.

The local committees would be expected to report by the end of September and Mr. Joy would report no later than October 31.

NSW Maritime Review

Terms of Reference

The Government has taken note of the considerable debate within Australia regarding the efficiency of the waterfront and the impact of shore-based shipping costs on Australia's capacity to compete on international markets.

The Government is anxious to play its part in this examination and as a first step, wishes to review the role, structure, financing, operation and organisation of ports in New South Wales.

The Government's underlying policy objectives are to achieve: —

1. The most economically efficient system for delivery of port and navigation services as the prime criterion.

2. The greatest possible local participation in the decision-making process.

The review is to report on the alternative methods of achieving these objectives and to clearly identify the consequences which would flow from the various options being considered. The review should also indicate its preferred option and, in doing so, to address specifically, but not exclusively, the following issues: —

1. Whether it is more economically efficient for N.S.W. to run its port, navigation and waterways services separately or within a single authority.

2. The direct effects on State finances having regard to:

(a) The dividends paid to the Consolidated Fund.

(b) The Government's policy of achieving a reasonable rate of return on its assets.

(c) The source of capital funds for port development work.

3. The effects on port customers and subsidiary services including:

(a) Whether port operations will be more responsive to the needs of shippers of goods.

(b) The effect on competition in stevedoring, towage, mooring and security.

(c) The contribution to reduction of overall maritime-related transport costs.

(d) The impact on port charges.

(e) The effect of competition between ports for major groups of imports and exports.

4. What need is there for co-ordination of functions, or to avoid overlap and inconsistency in functions, and how would this be best satisfied in relation to:

(a) Capital investment decisions.

(b) Personnel and industrial relations policies.

(c) Impact of pricing decisions on State-wide policy objectives.

(d) Achieving effective representation on State, Federal and international port and marine bodies (e.g. A.A.P.M.A., A.T.A.C., I.A.P.H.).

(e) Navigation services for both private and commercial vessels which include:

* Pilotage

* Provision of navigation aids

* Survey, manning and plying limits for commercial vessels

* Certification of commercial operators

* Licensing of drivers and registration of private vessels

* Enforcement of regulations

* Formal inquiries into accidents and marine casualties.

5. The ownership, management and control of port-related land.

6. The objectives of local participation and the extent to which it can be increased whilst maintaining balance between local, regional and State-wide needs.

7. The nature and form of local participation in the decision-making process, including:

- (a) What local or regional interests should be represented, given that each port services a vast hinterland in addition to its immediate community.
- (b) How will representatives be chosen.
- (c) What powers and responsibilities should they have.
- (d) To whom should they be accountable.

8. The major personnel and industrial relations implications involved in implementation.

The Government expects the review to advise on these matters and to identify the implications which would flow from the various options considered in the review. The review is to be completed by 31st October, 1988.

Botany Wins Major Port-side Development

The Port of Botany Bay has been selected as the site for what is claimed to be the first private integrated port development in Australia.

Discovery Cove is to be developed by the Port Botany Development Corporation Ltd. on private land adjoining the Maritime Services Board's land at Brotherson Dock.

The development is designed for a full range of uses associated with the port.

It will feature two eight-storey office towers and a range of units providing warehouses, showrooms, industrial space and offices.

Discovery Cove is expected eventually to cover a total of 50 hectares.

The developers say it will be built in four stages, with the first stage due for completion in early 1990.

Another major development planned for the Port of Botany Bay is the "Tasman 2" trans-Tasman cable project, which will involve the construction of a plant to produce the high-technology optical fibre cables and load them aboard cable-laying vessels in Brotherson Dock. *(MSB News)*

MSB Ports Contribute To National Economy

The vital role of the Maritime Services Board's ports to the national economy has been demonstrated by statistics on the value of trade through

the ports.

Figures from the Australian Bureau of Statistics show that a record \$10.5 billion worth of cargo crossed the NSW wharves in the first half of the current financial year.

This represented an increase of nearly 7% on the comparable period of 1986/87, and indicates the full-year figure will exceed the previous full-year figure of \$24 billion.

The Bureau of Statistics takes figures given by exporters and importers to reach its estimates of the value of trade through the ports.

They show convincingly the importance of the maritime trade to the economy. On top of the simple value of the trade goods, port impact studies have indicated there is a major multiplier effect from port industry, downstream production and business turnover, salaries and employment.

In tonnage terms, the NSW ports handle a third of Australia's total maritime trade. The Port of Newcastle last year was Australia's top commercial port. *(MSB News)*

ADB Approves Technical Assistance to India

The Asian Development Bank has approved a \$500,000 technical assistance grant to India for a Ports and Shipping Sector Study.

The objective of the technical assistance is to carry out a study to provide an overview of the country's ports and shipping sector and to help analyze its role and potential in the national economy.

The study will review the existing situation, and highlight the sector's capacity and constraints in the context of the expected traffic for the period up to the year 2000 and the expected economic growth and changes in inter-modal traffic distribution, shipping and cargo-handling methods.

Investment requirements for the Eighth Five-Year Plan (1990/91-1994/95) will be identified, evaluated and their priorities determined. At the same time, a review of the institutional framework for the planning, development, management, administration and operation of the ports and shipping sector will be undertaken and recommendations on any improvements needed will be made.

New KPA Incentives To Boost Productivity

General cargo ships calling at KPA facilities can expect faster turnaround time with the introduction of a new tonnage incentive bonus scheme for general cargo.

The new scheme, which is actually a modification of the previous incentive scheme for general cargo, was implemented on April 1.

The new incentive bonus scheme, being an open-ended one, places no limit on the amount of tonnage bonus a stevedore can earn per shift. His limit would be his gang's productivity rate. Under the old scheme for unitised and non-unitised general cargo, the bonus payments stopped after a stevedore has reached the ceiling of 250 deadweight tonnes. Therefore, having reached that point, there is little incentive for the stevedores to maintain their pace though they may be capable of handling more than 250 tonnes during the shift.

With the new scheme, a gang will continue to earn bonus payments of five sen per tonne for every tonne he handles above the 250-tonne point.

Such a bonus scheme would be particularly effective when stevedores handle heavy goods such as steel, unitised and pre slung cargo, or, a mixture of heavy and lighter cargo. It is possible for a stevedore gang to handle up to nearly 500 tonnes per shift for such types of cargo.

There has already been encouraging results since the implementation of the scheme. For example: the discharging rate for steel and containers via conventional ships has improved by 30% and 21% respectively.

This translates into significant savings for shipowners. Take, for example, a ship discharging 5,000 tonnes of cargo and working with three gangs per shift. If each gang handles just 400 tonnes per shift, the ship's stay in port is reduced from 6.7 shifts to 4.2 shifts, a savings of 20 hours or about US\$6,000 for the shipowner.

General Manager Hashir Abdullah described the implementation of the new bonus scheme as "a breakthrough" for the KPA in its efforts to boost productivity at the port.

He added, "We realize that the time a ship stays in port is unproductive where the owner is concerned and it

is our intention to help the shipowner cut costs just as we are also constantly searching for ways to help importers and exporters reduce port cost."

(WARTA LPK)

Staff Reductions at Auckland Harbour Board

The Auckland Harbour is to make substantial staff reductions in preparation of becoming a Port Company on October 1.

General Manager, Mr. Robert Cooper said that about 300 of the Board's 1,029 staff would be affected. It was expected that most of the reductions would be achieved by early retirement and voluntary severance by October 1 when the Board was bound by legislation to establish a Port Company.

In May, the Port Companies Act 1988 was passed in Parliament. This places the ports throughout the country in competition and requires them to achieve improved performance, greater productivity and reduced costs.

"Over the last 3 years we have embarked on a plan of positive productivity and growth and at the same time staff levels have been reduced by more than 300 mainly through natural attrition and early retirement," Mr. Cooper said.

"Although it is fair to say at this time that traditional working practices have been difficult to dislodge and a general lack of flexibility has hampered efforts, the port has attracted new business, achieved better performance and revised the trading loss situation.

Mr. Cooper said that the Port Company Establishment Unit had spent some months reviewing all Board activities, determining what was profitable, what wasn't, and the new options open to it under the Port Companies Act.

"We now have to make significant staff reductions and we expect the majority will be achieved on a voluntary basis." He said, "There is the opportunity for some staff to transfer to other areas of operation as vacancies occur."

Mr. Cooper said that the Board and the Port Company would make arrangements for all leave, long service and special leave provisions. Advisory and counselling services for staff who will leave are also being arranged.

"Meetings with the five unions involved will continue and there will be negotiations throughout the next few weeks. This is a difficult time for everyone but the initial responses from the unions and staff have been positive. We are confident that we can come through this change as a port community which will provide improved cost-efficient services to its clients," he said.

PSA QC Movement Gains Momentum

"We have achieved our target of 30% participation rate in 1987. We aim to achieve a participation rate of 50% by 1991," said Mr. Ng Kiat Chong, PSA's Executive Director in his address to PSA staff at the 3rd Annual QC Awards Presentation at the WTC Auditorium.

Mr. Ng added that PSA was now facing the challenge of sustaining the movement and increasing staff participation. As at 1 Mar 88, there were 295 Circles, comprising 30% of PSA's staff strength.

"Circles should become part and parcel of the means by which the Department's goals and objectives could be met. QC should not be treated as an activity that is extraneous from the Department's main line of work," said Mr. Ng.

Mr. Ng encouraged Circles especially in the Operations, Marine and Commercial Divisions to work on projects which would help improve customer relations. Circles in the other Divisions should focus on improving work flow and procedures.

PSA employees were also urged to contribute ideas to the Staff Suggestion Scheme. This scheme provides a channel for staff to make suggestions to improve efficiency, and provide greater interest in cost savings and quality service.

"No idea should be regarded as too small or insignificant. The important thing is that we should create an environment within PSA that allows for a free flow of constructive ideas constantly. This is important if PSA is to remain competitive. We cannot afford to be complacent in an environment that calls for constant changes in order to keep ahead of our competitors ... We need to look out for new ideas to improve our operations," Mr. Ng said.

CCTV System for Better Supervision at Singapore

By Tee Hui Leng

Tanjong Pagar Terminal

The Port of Singapore Authority (PSA) has introduced the latest technology on cargo security at the container freight stations (CFS) for the benefit of port users. Since November 1987, a closed-circuit television (CCTV) system, costing some \$300,000 was commissioned at Godowns F1, F2, F4 and F5, Tanjong Pagar Terminal.

The CCTV cameras, strategically positioned in each of the CFS, provide an extensive coverage of the internal premises, including the operational stuffing/unstuffing bays, and also the external areas along the godown eaves.

The cameras are linked to three monitors in each godown office, thus enabling PSA officers to view the overall operations, including stuffing/unstuffing to loading/unloading activities.

In addition, the "cage" — where high value and precious cargo are stored, is placed under 24-hour surveillance by a movement detector. This detector is linked to a video cassette recorder. Recording will automatically be triggered off whenever there is any movement detected within the range of the camera.

The CCTV system has resulted in better supervision of operations, tighter cargo security and improved surveillance of godown activities.

The system enables PSA officers to increase the level of their supervision of all godown operations. Progress can be easily monitored and remedial action taken with minimal delay. This has contributed to the improvement of godown management, particularly in maximising the use of godown space and utilisation of resources such as forklift trucks.

The overall security of cargo inside the CFS has also improved with the presence of these electronic "eyes." The ubiquitous presence of the cameras with an automatic recording feature is an effective deterrent to anyone who harbours thoughts of pilfering or damaging cargo. The CCTV system serves also as an advance fire warning/detecting system for the godowns.

(PSA News)

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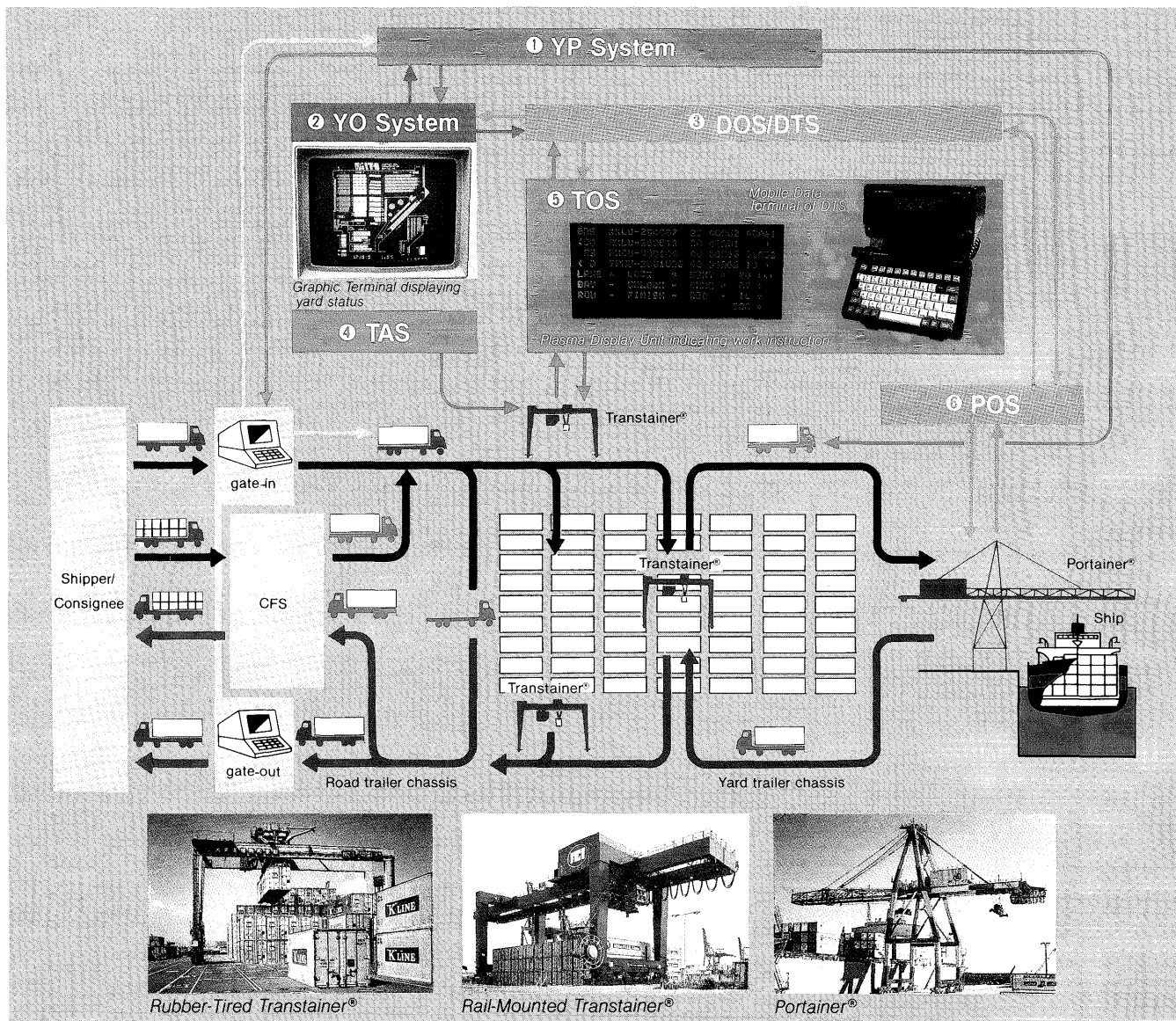
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