

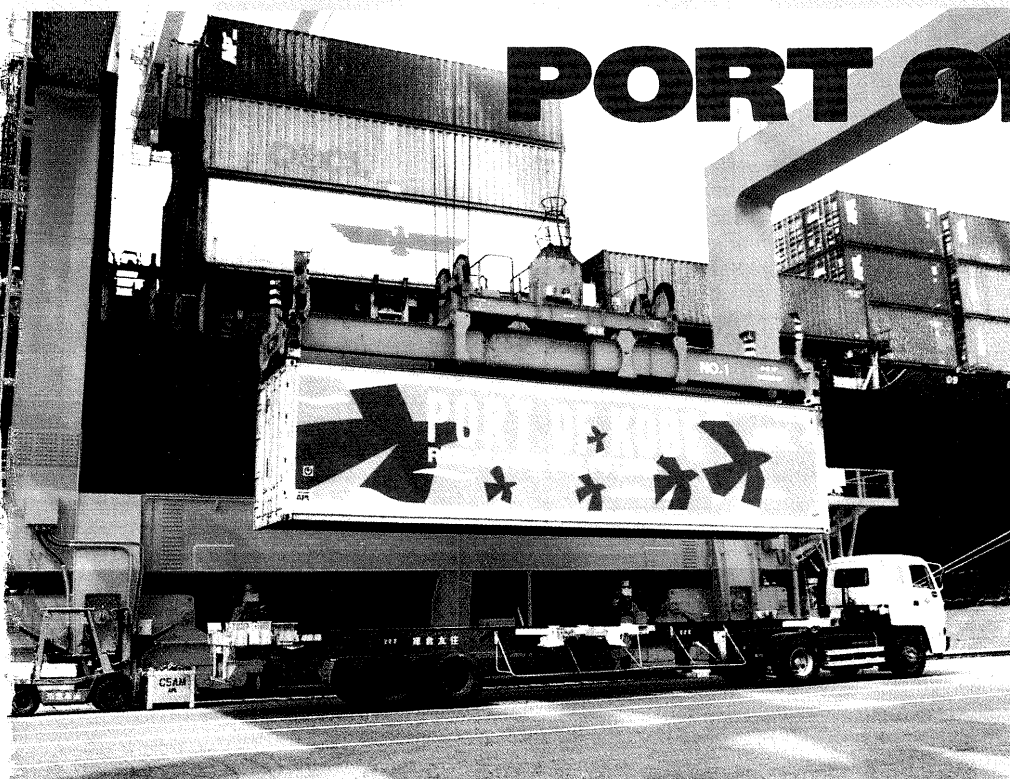
# Ports & Harbors

January-February  
1996 Vol.41 No. 1

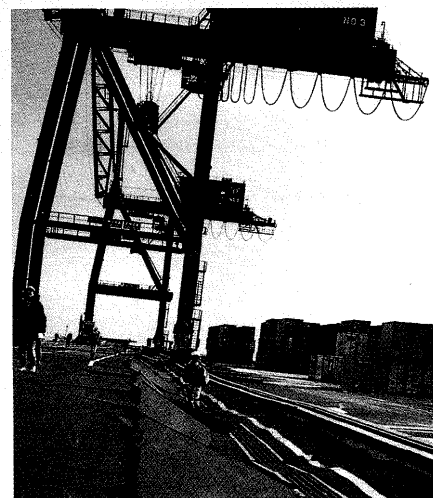
The Publisher : The International Association of Ports and Harbors

## PORT OF KOBE

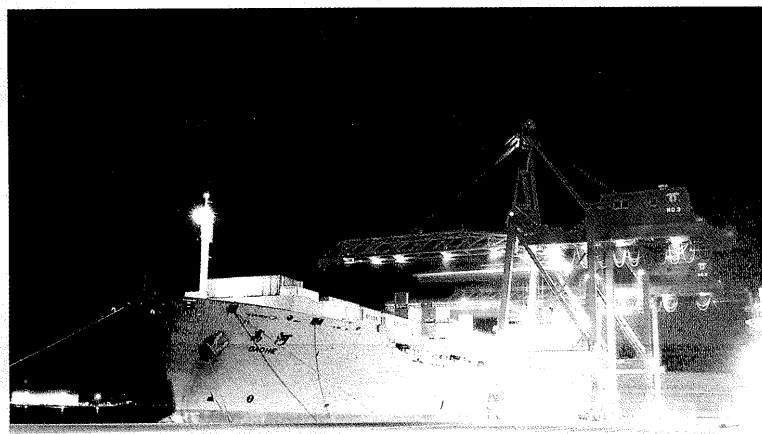
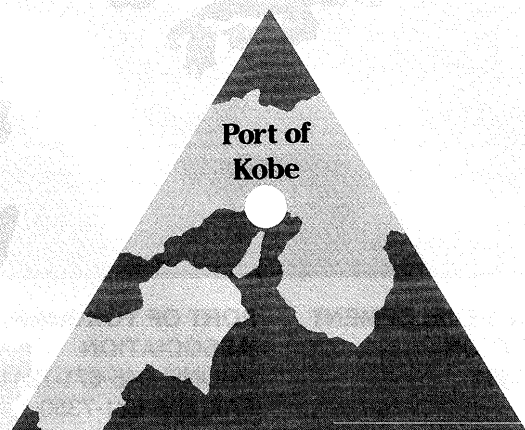
One year after the killer quake, Kobe almost recovers its normal functions (related report is featured in this issue.)



Demonstration of container handling operation claiming "Kobe is Back"



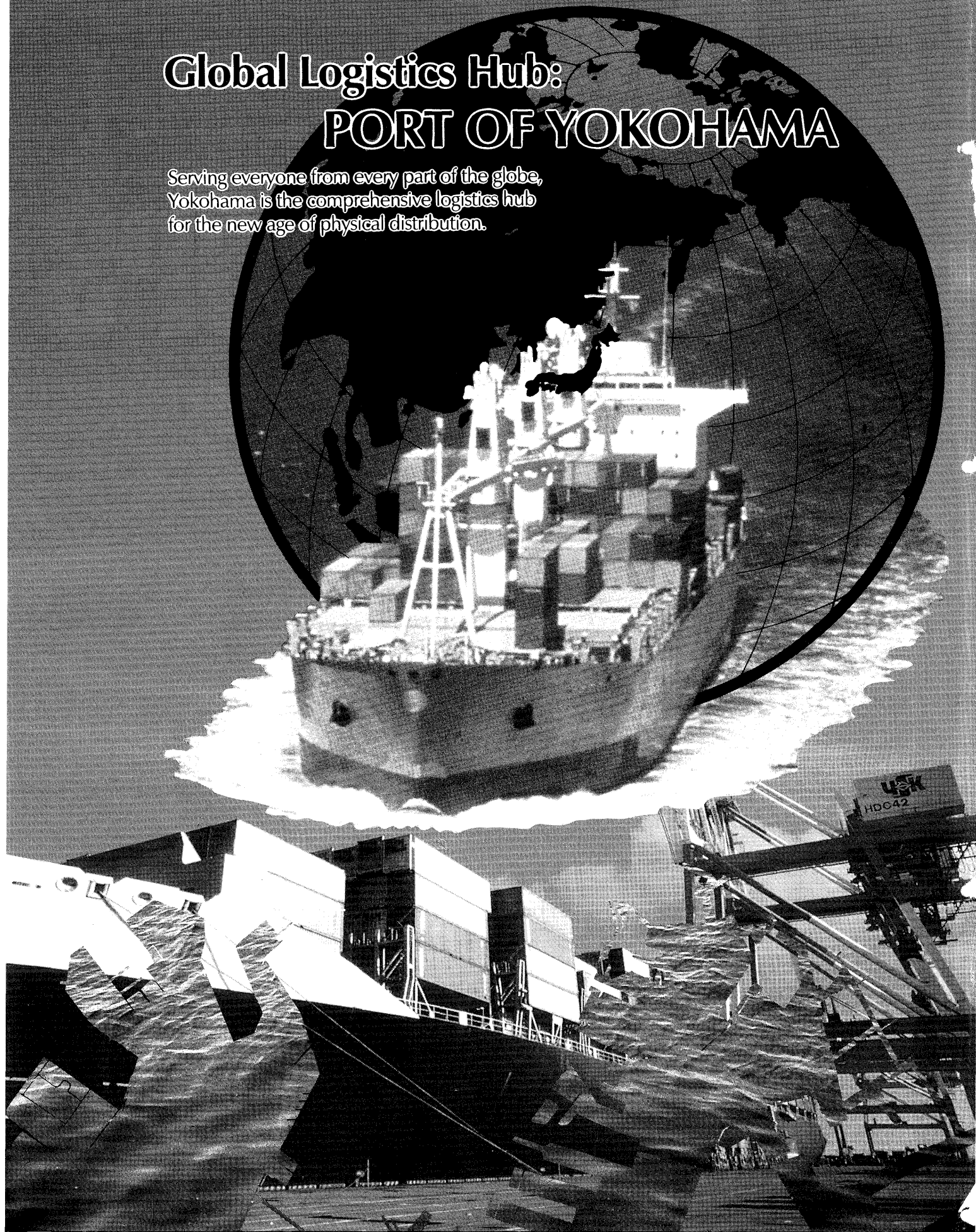
Kobe a week after the quake (photo taken on 24 March 1995)



Loading and unloading at night - yet another unfamiliar scene in a Japanese port

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Robert Cooper  
Chief Executive  
Ports of Auckland Ltd.  
New Zealand

### **First Vice-President:**

Jean Smagghe  
Executive Vice-President  
International Affairs of  
Association of French  
Ports (UPACCIM)  
France

### **Second Vice-President:**

Dominic J Taddeo  
President & Chief Executive Officer  
Port of Montreal  
Canada

### **Third Vice-President:**

Akio Someya  
Executive Vice President  
Nagoya Port Authority  
Japan

### **Conference Vice-President:**

David Jeffery  
Chief Executive  
The Port of London Authority  
U.K.

## Contents

### IAPH ANNOUNCEMENTS & NEWS

1996 New Year's Messages (from President and Secretary General) .....	3
IAPH EXCO Meeting in Indonesia: Welcoming Message .....	4
Preparatory Meetings for Mid-term EXCO Meeting Held in Indonesia • Officers Meet in Ports of Auckland • Officers Agree upon Program for Mid-term EXCO Meeting .....	5
EXCO Participants Need Registration • Membership Dues Billed .....	6
IAPH Submits Position Paper to IMO's SPI Working Group .....	7
1996/1997 IAPH Bursary, Award Schemes Entry Conditions • Trade Facilitation Committee Reviews Award Criteria .....	8
IAPH Award Scheme Essay Contest: Conditions for Entry .....	9
IAPH Bursary Scheme 1996: Conditions for Entry .....	10
List of IAPH-affiliated Training Institutions .....	11
Trade Facilitation Committee Meets in London .....	13
IAPH Sea Trade Seminar in Alegeciras .....	15
IAPH Directory '96 to Members, Organizations • World Commission on Oceans Held at UN University .....	16
Visitors .....	17
Results of Ballast Water Survey • Membership Notes .....	18
Obituary: Gengo Tsuboi, Founder Honorary Member .....	19

### OPEN FORUM

Promotion of Port Management: Reconstruction of the Port of Kobe during the Past Year and the Port's Future Prospects .....	20
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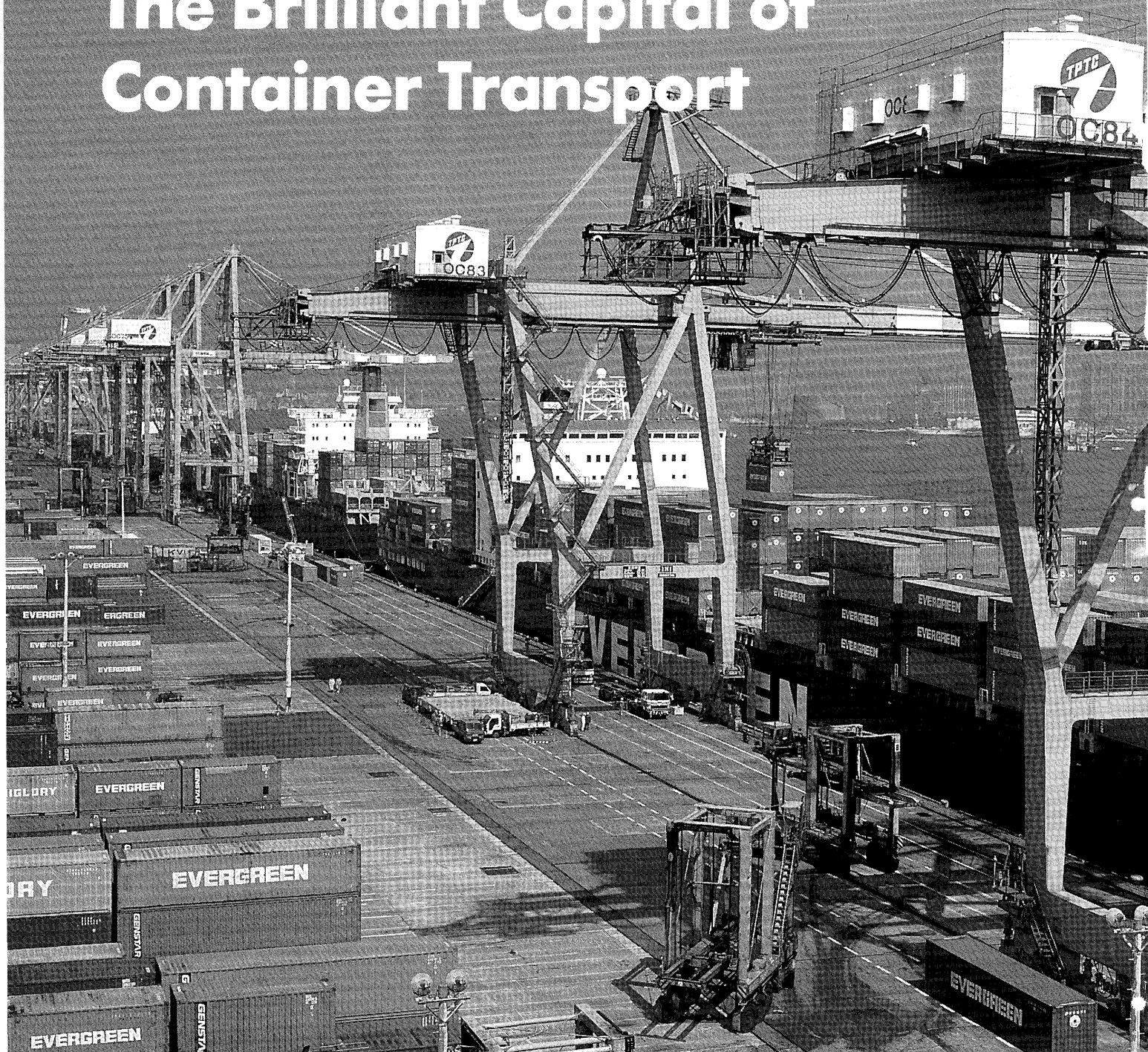
### INTERNATIONAL MARITIME INFORMATION

#### WORLD PORT NEWS

UNCTAD: Intergovernment Group of Port Experts • Recent UNCTAD Port studies Seminar at IHE-Delft on Port Management .....	24
Seaborne Trade: Highest Growth Since 1990 • TOVALOP, CRISTAL Pacts to Discontinue • Transmed Conference in Cyprus on March 13-14 .....	25
New Publications .....	26
<b>The Americas</b> J. Ron Brinson Certified as PPM by AAPA • Montreal Port Corporation Opts for Single Fee • Supplement on Montreal in Journal of Commerce • Georgia: New RTGs Enhance Service .....	31
Kantor in Long Beach, Urges Increased Exports • Long Beach Sets New Container Record .....	32
Long Beach Signs Lease for Hanjin Terminal • Port Canaveral: New Fishing Pier Dedicated • Transparent Recycling Program Aboard Fantasy .....	33
<b>Africa/Europe</b> Helsinki Reduces, Simplifies Port Charges • Le Havre Commits Self in Port 2000 Project .....	34
Africa Key Factor for Expansion of Rouen • Norway – Key Partner for Port of Hamburg • Quality Management for Bunker Industry .....	35
Dublin Port Sets More Records • Indian Marketing Center Opens in Rotterdam • Helsingborg Nemed European Port of the Year • Felixstowe Port Rail Sets Throughput Record .....	36
Hull Ro-Ro Facilities: £1.75 Million Expansion .....	37
<b>Asia/Oceania</b> Melbourne Appoints New Chief Executive .....	37
Melbourne New Record in Container Throughput • New Sydney Ports Corporation Directors • Port Corporation Board Members Appointed .....	38
Qianwan Harbour Area Construction Project .....	39
PSA Reaches Agreement With Shipping Lines .....	40



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goods depart on a journey or arrive to you from across the vast ocean.  
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of with cordial hospitality by the excellent craftsmen of the Port of Tokyo.*

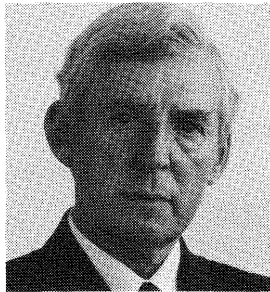


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TOKYO METROPOLITAN GOVERNMENT**  
8-1, NISHI-SHINJUKU, 2-CHOME,  
SHINJUKU-KU, TOKYO 163-01, JAPAN  
TEL. 03-5320-5546

# IAPH ANNOUNCEMENTS AND NEWS

## 1996 New Year's Messages

**Robert Cooper**  
*President*



It is my pleasure to extend New Year's greetings and best wishes to all members of our IAPH family.

With the pressures of commerce, trade and the on-going process of change, port executives lead very busy lives. Add to this the fact that each year represents a diminishing percentage of our lives, and it is understandable that time seems to pass more quickly.

It seems but a short time ago that we all met at our highly successful Biennial Conference in Seattle/Tacoma. In reflecting on the events and achievements of the year just ended, I feel sure that many will recall that as one of the outstanding highlights.

Of course, another outstanding, albeit less tangible event, was the 40th anniversary of our Association. That so many like-minded people from nations around the world can continue their joint success after four decades is truly commendable.

However satisfying it is to look back with a sense of achievement at the year behind us, it is equally important that we turn to look with confidence at the challenges ahead. These will be many and varied – some we will face alone, and others with the support of good colleagues and friends.

For the Association we have the responsibility of continuing to build on the good work of our predecessors and make a meaningful, professional contribution at all regional and international forums.

In this forthcoming year work will continue at many levels. The technical committees have important agendas ahead of them. At a recent meeting in New Zealand with my Vice Presidents and the Secretariat, we mapped an important agenda for the Executive Committee which will meet in Indonesia in April.

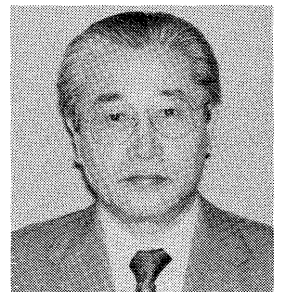
There is a significant task ahead of the IAPH/IMO Interface Group. The Trade Affairs Group is planning to meet in Spain in February.

Behind all of this activity there is a tremendous on-going effort of support from the Secretariat in Tokyo.

In short, the challenges are many and meaningful. For people who lead such busy lives, that will not be easy, but if we as individuals are prepared to commit some of our time to the commonality of interests represented in this Association, nothing will stop us succeeding.

I wish all of you, your families and colleagues, all that is best for you in 1996.

**Hiroshi Kusaka**  
*Secretary General*



I wish to extend my hearty New Year's greetings to all members of IAPH's global family.

First, I would like to renew my profound thanks and appreciation to the Ports of Seattle and Tacoma for the most impressive efforts they made in jointly hosting the 19th World Ports Conference of IAPH last June in Seattle. As many of you witnessed, the gathering was extremely successful, thanks to the stimulating and enjoyable business and social programs which our hosts had arranged for the participants. Perhaps by now the Proceedings of the Seattle/Tacoma Conference, sent from the Tokyo Head Office late last year, will have reminded those who participated in the gathering of the extremely warm hospitality they received from our American friends on that occasion. Participants will no doubt wish to pay tribute to the wonderful efforts of our hosts in producing such a stimulating and animated forum for IAPH members.

As I turn my eyes to the world economy and the business environment surrounding the ports industry during the last year, it is clear that Europe and America have tended towards recovery and the expansion of their economies, while in Asia except Japan, whose economy is still in stagnation, the newly industrialized economies (NIES), including the ASEAN nations, and China have all been experiencing high growth, backed by growing imports and increased investments in infrastructure. On the other hand, as a result of restructuring and the increasingly competitive business environment faced by their users, namely the shipping industry and shippers, most ports have endured consistently severe circumstances in the light of demands from their users for a higher quality of service. It is most likely that the New Year will be another challenging year for us all. Nevertheless, I believe that you, the members of IAPH, will face up to the tasks ahead and achieve yet greater success as a result of your endeavors.

Concerning IAPH's overall activities, I feel most fortunate in being able to report that, since the Seattle/Tacoma Conference, our officers and all committee members have been extremely active in advancing the work programs in accordance with the new terms of reference. In particular, the technical committees and the IMO/IAPH Interface Group have been working hard to further benefit the members of our Association, enabling them to obtain a wealth of information useful to them in their efforts to

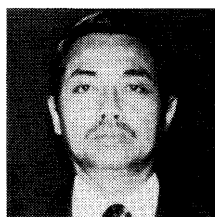
**(Continued on Page 7)**

# IAPH EXCO MEETING

Bali/Jakarta, Indonesia  
April 22-26, 1996

## *Welcoming Message*

**From Jakarta**



**Soentro**

Director General of Sea Communication



**Syamsul Bachri**

Managing Director  
Indonesia Port  
Corporation I



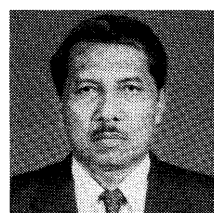
**Amir Harbani**

Managing Director  
Indonesia Port  
Corporation II



**Frans R. Masengi**

Managing Director  
Indonesia Port  
Corporation III



**Sumardi**

Managing Director  
Indonesia Port  
Corporation IV

It is a great honor for Indonesia Port Corporations to host the IAPH Executive Committee Meeting in Bali between April 22 and 26, 1996.

As host, the Director General of Sea Communication and the Board of Directors of Indonesia Port Corporations are delighted to welcome all delegates to the meeting.

The selection of Bali as the venue of this important meeting is intended to provide all necessary facilities for the delegates to deliberate smoothly in a secure and comfortable setting. It is hoped that these circumstances will enable all the objectives of the meeting to be attained.

The IAPH EXCO Meeting 1996 in Bali is of great significance for Indonesia, which is an archipelagic country with 17,508 islands. Hence, ports and harbors play a fundamental role in supporting economic growth and national devel-

opment. As a maritime country, Indonesia has around 1,798 big and small ports, which fall into the following categories:

- a. Port Corporations, those for Public, and
- b. Special Ports, those for the interest of certain activities.

The management styles of those port corporations do not closely follow the landlord, through-port or operating port concept. Among the 1,798 ports, around 131 of them are open for international trade.

Accordingly we are looking forward to showing you one of the world's finest tourist destinations - Bali - as well as the wonderful arts and culture of our unique country, Indonesia.

# Preparatory Meetings for Mid-Term Exco Meeting Held in Indonesia

In the meeting room of the Port Corporation II, Tanjung Priok, Jakarta, on 16 November and, further, in the meeting room of the Grand Bali Beach Hotel, on 17 November, a series of preparatory meeting for the mid-term gathering of the Executive Committee was held, under the auspices of Mr. Sudjanadi. Coordinator for the IAPH Meeting, Senior Staff to Director General, Sea Communication, Ministry of Communications, Indonesia, attended by Mr. R. Kondoh of IAPH.

Attending the Jakarta meeting were: Dr. Sahlan Aswani, Director of Personnel & General Affairs, and Mr. Abdul Razak Mony and Mrs. Anita Winarti, Nustra Convention, a local organizer designated for the mid-term meeting. The meeting in Bali, attended further by the representative officers of the local port office and the hotel, after conducting an inspection of the site, drafted up a provisional itinerary and schedules and asked Mr. Kondoh to refer them to the officers's ad hoc meeting in Auckland.



*Mr. Sudjanadi as Coordinator of the mid-term meeting, at work with Mr. R. Kondoh in the Port of Tanjung Priok Room*

## Officers Meet in Ports of Auckland

An ad hoc officers' meeting was held in the meeting room of the Ports of Auckland Limited on 20 and 21 November, 1995 at the initiative of President Cooper. It was attended by 1st VP Smagghe, 2nd VP Taddeo, 3rd VP Someya, Conference Vice President Jeffery, Mrs. Pamela Boynton, on behalf of Immediate Past President Carmen Lunetta, and R. Kondoh, IAPH Head Office, on behalf of Secretary General Kusaka. Also attending was Ms. R. Oharu, a member of Mr. Someya's staff.

The major items of the agenda were: the format and planning for the mid-term Exco Meeting in Indonesia next April, preliminary advice from the Host on proposals for the 1997 Conference in London, the best means of promoting the work of our technical committees and the importance of efficient links with other international organizations and other regional entities.

## Officers agree upon program for mid-term Exco meeting

Among other items of importance, the meeting received a report on the mid-term meeting by Mr. Kondoh, who had recently

attended a preparatory meeting in Jakarta and Bali held at the initiative of Mr. Sudjanadi of Sea Communication, who acted as the Host's coordinator for the meeting.

The Officers, expressing their deep appreciation and thanks for the active cooperation extended by the Indonesian port community and the Bali Island Authority, and based upon the provisional schedule suggested at the preparatory meeting, agreed on the formulation of the 1996 mid-term Exco meeting.

The venues and outline of the schedules are as follows:

### 1. Hotels:

At Bali, The Grand Bali Beach Hotel, at Jakarta, The Horizon Hotel

### 2. Schedule

**Sat. 20 Apr:** Delegates Arrive at Denpasar Airport, Bali

**Sun. 21 Apr:**

AM: Delegates Arrive, Per Plan

PM: Per Plan

Evening: Informal Reception

**Mon. 22 Apr:**

0900/1000 Official Welcome & Opening Ceremony by Mr. Soentro, Director General, Sea Communication, Ministry of Communications

1000/1200 Exco Meeting

1200/1400 Lunch

1400/1600 IAPH/IMO Interface Group

1600/1700 Constitution & By-Laws Committee

1700 and after: Host Function (Bali Governor)

**Tue. 23 Apr:**

0900/1030 1st V/P (Port Affairs Group chairmen)

1030/1200 2nd V/P (Trade Affairs)

1200/1400 Lunch

1400/1530 3rd V/P (Human Resources & External Affairs)

Evening Free

**Wed. 24 Apr:**

0900/1200 Bull Session (all Indonesian port officials invited)

1200/1400 Lunch

1400/1700 Exco Resumes

Evening: IAPH Function

**Thu. 25 April:**

AM: Delegates transfer to Jakarta (0800 flight)

Check-in at the Horizon Hotel

Call on Minister of Communications

Technical Visit to the Port of Tanjung Priok

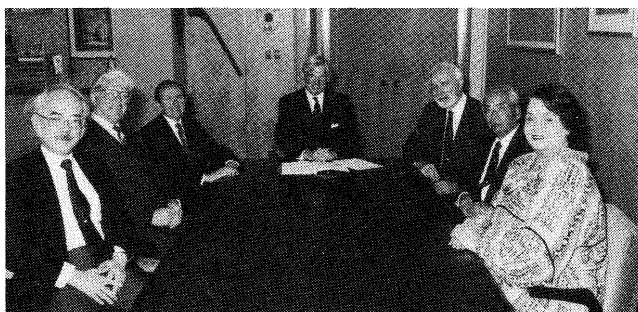
1630/1700 Official Closure of the Mid-Term Meeting in the Port Corporation Building

Evening: Dinner offered by the Host

### 3. Eligibility to attend the Mid-term meeting

President Cooper and the Officers agreed upon the range of the members to be invited to the mid-term meeting. This new format is intended firstly to make the mid-term meeting as compact as





*Officers at work at the Ports of Auckland building*

possible so as to make the best use of the time available and secondly to alleviate the burden on the host organization and to enable the chairmen of the technical committees to meet at new venues.

Still on a trial basis, a bull session is to be organized during the mid-term meeting. This is a kind of free-talking session where people can speak up and exchange views freely without setting up any rigid agenda. The bull session at the 1994 mid-term meeting was very well accepted by the attendees.

The IAPH officials invited to attend will be:

1. Vice Presidents, Conference Vice President, Immediate Past President, Charge de Mission International
2. Executive Committee Members
3. Legal Counselors
4. Chairs and Members of the 3 Internal Committees of Finance, Membership and Constitution and By-Laws
5. Chairs of the 12 Technical Committees (and the designated representatives)
6. IAPH Liaison Officers, UNCTAD, IMO, WCO, UNEP
7. Chair and Members of the IAPH/IMO Interface Group
8. The Representatives of the AAPA, AAPMA and ESPO
9. Staffers and Interpreters to join the invitees.

## The mid-term Exco in Indonesia Exco Participants Need Registration

The Tokyo Secretariat recently sent a form of registration for participation in the mid-term meetings of the Executive Committee and the other meetings to the members concerned asking them to inform the Secretary General and the host in Indonesia if they wish to attend and to provide the relevant travel information.

The members concerned are requested to return the completed entry form (registration form) by fax as soon as practicable, to:

Mrs. Anita, Assistant to the Executive Director  
NUSTRA Convention  
Fax: 001-62-21-315-4011  
and copy to:  
the IAPH Head Office in Tokyo  
Fax: +81-3-3580-0364

### Notes by the Host and the Head Office Secretariat

**Flight from Bali to Jakarta:** Thursday, 25 April, 1996: Each participant is requested to reserve a seat on one of the following flights which will be the only flights available in the morning hours to join the Jakarta portion of the mid-term meeting.

There is a one-hour time difference between Bali and Jakarta.

Flight Number	Leave Bali	Arrive Jakarta
GA 669	0700	0740
GA 661	0800	0840

**Hotel rates at Bali and Jakarta:** The rates quoted hereunder are inclusive of 21% service charges and tax and are specially offered to IAPH participants through the kind arrangement of our host.

Grand Bali Beach Hotel	Single	Double
Tower Wing (main building)	US\$125.00	US\$125.00
Garden Wing (annex)	US\$115.00	US\$115.00

Hotel Horizon Jakarta	Single	Double
Standard	US\$147.00	US\$169.00

Note 1: For other types of rooms, such as suite rooms, the host is be prepared to make arrangements on a request basis.

Note 2: Addresses of the hotels:

Bali: The Grand Bali Beach Hotel  
P.O. Box 3275, Denpasar 80032, Indonesia  
Tel: 62-361-288-511, Fax: 62-361-287-917

Jakarta: Hotel Horizon Jakarta  
Jl. Pantai Indah, Taman Impian Jaya Ancol  
P.O. Box 3340, Jakarta 10002, Indonesia  
Tel: 62-21-640-6000 (100 lines), Fax: 62-21-640-5000  
(Reservation)

## Membership Dues Billed

A circular from the Secretary General of IAPH with an invoice for the membership dues for 1996 has been sent to all members of the Association from the Tokyo Secretariat. The documents were dated December 11, 1995.

The value on the invoice is shown in SDR. The term "SDR" means "Special Drawing Rights", as adopted and applied within the monetary system by the IMF (International Monetary Fund).

For the payment, each member is requested to quote the exchange rate between the SDR and one of the currencies from the IMF basket listed in the table below, as it was on December 11, 1995.

The table below shows the SDR value per membership unit for Regular and all classes of Associate Members. The equivalent rates of the dues in the five currencies are also indicated in the table.

The Secretary General would appreciate members remitting their dues to the IAPH account at one of the following banks, so that the Head Office can save on the bank commissions which are necessary if payment is made by check:

**The Fuji Bank Ltd., Marunouchi Branch, Account No. 883953**

**The Bank of Tokyo Ltd., Uchisaiwaicho Branch, Account No. 526541**

**(Name of Account: International Association of Ports and Harbors)**

All members' general cooperation in completing the 1996 dues



procedure as promptly as possible will be sincerely appreciated.

As for the 1995 dues payment situation, our chief accountant Mr. Onso has indicated that, as of December 11, 1995, a little over 10% of the dues of the Regular Membership, involving 24 out of 228 Regular Members, remains unpaid. In this connection the Secretary General appeals to those dues delinquent members to settle the outstanding dues as soon as possible.

## Membership Dues for 1996

REGULAR	1SDR*= SDR	150.287 Japanese yen	1.48696 US dollar	2.1442 German mark	7.41919 French franc	0.968388 British pound
1 UNIT	1,070	160,807	1,591	2,294	7,938	1,036
2 UNITS	2,140	321,614	3,182	4,588	15,877	2,072
3 UNITS	3,210	482,421	4,773	6,882	23,815	3,108
4 UNITS	4,280	643,228	6,364	9,177	31,754	4,144
5 UNITS	5,350	804,035	7,955	11,471	39,692	5,180
6 UNITS	6,420	964,842	9,546	13,765	47,631	6,217
7 UNITS	7,490	1,125,649	11,137	16,060	55,569	7,253
8 UNITS	8,560	1,286,456	12,728	18,354	63,508	8,289

### ASSOCIATE

A-X-1, B&C	900	135,258	1,338	1,929	6,677	871
A-X-2	610	91,675	907	1,307	4,525	590
A-X-3	310	46,588	460	664	2,229	300
D	160	24,045	237	343	1,187	154
E	140	21,040	208	300	1,038	135
TEMPORARY	600	90,172	892	1,286	4,451	581

Note: X applies to all categories, i.e., I, II and III.

\*: SDR stands for 'Special Drawing Rights' as defined by IMF (International Monetary Fund).

The above quoted exchange rates of five currencies against the SDR were those in effect on December 11, 1995, the date of issue of our invoices for the 1996 membership dues.

## IAPH Submits Position Paper to IMO's SPI Working Group

*IAPH has recently submitted a position paper to IMO's Working Group on Ship/Port Interface, on the subject "Inventory of Training Courses for Cargo Handling in Port Area". The full texts from the IMO document is reproduced below.*

IMO  
WORKING GROUP ON SHIP/PORT INTERFACE SPI 4/6  
14 November 1995  
4th session  
Agenda item 6

### Inventory of Training Courses for Cargo Handling in Port Areas

**Submitted by the International Association of Ports and Harbors**

1. Enquiries have been made of ports and institutions in various regions of the world to supplement information received from the

Correspondence Group. Precise information for possible inclusion in an inventory is still awaited. In the meantime it is perhaps important at this stage to reflect and agree on the objectives which the Working Group might hope to achieve.

2. Cargo handling at the ship/port interface is the basic preoccupation of the international port transport industry. It has many facets and involves personnel who ought to be proficient in a wide variety of skills and expertise. Exposed gaps or inadequacies in those respects can impact adversely and, in some circumstances, most severely on both the ship and the port.

3. Cargo handlers need training by way of specialized courses which relate to their respective and specific job functions. Such training should be linked with instruction in technical and, as might be necessary, management skills, with back-up provided by refresher courses and, on occasion, retraining facilities to upgrade existing skills.

4. It also seems to be the case that innovative techniques/technologies and an emphasis on product-related training requirements point to a continuing need for training across the full spectrum of ports irrespective of whether they are located in developed or developing countries.

5. Training efforts should be directed towards enhancing local cargo-handling capabilities towards acceptable standards of skill and expertise using local training facilities to do so.

6. It is suggested that the subject matter, cargo handling in port areas, lends itself to an international standard setting process. Obviously, moves in that direction have already taken place as, for example, in the development and publication of Joint IMO/ILO Guidelines for Packing Cargoes in Freight Containers or Vehicles. More of the same would seem to be a primary if not the main objective.

7. The Working Group may, therefore, wish:

- 1 to consider and establish specific cargo-handling activities which would benefit appreciably and quickly from the development of guidelines; and
- 2 to establish the nature and scale of constraints which might inhibit the local training processes which are seen to be necessary to deal with perceived training needs and priorities.

## New Year's Message— From Hiroshi Kusaka

(Continued from Page 3)

boost the efficiency of their own ports. These initiatives have contributed to maintaining the interest of international bodies so that these organizations will better understand the position held by IAPH ports. I wish to thank all the hard-working members who serve on these committees for their selfless efforts.

Finally, I would like to refer to this year's most important event. The mid-term meeting of the Executive Committee of our Association will be held from 21 to 27 April this year in Bali and Jakarta, hosted by Indonesia's Ministry of Communications. The agenda will include such issues as what common solutions ports can find to face up to the global challenges impacting on them and the master plan for the 20th Conference in 1997, to be hosted by the Port of London Authority.

Again this year, my staff and I at the Head Office in Tokyo are determined to continue our utmost endeavors in further promoting the work of IAPH, and in doing so we seek your continued support and keen participation in the Association's various activities.

# 1996/1997 IAPH Bursary, Award Schemes Entry Conditions

Mr. Goon Kok Loon (Port of Singapore Authority), chairman of the IAPH Human Resources Committee, has recently announced the details of the conditions for the IAPH Bursary and Award Schemes for 1996/1997.

Mr. Goon's message and the conditions for entry both to the Bursary and Award (Essay Contest) are featured in this issue together with a promotional poster which we ask the respective members to display in an eye-catching place in each port/organization upon receipt.



## Message from Mr. Goon Kok Loon, Chairman, the IAPH Committee on Human Resources

Ports worldwide are constantly challenged to improve the quality of their service. As infrastructure, they play a critical role in facilitating the growth of industrialization and trade in their countries. Thus many ports are actively upgrading their infrastructure, systems and personnel.

The IAPH Bursary and Award Schemes seek to support member ports in developing countries in their upgrading efforts. The Bursary Scheme aims to assist young management personnel in advancing their professional expertise and knowledge while the Award Scheme provides an incentive for research and improvement.

Since the bursary scheme was introduced in the late 1970s, many personnel from member ports have benefitted from the scheme. Likewise the Award, introduced in 1979, has helped generate many good ideas for improving productivity and service levels. Some of these ideas have also been presented at our biennial conferences and published in "Ports and Harbors" for the benefit of other members.

This year, the IAPH Bursary Scheme will again be open to a maximum of 10 management personnel. For our tenth biennial essay contest, we will continue with the theme of "How the Quality of Port Services Could be Improved", which is still relevant today.

May I encourage personnel from ports in developing countries to take advantage of these schemes.

## Trade Facilitation Comm. Reviews Award Criteria

At its meeting held in London on 30 October 1995, the Trade Facilitation Committee discussed, among other things, the future course of the IAPH Information Technology Award. The IAPH IT Award scheme was first introduced by the TFC in 1993. The idea is for IAPH to demonstrate its commitment and leadership in promoting the use of information technology in ports by presenting the award for the outstanding application of information technology in a port, as decided by a panel of judges. So far the Award scheme has been operated annually.

Based on the experience gained from the previous two competitions, the TFC reviewed some of the aspects of the Award scheme, and as a result the Committee has agreed that the competition should now be held every two years. In this connection the IT Award 1997 will be announced by the Committee as soon as the new conditions for entry have been finalized.

The Tokyo Head Office has recently received the minutes of



the TFC meeting from Mr. Ian Flanders of the PLA, who serves as Secretary to Mr. David Jeffery, Chief Executive, Port of London Authority, and Chairman of the IAPH Trade Facilitation Committee. The minutes are partly introduced in this issue.

## Kobe Report – One Year After the Quake the Port almost recovers its normal functions

The January-February issue of this journal last year began with the news of the Great Hanshin Earthquake which hit Kobe on the morning of 17 January. Moreover, our follow-up report on the damage situation appeared in the March Issue.

On the occasion of the 19th IAPH Conference held in Seattle last June, the participants were able to hear the presentations of Mr. Masaaki Eguchi, Director-General, Port of Kobe, on the state of reconstruction of the port facilities which had been damaged by the quake.

In this issue we are pleased to feature the latest situation concerning the Port of Kobe. Photographs appear on the front cover page, while a report on the year-long rehabilitation efforts at the Port of Kobe as well as the future prospects for the Port is carried in the "Open Forum" column.

# IAPH AWARD SCHEME ESSAY CONTEST 1996/1997

"How the quality of port services could be improved?"

Your answer could win you the Akiyama Prize,

A silver medal and US\$1,000 in cash

plus

An invitation, including traveling costs and hotel accommodation  
to attend the 20th World Ports Conference of IAPH, May 31 - June 6, 1997  
in London, U.K.

**IAPH invites entries for its 1996/1997 Award Scheme  
from those working at all levels  
in IAPH member ports/organizations in developing countries**

## Conditions for Entry to the IAPH Award Scheme 1996/1997

1. Suggestions regarding how the quality of port services could be improved should be presented in English, French or Spanish, typewritten, and submitted to the Secretary General, the International Association of Ports and Harbors. Kotohira Kaikan Building, 1-2-8, Toranomon, Minato-ku, Tokyo 105, Japan.
2. The Suggestions may cover marine, engineering or port operations services. Tangible benefits resulting from the changes should be quantified, together with the costs (if any) involved.
3. Entries may be made by individuals employed by IAPH member organizations, and should be the original work of the entrant. Those which are the result of official studies or otherwise sponsored projects will not be eligible.
  - 3.1 Entry texts should not exceed 20 pages excluding a reasonable number of appendices containing tables, graphs or drawings.
  - 3.2 The paper size must be A4 (21.0 x 29.7 cm).
  - 3.3 Regardless of language used (English, French or Spanish), the entry paper must be accompanied by a brief summary in English.
  - 3.4 Three (3) copies of the entry paper should be submitted to the IAPH Head Office at the above address.
4. Entries will be judged by a panel of experts appointed by the Chairman of the Committee on Human Resources (formerly called CIPD). The panel will give greater merit to papers identifying and evaluating specific improvements than to entries covering a wide range of improvements in general terms.
5. The First Prize for the winning entry will consist of:
  - 5.1 The Akiyama Prize (a silver medal plus US\$1,000 or the equivalent in local currency); and
  - 5.2 An invitation, including traveling costs and hotel accommodation, to attend the 20th World Ports Conference of IAPH, to be held from May 31 to June 6 in London, U.K.
6. In addition to the First Prize, Second, Third and Fourth Prizes of US\$500, US\$400, US\$300 will be awarded to the next best entries.
7. Additional prizes of US\$100 each will be awarded to any other entries judged by the panel to be of a sufficiently high standard.
8. A summary of the winning entry may be eligible for publication in the "Ports and Harbors" magazine.
9. At the decision of the panel, a bursary may be awarded to any one prize winner (subject to the agreement of the employer)
10. The closing date for receipt of entries is **30 September, 1996.**

# THE IAPH BURSARY SCHEME 1996

## Object

The object of the Scheme is to provide financial assistance towards the cost of sending selected applicants from IAPH member ports in developing countries on approved training courses overseas that are available in ports or port training institutes which are members of or affiliated with IAPH.

## The Bursary Award

Subject to the availability of funds, the maximum of ten (10) bursaries for each program year, not exceeding US\$3,500 each, may be awarded to such applicants who meet and satisfy the conditions for entry.

## Conditions for Entry

1. The applicant should not be older than 45 years of age and must have been employed at junior, middle or senior management level by an IAPH member port for at least three years.
2. The application must be submitted in accordance with the suggested format, accompanied by a brief description of how the proposed training would benefit the applicant and his/her port and by evidence that the applicant has been provisionally accepted for the proposed training course. To ensure the applicant is duly endorsed by his/her port, the application must be submitted by the port's chief executive officer on behalf of the applicant.
3. In estimating the costs to be incurred for the proposed training, the course/tuition fees, accommodation and subsistence should be quoted, **explicitly excluding international airfares or other forms of primary traveling costs.** If the estimated total cost exceeds US\$3,500, the port chief executive must submit a written statement that the balance shall be borne by the applicant's organization.
4. The application must be submitted at least 60 days before the commencement of the proposed training course. In this context, the applicant should be made aware of the time required for making the necessary arrangements for obtaining visas for foreign travel.
5. The final decision on awarding a bursary or not rests with the Chairman of the Committee on Human Resources. As soon as such a decision is made, the applicant will be informed of the result by the IAPH Secretary General through the chief executive officer of his/her port. At the same time, the Secretary General will take the necessary steps to disburse the approved funds from the Special Port Development Technical Assistance Fund, the remittance of which is to be made directly to the training institute involved. The recipient will be required to account for expenditures and to reimburse any monies not spent out of the bursary.
6. For the purpose of making this financial assistance available to as many applicants as possible, those who have already been awarded a bursary will in principle not be considered. For the same reason, the number of bursaries to be awarded to any member port will not be more than one (1) for each two-year period.
7. After completion of the training course, each recipient must submit to the IAPH Secretary General a report on his/her participation in the training within one month of the end of the course. These reports will be published in the magazine "Ports and Harbors".

## A SUGGESTED FORM OF APPLICATION FOR THE IAPH BURSARY SCHEME 1996

I, the undersigned, hereby submit for your consideration an application for

Mr./Mrs. \_\_\_\_\_  
Name of Applicant  
\_\_\_\_\_  
Job title  
\_\_\_\_\_  
Name of Port

who is an employee of this organization, together with supporting information on the applicant in accordance with the items stipulated below: -

- (1) Brief personal history (date of birth, etc.)
- (2) Brief employment history with the Port
- (3) Educational qualifications (Please also indicate whether the applicant is fluent in English, French or Spanish.)
- (4) Professional/technical qualifications
- (5) Previous overseas training courses attended, if any
- (6) Course for which application is being made (Specify nature of course, duration, and location of host port/institution.)
- (7) Amount of bursary for which application is being made (Particulars of expenses should be given in US dollars in support of the application.)

Course fees \_\_\_\_\_

Accommodation \_\_\_\_\_

Other Particulars \_\_\_\_\_

Total: US\$ \_\_\_\_\_

\_\_\_\_\_  
Chief Executive Officer

\_\_\_\_\_  
Name of Port

Note 1: A breakdown of the requested amount under item (7) has to be made in accordance with the information provided by the training course organizer.

Note 2: State any other source from which financial assistance is being sought or has been already granted, if any, for instance governmental, inter-governmental and lending institutions (UNCTAD, World Bank, etc.).

\*\*\*\*\*

Please send the application to:-

The Chairman, IAPH Committee on Human Resources  
c/o Secretary General, International Association of Ports and Harbors

Kotohira Kaikan Building, 1-2-8 Toranomon, Minato-ku, Tokyo 105, Japan,

Fax: +81-3-3580-0364, Telex: 2222516 IAPH J



# List of IAPH-affiliated training institutions

(\* involved with the IAPH Bursary Scheme in the period of 1976 to 1995)

## Europe/African region

Name of Institute	IAPH Affiliation	Contact Address
* IPER (Institute Portuaire du Havre), France	Port of Le Havre	Course Co-ordinator IPER 9, Rue Emile Zola 76087 Le Havre Cedex Fax: 35-41-2579
* Tempo (Technical & Managerial Port Assistance Office) the Netherlands	Port of Rotterdam	Rotterdam Municipal Port Management, TEMPO P.O. Box 6622 3002 AP Rotterdam Fax: 10-4778240
* IFEP (Institute de Formation & D'Echanges Portuaires), France	Port of Marseilles	IFEP Port Autonome de Marseille 23, Place de la Joliette B.P. 1965 13226 Marseille Cedex 02 Fax: 91-39-4500
Freeport Training Centre	Malta Freeport Corporation (IAPH Regular Member)	Head Freeport Training Centre Malta Freeport Corp. Ltd. Freeport Centre Port of Marsaxlokk Kalafrana - BBG 005 Malta Tel: (356)650200 Fax: (356)684814
* IHE (Int'l Institute for Infrastructural, Hydraulical and Environmental Engineering) the Netherlands	Associate Member	IHE P.O. Box 3015 2601 DA Delft Fax: 15-122921
* Dept of Maritime Studies & Int'l Transport, U.K.	Associate Member	Course Director Dept of Maritime Studies & Int'l Transport University of Wales College Cardiff P.O. Box 907 Cardiff CF1 3YP Fax: 222-874301
Antwerp Port Engineering & Consulting v.z.w. Belgium	Associate Member	Prof. G. Derkinderen Chairman Antwerp Port Engineering & Consulting v.z.w. Van Schoonbekeplein, 6 B-2000 Antwerp, Belgium Fax: 3-226-4899
International Port	Port of Aarhus	Int'l Port Development

Development

(IAPH Regular Member)

Port of Aarhus  
P.O. Box 130  
DK-8100 Aarhus C  
Denmark  
Fax: 86 12 76 62

Delft Univ. of Technology  
the Netherlands

Associate Member

Ir. K. d'Angremond  
Professor of Coastal  
Engineering  
Delft University of Technology  
Faculty of Civil  
Engineering  
P.O. Box 5048  
2600 GA Delft  
Fax : 015-785124

IMTA (Int'l Maritime  
Transport Academy)  
the Netherlands

Associate Member

Mr. P. Sollman, Director  
International Maritime  
Transport Academy  
Soerneg 31  
3088 GR Rotterdam  
Fax: 010-4761609

### **American Region**

#### **Name of Institute**

- \* IPPPM (Int'l Program  
for Port Planning &  
Management), U.S.A.

#### **IAPH affiliation**

Port of New Orleans

#### **Contact Address**

Director, IPPM  
c/o CUPA/LUTAC  
University of New Orleans  
New Orleans  
Louisiana 70148  
Fax: 504-286-6272

- \* World Trade Institute,  
U.S.A.

Port Authority of NY &  
NJ

Manager  
Int'l Training  
World Trade Institute  
One World TradeCenter-55W  
New York, N.Y. 10048

- \* MIT (Massachusetts  
Institute of Technology)  
U.S.A.

Associate Member

Ms. Carol Robinson  
Ocean Engineering  
Librarian  
M.I.T. Libraries  
James Madison Barker  
Engineering Library  
Room 10-500  
Cambridge, Mass. 02139  
Fax: 617-258-5623

### **Asian Region**

#### **Name of Institute**

- \* Singapore Port Institute  
Republic of Singapore

#### **IAPH affiliation**

Port of Singapore  
Authority

#### **Contact Address**

Training Manager  
Singapore Port Institute  
SPI Building  
2. Maritime Square  
Singapore 0409  
Fax: 274-0721

- \* NIPM (National Institute  
of Port Management)  
India

Associate Member

Mr. R. Gopal  
Director  
East Coast Road  
Uthandi, Madras 600 096  
Tlx: 041-21082 NIPM IN

# Trade Facilitation Comm. Meets in London

## Minutes of Meeting (30 October 1995)

### Present:

David Jeffery	(Chairman)
Marielle Stumm	(INRETS)
Leandre Amargos Torruella	(Barcelona)
Vasile Pistolea	(Constanza)
Assemian Kablankan	(Abidjan)
Alec Feehely	(Cork)
Paul Hanappe	(INRETS)
Keith Wicks	(PLA)
Ian Flanders	(PLA)

### Apologies received from:

Joseph Bayada  
Hans Ludwig-Beth  
Yoshikazu Kawasaki  
Rick Pearce  
John Hirst  
Kazunori Hosokawa  
Eric Lui  
Liang Ping

### 1. Agenda and Opening Remarks

The Chairman, David Jeffery, welcomed Committee members to the meeting and apologized for having to leave the meeting for a short period on other business. Keith Wicks was asked to take the chair. The agenda was revised to accommodate the Chairman's absence.

### 2. Reports to Committee

The minutes of the last meeting were accepted – Leandre Amargos pointed out he had not offered to find a TFC Committee member from China. (Agenda Item 3 Membership). No further comments arose from this agenda item.

### 3. Membership of TFC

Leandre Amargos is still pursuing a contact for South America. Minor amendments to the address list were made.

### 4. IAPH Information Technology Award

Keith Wicks outlined the history of the award and the 1994/95 situations as detailed in the paper he tabled which was followed by discussion. The main points to emerge being:-

- The Award should be made every two years.
- A small number of entries should result in a decision not to make the award.
- Entries should include a statement of the starting point of the development.
- Submissions could include presentation type information.
- The number of entries should be ascertained before categories are applied.
- The skills and global involvement of the judges should be considered
- Publicity via the magazine plus a poster should be adequate.

- Publicity should be given to all entrants, not just winners, to maximize publicity.

No award is to be made in 1996, the next award is to be at the time of the London Conference in 1997. Criteria and rules for the 1997 award are to be prepared by the Secretary and issued through the Tokyo office by mid 1996.

### 5. Information Model

Discussion of Joseph Bayada's proposed questionnaire resulted initially in proposed revisions but then more radical views including:-

- Is there a need or use for such information (IAPH members should be asked)?
- If 'Yes' – in what form should access be available (e.g. on paper, by E-Mail or by articles in IAPH magazine)
- Should it be held in a central or distributed database? Who would update/establish/maintain the database? each port?
- Input and maintenance would have to be defined and tightly controlled.

The secretary is to draft a revised questionnaire to seek the views of the IAPH membership to the fundamental questions posed by the meeting. Ideally this should comprise tick boxes. The draft will be distributed to TFC members for discussion at the next meeting.

### 6. Regional and EDI Developments

A report from John Hirst was tabled. As with other contributions, this will be passed to the IAPH for inclusion in a future issue of 'Ports and Harbours' magazine. Marielle Stumm reported that Marseilles had become involved in electronic messaging of container data – export and import manifests and associated messages to EDIFACT standards using the French guide from EDI Transport based on EDIMAN. Le Havre are pursuing messaging separately, but currently only for the Bill of Lading message. Work surrounding EDIMAN is being updated and Dunkirk are also looking at the use of messages. IF reported on the UK situation, where CUSDEC and CUSRES are in use for electronic messaging with the Customs CHIEF system. This is in conjunction with the community systems on a national scale BAPLIE messaging of Bay Plan data is also in wide use with UK container terminals.

Assemian Kablankan mentioned aspects of developments in the port of Abidjan. Maersk utilise their own system with the port acting as an interface - SYDAM is a Customs system under development where Customs are working with the port, supported by the World Bank. The Monitoring of UN/ECE developments by PLA on behalf of the IAPH was mentioned by KAW.

### London Conference

A promotional video relating to Agenda item 12 (1997 IAPH Conference) was then shown, followed by lunch,

during which the Chairman rejoined the meeting.

## **7. Training Requirements**

Discussion highlighted the following points:-

- Should the TFC be dealing with this subject?
- What particular aspects are relevant?
- Should the IAPH membership be approached?
- Should workshops on relevant subjects be attached to the Conference?
- Is it difficult for those requiring training to focus?
- How can the required skills be identified?
- Should the IAPH magazine have a regular training feature?
- Generally the training available is too expensive for the ports and countries that need it – should there be UN funding?

Discussion regarding possible re-inventing of the wheel and other aspects resulted in acceptance of the suggestion for a workshop to be run to identify training requirements. This should be pursued as soon as possible.

## **8. Involvement with other Organizations**

**8.1** The Chairman reported that the MIF EDI Panel which he had chaired had now been dissolved following publication of its final report. Residual work was to be incorporated under the MARIS initiative. MARIS was proposed by the G7 for development internationally but is now primarily being driven by the European Commission. They had made some attempts to consult the trade but now appeared to be driving it forward on their own. The outcome was awaited.

**8.2** KW provided the background to the John Raven document the basic problems are the availability of time and money. Involvement has to be tailored to the resources available. Connections exist with WP4, UNECE and the WCO. It was concluded that the paper should be dealt with by central IAPH. It was noted that the document had not been intended for circulation by its author who had now written to IAPH in Tokyo suggesting that greater representation of both sides was necessary. AF felt that the document was critical of the IAPH Executive.

MS provided details of the COST 330 project, its subject matter – telematics links – and the likely participants.

## **9. Customs Procedures**

**9.1&2** Considerable concern was voiced, by members, of the likely effect on their own local relationships with Customs and the political aspects. Problems in developing countries are quite different to those experienced (say) in the UK. Local agreements are necessary. VP said that Eastern Europe needs help in this area, Customs may be “all powerful” as in many developing countries. 85% of Government revenue comes from Customs in the Cote d’Ivoire.

The advances made in the UK Customs over the last ten years were mentioned where technology has aided a dramatic reduction in staff numbers. The UK has a charter

but such an arrangement would not be appropriate to many (especially Third World) countries. The following conclusions were reached:- TFC members to read documents and pass comments back to the Secretary.

The Chairman would then respond to IAPH for a supportive resolution.

The Chairman would then provide a paper to the Facilitation Division on the WCO document.

**9.3** IF reported the situation regarding new work between SITPRO and Customs on electronic signatures. These aspects are also being dealt with in France.

**9.4** Paul Scherre’s document regarding Customs systems, SOFI/ADEMAR, in Le Havre was distributed.

## **10. Electronic links between TFC members**

Jean Lesperance’s work on the Internet was discussed with particular regard to the distribution of TFC minutes. It would seem an appropriate use of E-Mail without too many technical difficulties. LA mentioned problems of access, especially in South America. The suggestion is to agree on an electronic exchange between those that require it, and that it should be an offered option. Experience and knowledge could then be passed back to all members as this is an area the TFC should be aware of. MS suggested the Internet E-Mail is ideal for Committee work, where security is not vital. The IAPH Secretariat (Tokyo) has stated that they intend to study possible use of the Internet. KAW referred to the Sea Trade Committee’s comments in Seattle. They have a remit to report to EXCO at the mid-term meeting (1996) on opportunities for IAPH on Internet, perhaps to be used for statistics. It was suggested that the Chairman should write to Lillian Borrone regarding this activity to avoid duplication of effort.

It was suggested that the PLA E-Mail address should be included in the minutes to allow recipients to communicate with the Secretary by this means.

(PLA Internet E-Mail address: port.of.london@dial.pipex.com).

## **11. Work Programme**

Nothing further was tabled. A suggestion from MS regarding creating a database of information systems and their pricing structures was not considered to be appropriate to the TFC. MS may prepare a proposal paper regarding the areas and specific information messages that are being sought.

## **12. 20th IAPH Conference, 1997 London**

Already covered at the lunch break.

## **13. Any Other Business**

The Chairman expanded on the current situation regarding Chairmanship of the TFC. Discussions are being progressed with Dominic Taddeo, hopefully with a resolution by the end of November. The Chairman expressed his intent to continue until a successor is appointed.



#### 14. Next Meeting

A date for the next meeting was not fixed as the changes to the Chairmanship will have a direct bearing on date and venue. It was noted that there is still an outstanding offer to host the TFC from Joseph Bayada (Cyprus).

The meeting closed at 1630 following confirmation of arrangements for the evening.

## IAPH Sea Trade Seminar Alegerciras (Spain) 25 to 27 February 1996

### Letter of Invitation from Vice-President Smagghe

Paris, 13/12/95

Re: Sea Trade Seminar : Alegerciras (Spain) Feb. 25/27, 1996

Dear Colleague,

As announced in "Ports and Harbours" No 9, November 1995, I am happy to confirm that the IAPH Sea Trade Seminar will take place in Algeciras (Spain), from Sunday 25 to Tuesday 27 in February 1996.

As you know, Mr Fernando Palao, President, Puertos del Estado, kindly offered to host this meeting which will be combined with the Africa/Europe IAPH Officers' annual meeting (which will take place on Monday, 26 February at 1630).

The technical content of the Sea Trade Seminar is being organized by Mrs. Lillian Borrone, Director of the Port/Commerce Department, Port Authority of New York & New Jersey, and we would be very happy if as many IAPH members from Africa/Europe Region as possible could attend this Seminar.

The main issues which will be discussed in this Seminar will be:

1. Trends in sea trade, including:
  - The world sea trade forecast
  - A panel discussion on trends in sea trade in Africa and Europe
  - A world sea trade forecast workshop
2. Trends in ship design, operation and logistics, including:
  - Trends in ship design: past, present and future
  - A panel discussion on industry trends and their effects on ports
3. Trends in port design including:
  - Port design in the next millenia
  - A workshop on trends in sea trade and its implication for ports

The list of speakers is not yet finalized at this time, but we can confirm that three speakers from the IAPH SEA-TAC meeting will contribute to this Sea Trade Seminar: Mr. Mike Zachary, Mr. Mike Sclar and Mr. Chris McKesson who were highly appreciated at Seattle, as well as African and European sea trade specialists.

We recommend that all attendees first meet in Madrid on February 25 and travel all together to Algeciras on the same day. Return to Madrid will be organized at the end of the Seminar, on Tuesday, February 27.

Puertos del Estado and the Port of Algeciras have been kind enough to offer all attendees transportation from Seville to Algeciras, social activities, several meals and material support for the conference including lecture rooms and translation services, so the fee will be limited to about US\$200 for each participant representing an IAPH member. Accommodation, breakfast and travel to Seville as well as other incidental expenses are not included.

A precise agenda with all details concerning this Sea Trade Seminar will be sent to you soon, but at this moment it is very important for you, to save February 25,26 and 27 in your 1996 schedule as well as in the schedule of all your concerned staff, so as to enable the first IAPH Seminar of this kind to be quite a success.

To help the organizers, we need to estimate the number of participants to the Seminar and we would appreciate if each member



#### SABAH PORTS AUTHORITY

LEMBAGA PELABUHAN-PELABUHAN SABAH

SPA Headquarters Building, Tanjung Lipat, Locked Bag 2005,  
88617 Kota Kinabalu, Sabah, Malaysia. Tel : 088-256155, 252140 (DL)  
Fax : 088-223036

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could send by return fax the attached sheet to the French Ports Association, UPACCIM, in Paris.  
Of course, your participation will be confirmed later by a formal registration form which will be forwarded to you afterwards.

Kind regards,

Jean SMAGGHE  
1st Vice-President

Attached: letter of intention for attendance

letter of intention for attendance  
to be returned by fax as soon as possible to:

The French Ports Association, UPACCIM  
Attention to : Miss Sylvie Pernotte and Mr Jacques Sublet  
Fax number : 33 1 47 64 13 35

-name of the Port or Company:

-anticipated number of participants at the Sea Trade Seminar

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P.O. Box 2007, Nicosia, Cyprus  
Telex: 2833 CYP CY, Fax: 2-365420, Tel: 2-450100

## IAPH Directory '96 to Members, Organizations

The 1996 edition of the IAPH Membership Directory was completed by the Tokyo Head Office and was sent to all members and related organizations late last year.

Effective from this edition, a new A4 size has been introduced. We hope the members will find the new format easier to use in identifying "who's who" in world ports.

Regrettably, however, as for the members whose updated entry forms failed to be returned to the Head Office by the deadline, it was only possible for the Secretariat staff to limit our reference to such members to the name and address of the organization only, with an asterisk (\*).

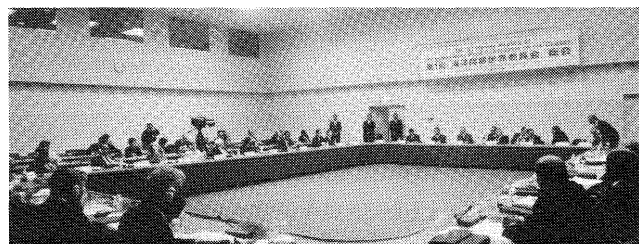
Efforts were made during the proofreading stage to incorporate as many alterations received after the closing date as possible. However, information which it was not possible to include in the Directory will be published in the "Membership Notes" column of the appropriate issue of "Ports and Harbors".

If IAPH members require more copies of the Directory, they can be obtained upon application to the Head Office.

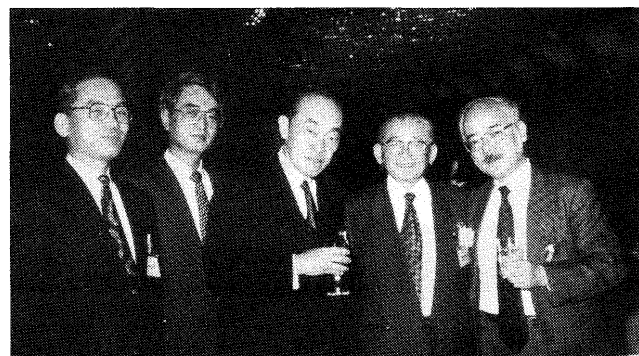
## World Commission on Oceans Held at UN Univ.

On Wednesday 13 December 1995, the first plenary meeting of the International World Commission on the Oceans (IWCO) was held in the auditorium of the United Nations University in Tokyo, presided over by H.E. Dr. Mario Soares, President of Portugal, as the chairman of the Commission. The delegates were welcomed by Mr. G. de Soza, Principal of the UN University as cosponsor and Governor Yukio Aoshima of Tokyo.

Mr. Noboru Takeshita, former prime minister of Japan, delivered a keynote speech as the supreme counselor of the Japanese



*First plenary meeting of the IWCO*



*Mr. N. Takeshita (2nd from right), Prof. T. Fuse (far left) and Mr. Kondoh (far right), at a welcome reception hosted by Nomura Securities.*

*(Pictures: Taken by Mr. Benjamin Lee and contributed by Intercom, Tokyo)*

Commission on the Oceans. Major attendees were: H.E. Mr. Kader Asmal, Minister of Water Affairs and Forestry, South Africa, Prof. Elizabeth Mann Borgese, Professor of Dalhousie University, Canada, H.E. Mr. Eduardo Faleiro, Minister of Chemical/Fertilizers and Ocean Development, India, H.E. Mr. Guido de Marco, Deputy Prime Minister and Minister of Foreign Affairs, Malta, Dr. Yoshio Suzuki, Nomura Research Institute and Japanese Commission on the Oceans, H.E. Mr. Jose Israel Vargas, Minister of Science and Technology, Brazil, and H.E. Ambassador Layashi Yaker, Chairperson of the International Ocean Institute (IOI) and former Executive Secretary of ECA.

IAPH, at the invitation of Prof. Tsutomu Fuse, Yokohama City University, an expert of international law, was represented by Mr. R. Kondoh.

## Visitors

On November 9, 1995, **Mr. Steve Rybicki**, Marketing Director, Saint Lawrence Seaway Development Corporation, US Department of Transportation (SLSDC), visited the Head Office to meet with Mr. R. Kondoh for an exchange of views on maritime trade and shipping in the Asian region with emphasis on the trade with the Great Lakes region. Also discussed and mutually observed was the increasing need for dialogue between the seaway and canal authorities and the maritime and the international sea ports forum involving IAPH. Mr. Rybicki was on a trade development mission to major trading partners in the region.



*Mr. Rybicki presenting a SLSDC flag to IAPH.*

On 13 November, **Mr. David R. Stephenson**, Sales Manager, **Call Thomson Ltd.**, a Norfolk, UK-based manufacturer of anti-pollution and safety marine breakway couplings, together with **Mr. Kazuhiro Kikuchi**, President, **MBC International**, lifetime member of IAPH from Japan, visited the Head office to meet Mr. R. Kondoh, Deputy Secretary General. The visitors exchanged views and information on the latest situation concerning oil spill prevention systems in the light of Call Thomson's unique position in this field.

On 14 November, **Mr. Norman Arikawa**, Chief Accountant, **Mr. Vahik Haddadian**, Electrical Engineer and **Ms. Tish Elliot**



*Mr. David Stephenson ( seated, right ) and Mr. K. Kikuchi ( standing, left )*



*Seated from left: Mr. Arikawa, Ms. Lorenzana and Mr. Haddadian. Standing: Kondoh and Takeda*

**Lorenzana**, Management Assistant, Port of Los Angeles, visited the Head Office, where they were welcomed by R. Kondoh and Kimiko Takeda. Mr. Arikawa was in Japan to acquaint his younger colleagues with the major ports in Japan, including Nagoya and Yokohama.

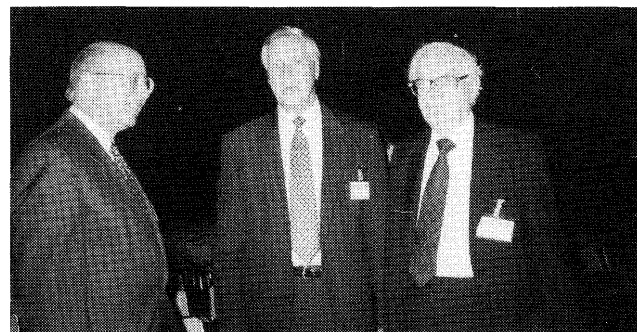
The 3rd APEC Customs and International Economy Symposium, attended by representatives of the customs authorities of 18 APEC nations and economies and some 600 delegates from resident business traders, carriers, shoppers, bankers, insurers and related business associations, was held from 9 to 11 November 1995, at the Asia Trade Center, Osaka, Japan, under the joint sponsorship of the Japanese Ministry of Finance and Japan Tariff Association, and under the cosponsorship of the City of Osaka, the Kansai Economic Federation and the Kansai Host Council for the Osaka APEC Meetings.

**Mr. J. W. Shaver**, Secretary General, World Customs Organization (WCO, the working name of CCC: Customs Cooperation Council, Brussels ) was the moderator of the concluding session on the theme "Cooperative relationship between customs and business community". Among other moderators representing the customs services of Indonesia, Japan, Hong Kong and the United States as well as the International Chamber of Commerce, **Mr. John Raven**, Secretary General, International Express Carrier Conference, former IAPH Reporter concerning CCC affairs, pointed out the urgent need to achieve concerted and more unified systems for customs services, with the enhanced participation of business circles.

Mr. R. Kondoh of IAPH attended the session and met with Mr. Shaver and Mr. Raven.



*Mr. J. Raven at the session.*



*Center: Mr. J.W. Shaver, Right: Mr. J. Raven*

## Results of ballast water survey

Following the interim report on the ballast water survey which we featured in the October 1995 issue of this journal, Captain Ian Baird, General Manager of Port Hedland, who is a member of the IAPH Committee on Marine Operations and the sponsor of the survey and drafter of the questionnaire, has recently compiled the results as of 27 November 1995. The report, which is reproduced below, was to be submitted to the joint meeting of the Marine Operations Committee and the Port Safety & Environment Committee held in Durban in early December 1995.

### IAPH Questionnaire on Ballast Water – Results

88 Member Ports have responded to the Ballast Water Survey Questionnaire.

**RE QUESTION 1:** ( How many ships entered your port last year?)

BREAK-UP BY SREGION	NO.OF PORTS	NO.OF SHIPS	
		COASTAL (CO)	OCEAN-GOING (OG)
Asia Pacific	18	336,233	79,085
Australia/New Zealand	6	1,833	4,968
Africa and Middle East	7	7,767	10,001
The Americas	13	65,596*	24,275
Europe	18	48,154	69,606

UK and Ireland	6	2,337	36,384
TOTAL	88	491,920	224,319

\*New Orleans 57,693

**RE QUESTIONS 2 & 3:** The questions regarding quantity of ballast loaded and discharged were answered by just over half the ports. Their tabulating the tonnages and comparing the results against the numbers of ships is inconclusive because of the disparity of size between coastal vessels and larger deep sea vessels.

However, the results are as follows:

AREA	NO. OF PORTS	NO. OF SHIPS		BALLAST	
		CO	OG	LOADED	DISCHARGED
Asia Pacific	5	80,750	58,613	20,389,000	1,538,254
Aust/NZ	6	298	3,224	535,000	65,105,000
Africa/Mid.E.	3	705	3,378	2,041,000	1,315,000
Americas	5	4,099	10,494	785,000	15,263,000
Europe	24	33,688	38,525	77,184,250	17,159,000
UK/Ireland	2	1,403	1,545	2,960,000	989,000
TOTAL	45	120,943	115,779	103,839,250	101,369,254

**RE QUESTION 4:** (Is your Flag State involved in ballast water management?)

	YES	NO
Asia/Pacific	2	16
Aust./NZ	5	1
Africa/Mid.E	1	6
Americas	4	9
Europe	1	37
UK/Ireland	0	6
TOTAL	13	75

**RE QUESTION 5:** ( Are you aware of any unwanted organisms which have been introduced into your port waters in recent years?)

	YES	NO
Asia/Pacific		18
Aust./NZ		6
Africa/Mid.E.		7
Americas		13
Europe	1	37
UK/Ireland		6
TOTAL	1	87

**RE QUESTION 6:** (What is the status of ballast water management practices to minimize the transaction of marine organisms at your Port?)

	IN PLACE	NOT IN PLACE
Asia/Pacific	2	16
Aust./NZ	5	1
Africa/Mid.E.	1	6
Americas	5	8
Europe	7	31
UK/Ireland	2	4
TOTAL	22	66

**RE QUESTION 7:** (Are you aware of any research which is taking place in testing of control of micro organisms in ballast water?)

	YES	NO
Asia/Pacific	0	18
Aust./NZ	2	4
Africa/Mid.E.	1	6
Americas	4	9
Europe	4	34
UK/Ireland	2	4
TOTAL	13	75

## Membership Notes:

### Changes

**The Chittagong Port Authority** [Regular] (Bangladesh)

Address: Bandar Bhaban, Chittagong 4100

Mailing Addressee: Capt. Zahiruddin Mahmood,  
Chairman (Acting)

Cable Address: POTASRAYA-CHITTAGONG

Telex: 66256 PORT BJ

Tel: 501108, 503721, 505021

Fax: 88-031-225593

Port under Administration: Ministry of Shipping,  
Gov. of the People's Republic of  
Bangladesh

Governing Body: Chittagong Port Authority

Chairman (Acting): Zahiruddin Mahmood

Members of the Board: Zahiruddin Mahmood (Operation);  
A.M.M. Shahadat Hossain  
(Finance); A.M.M. Shahjahan  
(Engineering & Development)

Secretary: A.N.M.A. Momin



**Indonesia Port Corporation II [Regular] (Indonesia)**

Address: Jalan Pasoso No.1, Tanjung Priok, Jakarta

Mailing Addressee: Mr. A. Harbani, Managing Director

Telex: 64082 PP II IA

Tel: (021) 4301080

Fax: (021) 491300, 495140, 4351419

Ports under Administration: Tanjung Priok, Teluk Bayur, Palembang, Panjang, Pontianak, Cirebon, Banten, Jambi and Bengkulu

**Commissioner, or Equivalent:**

Minister of Communications

Managing Director: A. Harbani

Director of Commercial: Herman Prayitno

Director of Finance: Thanthawi Hamid

Director of Personnel & General Affairs:

Sahlan Asnawi

Director of Technical: Suprihat

**Managers of the Port**

Port of Tanjung Priok: Harmani

Container Terminal of Tanjung Priok:

Amin Lihu

Port of Teluk Bayur: Supadi

Port of Palembang: Ike Fahturahman

Port of Panjang: Syamsi Parsan

Port of Pontianak: Hasmawansyah

Port of Cirebon: Faria Assegaf

Port of Banten: Adang Rachmat

Port of Jambi: Dimiyati Prayasmita

Port of Bengkulu: Suprpto

**Port Qasim Authority [Regular] (Pakistan)**

Address: Bin Qasim, Karachi - 75020

Mailing Address: Mr. M. Nawaz Tiwana, Chairman

Cable Address: "PORTQATY" Karachi

Telex: QASIM PK 2633

Tel: 7737601-20 (20 lines)

Fax: 7737639

Governing Body: Port Qasim Authority

Chairman: M. Nawaz Tiwana

Member (Planning &amp; Development):

Abdul Sattar Dero

Member (Technical): Brigd. Salahuddin

Member (Administration): Tauqir Ahmad

Member (Finance): Syed Muzaffar Ali Shah Jilani

Member (Operations): Shahid Iqbal

**General Manager (Operations):**

M. Mohsin Khan

Secretary of the Board: Afsar Din Talpur

Dy. General Manager (Marketing):

Jamil A. Siddiqui

**OBITUARY****Mr. Tsuboi, Founder Honorary Member**

Mr. Gengo Tsuboi, a Founder Honorary Member of IAPH, passed away at 87 on April 23, 1995 in Tokyo. However, it was only late in November that the news concerning Mr. Tsuboi reached the IAPH Head Office due to the fact that his death had been kept secret until 23 November, six months after the day he actually passed away, in accordance with Mr. Tsuboi's will.

Mr. Tsuboi, a former Chief of the Secretariat to the Transport Minister, Japan, was actively involved in the work of IAPH from the early days of our Association throughout the period leading up to the 25th anniversary conference of IAPH held in Nagoya in 1981. He served as an Exco member (1967-1981) and on the other committees, including the Committees on Large Ship, Finance and the Constitution and By laws. Furthermore, as a resident member, he supported the activities of the Head Office and endeavored to integrate the Association with the Japanese maritime community. Mr. Tsuboi was one of the regular participants of IAPH gatherings, starting from the 3rd Conference in 1963 in New Orleans until the 12th in Nagoya in 1981 where, along with 12 other individuals, he received the silver jubilee commendation from the Association for his meritorious service towards the development of IAPH.

According to an article appearing in the Daily Nikkei of 23 November 1995, which was run by the 17 maritime-related organizations, including the IAPH Foundation and the Japanese Shipowners' Association, on which Mr. Tsuboi served in his various capacities over the years, his funeral was held by his family members alone in Osaka, Mr. Tsuboi's hometown, following his departure six months ago.

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# OPEN FORUM

## Promotion of Port Management

– Reconstruction of the Port of Kobe during the Past Year,  
and the Port's Future Prospects –



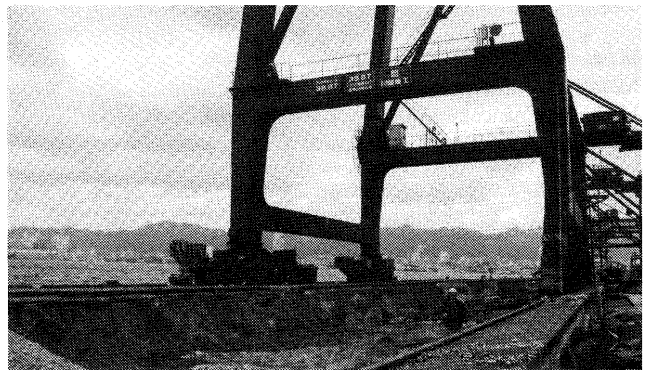
*Opening of the temporary wharf on 13 November 1995*

**By Masaaki Eguchi**  
Director General  
Port and Harbor Bureau  
City of Kobe

### **1. Impact of the Earthquake and Emergency Responses**

In the early morning of January 17, 1995, the Port of Kobe suffered great damage from an earthquake that struck the southern part of Hyogo Prefecture. The disaster halted all functions of the Port, a leading port to Japan's international trade. In the Port district, which extends 20 km from east to west, most of the 116 km coastline was damaged, as were 239 large berths and over 23 km of small wharves. The earthquake also destroyed a majority of transit sheds, cargo handling machines and private warehouse facilities. In particular, all 35 container berths, which had handled 70% of foreign trade cargo, became unusable. In addition, most transportation facilities connecting the Port with downtown Kobe were cut off.

Immediately after the earthquake, the Port and Harbor Bureau commenced the emergency reconstruction of bridges and quays, so as to transport emergency supplies and provide marine routes as alternatives to destroyed land transportation systems.



*(A week after the quake)*

Emergency reconstruction began with the facilities that had suffered relatively little damage and therefore were easy to restore as well as facilities of urgent necessity.

To discuss various Port reconstruction problems, the Kobe Port Liaison Conference was established soon after the disaster. Its members, consisting of representatives of port-related organizations, industries and labor unions, have been discussing various relevant issues since then.

Also, to determine plans to revive the Port of Kobe to its position as a leading international trade port in Japan, the Port of Kobe

Reconstruction Committee was formed, involving opinion leaders, port-related individuals and the representatives of administrative organizations as its members. At the end of April 1995, the Committee prepared a report, the essence of which was incorporated in the Kobe City Reconstruction Plan. In addition, the Kobe Port Redevelopment Plan (a long-term project targeting the year 2005), which includes Rokko Island South Project, was revised.

## 2. Reconstruction Process

There are three steps in the reconstruction process: emergency reconstruction, provisional reconstruction and full-scale reconstruction. At this moment, most facilities of the Port are in the final stage of provisional reconstruction and are proceeding to full-scale reconstruction. With regard to a few ferry berths and conventional berths, full-scale reconstruction has already finished and service has begun.

To ensure the early resumption and continuous operation of port facilities, the Port of Kobe decided to resume service at the temporarily reconstructed portions while fully reconstructing the remaining portions. By this method (so called "by-turn reconstruction"), the Port will recover its functions approximately two years after the disaster. Details of the reconstruction process are as follows:

- ① The portions that had suffered relatively little damage were first reconstructed temporarily to enable the prompt resumption of a provisional service for shipping companies.
- ② During the provisional service, the remaining portions are being fully reconstructed. After the completion of reconstruction, which is scheduled by the end of fiscal 1995 (March 31, 1996), service will resume in the newly reconstructed portions.
- ③ During fiscal 1996, the portion temporarily open will be fully reconstructed. By the end of fiscal 1996 (March 31, 1997), the entire Port will be fully reconstructed.

The Port of Kobe reconstruction expenses are estimated at approximately 560 billion yen, of which 390 billion yen will be

provided by the national government.

On April 11, 1995, port workers and terminal operators concluded a temporary agreement for around-the-clock container handling service and gate operation (including Sundays and national holidays) at the container terminals. The aims of this agreement were to secure their effective utilization of a limited numbers of usable facilities and the employment of port workers.

## 3. Current Conditions of the Port

Listed below are the data indicating the conditions of the Port as of December 1, 1995:

- (1) Number of liner services: 154 services, 77% of the 201 services before the earthquake
- (2) Number of container handling berths and gantry cranes in operation
  - ① Container berths of Kobe Port Terminal Corporation
 

Port Island	3 berths (PC-2, 4, 7)	(7 gantry cranes)
Rokko Island	3 berths (RC-2, 4, 7)	(9 gantry cranes)
  - ② Public container berths
 

Maya Piers	1 berth (QR berth)	(3 gantry cranes)
Port Island	1 berth (P1-D berth)	(2 gantry cranes)
Rokko Island	1 berth (S-BC berth on temporary wharf)	(2 gantry cranes)
  - ③ Multi-purpose public berths
 

Rokko Island	2 berths (X berth)	(3 gantry cranes)
	(L-1 berth)	(2 gantry cranes)
- 1) Total
- 2) 11 berths
- 3) (35 berths before the earthquake)
- 4) 28 gantry cranes
- 5) (55 gantry cranes before the earthquake)
- (3) Container throughput (TEU base; total cargo handled at the berths listed above)



*A gigantic floating crane lifts a gantry crane and puts it back on the rails after it has been repaired.*

Volume handled in November: 70.8%, compared with the same month last year

- (4) Number of container ships arriving (total number of ships using the berths listed above)

Number of ships in November: 79.2%, compared with the same month last year

- (5) Exports and imports in October (Source: Kobe Customs)

① Exports: 327.3 billion yen (82.3%, compared with the same month last year)

② Imports: 193.2 billion yen (85.1%, compared with the same month last year)

- (6) Operation of ferry berths

Full-scale operation

Higashi Kobe Ferry Terminal Nos 3 and 4: bound for Shikoku 19 trips/day

Rokko Island (Kobe Port Terminal Corporation) Ferry Terminal No. 2: bound for Shikoku and Kyushu 3 trips/day

Provisional operation

Public wharf (Takahama Wharf A): bound for Awaji Island 5 trips/day

Private wharf (Suma Port): bound for Awaji Island 52 trips/day

- (7) Access roads

Hanshin Expressway

No. 5 Bay Route: open between Osaka City and Rokko Island

No. 3 Kobe Line: scheduled to reopen in mid February 1996 between Maya and Kyobashi; entire line will reopen at end of 1996

Harbor Highway

Reopened on November 1, 1995 between Rokko Island and Maya Piers; entire line will reopen at end of August 1996

#### 4. The Port of Kobe Reconstruction Plan

In February 1995, the Port Council authorized a new "Kobe Port Development Plan" targeting the year 2005. Based on this plan, the process of making a separate reconstruction plan was immediately commenced, incorporating lessons from the earthquake and reflecting the post-earthquake situation of the Port. To this end, the Port of Kobe Reconstruction Committee was established on February 12, 1995. The report of this Committee, released at the end of April 1995, is outlined below.

- (1) Basic policies

- ① To aim at the construction of new port facilities for the 21st century, based on the Kobe Port Development Plan, by overcoming the damage of the earthquake
- ② To promote the early revitalization of the Port by intensive investment with priority going to areas of greatest need
- ③ To aim at the construction of an "Anti-disaster Port," as part of an "Anti-disaster City Project"
- ④ To benefit reconstruction of the City through the Port of Kobe Reconstruction Plan

- (2) Structure

- ① Short-term reconstruction plan

The plan, emphasizing the early recovery of port functions, is designed to reconstruct the Port within two years.

- ② Mid- and long-term reconstruction plan

The mid- and long-term plan is based on the Kobe Port

Redevelopment Plan.

Reflecting the post-quake situation of the port, the Plan incorporates various anti-disaster measures by taking lessons from the earthquake.

- (3) Features

- ① Creation of the "Asian Hub Port for the 21st Century" by overcoming the earthquake

- Construction of advanced port facilities-deep-water high-standard container terminals and berths for "techno super liners"
- Reinforcement of transship functions – introduction of high performance container cranes, and securing spacious container yards
- Improvement of berths for international ferry lines
- Promotion of change in transport mode – construction of domestic feeder berths and rearrangement of domestic trade facilities to improve efficiency
- Reinforcement of road networks – undersea tunnels between downtown and Port Island, Harbor Highway Sumiyoshi-hamawatari line, etc.

- ② Creation of an "anti-disaster port"

- Construction of earthquake-resistant quays and reinforcement of the earthquake-resistance of port facilities located behind berths, such as sheds and storehouses
- Construction of alternative traffic routes – the construction of multiple-access routes, including undersea tunnels
- Construction of emergency bases (with storehouses for emergency supplies and space for refugees) – establishment of emergency response systems

- ③ Redevelopment of the Port

- Construction of more spacious wharves by filling in space between existing wharves
- Reinforcement of international competitiveness – introduction of state-of-the-art cargo handling equipment, and computerization of information systems
- Improvement of the Port environment – improvement of amenities, landscaping and construction of green zones

- ④ Coordination of Port development with urban reconstruction

- Using huge volume of debris and rubble from urban districts for reclamation of the Port
- Contribution to the reconstruction of the City through revision of the land sale plans for Port Island 2nd Stage and Rokko Island

#### 5. Promotion of the Port of Kobe

To encourage the return of cargo and shipping companies that turned to other ports after the disaster, port facility charges have been reduced or eliminated. Also, information is being offered to shippers and shipping companies concerning port facility reconstruction progress, to ease concerns about the impact of the disaster.

Promotional activities targeting both domestic and overseas users of the Port include the organization of meetings to explain the progress of reconstruction to shippers' organizations, the dispatch of promotional missions to Kobe's hinterland, domestic sales activities via the Tokyo Office and by visiting enterprises in Japan, as well as overseas promotional activities through port agencies, dispatching sales missions to Korea, China, Taiwan, Hong Kong and Singapore, and contributing articles and photographs to overseas industrial journals and newspapers.



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# **International Maritime Information**

# **WORLD PORT NEWS**

## **UNCTAD: Intergov't Group of Port Experts**

The purpose of this meeting of the Intergovernmental Group of Experts on Ports is to assess the progress made in implementing the work programme, to review any new or outstanding issues in the fields of port efficiency, modernization and development and to make recommendations to the Committee. Readers may recall that the conclusions and recommendations of the meeting of port experts of 1993 called for a series of studies and activities and were endorsed by the Standing Committee on Services (Shipping). The latter also agreed with the suggestion that the review could be better made by the port experts themselves.

Accordingly, at this meeting the group will review the following four reports: (i) strategic port pricing, (ii) comparative analysis of deregulation, commercialization and privatization of ports, (iii) potentialities for port cooperation and (iv) financing port development. The meeting is scheduled to take place in Geneva from 18-22 March 1996.

The group of port experts may also wish to consider ways and means for putting the considerable research already done into policy seminars so that more ports could benefit in a more direct way from the information. A Plan of Action for the rest of the decade with the priority items could be prepared. (*Ports Newsletter*)

## **RECENT UNCTAD PORTS STUDIES**

### **Comparative analysis of deregulation, commercialization and privatization of (UNCTAD/SDD/PORT/3)**

Port institutional restructuring can range from modernization of management to complete privatization, but the overall objective is to make port management market-oriented and thus enable it to satisfy its clients' needs. This study analyses the reasons for port institutional restructuring, the measures for institutional reform

and the conditions for implementation. It assesses the port's environment and identifies the measures needed. It also analyses the implementation, control and adjustment of restructuring measures.

It starts by analyzing the objective of port reforms and then reviews the various reform methods and their interrelation. This is carried out by classifying the port reform process undertaken by several countries under four categories. The first one is the managerial approach where the case of Casablanca (Morocco) is used as an illustration. The port reforms of China, Chile and UK are classified under the heading of deregulation. The case of New Zealand is the example of commercialization. Finally the cases of Malaysia and the UK are put forward as examples of privatization. Interestingly, there is not a clear cut division between these categories, and in many cases port reform in a country has features that makes it possible to fit into one or two categories.

The next chapter deals with the conditions for reforms and refers also to cases where it could not be implemented. The overall environment (political, economic and labour aspects) in which the port operates is assessed and suggestions for devising a suitable strategy are put forward. Finally, it is explained that the process needs monitoring in its implementation, particularly when adjustments are required. Labour relations are a key factor and a high degree of transparency is required for both personnel and financial matters. Successful reform is normally accomplished by a gradual step-by-step approach.

### **Financing port development (under preparation UNCTAD/SDD/PORT/4)**

This study addresses the main issues that port authorities and governments face in financing port capital investment. With the growth in trade, particularly in containerized trade, new special purpose facilities are required and financing this development is a major challenge facing the port industry. Restructuring is opening up opportunities for commercial investment in ports as state and municipal funds for port development are being cut back. The

study reviews the various institutional frameworks of ports and how port regulations can effect investment. The study will also discuss the financial objectives of port investment, the evaluation of assets, the availability of capital funding and finally financial control and evaluation.

### **Potentialities for regional port cooperation (under preparation UNCTAD/SDD/PORT/5)**

This study is an update of past studies carried out by the secretariat in this field and was requested at the last meeting of the Intergovernmental Group of Experts on Ports. Cooperation of a commercial nature is taking place in most ports, among port authorities, port operators and port users that is benefiting the development of the international transport network. Cooperation between port authorities is carried out through their professional associations and they have developed industry standards as well as taking steps to enforce international standards. Training is another activity where cooperation is well developed and a good example is UNCTAD's Trainmar programme which involves many port authorities.

## **Seminar at IHE - Delft On Port Management**

From May 7 - June 14, 1996, the 32nd International Seminar on Port Management will be held at the International Institute for Infrastructural, Hydraulic and Environmental Engineering (IHE) in Delft, The Netherlands. The Seminar is organized in close cooperation with the Rotterdam Municipal Port Management and the Amsterdam Municipal Port Management.

Observation periods in the ports of Amsterdam and Rotterdam are part of the programme. Visits to IHC Holland and Damen Shipyards are programmed. Furthermore a one-week study-tour to port in Belgium (Antwerp, Gent, Zeebrugge), France (Calais, Eurotunnel terminal, Paris) and the United Kingdom (London, Felixstowe) is included.



The 'theoretical' part at IHE-Delft comprises a.o.:

- One-day seminar on Intermodal Transport and the Role of the Port
- One-day seminar on Port Privatization
- Two-day workshop Europort Management Simulation
- Three-day Workshop on Resource Control Management
- Lectures on Port Administration, Port Management, Aspects of Containerization, Environmental Aspects, Port Planning, Human Resources etc. etc.
- Participants statements

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## Seaborne Trade: Highest Growth Since 1990

World seaborne trade continued to expand in 1994 for the ninth consecutive year to 4.5 billion metric tons, according to the *UNCTAD Review of Maritime Transport, 1994* (164 pages) just published. The annual rate of change accelerated to 3.0 per cent from 2.6 per cent in 1993 and was the highest since 1990. The expansion of seaborne trade in 1994 reflects an upward trend in key indicators such as world GDP (up 3.1 per cent over 1993), the rise of 4.4 per cent in the total OECD industrial production index and the remarkable increase in the growth rate of world merchandise exports by volume to 9.0 per cent, more than double the 1993 rate.

Preliminary data for 1995 indicate that the growth rate of world seaborne trade will maintain its current momentum. The expected rate of growth of nearly 3 per cent in 1995 would result in a trade volume of nearly 4.6 billion tons.

The *Review* identifies the main developments in world maritime transport and provides an analysis of statistical data, with an emphasis on maritime activities of develop-

ing countries.

In terms of regional distribution of seaborne trade, developing countries expanded their share of both oil and dry cargoes for the fourth consecutive year to 50.8 per cent of cargo loaded, but suffered a slight decrease to 26.8 per cent of cargo unloaded. Within this group the share of African economies in world seaborne trade has been deteriorating, a further reflection of the marginalization of the continent, while the expansion of Asian economies continues. Developed market-economy countries increased their share of all goods loaded to 43.2 per cent and to 67.9 per cent of those unloaded.

## TOVALOP, CRISTAL Pacts to Discontinue

TOVALOP and CRISTAL, the two voluntary agreements funded by the tanker and oil industries, will not be renewed when their present terms end in February, 1997, having now served their purpose. The two agreements came into force in the wake of the *Torrey Canyon* spill in 1967 when tanker owners and oil companies took the decision voluntarily to ensure the availability of adequate compensation for oil spill damage, pending the widespread international application of a legal structure governing such compensation.

Over the years, the relevance of the interim TOVALOP and CRISTAL agreements has progressively eroded, as countries around the world have embraced the international legal system for compensation which was agreed under the auspices of the International Maritime Organization – namely, the Civil Liability Convention of 1969 and the Fund Convention of 1971. The decision to discontinue TOVALOP and CRISTAL reflects the rapid growth in the acceptance by maritime States of these two Conventions and of the 1992 Protocols thereto, which offer oil spill damage claimants significant advantages over the voluntary agreements. The continued existence of the voluntary agreements could slow progress by acting as a disincentive to States which have not yet ratified these Protocols.

By ratifying the Protocols, States can assure themselves of the availability of compensation, since tanker owners and oil companies will be legally liable to meet the costs, whereas under the TOVALOP and CRISTAL voluntary agreements, compensation is dependent upon whether or

not the tanker owner and cargo owner concerned are parties to the agreements. The Protocols, moreover, provide substantially more compensation – up to about US\$210 million per incident – than is currently available under TOVALOP and CRISTAL or under the original Civil Liability and Fund Conventions.

The Directors of the International Tanker Owners Pollution Federation (ITOPF – the organisation that administers TOVALOP) and of Cristal Limited believe it no longer makes sense to have two sets of regimes working in parallel, particularly when the Protocols – the money for which comes from tanker owners and oil companies – offer claimants so much more. And, although they expect to pay substantially more by way of oil spill compensation than under TAVALOP and CRISTAL and the existing Conventions, nevertheless they strongly support the international uniform system of strict liability provided by the Protocols.

The decision to discontinue TOVALOP and CRISTAL in 1997 means that States which have yet to ratify the 1992 Protocols now have a full 15 months in which to do so. During this period, both ITOPF and CRISTAL will be taking every opportunity to encourage States to ratify the 1992 Protocols and will be seeking to provide advice and assistance to governments, both directly and through their respective members. This has been welcomed by the International Maritime Organization and the International Oil Pollution Compensation Fund.

The discontinuation of TOVALOP will not affect the provision of technical services in the field of oil spill response by ITOPF, since the organization's future funding by the world's tanker owners is assured.

## Transmed Conference in Cyprus on March 13-14

Limassol, Cyprus will be the venue for the fourth Transmed Conference and Exhibition to take place on March 13-14, 1996. The Transmed event comprises a two day industry conference and exhibition focused on the development of liner shipping and interfacing freight service and port requirements in the Mediterranean region.

Transmed 96 is officially endorsed by the Cyprus Minister of Communications and Works Mr. Adamos Adamides and has the official support of the Cyprus Shipping

Association and the Cyprus Shipping Council (C.S.C.).

The Cyprus Ports Authority (CPA) is the host and the main sponsor for the event and accordingly is working with the conference and exhibition organisers, PDI Conferences, on key areas of the development of the Transmed Conference programme, marketing, organisation etc.

Former Transmed Conferences and Exhibitions have been held in Venice, Italy, Barcelona, Spain and Athens, Greece. Typical delegates to the Conference comprise:

- Liner Operators
- Feeder Service Operators
- Shipping Agents
- Freight Forwarders
- Port Authorities
- Terminal Operators
- Government Authorities
- Consultants
- Marine Service Providers
- Equipment Suppliers

The Conference will take place at a particularly strategic time in the evolution of liner shipping operations – mega consortia, bigger vessels, new port capacity and performance and service requirements will all have an impact and form the basis for in-depth discussion at the Conference. The Exhibition will feature a comprehensive array of services and products, vital to the development of efficient transportation and cargo handling services.

The Transmed Conference and Exhibition is an essential meeting place for all parties interested in consolidating and expanding market share in the Mediterranean shipping business up to 2000 and beyond.

For more information please contact the Marketing and Public Relations Services, Cyprus Ports Authority.

## New Publications

### Market Prospects for American Containerisation

#### Growth, Reform and Opportunities in the Americas

Container markets in the Americas currently offer considerable investment opportunities. Most of the established US and Canadian container ports are enjoying significant and sustained growth in con-

tainer volumes, with intermodalism contributing strongly in its growing maturity. Further growth in port throughput is expected to be steady, although differences between various port ranges will continue. The introduction of larger vessels – 6000TEU+ – will have far-reaching effects, as the development of the Far East-North America East Coast via Suez trades is accelerated: this will produce a complex interplay with the increasingly dynamic intermodal sector serving the Far East via the North American West Coast.

Of equal significance have been the accelerating deregulation and privatisation in the Central and South American markets. With the establishment of NAFTA and further moves to integrate regional economies, the scope for economic development is now better than for many years. Container port demand and infrastructural needs are rising sharply.

The rapid integration of the major inter-American trades will have considerable implications for the structure of container port and shipping demand, as increased emphasis is placed on transshipment hubs to rationalise shipping itineraries.

A new study by Ocean Shipping Consultants provides a comprehensive appraisal of all these issues and markets. The outlook for each major port range is evaluated in detail and its relative position analysed. The relationship between GDP growth and the expansion of port container throughput is explored and methodology established for forecasting future container volumes.

The following summarises some of the main findings of the report.

- \* Container volumes at ports in the Americas increased by 285 per cent to 27.9m TEU over 1975-94. This compares with 590 per cent growth for the world market over the same period.
- \* North America accounts for 73 per cent of the total American throughput, but the newly containerising nations of Latin America and the Caribbean have raised their share from 4 per cent in 1975 to 27 per cent in 1994.
- \* Total throughput is forecast to expand by between 38-47 per cent to 2000, depending on the economic growth scenario. By 2010, aggregate throughput is forecast to reach 91m TEU in the Case 1 scenario or 66m TEU in Case 2.
- \* Container throughput at the North American ports nearly tripled over 1975-94 to 20m TEU. The expansion of container volumes has been strongest on the Atlantic South and Pacific port

ranges. The longer established Atlantic North ports have developed more slowly. On the west coast, growth has been generated primarily from the growing transpacific trades and the development of intermodal transport, which has extended the hinterlands of west coast ports into the US Mid-West and as far as the east coast. By contrast, the impressive rise of volumes on the Atlantic South range has been based primarily on the rapid growth of regional economies.

- \* The development of double-stack trains has played an important role in boosting intermodalism. Over 1986-94, double-stack rail capacity serving the international trade through the Pacific seaboard increased by 381 per cent to 3.29m TEU.
- \* Environmental constraints have had an increasing impact on the development of port capacity in recent years. The need to maintain harbour depths and continually deepen them to accommodate ever-increasing vessel sizes will keep the search for environmentally acceptable solutions to the disposal of dredge spoil at the top of the agenda for many ports.
- \* Under Case 1 conditions, total throughput at North American ports is forecast to rise by 37 per cent to 2000 and by 135 per cent to 48m TEU by 2010, with somewhat lower growth forecast for Case 2 to 42m TEU in 2010.
- \* Expansion will continue to be strongest on the Atlantic South range. Case 1 forecasts to 2000 are for a 61 per cent increase in container volumes for the Atlantic South range, 37 per cent for the Atlantic North, 36 per cent for the Pacific North, 30 per cent for the Pacific South and 28 per cent for the Gulf coast. This pattern of growth is forecast to continue broadly into the next century. The relative buoyancy of the transatlantic trades and the likely growth of Far East-North American east coast via Suez trades – as the emergence of 6,000 TEU vessels makes this routing more attractive – should bring about a reprieve from the relative decline of the Atlantic North range vis-a-vis the Pacific ports.
- \* Containerisation is at a relatively early stage of development in Central America and the Caribbean, although further advanced in the Caribbean. Container throughput at Caribbean and Central American ports expanded by 117 per cent to 5m TEU over 1984-94. 59 per cent of 1994 volumes were handled at Caribbean ports, the Central

### American Container Throughput by Port Ranges 1984/94

thousand TEUs	1984	per cent	1994	per cent
<b>North America</b>				
Pacific South	3,310.3	22.3	7,328.4	26.3
Pacific North	1,703.7	11.5	3,626.3	13.0
Atlantic N./St.L	4,506.8	30.3	5,081.2	18.2
Atlantic South	1,259.9	8.5	3,085.5	11.1
Gulf Coast	884.8	6.0	1,192.6	4.3
Total	11,665.5	78.5	20,314.0	72.8
<b>Caribbean/Central America</b>				
Caribbean	1,596.8	10.7	2,961.0	10.6
Atlantic	647.7	4.4	1,876.3	6.7
Pacific	78.9	0.5	209.9	0.8
Total	2,323.4	15.6	5,047.2	18.1
<b>South America</b>				
Pacific	264.2	1.8	1,007.6	3.6
Atlantic	616.6	4.1	1,529.2	5.5
Total	880.8	5.9	2,536.8	9.1
Total	14,896.7	100.0	27,898.0	100.0

Figures may not sum exactly due to rounding

Source: Ocean Shipping Consultants Ltd.

### Forecast American Container Port Demand to 2010

million TEUs	North America		Caribbean/Central America		South America		Total	
1994	20.31		5.05		2.54		27.90	
	Case 1	Case 2	Case 1	Case 2	Case 1	Case 2	Case 1	Case 2
1995	21.58	21.58	5.20	5.15	2.79	2.77	29.57	29.50
1996	22.57	22.57	5.62	5.52	3.11	3.05	31.30	31.14
1997	23.80	23.58	6.17	5.95	3.46	3.28	33.43	32.81
1998	25.09	24.64	6.77	6.42	3.86	3.52	35.72	34.58
1999	26.46	25.74	7.43	6.92	4.30	3.78	38.19	36.44
2000	27.92	26.90	8.16	7.47	4.78	4.07	40.86	38.44
2001	29.42	28.09	8.97	8.06	5.28	4.37	43.67	40.52
2002	31.01	29.33	9.83	8.67	5.84	4.70	46.68	42.70
2003	32.70	30.63	10.77	9.34	6.45	5.06	49.92	45.03
2004	34.48	31.99	11.81	10.06	7.13	5.44	53.42	47.49
2005	36.37	33.42	12.94	10.83	7.88	5.85	57.19	50.10
2010	47.68	41.69	20.52	15.69	12.99	8.42	81.19	65.80

Source: Ocean Shipping Consultants Ltd

American Atlantic range accounted for 37 per cent and the embryonic Central American Pacific range for 4 per cent.

- \* In the Caribbean, San Juan has enjoyed the major role in the development of trades with the US, Kingston has served as the principal regional transshipment hub. Other ports have played an increasing part in these trades (notably Rio Haina), or hope to do so when pre-

sent container terminal investments are completed (notably Freeport and Fort de France). Smaller ports also have plans, though on a smaller scale.

- \* In Central America, the potential for major containerisation has been brought closer to realisation by the privatisation of ports or port services in Colombia, Venezuela and, latterly, Mexico. This is facilitating the investment in container-

handling capacity needed to service containerships efficiently. The completion of a major container terminal at Manzanillo in Panama is raising this country's profile in the regional transshipment trades.

- \* Case 1 forecasts for the region are for a 62 per cent rise in container volumes to 2000 and growth to 20.5m TEU by 2010. Case 2 promises 48 per cent growth to 2000 and throughput of 15.7m by 2010. Expansion is very dependent on the pace of economic development in North America, which will provide much of the market for containerised goods and investment capital for container-handling facilities.
- \* The more established Caribbean ports are expected to generate growth of 68 per cent to 2000 in Case 1, with Central America's Atlantic range contributing 47 per cent growth, its Pacific range 110 per cent. Somewhat lower forecasts apply for Case 2.
- \* Lack of investment has been a major brake on containerisation in South America which, despite this, has increased container volumes at its ports by 188 per cent to 2.54m TEU over 1984-94.
- \* The Atlantic seaboard generated 60 per cent of 1994 throughput, mainly from ports in Brazil and Argentina. Chile is the main source of port traffic on the Pacific coast.
- \* Much improved GDP growth, more responsible economic management, deregulation and port service privatisation are beginning to provide the climate and means by which investment in container terminals and increased container volumes can be achieved. However, major problems of inefficiency and bureaucracy remain, especially in Brazil. There is also a need for massive infrastructural investment, to support the increasing liberalisation of trade with roads, rail and inland waterways.
- \* In Case 1, the Atlantic ports are forecast to generate container throughput growth of 82 per cent to 2000 and achieve an aggregate of 7.5m TEU by 2010. The expansion for the Pacific range is forecast at 97 per cent to 2000, with 2010 throughput put at 5.5m TEU. Case 2 would provide 2010 container volumes of 4.5m TEU and 3.9m TEU for the eastern and western seabords respectively.

### Provision and Utilisation of Container Port Facilities

- \* In North America, the aggregate length

of quays devoted to container handling increased by 23 per cent to 89 km over 1986-94, the amount of container terminal space by 39 per cent to 4,716 hectares and the number of container gantry cranes by 55 per cent to 379. Average utilisation rates (productivity) have risen for all three, to 0.23m TEU per kilometre of quay, 4,300 TEU per hectare of terminal space and 0.05m TEU per gantry crane. The Pacific South range has performed most efficiently on these measures:

'000 TEUs	per km quay	container gantry
Pacific South	336.0	66.0
Pacific North	259.8	54.9
Atlantic North	188.1	39.4
Atlantic South	175.5	56.1
Gulf Coast	138.7	47.7

\* Container handling facilities at ports in the Caribbean and Central America have increased, but not as fast as container cargo volumes, with the result that the average throughput per kilometre of quay and per hectare of terminal area has risen. Whilst there has been a drift from usage of general cargo and multi-purpose berths to dedicated container berths, the rise in container volumes has forced further multi-purpose berths into use for handling containers. The chief means employed to relieve the pressure on ports has been to raise the number of container gantry cranes, which, in 1994, stood at 47 for the whole region.

\* South America is still heavily dependent on multi-purpose and general cargo terminals for handling containers and, in 1994, still had only 15 container gantry cranes for its entire coast. The lack of investment has raised throughput per unit of physical capacity way beyond the ability of specialised facilities to cope.

\* On present plans, most port ranges will face increasing capacity utilisation levels and will need to provide additional facilities.

#### Regional Container Shipping Trends

\* Vessels over 2,500 TEU make up 47 per cent of global fully cellular capacity and 63 per cent of capacity on order. Containerships over 4,000 TEU, which did not exist until a few years ago, account for 43 per cent of the current orderbook. The number of vessels over 5,000 TEU is also increasing and the appearance of the first vessels over 6,000 TEU is foreseen in the late 1990s.

\* Developed capacity and trade volumes have mounted on both the Transpacific and North Atlantic trades, but capacity has grown faster, creating a situation of worsening over-supply, especially on westbound transpacific hauls.

\* Leading container carriers have been combining in increasingly wide-ranging vessel-sharing agreements. Three major global alliances are due to come into operation in 1996, comprising: APL, MOL, MISC, OOCL, and Nedlloyd; Maersk and Sea-Land; and P&O Containers, Hapag Lloyd, NOL and NYK.

\* The supply of capacity on the Transpacific and North Atlantic hauls is forecast to continue rising more rapidly than trade volumes, depressing freight rates and raising questions about the ability of major operators to withstand the likely losses.

\* Shipping capacity on the smaller trades has also been expanding, to serve growing transshipment trades through the Caribbean, booming north-south trades and increasing volumes on Latin America-Far East and Latin America-Europe hauls.

This extensive, 204-page report is essential reading for all with an interest in the container market.

*Market Prospects for American Containerisation: Port, Shipping and Trader Prospects for the Western Hemisphere to 2010* was published on 23rd November 1995.

Details from:  
Study Sales Department  
Ocean Shipping Consultants Ltd  
Ocean House  
60 Guildford Street

Chertsey Surrey KT16 9BE

England  
Tel: 01932 560332 (international + 1932 560332)

Fax: 01932 567084 (international + 1932 567084)

Telex: 94070113 OSCL G

Price: £535 or US\$910

#### World Ferry Market: Major Changes Ahead

A major new study of the prospects for ferry activity worldwide indicates considerable market development ahead including growth in certain sectors, traffic decline in specific markets, and continued

replacement of conventional tonnage by high-speed vessels in many ferry markets.

The following is a summary of the main findings of the highly detailed 200+ page Report.

#### Main Industry Trends: North Europe

\* In the Baltic, there are a number of factors with conflicting implications for ferry industry activity. On the positive side, the inclusion of Sweden and Finland into the European Union, and the economic/trade agreements between the EU and FSU Baltic States, will provide a background for increased Baltic ferry traffic – both in terms of ro-ro cargo and passengers. The introduction of larger vessels in the region will also promote the ferry alternative, whilst the introduction of high speed ferries throughout Northern Europe will prompt higher levels of interest, and indeed open up new markets for ferry links. The growing popularity of the cruise-ferry concept, in conjunction with the opening up of the former Soviet bloc will lead to growing Western European interest in visiting the newly liberalised States.

\* On the negative side, the establishment and consolidation of fixed links will continue to exert downward pressure on ferry traffic volumes on certain key routes. Whilst the introduction of larger or faster modern vessels may prompt an initial upsurge in interest, higher levels of traffic will only be maintained if the ferry services can continue to offer competitive prices. In many cases, it is likely that one new vessel will replace two existing ferries on specific routes. A further negative factor of significance in the region is the worsened public perception of ferry safety, in the wake of recent disaster and more minor accidents.

\* For the English Channel ferry market, the prospects are directly linked to the relative success of the Channel Tunnel. Whilst the introduction of the latter has actually seen overall traffic volumes increase – and far better traffic and financial performance for the ferry companies than previously expected – continued overall traffic growth is only likely to be sustained in a scenario of declining prices.

\* The ferry companies will strive to attract higher levels of onboard expenditure to offset continued low prices through an ever-widening range of goods offered for onboard sale. This has also been prompted by the forthcoming end to onboard duty-free sales (now postponed to 1999), with the lines aiming to reduce the

significance of duty-free sales within the overall passenger expenditure profile.

\* With so much ferry capacity currently existent on the major routes – the main operators on the dominant Dover-Calais crossing are increasing their total daily crossing volume by 14% in 1996 – the outlook at least in the near-term is for continued price discounting. Indeed, this is likely to become significant throughout the year, and not just in the off-peak months as in recent years. This continued price weakness will highlight the importance of onboard expenditure for the lines, and further developments in terms of the range of goods and services available for onboard purchase are likely to be witnessed.

\* The fierce competition on the main crossings will also spread to other cross-Channel routes, and indeed some price weakness has already become evident in Western Channel services. The introduction of new high speed craft on the main ferry crossings will certainly support overall ferry traffic volumes, but the scenario of intensifying competition for passenger traffic and associated price wars is expected to continue for the remainder of the 1990s.

\* In the longer term – towards the end of the study period to 2005 – increased share of the passenger market for the fixed link will see significant capacity rationalisation on cross-Channel services. Whilst conventional and high speed ferries are expected to continue to command a significant share of traffic levels, a more integrated ferry system is expected to emerge, involving inter-line cooperation and joint services, which could also include the arrangement of joint Tunnel/ferry ticketing arrangements.

#### Mediterranean

\* Changes in the structure of domestic ferry industries – through privatisation, stock market listing, and joint pooling arrangements – are becoming increasingly significant in the principal markets of Spain, Italy and Greece;

\* Existing vessel replacement is set to become more of a feature of market development, as technology makes more advanced vessels more economically feasible, and increasing levels of competition prompt ferry lines to seek larger and faster vessels.

\* The strengthening trend of privatisation is set to figure significantly in the development of ferry lines and their respective fleets. Indeed, the move towards conversion to public listed companies has already seen extensive changes in

the structure of Greek ferry industry, with important implications for competition and finance availability for fleet renewal and expansion. Such moves are expected to continue to be of significance in the region as a whole and, given the age profile of much of the existing fleet in operation in the Mediterranean, this is likely to result in increased moves towards fleet modernisation through higher levels of new build-ins.

\* The move towards greater levels of inter-company cooperation is likely to gather pace, largely through pooling and the provision of joint services. Whilst a number of joint arrangements exist – especially with regards to Greek operators – the increasing level of competition on certain key routes is likely to see further cooperation in the Central and Eastern Mediterranean services. Competitive cost pressures could see some of these cooperative arrangements develop into full company mergers and takeovers.

\* There will be a growing level of significance for large passenger/vehicle vessels, or so-called 'super-ferries', in the Mediterranean, most especially on the Greece-Italy trades. There are also other trade routes within the Mediterranean where such vessels could be introduced in the near-future.

\* The introduction of specifically-designed newbuilding tonnage to the significant Spanish island trades marks the beginning of what is likely to develop into a far more marked trend of different designs of vessels geared to essentially different deployment patterns. Given the fairly unique nature, and long-term development of many markets in the region, specific vessel gearing in this manner is likely to be repeated in the forward period. Similar introduction of tailored new tonnage – in some cases consisting of fast ferries – is set to dominate further fleet renewals in these markets, as well as other island markets, particularly in Greece.

\* The replacement of existing conventional ferry tonnage by high-speed vessels is set to continue to feature at a high level for some time, despite the scale of fleet development recently witnessed. This is a function of the age profile of the existing fleet in the region and the characteristics of individual routes favouring fast ferry introduction – in addition to the factors of competition and structural market developments mentioned earlier.

#### North & Central/South America

\* Substantial potential exists in the USA for ferry penetration of new and

existing passenger trades. The main ferry operators in the country are planning to introduce fast ferry tonnage to their fleets, and numerous other plans exist for similar developments. The continuing development of fast ferry technology is likely to see further penetration of US passenger trades.

\* In Canada, new fast catamaran new-buildings are under construction and, in common with the USA, these are tied in with the construction of vessels at domestic yards – a feature which is expected to be witnessed increasingly in the future, as the licensing of vessel designs becomes more commonplace.

\* In South and Central America the potential for ferry expansion is great, especially given the stage of economic development for many of the countries within the region. In Central America, the geographic distribution of the main population centers favors the establishment of extensive ferry links, with the expectation of marked increases in trade within, as well as to and from the region, suggesting considerable potential for commercial ferry traffic volumes. This includes the possible resurgence of the ferry sector based on services to/from Cuba, which is likely to take the form of conventional passenger/vehicle capacity and fast ferry links.

\* In South America ferry services are expected to continue to grow, but much will depend on the more general macro-economic expansion achieved by key countries. Thus, ferry activity expansion is likely to be most significant for Brazil and for Uruguay/Argentina, with the emphasis on fast ferry utilisation.

#### First Ferry Fleet Growth by Type 1990-95

Type	Number		Growth	% of Total Fleet	
	1990		1995	%	1990
1995					
Catamaran	312	500	60.3%	34.4	41.9
Hovercraft	45	52	15.6%	5.0	4.3
Hydrofoil	368	408	10.9%	40.6	33.4
Monohull	118	165	39.8%	13.0	13.7
SES	61	81	28.6%	7.0	6.6
TOTAL	906	1206	32.6%	100.0	100.0

Source: Ocean Shipping Consultants Ltd.

#### Asia

\* In Asia, whilst the current profile of activity is heavily dominated by Japan, the continued economic development of other countries in South and East Asia is funding a progressive expansion of ferry activity.

This is especially the case for PR China, where significant increases in conventional ferry links and the introduction of fast ferry operations are set to continue to fund

extensive overall ferry market expansion. This includes conventional passenger/car ferries and high-speed vessels. Vessels for the Chinese market already account for around 20% of all fast ferry newbuildings, and whilst this level of significance is unlikely to be maintained throughout the study period, PR China/Hong Kong is likely to remain the largest single market for new fast ferries in the world over at least the next decade.

\* In Japan, whilst the sector is expected to register overall positive growth, the pace of this expansion will be lower than in past years, although there are certain sectors of the industry which are likely to experience relatively rapid growth. This includes the trend towards increasing average vessel size, the massive potential for cruise/ferry sailings, and the continued replacement of conventional ferry capacity by fast ferry tonnages.

\* The Korean market continues to expand, with most emphasis placed on the fast ferry sector, currently accounting for around 10% of all new fast ferry newbuildings. The introduction of new large fast passenger/car catamarans is likely to boost demand in this sector, whilst the further development of ferry designs from domestic yards will also help bolster Korean ferry sector growth.

\* For many economically developing countries in the region such as Malaysia, Indonesia and Thailand, the ferry sector is currently expanding rapidly, with most emphasis placed on the fast ferry sector. For many countries, the availability of old tonnage from other markets (mainly Japan) will make the introduction of new services economically feasible, and thereby lead to significant overall market growth.

\* In the Middle East, there exists potential for new fast ferry operations, although recent operational failures suggest careful planning and consideration of all sources of competition (including air travel) will remain essential. Aside from car/vehicle operations, scope also exists for further small passenger vessel operations, again based on high speed vessels. Such operations – likely to be based on catamaran tonnage – are expected to be introduced in a number of individual markets in the region over the remainder of 1990s.

#### Operators

\* Increased number of instances of company failure and bankruptcy. This is primarily linked to heightened competition in North European and Mediterranean markets – which in turn is linked to the establishment of fixed road/rail links in the

former, and intensified inter-line competition in both cases.

\* Increased levels of interest from dry and bulk shipping lines in ferry markets. This follows the high growth rates witnessed in the passenger sector in recent years, and the increasing accessibility of the ferry sector to outside parties. This is linked to the growing number of instances of high speed vessel chartering – usually for peak season months.

\* For many of the large ferry lines in Northern and Southern Europe, the late 1990s are set to be a period in which significant pooling arrangements and cooperation agreements are enacted and continued. Indeed, whilst 1995 has seen the cessation of some such arrangements, the near-term is set to witness the establishment of several joint ventures and combined services, with this of most significance initially in the Mediterranean, but also likely to emerge strongly in the Baltic, Scandinavian, and eventually cross-Channel sectors. This largely represents a reaction to the intensified competition in many key markets – funded by the establishment of new fixed links, downturns in traffic volumes and the introduction of new tonnage.

\* Company fleets and deployment patterns are set to change markedly. This includes not only the switching of tonnage to more suitable markets, but also the redefining of the ferry fleet, as the economics of certain vessel operation become more apparent. Thus, the deployment of passenger-only high speed craft alongside freight-only ro-ro tonnage may emerge as the most effective package for certain routes, whilst the use of a single large passenger/vehicle high-speed vessel may represent the optimum solution on another.

#### Conventional v. Fast Ferries

Whilst consideration of the extent to which the new generation of high speed craft will replace conventional tonnage is one which requires analysis on a case-by-case basis, there are a number of points which should be taken into consideration in any examination of this matter at the general level.

\* Not all existing principal ferry routes suit fast ferry transportation. This is generally due to the prevailing shipping distance, sea state and weather conditions, but can also relate to port facilities and total transport time.

\* Vessel turnaround time in port is crucial, as is the relative siting of the ferry terminal. For the latter, the siting of fast ferry facilities in the inner harbour of ports with

long fairways might severely damage the economics of vessel operation, due to the limitations on the speed of the vessel between outer harbour limits and the ferry terminal.

\* The fast ferry sector should be viewed as being in the early stages of its development. Despite commercial high-speed passenger craft being in existence for three decades, the recent technological advances have been such that the economics of vessel operation have improved considerably, and have opened up a wide sphere of potential deployment. With technology still developing rapidly, the period to 2005 is likely to witness considerable advances in both vessel design and in the acceptance and adoption of the fast ferry concept in ferry markets throughout the world.

\* The development of car/vehicle fast ferries is set to figure significantly in the coming decade, as the average number of out of service days p.a. and the level of average operating/maintenance expenses are gradually reduced.

\* Conventional and fast ferries can complement each other on the same route, with combined ticketing and attractive pricing policies devised to offer maximum flexibility.

\* For the relatively mature markets such as the Baltic, it is expected that ferry demand is likely to become more compartmentalised in the forward period, especially as the traditionally highly significant 'duty-free' factor will diminish on many routes in the wake of enlarged European Union membership. Thus, it is likely that by the end of the study period, traffic in such markets will be very much more geared to specific sectors – mainly passenger transport, freight transport and mini-cruises.

\* The mini-cruise market is likely to see the increased utilisation of high speed ferries, especially if new vessel designs are geared to improving passenger accommodation to make relatively long-duration voyages acceptable. This could provide the ferry sector with a major new source of demand.

\* With limited opportunity for duty-free sales on fast ferries, the phasing out of such revenue earners for conventional ferries will represent a continual improvement in fast ferry economics relative to conventional tonnage on these routes.

\* With manning costs representing a major part of vessel operating costs, increased moves towards lower required levels of manning are expected. Inevitably, this is likely to develop in tandem with developments in port and termi-



nal design and, most significantly, safety regulations.

\* With increasing attention likely to be placed on fast ferry introduction – especially to replace existing conventional ferry tonnage – the suitability of existing port facilities and the need for extra investment is an area which is likely to become of increasing significance.

\* At the same time however, the introduction of fast ferry services in place of conventional tonnage can act as an important factor to relieve port congestion and infrastructure overcrowding. In the same area, the environmental impact of ferry services, most especially with regards to noise and air pollution, is set to increase in significance.

#### Fast Ferries: Types

\* As the sector develops, a move towards a higher level of industry standardisation is expected, although given the case-specific nature of markets, a wide variety of vessel types and designs will remain in evidence in this sector throughout and beyond the study period.

\* Currently, catamarans are emerging as the most popular vessel design, and look set to become the basic industry workhorse, with significant numerous variations around the basic catamaran layout. Studies suggest that given the high construction and maintenance costs of hovercraft and SES vessels, the most efficient designs are catamarans and monohulls. The move towards the development of larger fast ferries also favors these vessel types.

\* Catamarans and to a lesser extent monohulls, will increasingly dominate the world fast ferry sector, with a number of catamaran variations – such as wavepiercers and SWATHs – set to be significant. The new vessel designs currently under development – most especially the Japanese Techno Super Liner and the US FastShip – could also become significant, depending on operational trials and associated vessel economics.

The highly detailed 200+ page Report contains analysis of all aspects of the ferry industry worldwide. It covers conventional passenger/vehicle ferries as well as all high-speed ferries.

It is essential reading for all parties with an interest in ferry industry development.

*The World Ferry Market: Prospects to 2005* became available 6th December 1995

Details from:

Study Sales Department

Ocean Shipping Consultants Ltd  
Ocean House

60 Guilford Street  
Chertsey

Surrey KT16 9BE

England

Tel: (0) 1932 560332

Fax: (0) 1932 567084

Price: £495(UK) or US\$875 (overseas).

## The Americas

### J. Ron Brinson Certified As PPM by AAPA

J. Ron Brinson, president and chief executive officer of the Port of New Orleans, has been certified as a Professional Port Manager (PPM™) by the American Association of Port Authorities (AAPA).

Brinson is the first of 102 applicants to earn certification from the Association. According to AAPA President Kurt J. Nagle, the PPM program was established in 1994 to encourage and promote professional standards in public port management.

Participants in the PPM program must hold professional management positions at port authorities, complete a prescribed curriculum of seminars and course work, and a written discourse that contributes substantially to the body a knowledge concerning public port management.

Brinson was granted PPM certification on October 16, after approval by AAPA's Curriculum Committee of his paper exploring the co-dependency of public port authorities and private sector service providers.

### Montreal Port Corp. Opts for Single Fee

Among the options proposed by the Canadian Coast Guard to recover a portion of its costs for marine services, the Montreal Port Corporation has opted for an omnibus service charge (a general fee covering all services) with a uniform rate per tonne for all types of cargo.

"After detailed analysis and consultations with port users, we believe this method is the most fair, equitable and non-discriminatory way to recover costs and minimize the impact of cost recovery on clients of the Port of Montreal System,"

said Mr. Dominic J. Taddeo, president and chief executive officer of the port corporation. "We feel that this option is the easiest to manage and it preserves the competitiveness of Canadian importers and exporters while at the same time allowing the federal government to meet its objectives to reduce costs."

### Supplement on Montreal In Journal of Commerce

A special 16-pages supplement on the Port of Montreal was published in *The Journal of Commerce* on October 25, 1995.

*The Journal of Commerce*, based in New York, is an internationally-renowned daily business newspaper reaching a market of more than 130,000 readers in Canada, the U.S., Europe and Asia.

The special supplement is the latest in a series of Montreal Port Corporation marketing and communications initiatives to further promote the competitive advantages of the entire Port of Montreal System.

Among the many other initiatives undertaken by the port corporation are its annual promotional tour to its main markets in Canada and the U.S. to meet with shippers, participation in trade shows here and abroad, and permanent representation in Ontario, the U.S. Midwest and Northeast, and Europe.

The port corporation also produces several communications and information tools, such as its *PortInfo* magazine with a circulation of 13,000. Meanwhile, the port corporation conducts a major advertising campaign in specialized transportation publications and international trade publications designed to increase the port's visibility principally in Canada, the U.S. and Europe.

All of these initiatives ... and more ... are part of the Montreal Port Corporation's continuing commitment to stimulate port activity by taking all possible measures to increase and promote the competitive advantages of the Port of Montreal and to ensure that it remains a leader on the North Atlantic.

### Georgia: New RTGs Enhance Service

The Georgia Ports Authority (GPA) has acquired four new rubber-tired gantry cranes (RTGs), bringing the total number

of RTGs serving the GPA's Garden City Terminal to 12.

Manufactured by Kone Cranes International and shipped to the Port of Savannah from Hyvinkaa, Finland, the cranes are equipped to handle a lift capacity of 90,000 pounds. The RTGs feature a loaded hoist speed of 79 feet per minute (fpm), an empty hoist speed of 151 fpm and a loaded trolley speed of 207 fpm. In addition, the machines travel at a speed of 443 fpm and are equipped with an anti-sway system.

With two of the new Kone RTGs already in operation, the remaining two are scheduled to be in service by November of 1995. The \$4.5 million investment represents the latest completed phase of FOCUS 2000, GPA's long-term strategic plan for landside and harbor improvements. *(Georgia Anchorage)*

## Kantor in Long Beach, Urges Increased Exports

U.S. Trade Representative Mickey Kantor told Southern California business leaders that the nation's future depends on its ability to compete and win in foreign markets during a whirlwind visit to the Port of Long Beach on Nov. 10, 1995.

Stopping in Long Beach on his way to Japan for a meeting of the Asia Pacific

Economic Cooperation group, Kantor called the nation's number-one container port "a crown jewel in an American treasure."

"California is the centerpiece of what we have to do in this country in order to continue economic growth," he said. "If you look at what nation-state is directly between our country and the major U.S. trading partners, you'll see it's California. We must do everything we can to support export trade."

During his two-hour stopover at the Port of Long Beach, Kantor visited with a California produce exporter at the Sea-Land shipping terminal, met with local union representatives and held a briefing with 75 trade and business leaders.

The trade ambassador indicated that total import and export trade between the U.S. and overseas markets exceeded \$2 trillion during 1994, with exports valued at \$600 billion. "A lot of those exports are coming out of Long Beach and Los Angeles," he said.

The value of California exports grew by 19% to \$46 billion during the first half of 1995, Kantor said. "What does this all mean?" he asked. "It means jobs. Exports are building a literal mass of activity in this country."

Kantor, who earlier this year negotiated an opening of Japanese markets to U.S. autos and auto parts, reiterated the need to increase exports of American vehicles. He

praised Port of Long Beach customer, Toyota Motor Sales, for its planned export of GM Cavaliers to Toyota dealers in Japan.

"The big three can't sell right-hand drive vehicles in Japan if they don't have dealerships," he said.

The Toyota Cavalier program is scheduled to be launched from Long Beach in December, and Toyota officials estimate that 20,000 GM vehicles will be exported each year through the port.

Kantor also expressed support for the Alameda Corridor – a 20-mile rail thoroughfare that will link the ports of Long Beach and Los Angeles to the transcontinental rail network. The ambassador said the Clinton administration understands the importance of intermodalism and "must look at all of our resources to help build the corridor."

## Long Beach Sets New Container Record

The Port of Long Beach – the number-one containerport in the United States – has broken its own container record for the third time in 16 months.

In October, the equivalent of 271,587 TEUs moved through Long Beach – more than had been moved during any previous month. Outbound containers jumped by 22.8% to 92,769 TEUs, while inbound containers grew by 5.5% to 134,836 TEUs. Empty containers dipped by 3% to 43,982 TEUs.

The best month previously recorded in Long Beach was August, when 264,001 containers were moved. The port set a prior record in July 1994, when 235,842 TEUs were moved.

Port officials are optimistic that Long Beach will retain the "number-one U.S. seaport" title for 1995. Long Beach won the distinction in January based on its fiscal year 1994 throughput of 2,573,827 TEUs. Port officials project 1995 throughput at nearly 2.8 million TEUs.

Growth is attributable to the bustling trans-Pacific trade and consistently strong performance by Long Beach customers. Trade with China has spurred the most growth for Long Beach, as the port now receives the lion's share of all U.S.-China trade.

Seven of the top ten container lines with direct or feeder service to China call Long Beach. COSCO calls Long Beach via the Pacific Southwest and Pacific Northwest services. These services offer direct calls



U.S. Trade Representative Mickey Kantor, left, accepts a box of California-grown grapes from fruit exporter Jack Pandol, right, president of Delano-based Pandol Bros., Inc. and Chris Lytle, general manager of Sea-Land/West Coast N.A.O.G. Kantor visited the U.S.-flagged shipping line's Port of Long Beach terminal in November during a whirlwind trip through Southern California.

into northern China via six new vessels in the 3,500- to 3,800-TEU class.

Maersk Line and Sea-Land have joined forces to offer shippers fixed-day, weekly direct service to China and Southeast Asia through their "sixth string" service. This service calls exclusively in Long Beach while in the U.S.

Meanwhile, all three of Korea's container lines – Cho Yang, Hanjin and Hyundai – are Long Beach customers. Hanjin's cargo volume has increased by 250% since 1991 and by 28% last year alone. Port officials are now planning a new \$250 million, 170-acre container facility for Hanjin to be opened during 1997.

Many lines also have introduced larger vessels unto the trans-Pacific trade. "K" line, Hyundai, Sea-Land, Hanjin, OOCL and COSCO have all introduced larger vessels during the past two years.

## Long Beach Signs Lease For Hanjin Terminal

The Long Beach Board of Harbor Commissioners on Nov. 21 approved triple actions to accelerate the progress of a new 170-acre container terminal for Hanjin Shipping Company of South Korea.

The five-member board approved the sale of \$343.4 million in revenue bonds which will finance the \$270 million terminal project and pay for several other capital projects within the port. The bonds carry an average interest rate of 5.7188% and were sold to a syndicate led by Merrill Lynch & Co. and BA Securities, Inc. A second bid, from a group led by Goldman, Sachs & Co. and Lehman Brothers, offered a slightly higher interest rate of 5.7316%.

In a second action, the board signed a 15-year lease for the Hanjin property. The agreement provides Hanjin with a fully improved terminal, including six post-panamax gantry cranes and a 3,600 lineal foot wharf capable of simultaneously handling three 5,000-TEU ships. Hanjin will pay the port a guaranteed annual minimal payment of \$19 million for the terminal.

In a final action related to the new terminal, the board awarded a contract to Manson Construction and Engineering Company of Long Beach for construction of the new Hanjin wharf. Manson submitted the low bid of \$42 million for the project.

The Hanjin terminal is slated to open in April 1997.

## Port Canaveral: New Fishing Pier Dedicated

On September 22, 1995, the Malcolm E. McLouth fishing pier was officially dedicated. The 700 foot, paved and lighted pier, with handrails and fish cleaning tables, was named in honor of commission chairman, Mac McLouth for his 30 years of dedication to beach renourishment and port recreational facilities. Ultimately, the fishing pier will be extended another 500 feet, making it the best fishing pier on Florida's east coast.

The \$750,000 in recreational improvements was funded through a joint agreement with the U.S. Army Corps of Engineers, in which the port was the local two-thirds partner/sponsor.

In addition to providing the public a great facility from which to catch fish, the jetty was also improved to catch sand that seeped through and spilled into the channel. Blocking sand from passing through the jetty offers two benefits. It will help cut down beach erosion, and reduce maintenance dredging of the channel.

The ribbon cutting ceremony was preceded by a public awareness and education campaign. Posters and fishing guides were distributed to port bait and tackle shops, restaurants, other Central Brevard County retail establishments and libraries. These materials announced the opening of the new pier and provided a guide to public facilities at the port.

On the morning prior to the ribbon cutting, bus loads of 3rd, 4th, and 5th grade students from Cape View Elementary and Cocoa Beach Elementary schools attended fishing demonstrations and environmental/safety exhibits at Cruise Terminal 4. Students were informed about what species of fish they could expect to catch from the pier. Each participating bait and tackle dealer demonstrated the types of bait to use and how to rig them to catch a particular fish. In addition, the students saw exhibits from the Sea Turtle Preservation Society, Resource for the Environment, Save the Manatee Club, and were provided educational material.

During the opening ceremony, Mac was surprised to receive a framed 'Pier Opening' poster featuring a painting of himself and Garrett Bell, a first grade student from Cape View Elementary. Mac said, "This is a real honor. The new pier is just one of several major recreational improvement projects we have in the works and Port Canaveral already has more recreational facilities than all other Florida ports combined. That's why we

call it Florida's Fun Port. We hope you all come out and enjoy them, now and in the future." (Port Canaveral Journal)

## Transparent Recycling Program Aboard Fantasy

Twice weekly Cruise Terminal #5 at Port Canaveral sets the stage for a massive behind-the-scenes effort as Carnival Cruise Lines' superliner, *Fantasy*, exchanges one group of passengers and their luggage for another. A careful look on the dock reveals some of the by-products of entertaining on-board a 2,044-passenger floating resort. Neatly stacked, bundled and awaiting transport to various recycling centers is an assortment of aluminum and metal cans, glass, cardboard, and plastic – enough to average two pounds per passenger.

"We've had an aggressive program for the past five years," said operations supervisor, Phil Charlton. "Our ship is equipped with a recycling room, compactors, and a staging area dedicated to sorting and bundling products for recycling."

Staff captain Donato Giuseppe said the on-board recycling program is operated in three, 6-hour shifts by 12 full-time employees. Plus, all department heads must visit the recycling room and verify they've performed a spot check by signing a log.

The *Fantasy's* staff has strategically placed 55-gallon recycling containers on the decks for passengers to dispose of their empty aluminum cans, which add up to 1,000 pounds a week. The cans are routinely collected by the crew and baled for off-loading. Charlton reported it takes fifteen 55-gallon bags of aluminum cans to make one bale.

Aluminum cans are the only recyclable product passengers come in direct contact with, but behind-the-scenes food and beverage preparation produces a weekly average of 1,800 pounds of metal cans, 600 pounds of plastic containers, and 4,000 pounds of white, green and brown glass. Additionally, bulk packaging of these containers accounts for 8,000 pounds of cardboard every week.

All tallied, the *Fantasy* recycles more than a million pounds of products annually. All of which could have been garbage, but thanks to the ambitious efforts of Carnival Cruise Lines, will end up as part of new products that use recycled materials.

Cruise passengers shouldn't have to think about a thing like garbage while on vacation – and not seeing it, is the best way

to assure they don't. Successfully recycling garbage in a method transparent to passengers is one of the *Fantasy's* challenges – it's also one of their successes.

*(Port Canaveral Journal)*

## Africa/Europe

### Helsinki Reduces, Simplifies Port Charges

Complying to the wishes of customers, the Port of Helsinki Harbour Committee decided to simplify charges for general cargo. From January 1, 1996, the prices are as follows:

- imports 18.50 marks per ton
- exports 10.00 marks per ton
- importation of transit goods 15.00 marks per ton

At the same time, this means that charges for imports are cut by an average of 7.5 per cent. Individual charges go either up or down. In bulk traffic the imports and exports rate is 5.00 marks per ton except for sand and gravel which go at 0.50 marks per ton. In both domestic and foreign traffic, cargo is debited according to the same rates.

The new cargo charges for 1996 follow the losses occurring principle. They are essentially simplified. The same rates are applied to all goods, whether carried by passenger or cargo vessels.

Vessels whose arrivals and departures are reported electronically through Portnet will be granted 2 per cent off the vessel charges. Otherwise, vessel charges remain the same as before.

*(Info Port of Helsinki)*

### Le Havre Commits Self In Port 2000 Project

During the speech he delivered on his visit to Le Havre on 29th September last, French President Jacques Chirac has declared that "the clear and determined concentration of the port of Le Havre on containerisation made it a first-class economic tool, now able to compete successfully with the bigger ports of Northern Europe, given the means to do so...this is perfectly illustrated by the "Port 2000"

project which is of great national importance, of major public interest. I want the Government to quickly consider the project".

World maritime container transport now experiences a yearly sustained growth, +9.3% in 1994. At the same time, shipowners endeavour to develop their market shares by increasing the size of transoceanic vessels, which means significant economies of scale. Thus, the containership of a more than 5,000 TEU capacity appears today as the standard unit for the end of this century on the main East/West shipping services and, in order to maximize the use of the hatch volume available on board these giant ships, the trend towards traffic concentration on a limited number of base ports is thus going to strengthen even further. When, yesterday, 5 to 6 ports were called in successively in the English Channel and the North sea, tomorrow, 2 to 3 main ports of call only will be selected by these huge carriers. In this context, the Le Havre call remains more attractive than ever, as Le Havre is still the only port in Europe where shipowners are sure to be able to use their ships fully laden any time, as testified by the principals of the great consortiums, owing to its deep-water reception facility.

In order to defend its legitimate ambitions, the port of Le Havre must be prepared to cope with a rising container tonnage, about 8% each year, which accounts for a trade of around 1.5 million TEU by the year 2000, 2 million TEU by the year 2005. Now, it has to make an effort to invest equal to its hopes, as the existing terminals would not be able to cope with such traffic growths beyond the year 2000, and that is the reason why the Le Havre's port community today commits itself in the "Port 2000" project.

The commercial logic of the project is based upon the will to offer all the consortiums whose trade exceeds 100,000 moves a year the possibility of having a dedicated terminal made available to them, which will be their bridgehead in Europe, with facilities designed for ships 300 to 350 metres long, 40 to 45 metres wide, and having a draught up to 13.50 and 14.50 m.

Three main sites have been selected: the present, the port of Antifer and finally the Seine Estuary for which, without anything leading to predict the final choice, the Port Authority has initiated the preliminary study for a new outer-port, developed with deep-water docks dredged to (-16.00 m). In final stage, which it would be advisable to place around the middle of the 21st cen-

tury, this solution would make it possible to develop 12 further kilometres of container wharves. But, as a first stage, that is by the year 2000, the works planned would be limited to the coming on stream of a first quay length of 700 metres. With the dyking works and dredging of accessways, as for the most significant budget headings, the total cost of the infrastructure work to be completed would thus amount to more than 900 million francs, for this initial stage. This would be followed by a second 700 m quay in the following years and these two quays together would have a capacity of 700,000 containers a year.

The choice of the final solution could only be made after preliminary local consultation of the relevant administrations, authorities and the various associations, and of course, more widely, within the scope of the public inquiries. With this aim in view, a whole series of studies entrusted to specialised institutes have already been initiated by the Port Authority within the framework of a programme of 15 million francs intended for determining the real impact of the project. The studies of swells and stability of the structures against swell remain to be initiated as well as the studies of navigation in the new port, and of course, the Impact Study for which the consultant in charge will be chosen in cooperation with the Group of Scientific Coordination set up by the Regional Prefect. For the time being, the solution which presents the best compromises in terms of extension capacity, investment and operating costs, is located on the Seine Estuary, close to the South of the present breakwaters of the port. This preliminary solution studied by the Port Authority, which can be defined as a phasable one, both as regards time and space, considers all the parameters related to the ecological and technical data of the site. The Seine estuary is especially subject to numerous national and European directives as regards the environmental protection and a project of classifying an important part of the wet areas of the estuary as a Nature Reserve will be soon submitted to the Council of State.

The final solution chosen will be the result of the widest consultation. After the statutory enquiries, this solution will be submitted to the Transport Ministry, in charge of the management of autonomous ports, in order to receive the authorisation of programme necessary to launch the works.

## Africa Key Factor for Expansion of Rouen

The volume of trade that flows between the Port of Rouen and Africa remains a key factor for the Port's expansion, despite its increasing diversification. The Port's specialisation in African trade has engendered top-notch services that, under the aegis of the free market augur even higher volumes of cargo between the Port and Africa in the future.

"Lines serving Africa engender by far the highest tonnages of cargo loaded and unloaded at the Port," said Mr. Alan Carzola, the Port Authority's sales and communications manager. In 1994, regular lines serving the west coast of Africa transported 591,000 tonnes of cargo, or 30% of the Port's regular line traffic. The 1994 volume of cargo loaded and unloaded under the aegis of trade with the west coast of Africa was up to 27% over the 1993 figure with a departure from Rouen one working day out of two. The number of ships serving Africa is relatively stable, which translates into a higher load factor for each ship serving these African west coast ports.

During the first eight months of 1995, the volume cargo loaded at the Port for the west coast of Africa was up 14% over the 1994 volume.

## Norway - Key Partner For Port of Hamburg

A Port Evening in Oslo presented Dr. Hans Ludwig Beth, Chairman of Port of Hamburg Marketing and Public Relations (HHVW) with an opportunity to emphasize Norway's significance as one of the Port of Hamburg's leading transit partners, even though it is currently the "junior member" of the Scandinavian quartet. The volume of cargo handled, he said, was very significant and had developed well in recent years.

More than 40% of Hamburg's transit traffic and around 18% of its container turnover is accounted for by Scandinavia (Denmark, Sweden, Norway and Finland). More incoming and outgoing Scandinavian containers are handled in Hamburg than in Rotterdam and Bremen's Ports together. What's more, Hamburg's port economy reckons with average annual growth of 10% in transit trade with Scandinavia up to the year 2000.

However, trade with Norwegian ports is more than just containers. In all, 7.4 mil-



*Con-ro and feeder ships trading between Hamburg and Norway.*

lion tonnes of cargo was handled for Norwegian ports in Hamburg last year. This figure includes the Swedish iron ore passing through the Norwegian port of Narvik. 6.8 million tonnes were accounted for by incoming traffic, 0.6 million tonnes by outgoing cargoes. This shows that trade with Norway continues to be extremely one-sided. However, in general cargo the picture is somewhat more balanced with 1.1 million tonnes accounted for by incoming cargoes and 430,000 tonnes by outgoing traffic. Nevertheless, considerably more bulk than general cargo is transported in this trade and the containerization rate is well below the Port of Hamburg's average.

In 1994 transit traffic (including bonded goods and ship-to-ship transfers) rose to 538,000 tonnes, an increase of 7.8% on 1993 (499,000 tonnes). Since 1989 transit traffic has risen by more than 50%. This year the signs are of another positive development. In the first six months of 1995 transit traffic reached 268,000 tonnes (up 7.2%) pushing Norway three places up the transit partners' "league table" from seventh to fourth behind Sweden, Finland and Denmark. "We are very pleased with this development," Dr. Beth said.

German-Norwegian trade is dominated by bulk cargoes such as crude oil, fuels and stones/ores. Paper and cardboard are also important imports to Germany while fertilizers and chemical raw materials play a key role in Germany's exports.

German imports through Hamburg totalled around 4.6 million tonnes in 1994

(up from 3.7 million tonnes in 1993). Exports rose from 258,000 tonnes to 282,000 tonnes. Last year Germany was just ahead of Sweden as Norway's most important customer but was second to Sweden in exports to Norway.

## Quality Management For Bunker Industry

"The bunker industry must take more initiatives which will lead to the development and implementation of international quality standards such as ISO standards and BIMCO contracts. If not, government and other umbrella organizations will exercise more and more influence over the operations of all parties in the bunker industry. The creation of a code of ethics by the Dutch Association of Enterprises in the Energy Sector (NVE) is a step in the right direction in this respect and a good example for an international approach."

This is the conclusion of the 16th International Bunker Conference which ended on 10 November. The three-day conference in Rotterdam was attended by 270 people from all branches of the industry. This was the first time that the conference was organized outside Oslo. The organization was in the hands of the Norwegian Shipping Academy and the Rotterdam Municipal Port Management.

Next International Bunker Conference will take place in Oslo early November 1996.



## Dublin Port Sets More Records

Dramatic changes for the better continue to be seen and felt in Dublin Port since the re-organisation which took place in 1992. One of the most obvious changes is the amount of cargo handled in Dublin Port which has continued to increase each year:

- 1992 – 6.6 million tonnes
- 1993 – 8.5 million tonnes – a record
- 1994 – 9.5 million tonnes – a record
- 1995 (6 months to June) – 5.5 million tonnes – a record

When we claim a record, we do not mean just for Dublin. These figures were the highest recorded for any commercial port in the Republic of Ireland. In 1993 the 8 million tonnes barrier was broken for the first time; in 1994 the 9 million tonnes barrier was breached; and now in 1995 to the 30th June we have the highest six months figure ever recorded, beating by a whopping 25% the previous highest figure for six months. Indeed the throughput for the twelve months ending 30th June showed a total tonnage of 10.6 million tonnes.

Since 1993, therefore, Dublin Port has created new records at over 8 million, 9 million and 10 million tonnes. The throughput for the calendar year 1995 is forecast to break the 11 million tonnes barrier.

In the first six months of 1995 it was the unitised modes which were the main growth areas. While accounting for 64% of all port traffic, they contributed 85% to the total growth in trade during the period. This trend is expected to continue with the additional and improved facilities at Dublin Port providing the necessary infrastructure to cater for the growing needs of our economy. *(Port Times)*

## India Marketing Center Opens in Rotterdam

Last November, Rotterdam was the site for the opening of the India International Marketing Centre. This is now the tenth Trade and Distribution Centre (TDC) to be established in the Rotterdam Euro Trade Park and upon opening became the largest one as well. Using this as their base, over 50 small and middle-sized Indian companies will start pursuing the European market.

The centre provides the companies with

a floor space of 5,400 m<sup>2</sup> for offices and storage space as well as an extensive exhibition space. The IIMC is organising frequent expositions where European buyers can become acquainted with Indian products such as jewellery, clothing, furniture, gift items and computer equipment. The Indian trade centre cost more than 13 million guilders.

The concept of Trade and Distribution Centres now being used by India was introduced in 1989 when the Korean and Taiwanese centres opened their doors. A TDC is intended to be used by small and middle-sized businesses from a country that wants to introduce its products to the European market. Promotion is usually done on a mutual basis from the country itself and from Rotterdam. In most cases, the companies involved are manufacturers or exporters whose first priority is obtaining an office space, and exposition space and storage facilities. When the company is successful it can rent extra space within the TDC, or it can open its own establishment elsewhere in Rotterdam. In addition to centres for India, Korea and Taiwan, the Euro Trade Park also has TDCs operating for companies from China/Hong Kong, Singapore, Thailand, Indonesia, Southeast Asia, Israel and Malaysia. All the centres are members of the Rotterdam International Trade Centres Association (RITCA) which they established themselves and which will hold its first large United Trade Expo (Unitrex) in June 1996.

## Helsingborg Named European Port of Year

The Port of Helsingborg has been named "European Port of the Year" by the Institute of Transport Management.

The ITM, established since 1977, is dedicated to the development of the transport industry. In keeping with this, the Institute set up an award scheme aimed at raising standards across the whole spectrum of the industry.

Helsingborg is one of Sweden's most modern full-service ports, serving all types of vessels carrying all types of cargo. Situated on the Oresund, the Sound that forms the gateway to the Baltic Sea, Helsingborg is closer to the European Community than any other point in Sweden and is the natural link to the Baltic States, Finland and Russia.

An aggressive and far-reaching marketing campaign has seen more and more transport companies, freight forwarders,

shippers and consignees choosing the Port of Helsingborg for loading and unloading their cargo.

Total cargo turnover through the port in 1994 was 10.4 million tonnes, an increase of 24.5 per cent on the previous year and the largest volume of cargo ever handled by Helsingborg in its entire history.

One of the key strengths of the Port that has been emphasised in its marketing strategy is that it is very simple to do business with Helsingborg.

Modern technology is used to minimise loading and unloading times for containers as well as conventional cargo and bulk goods. The port boasts an excellent infrastructure in terms of transport connections, steamship agents and freight forwarders, as well as storage facilities and a long list of support services, in fact everything required for the efficient handling of cargo. In addition, some 12-16 million passengers pass through the Port every year and more than two million cars, trucks and railway cars cross the Sound here annually.

Mr. Patrick Sheedy of the ITM commented, "We chose Helsingborg as the ITM's 'European Port of the Year' in recognition of its success in attracting new business and achieving substantial growth in cargo turnover."

He continued: "The accolade also acknowledges Helsingborg's successful transition from a traditional port authority into a modern service management company, putting the client's needs and wishes in the centre of its actions."

## Felixstowe Port Rail Sets Throughput Record

An all-time record has been broken by the Port of Felixstowe for the number of containers moved through the port's two rail freight terminals in one day.

In the 24 hours of Wednesday 1st November, the Rail Division handled a total of 833 containers passing to and from ships calling at Felixstowe.

"We have been steadily building up our throughput," says Sally Oakley, the Port's Rail Division's Manager. "Sending cargo overland by train offers economic and environmental advantages. The Port has the capacity to increase rail traffic beyond these record levels."

Felixstowe, the busiest container port in Britain, works hard to increase the proportion of its UK traffic that uses the rail network. This has risen from an annual average of 15% to 17% in recent months.



Nine incoming and nine outgoing trains a day link the terminals with Coatbridge (Glasgow), Trafford Park (Manchester), Liverpool, Leeds, Cleveland, Birmingham, Dagenham, Cardiff and Seaforth (for Ireland).

### **Hull Ro-Ro Facilities: £1.75 Million Expansion**

Associated British Ports (ABP) has announced a major investment project at ABP's Port of Hull which will double the port's common-user roll-on/roll-off (ro-ro) capacity at King George & Queen Elizabeth Docks. ABP will be investing £1.75 million in a new terminal at the east end of Hull's Queen Elizabeth Dock which will have three new berths; it will be completed in the spring of 1996.

The new three-berth terminal, together with the existing berth, will be capable of handling four ships simultaneously. The two outermost berths will be equipped with container-handling cranes to enable roll-on/roll-off (ro-ro) and lift-on/lift-off (lo-lo) operations to be carried out at the

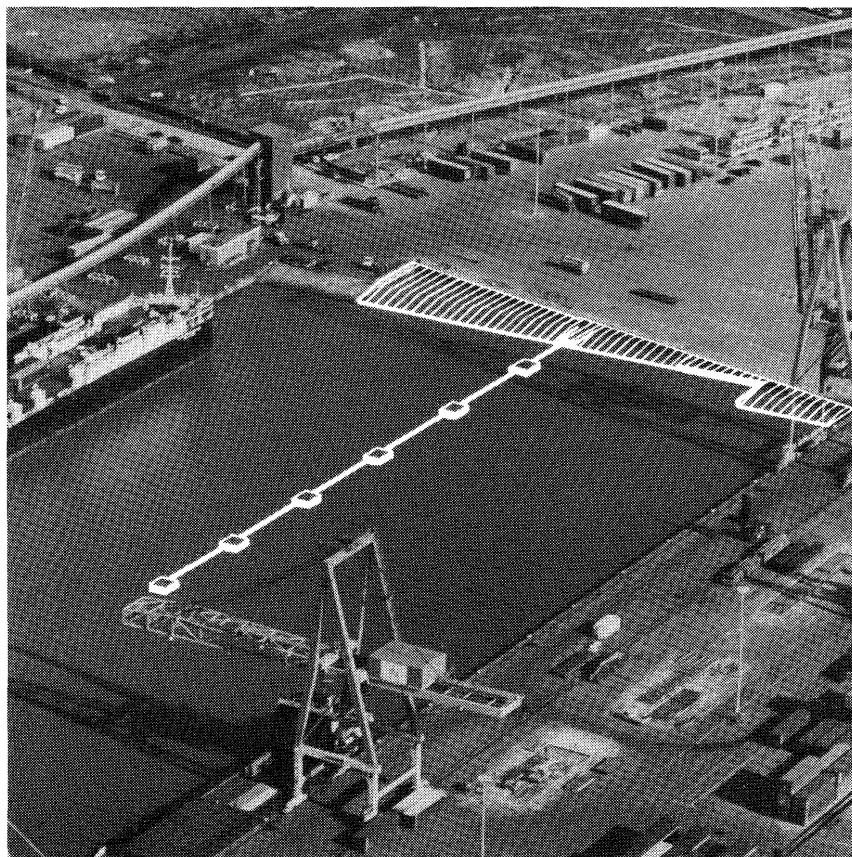
same time.

"This expansion will provide the Port of Hull with a full range of ro-ro facilities designed to meet the increasing demands of this growing short-sea business sector," said Alastair Channing, ABP Managing Director.

This capital investment project is the second phase of a £5 million investment programme at the Port of Hull. The first phase, completed in December 1994, comprised 2.6 hectares of new heavy-duty paving costing £1.5 million. The third and final phase will consist of further paving to be carried out at a future date as traffic through the new terminal increases.

Ro-ro services account for some 40 per cent of the port's total trade and existing ro-ro services operate between the port and Belgium, the Netherlands, Germany, Poland, Finland and Russia.

"Growth in the short-sea unit load and vehicle trades, particularly with EU countries, is predicted to increase well into the next century. The additional berths will place the Port of Hull in an excellent position to meet not only competition head-on but also future demand," commented Mike Fell, Hull Port Manager.



*The planned extension to the roll-on/roll-off terminal at the east end of Queen Elizabeth Dock at Associated British Ports' (ABP) Port of Hull. ABP will invest £1.75 million in the new terminal by adding three additional berths to the facility.*

## **Asia/Oceania**

### **Melbourne Appoints New Chief Executive**

The Board of the Port of Melbourne Authority announced that it has appointed Mr Kevin Shea to the position of Chief Executive Officer.

Mr Shea's appointment is for a six month term and he will take up his post on Tuesday 14th November, 1995.

Prior to his appointment he held the position of Senior Advisor to the Minister for Roads and Ports.

Mr Shea, 59, has held many senior positions in the public sector including, Chairman of the Country Fire Authority, Director-General of Transport, Deputy Chairman and Managing Director of the Metropolitan Transit Authority and Chairman and Managing Director of the Road Traffic Authority.

Mr Shea has a continuing interest in the sheep and wool industry, where he worked prior to joining the public sector in the late 1970s.

He has had extensive involvement with transport issues and has chaired several Victorian committees and inquiries in this area. He also has wide experience in the international arena and was an Executive Member of the International Public Transport Commission and a Director of the Hong Kong Light Rail Project.

The Chairman of the PMA, Mr Kingsley Culley, said that Mr Shea's breadth of transport experience would be a valuable asset to the Authority.

He said that it was essential to appoint a Chief Executive Officer to the Port of Melbourne Authority at this time because of the importance of the transfer of Associated Ports, the sale of the World Trade Centre, the sale of the Port of Hastings, the transfer of responsibilities to the Melbourne Port Corporation and Victorian Channels Authority, and the need to provide alternative berths to those at Victoria Dock, within a very tight time-frame.

"Mr Shea will continue the State Government's port reform program, which will increase port efficiency; improve services; reduce costs to cargo importers and exporters; and achieve an acceptable return to Victorian taxpayers, by way of dividend to the State Government."

The appointment of the Chairman and Chief Executive Officer of the Melbourne

Port Corporation is being progressed separately by Government.

## Melbourne: New Record In Container Throughput

The Port of Melbourne has experienced its third record trade year, moving 883,977 containers – a 10% increase. Total trade through the port increased 12%, reaching a new level of 30.9 million revenue tonnes, of which 63% was container traffic.

The Authority recorded another strong performance in the 1994/95 FY, with a commercial operations profit of Aus\$49.692 million. This was achieved through increased trade levels and property rentals, and a continuing reduction in operating expenses.

The Authority's strong financial performance in recent years, together with its low cost structure and improving revenue from growing trade, will enable the Authority to provide favourable returns to the State Government of Victoria and further price reductions to port users during 1995/96.

Early in the new year, the responsibilities of the Port of Melbourne Authority will be divided and two new companies formed – the Victorian Channels Authority, which will be responsible for all channels in Port Phillip Bay and the ports of Melbourne and Geelong; and the Melbourne Port Corporation, a public sector landlord with responsibility for land and berths within port boundaries.

This initiative is part of the State

Government's port reform program which has three main objectives: to increase port efficiency and improve services; to reduce costs to cargo importers and exporters; and to achieve a reasonable return to Victorian taxpayers.

## Port Corporation Board Members Appointed

The Chairman of IBM Australia and Citipower Ltd, Mr Brian Finn, will head the Board of the Sydney Ports Corporation.

And the Chief Executive of the Commonwealth Steel Company Limited, Mr Wilton Ainsworth, will chair the Board of the Newcastle Port Corporation.

The Minister for Ports, Carl Scully, announced the Government had appointed the two businessmen, along with 10 other community leaders, to three-year terms as the inaugural members of the Boards.

Mr Finn, will be joined on the Board of the Sydney Ports Corporation, by:

- The Vice Chairman of County Natwest Corporate Finance Australia Ltd, Mr Paul Binsted;
- a former Chief Executive of the State Chamber of Commerce, Mr David Taylor;
- the Mayor of South Sydney, Councillor Vic Smith;
- Ms Cheryl Bart, a solicitor and private consultant; and
- the Joint Deputy National Secretary of the Maritime Union of Australia, Mr Pdraigh Crumlin.

The Member of the Board of the

Newcastle Port Corporation are:

- the Chief Executive of Goninan and Co Ltd, Mr John Fitzgerald;
- former Lord Mayor of Newcastle Mr John McNaughton;
- the Director of the Hunter Institute of Technology, Ms Gaye Hart;
- the Mayor of Dubbo, Councillor Tony McGrane; and
- the Joint Secretary of the Northern NSW Branch of the MUA, Mr Lawrence Steen.

The MUA officers are interim Members pending elections within the Port Corporation workplaces to select a permanent Staff Member for each Board.

The Board appointments follow State Government reforms earlier this year to corporatise the ports of Sydney, Newcastle and Port Kembla. The Board of the Port Kembla Port Corporation is expected to be appointed shortly.

Mr. Scully said the Boards were "very important bodies for the future of the State."

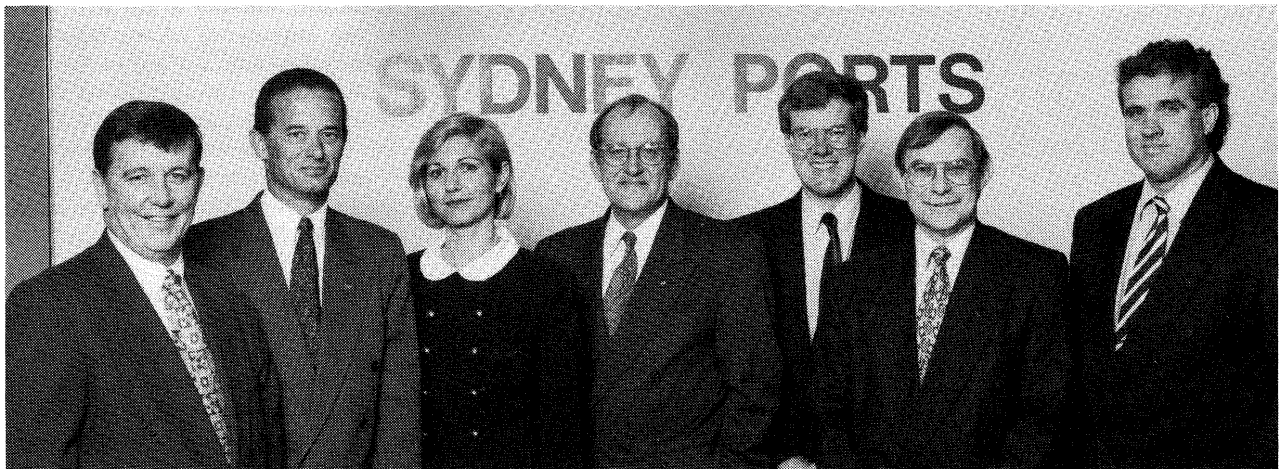
"The three major ports make an enormous contribution to the NSW economy," he said.

"The corporatisation program has given them an improved commercial focus, while retaining important State assets in public ownership.

"Today's appointments provide Boards of talented and committed people to guide the continuing development of both Sydney and Newcastle as ports of national and international standing."

Mr Scully paid tribute to the work of the interim Boards which have operated since corporatisation of the ports.

## New Sydney Ports Corporation Directors

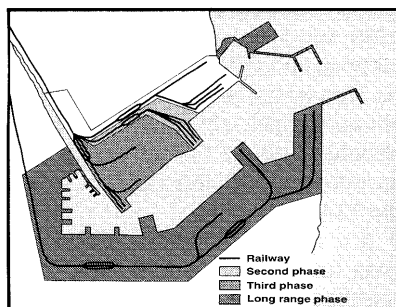


A group picture of the new Sydney Ports Corporation directors, showing, from left to right: Mr Vic Smith, Mr David Taylor, Ms Cheryl Bart, Mr Brian Finn AO (Chairman), Mr Paul Binsted, Mr John Hayes (Acting Chief Executive Officer) and Mr Pdraigh Crumlin

## Qianwan Harbour Area Construction Project

By Qingdao Port Authority Office

The Port of Qingdao is situated on the Coast of Jiaozhou Bay, southeast of Shandong Peninsula. The Port of Qingdao is divided into two parts. One is the Old Harbour Area, known as the Port of Qingdao. The other is the Qianwan



**Blueprint of Qianwan Harbor Area**

Harbour Area, the new harbour area of the Port.

Qianwan is a small inner bay lying to the west of Jiaozhou Bay. It is free of ice and silt all year round, and its excellent natural features enable it to accommodate deepwater berths.

At present, the strategic preference for development has been moved to Qianwan, the new harbour area. A construction project is underway for the whole Qianwan Area, consisting of four phases (first, second, third and future phase projects).



*A View of the First Phase Project of Qianwan Harbor*

The First Phase Project, with six deepwater berths completed by the end of 1993, has already been completed. Two special coal berths and four general/bulk cargo berths offer an annual throughput capacity of 22 million metric tons. Construction for the Second Phase Project is taking place and will be completed in 1997. Its designed throughput capacity will reach 5.1 million metric tons. The six berths will include two container berths and four general/bulk cargo berths. One of the container berths will accommodate Fifth-generation container liners, which will make it the biggest container berth in

the nation.

Plans for the Third Phase Project, i.e. the International Container Transfer Center, envisage the construction of nine deepwater berths with a throughput capacity of 13 million metric tons. Six container berths will be able to handle a maximum of 1.5 million TEUs per year. During the same period, a 200,000 ton-class ore terminal will be completed, adding 15 million metric tons of throughput capacity. A 200,000 ton-class transfer coal berth with 15 million metric tons of throughput capacity will also come into operation. The duration of the whole Project is expected



*100,000 ton-class Iron Ore Terminal of Qianwan Harbor*

to be from 1996 to 2000.

Construction for the Future Phase Project will be started after completion of the Third Phase.

Prospects for the Qianwan Harbour Area are therefore bright. By the year 2005, the annual throughput capacity of Qianwan Harbour will reach 70 million metric tons, and its container handling capacity will exceed 2 million TEUs. By the end of this century, the Port of Qingdao will become a modern, comprehensive international port.

## **PSA Reaches Agreement With Shipping Lines**

In response to the news release from SNSA that was published in the newspapers, PSA issues the following statement:

On 1 Aug 95, the Port of Singapore Authority informed all port users of a revision in its tariff, which will take effect from 1 Jan 96. At the same time, PSA also introduced the concept of the Terminal Service Agreement (TSA), which is a confidential commercial arrangement between PSA and the individual container lines. Under the TSA, PSA will customise its services for the convenience and benefit of individual lines, together with an individualised package of rebates, terms and conditions for each line. The main difference between the TSA and the current Appropriated Berth Scheme is that PSA will guarantee its services to the shipping lines under the TSA. PSA will set performance targets to berth ships on arrival and to achieve the minimum vessel rates required by the customers. For any delay, PSA will compensate the lines. Incentives and rebates are also offered under the TSA for volume of containers handled, efficient operations, and new markets/service routes. For a summary of the TSA's features, please refer to the attached list.

### **PSA Works Closely With SNSA and Shipping Lines**

For the past 3 1/2 months, PSA has met with the shipping community, in particular the Singapore National Shipping Association (SNSA) several times, to clarify the impact of the tariff increase. At these meetings, PSA explained the rationale for the tariff revision, which includes:

- (a) the cost of port land;
- (b) the high capital investment required for port development;
- (c) earning a reasonable rate of return for its investments; and

- (d) the restructuring of tariffs to promote more efficient use of port resources.

### **Different Lines Experience Different Tariff Impact**

At these meetings, PSA also explained that the tariff will have different impact on different shipping lines, depending on the volume of containers handled, the efficiency of the lines, the new service routes they ply and the services required. The estimated average increase is 9.7 percent. Some lines will have tariff increase well below the average figure, while some others will experience higher increase.

### **Terminal Service Agreement: The Correct Approach to Serve Customers' Needs Better**

To remain competitive in the coming years, PSA has to be more commercial in its approach and move away from providing uniform service to all customers. It will therefore customise its services according to the unique requirements of each customer. The TSA is a step in this direction. When incentives and rebates are taken into account, the impact of the tariff increase will be close to the average of 9.7 percent instead of SNSA's estimate of 20 percent.

PSA will negotiate the TSA and the tariff on a commercial basis individually and separately with each line, as the requirements of each line are different from the others. The TSA negotiation allows the customer considerable flexibility to work with PSA for customised rates and services for a contractual period of 2 years. Once agreed, these terms and conditions will hold for the full two years. SNSA's fears that the rebates are temporary are therefore unfounded.

### **PSA Must Remain Competitive in the Transshipment Business**

PSA understands that no customer welcomes a tariff increase as it will add to their cost of operations. The decision to revise the tariff in 1996 is one which PSA has taken seriously after very careful and serious consideration. PSA remains committed to making Singapore an effective hub port. Even with the revised tariff, Singapore's transshipment stevedorage is 40 percent lower than that of Hong Kong. It is still lower than its own rate back in 1985, just before PSA gave back more than \$2 billion in rebates to the shipping community over a 10-year period.

PSA recognises that it operates in a highly competitive environment. Market forces and competition will challenge PSA to remain cost-effective. PSA has to ensure

that it continuously delivers value to its customers so that they will continue to enjoy cost-effective operations in Singapore. This year, it improved the vessel productivity rate for a third-generation vessel by 20 percent from 65 containers per hour to 78 containers per hour.

### **Several Lines Have Signed TSA**

Several lines have successfully negotiated with PSA and have signed the TSA. Many others are completing the negotiations; they have agreed with PSA's assessment on the tariff impact and are expected to sign by the end of November 1995. Shipping lines which have not done so should now take full advantage of the incentives and services that PSA offers in the TSA.

It is imperative for PSA and the shipping lines to continue to work closely together to ensure that each operates most efficiently within the framework of the new tariff structure.

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## **Features of Terminal Service Agreement**

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### **1 Service Guarantees:**

- Berth guarantee

PSA guarantees that the line's vessels will be berthed on their arrival in Singapore. In the event that the berthing is delayed, PSA will compensate the line.

- Guaranteed vessel turnaround

PSA guarantees to turnaround a vessel within a stipulated time agreed with the shipping line. PSA will compensate the line in the event the turnaround time is not met.

### **2 Customised Services:**

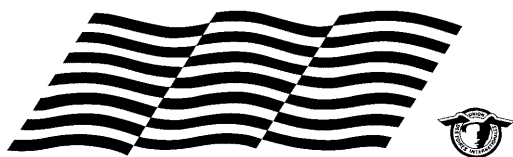
- Services can be tailored to individual line's unique requirements
- Very fast turnaround of vessels which are off-schedule
- Urgent connection of containers

### **3 Incentives and Rebates for volume of containers handled, efficient operations, and new markets/service routes.**



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