



Ports & Harbors

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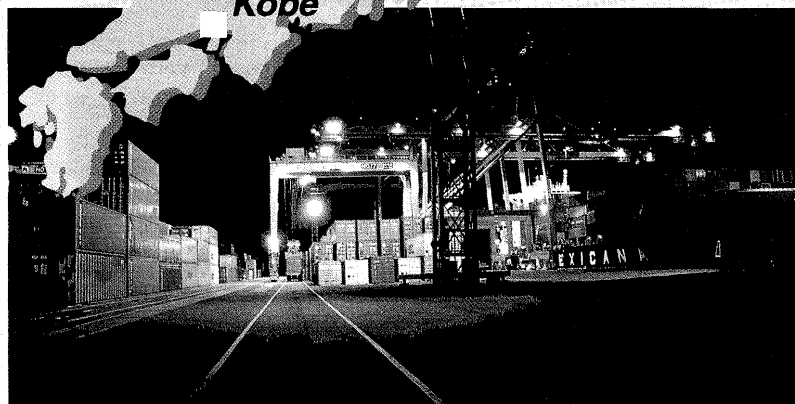
London Ready for
the IAPH Conference:
Updated Program
and Agenda

IAPH Essay Contest:
Rita Seño-Ogbinar
of Philippines
Wins Top Prize

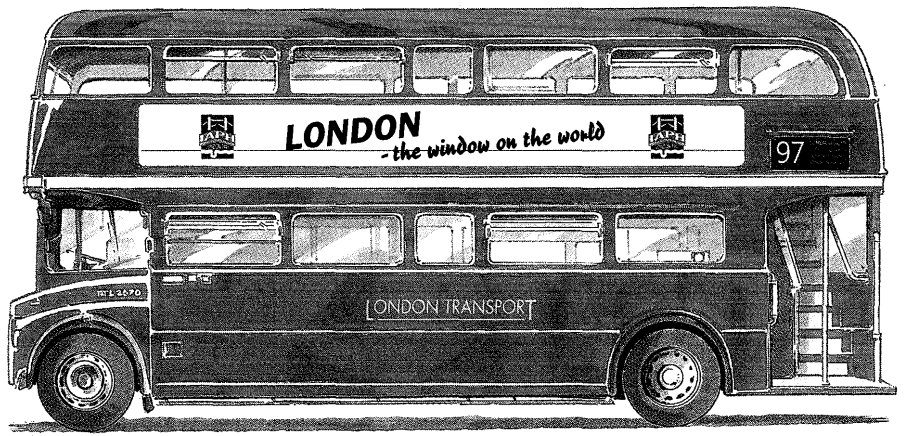
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Port of Kobe

KOBE was hit by the killer earthquake in January 1995, which destroyed houses and other elements of the urban infrastructure, including the port. By the end of March 1997, the reconstruction of the port facilities had been completed. This year, the port celebrates its 130th anniversary. See page 40.

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C A T C H T H E W A V E



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IAPH ANNOUNCEMENTS AND NEWS

Regular and Board Members Asked to Submit Credentials

ON 10 March, the Secretary General sent a letter to the Regular Members asking them to submit a form of credentials in which each member organization is requested to confirm the name of the delegate who will attend the 20th World Ports Conference with a voting right, or a form of proxy specifying the name of the individual who has a voting right on behalf of the organization from which no delegates will be able to attend in person.

Separately, the IAPH Directors were asked to file to the Secretary General notice of their attendance at the Board meetings which are scheduled for Sunday 1 June and Friday 6 June

respectively, by a form of credentials. Any Directors who will be unable to attend the Board meetings in person were asked to submit a form of proxy.

The Board of Directors representing each country/economy are requested to confirm the names of the individuals who currently serve on the Board, or any anticipated changes in the Board, when they return the forms of credentials to the Head Office by 30 April 1997, as the By-Laws require that the results of each election to be held by each group of Regular Members in each country in each period between the Conferences shall be communicated to the Secretary General not later than thirty days before each Conference.

Royal Award for Rajasingam

THE IAPH Secretary General has recently learned from Klang Port Authority (KPA) that Mr. Rajasingam, KPA's General Manager & CEO, who is an IAPH Executive Committee Member from Malaysia, was honored with a royal award. The news received from Ms. Chong Choon Yin, KPS's Commercial Manager, follows:

"The general manager/chief executive officer of Klang Port Authority M. Rajasingam was honored with a royal award by the Sultan (Ruler) of the state of Selangor, Malaysia in March this



Dato Rajasingam

year.

The award, Darjah Paduka Mahkota Selangor (Knight Commander of the Honourable Order of the Crown of Selangor), carries the title Dato (Sir).

The award was conferred on Dato Rajasingam in recognition of his contribution to the development of Port Klang in particular and to the port industry in Malaysia in general. It is also a great honor to Klang Port Authority to see its CEO recognized for his contribution and his long years of service to the port."

Secretary General Kusaka, on behalf of all IAPH members and those of the Tokyo Head Office, has expressed his warm congratulations to Dato Rajasingam and his KPS's colleagues for the honor conferred on him.

London Announces Updated Programs

THE updated scheduled as of 20 March as announced by the Organizing Committee, together with the provisional agenda for the Plenary Sessions and the joint meetings of the Board and Executive Committee are reproduced later in this issue in the London Conference special section.



New Appointments

Legal Protection Committee

PRESIDENT Cooper has recently appointed **Mr. Warren MacCrimmon, Jurist at the Port of Vancouver, Canada**, to serve on the Legal Protection Committee chaired by Mr. Bruno Vergobbi (Dunkirk). This appointment was to fill the vacancy created by Dr. Frederic de Vos (an IAPH Life Supporting Member from Ottawa, Canada) who recently resigned from his position as a CLP member. In submitting his resignation, Dr. de Vos recommended that Canadian representation in the CLP be maintained by Mr. Crimmon, and the proposed nomination was duly supported by Chairman Vergobbi.

IAPH Liaison Officer with PIANC

Mr. Paul Scherrer, Technical Director, Port of Le Havre, has been appointed by President Cooper to take over from Mr. Jean Smagghe as IAPH Liaison Officer with PIANC. Mr. Smagghe had made the recommendation to the effect following his decision to step down from the position so as to concentrate on his other IAPH commitments.

MR. Goon Kok Loon
(Singapore),
Chairman of the



I A P H
Committee
on Human
Resources,
informed the
Head Office
of the results
of the IAPH

Award Scheme 1996/1997, an essay contest in which applicants were invited to write on the subject "How the quality of port services could be improved".

According to Mr. Goon's fax message dated 26 March 1997, out of 14 entries received, the 13 eligible entries were carefully evaluated by a panel of judges comprising Mr. Jean-Pierre Lannou of Le Havre and Mr. Goon himself. Mr. Jose Luis Estrada Liaquet, Port of Algeciras, assisted with the judging of the essay by Capt David Morales of Mexico.

Note: The entry by Mr. Mohamed Memouchi was not considered eligible because the Ministry of Transport, Algeria, is not an IAPH member.

As a result, the panel has announced the following four prize winners:

Akiyama Prize* (First Prize):

Rita Seño-Ogbinar, Manager, Curriculum Development and Research Division, Training Center, Philippine Ports Authority, Philippines (to be awarded a silver medal, US\$1,000 and an invitation to attend the 20th World Ports Conference of IAPH in London, with traveling and hotel accommoda-

The Akiyama Prize

MR. Toru Akiyama, a Founder Honorary Member and Secretary General Emeritus, has consistently supported IAPH since its inception in 1955 in his various capacities including the Secretary General (1967 - 1973) and the President of the IAPH Foundation (1973 - 1987). The first prize in the IAPH Award Scheme (the biennial essay contest) is named as the "Akiyama Prize" in recognition of the donor of the prize.

IAPH Award Scheme (Essay Contest) 1996/1997

Rita Seño-Ogbinar of Philippine Ports Authority Wins Top Prize

tion provided, and the publication of the entry paper in the journal of IAPH.)

Second Prize:

Behrooz Omarae, Senior Expert, Ports & Transport Department, Ports & Shipping Organization, Iran (to be awarded US\$500)

Third Prize:

H. Premaratne, Manager (Statistics), Planning, Research & Development, Sri Lanka Ports Authority (US\$400)

Fourth Prize:

Lawrence Oladele Alabi, Port Manager's Office, Nigerian Ports Plc (US\$300)

There are no awards for the Merit category.

Secretary General Kusaka officially issued an invitation to Mrs. Seno-Ogbinar, PPA to attend the London Conference and is making arrangements for her to travel to London, where the presentation of the prize will take

place during the First Plenary Session on the afternoon of Monday, 2 June.

In this issue the Akiyama Prize winning paper is featured in the OPEN FORUM column and summaries of the prize winning papers and judges' comments are introduced hereafter.

Summary of Prize-Winning Essays and Judges' Comments

1st Prize (The Akiyama Prize)

Rita Seño-Ogbinar, Philippine Ports Authority



Summary of Essay

1 Introduction

The Philippines port industry is devoting considerable attention to increasing and improving the quality of port services to support economic growth. As the customer defines "quality", a careful analysis of customer requirements was made to give insight as to the aspects of quality improvement they wanted. Focused interview of customers revealed that the following are significant issues that should be addressed by a quality assurance programme: - pilotage services, vessel traffic system (VTS), reception facilities, port security, operational safety, handling dangerous cargoes, oil spill contingency plans and port state control.

2 Areas for Improvement

Various areas for improvement were identified as follows:

a. Pilotage Administration/VTS

- Not properly standardised in terms of pilots' training, provision of safe boarding points, traffic separation schemes, radar surveillance of vessels, navigability of channels and functioning of navigational aids. Need for VTS services and communications to be carried out in English.

b. Reception Facilities - Formalities for use of these facilities should be simpler to avoid undue delay of ship. Fees charged for receiving and processing wastes should be priced correctly to ensure it is not a disincentive to use the facilities.

c. Port Security - Most ports are too open. There should be stricter entrance requirements and control. Legal regulation should be established to charge cost of stowaways to party which caused the problem and not the shipowner.

d. Operational Safety - Present training requirements for personnel of port facilities are not uniform. A minimum training standard should be set. More training should be required for dock workers who are more directly involved in operations.

e. Handling Dangerous Cargoes - In many ports personnel are not trained adequately in handling dangerous cargoes. Emergency infrastructure ie fire mains, foam, sprinkler systems, smoke, heat, gas detectors is inadequate. Emergency response procedures for incidents involving chemicals are not available and regular drills are not carried out.

f. Oil Spill Contingency Plan - Adequate equipment for dealing with oil spill should be provided. Minimum under keel clearance and safe transit speeds should be established. Terminal operators should include the number and type of moorings required for each class of vessel. Fire fighters should be trained in ship-board fire-fighting.

3 Recommendations

a. To implement a concept of total quality management (TQM) to satisfy customer needs at the lowest possible costs. It will also help continuously improve performance of management on all levels. The quality systems should be integrated with the other human aspects such as managing the socio-cultural process, the port's image, enhancing knowledge and skills of workers and motivating workers.

b. To set up a educational centre or training institute dedicated to safety, security and environmental protection of ports in the Philippines. This Port Safety Institute will serve the 590 ports in the Philippine Archipelago. It will undertake research, consultancy, project training and conferences both for local and regional needs. It is envisioned to be a complete and modern facility with state-of-the-art classrooms, laboratories, workshop, library, auditorium and exhibition hall. It will play a leading role in modernizing the port sector in the Philippines with safety and quality assurance as its take-off point.

c. The Port Authority should encourage the development and implementation of quality through a "Quality Improvement Project for Port Services". This project will work towards installing quality assurance in companies through ISO 9000. It is

proposed that this be done through assistance of foreign and local experts.

Judges' Comments

This essay starts on the right premise that quality is defined by the customer and lists the customers' requirements on aspects for improvement in port services. It elaborates on current shortcomings in these areas. Specific suggestions are thrown up but not dealt with in detail with regard to implementation. A con-

ceptual framework for total quality management is recommended but this is somewhat academic. There is interesting information which is applicable to any port. More specific points related to the Philippines situation could have been included. The set up of a Port Safety Institute is also recommended. This is an interesting idea which can be developed and more cost-benefit analysis could have been done on it. The English is very good and the essay shows a good knowledge of a wide scope of port operations.

2nd Prize

Behrooz Omaraee, Ports & Shipping Organisation, Iran

Summary of Essay

1 Introduction

Ports play an important role in the Iranian economy because there is great demand to run the modern manufacturing plants that suffered damage in the immediate post-war years and to reconstruct Iran's infrastructure. This has led to a great expansion of the country's external trade. Of the major Iranian ports in the South, Bandar Abbas is the most important. However it is congested. This has led to considerable damage of cargo kept in the yard for long periods and has seriously affected the price of import and export cargoes; although some relief is provided by the reopening of Bandar Imam, exploitation of newly constructed port of Chahbahar and increased in berths and space in Bandar Abbas.

The performance indicators generally show that all major Iranian ports have improved over the years and are working above UNCTAD recommendation. However, compare to developed countries, Iranian port performance is lower. If operational standards of developed countries like Japan are used, a higher port capacity can be reached in Iranian ports.

2 Problem

While there are many inter-related reasons, it is quality of management and lack of motivation and skills of the workforce that generally inhibit further improvements in economic performance of Iranian ports. Some port changes which have specific HRM implications and which require new management and operational concepts and skills are:

- reduction in stevedore gang size;
- increase in demand for technical function, specialised equipment operators and maintenance staff;
- creation of new port jobs, large increase in job mobility and multi-

skilling;

- port staff becoming more permanent and work organised to be done on a more permanent basis;

While training is not a complete solution to all problems besetting Iranian ports, it is of paramount importance. The following shortcomings in training are:

- a. Lack of a Maritime and Transportation institute or university prior to 1984;
- b. The port workforce are illiterate and unqualified for cargo work. The Ports and Shipping Organisation (PSO) has no control over registration and employment of the workforce;
- c. Lack of systematic training and retraining programmes;
- d. Inadequacy of knowledge at all managerial levels with regards to application of technological changes in shipping and their impact on ports;
- e. Lack of systematic approach towards motivation, welfare and teamwork;
- f. Unsystematic approach to International organisations such as UNCTAD, ILO, IMO, IAPH, ESCAP etc for technical and educational assistance.

3 Recommendations

- a. PSO should adopt and enforce guidelines and regulations to supervise and monitor all port activities and their performance indicators to raise working standards.
- b. To have a comprehensive training strategy taking into account future port development needs. A more systematic approach is required to human resource management including a commitment to good training facilities and trainers. To set up a National Port Training centre to conduct management training. All managers should attend courses such as

"improving port performance, port planning, port productivity."

- c. To have an overall manpower development plan for employees - managers and workers. To explain to employees what training and education is all about, how it is done, what it hopes to achieve and how they are going to benefit. To have following elements in programme:

- strategy for motivation: looking at recognition, prospects and advancement, responsibility, peer relations, supervisory competence, pay, policy and administration.
- validation and evaluation of courses and trainees: series of tests and assessments should be designed to ascertain that a training programme has achieved the objectives specified. It should also be ascertained through an external validation whether the objectives were based on accurately identified training

needs.

- consideration of trends of port structural changes: training programmes should be re-thought and shaped in a way which meets economic needs of port authority and its personnel as well as individual's aspirations for self-improvement.

Judges' Comments

The description of the Iranian ports situation is interesting. Mr Omarae seems to have a wide scope of knowledge and gives many references to famous writers. He focused on a more systematic approach to training to solve the identified problems. It is felt that he should have covered labour organisation too. This would have made it a wider and better integrated HRM approach. The writer did not cover the cost-benefit aspects of his proposals. Perhaps too much background was given which made the paper less focused. The English is very good.

to a greater extent.

3 Recommendations

- a. Time gap between berthing and commencement of operations should be minimised;
- b. Non-operational times due to power failures, wrong containers shifted etc should be avoided;
- c. Two operators could be employed for overlapping shifts to reduce meal/tea times;
- d. A system of close supervision of operators through a log book should be maintained;
- e. Training and retraining should be carried out to upgrade the knowledge and skills of workers. They should also be exposed to fast terminals overseas which use sophisticated equipment in computerised environment;
- f. There should be a scheme to appreciate employees with higher productivity;
- g. To minimise turnaround time by reducing sail-off delay and using the northern (in addition to the southern) entrance for bringing in ships. The northern entrance will have to be dredged to sufficient level;
- h. There should be standard targets for throughput per vessel hour per berth which should be closely monitored;
- i. A proper management information system should be set up for monitoring operational activities and ensure smooth functioning.

Judges' Comments

This essay discusses the existing situation in the Port of Colombo. It focuses on minimising non-operational times during container handling to improve productivity and waiting time. Relevant data is given in the essay to back the problem analysis and show possible range of improvement and focus areas. However only some specific plans of action are given. More details could have been given on the working out of these recommendations and the cost-benefit in implementing them. The English is very good.

3rd Prize

H Premaratne, Sri Lanka Ports Authority

Summary of Essay

1 Introduction

The Port of Colombo has specialised terminal facilities for container handling. In 1995, it handled 1.05m TEUs of which 67% were transshipment boxes. For the first seven months of 1996, container throughput rose to 715,192 TEUs, an increase of 16.7% over the previous year, mainly due to increase in transshipment activities.

In 1993 and 1994, the port was actually handling containers above its capacity. It added berths in Feb 94 and Feb 95, increasing its capacity to 1.51m TEUs. This will be increased to 1.66m TEUs by 1998 with the installation of more cranes and storage capacity. There are also redevelopment plans to bring Colombo's capacity to about 2m TEUs by 2005.

Colombo can attract a greater share of the future growing boom in the region if it can fulfill the expectations of shipping lines.

2 Problem Analysis

Projections show that demand will exceed capacity from the year 1997 onwards. This is expected to affect waiting time for berth and ship turnaround time. Average waiting time of a container ship in 1995 was 10.5 hrs while average service time was 25.3 hrs, resulting in a total turnaround time of 37.5 hrs.

A higher vessel productivity could be achieved if the optimum number of gantry cranes are assigned for a vessel. This was proven when a recommendation from consultants to buy an additional gantry crane was implemented. However gantry crane productivity has a greater impact on productivity. Every effort should be made to eliminate non-operation times which affect gross crane productivity.

Out of the total non-operating time (354.8 mins) of a gantry crane studied, nearly two-thirds can be avoided if corrective measures were taken. For example, meal/tea time was more than 2 hrs.

Also, the net productivity of the crane is not the real potential productivity because it was based on cycle times which included waiting time for prime movers. If this is improved, Colombo has the potential to increase its productivity

4th Prize - Lawrence Oladele Alabi, Nigerian Ports PLC

Summary of Essay

1 Introduction/Problem Analysis

Port investments in infrastructure is not sufficient to transform the culture of inefficiency and low productivity often associated with ports of developing nations. Often times, a lot of people involved in the commercial activities of the port operate at cross purposes thereby affecting the efficiency of such ports. An integrated approach of training which involves

everybody involved in the port business would promote sustainable development.

Currently most training is fulfilled through in-house training programmes. Knowledge and expertise are traditionally imparted by older and more experienced employees to in-coming employees. In some cases, managers are sponsored to reputable higher institutions to acquire specific skills in port management locally and overseas. An impetus to acquisition of

such skills was through the training programmes initiated under UNCTAD. Only very few officials, top profile of port managers, were privileged to benefit from the programme. Because of rapid turnover of top-level management, their knowledge could hardly be put into use. The scope of training programmes is too narrow.

2 Recommendation

a. To enable seaports to prepare for the anticipated challenges in the next century, they should propel themselves into active manpower and human resources development. It is one sure way of transforming the workforce into an asset rather than a cost to management. The training in the port industry deserves to be executed holistically. All parties involved in port activities should undergo training including the following:

- port officials;
- regulatory agencies;
- port consultants (supplier of specialised services to the port eg stevedoring and dock labour suppliers, dredging contractors);
- port customers;
- media organisations.

Port management should seek to effect co-ordination of regulatory bodies in a manner that will facilitate international trade as they are very crucial to the success of port authorities. This will ensure communications within all the subsectors and promote benchmarking. Deployment of officials to the seaports for less than one year should be discouraged. Deployments should be preceded by full briefing by the port management.

- b. Middle level executive personnel would be more appropriate target group for training programmes, majority of which are improving port productivity, Trainmar and Port management courses series by UNCTAD. These should be provided in-situ ie on the port location possibly on a counterparting basis with the host ports. In addition, video films of such training programmes might be available to the training departments as technical assistance aids for skill enrichment of junior managers.
- c. It is also desirable for UN through UNCTAD to adopt a policy of executive internship for middle level port executives. Through this process, officials should be encouraged to learn managerial skills in various ports judged as "best" in specific areas of management.
- d. A policy of regional integration and

cooperation should be pursued through the regional Port Management Associations to allow for active cross fertilization of port management skills through exchange of house news bulletins and other publications. Routine visits by experienced port managers and experts should be encouraged to enable them to impart knowledge through lectures. Regional Academies should train and prepare budding managers within ports and shipping industries. The Academies should be commissioned to offer advisory services to the port man-

agements within their zones.

Judges' Comments

This essay focuses on improving cooperation between all parties involved in port operations. This idea of an integrated approach of training between the main partners in the port business is interesting because it could procure very positive results. The proposal would have been more interesting if a description of the methods for optimizing this approach was done. The cost-benefit of the proposal is not covered at all. The English is very good.

IMO Report

Sub-Committee on Dangerous Goods, Solid Cargoes and Containers (DSC2) - 2nd session

By A. J. Smith, IAPH European Representative

D SC2 met from 24 to 28 February 1997 under the chairmanship of Mr J McNamara (United States). Delegations were present from 45 Member Governments, 1 Associate Member, 2 UN Agencies, 2 inter-governmental organisations and 14 non-governmental organisations including IAPH.

It is probable that most delegations had a specific and main interest in securing agreement as respects Amendment 29 of the International Maritime Dangerous Goods (IMDG) code. They were successful and agreed that Amendment in two parts to facilitate its entry on 1 January 1999. A simplified format for the code including Amendment 30 is hoped to be finalised for implementation on 1 January 2001.

From a port standpoint, however, attention was centred on matters relating to the loading and unloading of bulk cargoes, and, in particular a proposed revision of the draft Code of Practice for the Safe Loading and Unloading of Bulk Carriers.

In the event, earlier IAPH concerns that revision might be too radical and might even to an extent shift a Master's responsibility for the safety of his ship to the terminal, proved to be unfounded. In fact the insertion of the operative provisions of MSC/Circ 743 of 13 June

1996 in the code make it quite clear that the Master is responsible at all times for the safe loading and unloading of his ship.

DSC2 also agreed that the SOLAS Convention was not an appropriate instrument for regulating the responsibilities of shore-based facilities such as solid bulk cargo terminals. These responsibilities should necessarily be addressed by national governments in their national legislation. It will be recalled in these respects that MSC/Circ 743 asks Governments to take steps to that end.

A draft Assembly Resolution and the revised draft Code are to be submitted for approval of IMO's Maritime Safety Committee at its 68th session (28 May to 6 June 1997) and probable adoption by IMO's 20th Assembly in November 1997. It would be expected that the approved Code would then be given a general circulation to ports and terminals.

In advance of that schedule however it may be useful to note certain of the revisions and/or additional insertions in more detail. Reference is made for this purpose to DSC/Circ 3 of 11 March 1996 with which the initial draft Code of Practice was issued for the attention of all interested parties including terminal operators. As follows:

Introduction

Incorporates the operative paragraphs of MSC/Circ 743 of 13 June 1996 (see above reference). It now also stresses the importance of effective communication between the parties concerned. Port information books should be given to Masters where possible before or on arrival at ports/terminals.

Section 1 - Definitions

In the interests of clarity, definitions are provided for "Master", "Terminal Representative" and "Hot work".

Section 2 - Suitability of Ships and Terminals

Note the inclusion of "Terminals", in the heading and a listing of requirements expected of Terminal Operators viz in respect of safe access to berths, and use of certificated equipment operated by qualified personnel. Provision is made for the training of personnel.

Section 3 - Procedures between Ship and Shore prior to the Ship's Arrival

Revisions are designed to tidy up the text and, to an extent, to equate the

information to be provided by both ship and terminal.

Section 4 - Procedures between the Ship and the Terminal prior to Cargo-Handling

The Master should ensure that the Terminal Representative understands the requirements for harmonisation between deballasting and cargo-loading rates for his ship. Loading and Unloading Plans have to be agreed with the Terminal Representative. A copy of that Plan, and any subsequent amendments, should be lodged with the appropriate authority of the port state.

Section 5 - Cargo Loading and Handling of Ballast

Revisions are designed to clarify the respective duties of ship and terminal and the tasks which should be performed jointly.

Section 6 - Unloading Cargo and Handling of Ballast

This section is simplified to clarify the duties of ship and terminal respectively as respects the exchange of information and the need for effective communication between the parties concerned.

Additionally, the Master should ensure close supervision of the final stages of the unloading to ensure that all cargo is unloaded.

Appendix 1 - Recommended Contents of Port and Terminal Information Books

Some additions have been made in the interests of clarity and the safety of ship movement in the waterways. A notable inclusion is information on waste reception facilities in the port and terminal.

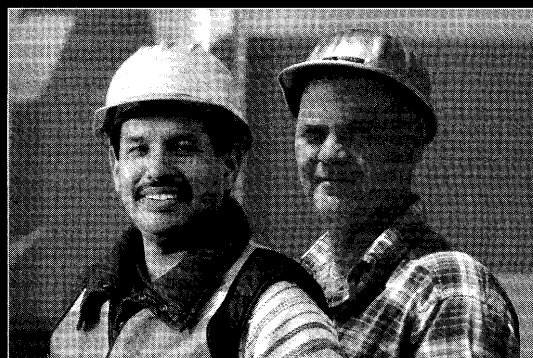
Appendix 2 - Loading and Unloading Plan

More realistic Plans and Worked Examples are provided.

Appendices 3 and 4 - Ship/Shore Safety Check List and Guidelines

Minor amendments have been made to remove inconsistencies between the revised draft Code and the Check List. It is not thought that MSC/Circ 690 - Ship/Shore Safety Check List would need to be withdrawn and a new Circular issued.

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Financing Systems of Port Reception Facilities

87 port organizations participate in IAPH survey

IN June 1996 IAPH circulated a questionnaire to about 150 ports asking them to provide specific information on the financing and charging systems for the establishment and operation of port reception facilities employed by their ports.

A total of 87 port organizations, which are listed in the following table, participated in the survey.

The results of the questionnaire were compiled into a report by the Ministry of Transport, Public Works And Water Management, Directorate-General of Shipping and Maritime Affairs (Ms. M.E. Ansenk and Ms. A.M. Hol), Rijiswijk, the Netherlands, through coordination with Mr. P.C. van der Kluit (Rotterdam), Chairman of the IAPH Committee on Port Safety and Environment and drafter of the questionnaire.

The IAPH Head Office arranged for all the participants in the survey to receive a copy of the report analyzing the input from the 87 respondents.

Although the report on the details of the questionnaire results has been made available to the respondents only, we introduce here Chapter V - General Conclusion from the report.

GENERAL CONCLUSION

Conclusion and summary

This questionnaire has been set up to provide guidance of funding and sustainable financing of port reception facilities in the world. In this survey 87 ports of 32 countries reported on their existing financing system and systems under development.

It appears that the most applicable financing system is a "fee system" (in accordance with "the polluter pays principle"). Second, the system of "costs of disposal, included in port dues/charges" and third, a "free-of-charge" system. All these systems apply to various categories of waste which consist of cargo related waste (dry and liquid) and ship generated waste (engine room, domestic, other waste and sewage).

One of the questions (question 2) gives the opportunity to indicate what is meant by "other" financing system. 16 Ports specified this. For instance, Sweden applies a "non-special fee" system meaning that ports may raise their harbour dues to cover the costs of

Table 1: Member states and ports which participated in this survey

Member states	Ports
Australia	Brisbane, Botany Bay, Devonport and Sydney
Belgium	Antwerp
Canada	Halifax, Montreal, New Westminster, Ottawa and Vancouver
China	Hualien and Keelung
Cyprus	Nicosia
Denmark	Copenhagen and Esbjerg
Finland	Helsinki
France	Rouen and Le Havre
Germany	Hamburg
Ghana	Tema
Greece	Thessaloniki
Hong Kong	Hong Kong
Indonesia	Jakarta
Ireland	Cork, Dublin and Limerick
Israel	Haifa, Ashdod and Eilat ¹⁾
Japan	Hiroshima, Ishikari, Kushiro, Nagoya, Yokkaichi and Yokohama (2 ports)
Malaysia	Bintulu, Klang, Kuching and Penang
The Netherlands	Amsterdam, Delfzijl and Rotterdam
New Zealand	Auckland, Bluff, Plymouth, Napier, Tauranga and Whangarei
Norway	Oslo
Papua New Guinea	Moresby
Philippines	Cotabato City, Davao City, Dumaguete City, General Santos City, Legazpi City, Manila, Manila: south harbour, Manila:north harbour, Ozamiz City, San Fernando-La Union, Subic Bay, Surigao City, Tacloban and Zamboanga
Portugal	Lisboa, Setubal and Sines Codex
Rumania	Constantia
Russia	St. Petersburg and Vladivostok
Scotland	Glasgow
Singapore	Singapore
Sweden	Sweden General, Goteborg (2 ports), Helsingborg and Stockholm
Thailand	Bangkok
United Kingdom	The United Kingdom Major Ports Group Limited, British Ports Association and Felixstowe ²⁾
United States	Cape Canaveral, Corpus Christi, Georgia, Houston, Miami, Stockton and Tacoma

¹⁾ Israel answered the questions on behalf of 3 ports. These will be considered as 1 port.

²⁾ The United Kingdom Major Ports Group Limited and the British Port Association answered the questions on behalf of several ports. These will be considered as 2 ports.

reception and treatment of waste, but they are not allowed to charge the ships any additional cost for this.

Currently, almost no ports are developing new financing schemes for the establishment and operation of reception facilities. Contrary to the countries which develop financing systems at a national level, the Baltic States are involved in international discussions concerning this subject (Baltic Strategy). It is not clear in what way or to which categories of waste these sys-

tems apply.

Measures to stimulate the delivery of ship generated waste differ, varying from financial incentives like the "Green Award system" in the Netherlands, South African ports and all Spanish State ports to audits and inspections of ships by authorities.

It is supposed that when ships are charged for waste disposal, it stimulates waste-reducing measures on board ship. Sweden noticed that as a consequence of these waste reducing

measures the costs of waste separation (glass: clear and dark, cans, cardboard paper) from passenger vessels in domestic service the costs for the handling increased with 300 percent. However, regardless of these waste reducing measures, attention should be paid to ships which might deposit waste in any event (illegally).

In 10 ports the applicable financing scheme does provide for some exemptions according to the ship type. Russia and the Netherlands granted rebates to specific ships meeting various environmental and safety standards.

Sweden General and Stockholm (Sweden) apply a "non-special fee" system. They consider inter-port competition as an effect of the financing scheme. As a consequence of these applicable system they receive more waste than their neighbouring countries, because the waste discharge is "free". So these ports consider this a financial disadvantage. However, this problem could be solved by setting up a financing system which applies to all the harbours in the region. Also it is stated that "free-of-charge" facilities might have some negative effects on the inter-port competition.

Most countries have federal and local authorities involved in monitoring the

compliance with regulations and enforcement. Also specific ministries and Port State Control authorities are frequently involved.

Of the 87 ports only 26 harbours reported their government had been involved in administrative and financial matters. This government involvement differs per port. For example, the government can be involved in the oil disposal or in monitoring compliance with regulations covering treatment and transport of waste.

In just a few ports the government has been involved in the collection and treatment of waste. In that case it mainly concerns local and federal authorities. Port authorities, ministries, ship owners, provincial and international bodies have also been involved in the policy-making process regarding the current or future financing scheme.

Except for the Baltic States the international involvement in harmonizing a financing system, which applies to the whole region, is limited. Most states are mainly developing systems for their own country.

Information with regard to port reception facilities has been provided in various ways. To name a few: folders, bulletins, port handbooks, media etc.

Five ports against and 15 ports are in

favour of a compulsory regime of waste discharge by arriving vessel. It is presumed that a compulsory regime only works if specific conditions apply. First, the system should apply to all countries. Second, the location of the port should be taken into account. Third, a sustainable port reception facility should be available and at last, this financing system should be monitored by authorities.

In 22 Ports private companies supply the reception facilities for different categories of waste in ports. Other ports did not answer the question.

Finally, most ports did not use a system of "indirect financing" of reception facilities, but used a "fee system". With regard to the various financing systems a uniform framework does not exist. Also the division of responsibilities differs enormously per port. However, it should be taken into account that this questionnaire has been answered by port authorities and not by administrations.

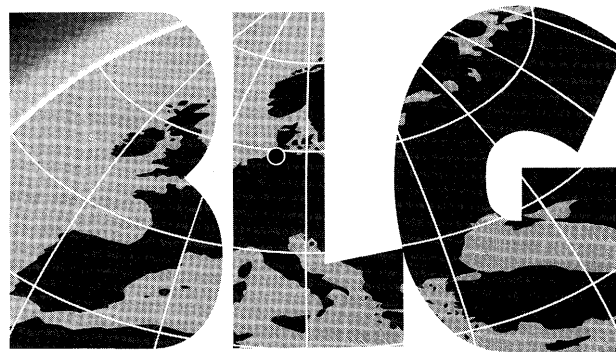
This questionnaire has been useful to get a general overview of the different possibilities according to the applicable financing schemes for the establishment and operation of port reception facilities in the world relating to the various categories of waste.

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Fax: +813-3578 8086

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Fax: (305) 860-3700

E-Mail: luis_ajamil@bamiami.com

Changes

Dr. Yuzo Akatsuka [Class D] (Japan)

Address: Professor
Faculty of Regional Development
Studies, Toyo University
1-1-1 Izumino Itakura-machi
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Mailing Addressee: Mr. A.D. van der Boon
Project Director Ports and
Waterways, Dep. Water
and Environment

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Fax: +31 33-4682601

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Mailing Addressee: Mr. Aurel Carp
General Manager
Tel: +40 41 619100
Fax: +40 41 619512
E-Mail: Office@apcra.eunet.ro

Mr. Carp and Mrs. Limona are serving as
IAPH Director and Alternate Director from
Romania.



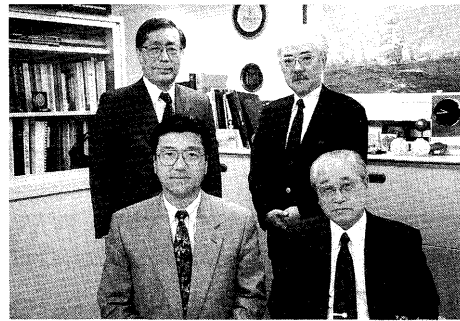
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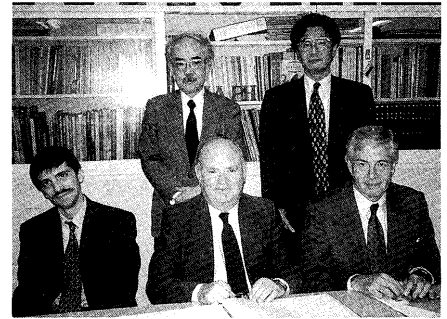
ON 31 March, **Mr. Masashi Morimoto** (seated, left), **International Marketing Manager, Port of Los Angeles**, accompanied by **Mr. Akio Segawa** (standing, left), the **Port's Japan Representative**, visited the Head Office, where



they were received by Secretary General Kusaka and his staff. Mr. Morimoto was on a business trip to Tokyo visiting his customers here.

ON 9 April, **Mr. Alfredo Augusto Yung**, Vice-

Alamirante (R.E.), Subsecretaria de Puertos y Vias Navegables, Ing. Jorge O. Ferrario, Administracion Portuaria Bonaerense, Administrador, MOSPBA, and Mr.



Seated, from left: L.D. Solar, A.A. Yung and J. O. Ferrario.
Standing: R. Kondoh and H. Kobayashi.

Luis Del Solar, Secretary of the Embassy of Argentine in Tokyo, together with **Mr. Harushi Kobayashi, Coordinator, JICA**, visited the Head Office, where they met Deputy Secretary General Kondoh and exchanged views and information on the latest situation of the ports in Argentine. The visitors were in Tokyo to participate in a Japan-Argentine meeting for the development of the ports in Argentina.

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20TH IAPH WORLD PORTS CONFERENCE

Hosted by the Port of London Authority • 31 May to 6 June 1997

Venue : The Park Lane Hilton Hotel, London, U.K.
Conference Theme : Maritime Heritage-Maritime Future
Conference Chairman : Mr. David Jeffery, Chief Executive, The Port of London Authority

Pre-Conference joint Board/Exco meeting to take place in Grosvenor House Hotel

THE Conference Organizer in London has recently announced that the Pre-Conference joint meeting of the Board of Directors and Executive Committee to be held on the afternoon of Sunday, 1 June is now scheduled to take place in the Grosvenor House Hotel and not in the Hilton Hotel. Some minor changes have been made to the schedules for the pre-Conference meetings on Saturday 31 May, while all the meetings should take place in the Hilton Hotel.

DAY-TO-DAY PROGRAMME

20th IAPH World Ports Conference

31 May - 6 June 1997

Hilton Hotel, Park Lane, London, U.K.

Saturday 31 May

0830-1800 Registration for attendees of the
IAPH Committee Meetings

1030-1130 Constitution and By-Laws	Hertford Room
0900-1100 Port Planning and Construction	Coronation Room
0900-1100 Dredging Task Force	Curzon Room
0900-1100 Cargo Operations	Crystal Palace Room
0900-1100 Sea Trade	Grand Ballroom 2
0900-1100 Ship Trends	Boardroom
0900-1100 Joint Port Safety and Environment/Marine Operations	Grand Ballroom 1
1100-1230 IAPH/IMO Interface Group jointly with Co-ordinating Vice-President and Chairpersons' meeting (Port Affairs Group)	Grand Ballroom 1
1245-1345 Lunch (Committee Members)	Grand Ballroom 2
1400-1600 Ad Hoc Group IAPH 2000	Crystal Palace Room
1400-1600 Combined Transport and Distribution	Curzon Room
1400-1600 Trade Facilitation	Coronation Room
1600-1700 Co-ordinating Vice-President and Chairpersons' meeting (Trade Affairs Group)	Boardroom
1700-1730 Nominating Committee	Curzon Room

SOCIAL PROGRAMME

1400-1600 London City Sights Tour
1900-2130 Welcome Cocktails for Early Arrivals,
at the Hilton Hotel

Sunday 1 June 1997

0800-1200 Registration for attendees of the
IAPH Statutory Meetings
1200-1830 Registration open for delegates

0800-0830 Resolutions and Bills	Crystal Palace Room
0830-0930 Credentials	Coronation Room
0900-1100 Finance/Budget Jointly with Memebership	Crystal Palace Room
0900-1100 Human Resources	Grand Ballroom 2
0900-1100 Legal Protection	Curzon Room
0930-1130 Port Communities	Coronation Room
1100-1200 Co-ordinating Vice-President and Chairpersons' meeting (Human and External Affairs Group)	Boardroom
1245-1345 Lunch (Committee and Board Members)	Grand Ballroom 2
1400 Pre-Conference Joint Meeting of IAPH Board and Executive Committee	Grovesner House Hotel

SOCIAL PROGRAMME

1000-1200 London City Sights Tour
1900-2230 Opening Ceremony and Welcome
Reception at the International
Shakespeare Globe Centre

Monday 2 June

0800-1800 Registration
0800-0830 Resolutions and Bills Committee
Meeting

Coronation Room

OPENING SESSION

0900-0915 President's Address: **Robert Cooper, IAPH President**

Working Session No 1

**OPPORTUNITIES FOR AND IMPEDIMENTS TO THE
GROWTH OF INTERNATIONAL TRADE**

Session Chairman: **Robert Cooper**
IAPH President

0915-1000 Keynote Speaker: **Hans Peters**
Principal, Transport and Maritime
Industries, The World Bank

1000-1100 Coffee Break - Trade Exhibition Opening Ceremony

20TH IAPH WORLD PORTS CONFERENCE

1100-1145 Future Contribution from Developed Economies

Speakers: **Peter Sutherland**

Former Director General,
General Agreement on Trade and
Tariffs/World Trade Organisation

1145-1230 Future Contribution from Developing Economies

Speaker: **Rubens Ricupero**

Secretary General, United Nations
Conference on Trade and Development

1230-1400 Lunch

1400- **First Plenary Session**

Session Chairman: **Robert Cooper**

IAPH President

Address by IAPH Secretary General

IAPH Statutory Reports

Committee Reports

1530-1600 Coffee Break

1600- Committee Reports to continue

ACCOMPANYING PERSONS' PROGRAMME

0830-1800 Orient-Express and Goodwood House Tour

SOCIAL PROGRAMME

Free evening

Note: First and Second (Closing) Plenary Sessions and all Working Sessions will be held in the Grand Ballroom on the first floor.

Tuesday 3 June

0800-1800 Registration

0800-0830 Honorary Membership Committee Meeting Coronation Room

Working Session No 2

COMMERCIAL ISSUES FACING THE PORTS AND SHIPPING INDUSTRIES

Session Chairman: **Jean Smagghe**

IAPH First Vice-President and Member
of the Board, French Ports Association

0900-0940 Keynote Speaker: **UK Secretary of State for Transport**

0940-1020 Expectations of the Shipper

Speaker:

Steven Harley

Manager, Logistics Planning and
Transport Operations,
Ford Motor Company Ltd

1020-1100 Requirements of the Shipowner

Speaker:

John Lyras

Immediate Past President, European
Community Shipping Association and
Member of the Board, Paralos Maritime
Corporation S A

1100-1130 Coffee Break

1130-1210 Intermodalism - Feeder ports, the role of Short-sea v
other transport modes

Speaker:

Juan Kelly CBE

Chairman, International Chamber of
Shipping and Chairman, Maersk
Company

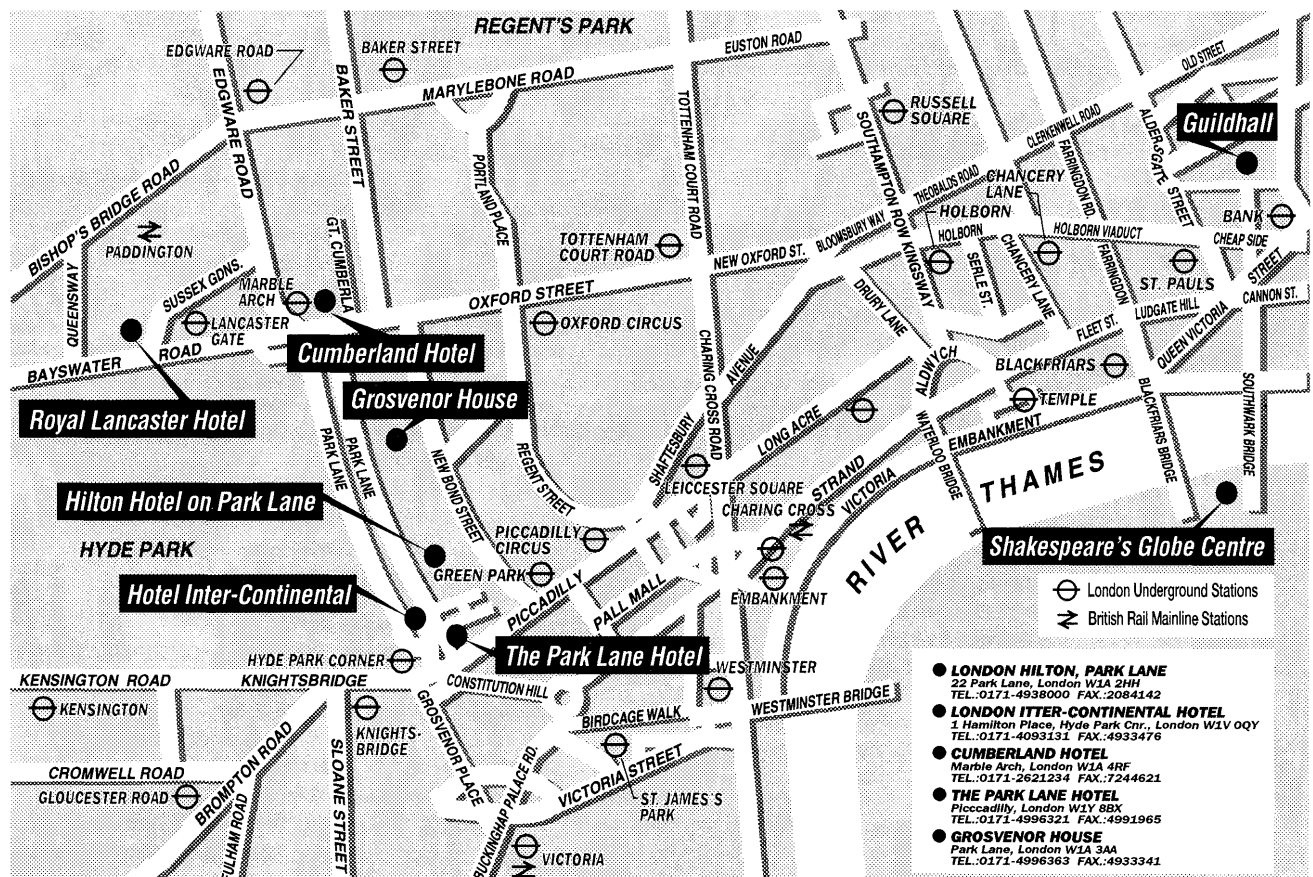
1210-1250 Discussion Forum on issues raised during Working Session
No 2

Chairman:

Jean Smagghe

IAPH First Vice-President and Member
of the Board, French Ports Association

1250-1400 Lunch



20TH IAPH WORLD PORTS CONFERENCE

(Tuesday 3 June Continued)

Working Session No 3

FINANCIAL PRESSURES ON THE FORTS AND SHIPPING INDUSTRIES

Session Chairman: **Akio Someya**
IAPH Third Vice-President and
Executive Vice-President,
Nagoya Port Authority

1400-1440 Risk and Liability

Speaker: **David Martin-Clark**
Chairman, Through Transport
Mutual Services (UK) Ltd

1440-1520 Financing the Development of Ports

Speaker: **Rt Hon John MacGregor, OBE MP**
Former Deputy Chairman,
Hill Samuel Bank

1520-1550 Coffee Break

1550-1630 Risk Management

Speaker: **Allan Rickmann**
Environmental Director, Willis Corroon

1630-1700 Discussion Forum on issues raised during Working Session
No 3

Chairman: **Akio Someya**
IAPH Third Vice-President and Executive
Vice-President, Nagoya Port Authority

ACCOMPANYING PERSONS' PROGRAMME

0900-1400 Tour to Greenwich

SOCIAL PROGRAMME

1830-2100 Reception at Guildhall, City of London

Wednesday 4 June TECHNICAL TOUR TO THE PORT OF TILBURY

Thursday 5 June

0800-1800 Registration

0800-0830 Resolutions and Bills Committee Meeting Coronation Room

Working Session No 4 PORTS - AN ECONOMIC AND ENVIRONMENTAL BALANCE

Session Chairman: **Sir Brian Shaw**
Chairman, Port of London Authority

0900-0940 Keynote Speaker: **Sir Crispin Tickell GCMG KCVO**
The Warden, Green College,
Oxford and Chairman, Government
Panel on Sustainable Development

0940-1015 Environmental Issues

Speaker: **Charles Secrett**
Director, Friends of the Earth

1015-1045 Coffee Break

1045-1130 Special Address
Rt Hon Neil Kinnock
Transport Commissioner,
European Commission

1130-1205 Planner's Perspective

Speaker: **Eleni Paipai BSc (Hon) MSc**
Senior Environmental Scientist,
H R Wallingford Ltd

1205-1240 Port Designer's View - Development of Green Field Site

Speaker: **John Barker**
Maritime Director, Posford Duvivier

1240-1300 Discussion Forum on issues raised during Working
Session No 4

Chairman: **Sir Brian Shaw**
Chairman, Port of London Authority

1300-1400 Lunch

Working Session No 5

REGENERATION OF OLD PORT AREAS

Session Chairman: **Dominic Taddeo**
IAPH Second Vice-President and
Chief Executive Officer,
Port of Montreal

1400-1440 Need for, and Role of a Facilitator

Speaker: **Sir Michael Pickard**
Chairman, London Docklands
Development Corporation

1440-1520 Redundant Port Land - Turning a Liability into an Asset

Speaker: **Robert John**
Managing Director, IPC Advisors UK

1520-1550 Coffee Break

1550-1640 Meeting the Needs of the Local Community

Speaker: Senior Representative from the
Port of Kobe

1640-1700 Discussion Forum on issues raised during Working Session
No 5

Chairman: **Dominic Taddeo**
IAPH Second Vice-President and Chief
Executive Officer, Port of Montreal

ACCOMPANYING PERSONS' PROGRAMME

0930-1500 Tour to the Tower of London and Tower Bridge

SOCIAL PROGRAMME

1900-2300 Malaysian Evening at the Royal Lancaster Hotel

Friday 6 June

0800-1730 Registration

0800-0830 Resolutions and Bills Committee
Meeting

Coronation Room

Working Session No 6

SAFE SEAS AND SAFE PORTS

Session Chairman: **William O'Neil**,
Secretary General International
Maritime Organization (IMO)

0900-0930 Keynote Speaker: **HE Grete Knudsen**

Minister, Trade and Shipping, Norway

0930-1000 Safety at the Port Interface

Speaker: **Alberto Alemán Zubieta**
Administrator, Panama
Canal Commission

1000-1030 Safe Ship Operation

Speaker: **Admiral Sir Nicholas Hunt GCB LVO DL**
Director General, The Chamber
of Shipping

1030-1100 Discussion Forum on issues raised during Working Session
No 6

Chairman: **William O'Neil**
Secretary General, International
Maritime Organization (IMO)

1100-11:30 Coffee Break

Working Session No 7

FORT OWNERSHIP - PUBLIC RESPONSIBILITY OR PRIVATE ENTERPRISE

Session Chairman: **Sir Keith Stuart**
Chairman, Associated British
Ports Holdings PLC

1130-1200 Case for Public Ownership

Speaker: **Dr Dirk Kersten Behrendt**
Head of International Economic Relations

20TH IAPH WORLD PORTS CONFERENCE

*and Shipping Division, State Ministry
of Economic Affairs, Hamburg*

1200-1230 Case for Private Ownership

Speaker: **William Thomson**

Chairman, Forth Ports PLC

1230-1300 Discussion Forum on issues raised during Working Session
No 7

Chairman: **Sir Keith Stuart**

*Chairman, Associated British Ports
Holdings PLC*

1300-1345 Lunch

1345- **CLOSING SESSION**

Second Plenary Session

Grand Ballroom

IAPH Official Committee Business

*Invitation Address by the host of the 21st IAPH Conference
1999 (Klang Port)*

Address by the Outgoing IAPH President

Address by Incoming IAPH President

(Conference close immediately followed by)

Post-Conference Joint IAPH Board and Executive

Committee Meeting

Grand Ballroom

Post-Conference Meeting of

Executive Committee

Grand Ballroom

ACCOMPANYING PERSONS' PROGRAMME

Free day

SOCIAL PROGRAMME

1830-2330 Gala Dinner at Hampton Court Palace

PROVISIONAL AGENDA

Pre-Conference Joint Meeting of the Board and the Executive Committee

**from 1400, Sunday, 1 June, 1997, Grosvenor House
Hotel, London, U.K.**

1. Opening Remarks by the Board Chairman
2. Credentials Committee Chairman's Report
3. Secretary General's Report
4. Internal and Conference Committee Chairperson's Reports
and Recommendations
 - 4.1 Membership Committee
 - 4.2 Budget/Finance Committee
 - 1) Chairperson's Report and Recommendation on the
Settlement of Accounts for 1995/1996 (Approval for
Submission to the Plenary Session)
 - 2) Chairperson's Report and Recommendation on the
Budget for 1997/1998
(Approval for Submission to the Plenary Session)
 - 4.3 Constitution and By-Laws Committee
Report & Recommendation on the Amendment to the
By-Laws
 - 4.4 Resolutions and Bills Committee, if any
 - 4.5 Nominating Committee: Nominations of the President
and 1st, 2nd and 3rd Vice Presidents for the next term
(Approval for Submission to the 2nd Plenary Session)
5. Reports by Technical Committees' Coordinating Vice-
President
 - 5.1 Port Affairs Group: 1st Vice President
 - Port Planning
 - Dredging Task Force
 - Port Safety and environment
 - Marine Operations
 - Cargo Operations

5.2 Trade Affairs Group: 2nd Vice President

Sea Trade

Ship Trends

Combined Transport and Distribution

Trade Facilitation

5.3 Human and External Affairs Group: 3rd Vice
President

Human Resources

Legal Protection

Port Communities

6. Reports and Recommendations by the Liaison Officers (IMO
and others, if any)
7. Report and Recommendation by the Chair of the IAPH/IMO
Interface Group
8. Report and Recommendation by the Chair of Ad Hoc Task
Force IAPH 2000
9. Board's Proposal to the Honorary Membership Committee;
Presidential Citations and Formal Acknowledgment of Service
10. The dates and venue of the 21st IAPH Conference
(Malaysia)
 - 10.1 Presentation by the Host Organization
 - 10.2 Board's Nomination of the Conference Vice President for
the next term (for referral to the Resolutions and Bills
Committee (for submission of the recommendation to
the 2nd Plenary)
11. Closing remarks by the Board Chairman

PROVISIONAL AGENDA

The First Plenary Session

from 14:00, Monday 2 June 1997

Hilton Hotel, Park Lane, London, U.K.

1. Opening Remarks by the President
2. Report by the Chair of the Credentials Committee -
Declaration of Quorum of the Conference
3. Report by the Secretary General
- Technical Committees Matters**
4. Reports by the Coordinating Vice Presidents on the
activities
 - 4.1 Human and External Affairs Group by the 3rd Vice
President
Presentation of the Akiyama Prize to the winner by
the President
 - 4.2 Trade Affairs Group by the 2nd Vice President
Presentation of the IAPH Technology Award by the
President
 - 4.3 Port Affairs Group by the 1st Vice President
5. Report & Recommendation by the Chair of Membership
Committee
6. **Settlement of Accounts for 1995/1996**
 - 6.1 Board Chairman's Report on the Conclusion of the
Board and Executive Committee (Exco) Joint Meeting
 - 6.2 Recommendation by the Chair of Budget Committee
7. **Budget for 1997/1998**
 - 7.1 Board Chairman's Report on the Conclusion of the
Board and Exco Joint Meeting
 - 7.2 Recommendation by the Chair of Budget Committee
8. **Amendment to the By-Laws**
 - 8.1 Board Chairman's Submission of the Proposed
Amendments
 - 8.2 Report and Recommendation by the Chair of
Constitution and By-Laws
 - 8.3 Recommendation by the Chair of Resolutions and Bills
Committee

20TH IAPH WORLD PORTS CONFERENCE

9. Reports and Recommendations by the Liaison Officers (IMO and others, if any)
10. Report and Recommendation by the Chair of the IAPH/IMO Interface Group
11. Report and Recommendation by the Chairman on the decision of the Board concerning the establishment of an Ad Hoc Task Force IAPH 2000
12. Closing Remarks by the President

PROVISIONAL AGENDA

The Second Plenary (Closing) Session
From 13:45, Friday 6 June 1997
Hilton Hotel, Park Lane, London, U.K.

1. Opening Remarks by the President
2. Report & Recommendation by the Chair of the Resolutions & Bills Committee
(Condolences to be followed by prayer in silence)
3. Report & Recommendation by the Chair of the Honorary Membership Committee
 - 3.1 Election of Honorary Members
 - 3.2 Presentation of the Honorary Membership Certificate by the President
4. Report & Recommendation by the Chair of the Resolutions & Bills Committee (Resolution of Thanks to the Host)
5. Announcement of the Dates and Venue of the 21st Conference in 1999 by the President
6. Invitation Address and Presentation by the Host of the 1999 Conference in Malaysia
7. Report & Recommendation by the President for the adoption of the Resolution pertaining to the appointment of the Conference Vice President

8. Report & Recommendation by the Nominating Committee Chair
 - 8.1 Nomination of the President, 1st, 2nd and 3rd Vice Presidents for the next term
 - 8.2 Election
9. Presidential Citations for Meritorious Service
10. Address by the Out-going President
11. Inaugural Address by the New President
12. Announcement by the New President of:
 - the Appointive Members of the Executive Committee*
 - the Chairpersons of the Technical & Internal Committees for the new term
13. Closing remarks by the Conference Chair

** Election of the Elective Members of the Executive Committee (Exco) is to be made at the Post-Conference Board and Exco Joint Meeting to be held immediately after the Second Plenary*

PROVISIONAL AGENDA

Post-Conference Joint Meeting of the Board and the Executive Committee

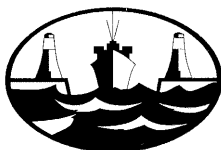
Friday, 6 June, 1997, Hilton Hotel, Park Lane, London, U.K.

1. Opening Remarks by the Board Chairman
2. Election of the "Elective Members" of the Executive Committee for the next term
3. Appointment of Legal Counselors, if any
4. Consideration on the "Terms of Reference" of the Technical Committees for the next term, if available
5. On the venue of the 22nd IAPH Conference in the American Region in 2001
6. Other Business, if any
7. Concluding Remarks by the Board Chairman

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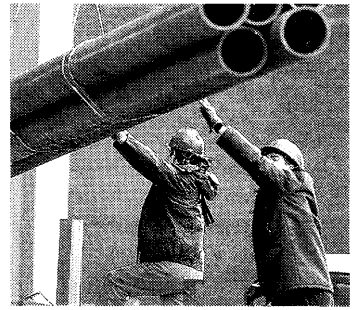
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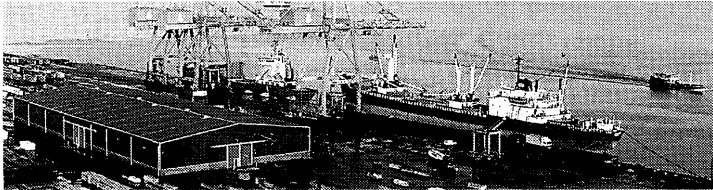
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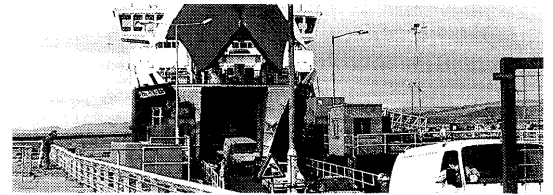
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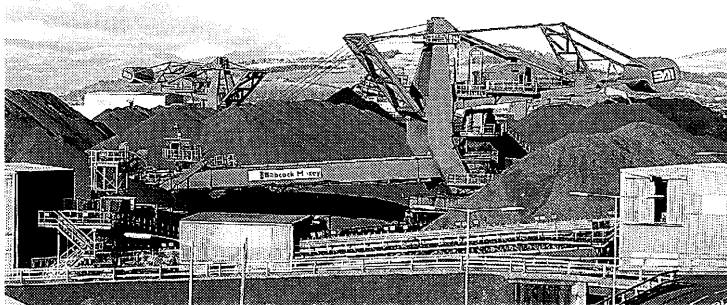
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IAPH Essay Contest 1996/1997: Akiyama Prize (First Prize) Winning Paper

"HOW THE QUALITY OF PORT SERVICES COULD BE IMPROVED"

Rita Seño-Ogbinar, Philippine Ports Authority

A. Introduction

THE Philippines stands in a rapidly changing and increasingly-complex economy. Developments are taking place in the international market which affect the manner in which the national interest is perceived and calculated. In recent years, trade policies have exhibited three main trends: trade liberalization in developing countries and in Central and Eastern Europe; the persistence of protectionist threats and managed trade in developed countries; moving towards regional and sub-regional integration in various parts of the world including the Asia-Pacific Region where the Philippines is situated.

In addition to a rapidly-changing environment, the Philippines has to contend with an increasingly-complex trade agenda. Traditionally, bilateral and multilateral agreements like General Agreements on Tariff and Trade (GATT). Briefly, GATT now known as World Trade Organizations (WTO) is an agreement on Tariff and non-tariff barriers to trade, and a framework of rules in the conduct of world trade. Access to more markets is expected as a result of membership in the ASEAN Free Trade Area (AFTA) and in the World Trade Organizations (WTO).

One basic strategy to penetrate more markets abroad is to ensure that Philippine products, services and facilities meet international standards of quality. As a precondition to this trade system, the port industry in the Philippines is devoting considerable attention to increasing and improving the level of the quality of port services of the country's major ports as magnets of economic growth in the ASIA PACIFIC Region, internationally and domestically within the Archipelago, in its sub-regional level.

Generally, the level of the quality of ports services is a basic function of various factors such as:

- Quality and skill of personnel
- Quality of facilities and equipment
- Administrative and organizational structures and technology
- Structure of operational processes and procedures
- Effective policy implementation and the willingness of management to use funds for the continuous improvement of the quality of port services.

Improving the quality of port services has long been the focus of international agencies concerned with ports such as the International Association of Ports and Harbors (IAPH), the International Labor Organization (ILO) and the TRAINMAR, UNCTAD, etc. Since most ports are developed to serve as engines of economic and social progress, consequently, they are very much under pressure to improve their capability for delivering improved quality port services as demanded by both global and domestic maritime trade and transport system.

This essay attempts to put forward several suggestions on how to improve the quality of port services specifically applicable to the ports of the Philippines and elsewhere. In defining quality, we recognize the fact that actually the customer defines "quality", since he is the core of the entire concept of quality. Peter Drucker, the famous Management expert said that the fundamental purpose of every business is to "create a customer". Not to produce a product. Not to deliver a service. Not to make a profit. Therefore, the customer comes first and whatever he sees as quality, is quality. A deeper analysis of the word "quality" makes us think that quality is really perceived not in the product or service but in its application designed in the procedures and

processes of the product or service tailored-fit to the requirements of customers and not just added on. The concept of "improving quality" of port services is crucial but continuing towards improving the port's ultimate output.

It refers to all the steps and support functions that lead to output improvement. There are two important reasons:

• Competition

The Port Industry is a large segment of the Philippine market that supports the shipping and shipyard sub-sector of the Maritime trade and transport sector. In itself, the industry appears vibrant and competitive but controlling political-legal, economic, technological and social realities still hold the industry in abject primitivism. Pressures from external forces has set developing countries to provide quality services. With quite a large amount of foreign investments thru loans and grants poured into the major ports of the Philippines, it is essential to understand that improved quality port services is effective port management.

• Customers

Customers' need changes. Continuous improvement of quality port services is aimed to monitor and even anticipate, customer requirements. In the case of ports, customers have physical and technical needs of vessels calling the port which are expected to be responded with high quality services at reasonable cost.

What are the Available Port Services?

Essentially, every port in the Philippines offers cargo-handling services better known as arrastre, stevedoring and portorage services.

Arrastre services means those handling activities which include the fol-

lowing: receive and load cargoes from and to ship's gear with the use of dock gang and cargo-handling equipment; check cargo by marks and quantity, acknowledge and sign tally sheets; sort and pile cargo in sheds/open storage, if not taken on direct to truck; deliver/transfer cargo to and receive from tail-end of consignee's transportation or ship's tackle; secure cargo from pilferage or losses while under its custody, provide Mechanical equipment for receiving, stowing, delivery, transfer or shifting of cargo; and provide checking services only when cargo is unloaded or loaded to and from barges alongside vessel.

On the other hand, Stevedoring services means all work performed on board vessel, that is the process or act of loading/unloading cargo; stowing inside hatches, compartments and on deck of open cargo spaces on board vessel. Related services to stevedoring are the activities of rigging ship's gears, opening and closing of hatches, securing cargo stored on board by lashing, shoring and trimming.

In addition, traditional vessel-oriented services in the port include towage, pilotage, mooring and unmooring, supply of stores, fuels and water, and survey including maintenance and minor repairs of ships.

The whole range of activities of a port can be described, but are not limited to: waterfront operations, receiving ships, inland operations, cargo management, cargo storage, port maintenance, port administration and port marketing policy.

Quality of Port Services

A careful analysis of Customer requirements brings insight to aspects of competition. Improved quality of port services is seen as a commodity of quality and cost. Both quality and cost has an effect on the economic competitiveness of the port. It is clear that the quality of port services is a goal and strategy.

Since such requirements are often incorporated in "specifications" which guarantee customers satisfaction this may lead to the development of quality system standards and guidelines that complement relevant service requirements given the specifications. The series of standards issued by the International Standard Organization (ISO 9000 to 90004 inclusive) embodies a rationalization of various approaches to this issue.

A principal factor in the performance of a port is the quality of its facilities

and services. There is a worldwide trend towards more stringent customer specifications with regard to quality. Accompanying this trend is a growing realization that continuous improvement in quality is often necessary to achieve and sustain good economic performance.

Quality assurance based on ISO is defined as "all those planned and systematic actions necessary to provide adequate confidence that a service will satisfy given requirements for quality." To demonstrate quality assurance of port services, safety and pollution control are emphasized as key aspects of quality management of cargoes and passengers within the port limits.

Maintaining safety and environmental standards mean good operational practice; safe working practices, concern for the health and welfare of workers, knowledge of legislative requirements, methods of pollution prevention and minimization of loss.

One of the basic requirements for a successful quality system is total commitment of top management to ensure safety and quality of port services aside from the required financial support to make sure the appropriate facilities, equipment and technology are in place.

A focused interview of customers in the Philippine ports revealed that the following are significant issues that should be addressed by a quality assurance program namely: pilotage services, vessel traffic system (VTS), reception

facilities port security, operational safety, handling dangerous cargoes, oil spill contingency plans and port state control.

Pilotage Administration in the Philippines has not been properly standardized in view of socio-political and economic influences. It is important from the safety point-of-view to train pilots for them to acquire the strategic knowledge, and skills and attitudes to navigate localwaters which they are piloting. Since many accidents are suffered by pilots when boarding or disembarking, the Port Authority should ensure the following guidelines such as, that the pilot's boarding point is relatively a safe area: that the incoming and outgoing traffic is safely separated; that the vessel movements are controlled and monitored by radar surveillance so as to avoid the risk of collision which often results in catastrophic accidents; that hydrography and soundings are as up to date as possible, that the navigable channels are clear of obstructions and that the navigation aids are func-

tioning correctly.

Vessel Traffic System (VTS)

Ports need to install VTS to prevent collision and grounding of vessels in the port jurisdiction. Adequate VTS services would increase traffic safety. Communications between VTS Centers and pilots or between pilots and tugboats should be carried out in the English language to provide foreign officers the necessary information about the traffic situations and the possibility to interfere if necessary during maneuvering.

The Need for Reception Facilities

It is important to note that the shipping industry is expected to comply fully with the rules of MARPOL. 1973/~978. However, the ability to fully comply with the discharge requirements is dependent upon the

availability of adequate reception facilities. To remedy the shortcomings of OILPOL, MARPOL uses stronger and more positive wordings on the provision of reception facilities. Each Party undertakes to ensure the adequate provision of facilities at ports and terminals to meet the needs of ships using them, without causing undue delay to ships.

The receiving capability should at least be appropriate in time and availability to respond to the continuing needs of ships using the port. Arrangements needed to facilitate the discharge of residues, mixtures and all types of waste without causing undue delay to ships, such as prior notification of substances and quantities expected for discharges, piping or equipment required for discharge etc. are made between the ship and the reception facility.

Governments should ensure that the formalities for the use of reception facilities, particularly customs, health and environmental formalities, should be as simple as possible in order to avoid undue delay of the ship. Governments should ensure that the costs for receiving and processing wastes should be covered in such a way that fees, if charged, would not provide a disincentive for the use of the reception facilities

Port Security

Most ports do not have adequate security. They are so open that anybody can just come in without any legal purpose. There is a need for strict compliance for entrance requirements such as the issuances of identification cards and gate pass for control, monitoring and possible surveillance.

In the international level, port securi-

ty is very much at stake with today's problem of "stowaways" which became the problem of shipowners caused by economic reasons. But the vessel is held liable, not the country or port they just left. Therefore, legal regulation should be established particularly on the cast of stowaways which should be charged to the party which caused the problem and not directly to the shipowner.

Operational Safety

Presently, the biggest problem of ships is that there is no internationally agreed convention relating to port safety. Only some aspects of port safety have been dealt with so far and this has been initiated by different organizations resulting mainly in recommendations and guidelines which are not legally binding.

Three years ago, the IMO has acknowledged this fact and has taken the lead in order to rectify the situation. A new working group on ship/port interface was established which, hopefully, will develop a set of international standards and which will ultimately result in a convention on port safety. By doing this, they have been instructed "not re-invented the wheel" and to consider all available codes, standards, recommendations, guidelines, etc, prepared by other organizations in order to establish if they meet the requirements or amendments that have to be made. However, it will take a long time until this will be achieved.

The present training requirements for the personnel of port facilities are not uniform. A minimum training standard should be set for employees of all port organization. More training is necessary particularly for dock workers who will be directly involved in Operational Safety.

Handling Dangerous Cargoes

In many ports neither the port authorities nor the port or berth operators have personnel that has been adequately trained in handling dangerous cargoes. Classification, packaging, placarding, marking and labelling is therefore not controlled and the same applies to stowage and segregation. All these directly affects the ships' safety.

The safety of the ship is also directly connected to the ability of a port to respond to accidents involving dangerous cargoes within the required standard. The problems are: emergency response infrastructure like fire mains, foam or sprinkler systems, smoke, heat and gas detectors is either inadequate

or not available; in case of an accident the emergency services cannot reach the port or the ship due to the traffic situation in the Terminal; emergency response procedures for incidents involving chemicals are not available and regular drills are not carried out, and emergency response personnel are not properly trained and equipped to deal with such incidents/accidents.

Oil Spill Contingency Plan

The port should have adequate equipment on hand to deal with the level of oil spill possibly to be encountered. Minimum under keel clearance should be established for all vessels calling at the terminals and allowance be made for squat. Terminal operators should include the layout, the number, size and type of moorings required for each class of vessel. The terminal and the ship should exchange oil spill contingency plans prior to commencement of cargo operations. The ports should establish local minimum safe transit speeds specific to all areas within the port dependent on the vessel's size, draft, under keel clearance, weather conditions and tug escort.

In addition, the port authorities should ensure that they have an appropriate system for the prevention and containment of oil pollution to assure that the emergency services called upon in the event of an accident in the port are adequately available. Civilian fire-fighters who do not fully understand ship stability and the dangers of the free surface effect should be given the appropriate training.

Port State Control (PSC)

Since its inception in 1982, the PSC represents probably one of the most successful examples of regional maritime cooperation in coordinated control through the International Maritime Organization. There is effective cooperation between the European PSC and their counterparts in Canada, USA and Russia. The inspections are based on the "Procedures for Control of Operational Requirements Related to the Safety of Ships and Pollution Prevention,"

The PSC will survey in the absence of valid certificates

"if there are clear grounds for believing that the condition of the ship or its equipment, or its crew does not substantially meet the requirements of the relevant instrument (the certificate), a more thorough inspection must be carried out."

Had the classification society done its job properly of ensuring the structural integrity of the ship and the flag State's maritime administration carried out its role in checking that safety operation and manning complies with the IMO standards, then all that should be necessary is an occasional Port State Control inspection.

In the port organization, a number of interesting interfaces occur that makes each work unit responsible to each other either as external or internal customers. It should be borne in mind that the choice of management tools be made according to the actual situation the organization faces. Quality Management is an efficient tool that when a company possesses an established competitive market strategy, a sound business idea and sufficient resources will essentially help itself realize the strategy.

Improving Quality of Port Services

The concept of Total Quality Management (TQM) goes further than the ISO Standards as it is a complete management concept covering all organizational activities and has as its basic objective to "satisfy the customers needs at the lowest possible cost." TQM is felt useful because it will continuously improve the performance of management on all levels including top management as well as the entire organization resulting in improved service to the customers, reduced costs and improved competitiveness for the port.

To achieve these benefits, a quality system for services should be in place and should likewise respond to the human aspects involved in the provision of services such as the following: managing the socio-cultural process; recognizing the importance of a customer's perception of the port's image, culture and performance; upgrading and enhancing the knowledge, skills and attitudes of workers, and motivating workers to cooperate to improve quality of service to meet customers' expectation.

Recommendations

•Conceptual Framework on Quality

Part of this essay, a conceptual framework has been drawn proposing to establish a quality assurance of port services based on the already existing local General Port Rules and Regulations in the Philippine Ports for effective port management. The interplay of market structures, infrastruc-

ture, technology, organizational changes, global and public interest and port labour determine the level and extent of an integrated safety, security and environmental care in the Port Terminal which essentially results to the quality of port services. This should be supported by contributory factors such as sufficient support facilities, adequate financing and a well-coordinated port management to enhance the efficiency, reliability and quality of port services and facilities towards regional economic growth and national development and sustainability.

The quality assurance of port services will lead to the formulation of a comprehensive policy of an integrated safety, security and environmental protection program for ports which shall embody the basic structures, guidelines and procedures based on ISO 9000 Series Standards needed to promote the sustainable development and growth of the Port Industry.

Primarily, as already stated, this initially requires full support and commitment from top management of any port desiring to institutionalize this framework as a policy, goal and strategy.

Port Safety Institute

To institutionalize continuous improvement on quality of port services, this writer believes in establishing an educational center or training institute dedicated to the study of an integrated safety, security and environmental protection of ports in the Philippines.

Since the subject being dealt with in this essay is highly scientific and technical in every respect, this writer believes there is a need to fully educate the various participants in this quality improvement project for them to effectively play their specific roles whether as policy-maker, as administrator, as trainer or a mere portworker.

In view of the fact that the Philippine Archipelago has a total of 590 ports in various classification and categories, this writer can already project that this Port Safety Institute can certainly conduct a series of year round research, consultancy, projects trainings and conferences catering locally; and regionally to developing and underdeveloped ports in the Asia-Pacific Region. This Institute is envisioned to be a complete modern facility with state-of-the-art classrooms, laboratories, workshop, an information center, a communication center, an auditorium and assembly hall, a library and an exhibition hall.

In the case, this institute materializes, it will play a lead role in moderniz-

ing the port sector in the Philippines with safety and quality assurance as take-off point. Further, it will also be the pivotal instrument in engendering safety and quality awareness, competence and empowerment among workers in the port for them to become secured and competitive.

Institutionalization of a Quality Management Policy

It is important that the overall direction of ports which determines and implements the quality policy should be formally advocated by management for the following reasons: management is ultimately responsible for establishing the Quality Policy including its initiation, development, implementation and maintenance; and management support is primarily financial support and resources particularly to Quality and Safety sustainability.

Integrated Policy on Port Safety

Although there is no official or clear-cut Port Safety Policy espoused by international organizations yet, this writer realize the urgency of this matter and would like to humbly propose an integration of all related international laws covering the safety, security and environmental protection of ports which could be adapted locally and legally in a wholistic manner. This could possibly be formulated by an Inter-Agency Task Force with membership coming from the various government and non-governmental agencies operating in the port and who are considered major stakeholders in achieving the goals of an integrated safety, security and environmental protection of ports in the Philippines, specifically covering salient aspects such as:

- Pilotage Administration
- Vessel Traffic System (VTS)
- Reception Facilities
- Port Security
- Operational Safety
- Handling Dangerous Goods
- Oil Spill Contingency Plan and Emergency Response and Procedures
- Port State Control
- Electronic Data Interchange
- Communication System and GMDSS
- * Quality Assurance - based on ISO 9000 Series Standards applicable to Port Services

Institutionalization of Total Quality Management

The development and implementation of TQM as a management concept

shall carry on and sustain the continuing improvements in the quality of port services in the area of customer service, safety, security and environmental protection of ports leading to cost reductions for the organization and the customers. This means better ability to compete in the market and enhanced profitability.

Role of the Port Authority

The commitment for quality and safety policy should emanate from the Port Authority, the office which is considered the overall umbrella unifying all the organizations and private companies doing business in the port. It has the authority to encourage its development and implementation and therefore, this entire quality concept of port services could be placed into a Quality Improvement Project for Port Services - The aim of this project is to focus mainly on the improvement of the quality of port services and to require all companies to install quality assurance thru ISO 9000 Standard Series to have continuous improvement and sustainable results. (Attached Figure 2 on Project Activities and Figure 3 on Proposal Project Budget).

Conclusion

The continuous improvement of the quality of port services will promote the competitive advantage of a port that would result in savings on the part of all sectors involved in the trade and transport activities. The shipping lines would be able to reduce operating cost and time with safe, speedy and efficient cargo-handling operations. Hence, they could increase the number of calls they make to a port or plainly invest the savings on other business endeavor. The new investment would likely create new jobs and add to government revenues with which to provide basic services to the people, among other advantages. Such conditions could generate a feeling of well-being and empowerment among the people, its satisfaction promotes economic prosperity and improved quality of life for the Filipinos.

Submitted by

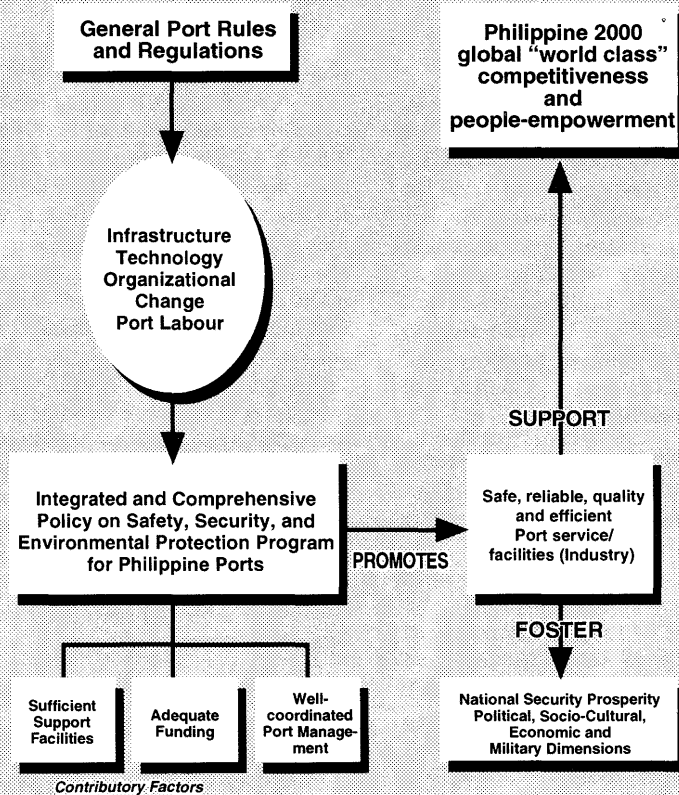
Rita Seño-Ogbinar

Manager, Curriculum Development and Research Division
PPA Training Center
Philippine Ports Authority

ANNEXES

Conceptual Framework

Figure 1



QUALITY IMPROVEMENT OF PORT SERVICES

TWO-YEAR PROJECT PROPOSED BUDGET

FIGURE 2:

I	5 Foreign Experts in Port Safety, Port Security and Port Environment; Dangerous Cargoes and Quality Assurance of Ports (Salaries, Airfare, Per Diems Accommodations)	\$1,000,000.00
II	5 Local Experts in Port Safety, Port Security and Port Environment, Dangerous Goods and Quality Assurance (Honorarium for 24 months)	\$120,000.00
III	Project Group Project Director Asst. Project Director Secretary	\$231,600.00

Researchers
Technical Writers
Driver
Utilitymen
(Salaries & Benefits for 24 months)

IV	Meetings and Conferences 24 Monthly Meetings – 600 participants 5 Sub-Regional Meetings – 250 / 1 National Conference – 150 / 1 Regional Conference – 50 / (Asia-Pacific) Public Seminar & Workshops - 1,000 /	\$100,000.00
V	Logistics Supplies & Materials 3 Computers w/printers 1 Xerox Printing Services 1 Fax Machine	\$150,000.00

Travelling Expenses	
Total Budget	\$1,601,600.00

VI Contingency (10%)	\$160,160.00
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Grand Total	\$1,761,760.00
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QUALITY IMPROVEMENT PROJECT FOR PORT SERVICES

Proposed Project Budget

Figure 3:

The project will undertake the following activities/tasks:

- Formulate a Comprehensive Policy on the Quality Improvement of Port Services
- Formulate a Comprehensive Policy on an Integrated Safety, Security and Environmental Protection of Ports
- Develop a Program of Total Quality Management (TQM) for the Improvement of the Quality of Port Services
- Feasibility Study of the Establishment of a Center of Integrated Safety, Security and Environmental Protection of Ports in the Philippines
- Development of Port Industry Guidelines for Institutionalization of ISO 9000 Standards Series
- Development of Port Industry Guidelines on Handling of Dangerous Goods
- Development of Port Industry Guidelines on Emergency Response Procedures and Preparedness for Oil and Chemical Spills
- Development of Port Industry Guidelines on Waste Management and Use of Reception Facilities
- Development of Course Packages and Trainers Training on Safety, Security and Environmental Protection of Ports
- Planning, Coordination and Evaluation of the following:
 - 1 National Convention
 - 5 Sub-Regional Workshops
 - 1 Regional Convention (ASIA-PACIFIC)
 - 24 Organizational/Project Meetings
 - 10 Public Seminars/Trainings
- Program Policies for Legislative Action

THE TRADEGATE AUSTRALIA INITIATIVE

An example of a co-operative approach to Electronic Commerce

By John Hirst

Executive Director, The Association of Australian Ports & Marine Authorities and Deputy Chairman, Tradegate Australia Ltd, and

Andrew Robertson

Chief Executive, Tradegate Australia Ltd

IF there is anything we have learned in Tradegate after some 8 years of operation it is that Electronic Commerce is a business issue that requires the utmost of co-operation between the many commercial and government sectors involved in the movement of goods into and out of a national economy (imports and exports). It is particularly important that the relevant Government departments such as Customs, Quarantine, Transport and Port Authorities work very closely with their commercial counterparts.

- AUSTRALIAN CUSTOMS
- SHIPPING LINES
- CUSTOMS BROKERS
- ROAD TRANSPORT
- PORT AUTHORITIES

- AIRLINES
- RAILWAYS
- FORWARDERS
- SHIPOWNERS
- TERMINALS/DEPOTS

The founders of Tradegate back in 1989 recognised this and ensured that the key sectors were involved in the initiative from day one ie.

The founders of Tradegate also recognised that it must be representative of all modes of Transport and most important not dominated by any single organisation.

The success of this co-operative approach is evidenced by the fact that as at March 1997, the Tradegate community consisted of around 2,500 users exchanging over 25 million electronic commerce messages each year. Tradegate is now globally recognised as one of the leaders in the community based application of electronic commerce techniques for the international trade and transport process. It now has a corporate membership of over 1,000 organisations from all sectors of the commercial and regulatory world.

One of the principle reasons for the success of the Tradegate Community initiative is the commitment by Australian Customs to work closely with their users through Tradegate. In effect they have outsourced their requirement for communications network links to their clients to Tradegate under a contracted agreement that

gives Tradegate exclusive rights to the distribution and marketing of all of Australian Customs' electronic services. Tradegate in turn outsources this task to VAN suppliers under contract. Currently nearly all import and export consignments are cleared electronically with Australian Customs through these arrangements with Tradegate.

In this way a critical mass of electronic commerce enabled users has been created that is now moving beyond the Customs legislative based applications and into commercial electronic commerce activity.

A recent example in the maritime community serves as a good example of how the Tradegate

co-operative approach can work in practice. In late 1996 the Managing Directors of the four major stevedores and terminal operators in Australia, P&O Ports, Patricks, Strangs and SeaLand agreed to implement common, standard UN/EDIFACT messages covering the commercial and operational activities between them and their shipping line clients. In so doing the stevedores and terminal operators recognised that they operate as part of an international industry and therefore must respond to the requirements of global transport operators.

The UN/EDIFACT messages involved are:

BAPLIE	Bayplan
MOVINS	Storage Instruction
CODECO	Gate Activity/Status
COARRI	Load, Discharge, Restow
IFTERA	Export Receival Advice
IFCSUM	Breakbulk Manifest
IFTMBC	Booking Confirmation
IFCSUM	Terminal Release

.....all of which are harmonised to international requirements through the International Transport Implementation Guidelines Group (ITIGG) as published

on the Tradegate WWW Site (www.tradegate.org.au).

Whilst some of these procedures are already in place and operational (notably the BAPLIE message) the terminals and stevedores plan to implement all of them progressively over the next 12 to 24 months.

A further example of co-operative action under the Tradegate banner is the process of agreement being reached between the major Australian Port Authorities, as represented by AAPMA and their shipping line clients through the Australian Chamber of Shipping (ACOS) to agree upon a standard way of submitting an import or export manifest to any Port Authority. This agreement will see all manifests forwarded electronically using the standard UN/EDIFACT, IFCSUM message. The message guideline was developed and published by Tradegate after intensive discussion with all players on the required data content, segments and code sets to be used. The new process has been successfully trialed by Sydney Ports and discussions are underway to roll it out nationally.

The benefit to shipping lines is that they will now have a standard method of electronically submitting manifests to any of Australia's major port authorities if they wish to do so. To the Port Authority the data entry process can be eliminated resulting in much greater accuracy and speed of processing. This in turn can improve cash flow and statistics reporting.

Tradegate, ports and shipping lines are now instigating common electronic commerce methods for notifying the presence of dangerous goods to the relevant authority. This is comparable to the European PROTECT project.

The Tradegate facilitation process is firmly based upon multi-sector co-operation at a business as opposed to technical level. When the various working groups meet to discuss and agree upon the way forward, Tradegate insists that as far as possible, senior business executives are involved from the outset. This is based on the view that the primary task is to determine the business information requirements needed to support a particular electronic commerce process. It is the message content that is critical. The method of distributing the results through the development of end user software and util-

sation of communication services is secondary (although clearly extremely important).

Tradegate is not a supplier. It neither operates value added networks (VANs) or develops end user software. All of these distribution services are outsourced under contractual agreements or through the operation of Tradegate managed technical working groups (for software in particular). The reader may well then ask "how is Tradegate funded?". For an operation with 12 skilled electronic commerce consultants, annual revenues of \$1-1.5 million are required. In the main these funds are collected through a small levy placed on every electronic commerce message transmitted/received. These levies are collected by the VANs (distributors) under contract to Tradegate. In addition funds are derived from a membership service, training courses, consulting, conference events and project specific Government grants.

Where Tradegate does get heavily involved technically is in the global development of the UN/EDIFACT standard and more particularly how the resultant EDI messages are mapped into useable Message Implementation Guidelines (MIGs) through the ITIGG process. We have always viewed the UN/EDIFACT standard as the only way forward in terms of an Internationally accepted EDI Standard without such a universally accepted standard how can the global trading process move smoothly into the electronic commerce world? For over 7 years Tradegate consultants have been a key part of the global UN/EDIFACT process and participate in the twice yearly Joint Rapporteurs' Team meetings. Barry Keogh of Tradegate has co-chaired the important Transport Working Party (JM4) for a number of years with Karl Zlotkowski of Tradegate intricately involved in the message design and agreement process.

Locally, Tradegate has been responsible for "translating" the generic UN/EDIFACT messages into workable Message Implementation Guidelines which can then be used by the Tradegate community and its technology suppliers. In this way the technology suppliers can be secure in the knowledge that their development activity is based upon community agreed standards. The word proprietary is banned!

As a leader in the application of electronic commerce techniques it would be remiss of us not to make comment upon the Internet/WWW phenomena and where it fits into the overall equation. The first point to be made is that the Internet is an information distribution mechanism and is not to be confused

with what is being distributed ie. content as contained in agreed UN/EDIFACT standard messages. The Internet is an excellent distribution mechanism. It is ubiquitous, low cost and simple to accesshowever, for high volume, business to business mission critical applications where reliability, security, auditability and authentication are essential, to simply connect to the global Internet is not (yet??) in our view a viable distribution method. It is for this reason, in Tradegate's view, that many large volume users utilise traditional VANs such as GEIS, AT&T and IBM or direct point to point connections. If the use of Internet protocols is to be considered then the creation of a secure, closed user group, Intranet can offer similar attributes to a VAN. Indeed some VANs are extending their range of services to include the Internet protocol in this way.

For the small business user (SME) the Internet is a highly attractive service option and many are now indicating their preference for this type of service. Such developments pose a dilemma for the large volume organisation who, whilst he needs to trade electronically with his SME customers and suppliers, also wants to retain his secure and reliable VAN and does not want to receive non-standard EDI messages. Tradegate has recognised this dilemma and is currently trialing an Internet E-Form technique that allows the SME to create his messages via a WWW based E-Form. This is then translated automatically into the standard format required by the large "hub" organisation and sent securely to their VAN provider for delivery. In this way the best of both worlds can be achieved.

Tradegate itself makes extensive use of Internet/WWW techniques to distribute information and as a simple method of communicating with members or users. The site is quite extensive and contains a wealth of information about Tradegate itself and the electronic commerce techniques usedcome visit us on www.tradegate.org.au and have a browse. Many links are provided to other related sites and individual members. Ultimately we plan to include a directory of all members and users together with their electronic address with links to the embryonic global X.500 directory servicea bit like a global commercial telephone directory in electronic form. Shortly the site will also prove access to the E-Forms service noted above. This will provide in effect a bureau style service for small/medium users where they will have access to a wide range of E-Forms for specific commercial processes. Some examples could be:

- Lodging export declarations to Customs.
- Creating and sending Forwarding Instructions.
- Preparing dangerous goods declarations
- Booking transport space.
- Requesting a berth at the port
- Preparing house bills.

In recognition of the fact that Tradegate's focus covered the transportation component of the global supply chain process Australia's 8 year old, electronic commerce user association, Electronic Commerce Australia (ECA), was absorbed into Tradegate to form Tradegate ECA in late 1996. This not only brought an additional 400 members to the table, but more importantly extended our span of activity into the key areas of finance, retail/distribution and manufacturing which we consider fit well with our transportation expertise. Tradegate ECA in 1997 is now one of the largest electronic commerce user associations in the world, with 12 full time experts to advise and guide Australia's growing community of electronic commerce users on the application and use of a broad range of electronic commerce techniques.

There have been many public comments along the lines that EDI has not penetrated the marketplace to the degree and at the pace expected. It has taken nearly 10 years to get to the point where there are around 10,000 active users in Australia who have integrated the EDI component of electronic commerce into their day to day business process. From our experience the principle reason for this slower than expected penetration is that the implementation of automated computer to computer EDI techniques is an extremely complex task. It involves an exceptionally high level of co-operation between organisations who are more used to competing with each other. At a technical level it can require extensive re-engineering of existing computer applications software. In fact the introduction of electronic commerce techniques acts as a catalyst for change in the very way commerce is conducted. As the saying goes "there is no gain without pain". The benefits of a well thought through and carefully implemented electronic commerce process can be significant. Those organisations who bite the bullet and invest the appropriate resources will not only reap the benefits but ultimately will survive and prosper.

"Change is inevitable your progress is optional"

March 1997

WORLD PORT NEWS

IMO on Internet to Provide Concise Info

IMO has joined the Internet. The site, which is based on a trial site developed in conjunction with Professor Samar Singh of Hong Kong Polytechnic, is now open, located at: <http://www/imo.org>.

The page is intended to provide concise yet comprehensive information about IMO and its activities. The opening home page will list the various categories, which include:

- **An introduction to IMO:** this contains a brief description of IMO, followed by information concerning IMO's structure, a list of IMO Member States, and the names and addresses of inter-governmental and non-governmental organizations which are in consultative status with IMO. The section also includes a series of Frequently Asked Questions (FAQs) about IMO – together with the answers.
 - **IMO's conventions:** the treaties developed and modified by IMO during the past three and a half decades are crucial to the safety of world shipping and the protection of the marine environment. This section describes how conventions are adopted and amended and then describes the instruments themselves and how they have changed over the years. A final section lists all of the conventions and shows which countries have ratified – and the percentage of the world fleet that is covered by each one.
 - **Briefings:** all of the Press Briefings issued by IMO this year are included.
 - **Focus on IMO:** this series of background papers is intended to describe some of the major subjects dealt with by the Organization. Because they are in some cases several thousand words long, the papers are not intended to be brought up on screen. Instead they can be saved on to the reader's own hard disk in WordPerfect, Word or ASCII.
- The papers included deal with IMO and Dangerous Goods at Sea; the International Convention for the

Prevention of Pollution from Ships, 1973, as modified by the Protocol of 1978 relating thereto (MARPOL 73/78); Preventing Marine Pollution; SOLAS: the International Convention for the Safety of Life at Sea, 1974; Tanker Safety; the Work of the International Maritime Organization; IMO and Ro-Ro Safety; and The New STCW Convention.

- **IMO News:** the contents of the issues printed so far in 1996 are printed.
- **World Maritime Day:** IMO celebrates this event every year in September. The Secretary-General delivers an annual message on a selected theme which is backed up by a paper which goes into the issues involved in greater depth. The section contains the messages and papers issued in 1994, 1995 and 1996. They are also arranged so that they can be saved in ASCII, WordPerfect or Word.
- **Speeches by the Secretary-General:** this section includes some of the important speeches delivered by the Secretary-General during the course of 1996.
- **IMO's maritime links:** this section provides a series of links to other maritime sites. The emphasis is on web sites operated by IMO Member States and the inter-governmental and non-governmental organizations in consultative status with IMO. Some links have also been provided to other sites offering maritime links. It is hoped that this section will expand rapidly in the future, and those wishing to have their web sites listed are invited to contact IMO.
- **IMO Library:** the IMO Library provides a storehouse of information about shipping and related matters. This section gives information concerning the latest additions to the Library catalogue and the Library's Current Awareness Bulletin.
- **Publications Catalogue:** the catalogue lists all of the publications which can be purchased from IMO together with details of booksellers around the world who stock them. The publications can also be obtained directly from IMO.
- **Contacts:** the final section shows

whom to contact for further information.

It is hoped that the IMO web site will be developed extensively over the next few months. One of the first priorities will be to provide information in French and Spanish. Consideration will also be given to extending the information provided according to the wishes of IMO Member States and readers of the page.

For this reason IMO looks forward to hearing comments on the page – and any suggestions on how it could be improved.

1st Cargo Systems Port Financing Conference '97

THE 1st Cargo Systems Port Financing Conference '97 will be held at the Tower Thistle Hotel in London on June 26th and 27th. Essential for those having an interest in port financing and development issues, the conference will discuss the most relevant aspects of international port financing with high level contributions from government advisory bodies, port authorities, global port and terminal operators and international equity providers.

The four areas of financing will cover in-depth analyses of:

- The full range of operating companies involved in port funding; and their perspective
- The equity providers and the lending process
- The key issues to be faced in future terminal development and port hinterland interfaces
- Examples of BOT projects by means of regional case studies.

THURSDAY 26th JUNE 1997 Source of Finance

- The five step approach to funding.
- Terminal operating package deals.
- Equipment manufacturers/suppliers investment strategies.
- Fund managers as port owners.
- The future role of governments.
- The issue of subsidies.

The Lending Process

- The difficulties of valuation.
- Risk versus returns.

- Risk management procedures.
- Legal implications of international joint-ventures.
- Taxation issues when investing.
- Labour and its social cost ramifications.

FRIDAY 27th JUNE 1997 Expansion Strategies by both Public and Private Sector

- Regional port policies and investment opportunities in Latin America.
- Will terminal sharing develop as vessel space sharing has done?
- Increasing shipping line involvement in global terminal operations.
- The implications of larger vessels requiring fewer ports.
- State involvement in international port projects.
- Case studies of the key issues in BOT projects.

Into the Millennium

- Defining privatisation and the most acceptable forms for tomorrow.
- Are port authorities still necessary following privatisation?
- The key issues to be faced in future port/hinterland interfaces.
- Beyond the 10,000 TEU vessels - port designs and concepts.
- The equipment for tomorrow - manual versus automation.
- Larger vessels mean larger port investment to keep up. Who pays?

For further information, please contact:

The Conference Secretary, Cargo Systems Port Financing Conference '97, 8th Floor, 29 Bressenden Place, London SW1E 5DR, UK.

Fax: (44) 171 931 0516.

All enquiries to Tel: (44) 171 976 4019.

Finance Corporation

Roy Mighton, European Bank for Reconstruction & Development, invited

3:45 Case Study

Lessons Learned in the Development of Port Jakarta

4:30 Panel Presentation

Looking to Alternate Sources of Financing - the Bond Market, Private Placements, Mezzanine Capital & Project Equity
Laurie Mahon, Managing Director of Chase Securities

Michael Gomez, GECC

Joseph Ferrigno, President and CEO, Prudential Asia Infrastructure, invited

Everett Santos, Emerging Markets Partnership

Conference on International Port Development

June 9-10, 1997
Washington, D.C.
The Carlton Hotel

THE Center for Business Intelligence is presenting the latest thinking and methodologies in international port project development. This conference will be an excellent opportunity to reach the senior level decision makers who are responsible for keeping abreast of this emerging global market opportunity.

This is an important and timely event, and one that will certainly be well-attended. Business in international ports is booming. The demand for port capacity is at an all time high, requiring many countries to invest in their port infrastructure. This creates many opportunities for investors, developers, engineers and operators.

The pressure to find better ways to profitably work together has been turned-up for all seaport project participants. Dynamics over the last several years have precipitated the need for a better understanding of the benefits and risks involved in these types of projects. As new and increasingly privatized projects emerge, attributes of "deal" structuring, government-business alliances, and the faces of competition are all reinvented.

Monday, June 9, 1997

8:45 Chairman's Welcome and Opening Remarks

Sam Sherman, Principal Greenwood Advisors LTD.

9:00 Analyzing the BOT Wave and its Impact on Port Projects
Hans Peters, Principal, Transport and Maritime, The World Bank, USA

9:20 Panel Presentation
Region by Region Overview of Port Development Trends and Opportunities Comparing and Contrasting Development Strategies

Asil Gezen, President, Transportation and Economic Research Associates

Anatoly Hochstein, National Institution of Ports and Waterways

Issac Shafran, Louis Berger International

10:40 Risk Analysis and Risk Mitigation in Cross-Border Port Projects
Bruno Garunkstis, Vice President, Parsons Brinckerhoff

11:20 Opportunities and Benefits from High-Value/Low-Profile Bulk-Handling Port Projects
Joseph Pirozzi, Soros Associates Inc.

1:30 Obtaining Favorable Credit Ratings for Port Projects
Bill Chew, Managing Director - Private Finance, Standard and Poors

2:15 Panel Presentation
Tapping Multi-Lateral Agencies and Commercial Banks as Sources of Senior Debt

Douglas Craig, Senior Investment Officer, International

Tuesday, June 10, 1997

8:15 Chairman's Review of Day One

8:30 Proven Strategies for Identifying and Evaluating Port Development Opportunities

DuWayne A. Koch, Senior Transportation Policy Advisor, U.S. Army Corps of Engineers

9:30 Build it Right Through Sound Design, Construction and Equipment Procurement Methods
Bernard Lubetkin, Han-Padron Associates

10:30 Operating a Port Project as a Successful Business Venture
Christos N. Kritikos, Chairman & President, Ceres Terminal, Inc.

11:15 Case Studies - Laem Chabang, Thailand; Nhava Sheva, India; Colombo, Sri Lanka

Experience from the Development and Financing of Container Terminals in Asia

Project Development Experiences

Alistair J. Baillie, Commercial Director, P&O Australia Ports Pty Ltd

Arranging Project Financing
Alicia M. Palmer, Financial Analyst, P&O Australia Ports Pty Ltd.

12:00 Chairman's Closing Remarks
Sam Sherman, Greenwood Advisors

1:45 Post-Conference Round-Table Workshop:

A Step-by-Step Analysis of the Tender Process

Jim Brennan, Principal, Mercer Management Consulting, Inc., Moderator

Sir Keith Stuart, Chairman, Associated British Ports, invited
John Hemingway, CEO, Steve-

doring Services of America, invited

J.F. Weston, Cooper T. Smith, invited

- 1:45 Post-Conference Workshop:
Living Prospectus
Considering and Evaluating a Potential Port Privatization Project
Reports from the Specialists

Mediterranean Cruise Capacity Growing Again

MEDITERRANEAN cruise capacity, which contracted slightly last year, is growing again. A market report on the region in the March issue of *Lloyd's Cruise International* indicates that total 1997 capacity in terms of bed-days will be 9% up on 1996.

The increase is due mainly to the introduction of new vessels in the region with Airtours and Thomson, notably, having three vessels apiece operating throughout the season. In addition, an increasing number of operators are extending their Mediterranean seasons well into the winter months.

A table listing capacity by individual operators in 1997 shows Costa the clear market leader, offering just over 15% of bed-days. Potential throughput is around 145,000 passengers compared to 118,230 in 1996, with bed-days up by 21.5%.

While Costa's principal strength continues to be in the seven-day market, Royal Olympic Cruises (ROC) continues to be the leading operator in the Aegean sector, where three and four-day cruises predominate. It secures second place with 9.4% of capacity.

Third place in terms of bed-days is held by Airtours which has continued to consolidate its market position and, with just over 523,000 passenger-days, has 7.7% of capacity. Fourth place has been claimed by Thomson, which has put its 1996 market entry teething troubles behind it and now provides 7.3% of 1997 capacity. Fifth place goes to UK-based P&O Cruises, whose 1997 bed-days capacity amounts to a 6.1% market share.

A feature of these statistics, illustrated in a figure of Mediterranean deployment by operator, is the absence of the leading cruise operators from the top positions, notably RCCL and NCL, which have both reduced their presence in the region.

A figure of capacity by cruise category

shows a bias towards standard class (42.6% of berths) but, with a growing deployment of contemporary ships in the region, the Delux Plus category (32.3% of berths) is assuming a greater importance.

Despite 44 ports in the region being used, the market is highly concentrated among a small number, with the leading four ports contributing 66% of potential throughput. Piraeus is in the leading position, followed by Palma, Genoa and Venice.

Lloyd's Cruise International also looks at the standard of medical care onboard cruise ships – which is something of a lottery; and at how Disney's arrival in the market is forcing all major players to re-evaluate their appeal to families.

FEPOT: Consistency Towards Seaports

THE General Assembly of the Federation of European Private Port Operators (FEPOT), which gathered in Paris on March 7, 1997, elected Peter Dietrich (D) as its new President. He succeeds Claude Pigoreau (F) in this function, who led the federation during the first four years of its existence.

Peter Dietrich is Executive Chairman of the Hamburger Hafen- und Lagerhaus AG (HHLA) and President of the Zentralverband der Deutschen Seehafenbetriebe (ZDS), the federal association of German seaport operators. He has been Vice-President of FEPOT for four years.

During his maiden speech, which was attended by the Director for Maritime Transport of the European Commission, Dietrich confirmed that, during recent years, seaports became an increasingly important element of European transport policy. He expressed his hope that the Commission's Green Paper on Ports and Maritime Infrastructure, which is likely to be published in the course of this year, will bring together a number of policy aspects regarding seaports in a more consistent framework.

"More consistency should however not be confused with more centralism or any attempt to develop an all-embracing European seaport policy", warned Dietrich, "We are confident to avoid such an approach through an open and constructive dialogue with the Commission".

New Publications

ISL Shipping Statistics Yearbook 1996

THE *Shipping Statistics Yearbook* published by the Institute of Shipping Economics and Logistics (ISL) has been the leader in this field for many years. Experts of the institute's Transport Department are responsible for the analysis of market data. The statistical publication contains latest and in-depth information concerning maritime markets, namely data on merchant fleets, shipping markets, freight rates, trade flows and selected commodities, shipbuilding markets and details about the leading world ports and major sea canals.

The three main sections of the *ISL Shipping Statistics Yearbook 1996* (Editors: Prof. Dr. M. Zachcial, Christel Heideloff; 492 pages; Price: DM 325.- plus postage and packing, in case of inland sales plus VAT (MWSt.); ISSN 0721-3220;) are subdivided clearly and logically and include an introductory comment on shipping, shipbuilding and ports. Statistical features are:

Shipping Market: Extensive statistical details are presented on the development of the world merchant fleet and special fleets. Data includes laid-up and broken-up tonnage figures as well as profiles of major shipping nations. Another focus is the presentation of key figures on world seaborne trade, world trade development and a detailed overview on major commodity markets specified according to production and consumption areas. The shipping market section includes long term series on freight rate indices.

Shipbuilding: The focus on world shipbuilding deals with ship types, developments of major shipbuilding countries and their shipyards. Information is given on deliveries, new contracts and order books.

Ports and Sea Canals: Shipping and cargo traffic of leading world ports is presented according to region for the years 1991-1995. The main focus is on a detailed container traffic analysis. The Yearbook contains data on approximately 250 ports in more than 80 countries. Information is based on the ISL port data base which has been providing data since 1980. In addition this section of the yearbook includes shipping and freight traffic attributable to the world's major sea canals.

The insider information of the *ISL Shipping Statistics Yearbook* has become indispensable for shipowners, shipbuilders and the port and transport related industry. Moreover the market data and analytical information are relevant for banks, consultants and researchers as well as to any organisation involved in international transport.

The Yearbook and also the monthly publication *ISL Shipping Statistics and Market Review* can be ordered directly from:

Institute of Shipping Economics and Logistics (ISL)

Universitätsallee GW1, Block A

D - 28359 Bremen

Phone: +49-421-22096-0

Fax: +49-421-2209655

E-Mail: subscription @isl-uni-bremen.de

Containerisation International Yearbook 1997

"I^F 1996 was the year of the alliance, then 1997 could be the year of the merger. Already P&O Containers and Nedlloyd Lines have tied the knot, and as last year drew to a close there was much speculation as to who would be next to merge."

The container liner shipping industry is consolidating, yet again, into fewer bigger multinational groupings. However, the consensus is that some of the worldwide alliances between the largest carriers are unlikely to survive the aftershocks of the P&O/Nedlloyd merger which took effect from January this year.

In her opening to *Containerisation International Yearbook 1997*, editorial director Jane RC Boyes comments: "Further restructuring will be driven as much by financial imperatives, as practical operational considerations. Industry wisdom was that the global operating alliances should ultimately produce savings of approximately \$100 per TEU moved per year. Are they delivering? It is too soon to tell as transition costs reduced the impact on carriers' 1996 performances".

"However, cost is only one side of the profit equation, the other is revenue. As the industry entered 1997, there was little sign of the latter improving. The problem is not lack of growth in revenues overall, but rather a consistent erosion of per box revenues - a decline of as much as 60% in real terms per unit revenues in certain key east/west trades since the mid-1970s".

Optimists suggest that come 1998,

when most of the large newbuild tonnage has been delivered, the cycle will be reversed and prices start to rise. This may be a false hope. Collectively, the industry seems unable to reverse the debilitating price erosion which has characterised it for so long." Customers are the only real beneficiaries, but it is in their interests to see that the carriers make a decent return. Analysis of the Yearbook's latest vessel register suggests that the liner sector could be about to mirror the substantial overcapacity and operating crises experienced by the VLCC tanker industry of the 1980s. "How can the industry genuinely support a record orderbook equivalent to 22% of the existing fleet?" At November 1, 1996, capacity stood at 4.8 million TEU, with another 1.1 million TEU slots on order.

The latest survey of port traffic shows that in 1995 the volume of containers handled worldwide increased by 9.4% compared with 1994. Once again the annual growth figure fell within the 9-10% range experienced in recent years. Over 135 million TEU was recorded in 1995, while 1994 saw around 128.3 million.

The rise in US intermodal volumes during 1996 has been estimated at 1.3%, with only a slight improvement expected in 1997. A wave of mergers, combined with deteriorating service levels, resulted in several customers switching to over-the-road operators. Meanwhile in Europe, intermodal traffic volumes declined. Intermodal operators blame the economic downturn and their inability to offer sufficiently attractive door-to-door prices and service quality to entice traffic away from road.

Things are not much better in the container leasing sector, where talk is of continuing weak lease rates and utilisation levels. Lessors endured a tough 1996, with average per diem lease rates falling by at least 10%, and utilisation levels of 80% or less. Low container prices and interest rates also encouraged ocean carriers to purchase outright, instead of leasing, while carrier alliances produced rationalisation of boxes.

Speculative building was a major factor in depressing ex-works container prices, as box builders experienced price-cutting on a major scale. There are few signs of improvement for 1997. Overcapacity, especially in China, means that manufacturing volume is still out of step with true demand, and casualties occurred during 1996.

Containerisation International Yearbook 1997 includes updated, compre-

hensive sections covering container carriers (routes, ports of call, vessels and total boxes operated), the register of container-carrying vessels (detailing over 6,400 ships in service and on order), containership managers and shipbrokers. The container leasing and repair sectors have separate sections, while the equipment guide includes a classified product list, as well as listings of container manufacturers (with annual production figures), and marine software suppliers.

Containerisation International Yearbook 1997 (published by Emap Finance & Freight Ltd) is available now from:

Readerlink Subscription Services
Lansdowne Mews, 196 High Street
Tonbridge, Kent TN9 1EF, UK

Tel: +44(1732)591415

Fax: +44(1732)591420

Prices: UK £195; Europe £225/US\$360;
Rest of the World £250/US\$395

Guide to Port Entry

G^{U*IDE to Port Entry 1997/98* Edition. Ed. by Robert Pedlow. 2 Vols. Reigate, UK: Shipping Guides Ltd., 1995. 2560 pages. Diagrams and plans. Indexes.}

Order from: Shipping Guides Limited,
75 Bellstreet, Reigate, Surrey RH2 7AN,
England.

Tel: 011-44-737-242-255/6/7.

Fax: 011-44-737-222-449.

Price: UK only £225; outside UK £235.

Discounts on multiple copies.

The Bulk Carrier Register 1997

T^H*E Bulk Carrier Register 1997*. By Clarkson Studies Limited (London: 1997). 957 pages. Preface. Glossary. Tables. Figures. Directories. Indexes.

Order from Research Studies Limited,
12 Camomile Street, London 7BP,
England.

Fax: 011-44-171-522-0330

Tel: 011-44-171-283-8955

Price: £155/US\$260 (Europe)

£180/US\$300 (Outside Europe)

Clarkson's *Register* is definitive record of bulk carriers, ore carriers and combination carriers in the world of 10,000 dwt and over, including those trading exclusively on the Great Lakes.

As of January 1, 1997, the bulk carrier world fleet consisted of 5,554 vessels of 275.8 million deadweight tons (metric), with an additional 526 (or 31.7 million dwt) on order. The largest is the

364,768 dwt ore carrier *Berge Stahl* (length – 1,122 feet; beam – 208 feet; draft – 75.5 feet).

The *Register* is organized in four sections;

- I Statistical tables and graphs depicting the evolution and technical character of the bulk carrier fleet and a census of changes occurring in 1996 (losses, scrapings, deliveries, name changes).
- II Ship finder indexes (grouped by dwt class – handysize, Panamax, Capesize, etc.) As well as an ex-vessel names.
- III Detailed information on each vessel – name and ownership; registry; builder; class/type; hull dimensions and classification; tonnages (DWT, gross tons, etc); cargo capacity; propulsion; and other details such as hatches/holds and cargo handling gear.
- IV A directory to owners, their

fleets, and address information.

Other notable features include an informative preface, a glossary of bulk ship terminology, and analytical diagrams of self-discharging system.

(AAPA Advisory)

The Containership Register 1997

THE *containership Register 1997*. By Clarkson Research Studies Limited. (London: 1997). 429 pages. Preface. Glossary. Tables. Figures. Directories. Indexes.

Order from: Research Studies Limited, 12 Camomile Street, London 7BP, England.

Fax: 011-44-171-522-0330.

Tel: 011-44-171-283-8955.

Price: £124/US\$205(Europe)

£131/US\$215(Outside Europe)

containers decreased by 3.5%, to 437,869 TEUs. A strong December figure of 271,380 TEUs – a 16.0% increase over December 1995 – helped push the annual container count to its new high.

Overall cargo tonnage approached 100 million metric revenue tons (MRTs) as 99,386,474 MRTs passed over the Port's wharves, an 8.8% increase from 1995's total tonnage.

All major cargo categories posted gains, with dry bulk products leading the way with a 14.4% increase. Petroleum and liquid bulk products rose 10.8%, with bunker sales increasing 4.8%. General cargo, which includes containers, breakbulk products and lumber, posted an annual gain of 7.2%.

The latest figures reflect continued growth in U.S.-China trade and the strength of the expanding economies of Southeast Asia. Long Beach moves approximately 26% of all trade between the United States and China, with at least six carriers with direct calls into the People's Republic of China.

During the past year, many Long Beach customers also deployed larger containerships with capacities of 5,000 TEUs or greater. In late 1995, Orient Overseas Container Line introduced six new vessels that carry nearly 5,000 containers, while Hanjin began introduction of its 5,302-TEU vessels during the spring of the year. Hyundai also launched the first of its five 5,551-TEU ships during the summer. COSCO will join the megaship era this February when it begins deployment of six ships capable of carrying 5,250 TEUs.

S.R. Dillenbeck, executive director, once again credited the port's success to its customers. "They make these record-setting numbers happen. We try to meet their needs and that's why we're investing approximately \$2 billion for new facilities and infrastructure improvements throughout the port," said Dillenbeck.

8-point Strategic Plan To Revitalize Boston

THE Massachusetts Port Authority's Port Department has implemented an eight point strategic plan to revitalize the commercial Port of Boston, respond to sweeping changes in the global shipping industry, and enhance international trade in New England.

1. Dredging

Background – 45' foot draft will be the minimum acceptable depth for North

The Americas

Ports Find Shipping Reform Bill Acceptable

IN response to the introduction of the Ocean Shipping Reform Act of 1997 in the Senate, U.S. members of the American Association of Port Authorities (AAPA) found the proposed legislation to be generally acceptable as a starting point for deregulation.

"The Senate bill provides an excellent starting point for discussion of the issues involved in ocean shipping reform, and contains moderate changes generally acceptable to the port community," said AAPA president Kurt J. Nagle. "In crafting the proposal, the Senate made a real effort to reach out to all affected parties and has worked to balance interests in a way that makes sense for the industry as a whole," he added.

Although legislation to reform the Shipping Act of 1984 and partially deregulate ocean shipping was not enacted during the last Congress, ports played a key role in shaping the debate. The Senate bill reflects many of AAPA's concerns and recommendations.

"While the U.S. public port community feels that the 1984 Shipping Act has worked well and does not advocate changes to it, we recognize that some shippers and carriers are seeking more flexibility in their business relation-

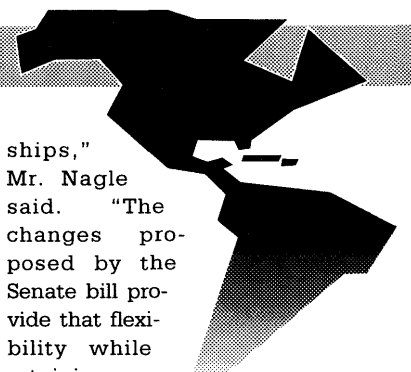
ships," Mr. Nagle said. "The changes proposed by the Senate bill provide that flexibility while retaining an independent regulatory agency and effective regulatory oversight where it is neededmost." (AAPA)

Long Beach Posts Annual Cargo Records

THE Port of Long Beach has posted new cargo-handling highs for containers and total tonnage for calendar year 1996.

During 1996, the port handled the equivalent 3,067,334 TEUs, a 7.9% increase over 1995 when the port moved 2,843,502 TEUs. Long Beach became the first seaport in North America to handle more than three million container units during its fiscal year which ended September 30.

Loaded inbound containers increased by 14.4% to 1,547,577 TEUs. Loaded outbound containers registered 1,081,888 TEUs – up 4.4% from last year. Empty



Atlantic Ports after 1998. Funds for the Boston Harbor Navigation Improvement Project (BHNIP) have been appropriated by the federal government to proceed with maintenance and improvement dredging in 1997. In the meantime, Massport is fully funding an interim program to dredge Conley Terminal to 45' in the Spring of 1997.

Goal – With the interim project in place, Massport will be able to handle the largest container vessels anticipated on the North Atlantic. Massport will work to attract direct call European and Asian carriers who require deep draft ports.

2. Doublestack Rail Clearances

Background – Doublestack rail service is the most cost/time efficient form of long-distance land transportation. Currently Massachusetts lacks true double-stack service.

Goal – Adding Massachusetts to the nation's doublestack system will generate enormous benefits for the Commonwealth and the Port of Boston. Massachusetts rail shippers will experience a reduction in intermodal rail rates. Doublestack will also allow the port to be price-competitive with other ports for cargo traveling to/from the Midwest by train.

3. Marine Terminal Optimization Program

Background – Massport's network of multi-purpose public terminals no longer meet carriers' needs and are costly for Massport to operate. The solution is the Marine Terminal Optimization Program (MTOP). MTOP will consolidate all container activity at Conley Terminal and convert Moran Terminal into a fully dedicated vehicle import/export terminal, Boston Autoport. The program also includes conversion of the Revere Sugar Refinery into a dry-bulk commodity terminal, while maintaining other existing break-bulk facilities for specialized cargo use or for conversion to related warehousing/distribution uses.

Goal – MTOP will achieve three goals: 1) MTOP is designed to attract new carriers to the Port of Boston by lowering their in-port costs; 2) MTOP will significantly lower operating costs for the Port Authority; 3) MTOP will capitalize on expanded cargo opportunities in automobile and bulk cargo shipping.

4. Expanded Carrier Services

Background – Since Asia is becoming New England's primary trading partner,

new carrier services must be initiated in order to serve the needs of New England importers and exporters. As of now, Boston's all-water service to Asia is via feeder barges to New York and a feeder vessel to Halifax. Although these services are cost-effective, the total travel time involved makes the service not competitive with direct call cargo routing.

Goal – Massport's top priority is to secure direct vessel service to Asia as a first inbound port for ships traversing the westbound route via the Suez Canal. Massport is also working with carriers to Europe to reinstate the last outbound service to Europe that was discontinued just prior to Lykes Line's declaring bankruptcy reorganization.

5. Labor Relations

Background – Massport will continue to work towards decreasing Boston's traditionally high port costs. Implementation of MTOP is designed to decrease port costs while allowing workforce productivity increases. Labor negotiations will reopen prior to completion of MTOP in the late summer 1997.

6. Cruise Industry

Background – The cruise industry is the fastest growing segment of Boston's commercial port activity. Massport's facilities must be continually upgraded to enhance Boston's attractiveness as a homeport and port-of-call. Massport continues to develop plans for the eventual creation of a cruise port-of-call facility at the Gateway Marine Terminal in South Boston.

Goal – Double Cruiseport Boston activity by the year 2000, develop additional homeported cruise lines and continue to expand cruise facilities and links with landside attractions.

7. Automobiles

Background – Automobile imports and exports are an important niche market for the Port of Boston. With New England's sizeable and wealthy population base combined with the port's quick access to the Northeast, Midwest and Canada, Boston can become a hub port for international automobile movements. Massport plans a preliminary opening of Boston Autoport in Autumn, 1997, and a full opening in 1998.

Goal – Massport's development of Boston Autoport is necessary to grow the automobile handling business in the port. The high quality, size and excellent highway and rail access at the facility has the potential to make Boston

an Atlantic hub port for import automobile distribution. The program will also assist the port's diversification into non-containerized cargo movements.

8. Seaport Master Plan

Background – The Port of Boston Economic Development Plan that Massport co-authored with the City of Boston/BRA is a blueprint for the orderly development of the publicly-owned portions of the harbor's waterfront. The plan calls for preservation and expansion of commercial maritime activities while allowing development of ancillary properties for public access, office, retail, light industrial and other uses whose revenue can help subsidize investment in the Port.

Goal – Implementation of the Port of Boston Economic Development Plan will help maintain other important maritime industries such as seafood processing and harvesting, marine support services and ship repair. Revenue from leasing and development of other Massport properties can be used to fund future infrastructure improvements to the seaport.

Tonnage Increases 34% At Port of San Diego

THE Port of San Diego recorded a 34 percent increase in total cargo tonnage during calendar year 1996, handling 1,271,564 metric tons. This was the highest total since 1988. "The Port set out to increase its maritime trade and the number of high-paying jobs that go along with the cargo business. As a result of the progress made during the past year, we are doing just that," said J. Michael McDade, Chairman of the Board of Port Commissioners.

Major increases were realized in dry bulk, where tonnage increased to 744,450 tons or 21 percent and in break-bulk and general cargo, where an 83 percent increase was recorded. There were also increases in liquid bulk and container cargo.

Total dockage and wharfage revenue increased by 27 percent to \$3.43 million or an increase of \$719,000.

A 41 percent increase in the number of vehicles handled occurred during 1996. Substantial growth is projected during 1997, as the result of an agreement with American Honda Motor Company. The Port projects more than 100,000 vehicles in 1997.

This positive trend is expected to

continue, as the Port's trade development team is aggressively marketing the facilities and the advantages of shipping through San Diego. The Port of San Diego and ILWU Local No. 29 are no longer recognized as a low work opportunity port. Sixteen new class "B" longshoremen registrations occurred in February 1997, the first registrations at the Port since 1969.

The calendar year tonnage included 3.56 million cases of Chilean fruit and avocado seasonal cargo. The Port will go to a 12 month cold storage operation in 1997 having signed an operating agreement with Harborside Refrigerated Services, Inc.

Bay Area Construction Boon Boosts Tonnage

A boon in the Bay Area construction industry, sparked by expansion at San Francisco International Airport and extension of BART, is triggering a 20 percent increase in tonnage at the Port of Redwood City.

Board of Port Commission Chairman Guy Smith reports that tonnage for the first six months of Fiscal Year '96-97 that ended Dec. 30 was 304,442 tons, up 20 percent for the same period in '95-96. At this pace, the Port stands to record its highest annual FY tonnage figure in more than 15 years.

Pushing the way for the increase is sand and gravel, which is used in conjunction with major projects like the airport expansion and BART extension, Smith reports.

Bell Street Pier Lease For Discovery Center

THE Seattle Port Commission has approved a 15-year lease with Odyssey Maritime Discovery Center, an educational resource and visitor attraction at Bell Street Pier that will feature innovative exhibits telling the stories of Puget Sound's vital maritime industry.

Odyssey will occupy more than 26,000 square feet of space including about 1,500 square feet for the Discovery Center store in the Port-owned Bell Street Pier complex on Seattle's central waterfront.

The Odyssey agreement calls for completion of tenant improvements by December 1997, installation of exhibits

by June 1998 and opening of the completed museum by July 1998. The \$14.2 million project is supported by private and public contributions, including \$3.2 million from the Port for the construction of the building shell.

Odyssey is set to begin the final phase of its fundraising campaign in later this month with the launching of the Odyssey's Skippers Club, an interactive K-8 kids club. Odyssey also will host a Discovery Celebration on Monday, March 24 at Bell Street Pier following the return of the fishing fleet from Alaska.

The Discovery Center represents a key element of the Port's efforts to revitalize the city's central waterfront. The Discovery Center also will play a major role in the Port's countywide educational program and will host the Port's Sea-Air School, which last year educated about 12,000 King County schoolchildren about the Seattle harbor and maritime trade.

"Odyssey has demonstrated great support throughout the community, the Port is excited about our role in helping to bring this project to life. The Discovery Center will be a perfect complement to the working waterfront businesses and public spaces at Bell Street Pier," Port Commissioner President Paige Miller said.

"Odyssey will fill a critical gap in informing residents about the significance of the maritime industry and international trade to our region - and it will be a fun place for families to explore," she said.

"We are delighted to have the Port of Seattle involved with hundreds of individuals, corporate and local foundations in creating this educational discovery center for the children and adults of the Puget Sound region," Odyssey board member Ron Elgin said.

Odyssey will have more than 50 hands-on interactive exhibits on trade and transportation, navigation, shipbuilding, commercial fisheries and environmental technologies. Its major features will include three main galleries:

- Ocean Trade will focus on cargo handling and port activities, including a crane simulator where visitors can try their hand at loading a container ship.
- Harvesting the Sea, featuring a replica of the bridge of a fishing vessel in storm-tossed North Pacific seas and exhibits on the fishing industry.
- Sharing the Sound highlighting the environment of Puget Sound where visitors can experience guiding vessels in the busy waterways.

Bell Street Pier, opened in June 1996, is an 11-acre waterfront complex that includes the Bell Harbor International Conference Center, Anthony's Pier 66 restaurants, the Fishin' Place seafood processing center, Bell Street Fish Market, Polare ship-supply store, Bell Street Deli Grocery, the Bell Harbor Marina and moorage facilities for cruise ships and other large commercial vessels.

NWA Hopes to Fly to Malaysia via Japan

NORTHWEST Airlines has filed for permission to reinstate service between Seattle Tacoma International Airport and Malaysia, one of the fastest growing economies in Asia. If approved, the service would make Northwest Airlines the only U.S. carrier to offer flights between the two nations.

Under the proposal, Northwest Airlines would offer, effective July 1, three weekly flights between Seattle and the Malaysian capital Kuala Lumpur. Because the proposed service would be an extension of an existing Northwest Airlines route between Seattle and Osaka, Japan, the request is subject to the approval of both the U.S. and the Japanese governments.

Northwest Airlines has the rights to serve Kuala Lumpur via a stop in Japan under the terms of the U.S. - Japan bilateral aviation agreement. Northwest offered flights to Kuala Lumpur in 1985 and 1986. The airline currently has flights between eight U.S. cities and eight cities in Asia via Tokyo. These so-called "beyond" rights allow a carrier to continue service from a U.S. city through Japan to its ultimate destination, do not extend to Malaysia.

Malaysia has a population of almost 20 million and has one of the fastest-growing economies in Asia. Northwest forecasts strong passenger and cargo traffic on the route.

Northwest began the first service from North America to Asia over the north Pacific in July 1947 and is celebrating its 50th anniversary of service to the Far east.

Record Cargo Growth Continues at Charleston

AS the Port of Charleston puts together an unprecedented string of monthly volumes, short-term and long-term plans are announced.

Continuing an unprecedented string of records, the Port of Charleston closed out calendar year 1996 by setting new records in both TEUs and tonnage. For the year, Charleston handled 1,078,000 20-foot-equivalency units (TEUs), up five percent from last year, and more than 9.4 million tons of cargo, up six percent from last year. Breakbulk tonnage was up dramatically from 539,099 tons to 777,033 tons.

"We are very pleased," said Duane Grantham, executive vice president and COO of the Port of Charleston. "Anytime you have increases of five and six percent, coming off of a string of record years, in this very competitive business, you have to be pleased. Last year we really saw the volume of some of the big carrier groups we've brought in over the past two years start to show up. That, combined with rapid growth from lines with established services here and increased efficiencies in regards to how the port handles containers, put us in a position to continue a very favorable growth pattern," Grantham said.

One of the highlights of the annual tonnage figures was the increase in breakbulk cargo. Aided by a super September, which totalled more than 100,000 tons, Charleston posted its most significant gain in breakbulk volume in many years.

"According to PERS and other sources, overall breakbulk tonnage for the South Atlantic remains relatively flat, that is, there is a limited amount of total cargo and it isn't growing very fast," Grantham said. "However, that cargo is extremely valuable to Charleston. We made a dedicated effort to go after certain commodities and bring them back to this port. We were successful, but we are by no means done. This is a full-service port, and commodity by commodity, service by service, we are going to succeed in bringing the accounts to Charleston that are best served here and are the most advantageous to the port. Even as our container volume grows, we plan on taking an even larger market share of breakbulk cargo."

The pattern is clear. The chart below shows the increases Grantham mentioned. The average four-year growth

for both general tonnage and TEUs is 10 percent.

	Tonnage	TEU
1993	7,044,211	802,821
1994	7,968,860	897,480
1995	8,832,931	1,023,903
1996	9,430,478	1,078,000

Using tonnage as a measure, Charleston's container cargo imports rose from 2,989,347 tons in 1995 to 3,241,642 tons in 1996.

Exports rose from 5,304,485 to 5,411,803 tons. On the breakbulk side, imports rose from 176,535 tons to 320,296 tons in 1995, and exports rose from 362,564 tons to 456,737 tons. In a record-setting string, Charleston had 11 consecutive months in excess of 700,000 tons.

Of course, increased volume leads to increased revenue, which is a good thing because the Port of Charleston is now deep into planning for increasing both its short-term and long-term capacity. The projects require a major financial investment.

In long-term planning, survey work on the 800-acre Daniel Island site has been completed and geotechnical engineering, environmental, and transportation studies are well underway. Last December, the State Ports Authority awarded a \$1.7 million transportation engineering contract for planning and design of the highway and rail infrastructure to serve the terminal. Additionally, senior port management has been involved in open discussions with regulatory and environmental groups to help development proceed

with appropriate input and guidance before, during, and following the permitting process. The first phase of the planned 800-acre facility is expected to cost upward of \$300 million and be open for business within five to six years. It is expected to be at least 15 years before the entire project is complete.

Also, the port announced in February that it has purchased 506 additional acres on Daniel Island for the construction of a fifth major container terminal, this one on the Wando River side of the island. The newest property is to be developed in a way that will be specially suited for next-generation container-ships, those in excess of 1,000 feet and 4,000+ TEUs.

In order to help handle continued growth over the next five years, officials in Charleston have announced that the port is investing heavily in existing terminal and equipment improvements. A massive paving project is presently underway, transtainers have been upgraded, lighting and refrigerated container outlets have been upgraded, and 12 new toplifters have been purchased.

"We are adding capacity at the Wando," Grantham said, "but we are really concentrating on ways to continually increase the efficiency of our terminals. Things are going well right now, but the bottom line is that cargo must flow through our terminals smoother than ever to satisfy the needs of our customers, both on the carrier side and the cargo side. We are dedicated to that process." (Port News Magazine)

Africa/Europe

COMPASS Distributing Info About Antwerp

EVER greater volumes of information are now offered in multimedia formats and business is increasingly using multimedia applications to present products and services.

Nonetheless multimedia continues to be expensive, so that it is readily accessible only to the largest national and transnational companies. Most smaller firms have only limited budgets for promotion and media, and they often have little access to multimedia techniques

for the presentation of their own activities.

This is where AGHA/ASSIPOINT has been able to step in as a partner in the COMPASS project, which will distribute general multimedia information about Antwerp and the port and make it available to business in the port of Antwerp.



Douala-Bonaberi Port in brief

Institutional Background

ON its creation in 1971, the Cameroon National Ports Authority which took over from the former ports and water ways Department was entrusted with the following missions: the management, the operations and the development of all Cameroonian Ports which are on the one hand, the Douala Port where more than 95% of the activities are concentrated, and on the other hand, the secondary ports of Kribi, Limbe-Tiko and Garoua.

Naturally, whenever need arises other port entities can be created.

Placed under the tutelage of the Ministry in Charge of Transportation, the Cameroon National Ports Authority is a legal self-sufficient entity.

In a bid to cope with the changing conditions of its environment, marked these last years notably by the trend of liberalization of the economy, the CNPA has been experiencing for quite some time structural adjustments which have added more impetus to its activity.

The implementation of a series of measures was made necessary by the difficult economic context which makes competitiveness and profitability the fundamental laws of all units of production. These measures aimed at:

- regrouping activities by homogeneous fields of interest, thus promoting the specialization of operational departments to increase their efficiency;
- upgrading the senior management by the creation of functions directed towards the long term;
- ensuring the greatest coherence in orientations and actions of development by the creation of entities used as platforms for concertation involving as many economic operators as possible;
- clarifying the scope and the content of the relationships with the state, the sole shareholder of the CNPA, on the one hand, and on the other hand, with the customers. These relationships should be governed by conventions, specification books and other contractual documents.

The last three years have therefore witnessed far-reaching changes due to an economic environment full of uncertainties and deeply shaken two years ago in Cameroon by a phenomenon

both unexpected and disturbing: the change in parity of the CFA franc, of which the consequences are still to be measured.

Considering its concrete achievements in twenty years of existence, the Cameroon National Ports Authority is praiseworthy for its creditable performance.

Essentially, it can be noted that the existing port equipment can cope, without major difficulties, with the current needs of the Cameroonian economy.

Within the framework of an ambitious development programme, many actions are underway, both to improve existing facilities and to anticipate on the future.

Douala-Bonaberi Port Environment

History and nature, as well as economic factors, have made Douala-Bonaberi Port, up to now, the main maritime outlet of Cameroon. This port alone handles more than 95% of the country's total maritime traffic.

If Douala Port and its neighborhoods concentrate about 80% of the industries in Cameroon, which makes the area the economic capital of the country, credit should probably be given to its port.

As an estuary port, at about 50 km from the sea, it enjoys two main advantages, namely:

- the reduction of the distance between the sea and the production and consumption areas;
- the presence of calm waters which allow commercial operations to take place in optimal conditions.

A widespread network of air, railway and road transports covers the whole region, thus allowing an easy transfer of goods to the hinterland.

In all respects, Douala is currently the main business center in Cameroon.

General Description

Douala-Bonaberi Port has developed following the speed of the economic growth of Cameroon. Over the past two decades, most of the means made available for the port sector have been allocated to Douala.

The period comprised between the early 70's and the mid 80's was a decisive step in the development of this port through the realization of major rehabilitation and modernization works, followed by additional projects of equal importance.

After completion of this vast programme which lead the Douala Port to modernization, its capacity more than tripled, as it went from about 2 million tons to more than 7 million tons a year.

On the whole, the Douala Port now presents a physical potential comprising, among others, the following facilities:

- 7.5 million tons of cargo output;
- 11 million tons of storage capacity;
- 1,000 hectares of land estate of which 400 hectares are being exploited;
- 10 km of quays (including wetdock outlines);
- 20 km of road network;
- 25 km of railways;
- 13 multi-purpose warehouses;
- 2 long term storage areas;
- 20 hectares of land yard initially destined for the traffic of land-locked countries, but which are now partly allocated for the free trade zone;
- an important port industrial zone;
- various facilities for specialized traffics;
- containers;
- timbers;
- fishing;
- fruits;
- oil;
- etc...

Traffic

For decades, the traffic of the Douala Port has shown a sustained growth at an annual average rate of 10%. It reached its highest level in 1985, with more than 4.5 million tons of cargo handled.

Because of the well known difficult economic environment, it went down from the year 1986 and remained stable around 3.7 million tons until 1993.

For two years now, thanks to the revival of the economic activities, the traffic is on the rise. Between 1993 and 1995 it increased by about 16%, thus once more stepping over the bar of 4 million tons.

This performance is mainly attributable to exports which rose remarkably these last two years with growth rates of nearly 30%, owing to an improved competitiveness of our products on the world market, favoured notably by the change in parity of the CFA franc.

For the same reasons to which should be added those related to the austerity policy aimed at restoring the balance of the country's economy, imports remained stagnant and even went slightly down.

The two components of the traffic thus lead towards a balance.

The number of foreign trade ships is roughly 1,000 units annually.

(Cameroon National Ports Authority)

French Ports Assist Port of Djibouti

The Port of Djibouti (Port Autonome International de Djibouti: PAID) is one of the main ports on this part of the East African coast, situated between Eritrea (Assab) and Somalia (Magadishu), facing Aden in Yemen. Djibouti is a small country (550,000 inh.), but its port offers modern facilities for containers and can play a leading role in regional maritime traffic, especially with Ethiopia, which needs access to the ocean.

Traditional technical assistance has been provided to the PAID for a long time by the French Ministry of Cooperation. It has evolved recently from institutional support to professional cooperation with French port authorities, led by Nantes - Saint Nazaire Port Authority (PANSN), in association with Le Havre Port Authority (PAH). From mid 1994 to the end of 1998, a senior executive of PANSN concluded a general mission of support in order to assist the PAID Management in initiating and developing a wide range of actions in such field as organization, port planning, finance and computerization.

His main role was to counsel, to offer

his own expertise and to coordinate external projects, without being contractually involved in specific activities, as PANSN could not be a contractor.

This scheme, subsidized by the French Ministry of Cooperation, was completed with an additional loan to offer some specific external expertise and studies. Regular evaluations were performed by the management of the two French ports.

A wide range of subjects was dealt with during this period, either coordinated or proposed by the expert of PANSN, as part of a global restructuring plan covering such subjects as financial, accounting and budgetary procedures, the computerization of services, tariff adaptation, the organization and evolution of manpower, the revamping of port regulations, the improvement of nautical services, the proposition of institutional, administrative and legal processes, the definition of a commercial strategy and program of action, the definition of a common dialogue structure between PAID and its partners, the study of the evolution, organization and qualification of dockers and training programs.

Very satisfactory results were obtained; this sort of action, with limit-

ed cost, represents a new type of cooperation based on the professional relations between ports, with great profits for the port authorities involved.

In the long term, such a project has to evolve towards a cooperative scheme between port authorities, the secondment of a port executive being only temporary at the beginning of the process. (The article received from the Port of Nantes-St. Nazaire)

Grain Trading Causes Cutback at Rouen Port

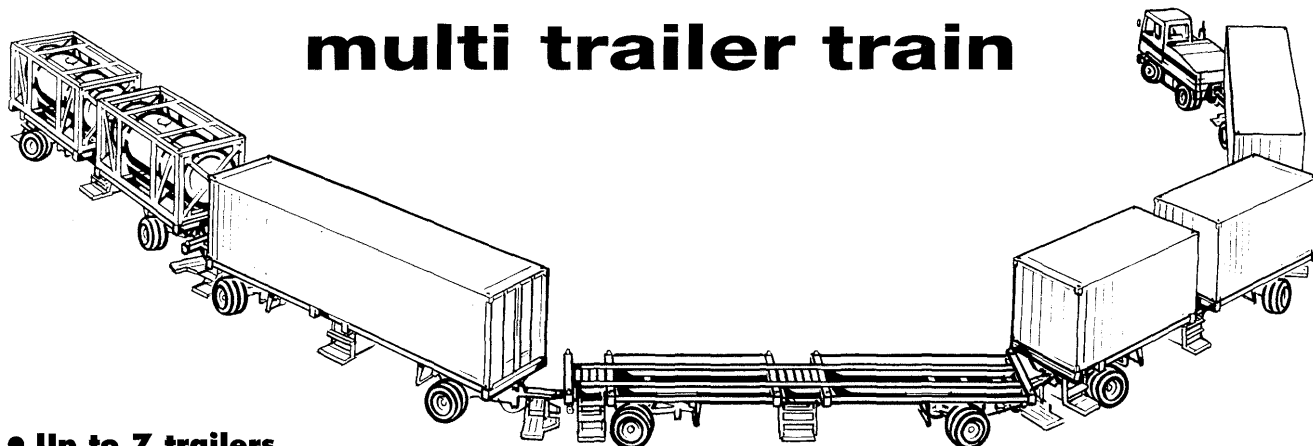
ROUEN Port Authority's total sea traffic in 1996 amounted to 18.1 million metric tonnes, which represents a fall of 8.6% compared with the 1995 result (19.8m tonnes).

Liquid bulk cargoes stayed at virtually the same level as in the preceding year with 7.4m tonnes, of which 5m consisted of petroleum products (up 1.2%).

Due to the "second grain crisis" linked to the further reduction in European exports to third countries in the context of a highly unstable world market, dry bulk (7.4m tonnes) declined by 16.7%, with

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grain tonnage only just reaching 5 million tonnes, despite a significant upturn in the last quarter of the year, a figure which represent a fall of 22% compared with 1995 (6.4m tonnes). Rouen, still the premier European port for grain exports, regularly enjoyed an annual throughput exceeding 8 million tonnes, before 1994.

General cargo totalled 3.3 million tonnes. The overall fall of 4.6% reflects two contrasting phenomena: a sharp drop (to less than 200,000 tonnes) in the imports of long wood for papermaking, the level for which was exceptionally high for market-related reasons in 1995, and the growth in other items under the "general" heading, most notably containers, which have risen by 2.7% to 1,143,000 tonnes, and flour, up by 12.2% to 774,000 metric tonnes.

Rouen Can Accommodate 2,500-TEU Containerships

MAJOR capital expenditure has been committed to improve Port access and infrastructure. A programme which will guarantee by 1998 a draught of 10.3 metres travelling downstream and 10.7 metres travelling upstream is currently under way; Rouen, the third-ranking French port for container traffic, can now accommodate 2,500-TEU containerships.

Port of Hamburg Tops 3 Million TEU Mark

THE dynamic growth of Hamburg's container turnover continues unabated. In 1996 Dr. Hans Ludwig Beth, Chairman of Port of Hamburg Market and Public Relations (HHVW), again presented a record result at the annual press conference. For the first, the Port of Hamburg topped the 3 million TEU mark, 5.7% up on the previous year. This meant that Hamburg not only maintained its market share in Germany but also in the North Range. Thus, Hamburg' container turnover growth was in line with the increase in world trade in 1996.

Over the decade from 1986 to 1996 container traffic grew by an average of 6.5% p.a. in the Hamburg-Antwerp Range. In Hamburg the annual growth rate was 9.4% (and in weight terms 9.8%). Hamburg's container traffic has increased by 260% in the last decade with the result that Hamburg's share of the North Range market has risen con-

siderably.

The most important trading regions continue to be Asia, which accounted for 51% (East Asia 43%) of total container traffic, and Scandinavia with 18%. The development of both regions is heavily interdependent since a considerable proportion of Scandinavian cargoes flows to and from the Far East via the Port of Hamburg. This large share of Scandinavian traffic also demonstrates Hamburg's outstanding significance as Scandinavia's seaward "transit interface". This is also confirmed by the increase in traffic with the rest of Europe (up 6.7%) and UK/Ireland (up 9.9%). In 1996 Hamburg enjoyed considerable gains in cargo on European and Asia routes though nearly 80% of the overall increase in container turnover was accounted for by Asia.

The list of Hamburg's top ten container trading partners now includes six East Asian and three Scandinavian countries. The one newcomer is China in ninth place while Hong Kong lost its top spot to Singapore. The two changes are significantly linked: the increasing number of Chinese ports directly served by the major container lines has resulted in a relative decline in Hong Kong's position.

Above-average Growth

The increase in loaded container throughput was 6.4% — higher than the overall growth rate. As Dr. Beth explained, "this reflects, on the one hand, the success of overseas exporters in European markets; on the other hand, and particularly from the perspective of inter-port competition, this development also indicates Hamburg's increasing significance as a European distribution centre for overseas exporters and the fact that importers play a key role in

directing cargoes."

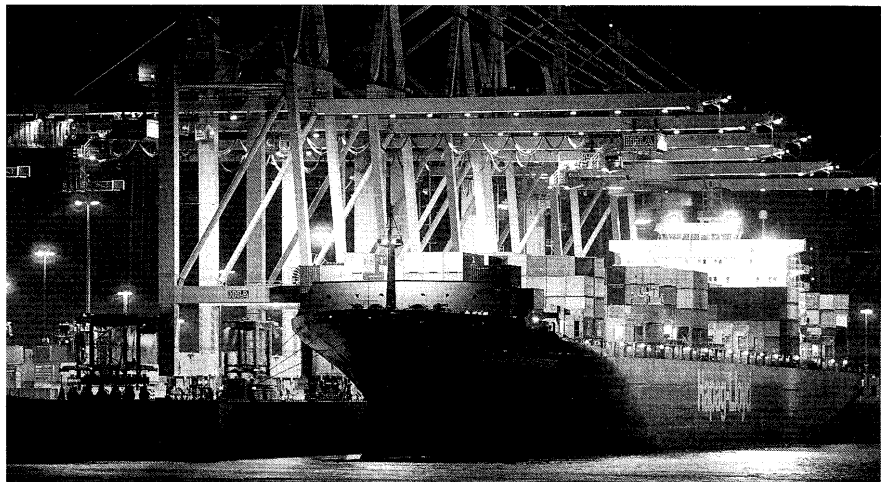
The share of 40' containers rose from 42% to 45%. This reflects the container lines' successful attempts to sell more of the longer containers because, with their lower weight-to-space ratio, they improve a ship's capacity utilization rate without increasing its draught. However, in contrast to 1995, the increase in 40' containers was not linked to a fall in the average weight per container. Last year, the average weight of container loads rose by 5.7%, the same percentage increase as that of the slots occupied (in TEU terms). There was an above-average increase in the share of 40' containers on East Asian and Scandinavian routes.

Far East

Despite keen competition Hamburg again strengthened its traditionally strong position in East Asian traffic in 1996. The Far East continues to be Hamburg's most important container region with a turnover of 1.34 m TEUs. Trade between Europe and East Asia in 1996 was again affected by changes in relative exchange rates, sharp increases in costs in the "Four Tigers" and a slowdown in economic growth.

Container traffic with East Asia increased by 8.9% in 1996. Trade with South-East Asia rose by an above-average 20% with new shipping customers bringing additional business. In volume terms North-East Asia is still more important but here growth was a "mere" 5.1%. The increase in incoming cargoes from North-East Asia remained well below expectations at just 3.2%.

Exports to North-East Asia rose, in contrast, by an above-average 7.5%. This was mainly due to significant increases in container traffic with Japan (up 24.3%) and Taiwan (up 7.5%). This



Far Eastern ship in the Port of Hamburg: East Asia continues to be the most important container region for the Port of Hamburg.

growth was also fueled by the increased capacity of Korean shipping lines and the new Yang Ming/K-Line service, additional deliveries connected to the reconstruction work after the Kobe earthquake and the fact that Japan won back some of the cargoes lost after the Kobe earthquake. Last year, container traffic between Hamburg and Japanese ports was around a quarter higher than in 1995 – a record increase.

But Hong Kong and China play the most important role in container traffic to and from East Asia. In all, the two countries account for some 50% of container traffic on the North-East Asian trading routes (60% of incoming and 30% of outgoing cargoes).

As a feeder port for the entire South-East Asian region, Singapore remains Hamburg's most important partner accounting for some 370,000 TEUs in 1996. Container traffic between Hamburg and South-East Asia rose by 19.8% (imports) and 17% (exports). More than 88% of this traffic is accounted for by Singapore.

Scandinavia/Eastern Europe

In the past 12 months the feeder shipping lines further increased the frequency of their sailings to and from Hamburg and the Baltic region. On Scandinavian routes the volume of cargo is now roughly the same in both directions.

The increase in outgoing cargoes to the Baltic region was principally a result of rapid growth in traffic bound for Finland. Experts estimate that about a third of these cargoes is transit traffic handled in Finnish ports on Russia's behalf. In 1996 there was a huge increase in outgoing 40' containers, an indication of the growth in supplies of (relatively light consumer goods. New markets were opened up for food, drink and tobacco products which passed through the Port of Hamburg as transit cargoes. Outgoing container traffic with Finland rose by 11.9% but incoming cargoes were only 2.5% higher.

In 1996 there was also an impressive increase of 86% in outgoing traffic to the Baltic Republics.

Incoming container traffic from Sweden also rose rapidly last year. Some of this growth was the result of new paper business but it was also due to changes in the feeder rotations caused by the restructuring of Far East consortia. Incoming container traffic from the other three Scandinavian countries was stagnant.

Rest of Europe

There were striking increases last year in outgoing container traffic to the UK (up 19.7%), France (up 79.3%), Portugal (up 104.5%), Spain (up 43.1%) and Italy (up 282.3%) as well as in incoming traffic from France (up 90%), Portugal (up 81.4%) and Italy (up 113%).

America

In 1996 North America rose to become Hamburg's second-most important trading region (after East Asia) with a total turnover of 177,000 TEUs, thus pushing South America back into third spot with 127,000 TEUs. In other words, Hamburg now handles more containers for North America than for the whole of Africa (140,500 TEUs).

It was Canada that primarily made the outstanding North American figure possible. Container traffic with Canadian ports rose by 29.3% (outgoing 29.9%, incoming 28.8%). Since this was a greater increase than Hamburg's competitors managed, Hamburg's market share has most probably risen as well.

Hamburg's list of North American sailings was supplemented last year by the Canadian shipping line CAST which offers slots on the SLCS service (St. Lawrence Coordinated Service, Canada Maritime/OOCL). SLCS itself has had larger ships on two services since the middle of last year.

Although traffic with South America fell in 1996, there was a noticeable improvement in economic activity in the course of the year. Container traffic with Central America also fell last year but although fewer containers were handled for the countries of Central America, there was an increase in trade with the West Indies.

Africa/Australia/New Zealand

In 1996 there was a fall in container traffic with Africa and with Australia and New Zealand. However, towards the end of the year, traffic with West Africa increased slightly and virtually reached the previous year's total. Trade with Australia and New Zealand also took a turn for the better towards the end of the year so there are expectations of future growth.

Closely-knit liner service network

As Dr. Beth pointed out at HHVW's annual press conference, "nowadays all the major East Asian container shipping lines regularly serve the Port of Hamburg. Since February 1996 K Line has been back among the Port of Hamburg's customers – after a break of

five years. Hamburg's closely – knit liner-service network strengthens the Port's position in competition with Rotterdam, Antwerp and Bremen's Ports. And Hamburg has also gained new liner services on other trading routes."

Future prospects

The overall development in container traffic via the Port of Hamburg, as Dr. Beth pointed out, indicates the strength of the Port's traditional ties to overseas trading regions and the value of their constant cultivation. But it also reflects the quality and quantity of the sailings that link Hamburg to all the overseas trading regions, and the significance of so-called secondary services such as distribution and logistics, processing of goods, etc.

As Dr. Beth emphasized, "the good results for 1996 can be best described as 'steady'. The average growth rate for the last decade of 9.4% p.a. also shows that despite keen competition between ports and the disadvantages Hamburg faces in certain sectors, it is possible to exploit opportunities on a long-term basis if the efforts of Hamburg's port and transport sectors are coordinated and concentrated on keynote activities."

Dr. Beth spoke of the difficulty of making forecasts for 1997 in view of the uncertainties about economic developments in the major industrialized nations. However, there were indications of rapid growth in German exports and a slight recovery could be expected in South America and West Africa. What's more, Hamburg would undoubtedly continue to profit from dynamic growth in East Asia.

"One thing is certain: we will cross the 'magic threshold' of four million TEUs by 2000 at the latest and thus continue to strengthen our position as one of the world's leading container ports," Dr. Beth concluded.

Amsterdam Port Region: 54.7 Million Tons Moved

IN 1996, goods transshipment in the Amsterdam port region, comprising the ports of Velsen, Beverwijk, Zaanstad and Amsterdam, again reached record levels. While in 1995 a record 50 million tons was achieved, last year saw it broken again with total goods movement of 54.7 million tons – an 8.8% rise on 1995

The recently confirmed annual figures

of the Amsterdam Port Management fully justified last year's optimistic forecasts. All sectors showed progress. Liquid bulk rose by 13% to more than 11 million tons. Dry bulk increased by 4.8% to more than 35 million tons. General cargo rose sharply by 22.5% to 8.2 million tons.

According to Amsterdam Port Management Director Godfried van den Heuvel, the last couple of years have increasingly shown that moving goods in and out of the Amsterdam port area not only means added value and work opportunities but also binds the goods flows to the port. "Most of the ports surrounding us have had a disappointing year while we experienced sharp growth. However, the increasing volume of activities is causing a shortage of space and that is proving a problem. If the Amsterdam port area wishes to maintain its position as motor of the economy and employment generator rapid decision-making on port expansion will be vital."

General Cargo

General Cargo did particularly well increasing by 22.5% to more than 8.2 million tons. The increase was primarily the result of the increased transport

of containers and cocoa. The supply of cocoa rose sharply as a result of the increased processing capacity of the Amsterdam port area. It enjoyed a growth of 23.2% rising to a record of more than 600,000 tons. The annual average is some 450,000 tons.

Container transport showed an increase of almost 55%. In total, more than 1.7 million tons of containers were handled. This was the result of increasing containerisation in the traffic to West Africa and increased volumes of traffic to South America.

Roll on/roll off traffic fell by 23% to 50,000 tons. In the 'remaining general cargo' sector, including bags and bales, supply in particular rose sharply whereby total transshipment increased by 21.3% to 6 million tons.

London's Eurolist Named Helsingborg's Agent

DURING the last year the Port of Helsingborg has strengthened its relations with foreign countries through general agency agreements with local companies. Now the Port

has enlarged its network through an agreement with a representative in London, UK.

To further develop relations and communications with the markets outside Sweden the Port has now appointed Eurolist Limited in London, UK, as its general agent. Eurolist Limited was founded in 1985 by its Managing Director, Mr. Hans Andersen. Based in London Eurolist Limited offers specialised services in port representation, for ports such as Los Angeles, Baltimore, Le Harve and Auckland, and promotion in different countries. The company also acts as transport consultants and in addition is actively involved in shipping related publicity and marine insurance broking.

During the last years the Port of Helsingborg has appointed general agents in countries such as USA, Russia, Belgium and Latvia.

ABP Holdings' Results: Underlying Profit Up 8.7%

Summary

PRE-TAX profit: £93.5 million (1995: £88.4 million), an increase of 5.8 per cent after charging £3.0 million for withdrawal from an engineering joint venture (Universal Pipe Coasters) at Immingham.

- Underlying profit before tax: £96.5 million, an increase of 8.7%
 - Ports and Transport: £107.8 million (1995: £102.7 million)
 - Operations: £78.9 million (1995: £75.8 million)
 - Port-related property income: £28.9 million (1995: £26.9 million)
 - Property investment income: £14.5 million (1995: £13.8 million)
 - Property development: £2.8 million (1995: £2.8 million)
 - Profit on sales of fixed assets – property: £0.7 million (1995: £0.2 million)
 - Interest charge: £29.3 million (1995: £30.7 million)
 - Effective tax charge: 24.8 per cent (1995: 24.7 per cent)
- Underlying earnings per share, excluding profit on sales of fixed assets and the charge concerning Universal Pipe Coasters, rose 7.4 per cent from 17.6p to 18.9p
- Gearing: 38.3 per cent at 31 December 1996 (1995: 40.8 per cent)

Tonnage at Göteborg Up 5% Over 1995

THE Port of Göteborg, Scandinavia's largest port, handled 28 million tonnes of cargo in 1996, a five-per-cent increase over 1995. All cargo sectors saw growth.

General cargo increased by three per cent to 11.1 million tonnes, the highest level reached so far in the port. This

cargo sector has doubled in twenty years, although by 1976 the Port of Göteborg had already reaped the benefits of the traffic concentration following containerisation.

Oil traffic grew to 16.2 million tonnes, six per cent above the 1995 level. Oil now accounts for 58 per cent of the Port's total cargo volume, a low figure in a semi-long perspective.

Bulk cargo is small at Göteborg port; the sector experienced a 12-per-cent increase last year to 0.7 million tonnes.

Container traffic reached 488,000 TEU (containers, flats, cassettes), up seven per cent from 1995. Ro/ro units like lorries, trailers, semi-trailers and railway wagons increased by two per cent to 427,000 TEU.



Port of Göteborg, Sweden

- Capital Expenditure continued at a high level, £70 million being spent in the ports and transport business and £13 million on investment properties
- Dividend: The directors are recommending a final dividend of 4.25p per share (1995: 3.5p per share), making a total of 7.75p per share for 1996 (1995: 6.5p per share)

Prospects

Sir Keith Stuart, ABP Holdings' Chairman, commenting on prospects, said: "Our ports and transport business is well positioned to take advantage of continuing growth in the UK and world economies. We are also seeking to achieve additional expansion of the business by providing our customers at the ports with an increased range of services and facilities. The improving property market is giving us opportunities to create added value from our extensive port estates, and to provide an additional contribution from carefully targeted projects at other locations, with a particular emphasis on distribution and business space."

New Managing Director of ABP Holdings Ports Div.

ASSOCIATED British Ports Holdings PLC (ABP Holdings) has announced the appointment of Andrew Smith as Managing Director of its ports division, Associated British Ports (ABP), and, subject to shareholder approval, as an executive director on the Board of ABP Holdings. Mr. Smith will replace Alastair Channing who is retiring at the Annual General Meeting on 22 April.

Andrew Smith, 46, brings to ABP considerable experience in transport and other industries both within the UK and internationally. He was Managing Director of Redland Bricks Ltd from 1992 until the business was sold in 1996. Previously, he held various transport management positions in the UK, and also with P&O Containers Ltd and Inchcape plc in the Middle East and the Far East.



Andrew Smith
Managing Director
Associated British Ports

will be allowed in operational areas. Visitors to vessels must obtain permission from the terminal operators and the Port Safety Centre on Victoria Quay and be accompanied by a crew member.

As part of the review of North Quay evacuation procedures, the FPA has installed an evacuation alarm system on North Quay. The FPA and terminal operators wanted to implement an emergency response process to enhance the safety of all port users and ship crews with agreed responsibility.

The procedure is as follows:

State Response

Fire and Rescue-Combat
Police-Control
Ambulance-Health
State Emergency Services-Support

Fremantle Port Authority

Incident Control
Initial Response
Lead Agency

Terminal Operators

Area Evacuation
Secure Terminal Area

Vessels

Ship Emergency Management System
Secure Vessel

(Fremantle Port News)

Asia/Oceania

New Security System for Fremantle Inner Harbour

A new security system for Fremantle Port's Inner Harbour was introduced during December.

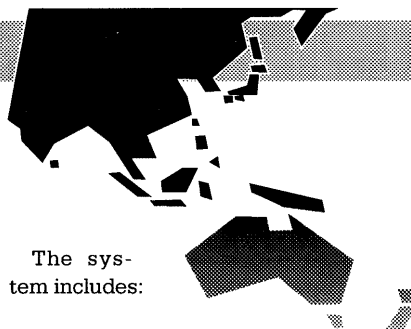
The system is designed to enhance the safety of all port workers and port users while in port operational areas.

The system has been introduced by the Fremantle Port Authority in association with container terminal operators.

It complies with the Customs' Act, the Western Australian Occupational Health and Safety Act, and the FPA's Duty of Care.

FPA Chief Executive Officer Kerry Sanderson said the improved safety measures were in keeping with the FPA's role of facilitating trade in a safe and environmentally acceptable manner.

"In addition to procedures for entering and leaving the Inner Harbour operational areas, we have also reviewed the evacuation system for the North Quay terminal and common user area," Mrs Sanderson said.



The system includes:

- electronically controlled gates on common user berths on North Quay
- electronically controlled gate three on Victoria Quay. Road access has also been remodelled to facilitate safe entry to operational areas and eliminate truck queuing on public roads
- camera surveillance on all gates. This is controlled from the Port Safety Centre and will be operated on a continuous basis
- personal protective equipment, including flashing orange lights on vehicles in the North Quay area, high visibility vest or clothing, a hard hat in lift areas and identification cards.

People with legitimate business only

Newcastle on Course For Another Big Year

A record monthly tonnage throughput for the Port of Newcastle in January has the Port on course for another big year.

Total cargo throughput reached 6,392,205 tonnes in the month, eclipsing the previous record of 5,594,161 tonnes in August 1995. Coal exports represented 5,752,616 tonnes of the record figure, surpassing the previous record of 5,032,483 tonnes in August 1995.

"This is an excellent achievement for the Port," said Port Corporation Chief Executive Officer, Glen Oakley. "Whilst coal clearly has been the significant contributor to the record month, trades other than coal have also increased," Dr Oakley said.

Non-coal trades for January totalled 639,589 tonnes, an increase of 77,911 tonnes or 13.8% over the non-coal tonnage from August 1995, with increases in steel and grain exports achieved.

"The soon to be completed surfacing of 2 Eastern Basin berth will allow the Port to cater for an even greater diversity of trades," Dr Oakley said. "Just as recent investment by Port Waratah Coal

Services is paying dividends through increased coal exports, the Corporation's investment in general cargo facilities in the Basin will likewise be reflected in increased trade opportunities for importers and exporters both within and outside of the Hunter Region."

(Scuttlebutt)

Conservancy Fees Slashed At Queensland Ports

By Irene Nisbet

THE State Government has dramatically reduced docking fees at Queensland ports in an initiative designed to encourage increased usage by shipping lines.

In announcing the move, State Transport and Main Roads Minister Mr Vaughan Johnson said that the cuts will save the shipping industry an estimated \$5 million a year.

The changes are viewed as a major boost for the industry, and should generate additional bunkering business from vessels currently bypassing the state because of high port-call costs.

Some ships will be exempt from paying any fees under the new system, including those berthing to carry out repairs or refit, and those docking to obtain fuel or provisions. Ships not exempt will be eligible for a blanket 29% reduction.

This means that a ship with a gross tonnage of about 118,000 which would normally have to pay around \$22,000 in conservancy fees, would have the fee slashed to about \$15,000.

Similarly, a smaller ship (gross tonnage of 12,000) docking regularly in a year would pay around \$18,500 rather than the previous \$26,000.

Shipping industry leaders have previously complained that the large sums collected for conservancy were out of proportion to service costs and represented a tax on sea trade and exports.

Captain John Watkinson, Queensland Transport's Acting General Manager (Marine Operations) said that initial indications were that up to seven more ships per month could visit the state to take advantage of the bunkering cuts alone.

"Because conservancy fees are effective for 30 days in Queensland, ships making regular visits within that period would pay the fee only once," Captain Watkinson said. (Brisbane Portrait)

Gladstone: Go Ahead for Container Berth Design

AS demand grows for use of Gladstone's new container terminal, provision of a dedicated container and general cargo wharf is being considered by GPA's board of directors.

The proposed 200 metre wharf consisting of two approaches would be constructed directly adjacent to the container terminal.

As the first stage, GPA recently invited tenders from seven consultants for provision of engineering services, design, documentation and contract administration. Sinclair Knight Merz Pty. Ltd. were the successful tenderer.

It is expected that the design phase will be completed by the end of January 1997. Upon approval, the construction phase is likely to be of 9-10 months duration. (Port-Talk)

Four From China Undergo Training at Nagoya Port

FOUR trainees from China's Ministry of Communications visited the Port of Nagoya for two months from Sept. 16 through Nov. 17, during which they attended lectures and toured port-related businesses and other major ports.

The group was led by Ms. Song Luyan of the Ministry of Communications. Other members of the group were Mr. Xiao Dong of the Shanghai Waigaoqiao Free Trade Zone Stevedoring Co., Ms. Wang Xiao Jing of the Dalian Marine Transport (Group) Co. and Ms. Hua Jianzhen of the Shanghai Port Authority.

Nagoya Port Authority has received 48 trainees from China's Ministry of Communications since 1985. This training has become established as an important means of developing both friendship and trade between our two countries.

On January 21, two months after the trainees from China returned home, an agreement was concluded at the Ministry of Communications in Beijing, China, for the continuation of the training program.

Present to sign the agreement were Mr. Yoshinao Kito, Director of the Port Operations Department form the Nagoya Port Authority, and Mr. Li Jiansheng from China's Ministry of Communications.

The agreement is expected to further

advance the training programs of both countries.

Nagoya: High-capacity Container Berths Built

THE Port of Nagoya is currently finishing construction of two high-capacity container berths in order to keep pace with the increasing size of container vessels.

In West-4 Section, together with the construction of new Wharf 93, a new container yard of 25,000 m² has been made for imported cargo. In West-5 Section, three of the largest gantry cranes in Japan have been set up at the high-capacity container terminal being built by the Nagoya Port Terminal Public Corporation. Other related container yards and facilities are also being built at a rapid pace. Both berths will be put into use in 1997.

In addition, the ninth five-year plan recently approved by the Ministry of Transport includes a project to increase the water depth of Wharves 93 & 94 in West-4 Section to 15 m from the current 14 m depth.

Napier: New Zealand's Newest Wharf Opened

ONE of New Zealand's most competitive container ports has opened a new \$17 million wharf to meet the growing demands from importers and exporters.

The Port of Napier, on the east coast of New Zealand, has invested almost \$38 million in port assets and facilities over the past three years to secure its position as the main port servicing the central and lower North Island.

New Zealand's Minister of Transport, Jenny Shipley, officially opened the wharf and applauded the port company's achievements and its ability to meet the ever-changing demands of the world-wide sea trading environment.

"Your move into container shipping and the competitive spirit with which you have tackled new cargoes and new markets has seen you well on the way to becoming New Zealand's third busiest container port," she said.

Managing Director, Ken Gilligan, said the new wharf development added to Napier's strength as a port capable of being selected for hubbing activities but also as a port which could meet the needs of individual importers, exporters



Chairman of Directors, Garth Cassidy and Hon. Jenny Shipley, Minister of Transport view shipping lines flag procession carried out by pupils from Port Ahuriri School, Napier during the opening of Cassidy Quay at Port of Napier.

and their preferred shipping lines.

"Napier offers both. Its existing range of line services is second only to Auckland within the North Island," he told several hundred port users, politicians, shipping agents and port staff who turned out for the wharf opening ceremony.

Mr Gilligan said the wharf was major commitment to bulk cargoes of logs, wood pulp and fertilisers but would also provide a buffer in times of high demand, particularly during the peak of the export fruit season.

Napier was now well positioned to cope with long-term growth and in recognition of the long service and loyalty of the port company's chairman, Garth Cassidy, the new wharf has been named 'Cassidy Quay'.

Mr Cassidy has been chairman of directors of the port company for the past eight years but has given a total of 27 years' service to the company and its predecessor, the Hawke's Bay Harbour Board.

Mr Cassidy said the company's decision to expand was taken in light of anticipated future growth but represented courage by the port company to make such a large investment. The new berth has been dredged to a depth of 12.5 metres to handle a full range of shipping vessels and Mr Cassidy said the directors, management and staff showed a real commitment to "make it work."

"It is inevitable that the New Zealand port sector will continue to rationalise itself. Customer preferences are, however, critical to the outcome and the Port of Napier will maintain close contact with its clients to grow the business with a real emphasis on 'win-win' outcomes; winning both in terms of customer satisfaction and company results," he said.

Napier handled more than 45,000 containers and 2.5 million tonnes of cargo

in its most recent financial year.

Port of Kobe Proud to Be Back!

On the early morning of January 17, 1995, the Great Hanshin-Awaji Earthquake struck Kobe. The disaster, Japan's first earthquake with its epicenter directly below a large modern city, took more than 5,000 precious lives and destroyed houses, commercial buildings and other elements of the urban infrastructure, including the Port of Kobe.

The quake destroyed the majority of the port's facilities which had been developed since its opening in 1868. The world economy and international distribution systems were greatly affected by the suspension of Kobe's international trading facilities. To restore its functions as quickly as possible, the port began reconstruction immediately after the earthquake. Because of the combined efforts of citizens, government, private business organizations, and the port authority, the reconstruction of the port facilities had been completed by the end of March 1997. However, more effort is required to restore the port as a leading international hub and to improve its international competitiveness.

This year the Port of Kobe marks 130 years since its opening. In 1868, the Japanese government was obliged to open Kobe and a few other ports due to overseas pressure. In contrast, the current comeback of the port to the global transport systems after the Great Hanshin-Awaji Earthquake is the result of the combined efforts and passion of Kobe's citizens to make their city a base for the exchange of people, products and information.

To promote the Port of Kobe as an international hub, we must endeavor to make the Port more attractive to users, as well as to ensure adequate port functions. Easy and consistent access to the port at affordable cost is quintessential for its success.

To reduce the total cost required to use the port facilities, we are reviewing the current port charge system. In addition, to improve its utility, we are now simplifying various procedures by reducing paperwork and by promoting the introduction of the EDI (electronic data interchange) system.

Two years after the Great Hanshin-Awaji Earthquake, the Port of Kobe is back on track. We would like to express our sincere gratitude for all the support and assistance received from all over the world immediately after the disaster. Lastly, the port authority would like to thank the International Association of Ports and Harbors, which has strongly and patiently supported the reconstruction of the Port of Kobe.

Singapore Best Seaport, PSA Best Operator

SINGAPORE is once again voted the Best Seaport (Asia) and the Port of Singapore Authority (PSA) is voted the Best Container Terminal Operator (Asia). The results were announced in the 11th Asian Freight Industry Awards (AFIA) presentation ceremony, organized by Hong Kong-based magazine, Cargonews Asia.

This is the tenth successive year that Singapore is voted the Best Seaport and the eighth time PSA has been voted the Best Container Terminal Operator.

Maritime and Port Authority's (MPA) Director-General, Mr Chen Tze Penn said, "This award recognises the efficient and value-added services provided by the Port of Singapore to its customers. It is the result of the joint efforts of MPS, PSA and the other service providers. MPA will continue its efforts to enhance the services and facilities that all our port users enjoy."

PSA's CEO Mr Khoo Teng Chye said, "We are very happy to be voted again the Best Container Terminal Operator. We would like to thank our customers for their confidence in us and assure them that PSA will remain committed to provide excellent and cost effective services. As PSA corporatises, this award is especially significant and we will continually improve ourselves to help our customers gain a competitive edge."

Bintulu Port

Strategic Location

Located strategically along the busy sea-lanes between the Far East and Europe. Poised to be the major gateway for the rapidly growing industrial area in central Sarawak.

Modern Facilities

Well-equipped facilities to handle containerized, breakbulk and dry and liquid bulk cargo.

Efficient Services

The customer takes first priority and enjoys our excellent customer-friendly services as we are totally committed to service excellence. Be our partner in Bintulu. It's your window of opportunity in Sarawak.

Your Window of Opportunity in Sarawak, Malaysia



Bintulu Port Sdn Bhd

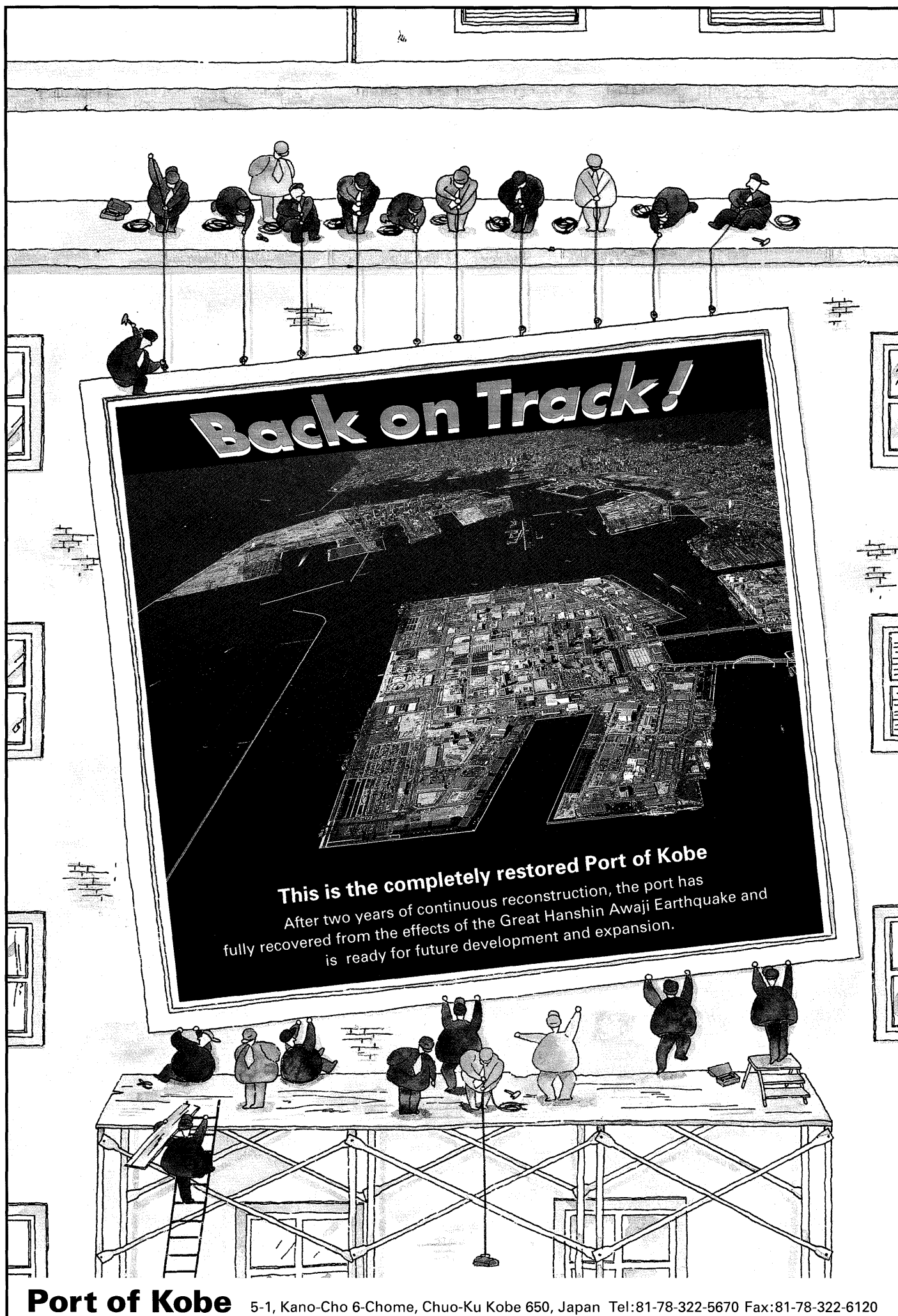
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Efficient Services
Strategic Location
Modern Facilities



Port of Kobe

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