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# Ports & Harbors

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**April  
1998  
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No.3**

## PORT OF SINES

**Challenges Facing  
the African Ports  
in the Next  
Millennium**

**Long Beach Sets  
Record Container  
Traffic in 1997**

**Mauritius Freeport  
Authority in brief :  
A new IAPH  
member**

**PSA Holds  
Inaugural Advisory  
Council Meeting**

SINES



General Cargo Terminal

General View of the Port



Petrochemical Terminal



## The 21st World Ports Conference

# Kuala Lumpur 1999

## Social programme for early arrivals

A Kuala Lumpur city tour has been planned for delegates and accompanying persons. The half-day tour will be on 15 May and 16 May and will give you a general impression of the capital city. Some of the many places you will see are the city's oldest mosque, the National Monument and the King's Palace. In addition, you will also have the opportunity to browse through the pewter demonstration centre and the Kuala Lumpur Craft Cultural Complex.

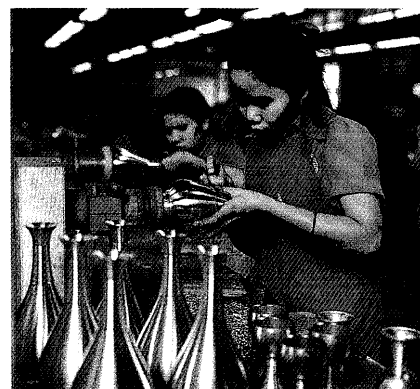
### Accompanying persons programme

The following days will see accompanying persons visit the stunning and majestic Blue Mosque, the largest mosque in Malaysia, with the largest dome in the world. After that, it's off to the Bukit Cahaya Agricultural Park where most of the country's agricultural products are found. You will also go on

a jungle walk and visit the Orchid Garden and Animal Park. For lunch, you'll feast on delicious seafood.

No trip to Malaysia is complete without experiencing its duty-free shopping. You will enjoy the full range of products in some of Kuala Lumpur's famous shopping areas. There is a further treat in store as lunch will be at the revolving restaurant in the KL Tower, where you will have a spectacular view of the city.

Of course, Kuala Lumpur (fondly known as KL) is not just about city living. You will be able to slow your pace by visiting the Batu Caves, an amazing series of limestone caves, where Hindus go for their annual pil-



**Machine polishing of pewter**

(The photograph by courtesy of Royal Selangor Japan Inc.)

grimage. Apart from this, you will see how pewter is made, experience the art of batik printing and go back to the old times at Rumah Pak Ali, a Malay-style house where old traditions live on. To cap it all, lunch will be at Carcosa Seri Negara, one of Malaysia's most beautiful and exclusive hotels. The building has been preserved by the National Heritage Board.

Look out for more updates on the 21st Conference in the Ports and Harbors magazine.

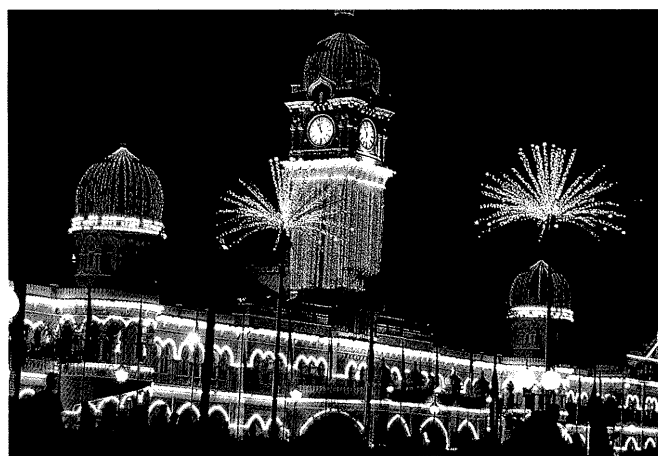
### 21st IAPH Conference Your Conference Venue

The 21st World Ports Conference hosted by Port Klang will be held at one of the country's newest and biggest hotels - the Palace of the Golden Horses.

This Moorish-style hotel is situated along the shores of a 150-acre lake. This five-star hotel is about 20 minutes from Kuala Lumpur and 45 minutes from the new Kuala Lumpur International Airport (KLIA).

The facilities include restaurants offering a range of international cuisine, a landscaped swimming pool and various sports and leisure activities. If you want to venture out of the hotel environment, there are some interesting places around the area. All these places can be reached via an interesting water taxi ride or a shuttle bus service. The Mines Shopping Fair has a grand canal that runs through the heart of the mall, with a ceiling that is constantly brought alive by an imaginative skydome. Then there is the Mines Wonderland, a theme park that is full of surprises.

There is something for everyone; you will never be bored. Come and experience it for yourself!



**Sultan Abdul Samad Building**



**Handicraft Shop**



**Kuala Lumpur City**

(The photographs by courtesy of Malaysia Tourism Promotion Board in Tokyo)

## IAPH Officers

### President:

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

### First Vice-President:

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

### Second Vice-President:

Akio Someya  
Executive Vice President  
Nagoya Port Authority  
Japan

### Third Vice-President:

Pieter Struijs  
Vice Chairman/Executive Director  
Shipping  
Rotterdam Municipal Port Management  
Netherlands

### Conference Vice-President:

O C Phang  
General Manager/Chief Executive  
Klang Port Authority  
Malaysia



## Port of Sines

**T**HE Port of Sines, located in Portugal, about 58 nautical miles south of Lisbon, is open to the sea, naturally deep and relatively wide. It started operating in 1978 and is one of the few deep water European ports enabling large vessels to come alongside. Not long after it began operations it was able to handle large volumes of cargo, which earned it the status of Portugal's leading port. Related article on page 29.

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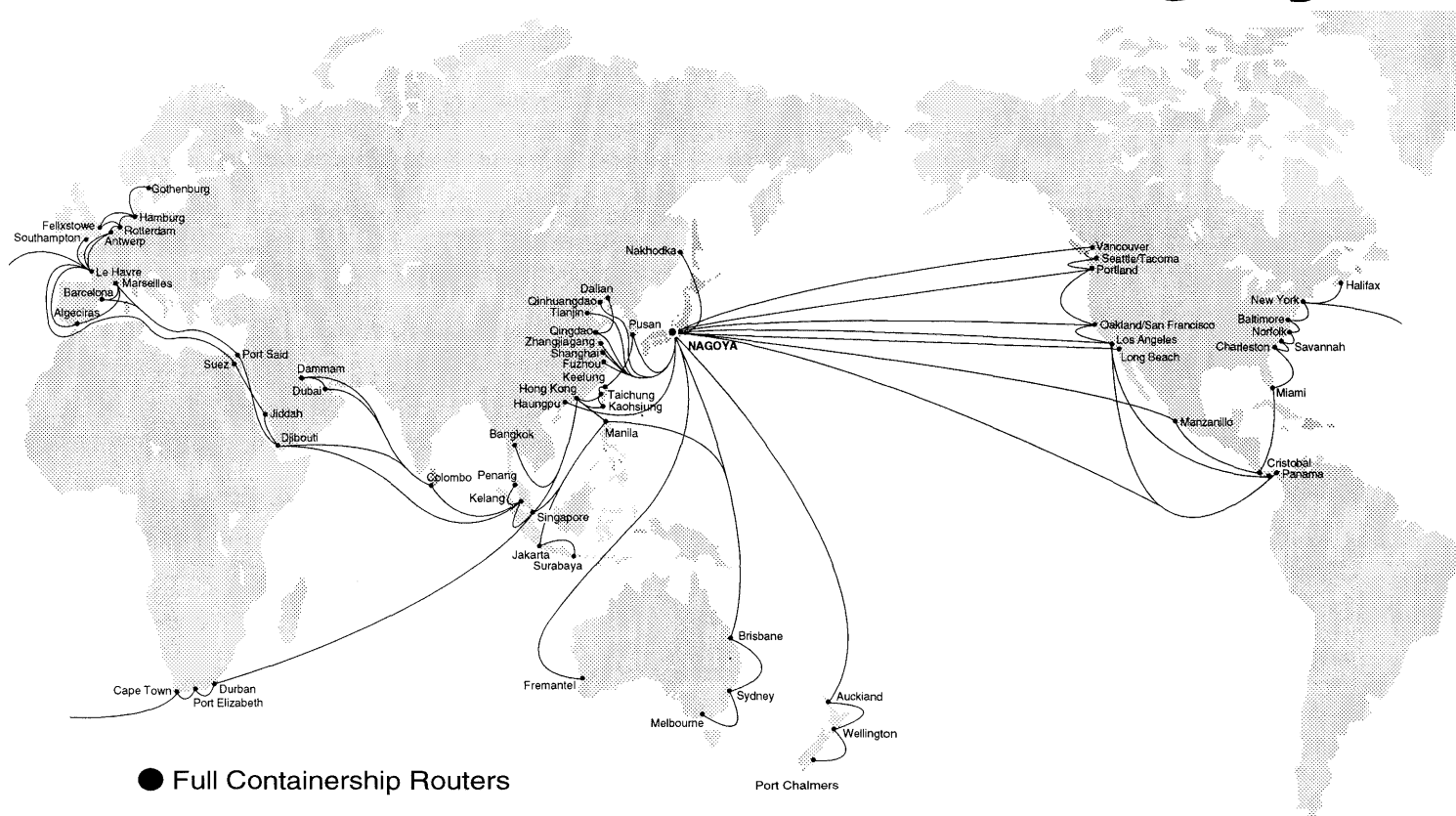




*-To meet increasing demand for further efficiency in container handling, the Port of Nagoya has introduced new high-standard container terminals into service this year!*

*-With its favorable location and strategic road network, the Port of Nagoya provides easy access to every part of Japan.*

# *One mile ahead through **Nagoya***



## **NAGOYA PORT AUTHORITY**

8-12 Irifune 1-chome Minato-ku Nagoya 455 JAPAN

Tel: 81-52-654-7840 Fax: 81-52-654-7995

# IAPH ANNOUNCEMENTS AND NEWS

## UPDATE

### Mid-term IAPH Exco Meetings 27 April - 1 May 1998, New Orleans

#### Business Program (as of 16 March 1998)

##### Monday 27 April

	Venue
0900/1200 Finance Preview	Hilton Hotel
0900/1200 Dredging Task Force	„
0900/1200 Port Communications	„
1000/1200 Cargo Operations - Session 1	„
1400/1700 Combined Transport & Distribution	Port of N.O.
1400/1700 Ship Trends	„
1400/1700 Port Planning & Construction	„
1400/1700 Joint Port Safety & Environment/Marine Operations	„

##### Tuesday 28 April

0800/0930 Coordinating Vice Presidents & Chairmen (working breakfast)	Hilton Hotel
0930/1200 Cargo Operations - Session 2	„
0930/1200 Trade Policy	Port of N.O.
0930/1200 Legal/Protection	„
1000/1200 President and Vice Presidents	„
1200/1400 IAPH/IMO Interface Group (working lunch)	Hilton Hotel
1400/1700 IAPH 2000 (3 Working Groups)	Port of N.O.
1400/1700 Joint Port Safety & Environment/Marine Operations	Hilton Hotel
1900/2030 IAPH President's Reception	Port of N.O.

##### Wednesday 29 April

0800/0900 Constitution & By-Laws	Port of N.O.
0900/1200 IAPH 2000	„
1200 Mr. Brinson addresses all delegates	„

**Mr. J. Ron Brinson**  
President & CEO  
Port of New Orleans



1245/1430 Lunch	Nashville Terminal
1430/1600 Continuation of Port Tour	
1730/1900 Reception by Nesser, King, LeBlanc	Plimssoll Club

##### Thursday 30 April

0800/1000 Joint Finance/Membership	Hilton Hotel
1015/1230 Exco - Session 1	Port of N.O.
1445/1700 Exco - Session 2	„
1900 Port of New Orleans Reception and Dinner	Hilton Hotel

##### Friday 1 May

0900/1200 Exco - Session 3	Port of N.O.
P.M. Exco - Session 4 (if required)	„

**Contact person:** Mr. Jim Reese, Director,  
Communications, Port of  
New Orleans

Fax: (504)-528-3412  
E-mail: JIM @portno.com

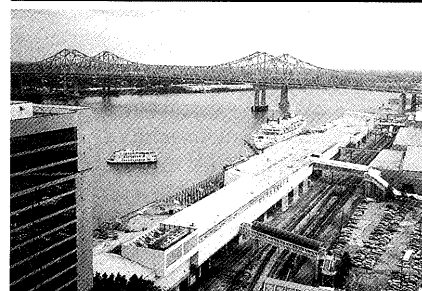


##### The New Orleans Hilton Riverside

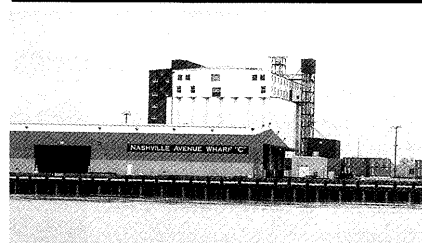
Reservations Tel: (504) 584-3999 Reservations Fax: (504) 584-3979



The Port of New Orleans's Main Office Building



Cruise Terminal overlooking the Greater New Orleans Bridge



Nashville Terminal



The New Orleans Hilton Riverside Hotel

(The pictures by courtesy of the Port of New Orleans' Tokyo Office)

# African Ports Seminar and IAPH African/European Officers Meeting

19/21 January 1998 at the Whitesands Hotel, Mombasa, Kenya

Report by R. Kondoh, IAPH Deputy Secretary General

## 1. African Ports Seminar (19/20 January)

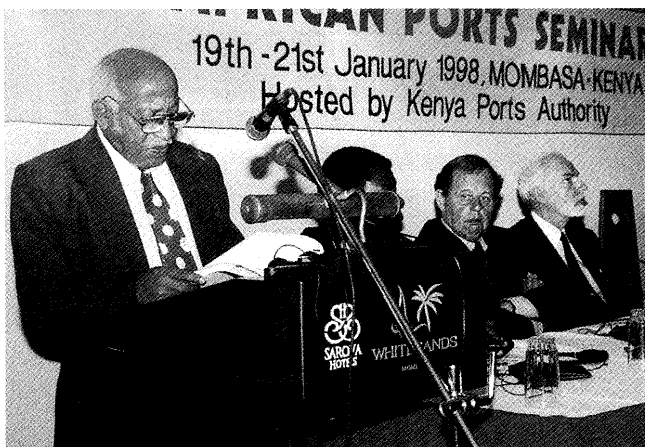
Under the auspices of the Kenya Ports Authority (KPA) and with the tripartite sponsorship of the Port Management Association of Eastern & Southern Africa (PMAESA), the Port Management Association of West & Central Africa (PMAWCA) and IAPH, the first African Ports Seminar was declared open by Hon. William Ole Ntimama, E.G.H. MP, Minister of Transport and Communications of Kenya, on Monday, 19 January 1998.

With Mr. L.J. Mwangola, Managing Director of the Kenya Ports Authority in the chair, the 150 participants and experts were welcomed by Mr. Pathe Ndiaye, PMAWCA President, Mr. S.M.E. Luhigo, PMAESA President, Mr. J.M. Smagghe, IAPH President, and Mr. S.S. Naneno, KPA Chairman.

Various sessions took place during the two days. These were as follows:

Mr. David Jeffrey, President of the European Seaports Organization (ESPO), made a presentation on the subject of "A Macro-economic view of trade for the beginning of the next millennium", citing various statistical data, and suggested that the share of trade involving the African continent would be surely increased.

Mr. Paul Were, Economic Commission for Africa (ECA, Addis Ababa), presented a speech entitled "Challenges facing the African Ports in the next millennium" and emphasized the need for African states to step up the tempo of



Kenya's Transport & Communications Minister declares the seminar open



Mr. Mwangola, Managing Director of Kenya Ports Authority, welcomes the delegates



IAPH President Jean Smagghe addresses the gathering

their modernization of transport sectors inclusive of port systems. His paper is partly introduced in this issue in its Open Forum section.

Session One, devoted to the improvement of "port efficiency", was chaired by Mr. Pathe Ndiaye of the PMAWCA. The lecturers were: Mr. Bert Kruk, Director, Technical and Managerial Port Assistance Office (TEMPO), Port of Rotterdam, whose presentation was "The Four Phases of Achieving Efficiency in Port Operations", Mr. Tan Kee Chai, PSA Corporation Ltd., who highlighted the acute need of customer-oriented services and the consequent prerequisite for the provision of efficient information technologies for container terminal operations. Mr. S.M.E. Luhigo, Tanzania Harbours Authority, synthesized the transport-sector situations dominant in the PMAESA regions.

Session Two, devoted to information technologies, was chaired by Mr. Mwangola of KPA. The speakers were Mr. Paul Scherrer, Port of Le Havre, who spoke about the experiences and findings from the ongoing Port Community System, and Mr. Charles Tamba, an UNCTAD expert, who made a presentation on the UNCTAD's ACIS systems inclusive of PortTracker and RailTracker applicable for port operations and train systems.

Session Three, chaired by Prof. Mpekesa Bongoy of ECA, was devoted to Quality Management in the Port Industry. Mrs. Rita Ogbinar, Philippine Ports Authority, spoke about the need for the application of the ISO Quality

Management Initiative in various facets of port operations.

Session Four was on the issues related to Port Safety and Environment. The session was chaired by Mr. Bert Kruk, Director, Technical and Managerial Port Assistance Office (TEMPO), Port of Rotterdam.

"Sustainable Development" was the theme of the presentation by Mr. Pieter Struijs, Port of Rotterdam, in which he highlighted the environmental strategies employed by the Port of Rotterdam. Mr. Mike Compton, PSO (Technical Services) Ltd., London, UK, presented numerous case studies of accidents and incidents related to the handling of dangerous goods. Capt. H.J. Roos, Port of Bremen, was the lecturer on dredging. Mr. A.S. Mohamed, Kelang Container Terminal, presented a speech on the subject of "Private/ Public Sector Collaboration in the Development of the Port Sector - the Malaysian Privatization experience".

## 2. Seminar/Workshop on "Maritime Safety Matters" (21 January)

A full-day event was held comprising one orientation seminar and two workshops on "Maritime Safety matters" and "Marine Environment Protection". The orientation seminar was intended to identify port needs and deficiencies as regards certain aspects of maritime

safety and marine environment protection, inclusive of such specific areas as "Maritime Safety", "Hydrography/Charting", "Aids to navigation, including VTS and safe pilotage", "Port State Control", "Maritime Environment Protection", "Waste Management/Reception Facilities" and "Emergency response for pollution incidents". Mr. Pieter Struijs, 3rd Vice President of IAPH, Executive Director (Shipping), Port of Rotterdam, presided over the session.

The experts were Capt. Hartmut G. Hesse, Head, Cargoes and Facilitation Section, Maritime Safety; Capt. W.R. Dernier, Director, Shipping Competence, Department of Transport, South Africa, and Chairman of SAGNET (Southern African Ad Hoc Regional Cooperation Group on Safety of Navigation and Marine Environment Protection), International Maritime Organization (IMO); Mr. James Collocott, Deputy Manager, Lighthouse Services, Portnet; and representing IALA, Capt. J.H. Roos, Chairman, IMO's Ship/Port Interface Working Group, who

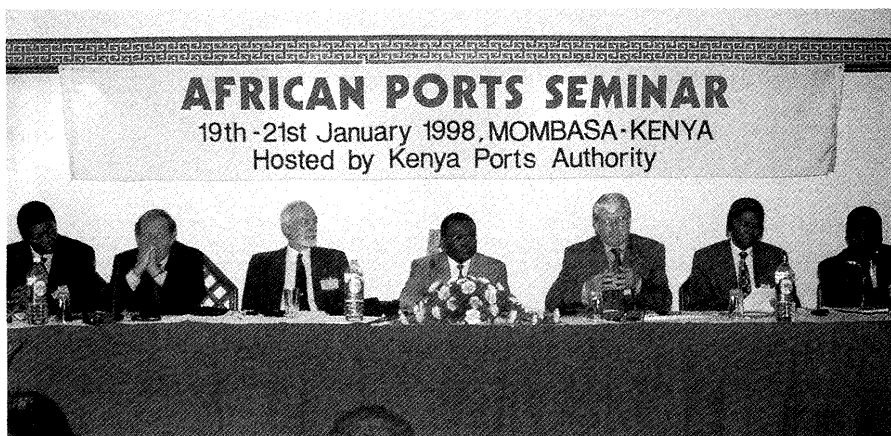
highlighted the issues related to "Waste Management/Marpol/73/78 Requirements for Reception Facilities" and "Emergency Preparedness and Response for Pollution Incidents".

As the workshops there was extensive consideration of and debates into how important it was to establish viable sys-

tems of maritime safety, navigational aids and port state control. It was agreed to refer such needs to the governmental agencies and authorities of each member country.

## 3. IAPH's African/European Officers Meetings

The two meetings on Sunday afternoon (1430/1700), 18 January, and Tuesday afternoon (1400/1530) were presided over by Mr. P. Struijs, 3rd Vice President, and attended by Mr. J.M. Smagghe, President, and the delegates of the regular members present. The Head Office was represented by Mr. R. Kondoh, Dy. Secretary General. Major items on the agenda included the issues related to the IAPH 2000 Special Ad Hoc Group looking into the directions to be taken by IAPH towards the next millennium, the ways and means for the continued educational programs in association with the existing two Port Management Associations of Eastern & Southern and Western & Central Africa as well as the establishment of ties of dialogue with the Port



Mr. Struijs, IAPH 3rd Vice President from Rotterdam, greets the participants



Some 150 people participate in the Seminar



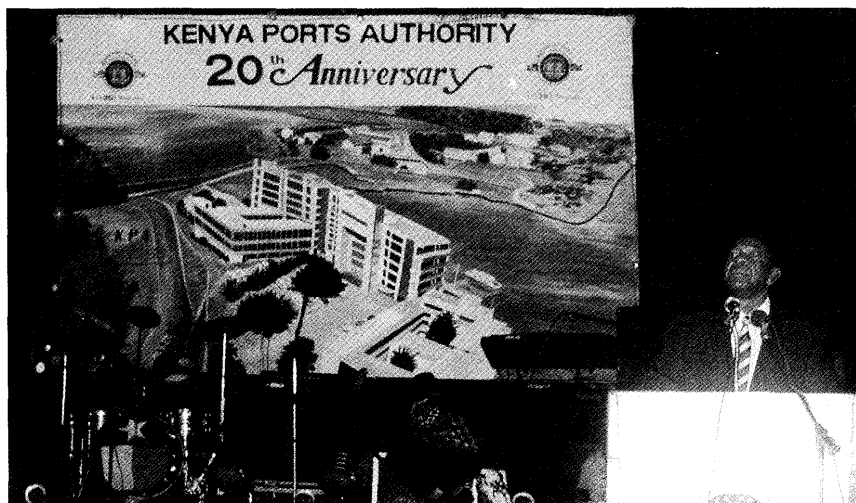
Management Association of Northern Africa.

IAPH Members present were from:

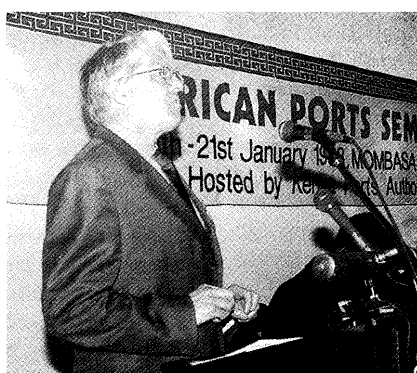
- British Ports Association, UK (IAPH Liaison Office in Europe)
- Cameroon National Ports Authority, Cameroon
- European Seaports Organization, Belgium
- French Ports Association, France
- Gambia Ports Authority, Gambia
- Ghana Ports and Harbours Authority, Ghana
- Kelang Container Terminal Bhd, Malaysia
- Kenya Ports Authority, Kenya
- Mauritius Marine Authority, Mauritius
- Mozambique Ports and Railways, Mozambique
- Office de Ports et Rades du Gabon, Gabon
- PMAESA, Kenya
- PMAWCA, Nigeria
- PSA Corporation Ltd, Singapore
- Philippine Ports Authority
- Port Autonome International de Djibouti, Djibouti
- Port Autonome de Cotonou, Benin
- Port Autonome d'Abidjan, Côte d'Ivoire
- Port of Dakar, Senegal
- Port of Le Havre, France
- Port of London Authority, UK
- Port Autonome de Nantes-St. Nazaire, France
- Port of Rotterdam, the Netherlands
- Portnet, South Africa
- Puertos del Estado, Spain
- Sea Port Corporation of Sudan, Sudan
- Tanzania Harbours Authority, Tanzania

## 4. Meeting of the African Ports (20 January)

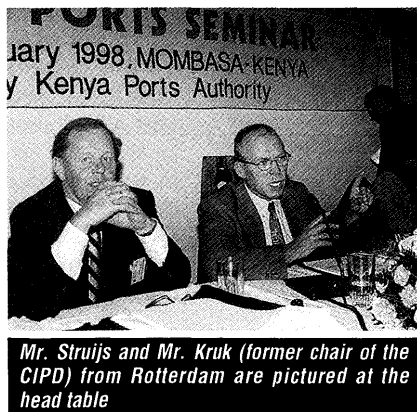
On top of the members of the two Port



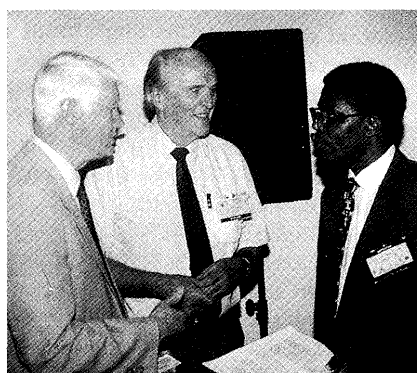
Kenya Ports Authority celebrates the 25th anniversary



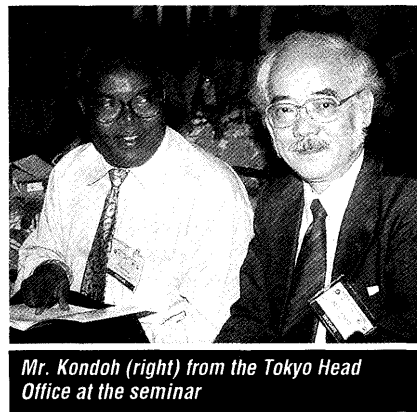
Mr. David Jeffery of the PLA represents the ESPO



Mr. Struijs and Mr. Kruk (former chair of the CIPD) from Rotterdam are pictured at the head table



From left, Messrs. Compton, Smith and Luhigo



Mr. Kondoh (right) from the Tokyo Head Office at the seminar

Management Associations of PMAESA and PMAWCA as indicated above, there were representatives of the Direction du Port Autonome, Congo Port Autonome de Conakry, Guinea, Port Reunion, Le Reunion, France, and Mauritius Freeport Authority. The meeting was chaired by Mr. S.M.E. Luhigo, PMAESA Chairman. To elaborate on the major topic of the creation of an institution provisionally termed the "Pan African Port Management Association", Dr. Paul T.A. Were, Economic Affairs Officer (Multimodal Transport), United Nations Economic Commission for Africa (Addis Ababa), gave an in-

depth background of the creation of the existing three regional port management associations. There were extensive discussions and debates on the possibility of organizing a new institution.

## 5. Technical Tours and Social Programs

Amongst other events, it was memorable that the delegates were invited to attend the reception marking the 20th anniversary of the Kenya Ports Authority, held at the Nyali Beach Hotel, on the evening of Tuesday, 20 January. The fact that IAPH had its mid-term Exco meeting there in 1978 was disclosed by Mr. P. Struijs in his congratulatory address.

## 6. Regional Institutions Represented at the Seminar

- Eastern and Southern African Management Institute (ESAMI, Arusha) Tanzania
- Ethiopian Shipping Lines, Ethiopia
- Precise Cargo Limited, Uganda
- SGS Kenya Limited, Kenya

Limited, Kenya

## 7. Exhibitors and supporters

- Achelis (Kenya) Limited, Kenya
- Buiscaar Bv., the Netherlands
- Dredging International, Belgium
- Grabowsky & Poort, the Netherlands
- Ham - Dredging and Marine Contractors, the Netherlands
- Liebherr-Werk Nenzing GmBh, Germany
- Nannesmann Dematic Ag Gottwald, Germany
- Rolls-Royce Materials Handling, UK



## A new addition to IAPH Port Guidance Documents No. 5 - Emergency Preparedness and Response in Ports

**F**OLLOWING the first four in a series of the IAPH Port Guidance Documents which were published and distributed to IAPH members last August, the IAPH Tokyo Head Office has recently completed the printing of the Documents with the addition of No.5 - Emergency Preparedness and Response in Ports - which was supplied by Mr. Peter van der Kluit (Rotterdam), Chairman of the IAPH Committee on Port Safety & Environment. It is the intention of the Executive Committee to issue these documents from time to time with the assistance of the Technical Committees in order to facilitate the development of

local port operation policies within the areas covered in the documents, where appropriate.

For the convenience of our members who are already in receipt of the first four documents, the newly published package (which will be sent to all IAPH members in early March) includes all the five documents, with some typographical errors in the first four documents having been corrected. The documents are:

- 1997-1 Environmental Policy Statement
- 1997-2 Waste Management Policies for Ports

- 1997-3 Health and Safety Policies for Ports
- 1997-4 Guidance on the Acceptance of Disabled Ships in Ports
- 1998-5 **Emergency Preparedness and Response in Ports**

The newly added No.5 features, among other things, the following areas:

- Definitions
- Policy and Planning Needs
- Elements of Emergency Response Preparedness
  - Prevention - Identification of Hazards and Events
    - a. Climatic emergencies
    - b. Safety and environmental emergencies involving the port/industry system
    - c. Safety and environmental emergencies caused by external factors
    - d. Financial emergencies
    - e. Technical emergencies
    - f. Miscellaneous
- Analysis of Risk
- Prevention and Planning -
- Elimination/Reduction of Risks

### **IPD Fund: Status Report on the fund-raising campaign - No fresh donations in 1998 -**

**S**INCE our last announcement of the progress in the on-going fund-raising campaign in the previous issue, we regret that we are unable to announce any increase in the total amount of the funds so far contributed. Let us hope that we can feature an additional list of contributors in ensuing issues of this journal, and thus let us once again appeal to all members for the support of the fund-raising campaign, which has so far cleared only 20% of the targeted amount of US\$70,000.

### **List of Contributors to the Special Port Development Technical Assistance Fund**

(as of 10 March 1998 - in order of receipt at the Tokyo Head Office)

ORGANIZATION	COUNTRY	US\$
Georgia Ports Authority	USA	1,500
Bintulu Port SDN BHD	Malaysia	1,000
Ports of Auckland Ltd.	New Zealand	500
Fremantle Port Authority	Australia	250
Port Services Corporation	Oman	985
Associated British Ports	UK	1,000
Nanaimo Harbour Commission	Canada	250
Japan Cargo Handling Mechanization Association	Japan	240
South Carolina State Ports Authority	USA	750
Mauritius Marine Authority	Mauritius	1,000
Overseas Coastal Area Development Institute of Japan	Japan	1,000
Port of Rotterdam	the Netherlands	1,000
Port Authority of the Cayman Islands	Cayman Islands	500
Kuwait Oil Company (KSC)	Kuwait	750
Port of Copenhagen	Denmark	1,000
Saeki Kensetsu Kogyo Co. Ltd.	Japan	235
Marine Department, Hong Kong	China	500
Port of Montreal	Canada	1,000
Port Authority of Thailand	Thailand	100
Tanzania Harbours Authority	Tanzania	1,000
Port of Kobe	Japan	3,000
Japan Academic Society for Port Affairs	Japan	237
Sydney Ports Corporation	Australia	500
WorldCargo News	UK	100

**Total:**

**18,397**

### **1999 IAPH Conference in Malaysia: Preparations by the Host Going Well**

**T**HE IAPH Head Office and the office of Ms. Chong Choon Yin, Commercial Manager, Klang Port Authority, who is liaising with the Tokyo staff on behalf of Datin O C Phang, IAPH Conference Vice President, our host for next year's Conference of IAPH in Kuala Lumpur, have been working closely together in devising a framework for the business sessions and social events to be organized during the conference week. By the end of February, our host was in the final stage of making up the conference programs for presentation to the mid-term Exco meeting scheduled for early May. While we must wait for the conclusions to be reached by the Executive Committee before we announce the details of the 21st Conference in Malaysia, we are featuring articles which we have recently received from Kuala Lumpur in this issue on C2 (inside the front cover) page.

# Minutes of the Committee on Legal Protection (CLP) Meeting

held by courtesy of the British Ports Association  
in Africa House, London on Friday, 19 December 1997

(submitted by the Chairman to the Secretary General on 26 February 1998)

## Present:

**Bruno Vergobbi - Chairman**  
**Pamela Le Garrec**  
**André Pagés**  
**Alex Smith**  
**Marcel-Yves Le Garrec**  
**Jacques Braems**



Bruno Vergobbi

**A**POLOGIES for absence were received from: Messrs. Keenan, Asseman, van Zoelen, Vazey, Valls, Cao Hui-Liang, Morrisson, Hirota and Mallon.

The Chairman opened the meeting by welcoming the members present and thanking the British Ports Association (BPA) for hosting the meeting.

He also thanked Pamela Le Garrec for her very efficient contribution to the preparation of the CLP report presented to the General Assembly of IAPH in London and for the minutes of the CLP meeting there, which were produced without delay. He also asked for her cooperation in the continuation of the CLP's work.

## Agenda

- 1) **Approval of the Agenda:** The agenda was approved
- 2) **Approval of the Minutes of the last meeting:** The minutes of the last meeting, held in London on Sunday 1st June 1997, were approved
- 3) **Matters arising from the last minutes**

There was one action from the last meeting still outstanding. Messrs. Pat Falvey and Hugh Welsh had agreed to prepare a first draft of guidelines as to what should be included in a model law for internal legislation with regard to the protection of ports in relation to the arrests of ships. The meeting heard that this had not been done and the Chairman agreed to write and remind them of their commitment, since it was

felt that this would provide helpful information for those countries having difficulties.

## 4) Terms of Reference for the CLP and relationship with other committees' TOR

The meeting, having examined the present terms of reference of the Committee, felt that there was a need to refer to the work of other Technical Committees where there may be legal implications concerning the work being undertaken. Consequently, the meeting agreed on the following new wording for the TOR of the CLP.

"The follow-up study and recommendation of the proposed action to be taken on behalf of IAPH concerning any demands in which the collective interests of port authorities are brought into question from the legal and financial points of view. This especially applies to **relevant matters raised by other Technical Committees of IAPH and to international legal instruments promoted by international organizations and IMO in particular.**"

It was agreed that the Chairman would write to Secretary General Kusaka, asking for the CLP terms of reference to be modified as soon as possible. \*(See Note below)

## 5) Report of the IMO LEG COM meeting 13 to 17 October 1997 by Alex Smith

As the main subjects covered by this report were listed on the agenda, it was agreed that feed-back from the IMO Legal Committee meeting would be raised under the appropriate subject.

## 6) Report of Mr. Y. Le Garrec on the last CMI Conference

The Committee took note of the reports made by Mr. Le Garrec on the various topics raised during the CMI

conference which had been circulated. Mr. Le Garrec briefly presented each paper.

One relating to classification societies and, in the context of the CMI, support for their right to limitation of liability, aroused the following discussion on safety. It was noted that IMO is concerned with ship safety and cleaner oceans. Classification societies are paid for by the owners and do much for them.

However, port safety comes into question too, as well as the possibility of a formal safety assessment of ports.

IMO has agreed to deal with this subject. Therefore, there will be work carried out on additional rules on formal safety procedures within IMO. An example of this is the guidelines on the safe loading of bulk carriers.

There is a need to consider and think of port safety from the viewpoint of the port. This raises questions about standards and safety in ports. At some stage this is likely to be raised within the international fora.

There are good and bad classification societies, so IMO has decided to level the playing field. Port State Controls have particular standards to which ships must comply. But shipowners in turn may say that they have the right to expect a certain standard of safety in ports and/or terminals.

The Committee took note and agreed that the fact should be considered. IMO is becoming increasingly involved in ship/port operations and safety standards in ports are likely to be raised. (This has, incidentally, already been put forward within the context of the Green Paper on Ports for Europe.)

In this regard, it was noted that a formal safety assessment was being considered by the Port Safety and Environment Committee, which have taken note of this and are considering how it should be applied to port operations.

What that Committee does should take account of the CLP's advice from a legal point of view.

Within the context of the Ships Arrests revision, it would be helpful if that Convention revision gave a definition of a port. However, clearly the CMI had no intention of changing its position.

With regard to the last of these papers - The Future of the CMI - in the ensuing discussion, it was noted that

*\*Note by the Head Office: On 4 March 1998, the Secretary General circulated a letter to the Board members seeking the Board's approval of the updated version of TOR which is above explained. Before the proposed revision (as highlighted), the wording of the second paragraph (as underlined) was: This especially applies to the Association's relationship with the IMO and its various partners in the maritime field.*

there was still recognition of the value of the CMI, but there had been a considerable loss of influence by that body. It was always and still is dominated by European associations and is considered to be too much devoted to the point of view of the carrier. It is not covering sufficiently the interests of other sectors of transport, such as the shippers - ie., the cargo interests - nor, indeed the ports.

While it was helpful for the CLP to understand and follow what the CMI was doing and to see how best to input port opinions, it would not be helpful for IAPH to publish the CMI positions, for example, because clearly ports are not in agreement with the CMI.

There was a choice to be made between:

1. an effort to try and influence the work, notably through the national associations of maritime law, before it reached the CMI level. This could be done by encouraging port members to join their appropriate national associations, although the port voice is still small and dominated by shipowners' interests.
2. the option of remaining a "spy"

From a CMI point of view, however, the need is arising to persuade people that a draft text produced by CMI should still be used by the intergovernmental agencies as the basis for their work. This might cause the organisation to change its attitude.

No decision was taken. Mr. Le Garrec was to report back if there was any change in attitude.

Members have taken note of the CMI's position, and these can be taken into account when developing positions for IAPH. However, they should not be published.

It was felt that a brief report on the background to the Conference and a list of the topics debated could be published in the journal of IAPH.

The Chairman, having expressed the thanks of the Committee for the work undertaken by Mr. Le Garrec, agreed to inform the IAPH Secretary General of the situation and to forward the background introduction and the list of topics from Mr. Le Garrec's report.

## 7) Pollution from Ship Bunkers (F. van Zoelen)

The Committee had before it the results of the questionnaire and the analysis of the replies.

Mr. Smith informed the meeting that

Australia has taken the view that there should be a stand-alone convention for ship bunkers, which they feel would harmonize the position and provide a common approach.

They have been unable to persuade Member States in IMO that there is a problem, and so in the discussions it was decided that an examination of the question should only come after other priority subjects.

It was felt that the committee should pay due account to the results and promote the concept of strict liability in this regard. There was a need for national regimes to incorporate this concept. However, IAPH should not give up hope that sooner or later it may be able to demonstrate a compelling need for a precautionary approach using foresight, rather than a remedial one.

It was agreed that on-going action should cover:

- A) completion of the report with some additional answers for the presentation of the final version;
  - B) a feed-back reply to respondents and the conclusion of the study (F. van Zoelen); and
  - C) emphasis by the CLP in its report that the matter is not dead.
- Attention should be drawn to the amounts that could be made available.
  - The administrative burden involved can be highlighted (e.g. Customs could do this in Australia).
  - The CLP should clarify further what ports want. This could be done jointly with the Marine Operations Committee, who should be asked for its view, notably with regard to ship-to-shore or ship-to-ship (i.e. lighters to ship) operations.
  - The CLP should continue to clarify other related aspects (See A. Smith's report of LEG 76).

## 8) Compulsory insurance or financial securities (Paul Mallon)

The Chairman informed the meeting that he had not received the promised comments from Mr. Mallon, which is regretted as the question could not progress.

Some thought had been given to the revision of the 1923 Convention on the Regimes of Ships in Foreign Ports, to include mandatory insurance or financial guarantees. It was possible to start thinking of this but there was also the need to be realistic.

From the port's point of view, there were not only the problem of wreck removal, etc., but a feeling that an effort must be made by shipowners to deal with these liabilities, as the Chairman's paper clarifies. The paper also provides further arguments in favour of such a regime. The paper itself was considered to be ready to be proposed as an IAPH position paper.

There are specific circumstances where ports have been adversely affected by ships without insurance, where they have had to spend money but should not have had to do so.

IAPH has to bring it home that it is not just the protection of the Port Authority but that of all third parties involved. A person who commits a wrong should pay for the restoration of that wrong or damage. The "polluter pays" principle is an extension of this concept.

The paper should be circulated to members of the CLP for their opinions concerning its submission as an IAPH position paper. This needs to be done urgently, since there is a need to submit a basic position to IMO. There may be a need for fine tuning but it should then be issued as guidance to all IAPH members and taken to Government.

## Action

1. Circulation to the CLP separately asking for specific comments - Reply by the end of February
2. Review of the paper again and amendment in the light of the comments received
3. Submission to Exco in New Orleans, so that it can become a Guidance document
4. Extraction of the relevant parts for use as a submission to IMO

## 9) Ship arrests

There was a need for guidelines on a model law for incorporation into national legislation. Hugh Welsh and Pat Falvey had promised to produce these.

With regard to an IAPH Position Paper, it is agreed that there should be some mention of ports in the preamble. Such a proposal should be prepared in advance, normally before the Conference is convened in 1999.

While the Position Paper will need to be submitted to the Diplomatic Conference, there is a need to lobby Member State Governments, and to this end the paper should also be translated into a lobby paper for circulation to the IAPH membership. In this way, the maximum use can be made of the posi-

tion paper and delegations will be aware in advance of the Conference of IAPH's concerns.

## Action

- The official paper with a covering letter should be sent to the Directors of IAPH asking them to lobby their respective Governments
- A suitable covering letter be drafted.

IMO and UNCTAD had produced a new draft which was issued in April 1997. It should be attached to the minutes of the meetings and circulated to all CLP members. Annex I of these minutes: IMO LEG/MLM/42 (English version) and CNUCED CD/BIGE 1/5 (French version)

The particular attention of members is drawn to:

Article 2 (A ship may be arrested even though it is ready to sail or sailing). This means that it could be arrested in territorial waters.

**Action:** Variety Admiralty Law Paper from Paul Mallon - Would this provide guidelines for national regimes? Advice - CLP members

A related issue that is relevant to this subject is the Regime of Maritime Agents and their liability.

## 10) Report on the IMO Assembly November 17-28 (Alex Smith)

Mr. Smith drew attention to a number of resolutions adopted by the General Assembly which affect port interests. They relate to maritime safety and the environment and cover a number of points mentioned in Agenda item 11 below.

1. The resolution on the entrance of pathogens into ships' ballast waters. The Port Safety and Environment Committee are developing revised guidelines on this subject.
2. Illegal migration by sea. There is concern for ships which are deliberately trafficking people - they are often sub-standard ships. A number of Conventions deals with this subject. It is a question of safety and the aspects of loss of life. A resolution on this subject was adopted by the General Assembly.
3. Drug smuggling - There is a major programme operated by Customs Authorities, known as ACTION/DEFI. It has been decided to draw up guidance for shipowners and Port Authorities. While this is not an issue for the CLP at the present time,

it will become so once that guidance has been developed.

It was agreed that all these points should be monitored, with regard to the legal aspects of such guidance.

## 11) The follow-up of some matters mentioned during other meetings

- The entrance of pathogens into ballast water

Mrs. Le Garrec explained that the subject has been discussed by ESPO. It was a matter of grave concern. European ports had been advised to follow the guidance emanating from IMO. It was clear that it would be impossible to treat ballast water ashore and that any such proposals should be killed before they became effective. Nevertheless, it was felt important that the attention of ports should be drawn to the potential risks involved.

- Illegal migration by sea had been covered above. The CLP should be aware of and monitor this subject.
- Wreck removal remains on the IMO agenda. From a CLP point of view, everything has been said that needs to be mentioned, notably the remarks made in Point 8 above.
- EDI (J. Braems) - UNCITRAL was due to hold its 32nd Session on 19

January. IAPH has been invited to attend as an observer. Mr. Paul Scherrer of the Port of Le Havre is on the Trade Facilitation Group and is prepared to attend. Because of the discussions related to the model law, there were legal aspects. It was therefore felt that, if possible, Mr. Braems should attend the session for the CLP.

## 12) Date of the next meeting

It was agreed that the next meeting would be held in Paris on 12 June. However, the Chairman, Mr. Vergobbi, was to meet the CLP members who will attend the meetings to present the work of the group during the mid-term Exco meeting in New Orleans to be held in the last week of April. A tentative date of Monday 27 April 1998 was put forward. This was to be confirmed after consultation with the IAPH Secretariat. (Actually the CLP is scheduled to meet on the morning of Tuesday, 28 April.)

There being no other business, the Chairman asked Mr. Smith to convey the thanks of the members to the British Ports Association for their kind hospitality. He thanked the members for their helpful participation in the meeting before closing it.

## Visitors

ON 19 February, **Dr. Hans-Ludwig Beth**, Marketing and Public Relations, and **Dr. Bernd Tiedemann**, Head of the Department of Ports, Services and Economic Infrastructure, **Port of Hamburg**, accompanied by **Mr. Shin Takanashi**, the Port of Hamburg's Representative in Japan, visited the Head Office, where they were welcomed by Deputy Secretary General R. Kondoh and his colleague Kimiko Takeda in the absence of Secretary General Kusaka that day.

On the previous evening, a reception had been given by the German Ambassador Mr. Frank Elbe and the Hamburg delegation in the German Ambassador's residence in Tokyo,



Seated from left: Messrs. Takanashi, Tiedemann and Dr. Beth

attended by some 70 people representing various companies such as traders, manufacturers and shipping companies serving the Port of Hamburg. From IAPH, Mr. Kondoh and Ms. Takeda were guests.



## Obituary

### Mr. J. Kerwin Rooney



**I**T was again with great regret that the Tokyo Head Office staff learned from the AAPA weekly newsletter of the passing away of Mr. J. Kerwin Rooney, former Port Attorney of the Port of Oakland, and an Honorary Member of IAPH. According to the AAPA news, Mr. Rooney passed away on 27 January 1998 after a long illness. He was 86.

IAPH Secretary General Hiroshi Kusaka sent a letter to Mr. Rooney's family through the office of Mr. K. J. Nagle, President of AAPA, for which Mr. Rooney had reportedly served as General Counsel since 1978. To give a profile of Mr. Rooney and outline his role in IAPH, we reproduce below Mr. Kusaka's letter which was sent to the bereaved family of Mr. Rooney on 13 February 1998.

Dear Sir/Madam:

We regret to learn from the recent AAPA Newsletter that Mr. J. Kerwin Rooney, an Honorary Member of IAPH, passed away on January 27, 1998.

On behalf of Mr. Jean Smaghe, the President of the International Association of Ports and Harbors, it is with a sense of deep sadness that I offer you and the other members of your family the condolences of all members of IAPH on the passing of our deeply respected friend and colleague, Mr. Kerwin Rooney.

He was a truly esteemed member of IAPH and played a key role in the formation and later development of our organization, which was established in 1955. In his capacity as Port Attorney to the Port of Oakland, he took part in drafting the original Constitution and By-Laws of IAPH and served as Legal Counselor for 22 years (1955-1977). At the 10th Conference of IAPH held in Houston in 1977, he was elected as an Honorary Member of our Association. Furthermore, he was one of the 13 recipients of the silver jubilee commendations when IAPH celebrated its 25th anniversary in Nagoya in 1981. More recently, on the occasion of the 19th Conference of IAPH held in Seattle in 1995, we had the pleasure of meeting

Mr. Rooney and our other old IAPH friends.

Mr. Rooney will be sadly missed by all of us who have had the pleasure of working with him on various occasions, including our biennial conferences.

At this trying time, I hope you will draw comfort and strength from the many expressions of sympathy from so many friends and colleagues around the world, and from the knowledge that they share in your sad loss.

In deepest sympathy,  
Yours sincerely,

Hiroshi Kusaka  
Secretary General

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### New Members Regular Member

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Mailing Addressee: Mr. Haralambie Beizadea  
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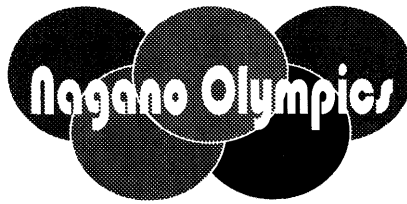
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**D**URING the Winter Olympics which were held in Nagano, Japan, from 7 to 22 February, the Head Office staff were pleased to find a number of comments arriving by fax or in e-mail communications from various IAPH friends. The Tokyo secretariat members enjoyed viewing such thrilling competitions as ski jumping, moguls, ice hockey, speed skating, and of course the incredibly skillful and artistic performances of figure skaters on TV, if not in real



## IAPH viewers send in their impressions to Tokyo

time on weekends at home then in late evening special programs during weekdays. In the meantime, it was with keen interest and encouragement that the Tokyo Head Office staff read the comments and impressions from their IAPH friends from Montreal, Paris, New Orleans and elsewhere, such as the one introduced below. Let us take this opportunity to say "Thank you" to all those who took the time to share with us their enjoyment of the quadrennial event.  
(IAPH Head Office)



## Port de Montréal

February 9, 1998

Dear Mr. Kusaka:

All eyes turned to the City of Nagano for the opening ceremony of the XVIII Winter Olympic Games, and it goes without saying that audiences the world over were enthralled by the beauty of this ceremony that unveiled the intricacies of Japanese culture.

The message of peace and love that was conveyed was paralleled only by the rituals we witnessed; the world experienced the rhythm of Japan, and for this, you should be very proud.

We offer you our heartfelt congratulations and thanks for allowing us to experience the Olympic Games so intimately. Once again, Japan emerges as a winner.

We look forward to seeing you soon.

Sincerely

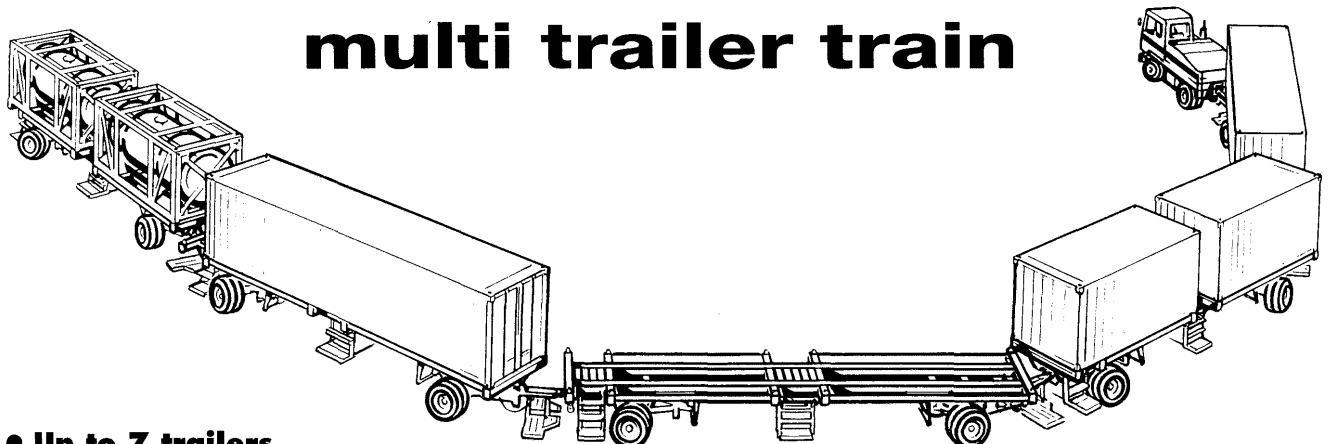
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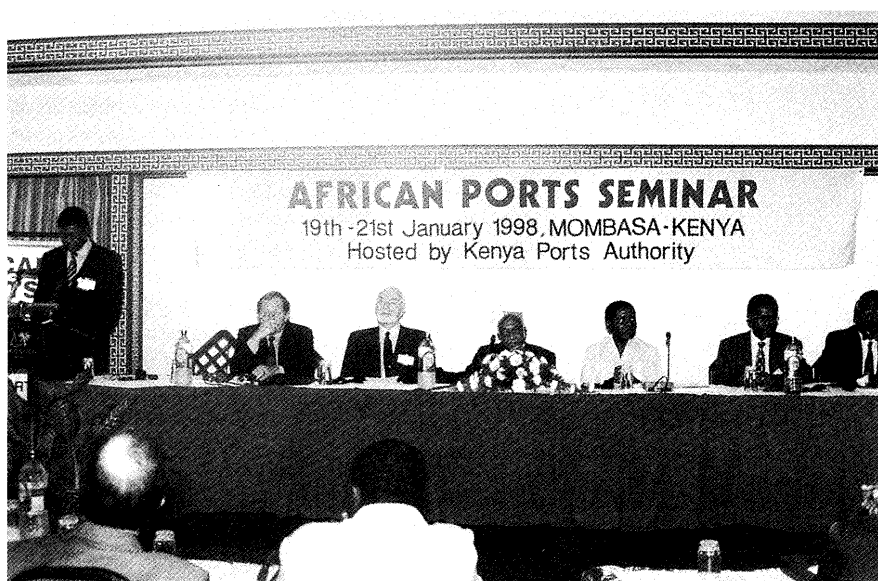
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# OPEN FORUM

## Challenges Facing the African Ports in the Next Millennium



*The document is prepared for presentation at the African Ports Seminar hosted by Kenya Ports Authority, co-sponsored by IAPH-PMAESA-PMWCA and supported by IMO*

*Mombasa, Kenya 19 to 21 January 1998*

**By Paul T. A. Were**

Economic Affairs Officer (Intermodal Transport)  
United Nations Economic Commission for Africa (UNECA)

**T**HE conclusions and recommendations of previous deliberations in the 1990s on challenges facing African ports in the next millennium go hand in hand with what ECA categorized as the main challenges in the next millennium.

The sea ports of developing Africa are noted for their low output, high operating and maintenance costs and generally poor quality of services to users. Such poor quality port services and their high costs are an impediment to the expansion of the external trade.

The overall sub-Saharan Africa's per-

formance had continued to be characterised by low productivity, management problems, failure to diversify from a limited production and export base and high vulnerability to the external economic environment. In 1995, however, economic developments were made favourable, with exports expanding by 14.3 per cent in value and 7.5 per cent in volume over 1994 and imports increased by 11.8 per cent in value and 5.6 per cent in volume.\* At the same time, real GDP was estimated to have risen by about 5.0 per cent.\*\* These overall positive sub-Saharan Africa

developments cannot conceal considerable differences in economic performance of individual countries. Statistics figures exist which give proof of the difficulties - sometimes due to external failures - experienced by a number of African economies, including some of the largest ones among them, and also experience by the region's transport sector including ports.

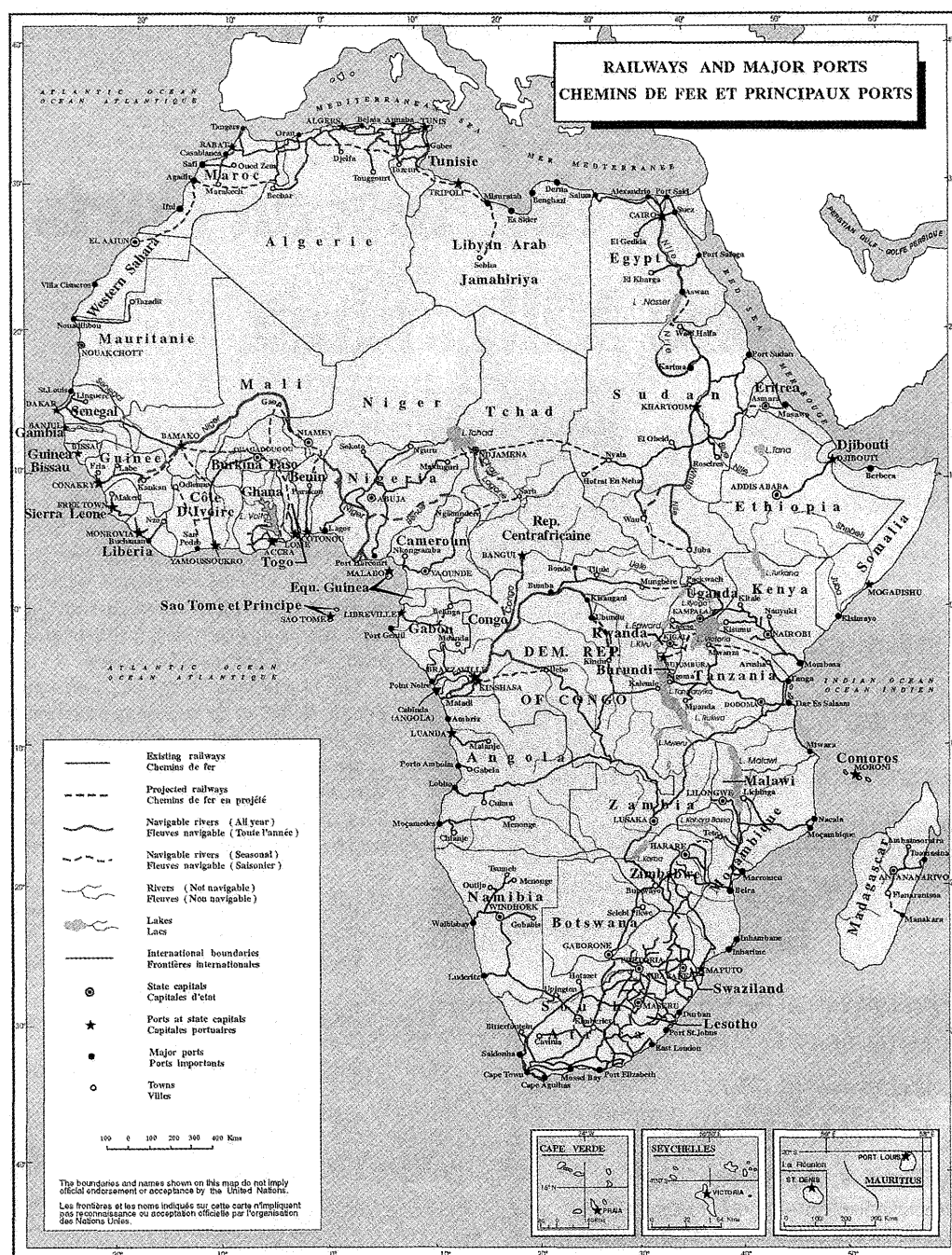
The challenges which the ports sub-sector is facing in the next millennium are discussed below within the framework of the overall difficulties which African countries themselves are facing. The main challenges are categorized under eight sub-headings as follows:

- (i) promotion of institutional development for ports;
- (ii) development of regional and sub-regional cooperation;
- (iii) improvement of the efficiency of port management;
- (iv) improvement of port technical services;
- (v) improvement of the maintenance of port assets and infrastructure;
- (vi) promotion of human resource development;
- (vii) strengthening of relations between ports and their hinterlands; and
- (viii) adoption to new technological changes in maritime transport.

### **1. Promotion of the Institutional Development**

Reform of present institutional inadequacies is of fundamental importance in improving the efficiency of ports. The relationship between port authorities and government ministries and departments needs to be improved, and the regulatory controls imposed by those bodies need to be eased, to provide greater autonomy and operational free-

\* UNCTAD report on Review of Maritime Transport 1995 \*\* Total trade in goods and real GDP, IMF, World Economic Outlook, October 1995.



UNECA/DISD/98

dom. The reformed government/port relationship must be supported by the development of appropriate, measurable objectives and indicators, and by the adoption of information and managerial systems which allow government officials to set and monitor performance. Recent ECA studies in this field have indicated that unwillingness of governments to delegate authority has resulted into excessive control. The impact of these controls has varied from minor management inconveniences to seriously delayed decision-making particularly in financial matters. The demotivating loss of management freedom

was also apparent in some of the parts causing administrative wastes and higher unit costs.

Steps to be taken to overcome some challenges for promotion of port institutional framework should include:

### 1.1 Establishment of Maritime Executive Committees

The Maritime Executive Committees set up at the national levels, consisting of senior civil servants, port and shipping managers, and representatives of other relevant organisations should be established to advise governments of the changes needed in existing current

institutional structures and on the policies and strategies to be pursued to achieve those changes.

Some African countries already have sectoral reform committees which are in a position to handle all transport modes including maritime ports.

### 1.2 Preparation of suitable policy guidelines

Guidelines need to be produced to assist and advise African governments to formulate appropriate port management policies and to implement the necessary institutional reforms. The guidelines should consist of a generalised framework and model of the relationship between port authorities, governments and other regulatory organisations, and practical advice on how to carry out studies on institutional reform and implement the resulting recommendations. Activities for achieving this should include:

- Development of model organisational structures which define the relationship between port authorities and regulatory bodies.
- Establishment of acceptable levels of control such that both entrepreneurial freedom and accountability are enhanced.
- Definition of the framework, scope and extent of regulatory controls and advise on their own application.

The Southern Africa Transport and Communication Commission (SATCC) has evolved "Guidelines for the restructuring of State-owned Transport and Communications Enterprises" which among other things provide rationale for restructuring and identifies options for restructuring. The guidelines identify also the main actors in restructuring - their roles, responsibilities and accountability.



### 1.3 Preparation of comprehensive performance indicators

A comprehensive set of financial, operating, engineering, manpower and other primary performance indicators need to be prepared, for use in setting and revising port policies and objectives, and to enable senior government officials to monitor the ports' achievement of their development, corporate and performance objectives. ECA will be developing performance indicators for the ports sector to be ready before the end of 1998 as part of the on-going regional transport data base which is being implemented in selected countries of sub-Saharan Africa. The example of Mozambique ports (Maputo and Beira) is a case in point where performance indicators are produced for monitoring port performance up to the level of the office of the vice-minister.

### 1.4 Technical assistance for institutional reform should be sought

Technical assistance is useful in helping governments revise and update port statutes and regulations, to strengthen public administrative procedures, and to establish effective monitoring systems. This assistance should be part of the broader programme to establish an effective maritime administration. Collaboration between UN agencies, i.e., IMO, UNCTAD, ILO and ECA, including the World Bank, would help in drawing up guidelines for port reform.

### 1.5 Increase the participation of the private sector

Another step towards a successful institution reform is to increase the role and financial participation of the private sector in port development and management, involving port users more in policy formulation related to the management, operation and development of ports. African countries need a great deal of advice and technical assistance on how to encourage and expand the role of the private sector in the port transport industry.

Organise a series of sub-regional and national conferences and 'enterprise workshops' to inform entrepreneurs, senior civil servants, port executives and other members of the business community of the commercial opportunities in ports transport and its related industries, through joint ventures, equity financing, etc. A sub-regional port restructuring workshop has been organized by SATCC in collaboration with PMAESA for Eastern and Southern African ports in December 1995 in Dar-

es-Salaam, Tanzania where eighteen countries participated.

It is logical that such a seminar should be followed-up with national seminars, therefore, ECA and PMAESA in collaboration with the Economic Commission of Latin America and Caribbean (ECLAC) organized a national seminar on port commercialization for the port of Dar-es-Salaam in July 1997. This will be followed by two more national seminars for Maputo (22-24 April 1998) and Mombasa (28-30 April 1998). It is expected that other sub-regions will in the near future conduct port commercialization seminars under their respective Port Management Associations to be followed by national seminars for selected ports.

### 2. Development of Sub-regional and Regional Cooperation

Regional collaboration on port development and expansion plans can prevent wasteful duplication and over-investment in port facilities, achieving an economic balance between demand and supply at the regional level. A regional (or sub-regional) approach to the planning of port capacity is essential during a period in which the pivot and feeder port concept will become a reality, if fierce and costly inter-port competition is to be avoided. Regional cooperation in the provision of specialised port services, such as dredging will also enable economies of scale to be achieved.

There are various forms of activities where ports can cooperate. Furthermore, port authorities, operations and port-related companies can benefit from a wide range of advantages through cooperation. They need to have a proactive attitude towards cooperation to benefit from the new trade and transport environment. Cooperation between ports is not restricted to a region but can be worldwide. This Seminar is a typical example of inter-regional cooperation whereby IAPH Europe is cooperating with African port management associations. The 6th Cities and Ports International Conference which was held 18-22 November 1997 in Montevideo, Uruguay under the auspices of International Association of Ports and Cities is another case in point. African countries should actively participate in such meetings even if they are conducted outside Africa.

Through cooperation at sub-regional and regional levels, some illicit trade practices criminals can be eliminated (See box 1).

#### Box 1 Need for dialogue and cooperation in eliminating illicit trade

**D**URING the Somalia conflict one vessel, loaded with arms, was unable to penetrate the cordon and sought refuge in the territorial waters of neighboring countries. Local crew employed to blend with the few foreign crew on board completed the camouflage and succeeded in avoiding suspicion and arrest on more than one occasion. Ultimately the vessel was discovered in Seychelles waters and subsequently arrested.

Although ship and cargo were ultimately confiscated, the culprits ran to ground and disappeared not to be traced. The crew was brought to trial with the master having to shoulder all blame and responsibility. The culprits got away scot-free.

Source: Ports and Marine Services Division, Seychelles

Lack of cooperation can prove to be detrimental to some maritime activities (See box 2 below).

#### Box 2: Need for dialogue and cooperation in handling criminal acts

**G**IVEN the position of the islands in the Seychelles group, stowaways have been brought to port from time to time. On one occasion, however, two stowaways were dumped overboard onto a makeshift raft and left to drift off on outer islands. Luckily they were picked up by a fishing boat and brought to the capital.

Information retrieved from these two individuals were false where it concerned their identity. Information on the carrier, however, was verified and found to be true. In an endeavour to apprehend the vessel and Master for their in-human act, no response was forthcoming from the subsequent port of call.

Regrettably, both vessel and Master remains free to date. The Stowaways themselves suffered a 4 year detention in Seychelles before finally being identified and thus repatriated.

Source: Port and Marine Services Division, Seychelles

In eastern and southern Africa, PMAESA is promoting cooperation in Port State Control (PSC). This is necessary to protect member ports from receiving and handling unworthy ships

which do not conform to the required standards which can prove dangerous to handle (See box 3 below).

**Box 3: Need for dialogue and Cooperation in port state control promotion**

**I**N mid January 1996, a tanker vessel called at Port Victoria to discharge a consignment of refined fuels. In the course of her call, the crew refused to sail the vessel on the grounds that their conditions of wages and living aboard ship were inadequate. A thorough inspection and investigation was undertaken by the Port Authorities in Seychelles. The vessel's conditions, however, was most unsatisfactory with visible cracks in hull, decks, ladders, vents combing, etc. to the extent that holds/tanks could only be loaded to 50% capacity. The crew's accommodation was appalling and in total deterioration.

Surprisingly, the vessel had completed dry-dock some six months earlier, with all certificates found to be in order. To make matters worse the vessel had broken down upon departure from her home base port only to be towed back, fitted with a third and sole operating portable generator on the after deck, the others standing by as relics.

The vessel was without the necessary tanker emergency equipment such as fire boxes, fire hoses, etc. After much rummaging an ancient fire plan (apparently not opened in years) was produced. How such a vessel was permitted to continue trading was indeed a mystery.

It was given a one way ticket to its base port and banned from Seychelles until such time that it would be able to withstand and pass a severe and thorough PSC inspection.

Two to three such ships in Port Victoria at any one time could pose a potential danger to a small port like Port Victoria.

Source: Port and Marine Services Division, Seychelles

In western and central Africa, PMAWCA has initiated a number of activities in the field of port cooperation, i.e., training and manpower development, environmental protection and also port state control.

Member countries should give support to their port management associations on issues related to inter-port

cooperation.

The importance of PSC should be given special attention by all ports and sub-regional port associations.

Effective cooperation could be achieved through:

**2.1 Improvement of the effectiveness of port management associations**

The management and policy-making abilities of the existing port management associations need to be improved. A variety of activities will contribute to that improvement are:

- (i) provision of training to improve the technical competence of those nominated to attend meetings of the associations;
- (ii) ensuring that delegates have the necessary authority and technical ability to commit their governments and organizations to a plan of action;
- (iii) ensuring that there is the political will to agree to the financing of sub-regional schemes in maritime ports;
- (iv) ensuring that adequate research and preparatory work precedes their regular meetings;
- (v) strengthen the establishment and research capability of the secretariats;
- (vi) making adequate funds available to enable the organisations perform their duties;
- (vii) establishing a reliable database for use in formulating policies aimed at greater regional collaboration;\*\*\*
- (viii) establishing procedures for gathering and exchanging information; and
- (ix) examine and, where appropriate, revise the objectives, constitution and administrative machinery of regional organisations, to enable port development issues to be discussed periodically.

**2.2 Organisation of sub-regional and regional cooperation seminars**

A series of seminars should be prepared, organized and presented, aimed at senior executives and designed to promote regional cooperation. Topics should include: load-centering and its impact on the region's ports; regional

port database and information systems; regional training policies and strategies; port competition and commercial policies. The necessary activities should include:

- (i) preparation of curricula and training materials (printed and audiovisual) for selected topics on ports cooperation;
- (ii) presentation of the seminars sub-regionally, to all senior policy-makers, to members of inter-governmental organisations and staff of port management associations, and to senior executives of port authorities and operators, to promote the value of regional cooperation; and
- (iii) participation in global seminars, symposia and conferences organised by IAPH, and UN agencies in the field of maritime ports and shipping.

**3. Improvement of the Efficiency of Port Management**

Institutional reforms and cooperation in port cannot be effective unless they are supported by organisational changes and improvements in management. The review and, when appropriate, the revision of management and organisational structures to reflect the changes taking place in maritime transport and commerce, should promote overtly commercial policies and should strengthen ports' marketing and customer relations activities. It should encourage steps to delegate authority, to make staff more accountable and to develop a "quality of service" and "customer oriented" working environment throughout the organisation.

A study conducted by ECA and UNCTAD in 1990 on human resources and institutional development in ports, covering ports in Kenya, Senegal, Côte d'Ivoire and Ethiopia, found that all these ports had undergone some restructuring in an attempt to create feasible and efficient organisation with a satisfactory measure of control by their governments. All the ports studied were found to be making a good construction to the effectiveness of the transport systems of their countries and to the development of their international trade. But it was found that some of the ports studied had initiated excel-

\*\*\* ECA has elaborated the terms of reference of establishment of a ports data base at PMAESA headquarters. Implementation of the project is about to begin with the ports of Djibouti and Mombasa as pilot cases.

lent policy intentions of freedom to apply commercial operating principles but run into problems of implementation because they were still overloaded with government controls, making the management task much difficult. The ports in Africa need to encourage restructuring more seriously through activities which include:

### 3.1 Restructuring of port management

The management organization of many ports needs to be periodically revised to incorporate modern management principles and practices, and to enable it to respond promptly and effectively to changes in maritime technology and commerce. In this context special attention should be given to:

- (i) preparation of guidelines to assist ports to adopt a modern organisational structure and modern management practices;
- (ii) preparation and presentation of workshops to explain, to policy-makers and senior decision-makers, developments in organisational and management practices and to promote the need for change;
- (iii) setting up a working party within each port authority, consisting of senior staff, to oversee and manage organisational change and the introduction of new management control systems;
- (iv) carrying out (with technical assistance where required) a management audit to assess the strengths and identify the weaknesses of the present

organisational structure, and to recommend changes;

- (v) preparation and adopting of a revised organisational structure that incorporates such principles as delegation, clear lines of communication, individual accountability and responsibility; and
- (vi) preparation of appropriate training materials and present training programmes for all staff, to explain the changes in organisational structure and working practices, and their roles in the revised organisation.

### 3.2 Application of modern management practices

A significant constraint on port management efficiency is the relative ineffectiveness of management control and reporting systems. Where these systems exist, they tend to be insufficiently comprehensive and reliable, and the information provided is inadequately distributed. If performance targets are to be set and monitored for each department, section and individual, effective control and reporting systems must be in place. Other aspects of modern management which need to be introduced concern management philosophy, attitude and approach; a much more commercial, customer-oriented approach is required throughout the organisation, and all departmental activities must be based firmly on cost/revenue principles.

### 3.3 Establishment of an effective Management Information System

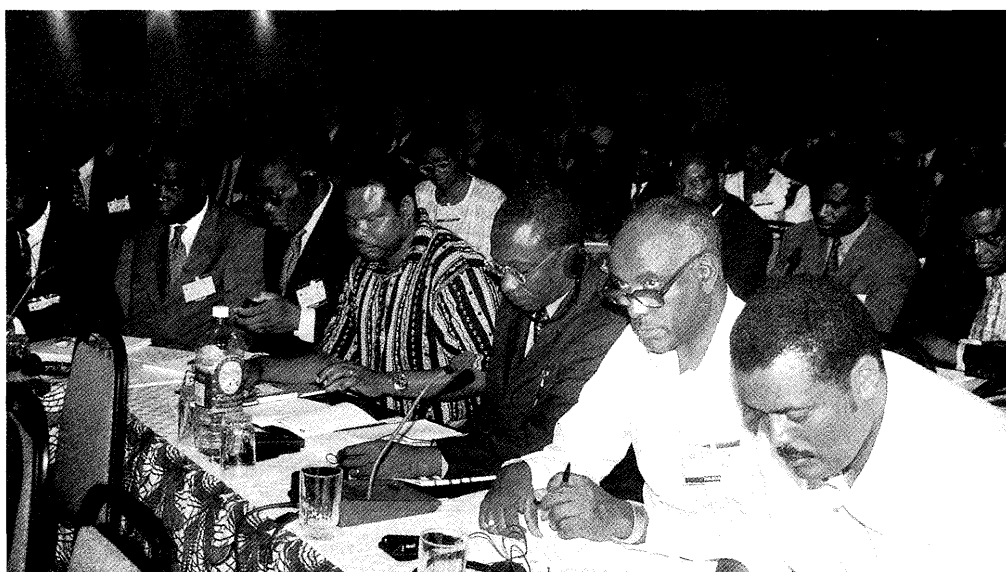
The lack of an effective Management Information System (MIS) is a major

constraint on port management effectiveness. It prevents the setting and measuring of performance criteria and targets and hinders the adoption of a responsive, commercial approach. A good MIS will cover financial and cost reporting, operating and engineering performance, manpower data and other areas. It needs to be carefully designed and, to be recorded, stored, retrieved and analyzed. To achieve this there is need to:

- (i) establish a working group of senior port staff to take responsibility for supervising and managing the introduction of the MIS;
- (ii) survey the adequacy of existing MIS, computing and Electronic Data Interchange (EDI) systems, and plan the introduction of improvements;
- (iii) develop a model MIS for African ports, with accompanying guidelines for its adaptation, introduction and maintenance;
- (iv) develop a set of software "shells" on the basis of the model, for ready adaptation for specific port applications; and
- (v) prepare training materials and provide training courses (using computer assisted and embedded techniques) for all staff who will come into contact with the MIS;

### 3.4 Speeding up of the handling of documents

A major constraint to the efficient management of business is the complexity of document handling. The quick and efficient turnaround of ships depends to a large extent on the speed and ease with which the documents are handled, and this has been made more difficult by the non-standardisation of documents and the procedures for handling them. A major advance would be the wide acceptance of international standards for document handling, and this would be considerably advanced by the adoption of the various international conventions which are of relevance to ports including sub-regional agreements, which promote speedy handling of documents. UNCTAD has carried out activities in this field which should be promoted all concerned under ACIS programme.



The African Ports Seminar in Mombasa attracts over 150 participants

# WORLD PORT NEWS

## Romania Marine Center Staffed With Pro Trainers

**T**HE standard requirements as regards the training of seafarers and port operators have been met within Romania ever since 1976 when the Romanian Training Centre was established in Constantza. Accordingly Romania relied on IMO recommendations and encouraged the policy of maritime training. Today, Romanian seafarers, trained in accordance with the international standards of proficiency, successfully man the vessels of world-wide fleet.

Located in Constantza, the Centre may be said to meet some important background requirements, taking into account the following:

- Constantza is the largest port at the Black Sea.
- There is a direct link to the navigable waterway Rhine-Maine-Danube, through the Danube-Black Sea Canal.
- The experience of the free zone inside Constantza port.
- Constantza is ideally linked to the railway, road, and air transport modes.
- Geographically, the port of Constantza makes the junction between Europe and the Near East, rendering the shipborne trade easier.

The Centre could be correctly described as an upgrading maritime educational institute, conducting a series of specialized courses for upgrading and developing the knowledge of merchant marine officers, programmes such as: IMO Specialized Courses, Upgrading Courses, Specialized Training Courses, Updating Courses, Revalidation Courses, and various other short courses in order to keep abreast of technical progress in the maritime industry.

The Centre is well coordinated and staffed with highly competent professional lecturers, who undertake to provide modern training, with the view of enhancing the operational skills and efficiency of trainees, in compliance with the required international training and education.

The Marine Training Centre is equipped with modern training facilities,

simulation and other electronic equipment, responding to a high level of tuition, but it has nevertheless undertaken to substantiate its efforts by replacing the existing simulator facilities with a new generation of training computers, extending the computer-aided training and the studio for editing audio-video aids.

The Centre has also developed its own TV broadcast studio, so that a wide range of professionals may benefit from our experience acquired in the field of maritime training.

Romania, through the Marine Training Centre, is the first East European country which has joined the TRAIN-

MAR/CNUCED network since November 1994. The TRAINMAR programme of CNUCED, is a programme created to foresee and answer the typical problems of countries wanting to develop the maritime transport.

For further information, please contact:

Marine Training Centre  
101 Baba Novac St. 8700 Constantza-ROMANIA

Phone (+) 40-41-639595; 691368;  
650549

Fax (+) 40-41-631415

## 1998 IPER/Le Havre Port Training Programmes

### Registration

Please send the registration form at least one month before the start of the programme to IPER.

### Payment or registration fee

- In advance of the seminar
  - by bank transfer to IPER:
    - Chambre de Commerce et d'Industrie du Havre
    - Credit Industriel de Normandie
    - Le Havre
    - Compte 0019-047 1900312 N
  - or by cheque to IPER

- Or on the first day of the seminar
  - By cheque to IPER
  - or in cash in French Francs

### Financial assistance

Please contact:

- UNDP: Formalities for obtaining bursaries must be completed by the national agency or office responsible for coordination with the United Nations
- IAPH: Bursary scheme available to developing country port staff: Address: Kono Building, 1-23-9 Nishi-Shimbashi, Minato-ku, Tokyo 105-0003 Japan;

Dates	Subjects	Price EN FF
14 to 24 April	Human Resources Management: Workshop For Designing In-company Training Programmes	11,300
11 to 22 May	Advanced Port Management: Modern Principles and Methods	11,300
25 May to 5 June	Port Finance	11,300
8 to 19 June	Port Planning and Operations	11,300
22 to 26 June	IPP (Improving Port Performance)	7,200
7 September to 9 October	Advanced Course On Port Operations and Management	(1)
2 to 6 November	The Management of Port Equipment Maintenance	7,200

(1) Applications should reach the Secretariat of IMO through local representative.



Tel: 81-3-3591-4261, Fax: 81-3-3580-0364

- French Embassy: Requests must be presented by the port authority of the candidate

## Responsibility

IPER cannot be held responsible for any changes to the programme due to circumstances beyond its control, and in particular due to the cancellation of a training activity because of an insufficient number of registrations.

## Cancellations

Cancellation must be in writing (by letter, telex or fax) and addressed to the registration service as soon as possible. For any cancellation declared less than three weeks before the start of the training activity only 50% of the paid participation fee will be re-imbursed. No reimbursement will be made if no cancellation was received, or if the participant's cancellation is received after the start of the training programme.

For further information, please contact:

LPER/Le Havre, 30, rue de Richelieu –  
76087 Le Havre Cedex France  
Tel: (33) 02 32 92 59 92  
Fax: (33) 02 35 41 25 79  
E-mail: iper@esc-normandie.fr

## 1998 INCOPORTS/IAME Conference in Yokohama November 9-10, 1998

### 1. Forum Topics

1. Development of methodology of life cycle analysis on port.
2. Development of methodology of evaluation on port works or development plan.
3. Development of methods of environmental impact assessment on port development plan. Successful examples of habitants participation system to planning.
4. Harmonization methodology of regional or municipal development plan with port development plan, Examination methodology of ability of allocated port.
5. Practical systems of natural resources conservation by national trust system established upon private funds and its evaluation methodology.
6. Development of estimation methodology on maintenance and improvement of working situations and

working systems in port.

7. Development of review methods on environmental invest effectiveness.
8. Development of assessment methodology of port environmental impact brought out from international capital movement (Mainly caused by direct investment).
9. Development of environmental impact assessment methodology and improvement methods for impacts caused by port cargo traffic.
10. Study on development of analysis methods of impacts according to transformation of world trade structure on port environment.
11. Study on development of urban countermeasures in port or countermeasure evaluation methods for needs of environmental policies from adjacent cities and hinterlands to port. Waste, waste water and etc.
12. Study on port management for MARPOL. Treatment of waste oil and others from vessels and monitoring systems for these items.
13. Study on port management for port state control. Treatment of overaged and abandoned ships and boats.
14. Experiences on introducing ISO 9000 and 14000 series to port management and port business.
15. Study on development or improvement of monitoring system on port environment and/or inhabitants participated monitoring system.
16. Study on international cooperated defense institutions for urgent environmental pollutions or crisis.
17. Study on practices and evaluation methods on Green Award system.
18. Study on environmental impact assessment, monitoring and protection methods at each stage of construction plan, underconstruction and dredging.
19. Study on history of environmental thoughts and development of environmental policies in port.

### 2. Schedule of Calling For Papers

- a) Deadline of submission; A copy of abstract of A4 500 words in English, April 30, 1998, with Author name, profession, address, and fax number.
- b) Notification to contributors; May 15, 1998
- c) Deadline of Manuscript for Review; A4 format page for print, 50 lines per page, 20 pages including graphs. August 31, 1998
- d) Deadline of Final manuscript; September 20, 1998

To: Executive Committee of INCO-PORTS/IAME Yokohama Conference 1998

Hiroshima National College of Maritime Technology  
4272-1 Higashino-cho Toyota-gun  
Hiroshima 725-0200 JAPAN  
Fax: 81-8466-73009

Observing the above key dates and forum topics, abstract should emphasize the significance of the results and/or the originality. Abstract must include the paper title, all author's and coauthors' names, affiliation, full address, fax number, e-mail number of the corresponding author.

A number of Key contributors should be invited freely to the Conference with tour fees.

Sessions should be divided into 6 groups according to thema and 3 separate halls.

### 3. Paper Review and Publications

All papers will be rigorously reviewed prior to acceptance, and the accepted papers will be included in the Conference proceedings, which will be available at the Conference and for worldwide distribution. INCOPORTS will issue the report to the Japanese government and International Association of Ports and Harbors, which introduces these results and findings with abstracts of authors and points of discussion with original studies by INCOPORTS.

### 4. Social Event

November 9 Monday, evening reception and November 10 Tuesday, Port Cruising Tour.

Cooperating Organizations and Supporting Associations are: International Cooperating Port Study Group of Japan, China and Korea (INCOPORTS), International Association of Maritime Economists (IAME), International Association of Ports and Harbors, Japan Ports and Harbors Association, Japanese Overseas Ports Cooperation Association, and Overseas Coastal Area Development Institute of Japan.

For further information, please contact:

Executive Committee of INCO-PORTS/IAME Yokohama Conference 1998  
Hiroshima National College of Maritime Technology  
4272-1 Higashino-cho, Toyota-gun,  
Hiroshima 725-0207 JAPAN

Fax: 81-8466-73009  
 Chairman of Executive Committee:  
 Hideo Yamada  
 Secretary General: Fujio Chisuwa  
 Tel 81-8466-73121  
 Fax 81-8466-73009

## 1st Int'l Stowage Congress At Gran Canaria in May

**D**ELEGATES from European countries, United States, Canada, Africa, Asia, Central America, and South Africa will debate the present and future of this important economic activity in the world at the First International Stowage Congress at Las Palmas de Gran Canaria, May 4 to 7, 1998.

The Congress will analyze, among other aspects, the stowage organization models in different countries, labour and formation, technology and exploitation of maritime terminals, normalize, and stowage quality and security.

It waits the assistance of more than 500 representatives and delegates from various Public Administrations, managers, trade unions and sector professionals during the four days of Congress.

For further information, please contact ALATEC HASKONING, P de la Virgen del Puerto, 5-1, 28005 Madrid, Spain.

Tel: (1) 336 59 59  
 Fax: (1) 336 34 82

## IMO Committee Tackles Ballast Water Problem

**T**HE Committee discussed measures to deal with the problem of harmful aquatic organisms transported in ballast water and approved a draft Assembly resolution on guidelines for the control and management of ships' ballast water to minimize the transfer of harmful aquatic organisms and pathogens, for submission to the 20th Assembly for adoption.

There has been increased awareness in recent years of the environmental damage caused by the introduction of unwanted aquatic organisms in ballast water, which is used to stabilize vessels at sea. Examples of introductions of non-indigenous organisms in new loca-

tions include the introduction of the European zebra mussel (*Dreissena polymorpha*) into the North American Great Lakes, resulting in expenses of billions of dollars for pollution control and cleaning of fouled underwater structures and water pipes, and the introduction of the American comb jelly (*Mnemiopsis leidyi*) into the Black and Azov Seas, causing the near extinction of the anchovy and sprat fisheries.

Human health has also been badly affected, with the transportation of the bacterium *Vibrio cholera* (cholera) to Latin American coastal water, probably through discharges of ballast water from Asia, and the introduction of the South-East Asian dinoflagellates of the genera *Gymnodinium* and *Alexandrium* which cause paralytic shellfish poisoning to Australian waters.

The draft guidelines, which have been drawn up by a working group on ballast water, are aimed at minimizing the risks of introducing harmful aquatic organisms and pathogens while maintaining ship safety. Some States have already introduced mandatory management of ballast water to prevent the introduction of exotic species.

Guidelines for Preventing the Introduction of Unwanted Aquatic Organisms and Pathogens from Ships' Ballast Water and Sediment Discharges were adopted by the Committee in 1991 and subsequently as Assembly resolution A.774(18), but the revised version incorporates further recommendations on tackling the problem, including how to lessen the chances of taking on board harmful organisms along with ballast water.

The recommendations include informing local agents and/or ships of areas and situations where uptake of ballast water should be minimized, such as areas with known populations of harmful pathogens or areas near to sewage outlets. Ships should operate precautionary practices, through avoiding loading ballast water in very shallow water or in areas where propellers may stir up sediment. Unnecessary discharge of ballast water should also be avoided.

Procedures for dealing with ballast water include exchange of ballast water at sea and discharge to reception facilities, while the Guidelines note that, in the future, treatment using heat or ultraviolet light could become acceptable to port States.

IMO's Maritime Safety Committee (MSC) and the Committee have already approved guidance on safety aspects relating to the exchange of ballast

water at sea, which outlines procedures for exchanging ballast water and points out safety issues which need to be considered, such as avoidance of over- and under-pressurization of ballast tanks and the need to be aware of weather conditions.

The Committee approved a programme of work for the ballast water working group which includes developing draft regulations on ballast water management to be adopted as an annex to MARPOL at a Conference of Parties to the International Convention for the Prevention of Pollution from Ships, 1973, as modified by the Protocol of 1978 (MARPOL 73/78), the main international convention dealing with the prevention of pollution from ships. The Conference is scheduled to be held in the year 2000.

## New Publications

### Review of Maritime Transport 1997

**B**Y the United Nations Conference on Trade and Development (UNCTAD). UNCTAD/RMT (97)/1. (Geneva and New York: United Nations, 1997). 133 pages. Tables. Graphs. Boxes. Appendices.

Order from: United Nations Sales Section in New York, Room DC2-0853, United Nations Secretariat, New York, NY 10017. Far: (212) 963-3489. E-Mail: publications@un.org. Price US\$50+\$12 (postage and handling). Credit card orders accepted. Pre-payment required.

The *Review of Maritime Transport* has been published annually by UNCTAD since 1968 as a guide to major developments in world maritime transport.

It provides comprehensive data on all aspects of shipping services, including present and forecasted future sea trade and merchant fleet development.

Statistical highlights from the 1997 Review:

- World seaborne trade reached a record high 4.76 billion tons in 1996, but annual growth slowed to 2.3%, the lowest since 1987 and well below the average 3.3% for the period of 1987-95.

- World Seaborne Trade is forecast to grow by 3.9% annually, reaching 5.67 billion tons by the year 2006.
- Projected average annual growth rates through the year 2006 are 6.6% for containerized and other general cargo (to 1.64 billion tons), 4.9% for dry bulks (to 1.95 billion tons), and 1.6% for oil tanker cargo (to 2.08 billion tons).
- The world merchant fleet expanded to 758.2 million dwt at the end of 1996, a 3.2% increase over 1995. Container and general cargo vessels will expand by an average 5.6% annually to 230.9 million dwt by 2006.

The *Review* also extensively analyzes freight markets and vessel productivity, and provides up-to-date information on port development, technology, and multi-modal transport.

With respect to ports, the narrative focuses specifically on container traffic, institutional restructuring (including privatization), terminal security, and productivity standards.

A special feature of the 1997 edition is a review of maritime developments in "small island developing countries."

(AAPA Advisory)

## Terminal Security

ONE of a series of loss prevention guides produced by the TT Club as part of its Stoploss initiative.

For further information about the TT Club, please contact: Through Transport, Mutual Services (UK) Ltd., Holland House, 1-4 Bury Street, London EC3A 5AE.

Tel: 0171 204 2626

Fax: 0171 204 2727

IDC +44

## Maritime Guide 1998

EIGHT sections including information on: Ports and Harbours, Dry docks (lift capacities/dimensions), Call signs Shipbuilders (including a list of vessels they have built with further vessel information), Shipbreakers, Gazetteer, Telegraphic Addresses, Pontoons, Linkspans and Docking Installations classed with Lloyd's Register.

£185 including postage and packing.

Lloyd's Register of Shipping

100 Leadenhall Street  
London  
EC3A 3BP  
Telephone 0171-709 9166  
Fax 0171-488 4796

## Containerisation International Yearbook 1998

"AS the container liner shipping industry entered 1998, it had much to ponder – not least, which companies would survive in their present form to the end of the year... It is becoming clear that alliances cannot deliver the cost savings that had been predicted by their participants... To achieve the level of economies that will impact their bottom lines positively, carriers are having to venture beyond rationalisations proposed in the alliances, and merge or acquire other companies."

The 1998 edition of *Containerisation International Yearbook*, published this month (January), opens with a series of overviews of different aspects of the container industry. In her foreword, editorial director Jane RC Boyes discusses trends in the liner activity sector, citing examples of Neptune Orient Lines' purchase of American President Lines, and CP Ships' recent acquisition of Lykes Lines and Contship Containerlines as the latest way to achieve satisfactory economies, and referring to P&O Nedlloyd's own report of predicted annualized savings of US\$200 million for 1997.

"However, alliances are far from dead... Some carriers may have switched camps, but few have decided they can survive outside an alliance... Most freight rates are lower absolutely, not just in real terms, than they were 10 years ago". The anticipated increase in capacity "has encouraged lines to slash rates in an effort to buy market share in advance of the additional slots coming on stream".

Analysis of the *Yearbook's* latest containership register shows that there were 6.8% fewer slots on order at November 1, 1997 than 12 months previously, but over half of these slots will be delivered in 1998, and nearly 48% of the total 996,710 TEU for delivery through to 2001 are for vessels of 3,000 TEU or more, indicating that capacity pressure on pricing will continue in 1998.

More efficient equipment utilisation, brought about through carrier alliances,

together with a shift towards outright purchase of containers, has put increasing pressure on box hire rates, according to the *Yearbook's* latest review of the leasing business. Most companies were more optimistic about 1998, although leasing rates have still to improve.

Chinese box manufacturers took advantage of the delayed introduction of minimum prices by their Government in 1997 to attract new orders, and many carriers brought forward their container purchase options slated for 1998 and beyond. Consequently, production of dry freight units in China soared to 780,000 TEU in 1997, while other regions built an all-time low of only 300,000 TEU standard boxes. In the *Yearbook's* overview of container manufacturing the outlook for 1998 is described as bleak.

A standard feature for past 23 editions, the *Containerisation International Yearbook's* unique "World Container Port Traffic League" records new heights in container handling over marine terminals for the 1996. Its aggregated total of more than 147 million TEU in box traffic through ports worldwide for that year indicates an annual growth rate of 10%. The continuing development and growth of regional hub ports such as Puerto Manzanillo and Gioia Tauro is highlighted in this latest edition.

The reference sections which follow the above-mentioned series of industry overviews include a new innovation for 1998. The *Yearbook's* directory of "Container Industry Websites" lists Internet addresses for around 500 companies and other container/intermodal organisations, arranged by industry sector.

The annually updated reference sections include details of facilities at 830 ports and terminals worldwide, together with annual container traffic figures and regular lines. The "All-Water Carriers" section of more than 770 deepsea and shortsea carriers, alliances and consortia gives full details of ports of call, vessels and boxes operated. Also included is a quick-reference list of the lines which operate on each trade route.

The latest "Register of Container-Carrying Vessels" details 6,500 lo-lo and ro-ro containerships and 550 vessels on order, and is followed by sections on shipmanagers and the vessels under their control, and shipbrokers.

Other updated sections cover container leasing, repair and second-hand sales, tank container operations, freight

forwarding and road haulage, as well as manufacturers of containers (with annual output figures), intermodal swapbodies and sources of a wide range of container components, handling equipment and computer software.

*Containerisation International Yearbook 1998* is published by Emap Freight and is available now from: Readerlink Subscription Services, Audit House, 260 Field End Road, Ruislip, Middlesex HA4 9LT, UK.

Tel: +44 (0) 181 956-3015.

Fax: +44 (0) 181 956-3023

Prices: UK £215; Europe £150/US\$396; USA/Canada US\$435; rest of the world £275/US\$435

### Forest Products Shipping: Looking to the Upturn?

*By Drewry Shipping Consultants Ltd. £415 including postage.*

*Publication Dept., Drewry Shipping Consultants Ltd., Drewry House, Meridian Gate – South Quay, 213 Marsh Wall, London E14 9FJ, England.*

*Tel: 0171 538 0191*

*Fax: 0171 987 9396*

**T**he Forces for Growth The global market for forest products has expanded considerably since the mid 1980s to the extent that demand growth in some sectors even appears to overcome economic reversals. The growth of forest products trade (from 125-130 million tonnes/year in the mid 1980s to around 150-155 million tonnes/year at the start of the nineties and some 170-175 million tonnes/year at present) has been driven by two principal forces – construction activity and demand for paper products, both of which are highly sensitive economic indicators. These in turn gain their impetus from population growth, improving living standards and higher literacy levels. The last twenty years has also seen the industry undergoing a gradual process of modernisation as the diversified operations of the seventies have been forced by shareholder pressure to sell-off underperforming units, seek partners, accept bankruptcy or simply become more market oriented.

**Business Flows Downstream While Cargo Values Rise** In the past, forest products trades have focused on the relatively low value end of the spectrum – but this is steadily changing. These changes have impacted on the nature of forest products companies,

resulting in the divesting of peripheral interests and focus on adding more value at source. So, instead of logs, the cargoes are increasingly sawn woods, panels and boards; instead of pulp-woods, they are pulp or paper. In fact the high value and extreme price volatility of market pulp makes it a crucial sector. Not only has it come to be seen as a 'commodity' in its own right, but 1997 has seen the introduction of pulp futures! The high cargo values – by bulk/breakbulk standards at least – make service quality and reliability particularly high priorities for shippers. Consequently, nil or minimum damage 'cargo care' is a key factor in an increasingly competitive market which utilises almost all dry cargo ship types – including open hatch bulk carriers, woodchip carriers, box hold and conventional cargoeships, containerships, Ro-Ro, Sto-Ro, pallet carriers, conventional bulk/lumber carriers, log/bulk carriers and log carriers.

#### The Impetus for Port Development

It is not only the fleet which faces the challenge of cargo care. The ports themselves need to address the crucial logistics question: does the cargo get moved to a central consolidation point or does the vessel come to load/discharge at individual mill facilities? Increasingly their response has been to develop innovative cargo handling systems. These enable some ports to become logistical hubs where a wide mix of cargoes are drawn in due to the presence of specialist agents' sites within the port – an operation analogous with that of a supermarket, where the truck takes the role of the supermarket trolley. This adds significantly to the port's portion of services – adding a new 'Unique Selling Proposition', attracting shipping lines on a 'must call' basis and enticing other subsidiary products to the port to take advantage of the distribution facilities there.

The combined effect of all these factors is encouraging a more innovative, dynamic outlook in all areas of the trade – and this, in turn, has implications for new port investment. The medium term outlook, therefore, is optimistic but also highly competitive.

This Report details all the key elements for success in this dynamic trade – such as the nature of competition and an analysis of port infrastructure and new investment in port facilities. It is, therefore, of vital importance to anyone hoping to benefit from the anticipated upturn in this mature but changing market.

### Cement Shipping – Opportunities in a Complex and Volatile Market

*By Drewry Shipping Consultants Ltd. £235 including postage.*

*Publication Dept., Drewry Shipping Consultants Ltd., Drewry House, Meridian Gate – South Quay, 213 Marsh Wall, London E14 9FJ, England.*

*Tel: 0171 538 0191*

*Fax: 0171 987 9396*

**C**EMENT – which generates annual seaborne traffic of the order of 50 million tonnes – is virtually unique among internationally traded commodities in that, wherever it is produced, it is almost certainly of a known consistent standard. As a result, more or less any supplier could supply more or less any market – provided (given the relatively low value of this abundant material) the shipping cost is competitive. This is likely to hold true whether the cement is shipped in finished form or as the intermediate product, clinker.

Cement shipping is complex because there are two cement fleets – the specialist fleet and conventional ships that happen to carry cement or clinker. For the former, cement business is imperative; for the latter it is an opportunity. What is evident is that the specialist fleet is insufficient to meet total traffic needs.

Cement is an environmentally-sensitive cargo so the shipping logistics cannot be devolved from the demands of ports. Does the port invest and so open itself to lower cost conventional ships or does it leave its users reliant on the costlier specialist ships?

*Cement Shipping – Opportunities in a Complex and Volatile Market* examines the nature of the specialist fleet and evolving shipboard and port handling systems as well as the role of floating terminals. The Briefing Report also examines the environmental issues that will shape future shipping and trade developments as well as the main requirements and hazards of cement as a cargo.

Cement trading is complex and volatile because sizeable chunks of demand relate to "epic projects" while other business can be transient. There is only one consistent large deficit market – the USA – but even here import patterns can be inconsistent based on regional needs as cement is seldom moved any great distance overland. Furthermore, there is a deficiency/capacity build "cycle" evident in many parts of the world that has seen major importers turn into major exporters



within very short time periods.

*Cement Shipping – Opportunities in a Complex and Volatile Market* provides a detailed regional overview of current traffic pictures and prospects.

International cement trading is also complex because it is not solely a function of "conventional" supply/demand criteria. Sizeable proportions of the world's cement making capacity are

owned or controlled by the cement "majors". This sees supply contracts being met by different sources (under the major's umbrella) as circumstances in other markets change and imports being taken in by producing countries in order that "majors" or other traders can maintain domestic market share.

Opportunistic shipping openings are inevitable in such circumstances.

ciaries of dredging projects are manufacturers and consumers that sell to and purchase goods from the rest of the world. The U.S. won't be able to handle the expected tripling of trade by the year 2020 without access to adequately dredged channels."

The U.S. depends on deep-draft harbors to be competitive in international trade and to keep the price of imported goods as inexpensive as possible. Many of the United States' export products, which compete internationally at very narrow margins, rely on deep-draft ports to achieve economies of scale in terms of transportation costs. Such export products include coal, grains, and fertilizers. The cost of imported goods is also extremely sensitive to transportation costs and benefit from well constructed deep-draft harbors. For example, the nation's number one import, oil, relies on deep-water ports for safe and efficient water transportation.

Public ports generate significant local and regional economic growth, including job creation. In 1994 the port industry, port users and capital expenditures generated: 16 million jobs nationwide (1 in 7); \$154 billion in federal taxes; \$515 billion in income; \$56 billion in state and local taxes; \$1.6 trillion in sales; and \$783 billion to the GDP.

## The Americas

### Budget Requests Found Short of Requirements

THE Administration's budget requests announced on February 2 for the U.S. Army Corps of Engineers' Civil Works projects fall far short of the monies needed to complete critical deep-draft navigation improvement projects. Decades-long delays in infrastructure improvements have the potential for tremendous loss of economic benefits and job creation throughout our nation's economy which is increasingly dependent on global trade.

"Without adequate appropriations and investment, our waterways and the greater transportation system will not be able to meet the needs of importers and exporters today or tomorrow," said American Association of Port Authorities President Kurt J. Nagle. "The cost for projects to deepen our nation's navigation channels is shared by the federal government and local ports. It takes decades to plan and build each project. Without certain long-term funding for dredging projects, years of planning and investment are wasted," he said.

The Administration's Fiscal Year 1999 (FY 99) budget request of \$3.215 billion for the U.S. Army Corps of Engineers (Corps) Civil Works program represents a 21 percent cut from FY 98 appropriated levels. The proposal represents only 70 percent of the funds needed to keep ongoing projects on schedule and to provide for necessary new starts, which would require \$4.6 billion.

The Construction-General account received the largest reduction, 47 percent, to \$784 million from \$1.47 billion in FY 98 appropriations. The proposal represents only 43 percent of the necessary funding requirement, which would be

\$1.82 billion. The request seeks eight new starts totaling \$16.1 million, none of which are navigation projects. Only 2 of the 54 congressional add-ons from FY 98 are recommended for further funding: Marmet Lock, WV and Kill Van Kull, NY.

The budget requests approximately \$40 million in construction funding for deep-draft harbor improvements, an 88 percent cut from the level necessary to keep critical projects on schedule, which is approximately \$328 million. This level also represents a significant reduction over historic levels, which have averaged approximately \$140 million in 1998 dollars. The funding level is less than half of what the Administration sought for deep-draft harbor construction in FY 98; it is less than one-third of what Congress appropriated in FY 98; and it is nearly one-tenth of what is needed to fund ongoing and authorized new projects.

Under the Administration's proposed budget, a number of ongoing projects would not receive enough funding next year to maintain contractual obligations, thus forcing work to come to a halt and increasing project costs by having contractors demobilize their equipment.

"Funding for waterways must be set at a level appropriate for our growing infrastructure," Mr. Nagle added. "The Administration's budget proposal will force construction projects to be stretched out, adding to their cost while delaying their benefits. The real benefi-

### GPA Projects Another Record-breaking Year

CARGO handled via Georgia Ports Authority facilities statewide during the first half of fiscal year 1998 (July – December 1997) surged ahead 9.5% to 5,792,102 tons, an increase of 504,721 tons over the corresponding six month period one year ago. Current projections indicate that FY'98 tonnage totals will exceed last year's record-setting mark of 10,810,904 tons.

Container traffic at the Port of Savannah continued to show impressive gains. Twenty-foot-equivalent units (TEU's) handled through the terminal totaled 373,170 while container tonnage reached 2,880,352 tons during the first half of FY98, representing increases of 11.4% and 12.8%, respectively. Although general cargo tonnage decreased 1.8%, the total of 1,663,594 tons was only 30,283 tons behind the record setting pace established last year.

Bulk tonnage moving through the Georgia ports Authority's deepwater ports and inland barge terminals totaled 1,248,156 tons, up 209,109 tons, or 20.1% over the first six month period in FY97.

Automobile movements via the ports of Savannah and Brunswick continued to enjoy significant growth during the first half of FY98 with a total of 85,326 units handled. The Port of Savannah's auto count was 1,787 while the Port of

Brunswick recorded 83,539 units. The number of vehicles transiting the Colonel's Island Terminal increased 28,246 units or 51.1% as compared to the previous six month fiscal-year-to-date period.

Georgia's ports also experienced growth in vessel traffic during the period. A total of 1,171 vessels called Georgia Ports Authority facilities in Savannah and Brunswick during July - December 1997, an increase of 8.5%.

## Georgia Ports Authority Facilities Six Month Results

	FY '98	FY '97	Difference	% Change
Container Tonnage	2,880,352	2,554,457	325,895	+12.8%
General Cargo Tonnage	1,663,594	1,693,877	-30,283	- 1.8%
Bulk Tonnage	1,248,156	1,039,047	209,109	+20.1%
Total Tonnage	5,792,102	5,287,381	504,721	+ 9.5%
TEUs	373,170	335,055	38,115	+11.4%
Vessel Count	1,171	1,079	92	+ 8.5%
Auto Units	85,326	55,293	28,246	+51.1%

"We are pleased by the results of our first six months of activity during fiscal year 1998 and we anticipate further improvement to the end of the year," stated GPA Executive Director Doug J. Marchand. "The tonnage records achieved during the past several years

did not happen by accident. As a customer-driven organization, we have continued to upgrade facilities, advance international trade development efforts and implement technological enhancements to meet the diverse and changing needs of our customers."

call at Long Beach's deep-water berths.

In addition to containers, other commodities also registered increases during 1997. Last year, the port handled a total for 104,740,787 metric revenue tons (MRTs) of cargo, a 5.4% increase over the 99,386,474 MRTs handled during 1996. Containerized cargoes represented the bulk of this tonnage with 67,775,111 MRTs - a 12% increase. Steel products posted a 104% jump to 901,538 MRTs, while breakbulk product shipments increased 16.3% to 814,453 MRTs. Automobile tonnage rose 11.3% and lumber increased 25.6%.

Some 26.4 million tons of petroleum and liquid bulk products were shipped during 1997, a drop of 7.6%. Dry bulk products totaled 8.2 million tons of cargo, a decrease of 3.3%.

Commenting on last year's performance, Don Wylie, the port's director of the Trade and Maritime Services Division, said, "The robust growth in exports that we experienced in 1995 and early 1996 began to slow about 18 months ago when the dollar gained strength against the yen. We can expect exports to continue to remain flat or even decline in 1998 due to the economic problems now facing other parts of Asia." Wylie emphasized however that any decline in exports should be more than offset by an increase in imports.

Steinke projected another strong year in 1998. "We're projecting a 5% to 8% increase in our container movements this year," he said.

## Long Beach: Record Container Traffic in 1997

**T**HE Port of Long Beach set another record in 1997 by moving 3,504,603 TEUs across its piers. The 1997 figure reflects a 14.3% jump from 3,067,334 TEUs moved in 1996. Since 1990, the port's container traffic has grown by an average of 14% every year. Long Beach retains its title as the busiest container port in the United States, and is the only U.S. port to move more than 3 million container units during one year.

Loaded import containers numbered 1,806,788 TEUs, up 16.7%, while loaded export boxes rose 2.4% to 1,107,324 TEUs. Empty container units increased nearly 35% to 590,491 TEUs.

"The record number of containers reflects the strength of the U.S. economy and continuing consumer confidence," said Richard D. Steinke, executive director of the port. "Situated in the nation's second largest consumer mar-

ketplace, the port serves the needs of 17 million Southern Californians and U.S. residents in cities from coast to coast. Overseas manufacturers recognize the region as a major distribution point for their products and choose the port as a critical destination for their shipments."

To satisfy these demands, shipping lines deploy their newest, largest and fastest container vessels to Long Beach, Steinke said. Ships too large to transit the Panama Canal regularly call at the Port of Long Beach to take advantage of the extensive intermodal networks in Southern California. Approximately 50% of all inbound containers are moved by intercontinental railroads to their final destinations in the Midwest, East Coast and Gulf Coast regions.

Five of the port's eight container terminals have on-dock rail facilities to handle these intermodal cargoes, and 27 of the port's 44 container cranes are post-Panamax size. These large cranes are able to handle the mega-ships that

## Agreement on Long Beach Naval Complex Issues

**T**HE Port of Long Beach has reached agreement with the United States Navy and historic preservation groups to pay \$4.5 million to a mitigation fund in the event that former Long Beach Naval Station buildings are demolished to make way for a containerized cargo terminal. In addition, Long Beach Heritage has withdrawn its lawsuit challenging the port's environmental assessment for the property and has agreed to refrain from filing additional lawsuits. Long Beach Heritage also has agreed to abide by the ultimate reuse decision for the Naval Station and the adjacent Shipyard.

The memorandum of agreement, which was signed by the port, Long

Beach Heritage, the U.S. Navy and several other state and national historic preservation groups, will provide preservation funds if 11 World War II-era buildings and five other structures at the station are demolished. The agreement stipulates that the funds will be used for "the express purpose of fostering and supporting the identification, evaluation, preservation, rehabilitation, restoration and interpretation of historical resources" within the City of Long Beach.

The fund will be administered by a newly established Long Beach Navy Memorial Heritage Foundation consisting of representatives from Long Beach Heritage, the Historical Society of Long Beach, the Willmore Heritage Association and the City of Long Beach Cultural Heritage Commission.

The \$4.5 million payment will be conveyed to the preservation fund only if the Navy permits the port to develop a terminal for containerized cargo on the 130-acre Naval Station. If the Navy selects one of two alternative uses for the site, which do not require demolition of all of the buildings, no mitigation fund will be established.

"I am pleased that we have reached an agreement on mitigation measures and have settled the lawsuit with Long Beach Heritage," said Long Beach Harbor Commission President Carmen O. Perez. "Now that we have put this issue behind us, we can move forward with the reuse process."

Dr. Geraldine Knatz, Director of Planning for the Port of Long Beach who participated in the negotiations, said the \$4.5 million mitigation fund provided by the port is the first such fund established for historic preservation.

Nevertheless, the fund is not unlike other mitigation measures taken by the port for other developments, Knatz said. For instance, the Port of Long Beach was the first seaport in the nation to participate in off-site restoration of coastal wetlands to mitigate harbor development, she said.

In reference to the settlement, Peter Devereaux, vice president of Long Beach Heritage, said, "Although we still would like the naval station site to be used for purposes other than a container terminal, I think we can agree to disagree without getting involved in further litigation. We initially challenged the port's environmental assessment of its reuse plan, but we are satisfied that subsequent environmental studies have been more complete and have adequately looked at alternatives for the

site."

Nancy Latimer, a member of Long Beach Heritage, said the mitigation offer agreed to contains the same dollar amount for mitigation that preservationists rejected a year ago. "Long Beach Heritage did not agree to the previous offer because we believed a reuse study was needed before compensation for destroying the historic district could be addressed," she said.

A reuse study, which was prepared by an independent consultant chosen mutually by the preservationists, the Navy and the port, was completed in November, 1997. It identified two alternative uses for the Naval site.

Under one alternative, an auto terminal and museum would be built on the station site, and most of the buildings would be preserved. In a second alternative, police, fire and harbor administrators would share the historic structures with a museum. Both alternatives provide lesser acreage for cargo containers, and both contain a ship repair facility and other uses.

A number of other mitigation measures will be implemented by the port regardless of which alternative is selected. The port has agreed to prepare a curation plan for the preservation of architectural drawings from the buildings and to preserve the drawings in the Architectural Drawings Collection at the University of California, Santa Barbara. The port also will prepare a catalog of historical photographs relating to the buildings and will preserve the photos in the Special Collections at California State University, Long Beach.

In addition, a professional quality exhibit, including a three dimensional model, will be developed to show the history of the Historic District within the Naval Station, and a professional quality video will be produced to document the significance of each building. The video will be distributed to local libraries and interested organizations.

The port has agreed to salvage significant architectural elements that can be saved from the historic district. Finally, the port and historic preservationists have agreed to meet and discuss a possible open house at the station, if feasible.

The parties signing the agreement included the U.S. Navy, Port of Long Beach, Long Beach Heritage, Historical Society of Long Beach, Willmore City Heritage Association, National Trust for Historic Preservation, the State Historic Preservation Officer, and the Advisory Council on Historic Preservation. The

agreement completes the consultation process required by the National Historic Preservation Act. Without the agreement, redevelopment of the Naval Station could have been delayed by many years.

The Navy is expected to make a decision in May regarding the proposed transfer of the land to the City of Long Beach and the suggested reuse of the land.

Although the preservationists have withdrawn from the naval station litigation, the port will continue its challenge of the Superior Court's 1997 ruling that the port was precommitted to the project before completing its environmental review. Two cities located north of the port - Vernon and Compton - continue to challenge the initial environmental impact report. The California Court of Appeal is expected to hear the case this spring.

## **CY 1997: Charleston Moves Up to Number Four**

**W**ITH yet another record year of total container tonnage and TEUs moving across its docks, the Port of Charleston recently passed Seattle to become the fourth largest container port in the country.

For calendar year 1997, Charleston handled an impressive 1,217,544 TEUs, that's 139,544 more than the 1996 totals, and a clear example of the port's 40-plus gross container moves per hour efficiency rate. The Port of Charleston's total general tonnage increased as well, from 9.4 million tons in 1996, to 10,058,428 tons in 1997, a seven percent increase of more than 600,000 tons. While production records are broken consecutively every year, market share and overall port rankings continue to grow as well. Not only did the Port of Charleston overtake Seattle, Wash. but earlier in the year passed Oakland, Calif.

"There has been a lot of talk recently, speculation and guessing, over which ports will become the megaports of the future," said L. Duane Grantham, executive vice president and chief operating officer for the Port of Charleston. "My answer is that those decisions are already being made. Charleston already is emerging as the East Coast megaport. All this talk about the future ignores what is going on right now."

Grantham went on to say the increas-

es are primarily the result of unique productivity enhancing advantages that Charleston is able to offer container carriers. "The carriers know their business. Sixteen of the top 20 container carriers serving the U.S. prefer Charleston and make sure their ships call here, especially the ones involved in the most competitive trade lanes. We are offering a higher level of service and that is not going to change. It is only going to improve in the future," Grantham said.

Export tonnage at the Port of Charleston has generally exceeded

imports while both have exponentially increased at a consistent pace over the years. The 1997 calendar year is no exception with growth exceeding last year's figures significantly. Tonnage figures for Charleston's 1997 container cargo imports rose to 3,853,228 tons from 3,241,642 in 1996, an 18 percent increase from last year's figures. Export container cargo activity also increased substantially from 5,411,803 tons in 1996 to 6,205,200 in 1997, up 14 percent from the 1996 total. (Port News)

this growth was container traffic which rose by 10.4% in tonnage terms. Here the preliminary figure is 3,337,000 TEUs.

Bulk cargo turnover also grew strongly to close 1997 7.6% higher. Grab cargoes rose by an impressive 19.8%.

### Main port function strengthened

The growth of container traffic with other European countries was particularly noticeable – a sign that the Port of Hamburg's distribution function is becoming increasingly significant. European traffic rose by 15% overall to over 1 m TEUs and account for nearly a third of total container turnover. The highest growth rates were recorded by feeder traffic to and from Finnish and Swedish ports. With a 17% increase in turnover Finland became Hamburg's third most important trading partner in 1997 and Sweden's turnover was up 15% to take fifth place. The biggest increases in Finnish traffic, where turnover has trebled in the past five years, are accounted for by transit cargoes passing through Finnish ports en route to Russia. There was also strong growth in maritime container traffic with Mediterranean and Eastern European ports. Maritime container traffic with Poland rose by 62%, direct traffic with St Petersburg by 123% and traffic with the Baltic States by 36%.

Despite the economic and currency crises that have hit Asia, the continent still accounted for 1.67 m TEUs of container turnover in the Port of Hamburg. So although the growth of turnover slowed down somewhat to 7%, Asia is still Hamburg's most important continent, accounting for around half of

## Africa/Europe

### 1990-'97 Container Traffic Growth at Le Havre

**T**HE port of Antwerp and Assiport have published container traffic growth tables of the ports of the Hamburg-Le Havre range from 1990 to 1997 with erroneous figures concerning the port of Le Havre.

With 1,185,000 TEU in 1997 instead of 1,100,000 TEU, the growth for Le Havre from 1990 to 1997 is actually 38.1% and not 28.2% as mentioned in documents distributed by some other Europe Port.

Besides, you will find enclosed herewith a table which shows the really positive results of the port of Le Havre compared with the other major European ports for the last five years.



### Hamburg Cargo Turnover Highest Ever Achieved

**1**997 was a record year for the Port of Hamburg. Its total cargo turnover of 76,687,000 t was the highest ever achieved. The 1997 record represented a rise of 7.8% or 5.55 m t on the 1996 figure. The driving-force behind

	Le Havre	Hamburg	Bremen/ Bremerhaven	Rotterdam	Antwerp	Zeebrugge	Total Range
Years	in TEU	in TEU	in TEU	in TEU	in TEU	in TEU	in TEU
1992	746,388	2,268,000	1,308,000	4,123,000	1,836,000	525,506	10,806,894
1994	872,939	2,726,000	1,470,000	4,539,000	2,208,000	609,600	12,425,539
1995	970,426	2,890,000	1,524,000	4,787,000	2,329,000	528,478	13,028,904
1996	1,020,000	3,054,000	1,543,000	4,936,000	2,654,000	553,000	13,760,000
1997	1,185,000	3,298,000	1,700,000	5,340,000	2,950,000	640,000	15,113,000
var97/92	58.8%	45.4%	30.0%	29.5%	60.7%	21.8%	39.8%
var97/94	35.7%	21.0%	15.6%	17.6%	33.6%	5.0%	21.6%
var97/96	16.2%	8.0%	10.2%	8.2%	11.2%	15.7%	9.8%

Source: French Ministry of Transport Ports and Harbors Bureau



## Sea Cargo Turnover in the Port Hamburg (in 1,000 tons)

('000t)	Jan.-Dec. 96	Jan.-Dec. 97	Difference %
<b>General cargo</b>	<b>37,004</b>	<b>39,947</b>	<b>+8.0</b>
Container	31,047	34,264	+10.4
Conventional	5,957	5,683	-4.6
<b>Bulk cargo</b>	<b>34,133</b>	<b>36,740</b>	<b>+7.6</b>
Suction cargo	5,784	4,609	-20.3
Grab cargo	14,286	17,119	+19.8
Liquid cargo	14,063	15,012	+6.8
<b>Total turnover</b>	<b>71,137</b>	<b>76,687</b>	<b>+7.8</b>
Container / TEU	3,054,320	3,337,000	+9.3

Hamburg's total container turnover. The Port's most important trading partner is China with some 450,000 TEUs followed by Singapore with over 400,000 TEUs.

The US dollar's spectacular rise against European currencies in the first half of 1997 brought huge increases in eastward-bound shipments to Asia. But in the second half of the year, the picture changed dramatically. The financial crises in key South and East Asian countries terminated the Tiger currencies' hitherto firm ties to the dollar with severe depreciation. The export boom in Far Eastern traffic slowed down noticeably in the autumn while, at the same time, imports from the Far East picked up.

Container traffic with America also boomed (up 17%). The developing countries of Latin America already account for a higher proportion of Hamburg's turnover than the industrialized North. The most rapid growth came in trade with the East Coast of South America (up 30%) followed by Canada and Central America. With turnover up by more than a third, Brazil joined the Port's top nine trading partners.

### Prospects

The loss of an important Far East service will be more than offset by the concentration of the world's biggest container consortium's services on Hamburg. Thus, on balance, more growth in container traffic from shipping lines may be expected. Moreover, the development of Hamburg's hinterland services will also increase the Port's drawing power for new trades.

However, the probable short-term effect of the Asian crisis will be stagnation in outgoing Far Eastern traffic. As yet, it is impossible to predict whether this will be compensated for by increased Far Eastern imports as a result of the massive depreciation of the Tiger currencies. The impact of the Asian crisis on other continents is just as impossible to predict. In other

words, there is a good deal of uncertainty about future economic developments in the leading industrialized nations and, subsequently, the short-term prospects for world trade.

In the bulk sector, coal imports are expected to carry on rising while the increase in petroleum products is also likely to continue for several months as the new refinery in Leuna is not expected to start up before the middle of this year.

### Cork Cruise Business for Regional Economy Boost

**I**N 1998 the Port of Cork's cruise liner traffic will boost the economy of Cork, Kerry and Waterford by £7.7 million and will provide 103 equivalent jobs according to a new report undertaken by Richard Moloney and Trevor Donnellan of the Input-Output Team at the Department of Economics, University College, Cork.

The findings of the report are based on a unique data set of the region, collected and compiled by the Input-Output Team and on responses to expenditure surveys of visiting cruise liner passengers and crews conducted throughout the 1997 cruise season.

The findings are based on the overall contributions to the region of Port of Cork cruise liner business for 1997, of purchases of £5.7 million worth of goods and services, of which £940,000 were in wages and salaries. The report also established that 76 full-time equivalent jobs were created in 1997.

Throughout the nineties, the Port of Cork has been to the forefront of a major drive by Irish ports to attract additional cruise liner traffic to Ireland. In 1991 the port authority, in conjunction with the Cobh and Harbor Chamber of Commerce pioneered the setting up of CorkCruise, Ireland's first cruise mar-

keting co-operative.

The membership of CorkCruise comprises of representatives of companies which service visiting cruise liners, including shipping agents, ground handling agents, coach operators and providers to individual attractions within the region such as the Cobh Heritage Centre, Blarney Woolen Mills, Jameson Heritage Center and Fota Island Golf Club. The Port of Cork Company is also a member of both Cruise Ireland, a marketing initiative founded by Irish ports, Board Fáilte and the tourism sector and of Cruise Europe, a Northern European ports' co-operative.

The Moloney/Donnellan report stated that the growth performance of Port of Cork cruise passenger visitor numbers was impressive, even in the context of the recent strong growth performance of the Irish tourist industry generally.

Cruise passenger numbers grew from 4,475 in 1990 to 17,000 cruise passengers in 1997 with a provisional estimate of over 26,000 cruise passengers for the 1998 season. This represented a sixfold increase in cruise passenger numbers since 1990 and compares favorably with the growth in overall tourist figures nationally which has seen tourist numbers double over the period 1990 to 1996. In addition, crew numbers increased from 2,300 in 1990 to 9,000 in 1997 with projected growth to 12,000 in 1998.

The report concluded that the dramatic increase in cruise visitors had been accomplished through aggressive international marketing and the successful expansion of the port cruise handling facilities (including the development of Ireland's only dedicated cruise terminal at Cobh) to meet the growing international demand for this type of vacation. The report also established that the Port of Cork had capitalised on the large growth in cruise liner business which Cruise Lines International Association (CLIA) estimated had grown by 205% between 1980 and 1995.

### The Economic Value of the Port of Cork's Cruise Liner Traffic – Executive Summary of the Report by Richard Moloney and Trevor Donnellan of the Input-Output Team at the Department of Economics, University College, Cork

1. This report, commissioned by Port of Cork Company, is an assessment of the contribution made by Port of Cork Cruise Liner Traffic to the region which it serves. For the pur-

poses of this study this area consists of the Cork/Kerry/Waterford region. The population of this area is approximately 625,000. The study relates to the activities of Port of Cork Cruise Liner Traffic in the 1997 season. The report provides:

- A description of the methods of analysis used;
- An estimation of the total contribution to the region of Port of Cork cruise liner traffic including:
  - (i) spending by cruise visitors;
  - (ii) other expenditure arising in the course of a cruise liner visit.
- An outline of the direct contribution of cruise liner traffic through the Port of Cork, including the spending of visiting passengers and crew and other expenditure arising due to cruise liner visits;
- 2. The study has been undertaken by Richard Moloney and Trevor Donnellan of the Input-Output team at the Department of Economics, University College, Cork.
- 3. The findings of the report are based on:
  - A unique data set of the region, collected and compiled by the Input-Output team;
  - Responses to expenditure surveys of visiting cruise liner passengers and crew conducted during the 1997 season;
  - Additional data supplied directly by Port of Cork.
- 4. In 1997, 17,032 cruise liner passengers and 8,990 crew visited the Port of Cork.
- 5. The overall contributions to the region of Port of Cork of cruise liner business for 1997 are:
  - Purchases of £5.7 million worth of goods and services, of which £940,000 is in wages and salaries;
  - 76 full time equivalent jobs.
- 6. The direct contribution of Port of Cork Cruise Liner visitors for 1997 are:
  - Spending by passengers, crew and on other activities related to cruise liner business totaled £3.6 million worth of locally produced goods and services.
- 7. If the spending patterns of visitors in 1998 are similar to those of 1997 visitors then the projected value of the contribution of Port of Cork Cruise Liner Traffic to the region in the 1998 season is set to reach £7.7 million worth of goods and services and 103 full time equivalent jobs

## Mauritius Freeport Authority in brief

**T**HE island of Mauritius is a successful regional business base for international trade.

Located ideally in the Indian Ocean off the coast of East Africa, it offers unlimited trade opportunities between the continents of Asia, Europe and Africa.

Through its memberships of the Common Market for Eastern and Southern African Countries (COMESA), the Southern African Development Community (SADC) and the Indian Ocean Commission (IOC), Mauritius offers ready access to a regional market of 350 million consumers and an import market valued at over US\$32 billion.

Mauritius has a population of over one million. The island is well connected globally with a comprehensive and modern telecommunications infrastructure.

A liberal market outlook and a strong democratic government have supported a modern service sector and boosted the island's per capital income as the highest in developing Africa.

Mauritius has traditionally been a trading base for its Dutch, French and British colonizers. Today the Port Louis Harbour is a modern port with five deepwater quays and a sugar bulk terminal handling an average movement of more than 400 TEUs a day.

A pro-business and outward-looking policy has led to the development of the Mauritius Freeport which derives its competitive edge from established air, sea and trade links with Southern and Eastern Africa and the Indian Ocean Island.

### Mauritius Freeport Authority

Set up in 1992, the Mauritius Freeport Authority (MFA) acts as a developer of the Freeport and is the sole authority for the management and control of the Freeport Zones.

Its main objectives are to ensure maximum operational efficiency and minimum bureaucracy to meet the market needs of international trade.

The functions and duties of the MFA include:

- Issuing licences to operate in the freeport zones;
- Allocating areas, spaces, and any other facility or structure available in the freeport zones;
- Working out agreements with third parties to provide additional or

backup services to Freeport licence holders;

- Promoting and encouraging external trade.

### Freeport Activities

Under the Freeport Act of 1992 the Freeport was established as a Duty Free zone for all goods destined for re-export and on all machinery, equipment and materials imported into the freeport zone.

The Act also covers the operations of the following activities:

- Warehousing and storage;
- Breaking bulk;
- Sorting, grading, cleaning, and mixing;
- Labelling, packing, and repacking;
- Minor processing;
- Simple assembly;
- Commission Trade;
- Marketing;
- Reshipment;
- Trade related services.

### Freeport Incentives

The Freeport legislation provides for a liberal and comprehensive package of incentives for companies looking for a cost-effective storage, assembly, and redistribution location. These include:

- A zero rate tax on the corporate profits.
- Dividends not taxable.
- Exemption from customs duties on all goods imported into the Freeport Zones.
- Reduced port handling charges for all goods destined for re-export.
- Free repatriation of profits.
- 100% foreign ownership.
- Access to offshore banking facilities.
- Possibility of selling a percentage of total turnover on local market.

### Facilities at Mauritius Freeport Existing

**Port:** At Mer Rouge, on an area of 10 acres, the Freeport already offers a warehousing capacity of 13,000 sq metres.

**Airport:** A total warehousing space of 2,500 sq metres is available at SSR International Airport for Sea/Air and Air/Air activities.

### Under construction

**Port:** 40,000 sq metres of additional warehousing facilities including cold rooms will be made available end of 1997 by private consortia on a site of 40 hectares of land located at Mer Rouge. Developed in

phases from 1996 to 2002, these freeport infrastructures will finally reach 110,000 sq metres by the year 2002. An International Merchandising Centre of 4,000 sq metres is scheduled for completion in November 1997. First of its kind in the region, the Centre will consist of a permanent exhibition hall, a wholesale centre displaying a wide range of products and other in-house facilities.

## More Industrial Space For Port of Amsterdam

**T**HE port of Amsterdam had permission to expand. On 18 February 1998, the Amsterdam City Council gave its final approval for the construction of a new dock basin, the Afrikahaven. It will be 1,900 metres long, 350 metres wide and 15.5 metres deep. Business sites totalling 375 hectares will be made available in the area around.

Activity in the Port of Amsterdam has been expanding rapidly. Goods transshipment have risen strongly over the last five years to a 1997 total of almost 57 million tons. This, and the healthy interest in the port as business location, have caused the number of available port sites, in particular those on deep water, to drop considerably. Over recent years, an average of 25 hectares annually have been leased to new companies or for the expansion of existing ones.

Following the construction of the Afrikahaven, the port will ultimately have access to sites totalling 375 hectares and 3,600 metres of quay suitable for transshipment companies, port-bound industry and distribution operations. As a result, goods transshipment capacity will increase by some 10 million tons.

Owing to its central location in Europe with good hinterland connections to Germany and central Europe and its high quality infrastructure, Amsterdam is an attractive location for European distribution and production operations. Many well-known international companies have made it their home – Nissan, Cargill, Sigma, IBM, BP/Mobil, General Electric, BFI and more. The proximity of airport Schiphol

and the lively and entertaining city with its corporate and financial importance, culture and well-educated professional population are an added bonus.

In order to meet the increasing demand for port locations in Amsterdam as soon as possible, excavation activities were initiated last year in anticipation of the definitive approval. The first companies are expected to move in as early as 1999. The new port area should be fully ready for water-bound operations by the year 2001. Total investment amounts to NLG 85 million.

## Port of Sines at Crossroads Of 2 Main Container Routes

**T**HE Port of Sines, located in Portugal, about 58 nautical miles south of Lisbon, is open to the sea, naturally deep and relatively wide.

It started operating in 1978 and is one of the few deep water European ports enabling large vessels to come alongside. Not long after it began operations it was able to handle large volumes of cargo, which earned it the status of Portugal's leading port.

The port has four terminals – oil, petrochemical, multipurpose and general cargo – as well as one fishing port and a leisure port.

The oil terminal, which is protected by the West Breakwater, one of the largest deep-sea breakwaters in the world, handles petroleum products such as

crude, whereas the petrochemical terminal handles petrochemical and refined products.

The multipurpose terminal is protected by a rocky breakwater. Basically designed for the unloading of coal, this terminal is run as a public service concession by a private operator, and has been developed so far for use as a transshipment coal terminal.

The general cargo terminal handles general cargo and has its own handling equipment, which will soon be increased by two more quays for Lo Lo and Ro Ro cargo.

The fishing port is formed by an inner basin sheltered by a rocky breakwater, which offers good protection for docking and berthing fishing boats. It has many land facilities, such as a fish market, and administrative services.

The leisure port is the only one between Lisbon and Algarve in an area where sailing and yachting is intense throughout the year. It stands at the foot of the town's cliff, next to the Vasco da Gama beach.

In spite of considerable cargo-handling capacity developed over the years, the Port of Sines Authority is continuing its investment programme to

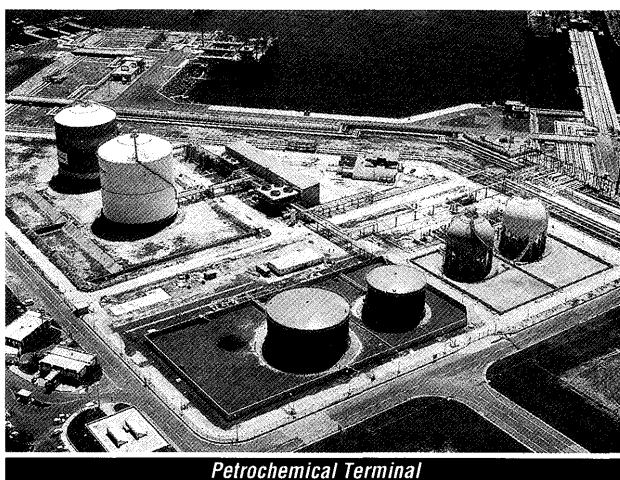
improve and expand the port's facilities.

The multipurpose terminal is being enlarged with a "finger" of 305 meters long and 76 meters wide. The finger has two quays, one for loading and unloading coal, which is very important for the transshipment project, and the other for use with general unitised, Ro Ro and Lo Lo cargo.

With this project, two goals have been achieved: the development of transshipment coal, together with – and without prejudice to – the unloading and handling cargo. Moreover, a new project is being developed within the PRO ALENTEJO, which will permit the installation of new industries in the industrial Platform of Sines and in other regions of the Spanish Extremadura and Alentejo hinterland.



*Oil Terminal*



*Petrochemical Terminal*

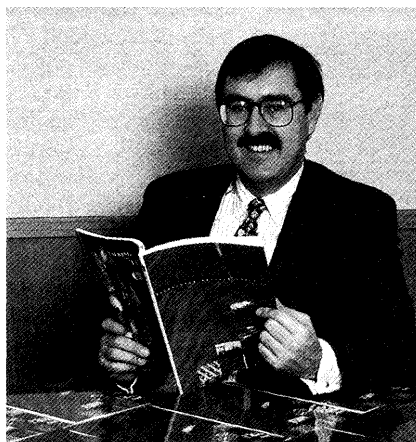
The Port of Sines has unique potential for the development as a large container terminal dedicated to new-generation containerships with a capacity above 6,000 TEUs. This potential results from the port's privileged geostrategic position at the crossroads of the two main container routes, East-West and North-South, and from the particular features of the port.

### Associated British Ports' Handbook Now Available

**A**SSOCIATED British Ports (ABP) has published its 1998 ports handbook *PORTS '98*. The 152-page guide to ABP's 23 ports around Great Britain is now available either from ABP Head Office, or from the ports themselves, which include Southampton, Hull, Grimsby & Immingham and the recently acquired Port of Ipswich.

*PORTS '98* is a comprehensive reference guide to the services and facilities available at ABP's ports, its subsidiaries and two associated companies in the container-handling business. The book features profiles of each port, port maps, listings of port service companies, waste-management facilities, and a liner-services section detailing the services operated by shipping companies between ABP ports and more than 100 countries around the world.

David Cross, ABP's General Manager – Sales, said: "We are the market leader in a highly competitive market, with commitment to providing first-class services, facilities and equipment for our customers. *PORTS '98* provides ABP customers and other readers with a guide to the advantages that we are able to offer them."



David Cross, ABP's General Manager, Sales, with the new directory.

### Port of Göteborg Named '1998 Transport Company'

**P**ORT of Göteborg AB, operator of the leading port in Scandinavia, has been appointed '1998 Transport company of the year, by a Swedish jury. The appointment is meant to highlight endeavours over the last year that have meant concrete benefits to users of a company's services.

According to the jury, "The Port of Göteborg has created flexible ways of terminal operations including continuous production schemes, resulting in a considerable increase in productivity".

Furthermore, "with a keen ear to customer demands, the Port has taken its responsibility as the central Nordic port for direct liner services, resulting in the addition of several shipping lines linking Sweden closer to the rest of the world."

"We are most honoured by the distinction of our Port as the 1998 Transport company of the year," said Gunnar Nygren, managing director of the Port of Göteborg AB.

"It proves that we have chosen the right direction in our efforts. Of course, we are now prepared to work even harder to act as a smooth bridgehead for Nordic trade and industry imports and exports".

The "Transport company of the year" distinction is presented by a jury reflecting the organizations behind the award. They are the Stockholm Chamber of Commerce; "Transport & Hantering", leading Swedish logistics journal; and Stockholm Shippers, an influential association of trade and industry shipping professionals.



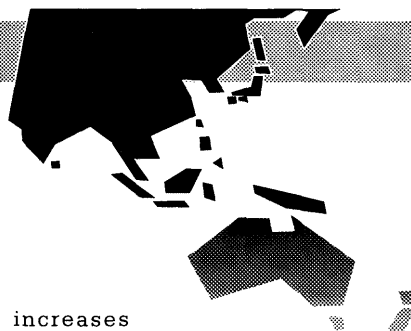
Mr Gunnar Nygren, managing director of Port of Göteborg AB, is seen here proudly holding the plaque announcing that the Port Göteborg AB is the '1998 Transport company of the year' in Sweden. The award was presented by the Stockholm Chamber of Commerce, the Transport & Hantering logistics journal, and Stockholm Shippers, a transport buyers' association, representatives of which surround Mr Nygren in the picture. (Left to right: Peter Egardt, Stockholm Chamber of Commerce, John Murray, Transport & Hantering, Mr Nygren, Anders Linder and Lars R Andersson, both on the board of Stockholm Shippers.)

### Asia/Oceania

#### Brisbane: Priority Use of Wharf 7 by Sea-Land

**I**N a major boost for trade on the Australian eastern seaboard, the Port of Brisbane Corporation and US transportation and container giant, Sea-Land have formed a business alliance, giving Sea-Land priority use to operate the Port's newly completed Wharf 7 at Fisherman Islands.

Announcing the deal, Queensland Premier Rob Borbidge said that the commitment of another company to Queensland's waterfront will mean



increases in cargoes, productivity and jobs.

The deal represents the most significant initiative by an Australian port to centralise cargo through one port. Sea-Land will be focussed on Brisbane only, rather than Sydney and Melbourne, pro-

viding PBC with the greatest opportunity to turn landbridging from theory into reality.

It is expected that a significant proportion of Sea-Land business will be facilitated via the Brisbane Multimodal Terminal.

The Port of Brisbane is the first Australian port to host more than two major container stevedores.

The venture will bring new opportunities for competition and should encourage more flexible and productive working practices.

Sea-Land will be able to operate ships up to 250 metres in length, at the new wharf. Initially, Sea-Land's primary business will be stevedoring and container handling for a variety of liner shipping clients.

Port of Brisbane Chief Executive Officer Graham Mulligan said that the business alliance reflected the Corporation's focus on new directions, whereby PBC is working much more closely with business in developing trade.

"Competition is one of the healthiest possible factors in attracting new business, and as a forward-thinking competitive corporate entity, we are delighted to welcome Sea-Land to Brisbane.

"This alliance can only benefit the Queensland economy. It provides us with tremendous opportunities to capture new trade, and position Brisbane as Australia's leading gateway port to Asia-Pacific markets," Mr Mulligan said.

Sea-Land will commence the Brisbane operation on 1 July 1998, and bring with them extensive expertise tailored to attract shipping lines looking for a seamless, fast-turnaround solution from an Australian eastern seaboard port. *(Brisbane Portrait)*

## Joint Efforts Urged for Growth in Tauranga

**L**OCAL residents will determine if Tauranga becomes a major centre in New Zealand, according to Port of Tauranga Chief Executive Jon Mayson.

Mr Mayson told attendees of a Chamber of Commerce/Export Institute of New Zealand function on 17 February that New Zealanders now recognised Tauranga as the country's second fastest growing centre. He said the days when the city was seen as little

more than a retirement centre were over.

But Mr Mayson went on to encourage business people and local government representatives to guard against complacency by becoming involved in the Tauranga Chamber of Commerce's latest initiative, the Millennium Project. The project is designed to ensure ongoing growth in the region.

"Now, more than ever, we need to nurture Tauranga for future growth. If we don't, we will lose future economic opportunities to larger centres and fail to achieve our potential as a community."

The project is aimed to combine the skills and experience of Tauranga's business people and community representatives to ensure individual businesses operate efficiently, and create economic growth. It will also pursue education and employment opportunities for residents and investigate further development of community facilities.

"Good business alone will not create a thriving community," said Mr Mayson.

"The development of community facilities, a sound environment and opportunities for our people are also key to Tauranga's future success."

The Millennium Project was launched by the Chamber of Commerce in January. The Port of Tauranga has pledged its commitment to seeing it succeed and Mr Mayson urged others to do the same.

"We have a beautiful city, glorious beaches, a temperate climate and ready access to markets within New Zealand and around the world," he said.

"By combining our hearts and minds now, we can offer a significant contribution to the District and Regional Councils' upcoming 20 year plans.

"Our input can achieve the economic and community goals which will make Tauranga a leading New Zealand centre."

## Tauranga Announces Interim Profit, Dividend

**T**HE Port of Tauranga has announced a 28% higher net profit of \$6.8 million for the six months to 31 December 1997.

A fully imputed interim dividend of 5.0 cents per share will be paid to shareholders on 26 March 1998. It compares with the previous interim dividend of 3.5 cents, followed by a final dividend of 7.5 cents paid for the full

1996/97 year.

The company's Chairman, Fraser McKenzie, said Asia's financial problems did not affect the Company's interim result, but cautioned that profit in the full year may be short of previous expected levels.

"We've had a healthy first half year, with trade volumes through the Port increasing by 3% and total revenue rising 10%.

"Our strategic plan to diversify into the container business has improved our profitability, with increased revenue per tonne partially attributable to more higher value containers going through the Port.

"We handled almost 45,000 TEUs, 28.6% more than in the previous first half, as our improved facilities at the Tauranga Terminal continue to attract more container traffic.

"Our recently installed Navis container tracking information system and the purchase of straddle carriers mean we have the facility to satisfy existing customers and attract more container business."

He says the Company is continuing to focus on its strategic objective to form partnerships with other specialised companies to provide better services to exporters and importers.

"Our joint venture, The Cargo Company, has proved successful in delivering improved on-wharf container packing services and container storage facilities.

"Our arrangement with the Eskimo Group to provide on-wharf coldstore facilities is also helping generate cost savings for exporters of chilled and frozen products and increase throughput through the Port."

Mr McKenzie noted the port experienced reductions in log numbers during January and February.

"However, we are making every effort to control costs during this period without compromising efficiency and competitiveness.

"The Asian crisis has impacted on the Port and will continue to do so. However, it did not impact on the first half, when profit actually increased by 28%. Second half earnings will be lower than budgeted, but by addressing all possible efficiencies we expect to maintain a final dividend similar to last year."

The Company's proprietorship ratio outlined in the 1997 annual report continues to be discussed by Directors. The situation in Asia and its impact on the Company's business and balance sheet remains uncertain. Having regard to this,



and our forward capital works, the matter of balance sheet restructuring will be kept under review.

## PSA Holds Inaugural Advisory Council Meeting

**T**HE International Advisory Council (IAC) of PSA Corporation Ltd (PSA) held its inaugural meeting on 24 and 25 Feb 98 at the Ritz-Carlton Hotel. The Council, comprising top executives of major container shipping lines, deliberated on current topics of interest, such as the impact of the regional currency crisis, and on shipping and trade trends. Dr Yeo Ning Hong, Chairman of PSA, chaired the 2-day meeting.

The Council was briefed on the first day by the Economic Development Board, the Trade Development Board, and the Maritime and Port Authority. These briefings provided IAC members with a comprehensive overview of how Singapore can serve as a total business and logistics hub and as a premier maritime centre for their shipping and other related activities.

During the two-day meeting, PSA informed the members of how it has moved towards offering more customised services that will provide greater value to each customer. The members raised several issues, including the importance of port safety, the use of IT to streamline operations, and the sharing of timely information. They also discussed how the shipping lines can work together with PSA to contain the cost of doing business in Singapore and to add value to port activities. PSA also highlighted the efforts it is making to customise its IT systems, and to make its IT resources available to shipping lines to help streamline back-room operations and significantly reduce cost of major customers. The meeting further discussed opportunities for partnership in overseas terminals and in logistics operations.

In addition to the formal programme, members of the IAC were also hosted to dinner by Mr Goh Chok Tong, Prime Minister, on 25 Feb, dinner by Mr Mah Bow Tan, Minister for Communications, on 24 Feb, and lunch by Mr Teo Ming Kian, Permanent Secretary, Ministry of Communications, on 24 Feb.

The objectives of the IAC are for the members to advise on issues of strategic interests, to allow PSA to learn from the members' expertise and experience and to build long-term relationships with major international shipping lines which are PSA's key customers.

The IAC members are Mr Chen Zhongbiao, President, China Ocean Shipping (Group) Company, China; Mr SooHo Cho, President, Hanjin Shipping Co Ltd, Korea; Mr John P Clancey, President/Chief Executive Officer, SeaLand Service, Inc., United States of America; Mr Masaharu Ikuta, President, Mitsui O.S.K. Lines Ltd, Japan; Mr Flemming R Jacobs, Partner, A.P. Moller, Denmark; Mr Kentaro Kawamura, President, Nippon Yusen Kaisha, Japan; Mr Lua Cheng Eng, Group President & Chief Executive Officer, Neptune Orient Lines Ltd, Singapore; Mr Soedarpo Sastrosatomo, President Director, Samudera Indonesia Group, Indonesia; and Mr Sumate Tanthuwant, Group President, Regional Container Lines Public Co Ltd, Thailand. With the exception of Mr Chen Zhongbiao, all other IAC Members are attending this inaugural meeting.

The IAC Council is expected to meet once a year in Singapore.

## S'pore Registry of Ships Hits 20 Million GT Mark

**A** new record of 20 million gross tonnes (GT) has been set by the Singapore Registry of Ships (SRS) on 15 October 1997 with the registration of "ARGO HEBE". This ship is a Very Large Crude Carrier (VLCC) owned by Argonaut Shipping (S'pore) Pte Ltd and managed by Barber Ship Management Singapore Pte Ltd.

The SRS has expanded swiftly and steadily from 15 million gross tonnes in early 1996 to 20 million tonnes in October 1997. This is a growth in tonnage of more than one-third since the formation of the Maritime and Port Authority of Singapore (MPA) in February 1996.

Mr Chen Tze Penn, Director-General of the MPA, said, "The significant increase in ship registration here is evidence of the support and high regard that the industry has for the SRS. This growth will help the MPA achieve its aim of developing Singapore into a premier Maritime Centre in conjunction with other agencies. We will continually improve our service level and maintain our competitive edge so as to bring more shipping tonnage under our flag."

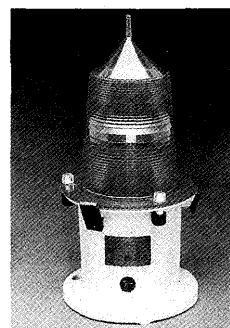
As the Singapore flag is the preferred choice of many international ship owners, Singapore's merchant fleet now ranks 10th according to the Lloyd's Register of Shipping's World Fleet Statistics. The strong popularity of the SRS is due to a confluence of many factors such as politi-

cal stability and excellent infrastructure. Added to these are financial incentives like competitive fees, exemption of profits from income tax and freedom from foreign exchange restrictions. The guiding principle of the Registry is to offer a high service level while applying recognised international standards and maintaining a clean safety record.

To commemorate the occasion and to put on record its appreciation to Argonaut Shipping, the MPA hosted a plaque-presentation ceremony cum lunch on 16 January 1998.

## Abu Dhabi: Tideland Solar Units for Channel Marking

**T**IDELAND Signal, the Surrey-based aids to navigation specialist has won two contracts to supply solar-powered equipment to Abu Dhabi, including Sola-Chan units, buoys and marine lanterns.



*The ML-155 lantern, part of a package of nav aids supplied by Tideland to mark the channel round Abyadh island.*

**T**welve Tideland Sola-Chan units, fitted with ML-155 lanterns will mark the navigational channel around the island of Abyadh and two solar-powered ML-155 lanterns, with solar panels and batteries will be installed on Tideland SB-37 Sentinel buoys

to mark the underwater pipeline leading to the desalination plant at Ras Al Khaimah.

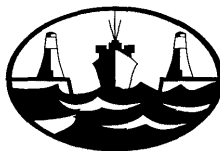
Sola-Chan units are factory pre-assembled and specially designed for fast, easy installation and reliable, low-maintenance operation in remote sites. They incorporate a pedestal-mounted marine lantern equipped with Tideland's TF-3B MicroPower flasher lampchanger and powered from a solar module charging a battery housed in an integral battery box.

The SB-37 buoy is rotationally moulded from self-coloured, UV-stabilized polyethylene with a core of closed cell foam. This lightweight construction combines strength and exceptional stability with long service life, minimal maintenance requirements and resistance to all forms of marine growth. The SB-37 buoy has a diameter of 900mm and a focal plane height of 1,945mm.

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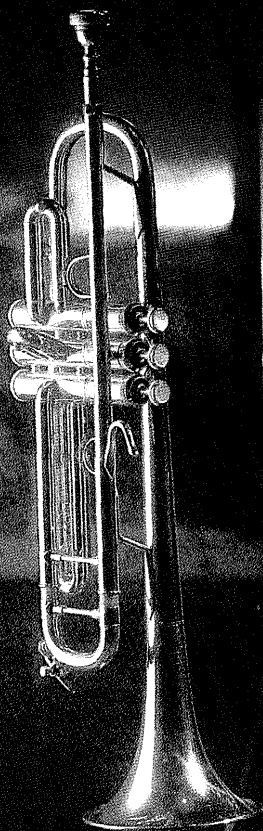
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