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EDITORIAL

The last world exhibition of the century took place in June in Lisbon and its theme was « The oceans, a heritage for the future ». The oceans have served as a major highway for the tremendous increase in international trade and port cities have become the heart of the new globalized economy. The oceans also need our protection to assure that they can continue to provide vital support for life on the planet. We were reminded how critical the oceans are to the environment by the natural phenomena of El Niño which has caused such disruption around the world this last year. Port authorities have a key role to play in protecting our oceans and also to ensure that their facilities are adapted to larger and more efficient ships.

The port authority's role continues to evolve and in some countries its existence is starting to be questioned. We believe that the control and long-term vision, which are recognized strengths of public organizations, are the main reasons for maintaining the authority. A modern port authority will undertake five basic functions: landlord -- management of infrastructure; policy making and planning -- drawing up long to medium-term policy, developing master plans, obtaining funding and supervising construction; regulatory, supervisory and surveillance -- assuring that assets are properly used, that activities are undertaken according to existing laws, rules and regulations (this includes prevention of pollution); monitoring and promotion -- monitoring traffic and technological developments, port performance and coordinate marketing strategy and promotion campaigns; and training -- developing and implementing long-term training strategies.

The July 27th issue of the AAPA Advisory had two articles which highlight the function of policy making and planning. In Los Angeles, a Memorandum of Understanding has been adopted for the development of 32.4 hectares of port land into a \$60 million marina-retail complex. This will be done through a 50-year master lease with the port authority responsible for preliminary preparation of the site. The operating company will pay the port authority a minimum escalating annual rent plus a percentage of gross receipts that exceed the minimum annual rent. In Mobile, a study and design concept will be prepared for a cruise and multi-use entertainment / retail complex. The complex will house cruise facilities, an interactive museum and learning center, restaurants, shops and other commercial establishments. Thus port authorities are actively seeking ways of developing port areas that are no longer suitable for the large vessels used in modern trade. This development generates economic growth and provides new employment opportunities in the port area.

In many developing countries port authorities are relinquishing their operating role and establishing partnerships with the private sector, often with foreign firms, to develop and rehabilitate port facilities needed for foreign trade. As well, port authorities, along with the Customs authorities, should play a key coordinating role in developing port infrastructure. Customs are a key player as they can compel importers and exporters to submit declarations electronically. The use of standard messages developed by shipping lines and terminal operators, such as the container vessel bay plan message (BAPLIE) can greatly assist terminal operators to have advance information for planning ship working. The development and use of information networks by those in the transport chain is the major challenge of transport operators in the next decade. The demands of their clients, the shippers, will force operators to provide this service if their business is to grow and prosper.

LYON SUMMIT : PARTNERS FOR DEVELOPMENT GETTING FROM HERE TO THERE

UNCTAD and the City of Lyon under the joint leadership of Dr. Rubens Ricupero, Secretary-General of UNCTAD and Mr. Raymond Barre, Mayor of Lyon and the former Prime Minister of France, are organizing an initiative called "Partners for development". It will bring together the business community, governments and non-governmental actors to conceive and launch new ways of involving the various sectors as partners with the United Nations in the development process for the mutual benefit of both developing and developed countries.

The first meeting will be held in Lyon, France, from 9 to 12 November 1998. During four days of discussion, state-of-the-art interactive presentations and debates, participants will share the vision of some of the most advanced players in the fields of electronic commerce, investment, micro-finance, commodity risk management and biotrade and which will participate in the launching of partnerships under the two main tracks "*Global Electronic Trade - UN Partnerships*" (*Get-Up*) and "*Profit and Development*". They will also have the opportunity to visit or to participate in an exhibition, together with a selected number of innovative and forward-looking enterprises active in these areas.

A special segment under the "Get-Up" track is called "*Getting from here to there: Speeding up the global movement of goods*". This will prepare the ground for the multi-faceted partnerships between the private and the public sector which need to be established, locally, nationally and especially internationally, to put in place information technology systems and open networks to speed up the global movement of goods. It is expected that the following types of companies will attend: traders, telecommunications and network operators, shipping lines, railways, road carriers, express carriers, international standard-setting bodies, banks and insurance companies, Customs administrations, freight forwarders, port and terminal operators and brokers.

To improve the exchange of information an approach is required which focuses on intermodal effectiveness, international partnerships and open communication platforms. Presentations will be made on port community systems, the use of the Internet for information exchange, container terminal management systems, standard messages that are being developed for use by shipping lines and terminal operators, electronic transfer of manifests and a national port authority's intranet solution. Implementation of these technologies have been very slow in most developing countries, in particular in smaller ports, and the summit hopes to develop ways that this implementation may be facilitated. In the field of transport, UNCTAD may develop partnerships with IAPH, FIATA, IRU and SPOORNET (South African Railways).

Electronic commerce offers the potential to significantly reduce the cost of trade transactions. The movement of goods will also need to become more efficient. In the future shippers will be able to transmit information via the Internet on type and quantity of goods, origin and destination and delivery time required to a number of transport service providers to obtain price quotations. The one offering the best service and price will be selected and contracted electronically to transport the goods. The transport service provider selected will need to monitor movement to prevent delays and provide current information on the location and status of the goods. At a recent conference, the CEO of a major shipping line stated that "the most dramatic innovations in the next ten years will likely be in the area of information technology." The Summit should help accelerate this process, particularly for developing countries, facilitating their trade and thus their economic growth.

THE ADVANCE CARGO INFORMATION SYSTEM

This year UNCTAD's Advance Cargo Information System (ACIS) celebrates its tenth anniversary. In 1988 UNCTAD, through its technical cooperation programme, started work on developing a PC-based network to monitor the flow of goods and equipment in a difficult physical environment. Initial development concentrated on a system to assist railways in improving their operations. The goal of the system was to speed up the flow of goods by improving the availability and use of information. One key objective of the system was to create an open system that would facilitate the exchange of information amongst transport operators and users. The result of this work is a transport information system that tracks both cargo and rolling stock for the traffic and commercial departments.

The railway component of ACIS is called RailTracker which is presently made-up of eleven software sub-modules. RailTraffic is the core sub-module which records all operations of wagons and locomotives, of trains and of consignments (consignment note, consignment items, container identification, if containerized). RailStats produces statistics and performance indicators. RailTelecom allows intra-railway telecommunications. RailMaintenance monitors maintenance management of locomotives and rolling stock. RailSiding monitors all loaded/empty wagons waiting at sidings. WagonDistribution facilitates reallocation of empty wagons to improve utilization of equipment. RailTerminal is a management tool to help managers operate a rail head, main station or marshalling yard. RailCommercial edits consignment notes relative to the tariff schedule and provides information to the billing and accounts receivable systems. RailCustomer provides an interface for clients, either directly or via Internet, to access the database in order to track their consignments. RailInterchange provides information for the transfer of goods and equipment at borders. RailTutorial provides user training for the above modules.

Technically three types of telecommunication access are currently available to the RailTracker system. Direct access through telephone calls requires the RLINK software from the railway and a generic PC with modem. Direct access through the Internet requires IPLINK software, full access to Internet and a PC with modem. The third type is via the railway website to which the railway extracts limited information from the RailTracker database on a frequent and regular basis. Full access to the Internet with browsing software is required.

RailTracker started in Africa and is progressively expanding to Asia and Latin America and is presently working in 15 railways. All the railways of Eastern Africa are currently linked, Uganda, Kenya, Tanzania (TRC and TAZARA) and Zambia; the latter two railways are connected through telecommunications to the Congolese Southern railway (SNCC) and to South Africa Railways (SPOORNET). Further developments in the region will include railways in Mozambique, Malawi and Zimbabwe. Bangladesh railways plan to commission the system this year and India Railways plan to implement the system on two main freight axes. Requests have been received from railways in Indonesia, Malaysia, Myanmar, Sri Lanka and Vietnam. Interest has also been shown in Argentina, Brazil, Chile, El Salvador, Guatemala and Mexico.

The unique feature of RailTracker is its database design which links the operations/engineering aspects of railway management with the commercial aspects related to the consignment. The implementation of this system is being promoted by the International Union of Railways (UIC). ACIS can link with the UNCTAD designed Customs System (ASYCUDA). Finally RailTracker is compatible in design with

PortTracker, another UNCTAD-developed software system.

PortTracker presently provides three modules for the port authority: Codes, HarbourMaster and Manifest. The Codes modules provides databases of international codes for custom entry points (LOCODE), currencies and dangerous goods, a subset of vessel information from Lloyds Register and the framework for establishing databases for local providers of transport services. The HarbourMaster module provides the port with a tool to plan and control the movements of all vessels and provides a log of services provided to facilitate billing. The manifest module provides the ability to receive and send EDIFACT based messages of the cargo manifest. This information can serve as a declaration of the goods scheduled to be unloaded, as a basis for the calculation of port charges on goods and as input for statistical information.

For more information, please contact the ACIS Coordinator, Coll Hunter, at the Palais des Nations, 1211 Geneva 10, Switzerland or Fax +41 22 907 00 49 or Email coll.hunter@unctad.org.

PORT LITERATURE

Port Information on the Internet

The use of the Internet by ports to disseminate information continues to grow. From a survey made by the secretariat of a number of port sites there are two levels of information that is presented. All sites have "static" information, often with photos, of latest port news, facilities, services, contacts, statistics, mission statement and hinterland connections. A smaller number provide a higher level of dynamic ("real-time") information of vessel schedules, ships in the port and even for some, information on cargo in the port.

One of these is P&O Ports which provides a list of the container identification numbers for those containers awaiting delivery and the reason they are waiting at three of their terminals in Australia. This information is provided with the name of the vessel, line and arrival date of the boxes. This information is updated on a hourly basis (see www.poports.com.au). The Port of Barcelona (see www.apb.es) also provides information on cargo but to access this information the user must have a password plus know two of the following: the bill of lading number, the register number and the shipment gross weight. Port of Singapore Corporation (www.psa.com.sg) also provides a service via the Internet to track cargo through their PortNet system. The user must subscribe to the service and pay a fixed charge plus a variable charge per screen access. Finally Stevedoring Services of America (www.ssofa.com) provides a "terminal manager on line" which for the moment, at two of their terminals, allows shippers to determine the status of their containers provided they know the container identification number.

Indexes of port Internet sites are becoming more common and the following sites are suggested for those looking for a particular port:

Freightworld ports index (288 entries)
Seaports port index (138)
Nugent's seaport links (136)

www.freightworld.com/ports.html
www.seaportsinfo.com/portmenu.html
www.hal-pc.org/~nugent/port.html

Internet sites with useful information for shippers are those of the major shipping lines such as Maersk (www.maerskline.com), SeaLand (www.sealand.com) and APL (www.apl.com) which provide information on sailings to various destinations from various ports (electronic sailing schedules). Users can register as a customer and then can obtain freight quotations, book cargo and trace shipments via the Internet. In some cases information to produce bills of lading can be entered. On its website, the Port of Singapore provides the link to 18 shipping lines serving Singapore which is an excellent initiative for a port to take and also shows the importance for shipping lines to have an Internet site.

UNCTAD's Trainmar programme has Internet sites which gives information on its work and on its regional networks. The site provides background on the objectives and history, training materials available and a schedule of upcoming events (see www.geocities.com/Athens/Olympus/1862). Regional sites are available for Asia and the Americas (see www.geocities.com/Athens/Olympus/6954/ (Asia) and www.geocities.com/Athens/1871/atas.htm (South America)). Another site of interest is the index of maritime schools and training institutes prepared by Don Nugent (www.hal-pc.org/~nugent/school.html). For those interested in degree courses in the maritime sector please visit the websites at World Maritime University (www.wmu.se) and Institute for Infrastructural, Hydraulic and Environmental Engineering (IHE) (www.ihe.nl).

A dedicated website (www.ship2000.com) has been created to provide a clearing house of information to help the marine and transportation industries tackle the compliance problems presented by the year 2000. The website will help the owners and operators of merchant ships, ports and terminals and land-based transport services to assess the nature and extent of their Year 2000 (Y2K) problems. Information is provided on the people who can offer help to solve their problems. The Year 2000 problem arises from the inability of some software and microprocessors to recognize the date once the year 2000 is reached. There can also be a special problem with embedded chips which govern a range of processes. A number of maritime organizations have cooperated to set up the website - Lloyd's Register, the UK P&I Club, the TT Club, the International Chamber of Shipping and BIMCO.

IMO/ILO/UN ECE Guidelines for packing of cargo transport units

The IMO/ILO Guidelines for Packing Cargo in Freight Containers or Vehicles have been superseded and this new publication has been revised so that it is applicable to transport by all surface and water modes and the whole intermodal transport chain. It is available as a paperback book or as loose-leaf pages for insertion into the Supplement to the IMDG Code. The Guidelines are presently available in English and will be available in French and Spanish later.

International Maritime Organization, 4 Albert Embankment, London SE1 7SR, Fax +44 171 587 3210.

Developments in container handling technology

This report, published by *Cargo Systems*, explores current and future technical developments in container handling technology. The latest developments and plans from the world's leading terminal equipment suppliers are explained as well as the lessons learned from the experience and expertise of many international terminal operators. The main developments, advantages, disadvantages and suitability of the various handling technologies are examined. To assist operators in the equipment selection process, the report provides information on the productivity improvements that can be achieved through investing in machinery with lower maintenance and faster handling rates. The use of

emerging technologies in terminal management solutions, including communication and administration systems, are analyzed in terms of practicability and cost. Developments in terminal automation are reviewed in depth. The chapter on terminal control and management contains valuable information on communication systems (including electronic data interchange), container tracking systems, container recognition systems and gate control.

IIR Publications, 29 Bressenden Place, London SW1E 5DR, UK, Fax +44 171 931 0516.

Opportunities for Container Ports

This report, published by *Cargo Systems*, is an in-depth study on port business strategies and the effect of shipping trends on ports and terminals. The impact on ports of larger ships, mega-carriers, port call rationalization, and demands for faster handling are discussed in depth. Trends in carrier strategy and changes in the market are analyzed and their implications for port strategies are evaluated. Using specially selected case studies and regional analysis, the report assesses the factors affecting success and failure in port development. The whole range of world container ports is explored and the advantage and disadvantage of each approach are thoroughly examined. With the advent of transshipment hubs and ship alliances and mergers, the market for ports is getting more and more competitive. The report illustrates success stories and how these ports have achieved greater competitive advantage. The use of information technology systems and advanced handling equipment to improve operational efficiency are compared. Expansion issues and methods ports are using to aggressively attract business are discussed. The report is a useful planning document that will assist ports and terminals to react to changes in the market.

IIR Publications, 29 Bressenden Place, London SW1E 5DR, UK, Fax +44 171 931 0516.

World Container Terminals: Global Growth and Private Profit

This report, published by *Drewry Shipping Consultants*, provides a detailed commercial, financial and operational analysis of container terminals. Investment and privatization opportunities are presented with a regional forecast of container port throughput to 2005, a forecast of the requirement for civil works and primary handling equipment, a forecast of the investment requirements, a summary of reported container terminal developments and a country-by-country summary of container terminal privatization prospects and policies. Commercial issues and project evaluation are demonstrated by considering project viability, risk assessment and sources of finance, port/terminal agreements (long-term leases, BOT schemes, operating licenses), potential rates of return and the main risks. The globalization of the terminal industry is reviewed with detailed profiles of the "big five" global terminal operators, the specialist stevedoring operators and the global carriers who have substantial terminal interests. New ideas on the issue of terminal capacity measurement are presented as well as information on terminal layout and design, equipment types, labour issues and information technology. The report provides international benchmarks for capital and operating costs, allowing new projects and existing facilities to be measured against standards. Finally the study provides information on terminal pricing, revenue and profitability with global comparisons of box handling charges.

Drewry Shipping Consultants Ltd., Drewry House, Meridian Gate - South Quay, 213 Marsh Wall, London E14 9FJ, UK, Fax +44 171 987 9396.

Syntheses on Maritime Economics 1997-98

The Institute of Shipping and Maritime Economics (ISEMAR), which was created in May 1997, has published in French the ten syntheses of the research work the Institute has carried out since its creation. The report provides concise information on the following subjects related to maritime economics: fourth generation ports; the concentration of containerized port traffic; measure of value added by port activities; ports and their clients; aspects of European maritime policy; shipowner strategies: the example of the Maersk SeaLand alliance; the experience of the privatized port of Bristol; shippers: their transport policy and port choice; classification by type: a tool for port analysis; and scope and perspectives for the merchant ship building market.

ISEMAR, Gavy Oceanis, BP 152, 44603 St-Nazaire Cedex, France, Fax +33 2 40 90 50 86 and Email cariou@sc-eco.univ-nantes.fr.

International Journal of Maritime Economics

This new Journal, which will start in 1999, will focus on Europe and aims to become a platform for the dissemination of the substantial maritime transport research carried out for the European Union. Papers should be of direct applicability and usefulness to practitioners and policy-makers alike. The Journal will help to make maritime economics a distinct and well-defined branch of applied economics. For information concerning contributions please contact the Editor-in-Chief, Prof. H.E. Haralambides, Erasmus University, Burg. Oudlaan 50, 3062 PA Rotterdam.

Erasmus Publishing, Strevelsweg 700/314, 3083 AS Rotterdam, The Netherlands, Fax +31 10 481 5250.

PIANC Publications

The International Navigation Association (PIANC) is a world wide non-political and non-profit making technical and scientific organization of private individuals, corporations and national Governments. PIANC's object is to promote the maintenance and operation of both inland and maritime navigation by fostering progress in the planning, design, construction, improvement, maintenance and operation of inland and maritime waterways and ports and of coastal areas for public use. Facilities for fisheries and sport and recreational navigation are included in PIANC's activities. The Association has a number of publications of particular interest to port engineers and planners (see list and ordering information at www.tornado.be/~navigation-aipen-pianc/part06.htm). The most recent publications are as follows:

- Port facilities for ferries -- practical guide (1995);
- Guidelines for the design of armoured slopes under open piled quay walls (1997);
- Joint PIANC-IAPH report on approach channels -- a guide for design (1997);
- Planning of fishing ports (1998);
- Handling and treatment of contaminated dredged material from ports and inland waterways CD-ROM (1998);
- Life cycle management of port structures: General principles (1998).

Prices and order forms are available on the website. For additional information or to order publications please contact the PIANC General Secretariat, 11ème étage - Boite 3, Bld. Emile Jacqmain 156, B 1000 Brussels, Belgium or via fax to +32 2 553 71 55.

TECHNICAL NOTE

Transport Information Networks

There are numerous port community systems which exist and allow the various actors involved in the movement of goods to exchange information electronically. The advantage of such systems is that all authorized partners have access to the same information which can be updated before the goods arrive and then as they move through the port area. However to speed the movement of goods, it is essential that these systems can communicate with one another, particularly for goods that move internationally. The UNCTAD Monograph on Electronic Data Interchange Concerning Ports provides valuable material on data interchanges for transport operations. The following is a brief summary of a number of port community systems with their associated Internet website.

DAKOSY (Data Communication System - Hamburg)

The function of DAKOSY is to act as a "data junction" linking together all the companies and institutions involved in the handling processes, by means of EDI. Standardized interfaces ensure that each company needs to set up its EDI interface only once, and then can reach all subscribers. All transport documents can be exchanged via DAKOSY which currently has 480 subscribers.

(www.dakosy.de)

PORTNET (Port of Singapore Corporation -- Singapore)

PORTNET provides a single user-friendly interface by which information regarding port documentation, planning, operations and finances can be obtained and sent by the local and overseas maritime community. PORTNET on Windows is a new version moving from an intranet-based to an internet-based electronic commerce framework. The new system will be windows-based, graphical, point and click environment to allow shipping lines to improve their business processes with PSA and among themselves. (www.psa.com.sg/portnet)

SEAGHA (Antwerp)

Seagha is the electronic commerce services provider for transport within the Antwerp logistic community, providing EDI, Email and Internet services and supporting the complete logistic chain from producers to end-consumers on a worldwide scale. Seagha offers multimodal electronic commerce services and supports all standard UN/EDIFACT messages. There are 341 companies directly connected to the Seagha network. (www.seagha.com)

INTIS (International Transport Information System - Rotterdam)

INTIS was established in 1985 to develop an electronic data network for the Rotterdam trading community. The company was a result of the Strategic Automation of Rotterdam project which called for the development of data communication infrastructure which would be an open system. Thus the objective was to provide data interchange amongst companies rather than a port system. The approach adopted was to use the PC as the interface and make use of the Dutch PTT mailbox system using standard EDI messages and free text. (www.pcr-info.nl/en/home/main.htm)

PACE (Port Automated Cargo Environment - Port of London)

London's community information system is a secure computer network for its port users. The reason for PACE is to provide a system that makes it easy and cheap for users to access and deal with the commercial and statutory information flows in a uniform and integrated way, using electronic transfers to the greatest possible extent. A cargo information database, containing an inventory of manifest records forms the hub of the system. Customs clearance is one of many functions provided. Interfaces with terminal operators systems have eliminated paper documents and the associated clerical effort. The present aim is to move towards an open systems environment. (www.portoflondon.co.uk)

ORION (Port of Charleston)

ORION is a one-stop-shop for document clearing and processing systems and a host of EDI services. It provides access to U.S. Customs' Automated Commercial system (ACS), Automated Manifest System (AMS) and Automated Broker Interface (ABI). Charleston is perhaps the most automated port in the U.S. and its computer system allows accurate information exchange and control of freight movements while speeding cargo flows. All brokers and all steamship lines use ABI and AMS respectively. There are currently more than 380 subscribers to the system, including brokers and forwarders, steamship agents and lines, warehouses, non-vessel operating common carriers and motor carriers. ORION went into service in 1982. U.S. Customs chose Charleston as the pilot location for their Automated Export System (AES). (www.port-of-charleston.com/orion.htm)

Tradegate ECA (Sydney, Australia)

Tradegate ECA is a non-profit, non-governmental user funded organization headquartered in Sydney. Its foremost role is to facilitate the use of electronic commerce techniques for the exchange of information between customers and their suppliers. Tradegate ECA acts as a User Service Facilitator for the international trade and transport community by allowing them to connect via the user service with their trading partners using telex, fax, electronic mail, EDI or EFT (Electronic File Transfer). As well as managing the user service facilitation arrangements with technology suppliers, Tradegate ECA provides information, education and training services. Tradegate put in place a service contract with AT&T Easylink Services which covered the supply of a generic set of technology services to the trade and transport community. Also Tradegate has the exclusive distribution and marketing rights to all the electronic commerce services offered by Australian Customs. Over 600 organizations use the Tradegate ECA User Service to deal with the Australian Customs Service for importing and exporting procedures and for commercial messaging. (www.tradegate.org.au)

ADEMAR+ (Automated Customs Clearance of Goods -- Le Havre, France)

The ADEMAR+ system was designed and implemented as a global information systems for the large number of operations concerning the passage of goods and containers through the port. The system is connected to the French customs administration system SOFI, consignees, shipping agents, shipping companies, ship brokers, forwarding agents, stores managers and container terminal operators. The main functions of the system are to allow the flow and processing of information needed in the commercial and customs chain for import and export containers. ADEMAR+ is evolving from a centralized system to an open network that will ensure information exchanges and ensure interconnection of users to the various systems of the port community. (www.hps.tm.fr)

PROTIS / ESCALE 2 (Port of Marseilles Authority, France)

The two systems are networks which provide confidential and secure data exchanges between port authorities and users. Protis is a value-added telecommunication system which allows port professionals, the Port of Marseilles Authority and Customs to exchange data and messages. Accessed via computer terminals or minitels, it covers cargo tracking, administration and customs documentation which ensures export procedures are completed with maximum reliability while reducing transit times. Escale manages vessel calls and links agents, refineries, support services, Customs, pilots, tug operators, fire service and the port's operations, administrative and commercial departments. Via an Email system, Escale informs clients in real time of ships' status within the port and oversees arrivals. Billing for services and statistics are also integrated into the system.

(www.marseille-port/fr/presenta/presang/antic.htm)

From the description of these port community systems we see that there is a clear trend to make these systems more open to facilitate the exchange of information with those outside the local port community. Closely related to the port community systems are systems that provide communication facilities amongst the various organizations involved in maritime transportation.

BOLERO (T T Club and SWIFT)

Paperless trading is moving only very slowly into the trade environment as key pieces are missing including a global operational capability, a secure legal framework, harmonized standards, comprehensive data security and the potential for value added services. BOLERO, a commercial organization, seeks to provide a service structure that will facilitate the development of the electronic trade documentation market. As such, Bolero will provide guaranteed and secure delivery, in electronic form, of trade documentation, globally, based on a binding legal environment and common procedures. It will also provide a platform for provision of neutral cross-industry services. Bolero is thus a communication and document management service with a corresponding legal framework, security and support services. *(www.boleroproject.com)*

Maris Cargo Document Exchange

In August 1998, General Electric (GE) Information Services and OceanWide Marine Network offered an Internet EDI solution that allows ocean transport companies to exchange cargo documents electronically over the Internet. This is the first product to provide Internet EDI capabilities to smaller companies. Ocean carriers and their trading partners can exchange bill of lading instructions, freight invoices, container status messages, trucker carrier shipment instructions and other documents.

Maris Cargo Document Exchange is based on GE TradeWeb technology, tailored to meet the needs of the ocean shipping community. Small and medium-sized companies can begin using the system almost immediately by registering on the OceanWide Website. The new service will enable shippers, freight forwarders and suppliers to electronically exchange cargo documents with ocean carriers by simply using a personal computer, an Internet web browser and the tools accessed via the OceanWide website. Carriers can use their existing GE Information Services mailbox and EDI*EXPRESS(TM) to exchange messages with their trading partners. The Exchange seeks to give small and medium-sized companies the power of EDI without expensive set-up or extensive training. For the pilot phase, there will be three forms available: Shipping instructions, Motor carrier shipment information and Motor carrier freight details and invoice. *(www.oceanwide.com/edi.htm)*

RECENT UNCTAD PORT STUDIES

Quality management : the Port of Nantes/St Nazaire experience (UNCTAD/SHIP/494(15))

This Monograph on Port Management has been prepared by the Port Authority of Nantes/St Nazaire and the Institute of Shipping and Maritime Economy (France). This is the 15th monograph of the series on subjects of interest to port management prepared in collaboration with IAPH. This monograph reviews the experience of the Port of Nantes/St Nazaire in improving the quality of the services that are offered to their clients. The monograph discusses the motivation for quality projects and reviews the steps used for their elaboration. The decision on whether or not to obtain external certification was evaluated and was rejected in this case. The monograph presents two cases: one on the steps taken to improve the quality of the Agricultural Food Products Terminal and the second, on improving the safety at the Petroleum Terminal.

Guidelines for Port Authorities and Governments on the privatization of port facilities (UNCTAD/SITE/TIB/1)

This report has been prepared as part of the secretariat's work programme to provide information to port authorities and government to assist them in establishing commercial arrangements with the private sector that will provide more efficient transport facilities to promote trade. The guidelines have been prepared to assist port authorities and governments to better evaluate the potential impacts of various alternatives and decide on the most appropriate procedures. To be successful, a privatization scheme must be tailored to satisfy the specific conditions and characteristics of the environment. Thus the guidelines aim to serve as a "checklist" for the purpose of privatizing port assets and as a reminder of the most crucial factors to be considered. The guidelines are presented as ten interrelated topics as follows:

- * definition of privatization and other critical notions and terms;
- * objectives pursued by privatization schemes;
- * scope of privatization schemes;
- * alternative modes of privatization;
- * identifying critical factors in the conception and implementation of a privatization scheme;
- * key principles for privatization;
- * procedures for the tendering process;
- * clauses of leasehold license and concession contracts;
- * financial performance measures to establish the value of bids;
- * operational performance measures to allow preparation of proposals and monitoring of performance after award of the concession.

The first four topics seek to clarify the precise context and objectives for the privatization scheme. The second set of topics, five to seven, endeavours to define the factors, principles and pre-conditions of the framework for the privatization process. The final topics, eight to ten, detail the procedures and methodologies to implement the scheme.

REHABILITATION PROGRAMME FOR SOMALI PORTS AN UPDATE

UNCTAD involvement in Somalia was given new life with the start of a new project SOM/98/001 in early 1998. This followed an in-depth evaluation of the project which took place at the end of last year. The project focuses on the economic recovery of the Northern regions of the country, notably the North West region, and provides monitoring capability for the Southern ports of the country, Mogadishu and Kismayu. In addition to the technical assistance in the operation of the ports of Berbera and Bosaso, project activities have been expanded to cover trade and trade promotion. This project, also financed by UNDP, builds on the results of the project SOM/93/003, which for administrative reasons will continue until the end of the year.

As a preliminary step for trade promotion, a Trade and Business Development Workshop for Somali businessmen was run in Dubai in March 1998. This was successful in identifying the shortcoming and challenges faced by Somali businessmen in international trade due to the lack of insurance and transport and storage difficulties.

A separate project, in collaboration with IMO, UNEP and IUCN (International Union for the Conservation of Nature) was carried out to survey the Somali coastline and territorial sea for activities that may deteriorate the environment, particularly charcoal production and international fishing. A proposal for future activities in this field is under preparation.

The EC-funded project dealing with rehabilitation of infrastructure in the port of Bosaso was completed (SOM/96/A47). Buildings constructed or rehabilitated for the port and local administration are already in use and helping to contribute to the normalization of activities in this booming port community whose population has grown from 20,000 to almost 100,000 in the last 4 years. The EC-funded project, SOM/96/A08, that has been providing technical assistance and training in Berbera, has been extended until the end of 1998 to cover in-depth assistance to develop administrative capability for the port authority. A new project is under consideration to upgrade Customs activities in this port.

At present the country, notably the Northern regions, is suffering economically from the impact of a ban on livestock imports imposed by Saudi Arabia as a result of the Rift Fever outbreak in Northern Kenya which is also supposed to be affecting Somali livestock.

MARITIME TRAINING ACTIVITIES

Delft International Port Seminar

The International Institute for Infrastructural, Hydraulic and Environmental Engineering (IHE) (see their website, www.ihe.nl) was established in 1957 to offer international postgraduate education, principally

to developing countries. Today IHE enjoys a worldwide reputation for its achievements in postgraduate education and training in the fields of hydrology, environment and physical infrastructure. Multidisciplinary courses emphasize the need for an integrated approach to achieve suitable development solutions. Since 1964, the Institute has been organizing an International Port Seminar to provide port directors, terminal managers, shippers, freight forwarders and senior policy makers with knowledge on port management and hinterland transport to and from the port.

The six-week seminar has been organized annually in close cooperation with the Municipal Port managements of Amsterdam and Rotterdam. Over 1,000 participants from around 100 countries have attended these seminars. The charge for the seminar in 1998 was Dfl.10,000 (US\$5,085) which included the tuition fee, travel costs during all visits and hotel accommodation. The programme this year comprised observation periods at the ports of Amsterdam and Rotterdam as well as a six-day study-tour to the ports of Zeebrugge, Dunkirk, Le Havre, Southampton, Tilbury, Harwich and Antwerp.

The main aim of the seminar is to give a comprehensive overview of the organizational and managerial aspect of modern ports and to expose participants to new developments in the rapidly changing world of the port and transport industry. UNCTAD has provided lectures on general aspects of port management and on the use of information technology to improve cargo tracking and thus the efficiency of transport operators.

The seminar started on 12 May and was attended by 22 participants plus five full-time students (Cape Verde, China, Cuba, India, Oman and South Africa) that were following the M.Sc. programme at the Institute. This year there was again a large contingent from India (15) as part of a bilateral agreement with the Netherlands. The 1999 seminar is scheduled to take place from 11 May to 18 June. For more information please contact Mr Ronald DeHeer, Delft, Fax 31 15 212 2921 or Email rdh@ihe.nl.

UNCTAD Strategic Port Pricing (IPP4)

This seminar, prepared by UNCTAD's Transport Section as a training tool for port managers, was validated in Buenos Aires from 15 to 17 July 1997 with 23 participants from the public and private sectors. The version has been updated and finalized through deliveries to the Port Management programme of the World Maritime University in 1997 and again in 1998.

This policy seminar explains the use of port pricing as a strategic tool for promoting efficient port investments and services while increasing the competitive position of the port. Potential participants to this seminar are senior officials from port authorities and cargo handling companies (responsible for finance, tariffs, investments, marketing, operations, etc.), from Ministries of Transport and Communications, Public Works, Finance and National Planning (responsible for reviewing tariffs, approving investment schemes and overseeing the economic and financial aspects of the port sector) and from transport and transport-related companies, such as shipping lines, road/rail transport operators, shipping agents and freight-forwarders.

The objectives of this seminar are to provide information on how to prepare strategic and business plans for the port, on how to set tariff levels to support investment strategies at different stages of the business cycle, on how to set tariff levels to pursue strategies to increase market share, on how to revise tariffs, using the Cost-Performance-Value (CPV) approach and on how to contribute to the process of involving the private sector in ports.

The seminar lasts two and a half working days and is made up of five modules, each taking

approximately half a day to deliver. The modules are on strategic planning and port pricing, investment and pricing, pricing strategies, tariff revision, and lease pricing. The seminar uses traditional lectures, problem-solving, case studies and games carried out in teams using computerized spreadsheets and group discussions. Background reading material is provided for the participants to read. The most beneficial elements of the seminar are the team exercises and the structured group discussions.

The seminar should be conducted at a national level by two experienced instructors for a maximum of 24 participants. This seminar is available in English and can be delivered by the Transport Section on request from interested bodies and organizations. Upon request, a budget will be prepared to cover the fees, expenses and travel of two qualified instructors. All local expenses, provision of the seminar room and other incidental expenditures, will be covered by the interested body.

This is the fourth training package prepared by UNCTAD under the Improving Port Performance (IPP) programme and the third policy seminar dealing with topical subjects of interest to senior officials from the port industry and related organizations. The objective of these seminars is to assist in the implementation of adequate policies and the undertaking of major changes in the industry as well as the setting up of comprehensive training programmes for management personnel.

Enquiries on this Policy Seminar should be addressed to Chief, Transport Section, UNCTAD, Palais des Nations, CH-1211 Geneva 10, Switzerland, Fax +41 22 907 00 50.

UNCTAD Strategic Port Planning (IPP5)

This seminar, has been prepared by Prof. Michael Ircha, Transportation Group, University of New Brunswick based on his extensive experience in this field and UNCTAD's report on Strategic planning for port authorities. The course has been validated as part of the course on Advanced Port Management at IPER in Le Havre in 1997 and again in 1998.

The seminar should be conducted at a national level by two experienced instructors for a maximum of 24 participants. This seminar is available in English and can be delivered by the Transport Section on request from interested bodies and organizations. Upon request, a budget will be prepared to cover the fees, expenses and travel of two qualified instructors. All local expenses, provision of the seminar room and other incidental expenditures, will be covered by the interested body.

This is the fifth training package prepared by UNCTAD under the Improving Port Performance (IPP) programme and the fourth policy seminar dealing with topical subjects of interest to senior officials from the port industry and related organizations. The objective of these seminars is as mentioned above (see IPP4).

Enquiries on this Policy Seminar should be addressed to Chief, Transport Section, UNCTAD, Palais des Nations, CH-1211 Geneva 10, Switzerland, Fax +41 22 907 00 50.

European Training Partnership (ETP)

At a meeting organized in Geneva in May 1998 by Trainmar, nine European training institutes working in the transport sector, persons involved in Trainmar activities and UNCTAD staff, agreed there was scope for cooperation to assist developing countries and countries in transition to improve their maritime transport, trade and logistics. It was agreed that initial cooperation would be the formulation of

proposals for the development or adaption of a number of courses to Train-X standards and methodology. The proposals gave the objective of the course, its target population, duration and outline content as well as an estimate of the resources required. UNCTAD, through its Trainmar network, quantified the relevance of and interest for these courses. The second meeting, ETP II, took place at the Institute of Shipping and Maritime Economics in St-Nazaire in September. Participants at this meeting produced a shortlist of seven courses and their project leaders. A course development programme by the participating institutions will begin under the coordination of UNCTAD and the Norwegian Shipping Academy. The UNDP project proposal framework would be used and UNCTAD would be the focal point to promote the courses to donors. ETP II decided to adopt a statute and UNCTAD would prepare a draft.

Enquiries on the ETP should be addressed to Chief, Human Resource Development Section, UNCTAD, Palais des Nations, CH-1211 Geneva 10, Switzerland, Fax +41 22 907 00 50.

Portworker Development Programme -- International Labour Office

The training materials being developed by the ILO through their Portworker Development Programme (PDP) were described in our Ports Newsletter of November 1994. The materials developed during the initial phase of this programme are now available and a description follows of the philosophy behind the project, the material in each unit of instruction and the topics covered.

PDP is an open-ended project encompassing the specification, design, development and implementation of modular training materials for portworkers up to supervisory grades, in a variety of operational and support categories. PDP is a library of self-contained, interrelated units which can be selected and combined to form training schemes to meet the specific needs of particular portworkers and their employers. The materials are for the use by port instructors in their own training context, but within a national and international support framework. The ILO can offer assistance with the setting up of this framework, with the training of core staff, and in providing materials for the training of PDP instructors.

Each unit of instruction consists of an instructor's text (preparation and presentation instructions, supplementary materials to be prepared, how to organize related visits and exercises and fuller explanation of technical content), a set of about 50 colored overhead projection transparencies, a set of laminated Worksheet masters for photocopying for exercises, and a set of laminated Test Paper masters for photocopying. Each unit provides material for 20 to 40 hours of instruction, depending on the topic.

In the initial phase, 30 instructional units have been prepared, financed by the Government of the Netherlands and aimed at container terminal portworkers. Topics covered include terminal operations, operational supervision and control, container and containership construction, container packing, the handling of dangerous goods, and container terminal safety. It is intended to extend the library of material steadily and to include other areas such as bulk and break-bulk operations and equipment maintenance.

To obtain further details and information on how the ILO can assist in creating a framework for implementing PDP, contact the Chief, Maritime Industries Branch, International Labour Office, 4 route des Morillons, 1211 Geneva 22, Fax + 41 22 799 7050 or Email MARIT@ILO.ORG.

Professional development courses -- World Maritime University

The World Maritime University (WMU) was established by the International Maritime Organization in 1983 to provide advanced maritime education and training for the global maritime community. In addition to its Master of Science/Postgraduate Diploma programmes, WMU has offered Professional Development Courses (PDC) since 1994. These courses provide intensive short-term teaching and training on selected topics in maritime management, development and administration. The PDC are established, revised and updated on an ongoing basis in response to changes and demands from the international maritime community. Unless otherwise noted all courses are held at WMU in Malmo, Sweden.

The courses scheduled in 1999 for the 1998--1999 Programme are as follows (see www.wmu.se):

26-30 April **Reliability-Centered Maintenance** (5 days) US\$ 900

The course has been designed for shipping company staff and for the staff of organizations supplying services and equipment to the industry and provides ideas on how to improve the efficiency and effectiveness of shipping.

26 April-14 May **Certificate in Teaching Skills for Maritime Instructors** (15 days) US\$ 2,900

A short professional course for maritime educational trainers on fundamental aspects of teaching and instruction, backed up by workshops and tutorials which aims to prepare participants to train new instructors in fundamental didactic skills.

16-18 May **Maritime English - Updating the Teachers** (3 days) US\$ 800

The course will update instructors involved in teaching English at maritime institutions. Some of the topics covered include syllabus design, teaching materials available, technology use and assessing language skills. Venue is the IMO International Marine Academy, Trieste, Italy.

7-11 June **ISM Code, STCW and Safety Management Systems** (5 days) US\$ 900

The course has been designed to meet the needs of staff involved in the practical implementation of the ISM Code and the amended STCW Convention, particularly from maritime administrations and agencies, classification societies, and ship-owning or ship-managing enterprises. This course provides information on the theoretical, legal and practical aspects of shipboard and shore-based management systems for the safe operation of ships and pollution prevention.

28 June - 2 July **Port Marketing** (5 days) US\$ 900

The course designed for senior port managers provides theory, information and methodology of modern port marketing research and its implementation. Numerous case studies have been developed based on marketing activities from selected ports.

The course fees cover tuition, documentation, lunches and arranged social events. Participants can arrange accommodation at preferential rates at two hotels close to the University. The rates for a single room, including breakfast are SEK 550 and 770 with the current rate of exchange approximately SEK 7.60 to US\$ 1.00.

For further information contact Captain Jan Horck, World Maritime University, PO Box 500, S-201 24 Malmo, Sweden, Fax +46 40 128 442 or Email Jan.Horck@wmu.se.

UNCTAD/Port of Ghent Seminar on the New Commercial Role of Ports and Port Marketing

This fifth seminar in English took place from 28 September to 16 October 1998. The seminar is reserved for marketing and commercial managers in ports, import-export agencies, cargo handling companies as well as administrative services dealing with ports. The seminar is designed to sensitize port managers on new trade opportunities and train them in modern marketing techniques. Participants are required to prepare a marketing plan for their own organization during the seminar.

There were over 40 nominations for the 19 places available. The selected participants came from 15 countries: Argentina, Brazil, Cambodia, China, Egypt, Gambia, Ghana, Malaysia, Mauritius, Panama, Philippines, Sri Lanka, Tanzania, Thailand and Uruguay.

Advanced port management: modern principles and methods 10 - 21 May 1999

The Institut Portuaire du Havre (IPER) is organizing this seminar in association with UNCTAD. With the rapidly changing environment, port managers are looking for new and better management techniques to help them develop strategic business plans. This seminar offers participants the possibility to review today's port industry, consider the implications of present trends on their ports and select the management concepts and methods that will assist them in efficiently running their organizations in the early 21st century. Three major topics will be discussed: strategic port management and available tools to implement the main concepts; the issue of private sector involvement and the reasons for its growing significance; and the nature of port competition and the available strategies to survive and prosper. The seminar will take place in Le Havre and for more information contact IPER at Fax +33 2 35 41 25 79.

Port finance 25 May - 4 June 1999

IPER is organizing this seminar in association with UNCTAD. The seminar will explain the basic principles of port finance and the need to have financial sound objectives. All investments, whatever the source of funding must be made profitable. The major topics covered are cost accounting, budgetary planning, project appraisal and port pricing. The seminar will take place in Le Havre.

The management of port equipment maintenance 15 - 19 November 1999

Equipment maintenance is one of the more serious problems facing ports, in particular in developing countries. IPER is organizing this seminar which will link the port of Le Havre's practical experience with materials prepared for the World Bank and UNCTAD. The seminar provides an insight into modern thinking on equipment maintenance and explains effective maintenance policies and methods. The programme covers principles of equipment management, the management of port equipment, planning the port equipment inventory, equipment procurement, maintenance management, spare parts management, operational factors, manpower development and engineering management information systems. The seminar will take place in Le Havre.

MISCELLANEOUS : COOPERATION, COURSES, CONFERENCES

INSTITUTE OF SHIPPING AND MARITIME ECONOMICS

The Institute of Shipping and Maritime Economics organized a round-table on "The new port deal" in Saint-Nazaire on the 16 September. Four themes were discussed: the changes in the port environment; is there an ideal port organization structure; the port and its partners; and new technologies, training and environment. The port is undergoing great change driven by liberalization and competition. While there is not an ideal organizational model for ports, the structure must be flexible and decentralized to be responsive to the demands of clients. The association of the private sector and the public sector is essential for success. Regional cooperation is also key for the development of road and rail transport networks. This round-table has helped identify the major changes taking place and the predominant concerns which are new technologies, training and the environment.

ISEMAR, BP 152, 44603 St-Nazaire Cedex, France, Fax +33 2 40 90 50 86 and Email cariou@sc-eco.univ-nantes.fr.

LEGIPORT

The International Association of Port Lawyers is planning to have a meeting in 1999 but the venue and date have not yet been decided.

LEGIPORT; Secretary General, BP 6534, Dunkerque Cedex 1, France, Fax +33 328 29 71 06 and Email RRezenhel@portdedunkerque.fr.

PORT MANAGEMENT ASSOCIATION OF EASTERN AND SOUTHERN AFRICA (PMAESA)

The 24th Council Meeting of the Port Management Association of Eastern and Southern Africa was held in Reunion Island from 11 - 17 October 1998 and hosted by the Port of Reunion.

Port Management Association of Eastern and Southern Africa, P.O. Box 99209, Mombasa, Kenya, Fax +254 11 228 344 and Email pmaesa@africaonline.co.ke.

ASEAN PORTS ASSOCIATION (APA)

The 24th APA Meeting of the ASEAN Ports Association will take place in Manila from 1-3 December 1998. The 2nd APA Conference and Maritime Exhibition is scheduled to take place in Bali, Indonesia in December 1999 followed by the 25th APA Meeting.

ASEAN Ports Association, c/o Philippine Ports Authority, Marsman Building, South Harbor, Manila Philippines, Fax +632 527 4749.

AAPA 1999 SEMINAR SCHEDULE

The 1999 schedule of education and training programs of the American Association of Port Authorities is

available from its Internet site (www.aapa-ports.org). The topics, venue and dates are as follows: Cruise Workshop, 14-15 January, Canaveral; Government Relations Workshop, January 26-27, Washington; Engineering Facilities Seminar, 3-5 February, Corpus Christi; Terminal Management Training Program, 22-26 February, Los Angeles; Information Technology Seminar, 14-16 April, Vancouver (Canada); Port Administration Seminar, 14-16 April, Vancouver (Canada); Public Relations and Marketing Seminar, 26-28 April, Charleston; TEA 21 (Transportation Equity Act for the 21st Century -- recently redrafted United States federal intermodal program) Workshop, 24 May, Indianapolis; Maritime Economic Development Seminar, 25-26 May, Indianapolis; Seminar for Members of Governing Boards and Commissions, 2-4 June, Cleveland; Port Operations and Safety Seminar, 16-18 June, Tampa; and Seminar for Public Port Authority Directors, 24-25 June, to be determined. The Association serves the ports of Canada, the Caribbean, Latin America and the United States. For further information on these seminars, please contact Ms Elana Foster Kriess at +1 703 706-4717 or via Email at ekriess@aapa-ports.org.

WORLD PORT CONFERENCE

The 21st World Port Conference of the International Association of Ports and Harbors will take place in Kuala Lumpur, Malaysia from May 15-21. This conference will be hosted by the Klang Port Authority and the theme is Global Trade Through Port Co-operation. On Saturday and Sunday there will be meetings of the technical committees, the executive committee and the Board before the opening session on Monday May 17.

There will be two plenary sessions, six working sessions and a technical visit to Port Klang's West Port terminal. The working sessions will deal with Changing structure within the shipping and port industries; Forging ahead with IT in the maritime industry; Port development and management - changing trends; Global trends in international trade and its impact on the maritime industry; Protection of the marine environment; and Advancement in technology and its implication on port operations. There is also a special programme for accompanying persons.

IAPH Secretariat Port Klang, Mail Bag Service 202, Jalan Pelabuhan, 42005 Port Klang, Malaysia, Fax +60 3 367 0211 or Email pka.secretary@pka.gov.my.

UNCTAD REVIEW OF MARITIME TRANSPORT, 1998

The 150-page guide to the maritime and related industries is now available and identifies major developments in world maritime transport and provides a comprehensive data base on all aspects of demand and supply of shipping services. This is the 30th anniversary of the Review which has become a unique source of information on present and forecasted future seaborne trade as well as on fleet development, including such features as beneficial ownership, fleet productivity, freight market analysis, port development and multimodal transport. In this issue there is a review of the effects of the Asian crisis on the region's maritime transport industry. The Review may be ordered from the Sales and Marketing Section of the United Nations at a price of US\$50.

Sales and Marketing Section; Palais des Nations; 1211 Geneva 10; Fax +41 22 917 0027 or Email unpubli@unog.ch.

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The UNCTAD Ports Newsletter was established following the recommendations of the intergovernmental group of experts on ports. Its objective is to improve the distribution of information on port activities of the UNCTAD secretariat. It also includes technical and other information of interest to the international port community, in particular for ports from developing countries.

The Newsletter is published once a year. It is produced in English, French and Spanish and is sent free of charge to a network of more than 350 focal points in more than 150 countries. For others who wish to receive it, we request a financial contribution of US\$30 per year. For additional information, please contact the UNCTAD secretariat at the address below:

Le bulletin portuaire de la CNUCED a été créé en application des recommandations du groupe intergouvernemental d'experts portuaires. Son objectif est d'améliorer la diffusion d'informations sur les activités portuaires de la CNUCED. Il publie aussi des informations techniques ou autres présentant un intérêt pour la communauté portuaire internationale, en particulier pour les ports des pays en développement.

Le bulletin paraît une fois par an. Il est publié en anglais, français et espagnol et diffusé gratuitement à un réseau de plus de 350 correspondants dans plus de 150 pays. Aux autres qui souhaitent le recevoir, nous demandons une contribution financière de 30 dollars par an. Pour de plus amples informations, contacter la CNUCED à l'adresse ci-dessous indiquée:

El Boletín Portuario se publica como consecuencia de una de las recomendaciones del grupo intergubernamental especial de expertos portuarios. Su propósito es mejorar la distribución de la información relativa a las actividades portuarias de UNCTAD. Incluye información técnica y otras de interés para la comunidad portuaria internacional, especialmente para aquella de los países en desarrollo.

El Boletín se publica uno vez al año. Se edita en español, francés e inglés y se distribuye gratuitamente en una red de más de 350 corresponsales ubicados en más de 150 países. A aquellos otros interesados en recibirlo se les solicita una contribución financiera de US\$ 30 por año. Cualquier información adicional solicitarla a la dirección siguiente:

UNCTAD
Ports Newsletter
Palais des Nations
CH 1211 Genève 10
Switzerland

Téléphone : (41 22) 907 2038
Téléfax : (41 22) 907 0050
Email : transport.section@unctad.org

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