

PORTS NEWSLETTER N°17
November 1997

prepared by the UNCTAD secretariat

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EDITORIAL

At the Midrand Conference in South Africa, UNCTAD was mandated to enhance the capacity of small and medium-sized enterprises to participate in international trade by increasing the efficiency of trade-supporting services. As agreed at the United Nations International Symposium on Trade Efficiency, the improvement of trade support services such as Customs, transport, banking and insurance, market information and telecommunications is a major step towards this objective. While all services are important, clearly the availability of high quality transport services are a prerequisite for successful trading. Ports, as nodes of international traffic flows, can play a key role in enhancing the participation of these enterprises.

As seasoned traders well know, the total transport costs, from origin to destination, is what matters in order for their products to be competitive. The efficiency with which ports service ships and cargo directly affects this cost as freight rates, port charges and surcharges are a significant portion of the total cost. Modern ports are more than just modal transfer points as they actively foster trade through free zones and trade centers. The era of electronic trade, which UNCTAD is promoting through its Trade Point Programme, is surely another area in which ports will be interested and can make an important contribution. In effect, personal contacts between traders and members of the port community could be a valuable complement to the electronic approach being made by the myriad of small and medium-sized enterprises seeking international markets for their products.

In fact, there is already a large and growing expertise available in many ports in the information technology field as many large companies are using electronic data interchange to trade. Customs, port authorities, forwarding agents, banks, port operators and transport operators are connected electronically to speed up the clearance of goods through ports. Port authorities can act as a focal point to make this expertise of the port community available to the small and medium-sized enterprises to help them to start trading.

To facilitate trade, ports are striving to minimize the time ships, trucks, rail wagons and cargo are in the port. By providing a consistent and efficient service, ports can help shipping lines to minimize their costs while in port. Similarly by streamlining their procedures for the receipt and delivery of cargo they can reduce the costs for inland transporters. The key for ports to lower cost is to make labour more productive, and containerization and information technology have allowed many ports to rationalize their labour force while improving the quality of service.

In order for managers to improve the efficiency of services it is important to have port performance indicators such as those proposed by the UNCTAD secretariat in a number of studies and published reports. This work has been carried out from the point of view of the port authority's and terminal operator's performance relative to their major client, the ship operator.

*Thus the most important indicators are the measures of **productivity**, such as the tons of cargo worked per 24 hours (or per hour) in port and **costs**, such as total port cost per ship call divided by the tons of cargo worked. These indicators also provide information to traders who are seeking to use the port. By providing guidance and quality services, ports will facilitate international trade by small and medium-scale enterprises and thus contribute to the goal of economic development for the nation.*

20TH INTERNATIONAL ASSOCIATION OF PORTS AND HARBORS CONFERENCE

The Port of London Authority organized the 20th IAPH World Port Conference in London from 2-6 June 1997 with the theme 'Maritime Heritage - Maritime Future'. The conference was attended by 535 delegates from 65 different countries. The former Director General of GATT and WTO, Peter Sutherland and the Secretary General of UNCTAD, Rubens Ricupero spoke at the opening session. Other international speakers were Neil Kinnock, Transport Commissioner, European Commission and William O'Neil, Secretary General, International Maritime Organization.

The conference had several working sessions dealing with the following topics: opportunities for and impediments to the growth of international trade; commercial issues facing the ports and shipping industries; financial pressures on the ports and shipping industries; ports -- an economic and environmental balance; regeneration of old port areas; safe seas and safe ports; and port ownership - public responsibility or private enterprise.

The Conference established a Special Task Force IAPH 2000 to prepare recommendations for the management of the Association for the start of the next millennium. The assembly elected Mr Jean Smaghe, Executive Vice-President, International Affairs of the Association of French Ports as the new President replacing Mr Robert Cooper (New Zealand). There will also be an African Ports Seminar and IAPH Africa/Europe Officers' meeting in Mombasa, Kenya on 18-21 January 1998. The 21st Conference is scheduled to take place in Kuala Lumpur, Malaysia from 15 to 21 May 1999 and the 22nd Conference in Montreal, Canada from 19 to 26 May 2001.

The presentation given by Mr Rubens Ricupero at the working session on opportunities for and impediments to the growth of international trade is reproduced below:

The Outlook for Developing Countries

It is a great pleasure for me to be here today to speak to you at this opening session of your 20th World Ports Conference. In case you are not entirely familiar with our organization, UNCTAD is the principal organ of the UN General Assembly in the field of trade and development. Since our establishment, in 1964, our mission has been to promote economic growth and development, particularly in developing countries. At UNCTAD IX -- our last major conference, in South Africa last year -- the mandate prescribed by our 188 member States was to promote the successful integration of developing countries into the world economy. To achieve this goal, the shipping and ports industries must play a vital role; for improving the capacity of developing countries to engage in international trade is, of course, a *sine qua non* for their development.

It goes without saying that a country's transport system is central to the development of its economy and to facilitating its internal and international integration. As part of the transport chain, ports and port managers have a key role to play in offering efficient and reliable services to ships and cargo, including documentation and customs procedures, to allow the timely flow of goods. Containerization and computerization have allowed great improvements to take place, reshaping the port industry in the process.

Improving prospects for developing countries

Structural reforms in many countries are enhancing the role of market forces and changing the role of the state through deregulation and privatization. In an increasing number of developing countries in all parts of the world, I can report that the pursuit of sound financial policies and outward-oriented, market-based structural reform is resulting in large inflows of foreign direct investment, rapid expansion of exports and imports, and solid growth prospects.

However while economic conditions have improved in a growing number of low-income countries, many of

the poorest countries have continued to fall behind and are becoming separated from the mainstream of economic progress. Their marginalization is a serious threat and a challenge to the international community. Indeed, the phenomenon of globalization -- of which you have, no doubt, heard so much -- has accentuated the benefits of good policies and the costs of bad policies.

What, then, will be the contribution of the developing economies to international trade in the next decade? To answer this question, one must first consider their economic growth in the context of global trends.

The global economic recovery that began in 1993 continued through 1996 when world GDP grew by 3.8 per cent. A similar rate is expected for 1997 and will probably be maintained in the medium term. Much of last year's growth was based on an expansion of economic activities in developing countries. As a group, they were able to increase their real GDP growth rate to 6.5 per cent: an order of magnitude expected to be maintained over the coming years. However, this impressive figure conceals important regional variations.

Most remarkable has been the improvement in performance of African countries. They were able to raise growth rates from 3 per cent in 1995 to 5 per cent last year -- their best growth performance in two decades and a concrete sign of the success of the wholesale macro-economic reforms many have put in place. Unfortunately, far too many countries on this continent continue to suffer from drawn out civil strife, impeding their ability to implement a stable economic policy framework.

This improved performance and brighter outlook is not confined to Africa. After experiencing the painful ripple effects of the Mexican crisis in late 1994, the economies of Latin American countries are once again recovering, recording growth of 3.5 per cent in 1996, a considerable improvement over the previous year. Average growth is expected to further improve this year -- to around 4 per cent.

Developing countries of Asia continued to be the fastest growing group. However, in 1996, they were unable to maintain previous rates of growth and, overall, dropped to an average of 8 per cent. For some, this was only a reflection of policy adjustments to reduce the risk of overheating; for others, it was an indication of more difficult times ahead.

As for the transition economies in the former socialist bloc, after six consecutive years of economic decline, it appears that in 1996 the downturn finally bottomed out. A tiny, but positive rate of growth of 0.1 per cent was recorded, with inflation falling to an average of 40 per cent. It is widely expected that this year, growth rates of around 3 per cent will be achieved for the group.

The Implications for World Trade

Let me turn now to how these growth rates have translated into tangible trade statistics, to which you in the port industry are naturally particularly interested. After two years of spectacular growth in 1994 and 1995, when world trade expanded by over 8 per cent per annum, it slowed significantly last year, to register a modest 4 per cent increase. Developing countries have been responsible for much of the recent upswing. After all, their share of world trade today is almost 30 per cent, and manufactured goods make up an increasing share of their exports. Correspondingly, they have also been responsible for much of the volatility.

- * Most striking last year was the decline in Asia's trade: export growth fell from 9.5 per cent in 1995 to 2.5 per cent, and imports declined from 14 to 4.5 per cent.
- * Africa, by contrast, increased its share of world imports and exports, for the first time since 1990.
- * Latin America was also able to translate increasing rates of GDP growth into improved trade performance. While exports continued to grow, by nearly 12 per cent, imports picked up dramatically -- from a 1995 rate of growth of 3 per cent to above 10 per cent in 1996.

Looking ahead, as the economies of Western Europe and Asia regain their strength, the growth of global trade is expected to pick up again in 1997. As the shipping and port industry must build for the long term, the key question must be: will this growth be sustainable?

The Implications of Globalization for Shipping and Ports

The global economy is characterized by the all too perceptible process of globalization. At the macro-level, globalization is leading to the structural transformation of nations. This is reflected in a large-scale withdrawal of the public sector from economic activities; an increased tendency to enter into tightly-knit regional integration agreements; and, in parallel moves, towards global arrangements aimed at the progressive liberalization of trade in goods and services.

At the micro-level, however, globalization is producing more flexible approaches to production and marketing, as well as the progressive strengthening of links between companies in the production process. Thus all players are becoming more closely linked and share the same objectives. In principle, these developments should result in the sustained growth of international trade.

Globalization of trade and industrial production on the scale presently observed is also affecting maritime transport in different ways. In turn, it has also been decisively shaped by shipping developments. In its widest sense, globalization has dramatically changed the demand for transport and related services and has forced all transportation companies to adapt the services they render to the trading community. At the same time, important technological developments in maritime transport have created the precondition for the expansion of world trade.

Reductions in shipping costs based on the exploitation of economies of scale, on improvements in transport organization and on systematic application of communication technologies have helped to open geographically distant markets and to reduce, if not eliminate, locational linkages in production and marketing processes. For example, in the decade to 1995, there has been an almost 50 per cent reduction in the cost of the maritime transport of containers.

However, problems that could affect future growth do exist. Many ports in developing countries have high costs and poor services, leading to low efficiency and productivity. These tend to be symptoms of the problem rather than the causes. The interface between the government and the port is often too heavy, and managers are unable to manage the port commercially. Lengthy bureaucratic procedures, state intervention and burdensome legislative frameworks prevent management from streamlining operations and reacting quickly to market needs. Management has been separated from its clients and has lost its market orientation. There are successful and unsuccessful ports in the world with various kinds of structure and management -- the successful ones are all highly market-oriented.

A port will not function efficiently without a suitably trained and motivated work force. Training represents a most important investment and governments must promote the implementation, both within the public and private sectors, and, where possible, in collaboration between them as well, of programmes which offer suitable training. In return, labour must act as partners with management in keeping ports available for service. In the rush to develop new infrastructure and acquire new cargo-handling equipment, this key factor must not be forgotten.

The Changing Role of Government

Over the past decades, there has been a significant evolution whereby a port organization has passed from being a wholly government-controlled body -- an instrument of state economic policy -- to a more efficient organization structure, coordinating private and public sector bodies, and eventually to being a totally privatized organization. In all cases, there is a need for government to provide a regulatory framework, to

address issues of national and international relevance such as safety and the environment and to act as the coordinator for port development, not forgetting the hinterland connections.

Recently, there has been an increasing trend towards the separation of regulatory and commercial activities, with the public sector retaining responsibility for the former and the latter being exposed progressively to free-market forces. Rules of fair competition assume importance in cases where government is relinquishing involvement in the commercial aspects of port activity by assigning more responsibility to the private sector.

In the interest of efficiency, there is now a need for governments to review the institutional structure of their ports to see if the present structure is adequate for this new environment, notably when export-led development strategies are pursued. If change is required to make the port more responsive to the market, there will be a need to revise, or create, a comprehensive legal framework to allow more efficient development and operation, oriented to free-market forces. Port authorities need to be pro-active, implying a degree of autonomy, in order to play an important role in fostering trade. Thus, modern management techniques should be used and commercial disciplines adopted. This will improve efficiency in the transport chain, which can result in the capture of new markets for export goods.

I would now like to show you a video that shows how the changing world of trade has affected shipping and particularly ports. It demonstrates clearly the need for Governments and ports to adapt to this single world market, and points up the opportunity that exists for ports to become economic sites to add value.

(First 9 minutes 15 seconds of The Challenge of the Third Generation Port video)

Ladies and Gentlemen, as I mentioned, many developing countries used to consider the maritime sector to be a strategic one, calling for public ownership in line with generally pursued economic policies. While public ownership need not present a problem as such, the experience of a number of countries would indicate the existence of consequential managerial shortcomings as well as in the attitude of the single shareholder towards the financial performance of the maritime companies.

In order to increase the efficiency of the sector, programmes of commercialization and liberalization have been set in motion. These programmes are an integral part of a policy reform programme which involves a shift away from market access restrictions to a fleet and port development policy based on strengthening of the commercial capabilities of national service suppliers and support for policies designed to increase the competitiveness of the maritime services sector.

Management quality and predictable standards of performance will be essential if developing countries' port and shipping industries are to be able to compete in international markets. There are no more islands of profit or protected niches. Management improvements will become a commercial necessity imposed by service users. It is, for instance, evident that a global mainline carrier -- typically from a developed country -- will use ports only if they are competitive and if the quality standards to which the carrier is subjected to can be extended to the port and terminal operators.

To help speed the flow of goods in developing countries, UNCTAD has two important programmes that have been implemented in over 70 countries. ASYCUDA, a computerized customs system and ACIS, a computerized goods tracking scheme, have reduced the transport time and costs of cargo movements. Thanks to support from UNDP and the European Union, another useful UNCTAD programme is our work to rehabilitate the ports in Somalia and thus help to get the economy functioning again.

National policies and action undertaken by international organizations such as UNCTAD aim at fostering the development of competitive maritime markets with the dual objective of providing traders with cost-effective quality services and ensuring a continued participation by developing countries in maritime transport.

In particular, much emphasis has been given to human resource development, largely through programmes funded from extra-budgetary sources. Examples include TRAINMAR at UNCTAD, World Maritime University at the IMO and the Portworker Development Programme at the ILO. The upgrading of maritime management standards and practices is one of the most important elements of any such strategy and one where all three of these UN organizations, working in harmony, are providing important inputs.

Even if market mechanisms will ultimately decide on the success or failure of such policies, management improvement through training and know-how transfer will be an important step towards the attainment of such an objective, as it helps to ensure predictable and acceptable service standards and qualities. UNCTAD is committed to helping developing countries to improve their capacity to engage in international trade, and thus improve their economic development.

USE OF INFORMATION TECHNOLOGIES TO MAKE TRANSIT ARRANGEMENTS MORE EFFECTIVE

At its first session, UNCTAD's Commission on Enterprise, Business Facilitation and Development requested the secretariat to organize an expert meeting on the use of information technologies to make transit arrangements more effective. The meeting took place in Geneva from the 5 - 7 May 1997 and was attended by 164 delegates, with a significant number from the port sector. Despite the rapid progression in information technology, customs transit continues to be largely based on procedures involving the transmission of paper documents. However lack of effective control of transport equipment and cargo in transit is undermining the credibility of existing transit transport arrangements and threatening to reverse major achievements in transit facilitation. The reintroduction of more cumbersome transit procedures would have serious consequences, particularly for the least-developed landlocked countries. The experts stressed the importance of information technology for the proper functioning of customs transit systems, provided qualified and motivated staff were available, and there is an adequate legal and procedural framework with a system of guarantees. The experts believed that transport information systems to track transit cargo should be further enhanced with a view to automate data capture. The lack of such systems in many countries reduces the efficiency of transit transport operators and is also detrimental to the efficient functioning of customs transit systems. In many countries, at different levels of development, the use of UNCTAD's Automated System for Customs Data (ASYCUDA) and Advance Cargo Information System (ACIS) provides the basis for the computerization of transit procedures.

The experts recommended that UNCTAD should, in cooperation with other interested parties, work towards developing a transit module which would incorporate the structure of messages outlined in the paper "Use of information technologies to make transit arrangements more effective " (TD/B/COM.3/EM.1/2 and Add.1). The customs transit information system proposed by UNCTAD defines the contents and transmission channels of information required for transit operations, and suggests new types and functions of transit messages. It is designed to be implemented by countries using an automated customs system and cargo tracking system. The transit module would exchange messages with these two systems in order to reduce the cost and time of the transit leg.

The experts considered that the transit module could cover all functions of Customs control and transport monitoring of transit goods from the beginning to the completion of the transit operation, including the release of securities where appropriate. It should be open to similar computerized systems and, to the extent permitted by national laws, it should permit relevant access by trade and transport operators. Messages should be based on existing international standards, in particular UN/EDIFACT. It was suggested that a group of countries, both transit and land-locked, with a priority on least-developed countries, act as pilot sites for such an electronic transit module.

The development of such a system would have benefits to ports handling cargo for land-locked countries. The improved procedures would reduce the dwell time of transit cargo and thus avoid possible congestion in

the port area that could lead to operational delays for ships and cargo. As well, lower transport costs could lead to increased trade volumes by land-locked countries with more competitive exports and thus more foreign exchange for imports. These increased volumes would provide additional revenue to the port.

PORT LITERATURE

This section provides information on port literature coming from different sources. Requests for information on articles or studies presented in this section should be addressed directly to their authors or publishers.

Port Container Terminal

This "Practical and legal guide of the operations performed at the terminal" has been prepared by the Institute of International Transport Law (Rouen) at the request of the Cameroon National Shippers' Council to promote the use of container transport by shippers. The Guide is bilingual in French and English. The goal of this publication is to provide for each port operation, information on both the technical aspects and the corresponding responsibilities and liabilities. The Guide is sub-divided into five parts dealing with the operator of a container terminal; legal aspects; practical aspects; texts of reference laws; a proposal for the elaboration of a statute for the operator of a container terminal and West and Central Africa's experiences regarding container terminals. There is also a glossary of the main terms used in the publication.

Editions CELSE; 10 rue Léon Cogniet, 75821 Paris Cedex 17; Fax +33 1 42 27 40 20; Price 310FF.

Port Information on the Internet

The number of ports on the Internet continues to grow. One new site which the secretariat finds particularly well done is the one for Mumbai (Bombay) Port Trust -- www.allindia.com/mpt. In addition to standard features such as new developments, facilities, staff, throughput and tariffs, it provides real time information on the vessels in the port. It provides the number of vessels in the port by different cargo class broken down by those waiting for a berth, those not ready to work and those at berth plus those expected; the vessels at each berth with the date of berthing, expected departure time, cargo being worked and agent's name; vessels waiting for berth; vessels in port not ready to work; vessels that have berthed in the last 24 hours and vacant berths. This information is regularly updated which provides shippers and transport operators with advance information on the arrival of ships.

The Port of Rotterdam's Internet site (www.port.rotterdam.nl) strives to give up to date information on the port and city of Rotterdam. In addition the site refers visitors to relevant services and sites. One of the four choices is 'Gateway to the World' which will eventually contain information on connections to inland destinations. There will be a timetable for all the services from Rotterdam -- deepsea, rail, road, shortsea, and barges -- possibly with direct connections or links with companies that offer up to date information. One of these is Transportnet (www.transportnet.nl), a Dutch language site with information on transport and cargo services.

An Internet site with useful information for Canadian shippers is the Canadian Transportation Web site (www.cteam.ca/ctw) which provides a directory of international shipping services. The site provides an on-line searchable database of Canadian freight forwarders, Canadian Customs brokers and U.S. Customs brokers and freight forwarders. There is also a link to transport related information from Canadian Government internet sites.

UNCTAD's Trainmar programme has developed an internet site which gives information on the various South American centers, their history, a list of training materials available and a schedule of upcoming events (see <http://members.aol.com/svenmail/atas.htm>). Sites are also under development for Central America (. .

/svenmail/ca.htm), Caribbean (. . /svenmail/carib.htm) and a site for Asia is also planned.

Dredging: A Handbook for Engineers (2nd edition)

This is an updated and expanded version of the first edition and covers all aspects of modern dredging including operating methods, outputs, costs, contracts and the impact on the environment. The procedures for planning and implementing dredging projects, including pre-contract works are covered. The book is illustrated with line drawings, photographs and tables and has a bibliography at the end of each chapter. This handbook will be invaluable to engineers and managers alike, both as an initial introduction and as a reference.

Arnold; 338 Euston Road, London NW1 3BH, UK; Fax +44 171 873 6325; Price £75.

Environmental Aspects of Dredging

This series of guides to environmental dredging was conceived by the International Association of Dredging Companies (IADC) and the Central Dredging Association (CEDA) and its development was supervised by an editorial board made up of members from both organizations. The first four of the seven guides are now available: Guide 1, Players, processes and perspectives; Guide 2, Conventions, codes and conditions, marine disposal and land disposal; Guide 3, Pre-dredging investigations for materials characterization, and Guide 4, Dredging transport techniques, equipment and disposal processes. Guides 5 through 7 will describe uses of dredged material, treatment and disposal, effects of dredging projects and a review of pilot projects.

IADC; Duinweg 21, 2585 JV The Hague, The Netherlands; Fax +31 70 352 33 34.

Approach Channels: A Guide for Design

This is the final report of the joint working Group of PIANC and IAPH, in cooperation with IMPA (International Maritime Pilots Association) and IALA (International Association of Lighthouse Authorities) that provides practical guidelines for the design of approach channels and fairways. The intention of the guide is to provide practicing engineers with guidelines and data to allow them to design a channel for a given ship or mix of ship types or alternatively, enable the assessment of the suitability of an existing channel for a proposed change in ship type. Following the introduction there are chapters on commercial considerations, approach channel design methodology, the design ship, concept design, detailed design, marine risk and safety of operation and marine impact assessment. The report also contains four appendices on the analysis of existing approach channel widths, typical ship dimensions, predictions of squat and water depths in muddy areas. The guide provides practical guidelines which are readily usable and easy to understand and justify.

General Secretariat of PIANC; Boulevard Simon Bolivar 30, B-1000 Brussels, Belgium; Fax +32 2 208 52 15 or E-mail navigation-aipcn-pianc@tornado.be; Price 2000BF.

ICHCA Safety Panel Briefing Pamphlets

The International Cargo Handling Association (ICHCA) has prepared a series of pamphlets to inform and advise those involved in the cargo handling field of practical issues and needs concerning health and safety matters. The aim is to encourage a growing interest in port safety, to reduce accidents in port work and to protect port workers health. Three pamphlets of particular interest to port management are as follows:

Container Terminal Safety (No.5) by R.W.S. Barnes -- Port of Felixstowe
Guidance on the Preparation of Emergency Plans (No.6) by Evert Wijdeveld -- Rotterdam Port Authority
Safe Working on Container Ships (No.8) by R.W.S. Barnes -- Port of Felixstowe

ICHCA International Secretariat; 71 Bondway, London SW8 1SH, UK; Fax +44 171 820 1703.

Commercialization of Transport Business Undertakings

The proceedings of an expert group meeting which was held in Bangkok in May 1995 for the ESCAP region was published last year. The objective of the meeting was to bring together regional experts to share experiences between the countries and the private and public sector. The ultimate aim was to formulate guidelines for the commercialization and privatization of ports which would identify the most appropriate alternatives based on the reasons for transition, prevailing economic circumstances and social conditions for adaptation and use by individual governments in the region.

The report is in six parts, the first part is the report of the meeting and provides summaries of the presentations, keynote papers, round-table discussion and presents the findings and the participants recommendations. Part two contains the presentation made by ESCAP on the port commercialization project and a discussion paper on commercialization and the ways of involving the private sector in ports, related activities, dredging and inland waterways.

Part three includes the four keynote papers "The Functions of the Landlord Port", "A Private Sector Perspective", "Impact of Privatization on Employment Opportunities in the Port Industry" and "Planning and Rationalization of Port Facilities -- The Role of Government" presented respectively by Bert Kruk, TEMPO, Port of Rotterdam, George Berezovsky, International Port Management Division, P&O Australia Limited, Laurens Schuurman, ILO Regional Consultant in Maritime Activities for Asia and the Pacific Region and Tony Clark, Secretary, Hong Kong Port Development Board.

Part four gives summaries of the eight country papers from the Philippines, Korea, Malaysia, Pakistan, Vietnam, Sri Lanka, Indonesia and Iran that were presented on various aspects of private sector participation. The five ESCAP consultants findings on experiences in four different countries are presented in part five. The final part contains a summary of the delegates' perceptions on issues raised in the discussion paper. Interesting information is included on valuation of assets and business, performance standards, tariffs, competition, negotiation and risk sharing, legal framework and transition from public to private operation.

United Nations Economic and Social Commission for Asia and the Pacific, Bangkok, Thailand, Fax +66 2 280 6042.

Computerized Asset Management System

This manual provides information on the use of the capital asset recording, depreciation and revaluation system (CARDARS) developed by ESCAP's Transport, Communications and Tourism Division in association with the Port Authority of Thailand. The system provides a means to record all assets, allocating them to different cost centers and then on a monthly or annual basis calculate their value and depreciation. The system has been programmed in Turbo Pascal and runs on a personal computer operating under DOS. The manual provides detailed instructions for using the system and provides examples of the reports that can be produced.

United Nations Economic and Social Commission for Asia and the Pacific, Bangkok, Thailand, Fax +66 2 280 6042.

World Investment Report 1997: Transnational Corporations, Market Structure and Competition Policy

UNCTAD's annual World Investment Report provides a comprehensive analysis and policy discussion of international investment issues and this year examines the interrelationship between transnational corporations, market structure and competition policy. The liberalization of foreign-direct-investment regimes allows a greater presence of transnational corporations (TNCs) in host countries, with important implications for market structures and competition. The growing size and importance of international production was manifested in 1996 in the \$1.4 trillion worth of investment in foreign affiliates. Foreign direct investment (FDI) flows set a new record level of \$350 billion, in the midst of a new FDI boom with cross-border mergers and acquisitions and inter-firm agreements as the driving force behind TNC activity and with an increasing transnationalization of the largest TNCs based in both developed and developing countries. The growth of international production has been facilitated by ongoing liberalization and holds good prospects for being sustained into the next century.

Accessing markets will remain the principal motive for investing abroad and there will be dramatic increases in investments in infrastructure and distribution. The United States is by far the largest FDI recipient and investor abroad, but developed countries are becoming, on the whole, less important hosts. Developing countries -- even some of the least developed ones -- enjoy rapidly growing investments, with new record levels in South, East and South-East Asia, as well as Latin America and the Caribbean, with signs of revival of FDI flows to Africa and of growing non-oil investment in West Asia, while a slow-down in privatization contributed to a decline in FDI flows to Central and Eastern Europe.

As countries liberalize their FDI policies, it becomes important to ensure the efficient functioning of markets through the adoption and implementation of competition policies. While the relevant markets for many products remain national in scope even in a globalizing world economy, opening up to inward FDI can contribute towards the contestability of host country markets even though TNC activity may decrease or increase market concentration in host country markets, and influence the performance of firms and industries -- and, ultimately, consumer welfare -- accordingly. In regional and global markets, competition and efficiency can go hand in hand with greater concentration. The benefits of integrated international production depends on an efficient logistics network.

While FDI liberalization can be a means of promoting competition, the specific task of competition policy is to promote efficiency in a given market, with the main interface between competition law and FDI taking place at entry through merger review and in the context of post-entry competition issues. There is a direct, necessary and enlarging relationship between FDI liberalization and the importance of competition policy which, increasingly, also requires that competition authorities cooperate among themselves while recognizing that the pursuit of contestability does not necessarily lead to desired outcomes, especially where development considerations weigh heavily. Thus when governments choose to circumvent competition, the means by which they do so should be the least damaging from an efficiency perspective and should be transparent and subject to review in light of changes in markets and the original rationale for such policies.

United Nations Sales Section, Palais de Nations, 1211 Geneva 10, Fax +41 22 917 0027.

TECHNICAL NOTE Elements of the terminal lease

The following note is based on information collected by the UNCTAD secretariat on the elements that must be included in a terminal lease or concession. With the growing trend to transfer the responsibility for operations from the public to the private sector, a large number of countries are seeking guidance in this

domain. The note does not present the legal text required but rather the substantive points that must be covered in the agreement. The lease contract is an agreement between the port authority and the terminal operator. The contract is established through negotiation and while there should be flexibility when defining the conditions, all aspects need to be covered to avoid misunderstanding. The purpose of the note is to provide guidance to port authorities, many of whom will have limited experience in this field.

Area and facilities

The lease must specify the area and facilities that are to be included, what operations are to be allowed in the area and if there are to be any restrictions to shipping lines, shippers or receivers. Sufficient area must be included for expansion as traffic grows over the period of the lease. The lease will also describe the facilities that come with the land, for example, quay wall, draft alongside, surfacing, railway lines, ship-to-shore cranes, cargo handling equipment, covered storage, workshops and office buildings. The operator may also require that the lease specify that the port authority can only develop other facilities when the volume of traffic exceeds a pre-determined amount.

Duration

The duration of the lease will directly depend on the facilities that come with the site and thus the amount of investment that is required by the terminal operator. If only the quay wall and land is available, the duration of the lease will normally be for 25-30 years. If a surfaced terminal with quay cranes is available, the lease could be from 15-20 years. If all cargo handling equipment and buildings are provided, a lease duration of 5-10 years should be the rule. The duration is governed by the payback period for the operator, that is, the length of time he must operate the terminal to recover his investment cost. If the duration is considered too short for the investment required, the terminal operation will not be prepared to take up the lease.

Payment

The lease must specify the amount of the payment, the timing of the payments and the currency to be used. The amount can be a fixed sum or flat rate that could be indexed to the national rate of inflation, or an amount that is linked to the volume of traffic. This could be a min-max arrangement where a minimum amount is paid up to a certain volume and then increased up to a maximum amount at another level. A shared revenue arrangement would have the amount paid directly related to the volume of traffic. This last arrangement maximizes the risk to the port authority. The timing of the payments should be made in three to four installments in advance based on the expected traffic over the year with a final payment based on the actual traffic handled. The operator can be given a credit if he has overpaid. As the port authority will likely have foreign exchange loans to repay, the authority may require that all or part of the payment be fixed in foreign currency. The terminal operator will likely only agree to this if he can also charge for his services in foreign currency. When foreign currency is used, then the base for indexing will need to be reconsidered.

Labour obligations

The number of workers and employees to be taken over from the port authority by the terminal operator must be specified as well as their conditions of employment. This normally will mean at the same or better conditions and for a guaranteed period, for example, 5 years. This will also include medical benefits and social security schemes that were offered by the port authority. As there is often over-staffing, there is a tendency to want to transfer more staff than the terminal operator requires and this will affect the price the operator is willing to pay for the lease. The availability of some public funds to offer an early retirement package can be an important factor for both parties when considering this topic.

Maintenance / services

Normally the maintenance, upkeep and renewal of all facilities within the area become the sole responsibility of the terminal operator. However the port authority will normally be responsible for the maintenance of the quay-wall, fenders and dredged depth alongside. The port authority will normally provide pilotage and towage, maintenance of the entrance channel to a specified draught, fire safety installations, road access to the terminal, supply and maintenance of electrical power to the terminal subject to the terms and conditions of the power supplier and supply of water and sewage facilities to the terminal and ships subject to the terms and conditions of the water supplier. The payment for security personnel inside the terminal would normally be borne by the terminal operator. The lessee must also maintain at his cost, general and specific operators liability insurance.

Investments to be made

The lease should include a description and the timing of the investments that the operator has agreed to make. This may include the purchase of existing cargo handling equipment, spare parts and tools and are thus a one-time payment to the port authority. The operator will also have to provide all additional container handling equipment and spare parts to operate the terminal and serve the traffic in line with the agreed standards of performance. Improvements may also be part of the agreement such as surfacing and construction of offices and workshops. All equipment purchased is the property of the terminal operator, however at the end of the lease the port authority may have the first option to repurchase equipment.

Performance levels

Performance standards in terms of minimum containers to be handled per day, maximum waiting time for a berth and maximum time for trucks receiving or delivery of a container can be established. This is a method of monitoring that the service to users is acceptable and indicates to the port authority if the terminal operator has adequate procedures and has made sufficient investments to handle the current traffic. Further, the number of containers to be handled per year or the number of ship calls per year over the period of the lease may need to be specified as a guaranteed minimum throughput to the port authority.

Tariff increases

The question of the regulation or control of tariff increases will depend greatly on the environment in which the terminal is operating. If there are terminals competing for the traffic there will be little need for pricing controls. However if there is only one operator, all tariff increases may either need to be approved by the port authority or users may have the right to make an appeal to an appropriate body if they consider the increase unjustified. The lessee may be required to collect ship dues and berthing charges on behalf of the authority.

Renewal

The lease should envisage how and when the lease is to be renewed. The present terminal operator may be given an option for renewal subject to a renegotiation of terms and conditions or an open tender may be held again. The objective here is to maintain continuity of service and thus avoid periods when there is no lease. In the event of non-renewal there will be a number of conditions that the operator must fulfill when the lease ends, for example to return the site back to the state it was when he received it unless the new lessee is willing to take it over as is.

Cancellation / arbitration

In the event that either party wishes to terminate the lease, there should be provisions in the lease on the steps

to take (arbitration procedure) and the amount of compensation to be paid by the party wishing to end the agreement ahead of time. One alternative, if the lessee wants to terminate the lease, is to either pay for the remainder of the lease or find somebody who wants to take over the lease.

Environmental standards

Particularly for bulk terminals or port areas leased out for industrial uses, the quality of the soil at the end of the lease must be the same as it was at the beginning. The port authority must therefore have the condition of the soil tested before granting the lease. If there has been any soil pollution, the operator must clean up the site before returning it to the port authority.

REHABILITATION PROGRAMME FOR SOMALI PORTS

An update

Activities in these projects funded by UNDP and the European Union continue to be concentrated in Bosasso and Berbera and focus on advisory and training activities. On-the-job training is now supplemented by formal training provided by the recently established port training centers. Also, the first training programme abroad was undertaken from 24 March to 5 April 1997 for six managers from the port of Berbera. The training took place in the Indian ports of Kandla and Tuticorin, which are handling dhows, a traffic widely used along the Somali coast. A visit also took place to the training facilities of Madras Port Trust. This training programme was organized in collaboration with the Indian Ports Association. Further foreign training will be undertaken next year.

In Bosasso, the rehabilitation and construction of four buildings (Administration, Tax Collection, Police and Prison) was started and completed during the year using funds from the European Union. These facilities were urgently needed due to the spectacular increase in population and economic activity in this port brought about by the influx of refugees. Growing pains led to one incident with expatriate personnel which was settled, in the Somali way, by donating a 3-year old camel to the project. This compensation was a recognition by the Somalis of the value of the programme's activities in the region.

The programme activities in these two ports has contributed to their normal functioning. As an interim measure, project activities were also enlarged to set up a new project on the development of civil protection dealing with law enforcement, demobilization and de-mining in line with the strategy of reinforcing the functioning of governance by the local Somali institutions.

At the time of writing, an in-depth UNDP funded evaluation of the project is taking place. Recommendations will be made concerning the future scope and activities of the project.

MARITIME TRAINING ACTIVITIES

Delft International Seminar on Port Management

The International Institute for Infrastructural, Hydraulic and Environmental Engineering (IHE) (see 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 post-graduate education in civil and environmental engineering. Since 1964, the Institute has been organizing an International Seminar on Port Management 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. The programme this year comprised observation periods at the ports of Amsterdam and Rotterdam as well as a one-week study-tour to Germany and visits to the ports of Ghent and Antwerp. Nearly 1,000 participants from about 100 different countries have attended these seminars. The charge for the seminar in 1997 was Dfl.10,000 (US\$5,234) which included the tuition fee, hotel accommodation and travel costs during all visits.

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.

The seminar started on 13 May and was attended by 36 participants plus five students (China, Cuba, India, Israel, and Philippines) that were following the MSc programme at the Institute. This year there were large contingents from India (13) and from Indonesia (13) financed through a bilateral agreement with these countries and the Netherlands. The 1998 seminar is scheduled to take place from 12 May to 19 June. For more information please contact Mr Ronald DeHeer, Delft, Fax 31 15 212 2921.

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 finalized version will be delivered to the Port Management programme of the World Maritime University in the fall of this year.

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 and product 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 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 material is provided for the participants to read. The most beneficial elements of the seminar will be 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.

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.

The courses scheduled in 1998 for the 1997--1998 Programme are as follows:

9-13 February **Managing Ship Safety and Environmental Protection** (5 days) US\$ 1,200

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.

2-13 March **Essential Maritime Transport** (2 weeks) US\$ 1,800

The course provides intensive studies of the financial, commercial and technical aspects of shipping and gives middle management level staff an overview of the industry and the essential skills needed.

20-24 April **Reliability-Centered Maintenance** (5 days) US\$ 1,200

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.

May-June **Certificate in Instructional Skills for Maritime Instructors** (3 weeks) US\$ 2,800

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.

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 7.70 to US\$ 1.00.

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

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

This fifth seminar, which was scheduled to take place in English in 1996 has been rescheduled to take place in the autumn of 1998 at the request of the Belgian Administration for Development Cooperation, the funding agency. 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.

Advanced port management: modern principles and methods 11 - 22 May 1998

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 - 5 June 1998

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 2 - 6 November 1998

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

PROMOTION OF REGIONAL COOPERATION BY ECLAC

The Economic Commission for Latin America and the Caribbean has developed a three day course on "Port modernization: a pyramid of interrelated challenges" that it has been running in various Latin American countries and now, through cooperation with other economic commissions, has run the course in other regions. The workshop provides an excellent forum for all the stakeholders involved in port reform: ministries of transport, national port authorities, exporters, importers, carriers and unions to work towards the development of a viable restructuring for the sector. The course is in three four-hour modules, which provides information to participants to allow them to identify and understand the major trends and strategic signals, to advocate a commercial outlook and to formulate an action plan for their ports which would facilitate the introduction of modern technologies, to allow them to create a basis for the participation of private interests and to permit them to begin the market-based reform of port labour regimes. The ECLAC secretariat would be willing to run the course subject to funding to cover the transport and daily subsistence cost for two instructors. For more information contact Larry Burkhalter, ECLAC, Santiago, Chile, telephone +562 210 2280, fax +562 208 0252 and email lburkhalter@eclac.cl.

INTERNATIONAL CONFERENCE ON SAFETY IN THE PORT ENVIRONMENT

The 4th Conference on Safety in the Port Environment with the theme "The Human Factor" was organized in Bremen from 14-16 April 1997. The conference was attended by 90 participants from 37 countries. Four topics were discussed in workshops: ship and shore security; availability of qualified port personnel; safety in port premises; and ship/shore communication in port services. The three main security problems confronting ships and ports were piracy/violent attacks, drug trafficking and stowaways. The workshop recommended the creation of a permanent joint IMO/BIMCO Working Group to monitor these events on a global basis and regularly publish its findings to induce governments and authorities to improve security measures. The second workshop considered the availability of qualified port and marine personnel from two aspects -- safety related training and the availability of qualified ex-seafarers. Recent studies have shown that there will be a shortage of qualified ship personnel on a worldwide level which will lead to insufficient qualified ex-seafarers entering the port industry. Training becomes essential and there was a need to further develop minimum standards of training for port and marine personnel. When considering liability, the workshop on safety in port premises concluded that minimum standard third party insurance should be internationally required to cover all related accidents and injuries. The majority of injuries are caused by human failure and the establishment of safety programmes that implemented international standards could assist in minimizing injuries. While emergency response plans existed in most countries there was a lack of supplies and equipment to implement the plans in a number of countries. The workshop on communication in port services concluded that the use of English as a common language should be further promoted. Ship/shore checklists and forms for vital operations should be developed that are standardized and simplified to facilitate their application and avoid confusion. International port safety, security and training standards should be established and governments and authorities encouraged to implement and enforce these standards. The next conference would be hosted by Bremen in 1999.

Port and Transport Consulting; Bremen; Fax: +49 421 398 3698.

LEGIPORT

The International Association of Port Lawyers organized its second meeting in Casablanca from 18 - 19 September 1997. The first day was devoted to presentations on the legal relationships between ports and

ships. The second day dealt with administrative aspects for the Association. The mandate of the present executive was renewed for another two years and the statutes of the Association were modified. Representatives from Madagascar, Namibia, Sri Lanka and Romania participated for the first time.

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

PORT MANAGEMENT ASSOCIATION OF WEST AND CENTRAL AFRICA

The 22nd Council Meeting of the Port Management Association of West and Central Africa is scheduled to be held in Dakar, Senegal from 21-28 November 1997. This meeting is an important forum to allow the exchange of knowledge as well as strengthening sub-regional cooperation and will be preceded by the 8th African Ports Symposium in Banjul (The Gambia) from 17-19 November 1997. The main themes to be discussed at the symposium are structural changes in the port and shipping industry, port operations and finance, commercial and environmental issues of port management, and human resource development in ports.

Port Management Association of West and Central Africa; P.O. Box 1113; Apapa-Lagos; Nigeria; Fax: +234 1 587 12 78 / 587 79 77 or Liaison Office in Cotonou; Fax: +229 31 02 91.

PORT MANAGEMENT ASSOCIATION OF EASTERN AND SOUTHERN AFRICA

The 23rd Council Meeting of the Port Management Association of Eastern and Southern Africa is scheduled to be held in Djibouti from 1 - 7 December 1997. This meeting allows the exchange of information as well as strengthening sub-regional cooperation in the ports from Sudan to South Africa and those in the Indian Ocean.

Port Management Association of Eastern and Southern Africa; P.O. Box 99209; Mombasa; Kenya; Fax: +254 11 228 344.

BUSINESS IN PORT CITIES

The 6th International Conference of Cities and Ports will take place from 18-22 November 1997 in Punta del Este, Uruguay. Port cities have a formidable capacity to attract those who want to start up business. This conference will provide a forum to focus on expectations and strategies developed by those who have chosen to establish businesses in port cities. The meeting will define the conditions and the environment that must be offered to business by the local players in an increasingly competitive international context. Both the city and the port are working jointly to remove legal, institutional and financial obstacles to allow projects to be implemented. The conference has three themes: the return of the city to the quayside (business opportunities on the old quaysides); requirements for enterprise success in the port city (institutional factors and developing the public/private sector partnership); and the mobilizing initiative of Mercosur (the development role of port cities in the region and the need for port modernization). During the conference there will be a technical visit to the port of Montevideo.

Association Internationale Villes et Ports; Corinne Monnet or Corinne Lallemand; 76600 Le Havre; Fax: +33 2 35 42 21 94.

AAPA 1998 SEMINAR SCHEDULE

The American Association of Port Authorities has published their 1998 schedule of education and training programs. The topics, venue and dates are as follows: Planning and Research, 11-13 February, San Diego; Port Legal Issues, 4-6 March, Savannah; Port Finance, 8-10 April, Palm Beach; Bulk and Breakbulk Operations, 15-17 April, Baton Rouge; Terminal Management, 27 April-1 May, Baltimore; Harbors, Navigation and Environment, 13-15 May, Philadelphia; and Port Management and Pricing, 27-29 May, Halifax. The Association serves the ports of Canada, the Caribbean, Latin America and the United States. For further information on these seminars, please contact Ms Claire Liston at +1 703 706-4717.

TERMINAL OPERATIONS CONFERENCE AND EXHIBITION

The 1998 Terminal Operations Conference and Exhibition will take place in Antwerp, Belgium from 26 - 28 May and is supported and endorsed by the Antwerp Port Authority and ASSIPORT, the Port of Antwerp Promotion Association. The TOC98 is one of the leading ports and terminal events with a large number of exhibitors.

IIR Exhibitions Ltd.; Robert Jervis; London SE1 1NA; Fax: +44 171 453 53 06 or E-mail: robertjervis@compuserve.com.

REHABILITATION OF HARBOUR AREAS

The Portuguese Section of the Permanent International Association of Navigation Congresses (PIANC) is organizing this international conference that will be held from 7-9 June 1998 in Lisbon, Portugal. The meeting will consider how the rehabilitation and social re-use of former commercial and fishing harbour areas can solve some of the problems caused by the increased demand for pleasure navigation and how these areas can contribute to create new links between the city and oceans, lakes and rivers. A visit to recently rehabilitated Lisbon harbour waterfronts will take place including the EXPO98 site (world exhibition, "The oceans: a heritage for the future" which is open from May 22 to September 30, 1998).

PIANC Conference '98; Fernando Abecasis; P-1799 Lisbon; Fax: +351 1 848 81 48.

29th INTERNATIONAL NAVIGATION CONGRESS (PIANC)

The Permanent International Association of Navigation Congresses (PIANC) is organizing its international conference in The Hague from 6-11 September 1998. The last congress in the Netherlands was the 6th Congress in 1894. There will be ten technical sessions with parallel sessions on inland navigation and maritime navigation. Sessions of particular interest to port managers will be the ones on reducing the terminal costs in inland ports; risk assessment in port design and operations, including port approaches; new trends in port planning and development; and economic evaluation of port environmental management. Two technical excursions are planned to the ports of Rotterdam and Amsterdam. In parallel with the Congress, there will be an International Exhibition on Ports and Navigation which will show the latest developments in port and waterway construction, coastal engineering, environmental friendly dredging, new transportation and cargo handling concepts, shipbuilding and logistics systems. The congress fee includes attendance, documentation, excursions, lunches and closing banquet.

Lidy Groot Congress Events; 1080 AA Amsterdam; Fax: +31 20 675 82 36 or E-mail: Lidy.Groot@inter.NL.net.

PORTS 98 MARITIME ENGINEERING AND PORTS

The Wessex Institute of Technology and the University of Genova are organizing this conference which will take place from 23-25 September 1998 in Liguria (near Genova), Italy. The objective of the meeting is to discuss the management, operation, design and building of maritime works and ports and how new technologies can be incorporated to make these systems more competitive. The conference will provide a forum for discussion and interchange of information between managers, operators, designers, and the scientific and academic communities. The event is sponsored by the Italian Association of Ports and the Port Authority of Savona, Italy.

Wessex Institute of Technology; Liz Kerr; Southampton SO40 7AA; Fax: +44 1703 292 853.

UNCTAD REVIEW OF MARITIME TRANSPORT, 1997

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. It is 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 global and intra-regional trades in small island developing countries, together with developments in shipping and related services. 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 E-mail unpubli@unog.ch.

Acknowledgements

*The secretariat would like to express its thanks to the organizations who have assisted in the preparation of this Newsletter. In particular, the **Port of Dunkirk Authority** who have printed and distributed the Newsletter, the **Instituto Portuario de Estudios y Cooperacion** (Trainmar Centre of Spain - Port Authority of Valencia) who have assisted in the translation of the Newsletter into Spanish, and the **Regional Trainmar Resource Centre** based in Guadeloupe who have assisted in the translation into French. Without the assistance of these three organizations, the Ports Newsletter would not be in its present form.*

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:

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Printed in France
GE.97-xxxxx November 1997-600

UNCTAD/SDTE/TIB/MISC.5
ISSN 1020-3656