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#### NOTE

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# **Editorial**

Dear readers:

UNCTAD will hold its expert meeting on "Regional cooperation in transit transport" 27-28 September in Geneva. The date for our ad hoc expert meeting on "Globalization of port logistics services: Opportunities for developing countries" has been set for 12 December (page 5). Notification, agenda and documents are available at:

<u>http://www.unctad.org/Templates/Meeting.asp?intItemID=4233&lang=1</u>. For more information please contact Poul Hansen, Trade Logistics Branch, <u>poul.hansen@unctad.org</u>.

Two articles in this issue of the *Transport Newsletter* look at shipping issues, covering "Liner shipping connectivity and trans-shipment" (page 4) and "The process of concentration in port and shipping business" (p. 6).

The Global Facilitation Partnership (GFP) featured topic is the World Customs Organization (WCO) Columbus Program (p. 10). We further report on proceedings of conferences and meetings of the Transportation Research Board (TRB) Committee (p. 9), the International Association of Ports and Harbours (IAPH, page 9), the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT) Forum Management Group FMG, p. 8), as well as the International Port Training Conference (IPTC, p. 11).

We further provide an update on the United Nations Code for Trade and Transport Locations (UN-LOCODE, p. 10).

Please also note that UNCTAD's Trade Logistics Branch wishes to update and expand its roster of consultants in trade and transport facilitation. We seek experts who would be available to work on ongoing and potential future projects in the field. Please see p. 12 for more details.

For feedback, comments and suggestions for our next UNCTAD *Transport Newsletter* (Third Quarter 2007), please contact Jan Hoffmann at jan.hoffmann@unctad.org before September 2007.

The Trade Logistics Branch Team

Geneva, June 2007

### **Subscriptions**

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For past issues of the Transport Newsletter, please visit www.unctad.org/transportnews.

## Liner shipping connectivity and trans-shipment

Access to international shipping services affects the competitiveness of countries' manufacturing companies, through impacts on transport costs, transit times and speed in access to markets. This is particularly the case for countries aiming at value added exports. Transport services therefore have become an important aspect of countries' integration into the globalized supply chain. Consequently, research on transport costs and liner shipping services supply is receiving increased attention by policy makers.

In 2004, UNCTAD developed the Liner Shipping Connectivity Index (LSCI), which provides an indicator of liner shipping connectivity, composed of indicators of liner service supply, by country.<sup>1</sup> Extending this research, UNCTAD also started collecting and evaluating data on liner shipping services between countries, i.e. on routes between pairs of countries.<sup>2</sup>

For 159 selected countries that receive at least one regular liner shipping service, information on the number of ships, carriers, twenty-foot equivalent unit (TEU) capacity and maximum ship sizes of vessels employed on direct liner services was gathered at the end of 2006. The data also allows for the analysis of trans-shipment requirements for cargo moving between an exporting and an importing country. The data shows significant differences between pairs of countries in terms of liner shipping supply on bilateral connections.

An exporting and an importing country can be connected through a direct liner shipping service, transporting the cargo directly from the importing country to the exporting country with only two port handlings involved. Alternatively, in the absence of such a direct call service, the cargo will have to be trans-shipped in a port of a third or even a fourth country in order to reach the final destination country. In the dataset, we have grouped the connections between two countries into four categories:

(a) "First order" or direct call connections, requiring two port moves;

(b) Connections for which the cargo needs to be trans-shipped in one country, called

"second order" connection, which require a total of four port moves;

(c) Trans-shipment in two countries, defined as "third order" connections, requiring six port moves; and

(d) Trans-shipment in three countries, defined as "fourth order" connection, requiring eight port moves.

Figure 1 shows the concept for the example of a "third order" connection, which includes transshipment in two countries, requiring a total of three shipping services and six port moves.

#### Figure 1. Third order connection



There are 12,561<sup>3</sup> bilateral connections between the 159 selected countries in the dataset. Only 17.6 per cent (2,213) of these bilateral routes are serviced by direct call services, meaning that at least one liner company provides services between the two countries. For the remaining

<sup>&</sup>lt;sup>1</sup> UNCTAD Transport Newsletter No. 34, fourth quarter 2006, p. 8.

<sup>&</sup>lt;sup>2</sup> UNCTAD Transport Newsletter No. 34, fourth quarter 2006, p. 19.

<sup>&</sup>lt;sup>3</sup> ((159x159)-159)/2=12561.

10,348 bilateral connections, trans-shipment in at least one other country is necessary. For the majority of pairs of countries (8,188) such connections are "second order connections"; 2,134 connections are third order connections, and only a very small number (26) of connections between pairs of countries are fourth order connections. This means that the maximum number of required trans-shipments to reach any importing country from any exporting country in the world is three. Most countries can trade with each other by way of liner shipping services that involve one trans-shipment. Figure 2 shows the global distribution of the type of connections between the world's coastal countries.



Figure 2. Type of possible connections between 159 coastal countries

A closer look at the 2,213 direct call (first order) connections shows the differences in service availability to countries. From the main European trading nations and the United States, cargo can be moved via direct call services to more than 85 countries. Eastern Asian countries are also directly connected to a relatively high number of countries in the Middle East, South America, South-East Asia and South Africa, which have about half as many direct connections as European countries. At the other end of the spectrum, numerous countries, in particular small island states and countries with only river ports, are served by only very few direct connections; including five countries with direct liner shipping services to only one other country.

Services with trans-shipment do not necessarily imply higher costs or lower speeds than direct services. The possibility to trans-ship in other countries' ports increases competition and provides additional options to shippers. It may also reduce costs by connecting to high-density routes with large vessels, achieving economies of scale, and it may even reduce delivery times if frequencies from and to the trans-shipment points are higher than those of direct services.

Robert McCalla and Birgit Viohl, Trade Logistics Branch, birgit.viohl@unctad.org.

### Ad hoc expert meeting on "Globalization of port logistics services: Opportunities for developing countries"

#### 12 December 2007, Palais des Nations, Geneva

This meeting, comprising representatives from global terminal operators, port operators, port experts and international organizations, will start with an introduction and debriefing of multilateral trade negotiations and possible implications for the port industry. Ports are major interfaces between national transport systems and global transport networks and the goods which pass through these networks have increasingly become containerized. The latest developments and trends from around the world will be examined to see how solutions have been applied to cope with rising container trade volumes.

In the afternoon, specific attention will be given to emerging markets and opportunities for developing countries. The benefits deriving from opening markets and private participation will be examined by means of reviewing successful case examples. Inland linkages and feedering developments, investment and transfer of technology as well as policy actions and concession schemes will be explored.

Vincent Valentine, Trade Logistics Branch, <u>vincent.valentine@unctad.org</u>

### The process of concentration in port and shipping businesses

Two 2004 articles of the *Transport Newsletter* discussed the issue of concentration and specialization of countries in different maritime sectors.<sup>4</sup> In the present article, we provide an update on selected maritime businesses, and discuss trends in the process of concentration. Summary tables give information about the market share of the top four companies in each market, as well as the Herfindahl–Hirschmann Index (HHI) for those companies (HHI-4). The HHI is a widely used measure of market concentration. United States Federal agencies handling antitrust issues consider a market having an HHI of 1,000 or more as "concentrated" and 1,800 or more to be highly concentrated, probably requiring intervention. Given that information often is not available for all market players, and given also that the squared market share decreases exponentially for smaller participants, sometimes the HHI-4 (the HHI of only the top four players) it computed, which is the procedure followed in this article.

It must be made clear from the outset, however, that concentration of market power may be far higher on individual routes or in individual ports than the global figures might suggest.

#### Liner shipping companies

At the beginning of 2007, the top 25 container carriers controlled 84 per cent of the world's TEU capacity. Maersk accounts for 16.8 per cent of operated slots, followed by MSC with 9.8 per cent. The combined market share of the top four companies is 38.4 per cent. Compared to three years ago, i.e. the beginning of 2004, this market share has increased by 7 per cent (31 per cent in 2004). The HHI has increased by 182 per cent, from 268 in 2004 to 449 in 2007.

Liner shipping companies, TEU carrying capacity, January 2007			
	Thousand TEU	% share	square
Maersk Line (Denmark)	1,760	16.82	282.90
MSC (Switzerland)	1,026	9.81	96.14
CMA-CGM (France)	685	6.55	42.85
Evergreen (Taiwan Province of China)	548	5.24	27.43
Other	6,445	61.59	
Total	10,464	100.00	
		% top four	38.4
		HHI-4	449

Source: Data from Dynamar, calculations by UNCTAD.

Mergers between shipping lines do not automatically lead to a simple addition of the combined market shares. Soon after Maersk-Sealand purchased P&O-Nelloyd, the market share of the merged company became lower than the combined share of the two previously independent companies. At the beginning of 2006, Maersk still commanded a market share of 18.2 per cent; one year later it was reduced to 16.8 per cent.

<sup>&</sup>lt;sup>4</sup> Transport Newsletters # 24 and # 25, available at <u>http://extranet.unctad.org/TransportNews</u>.

Rather than being concerned about global levels of concentration, most smaller and mediumsized shippers are interested in the market power of carriers on individual routes or in individual ports. Here, research by UNCTAD suggests that up to the beginning of 2005, the number of carriers offering services at individual ports had continued to increase despite the global process of concentration. While globally there are fewer carriers today than 10 years ago, the same global carriers continue to expand into new markets. As a result, the number of carriers providing services to a specific port actually increased for the majority of countries. Since mid-2005, however, the average number of carriers per country has started to decline.<sup>5</sup>

#### Containership owning

The ownership of containership is less concentrated than its operation. Operators tend to charter a large proportion of their vessels, which tend to be owned by "non-operating" owners, such as NSB Nordelbe (Germany).

Containership owning, TEU carrying capacity, May 2007			
	Thousand TEU	% share	square
Maersk (Denmark)	972	10.30	106.11
MSC (Switzerland)	566	6.00	35.98
Evergreen (Taiwan Province of China)	380	4.03	16.22
NSB (Germany)	354	3.75	14.07
Other	7,164	75.92	
Total	9,436	100.00	
		% top four	24.1
		HHI-4	172

Source: Data from CRS, calculations by UNCTAD.

At the beginning of 2007, the combined market share of the top four container ship owner companies was 24.1 per cent. Compared to the beginning of 2004, this market share increased by 6 per cent (19 per cent in 2004). The HHI increased 76 points, from 96 in 2004 to 172 in 2007.

#### Container ports

The world's top four container ports in 2006 together moved one out of every five TEU of world port throughput, with an HHI-4 of 101. This is a decline of 28 points compared to the HHI-4 of 2003, the reason being mostly that many Chinese ports have grown faster than Hong Kong (China), which was the world's busiest container port in 2003.

Container ports, throughput in TEU, 2006	ó		
	Thousand TEU	% share	square
Singapore (Singapore)	24,792	5.60	31.40
Hong Kong (Hong Kong, China)	23,548	5.32	28.33
Shanghai (China)	21,720	4.91	24.10
Shenzhen (China)	18,469	4.17	17.43
Other	353,871	79.99	
Total	442,400	100.00	
		% top four	20.0
		HHI-4	101

Source: Data from Dynamar, calculations by UNCTAD.

<sup>&</sup>lt;sup>5</sup> See also *Transport Newsletter* #33, third quarter 2006.

#### Container port operators

Two of the top seven port operating companies are linked to shipping lines (APM and Cosco Pacific). The others are Huchison, PSA, DP World, Eurogate and SSA Marine, which started their development as local port operators in Hong Kong (China), Singapore, Dubai, Germany, and the Unites States, respectively. In 2006, the combined market share of the top four container port operating companies was 44.2 per cent. Compared to 2003, this market share has increased by 10 per cent (34 per cent in 2003). The HHI increased by 169 points, from 330 in 2003 to 499 in 2006. The market share of the top four port operating companies in this sector has experienced the largest increase of all major port and shipping industries in recent years. In addition, PSA in 2006 acquired a 20 per cent stake in HPH's port division.

Container port operators, throughput in TEU, 2006			
	Thousand TEU	% share	square
Hutchison (Hong Kong, China)	59,300	13.40	179.67
PSA Corp (Singapore)	51,290	11.59	134.41
APM Terminals (Denmark)	43,000	9.72	94.47
DP World (United Arab Emirates)	42,000	9.49	90.13
Other	246,810	55.79	
Total	442,400	100.00	
		% top four	44.2
		· HHI	499

*Source:* Data from Dynamar, calculations by UNCTAD.

In spite of this global process of concentration among container port operating companies, in most ports of the world new concessions and new terminals are effectively enhancing competition between port operators, on the local scale. In fact, the growth of the global operators is partly the result of policy measures that enhance competition, as ports tend to be divided into competing terminals, or national monopolies are being decentralized, leading to new market opportunities for the global operating companies. In most countries, a fast-growing market and increased inter-port competition, too, help to mitigate the potential impact of concentration among port operators.

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## **UN/CEFACT Forum Management Group**

The United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT) Forum Management Group (FMG) are directly responsible for the management of the UN/CEFACT Forum. The semi-annual UN/CEFACT Forum is the concurrent meeting of all permanent UN/CEFACT Groups at one time in the same location to facilitate close liaison and full interaction as a single working body. The most recent meeting of the FMG took place in March 2007 in Dublin, Ireland.

Presentations made during the forum covered, among others, the following topics:

- (a) Paperless trade for small and medium-sized enterprises;
- (b) The UN/CEFACT vision for information exchange in international trade;
- (c) UN/CEFACT tools for achieving interoperability;
- (d) Global trade and the management of risk;
- (e) The hidden costs in international supply chains for SMEs and beyond; and
- (f) Trade facilitation from a transporter's point of view.

Presentations can be downloaded from <u>http://www.uncefactforum.org</u> (under FMG Presentations).

### **Transportation Research Board Committee on International Trade and Transport**

Presentations from the last meeting of the Transportation Research Board (TRB) Committee on International Trade and Transport are now available online. Presentation topics included the following:

- (a) Container standards: Is it time for a change?
- (b) Lázaro Cárdenas: New gateway to North America;
- (c) How India is meeting the challenge of a booming economy: Developments in port, rail and allied freight infrastructure;
- (d) Changing trade routes and global patterns;
- (e) Arctic trade routes;
- (f) Asia cargo tracking;
- (g) Cargo container tracking systems;
- (h) IMO's Maritime Safety Committee (MSC) regulations on Long-Range Identification and Tracking of Ships (LRIT): Recent developments;
- (i) Vessel identification systems and port security; and
- (j) Inland ports and deep-water container terminals: Mitigating the gathering storm.

Presentations can be downloaded via <u>http://www.trb-trade.com/downloads\_07.htm</u>.

### **International Association of Ports and Harbours**

The 25th World Ports Conference of the International Association of Ports and Harbours (IAPH) took place in Houston, United States, in April 2007. Presentation topics included the following:

- (a) World container cargo prospects;
- (b) World Energy Prospects LNG and ports;
- (c) Brazil, Russian Federation, India and China Impact on world trade;
- (d) Port security and risk management;
- (e) Logistics efficiency and security (radio-frequency identification application);
- (f) Challenges to port environment;
- (g) Cost-effective solutions to air emission reduction;
- (h) Best practices of environmental mitigation and community involvement;
- (i) Future operations of port terminals adapting to the growth of container trade;
- (j) Ports and cities relations: Caribbean ports;
- (k) Traffic forecast, financial prospect, and economic impact of trade in response to the Panama Canal Project;
- (1) Economic impact of trade in response to the Panama Canal Project;
- (m) Railway corridor project connecting to ports;
- (n) New technological innovations for port operations;
- (o) Dakar, impact on customer service and port competitiveness; and
- (p) Busan, impact on customer service and port competitiveness.

Presentations can be downloaded via <u>http://www.iaph2007.com/programs/presentations.html</u>.

### **UN-LOCODE**

Last year marked the 25th anniversary of the United Nations Code for Trade and Transport Locations (UN/LOCODE). Although managed and maintained by the United Nations Economic Commission for Europe (ECE), it is the product of a wide collaboration in the framework of the joint trade facilitation effort undertaken within the United Nations. Initiated within the ECE Working Party on Trade Facilitation, UN/LOCODE is based on a code structure set up by the United Nations Economic Commission for Latin America and the Caribbean (ECLAC) and a list of locations originating in the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), developed by UNCTAD in cooperation with transport organizations such as the International Air Traffic Association (IATA) and International Cargo Services (ICS) and with active contributions from national Governments and commercial bodies. Its first issue in 1981 provided codes to represent the names of some 8,000 locations in the world.

UN/LOCODE 2006-2, released in April 2007, includes more than 54,705 locations in 243 countries and installations in international waters. It is used by most major shipping companies, by freight forwarders and in the manufacturing industry around the world. It is also applied by national Governments and in trade-related activities such as statistics, where it is used by the European Union, and by the Universal Postal Union (UPU) for certain postal services, etc.

Each code element consists of five characters, where the two first indicate the country (according to ISO international standard 3166) and the following three represent the place name. Examples such as CHGVA, FRPAR, GBLON, JPTYO and USNYC ring bells for air travellers who are used to seeing the three last letters of these codes on their luggage tags. UN/LOCODE picks up the IATA location identifiers wherever possible, to benefit from their association value and to avoid unnecessary code conflicts. In allocating codes, the secretariat tries to find some mnemonic association link with the place names, to aid human memorization. This is of course increasingly difficult for large country lists where the 17,576 permutations of three letters are near exhaustion.

UN/LOCODE is freely available at <u>www.unece.org/locode</u>.

## **GFP featured topic: WCO Columbus Program**

As has become regular practice, the *Transport Newsletter* introduces the current "featured topic" at the Global Facilitation Partnership (GFP).

The World Customs Organization's (WCO) Columbus Program is a large-scale Customs capacity-building programme intended to foster sustainable customs modernization and implementation of the WCO Framework of Standards to Secure and Facilitate Global Trade, the WCO Revised Kyoto Convention, and other trade facilitation standards and best practices. As part of Columbus, between January 2006 and June 2007, customs development advisors from many agencies visited over 100 countries to assist with customs modernization. Because of the programme's enormity, multiple partners have contributed funding, human resources and expertise to its implementation. In particular, active Columbus partners include the World Bank, the United Nations Office on Drugs and Crime, the Inter-American Development Bank, the Canadian International Development Agency, the European Union, the Norwegian Agency for Development, the Organization for Security Cooperation in Europe, the Oceania Customs Organization, the Swedish International Development Cooperation Agency, and many national

customs administrations. In addition, executives from private industry have participated in Columbus diagnostic missions to apply their corporate expertise, especially linked to the establishment of Authorized Economic Operator (AEO) programs.

Customs controls that are effective, efficient, transparent and predictable are essential for the smooth flow of international trade. Customs' role is complicated because it has multiple responsibilities, including trade facilitation, revenue collection, security, social protection and gathering trade statistics. For this and other reasons, customs modernization is greatly needed in the developing world. Capacity-building needs include funding and expertise to support strategic planning, infrastructure development, technology acquisition and training. The need for accurate diagnosis of a customs administration's current capacity combined with proper sequencing along the modernization continuum is essential to achieve long-term success.

The WCO Columbus Program, which was launched in January 2006, consists of three phases: needs assessment, implementation, and monitoring. The needs assessment phase, which concluded in July 2007, involved the provision of diagnostic missions to over 100 countries to assess current capacity and gaps linked to seven clusters: strategic management, human and financial resources, legal framework, customs procedures, information technology, external cooperation and governance. The strategy also incorporated themes related to business perspectives, especially as it relates to pilots testing the AEO concept.

The implementation phase, which is well underway in more than 25 countries, involves support for development or enhancement of the recommendations contained in their diagnostic reports, strategic planning, and donor matchmaking. Monitoring modernization progress is also a key component. Linked to the Columbus Program, the WCO has published the first issue of the *WCO Capacity-Building Trends and Patterns Report*, which summarizes the findings and recommendations of the Columbus Program diagnostic reports and emerging challenges. It confirms that while Customs administrations are making progress, there remains a substantial need for capacity-building in the form of funding, strategic planning, training, technical assistance, and non-traditional Customs skills such as contracting and information technology management. The report also concludes that there is enormous potential for trade facilitation if the appropriate level of capacity-building is applied.

For further information visit <u>www.gfptt.org</u>.

## **19th International Port Training Conference**

The 19th International Port Training Conference (IPTC) took place in Rotterdam, Netherlands 3–6 June 2007. It was attended by representatives of 18 different countries and five international organizations. The main subject reviewed was the balancing of supply and demand of human resources in the port industry in this era of globalization.

Three main conclusions are identified from the 17 papers presented.

The first is that it remains unachievable for the port industry to anticipate its demand for new and competent trained personnel. This difficulty in forward planning is detrimental to efforts made by training providers to instigate young persons to advance their education in the maritime sector. Several sectors within the maritime cluster are dealing with shortage of competent personnel. Facilitation of job mobility within the maritime sector could be encouraged by means of training and harmonization of certification procedures.

The second main conclusion is that the port sector suffers from a harmful image problem. Today, many countries face a lack of interest of young persons seeking employment in the port industry. Accordingly, they are confronted with a problem of demand of human resources. This demand will increase as many countries need to improve their port capacity. The above problem of demand hardly exists in ports of countries where salary conditions are noticeably higher than those offered in other comparable industries.

The third main conclusion is that, both at international and European levels, consultations are taking place for advancing the concept of standardization for port training programmes. This subject was first discussed by the International Port Training Conference in 1991 and again in 2001 and 2003.

The 20th International Port Training Conference, to be held in Constanta, Romania in May/June 2009, will be the last one to be held in its present form. Future conferences will be managed by the Shipping and Transport Group of Rotterdam, Netherlands on a commercial basis. This means that the 20th IPTC will be exceptional in that it closes a period of more than 40 years in which these conferences are held with no requirement of a participation fee and by means of voluntary effort.

For further information visit <u>www.iptc.online.net</u> or contact Bartolomé de Boer, secretary, at <u>chasqui@wxs.nl</u>.

## **Trade logistics consultant roster**

UNCTAD's Trade Logistics Branch wishes to update and expand its roster of consultants in trade and transport facilitation. We seek experts who would be available to work on ongoing and potential future projects in the field. We are particularly interested in expertise in the following fields:

- (a) Capacity-building in the area of trade and transport facilitation;
- (b) Customs modernization;
- (c) Multimodal transport;
- (d) Freight forwarding and logistics services;
- (e) Shipping and port operations;
- (f) Supply chain security;
- (g) Trade and transport facilitation cooperation platforms;
- (h) Trade facilitation reform;
- (i) Transit transport operations;
- (j) Transport corridor management;
- (k) Transport law and related legal issues; and
- (l) WTO negotiations on trade facilitation.

The geographical coverage of ongoing and potential project work includes developing countries and economies in transition, with a special focus on least developed countries and landlocked developing countries. Demand for consultancy expertise is expected especially for countries in Central and Southern Asia, including Afghanistan and Pakistan, Portuguese-speaking countries in Africa, as well as landlocked countries Africa, South America and South-East Asia.

General information about employment with UNCTAD is available under the following website: <u>http://www.unctad.org/Templates/Page.asp?intItemID=1652&lang=1</u>. We would like to encourage interested experts to visit this website, download and fill out the P.11 form, and send it together with a résumé to <u>trade.logistics@unctad.org</u>. Please do not call.

### Agenda

- 28–31 August 2007: Global Event for LLDC on Trade and Trade Facilitation. Ulaanbaatar, Mongolia.
- 18–19 September 2007: Application of the WCO Harmonized System. Brussels, Belgium.
- 20–21 September 2007: International Symposium on Maritime Safety, Security and Environmental Protection. Athens.
- 24–28 September 2007: Forum of the United Nations Centre for Trade Facilitation and Electronic Business (UN/CEFACT). Stockholm, Sweden.
- 25-28 September 2007: IRU Academy Seminar. Amsterdam, Netherlands.
- 27–28 September 2007: UNCTAD Expert Meeting on Regional Cooperation in Transit Transport. Geneva, Switzerland.
- 12 December 2007: Ad Hoc UNCTAD Expert Meeting on Globalization of Port Logistics Services: Opportunities for Developing Countries. Geneva, Switzerland.

For further details on most of these events and continuous updates please visit <u>www.gfptt.org/Entities/EventList.aspx?list=all</u>.