



HPTI-Newsletter: August 2003

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Security joint venture IPS receives RSO accreditation in Antigua

The new security co-operation International Port Security (IPS), founded by Germanischer Lloyd (GL), International Maritime Security (IMS) and Hamburg Port Consulting GmbH (HPC) has been certified as RSO (Recognised Security Organisation) on the island Antigua. IPS are continuing their efforts to become RSO for Port Facility Security also in other states like the Bahamas, Barbados, Germany, Chile, Marshall Islands, Panama, St. Vincent & Grenadines, Cyprus, etc.



PFSO Training Course – HPTI receives requests

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from all over the world

Through their web site, HPTI receives new requests regarding the PFSO course established by the company almost every week. The most recent requests came from Latvia and Malaysia. The new ISPS code calls for the implementation of Port Facility Security Plans by 1 July 2004. This rule can vary from country to country: In Canada, for instance, the new IMO/SOLAS security rules have to be implemented by 1 January 2004. The port authorities concerned have remained expectant for quite some time, while training and consulting companies have been expecting a high peak of demand with the target date approaching. From this point of view it is vital for port authorities to have their security personnel trained as soon as possible.



HPTI ACT! now

HPTI has implemented a customer relationship management software called "ACT!". This decision was made to increase the transparency of our internal communication procedures and to better support and enhance the services to our customers. The software is based on a shared contact database, which means that each person is a contact in the database. All processes related to a contact will be logged and monitored in a corresponding track. It is thus possible to track phone calls, e-mail communication including attachments, notes, meetings and whatever is relevant to the contact. The database also allows to build target groups for special searches and actions such as mailings, serial letters, etc.. This function also enables us to collect all recipients for our monthly newsletter with a single click. Apart from the easy administration of contacts, a very important advantage of the new system is the shared data source as it allows a consistent workflow which is essential to a high quality support to our customers. Every member of our team is now able to search for contacts (persons) and (target) groups within the same data source and even to assign jobs to fellow team members. Our new software makes the communication and coordination of action within the team much easier and more transparent.



Hamburg Port Forum

The re-launched platform for experts, the Hamburg Port Forum, will continue in September with a second discussion of the commercial future of the Hamburg Port Railways. Mr. Ollroge, of Hamburg's "Behörde für Wirtschaft und Arbeit" (Ministry of Economy and Labour) and responsible for planning of Port Railways will talk about the future of business in the port from a railway view and will also discuss threats and opportunities with experts and business people from Hamburg's port business. The forum will probably take place in the middle of September. Detailed information and a respective invitation will be provided as soon as possible.

HPTI keeps receiving a number of requests for organising very interesting events. The next Newsletter will give you a forecast for October.



HPTI in China

At the end of August 2003, HPTI commenced series of workshops in Transport and Logistics in China. HPTI's training experts will conducting a one-week-seminar in the West Chinese city of Urumuqi, Xinjiang Province, and a second seminar in the Central Chinese city of Hohhot, Autonomous Region of Inner Mongolia. These seminars have a special focus on organisational structures in transport logistics, the economic importance of integrated logistic concepts, requirements for the transport of goods, methods and tools for planning, IT-concepts in logistics, regional logistic strategies as well as the importance of logistics for the economic development.

These training courses are part of a comprehensive co-operation between the German organisation InWEnt Capacity Building International and the Chinese Ministries of Communications and of Railways.



HPTI in SADC

From August 18 to 22, InWEnt Capacity Building International conducted a workshop on Regional Cooperation in Transport in SADC in the Tanzanian capital of Dar es Salaam. Some thirty experts from many SADC member states gathered to give presentations, to share experiences and to discuss topics of common concern. HPTI's Managing Director chaired the meeting and delivered five keynote speeches on various subjects. The workshop was a great success and all participants were looking forward to next year's event in another country in the region. If you want more information of this and forthcoming events, you can contact Ms Alexandra Geiser of InWEnt under alexandra.geiser@invent.org



Preparing Seminars for International Groups in Hamburg

From the beginning of October, HPTI becomes a crowded place. A lot of international delegations will start their training courses at HPTI's premises at Übersee-Zentrum in the Port of Hamburg. HPTI expects delegations from China, the Ukraine as well as from Arab countries. These courses for high management level will deal with different contents such as financial issues of the port and road transport sector, operational procedures at container terminals and instruments of environmentally-responsible management. According to the courses, the groups will stay for two weeks up to three months. You will get more detailed information on the different courses and delegations with the next HPTI-Newsletters.

Should you wish to receive special information or contacts that might be interesting for your business, please contact hpti@hpti.de!



HPTI - Fan Shop again

With the last newsletters, we asked for your opinion and your help concerning our Fan Shop and several

items which are attractive to you.

The feedback to this idea has generally been positive. Some readers voted for single items like the cap or the shirt. Thanks to all those who voted for these items and the idea in general.

However, we decided to keep the vote open for another month to encourage you to give us your wishes for other items than those we showed you in the last newsletter.

What would YOU like to have? What are attractive and useful products for you? Do you have further proposals?

Please give your vote, ideas and proposals by e-mail to karsten.mueller@hpti.de.

Thanks a lot to all of you! :-)

All the best to you
THE HPTI-TEAM 😊



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