

HPTI-Newsletter - February 2005

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Dear Friends, Colleagues and Business Partners,

After a long wait I am happy that you are able again to receive the HPTI Newsletter.

Allow me first of all, on behalf of the whole crew of HPTI, to express to you my best wishes for health, peace, success and happiness for this New Year 2005.

Our Muslim friends we wish on the occasion of the Eid Al Adha festival unflinching health and a long, successful and fulfilled life. Our Chinese friends we wished luck, prosperity and happiness for the coming year of the Rooster.

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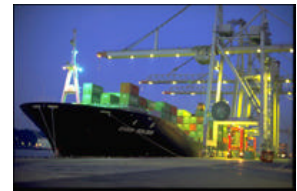
- *Logistics and Supply Chain Management*: here we are just developing a certified practice-oriented logistics management course for middle and upper-middle managers
- *ISPS-Code and Transport Security*: here we will continue with our ISPS and PFSO training course, but also offer courses on Security in the Transport Chain, an area presently of great concern in the transport industry and with international organisations
- *Environmentally-responsible Management*: here we will consolidate our experience of previous programmes, make the course even more pinpointed and practice-oriented and offer it to international clients, according to our motto: ***tailor-made group programmes for corporate clients***

We are looking forward to great and interesting assignments and to the many new participants we will meet in our forthcoming courses. But surely, our thoughts are also very much with the participants of earlier courses. We seriously want to keep contact with you. Therefore, we promise to update you regularly about happenings at HPTI and in Hamburg through this Newsletter. But also, please visit occasionally our website at www.hpti.de because we will be publishing interesting developments there just in time when they occur. And, don't forget to write, fax or email us at any time you wish.

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Presently, we are planning to update our website and add more information and benefits for all of you. Hopefully, in the next issue of the Newsletter I can give you more details.

Until then, let us view problems as challenges and setbacks as motivators, and let us regain the unbiased curiosity of our younger years.

All the best,

Captain

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Delegation of Port Experts from Albania HPTI trains Senior Executives of the Port of Durres in Spill Response Measures

Just before Christmas, HPTI designed and conducted a highly intensive seminar on "oil spill combating in ports and coastal areas" for senior executives from the Port of Durres/Albania. The participants were: Mr Vlash Gremi, Director of the Environmental Department, Mr Spiro Rexha, Director of the Training Department, and Mr Muharrem Trupja, the General Harbour Master of the Port. The delegation was accompanied by Mr Sokol Kikino, Director of the World Bank's Project Management Unit in Albania.

Topics of the seminar included, inter alia:

- Spill response planning
- Response strategies
- Recovery and containment of spilled oil
- Usage and maintenance of equipment

Despite the cold weather the Albanian experts were keen to leave the seminar rooms as often as possible to gain first hand experience and to witness as much of the equipment and facilities in actual use as possible. They were intrigued by the comprehensiveness of the arrangements and of the high organisational and the technical standards as well as by the very high level of environmental awareness they experienced during their stay.

To round up the visit the participants spent one day with the Chief of the Marine Pollution Control High Sea Section of the German Central Command for Maritime Emergencies at the North Sea port of Cuxhaven, where they were briefed comprehensively on pollution prevention and spill combating arrangements for the German coasts, the administration of the Central Command and the characteristics of the international and regional cooperation. In Cuxhaven they also visited the High Sea Spill Response Vessel "Neuwerk" and witnessed practical demonstrations of a multitude of different spill combating equipment.

After one week (which was really too short for such an interested and interesting group) the Albanian guests left Hamburg with new impressions and a vivid perception of the nature of an appropriate spill response concept. This will help them very much with their forthcoming task of implementing a similar system in the Port of Durres.

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Discussing the properties of floating oil barriers.



Inspecting spill combating equipment.



Albanian Delegation in the Port of Hamburg with Ms Tatiana Eggert, the Course Directress.

Hamburg Transport Know-how for the Roof of the World – Tibet The Hamburg Port Training Institute trains transport experts from Tibet in logistics, freight transport and inland waterway shipping.

In December, sixteen high ranking Tibetan transport experts of the Directorate of Transport and Traffic of the Autonomous Region Tibet travelled to Hamburg to participate in a special, tailor-made study tour. This study tour was a follow-up to specialised training workshops in logistics and transport planning as well as in sustainable development of shipping on inland lakes that training experts of the HPTI Hamburg Port Training Institute GmbH and UNICONSULT GmbH conducted on location in Lhasa, Tibet in October.

The programme is part of a long-term cooperation between the Chinese Ministry of Communications and the German development-cooperation institution InWEnt Capacity Building International, who contracted HPTI Hamburg Port Training Institute to conduct the training programmes on its behalf.

The Chinese government is developing the transport sector in Tibet on a large scale and has allocated considerable funds for the provision of new transport infrastructure. In order to support this development programme, the Ministry of Transport of the Autonomous Region Tibet will, additionally to the enlargement of the road network, implement the following measures:

- establishment of a Division Inland Water Transport within the Directorate of Transport and Traffic
- development and promotion of logistics
- cooperation with railways for a co-ordinated development of the transport sector
- implementation of "soft?" (sustainable) transport development and of "soft" (sustainable) tourism

At present, the implementation of these measures proves rather difficult as the staff of the provincial Ministry of Transport lacks the necessary knowledge and experience. Therefore, the Directorate of Transport and Traffic requested the German organisation InWEnt Capacity Building International to assist with appropriate training measures, in particular with a workshop on location in Lhasa and with a study tour to Hamburg.

During the study tour, the participants studied following subjects:

- organisation of multimodal transport and its practical application
- cooperation with railways, in particular in planning and construction of freight railway stations and freight centres
- planning and construction of infrastructure for logistics
- planning and improvement of inland waterways and its administration
- "soft" transport development and "soft" tourism development
- presentation of different logistics services
- laws, regulations and other legal instruments for the efficient administration of road freight transport and inland waterway shipping
- aspects of environmental protection in the planning of infrastructure and in the execution transports
- the organisation of freight transports on roads and on inland waterways
- economic administration and control of enterprises.

The Directorate of Transport and Traffic is an administrative department of the Ministry of Transport of the Autonomous Region Tibet. The Directorate is in charge of all aspects of transport of



The Tibetan experts in front of the Ueberseezentrum in the Port of Hamburg (front row middle: Ms MA Ming, Head of Delegation; 3rd from right: Capt Wolfhard H Art, Managing Director HPTI; 2^d from right: Mr Norbert Olms, HPTI Logistics Expert and Training Officer of the Group, 1st from right: Prof Tang Yaguang, Translator, Ministry of Communications Beijing).



Ms **MA Ming**, Director of the Dept of Transport & Traffic, Ministry of Transport, Autonomous Region Tibet attending lectures in Lhasa.



Cargo distribution centre in Lhasa.



Mountain Highway in the Himalaya in about 4.500 m height.

passengers and goods on roads and on waterways, of the planning and the construction of transport infrastructure, of the cross-border transport of passengers and goods as well as of the administration of all enterprises that are active in the transport sector.

Goods and passenger transport inside Tibet as well as transport between Tibet and the other inland provinces of China, which has grown tremendously in the past, is mainly conducted on roads (goods: 95%; passengers: 85%), a small part is air transport. Presently, there is no rail transport in Tibet; rail infrastructure is under construction and shall be operational in 2005/2006.

Tibet has a road network of 39.800 kilometres. 70 kilometres of these are four-lane roads of class 1, 5.300 kilometres are asphalted roads of class 2, 24.430 kilometres are surfaced roads of class 3, and 10.000 kilometres are natural roads. There are approximately 43.000 commercial vehicles for goods and passenger transport in Tibet.

The water area is approximately 22.000 square kilometres; there are 2.100 large and small inland lakes. Inland waterway shipping in Tibet is extremely underdeveloped, despite the fact that Tibet has the second largest water area of all provinces in China. Shipping takes place on rivers and on lakes, mainly ferry connections across rivers and between lake shores as well as excursion cruises for tourist on the lakes. The major part of inland shipping is subsistence shipping. The inland water fleet numbers approximately 400 units, from gravel barges to excursion vessels for tourists.

During their time in Hamburg, the Tibetan transport experts visited numerous transport and logistics installations and enterprises, had discussions with decision-maker and administrator in the field of road freight transport, logistics services and inland waterway shipping, and received information on the administration and planning of transport infrastructure in Germany. Despite the shortage of the time available and the very intense programme, the participants valued the knowledge and experience they gained in Germany highly and consider it beneficial for their future professional tasks back home.

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International Environmental Know-how from the Port of Hamburg

For the seventh time, HPTI Hamburg Port Training Institute has conducted successfully a long-term training course entitled **Instruments of Environmental Management**. This type of course designed for managers and administrators from developing and newly-industrialised countries is focused on sustainable corporate development. In this case the seminar was especially held for participants from Egypt and neighbouring countries.

During the last months buzzing activity filled the lecture rooms of HPTI Hamburg Port Training Institute at the Overseas Centre in the Port of Hamburg. Fourteen environmental experts from Egypt and Syria, five ladies and nine gentlemen, met with tutors, lecturers and experts of environmentally-conscious companies and organisations. The foreign guests took part in a long-term training programme and used their time in Germany for study, for exchange of experiences and for constructive environmental-related discussions.



View to the future – “environmental friendly energy”

Meanwhile for the seventh time already, HPTI conceptualised, organised and managed this successful English-language training programme in Instruments of Environmental Management on behalf of InWEnt Capacity Building International Germany, an organisation of the German development cooperation system that was formed by merger of the former CDG Carl Duisberg Gesellschaft und the DSE Deutsche Stiftung fuer Entwicklungshilfe.

The objective of such professional development programmes is the transfer of knowledge and experience in the implementation and application of environmental management systems to young professionals of the participating countries, in order to contribute to the sustainable development of private enterprises in those countries. The international composition of the training groups - in the environmental field alone HPTI welcomed participants from 31 different countries so far - facilitates an intensive exchange of experience between the participants for the benefit of all concerned.

Among the topics of these programmes are *Introduction to ISO 14000 Norms*, the *Eco-Management and Audit Scheme of the European Union EMAS*, *Eco-Balance*, *Environmental Impact Assessments*, *Waste and Water Management*, the application of *new technologies for environmentally-responsible production and the utilisation of renewable energies*.

At HPTI course participants do not just receive theoretical lectures but rather special emphasis is placed on the practical application of this new knowledge. Therefore, the important feature of this courses is excursions to enterprises in Hamburg and in the North German region who practice environmentally-responsive management or are in the process of implementing such systems. This combination of formal teaching, workshops and seminars, and discussions with experts and decision-makers on location receives high acceptance from the participants and contributes tremendously to the success of the programme.

In order to consolidate and deepen the newly acquired knowledge, after the three month training at HPTI the participants received a two months practical internship in selected companies and institutions. The training in Germany was concluded with a one month management seminar that focused on enabling the participants to act as multipliers in their home countries and help companies and administrations there to apply the knowledge and experience gained by their staff in Hamburg for the benefit of the national and regional economy, and to the local environment.

After successfully completing the course the last group of participants left Germany in January 2005 heading back to their home countries where they will apply the new knowledge gained.

Next to these courses in environmentally-responsible management, HPTI also conducts regularly a multitude of other training interventions for national and international managerial staff and decision-makers from the port, shipping, transport and logistics industries.

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Meeting with environmental experts on site.



Site visit at a friendly environmental waste water treatment plant.



Information about newly -developed technologies.

Commercialisation and Decentralisation of the Ports Industry - Chinese Port Managers Visit Hamburg

Seventeen high-ranking Chinese port managers participated in October in a special training programme in "Decentralisation and Commercialisation of Overseas Ports in the People's Republic of China". Contracted by the Chinese Ministry of Communications and the German organisation InWEnt Capacity Building International gGmbH, HPTI Hamburg Port Training Institute executed this special training programme and study tour.

Some two years ago the Chinese central government under the responsibility of the Ministry of Communications decided to decentralise and commercialise the national port sector. The responsibility for the about 600 overseas ports was transferred from the Ministry to the governments of the cities or the provinces. Presently, in a further step, the sovereignty and the commercial tasks will be separated and placed under different responsibilities. In a third step the port operations and cargo handling sections will be divided into smaller units in order to create competition and to force the newly formed companies to operate along market principles.

The Chinese managers participating in the training programme wanted to study the administrative and operative systems of the Port of Hamburg, as the Chinese Ministry of Communications has decided to use the "Hamburg Model" as an example for the national restructuring process. Next to questions concerning port administration and port management, the visitors are also interested in port development and financial management as well as port security. The participants visited different terminals in the Port of Hamburg as well as facilities in the ports of Bremen, Wilhelmshaven, Duisburg, Antwerpen and Amsterdam.

This study tour, bringing Chinese port managers to Hamburg, is the sixth of its kind within a three-years training programme. Additionally to the study tours, nine seminars have been conducted in different Chinese ports, too. These seminars were attended each time by about 30 to 40 staff member of the hosting as well as surrounding ports. Due to the success of this training programme the Chinese Ministry of Communications has requested the government of the Federal Republic of Germany to make available additional finance to continue the programme in the future.

The Deputy Director of the port section of the Chinese Ministry of Communications, Ms. Peng Cuihong, who attended some 15 years ago a three-months port management training course at HPTI as the guest of the Hamburg Senate, is convinced, that this training programme, that is financially supported by InWEnt and conducted by HPTI, has had a very beneficial effect on the Ministry's efforts for the decentralisation and commercialisation of the Chinese port sector.

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Training for the ARKAS Group in Turkey HPTI runs training courses for ARKAS' Marport Terminal in Istanbul.

Just in time for the Christmas break, HPTI completed a large training project for the Turkish ARKAS Group. The ARKAS Group is a major player in the maritime, shipping, transport and port sector in Turkey. They started the first privately operated container terminals in Turkey which are now the most efficient and successful in the country. Starting container handling operations with mobile cranes and tractor trailer systems, the company decided sometime ago to equip their Marport terminal with container quayside gantry cranes and rubber-tyred gantry cranes for yard operations. The new equipment arrived in the middle of 2004 and this necessitated a major training effort to ensure that the new equipment is used efficiently and effectively in future. The new equipment required new skills of the management and personnel as well as substantial changes in operational procedures.

Based on the long-term business relationship between the ARKAS Group and HPTI's parent company HPC Hamburg Port Consulting GmbH, ARKAS entrusted HPTI with the execution of the necessary training interventions.

In June 2004, five crane drivers of the Marport terminal commenced training as gantry crane drivers/instructors in Hamburg. After a four-week basic training, they returned back home and continued their training with an HPTI instructor in attendance. At the same time, another HPTI trainer for container terminal operations on RTG terminals conducted several specialised operations and management workshops on the terminal in Istanbul.

In autumn, HPTI sent four specialised training officers to the Marport terminal. They conducted on-the-job training for container operations supervisors, organised workshops for middle and top managerial personnel on yard planning, terminal operations, terminal management and efficient operations systems, and ran specialised seminars in work safety and in handling dangerous goods.

To round up the training, six managers of the Marport terminal participated in a highly intensive one-week workshop in Hamburg in December, where they experienced most of the systems and procedures taught in the workshops and training courses in Istanbul in practical application on Hamburg container terminals.

The ARKAS Management considered the training programme as very successful and a great contribution to the future growth and prosperity of the port section of the ARKAS Group.

The training project was financed by the ARKAS Group with a financial contribution of the German Government through InWEnt Capacity Building International.

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Study Visit of ARSER Workshop Experts to Hamburg

In continuation of our training programme for the ARKAS Group last year, a group of five workshop experts recently visited HPTI.

As the maintenance and repair subsidiary of the ARKAS Group, ARSER Technical Services plans to implement SAP in their workshops. The experts wanted to draw experiences on port workshops in Hamburg made with the implementation of SAP. For this purpose, visits to several workshops in Hamburg and discussions had been arranged.

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HPTI Contributes the Port of Hamburg's Experience in Port Security to an International Workshop on the Application of the ISPS Code

The Euro-Med Transport Project of the European Commission, aiming at fostering cooperation in the development of integrated and sustainable multimodal transport networks among the countries of the Mediterranean Sea and the European Union, organised a training seminar on Maritime and Port Facility Security in Malta at the end of January. The workshop addressed issues relating to the ISPS international code on maritime security and on the security of port facilities as well as on the implementation of these two texts in the framework of international and European law.



HPTI's Managing Director was invited to join the distinguished panel of high-level experts and representatives from organisations active in these fields to present to participants from more than 20 countries the experiences in port facilities security implementation in the Port of Hamburg as well as in conducting training courses for Port Facility Security Officers worldwide.

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.....News at HPTI

- In the last Newsletter, we informed our readers that **Karsten** (Karsten Mueller) has left HPTI to take up new challenges at HPTI's parent company HPC Hamburg Port Consulting GmbH. After returning from a two-month HPTI assignment in Saudi Arabia on port facility security matters, Karsten had just a few days time before he was sent to China and spent the rest of the year on building supervision duties for container quayside gantry cranes. Karsten is now back in the HPC head office building up the competence centre for workshop organisation and management.
- We also informed our readers in the last Newsletter that our office secretary **Anne** (Anne Ufer) has taken maternity leave. We were very fortunate to find a very able replacement in our new colleague **Angelita** (Angelita Poege). Angelita was born and raised in a coastal village in the Philippines and it was therefore only natural that, after she graduated as Bachelor of Science in

Commerce, she joined The Navy. During her active sea time she was a member of the first group of Filipino seamen on board an aircraft carrier. Still in the Navy, she studied Logistics Management as well as Political Research and was later sent as a military attaché to Germany. Here, she met her husband and stayed in Germany. She studied further Foreign Correspondence in English and German and worked in several senior positions in multinational transport companies until her daughter was born and she took time-out to raise her little girl. Now that her daughter is a teenager and does not want her mother on her back all the time, Angelita decided to return back to work and we are very fortunate that she choose HPTI as her new workplace.

- The rest of the crew is still on board, all being well and all convey their full hearty regards to all readers of this Newsletter.

Angelita, Christoph, Helga, Manja, Max, Norbert O, Norbert Z, Tatiana

.....News from The Port and The City of Hamburg

On 1st February the city government of Hamburg decided on the basic structure of a new port administration unit under the preliminary name of "Office of Hamburg Port Authority", while the final name is not decided, yet. The new unit will start its work on 1st October of this year and will combine the duties and responsibilities of the former Port Engineering Office (Amt Strom- und Hafengebäude), the port-specific activities of the former Office for Ports, Services and Infrastructure (Amt Häfen, Dienstleistungen und Wirtschaftsinfrastruktur) as well as port-related responsibilities of other Hamburg administrative units.

In actual fact, the new office will consolidate nearly all port-related sovereignty tasks in one administrative unit. The time-tested and very successful division of rights, duties and responsibilities between the public and the private sectors will not be changed at all. The idea is to make the administration more flexible, more responsive to the requirements of the private sector and to shorten the reaction time to new developments.

The new organisation will be headed by two managing directors, Mr Manfred Reuter, responsible for economic affairs, and Dr Hans-Peter Dueker, responsible for technical affairs. The new unit will move into offices in the historical "Speicherstadt".

