

## HPTI-Newsletter - July 2005

HPTI accredited as Recognised PFSO Training Institution  
SADC Region South African Development Council

PFSO Training in Dubai for Port Police Force  
Health, Safety and Environment (HSE) Seminar for PSO Iran  
IRISL – Beyond a Shipping Line  
IMTA's Annual Visit at HPTI  
Executive Workshops for Chinese Financial Experts at HPTI  
The Harbour Pilots from Angola are BACK!

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### HPTI

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### Dear Friends, Colleagues and Business Partners,

It is a pleasure for me to let you have the third edition of our newsletter of this year. After a slow start, the work pace has quickened considerably with proposals and offers that needed preparing and courses and seminars that needed organising and managing. Regrettably, not all our efforts were crowned with success, some projects seem to have a rather long incubation period.

At present

- we spend a lot of time and efforts to get our *Logistics Management Training Programme* accredited by the European Logistics Association
- we have started to implement a Quality Management System according to DIN ISO 9001 and get it certified
- we have enlarged the range of topics we can offer in the field of *Logistics Training*.

On the following pages you can read more about the training programmes we executed lately:

- Intensive Seminar in *Health, Safety and Environmental Management (HSE)* for port experts from Iran
- Executive Workshop on *Container Terminal Management and Operations* for terminal managers from private terminals in Iran
- Further training in *Port Pilotage* for junior pilots from the Port of Lobito in Angola
- Certified Course in *Logistics Management* for logistics and transport experts from Malawi, Namibia, South Africa, Tanzania and Zambia
- two Workshops and Study Tours on *Financial Management and Accounting Control in the Transport Sector* for financial experts from ports and maritime organisations of the PR China
- Training Course in Dubai, UAE, for *Port Facility Security Officers* of the Dubai Port Police Force

All these training events were **tailor-made group programmes for corporate clients**. More interesting programmes are in the pipeline!

In our last newsletter I urged you to keep contact with us. If you have not yet done so, please do not forget to write, fax (+49-40-78878178) or e-mail ([hpti@hpti.de](mailto:hpti@hpti.de)). We like to hear from you. Until the next newsletter, enjoy the summer (if you are living on the Southern hemisphere), take care and stay healthy.

All the best,  
The Captain and The Crew of HPTI



## **HPTI receives Accreditation as Recognised PFSO Training Institution – The “Designated Authority Port Security Hamburg” certifies HPTI’s PFSO Course**

Very early after the promulgation of the ISPS Code, we designed an intensive PFSO Training Course and, together with Mariko Ris of the University of Applied Sciences OOW in Elsfleth, we received accreditation for it from Designated Authority Lower Saxony. In the beginning of this year we applied to the Hamburg Authorities for additional accreditation and in June we received our accreditation letter from the “Designated Authority Port Security Hamburg”. Now, both our German language and our English language PFSO courses are officially accredited and we are authorised to issue official PFSO Course Certificates to successful course participants.



### **Synonyms by Heart – Logistics and the Port of Hamburg**

Fourteen logistics professionals from the SADC Region started a training programme on Sustainable Logistics Concepts in Cargo Transport at HPTI in early June.

The programme, sponsored by the German Federal Ministry of Economic Co-operation and Development via Capacity Building International (InWEnt), is based on a modular principle proposed by the ELA European Logistics Association.



The participants have to follow a tough and rigid training plan which will encourage them at the end to transfer their newly gained knowledge to the necessities in their respective home countries – Malawi, Namibia, South Africa, Tanzania and Zambia.

We will keep you informed on the programme’s progress in the next issue of HPTI’s Newsletter.

### **PFSO Port Facility Security Officers’ Training in Dubai Advanced Training Seminar for Dubai Port Police Force**

In the first week of July, we, together with the GL Academy of the Germanischer Lloyd and with the assistance of the local law firm Fichte & Co Legal Consultancy, conducted the second advanced training seminar in port security for some 25 officers of the Dubai Port Police Force. The lectures were conducted by Capt Wolfhard H Artl, the Managing Director of HPTI, by Mr Ashraf El Sherbiny, the Country Office Manager UAE of Germanischer Lloyd and by Ms Jasamin Fichte, Maritime Lawyer and Managing Partner of Fichte & Co. During the five seminar days, the participants received a thorough introduction to the provisions of the ISPS Code, learned about the experienced other ports had made while implementing the Code’s provisions and heard a lawyer’s interpretation of the legal implications of the Code. The seminar was conducted practice-oriented and participative and a very lively, attentive and knowledgeable audience met the lecturers’ deliberations with inquisitive questions and intensive discussions. As always in such seminars, time was felt of being too short; nevertheless, in a formal assessment on the last day, the participants proved that they had gained the necessary knowledge and understanding, required for being awarded with a Port Facility Security Officer’s Certificate. In his closing address, the Chief of



Port Police, Colonel Abdul Rahman, emphasised the necessity for ISPS training for his officers, congratulated his men for their positive efforts and thanked the lecturers for the successful running of the seminar.

### **Health, Safety and Environment (HSE) Seminar at HPTI for Port Experts from the Islamic Republic of Iran**

"Health, safety and environmental awareness should be an integrated part of the normal working day, and no matter what kind of job you are doing, you hold your own share of responsibility!"

This principle of self-responsibility is nowadays recognised by many European workers. And it works! Studies show that this "safety consciousness" among the employees has to a much higher extent successfully impacted accident rates and occupational diseases than the traditional legislative approach alone.

However, consciousness and awareness require training.

From the 24 April to 6 May, 2005, HPTI has conducted a comprehensive and practice-oriented training course for 15 port experts from the Ministry of Roads and Transportation, Ports and Shipping Organization PSO of the Islamic Republic of Iran.

Within this short time the delegation learned a lot about the safety requirements and regulations on different types of terminals, about fire hazards, but also about oil spill fighting and port waste management.

Of course, the handling of dangerous goods and the organisation of occupational safety were of utmost interest for the delegation. However, the – admittedly very complicated – dual system and the various authorities and organisations sharing the overall responsibilities in Germany were not easily identified at the first glance.

The delegation agreed that the well organised German system of Workers' Council as a representative body of the port workers, and their high motivation in occupational safety and health is very impressive. Our guests from Iran learned that a safety policy is unlikely to be successful without actively involving the work people themselves.

So, what are the preconditions for establishing and maintaining a well functioning HSE system?

Together with the HPTI trainers the delegation elaborated that a HSE system should (at least) comprise

- identification and assessment of the health risk in the workplace
- surveillance of the work environment factors and work practices that affect workers' health
- choice and maintenance of machinery, equipment and substances used at work;
- advice on occupational health, safety and hygiene, and on ergonomics and individual and collective protective equipment;
- collaboration in providing information, training and education in the fields of occupational health, hygiene and ergonomics;
- organization of first aid and emergency treatment; and
- analysis of occupational accidents and occupational diseases.



After finishing the course, a highly motivated group left the Port of Hamburg, their notebooks filled with new experiences.

### **Beyond a Shipping Line – IRISL Port Managers investigate New Port Technologies**

The ships parade of Hamburg's 816<sup>th</sup> Port Anniversary marks a perfect background for a port operation and management seminar. Right at that time, a group of port managers from the Islamic Republic of Iran have found their way to Hamburg. They were representatives of dedicated terminals of the national shipping line. They received lectures in new terminal technologies by ATT - Automated Terminal Technologies - experts from HPC Hamburg Port Consulting GmbH as well as on-site presentations at the HHLA Hamburger Hafen- und Lagerhaus AG terminals.



At the end of their stay in Hamburg, it was the general opinion that further professional knowledge exchange programmes will be more than one advantage to compete with the challenges of steady port development in the region and in the world.

### **IMTA's Annual Visit at HPTI**

As every year, the International Maritime Training Academy's Diploma Course has paid a visit to the Port of Hamburg. At the HPTI's premises, the group under the professional guidance of their lecturer, Ms. Fiethen, had a first warm-up in German port affairs and brand new developments in the Port of Hamburg like the new Port City Quarter "The Hafen City".

During a harbour cruise at lunch, they deepened their insight in the Port's specialities. Visits to the Container Terminal Burchardkai and the Multi-Purpose Terminal Steinweg (South-West-Terminal) visualized the service spectrum of Europe's second largest container port – next to Rotterdam, where IMTA is at home.

### **Money, Money, Money... Executive Training Workshops in Financial Management and Accounting Control in Port Sector**

Two two-weeks workshops for financial experts from various Chinese ports were taking place in recent months at HPTI. Topics ranged from auditing to accounting standards, investor relations, investment planning, financing and controlling.

The break-even point always in mind, one of the first questions of the participants was: "What is your profit margin in container handling?" Something, each and every client of port operators would eagerly like to know for future contract negotiations!

Nevertheless, the participants gained knowledge on how we try to reduce costs and to make money with value-added services. Future workshops are planned which can best illustrate the success of this HPTI approach.

## The Harbour Pilots from Angola are BACK!

In continuation of a long-term training programme for harbour pilots of the port of Lobito, Angola, we are very glad to welcome again some pilot-trainees at our premises in Hamburg. The trainees receive theoretical lectures in working with nautical charts, calculation of courses, work with electronic sea charts, radar and radio communication. In addition to these theoretical exercises, the pilot-trainees also receive practical instructions by accompanying Hamburg port pilots during their work at vessels in the port of Hamburg. Furthermore, they have the opportunity to gain some seagoing experience by making a trip with container feeder vessels from Hamburg to the Baltic Sea and back to Hamburg.



This training in Hamburg is supplemented by the deployment of a pilotage expert from HPTI to the port of Lobito. In the beginning of this year as well as during the last year, our expert already was in Lobito in order to assist the port in nautical and pilotage questions. For this autumn it is planned to send him again to Angola to support the pilots directly on location. More about his stay in Lobito thereafter in one of our next newsletters.

### .....News at HPTI

- **Max** (Max Schwanitz) is back from the cold. After counting snowflakes and icicles on Spitzbergen for three months – when he was not doing some underwater research – he came back to some marvellous, hot summer weather. Let's see how long he lasts with these temperatures!
- **Manja** (Manja-Christine Ehmer) passed her final apprenticeship examination and is now a fully qualified Office Assistant. The successful examination marked the end of her employment with us; she has now to gain more experience in other enterprises. We all wish her lots of luck and good success and hope for the occasional visit.
- **Tatiana** (Tatiana Eggert) and **Max** will have a heyday of a weekend!! From the 15th to the 17th of July 2005 the prevailing colour in our beloved town will be orange-black: about 50,000 bikers and 500,000 fans of the roaring machines will come to the port to celebrate the annual Harley-Davidson Motor Bike Days. Whereas most of the HPTI-team will be angry about the traffic jams, the noise and the detours they have to drive, our "bikies" Tatiana and Max will not miss a single minute of this big party!
- The rest of the crew is busy with our courses, hoping that the workload is leaving some free time to enjoy the beautiful summer weather.



**ANGELITA, CHRISTOPH, HELGA, MAX, NORBERT O., NORBERT Z., ROLAND, TATIANA, WOLF**