



www.caribbean-maritime.com

Caribbean MARITIME

ISSUE No 32
OCTOBER - DECEMBER 2017



THE CARTELS

REFLECTIONS ON THE PRICING OF
CARIBBEAN LINER SHIPPING SERVICES

TOTE MARITIME

GREEN, CLEAN AND FULL OF IDEAS

BARBADOS SPECIAL REPORT



BURMAC

A DIVISION OF ANSA AUTOMOTIVE LTD



RS45-27/31: DESIGNED TO ACHIEVE LOW TOTAL COSTS OF OPERATION IN PORT CONTAINER HANDLING ACTIVITIES

Authorized Hyster® dealer BURMAC offers material handling solutions that keep your port moving.

- Full line of Hyster® Container Handlers and Forklifts, with up to 105,000 lbs. of lifting capacity
- Trained technicians to keep your lift trucks working longer



Call us today at +1 (868) 672-0991/0995 or
e-mail us at burmac.caribbeansales@ansamcal.com

Burmac is the authorized Hyster® dealer for the English Speaking Caribbean, excluding Jamaica


ansa
automotive


ansa mcAl
GROUP OF COMPANIES
Together, we are
Family

Caribbean MARITIME

www.caribbean-maritime.com



Issue No 32
OCT - DEC 2017



9



20



38

The official journal of the:



caribbean shipping association

MISSION STATEMENT

To promote and foster the highest quality service to the maritime industry through training development; working with all agencies, groups and other associations for the benefit and development of its members and the peoples of the Caribbean region.

GENERAL COUNCIL 2016-2017

President: David Jean-Marie
Vice President: Juan Carlos Croston
Immediate Past President: Grantley Stephenson
Group A Chairman: Marc Sampson
Group A Representative: William Brown
Group A Representative: Rhett Chee Ping
Group A Representative: Nathan Dundas
Group B Chairman: Hernán Ayala
Group B Representative: Anibal Ochoa
Group C Chairman: Cyril Seyjagat
Group C Representative: Tom Paelinck
Group D Chairman: Martin Medina
General Manager: Fernando Rivera
CSA Secretary: Dionne Mason-Gordon

Caribbean Shipping Association

4 Fourth Avenue, Newport West,
PO Box 1050, Kingston C.S.O, Jamaica
Tel: +876 923-3491
Fax: +876 757-1592
Email: csa@cwjamaica.com
www.caribeanshipping.org

PUBLISHER:



Land & Marine Publications Ltd
1 Kings Court, Newcomen Way
Severalls Business Park, Colchester
Essex, CO4 9RA, United Kingdom
Tel: +44 (0)1206 752902
Fax: +44 (0)1206 842958
Email: publishing@landmarine.com
www.landmarine.com

Views and opinions expressed by writers in this publication are their own and published purely for information and discussion and in the context of freedom of speech. They do not necessarily represent the views and opinions of the Caribbean Shipping Association.
- The Publisher.

CONTENTS

2 FROM THE CSA PRESIDENT

Strengthening maritime cyber security and preparing for the future

4 HARBOR VIEW

7 CSA NEWS

9 PROFILE: LLUVELIS ESPINAL

Sea trade 'is way forward for our nation'

14 MAN OVERBOARD

Detection systems – the need and the way forward

16 TOTE MARITIME

Green, clean and full of ideas

18 OIL BASE

New offshore support bases for Guyana and Suriname

20 SPECIAL REPORT: BARBADOS

- 20 Foreword by David Harding MBE
- 23 Bridgetown Port
- 25 Terminal operations
- 26 Cruise terminal
- 27 Home port



29 THE CARTELS

Reflections on the pricing of Caribbean liner shipping services

32 AMERICAN CARIBBEAN MARITIME FOUNDATION (ACMF)

A beacon of faith in the future

36 PORT BRIEFING

37 CRUISE NEWS

37 STARBOARD BRIEFING

38 CSA DIARY

Caribbean Shipping Association's 16th Caribbean Shipping Executives' Conference

43 RUSSBROKER CARIBBEAN MARKET REVIEW

Stable market with a chance of more

47 ADVANTUM

Our chance to set a global trend in data sharing



STRENGTHENING MARITIME CYBER SECURITY AND PREPARING FOR THE FUTURE



David Jean-Marie
President
Caribbean Shipping Association

Today's maritime industry, like most other global industries, relies heavily on information technology solutions across virtually all fronts. These solutions require a global interface and networking capabilities through the internet, which expose companies operating in shipping to the risk of serious cyber attacks.

This is by no means a new challenge to the industry. At the start of the current decade, the Islamic Republic of Iran Shipping Lines suffered severe financial losses from cyber attacks that took cargo and general shipping information from the line. The attacks damaged data related to rates, loading, cargo number, date and place.

Between 2011 and 2013 hackers demonstrated their ability to pass illicit cargo through ports as well as to intercept containers by accessing logistics software and creating false bills of

lading in countries such as the Netherlands and Australia. In 2013 the internet security firm Kaspersky Labs published a report outlining cyber attacks on Japanese and South Korean shipbuilding and maritime assets.

REAL AND PERSISTENT THREAT

More recent attacks have dominated media headlines across the world, raising the profile of cyber breaches in the maritime industry as a real and persistent threat. The 'NotPetya' cyber attack on shipping giant A.P. Moeller-Maersk in June temporarily disabled the company's shipping and terminal branches, resulting in congestion at some terminals in the United States, India, Spain and the Netherlands. The company believes this disruption could cost in the region of US\$ 300 million.

Another highly publicised case involved pirates hacking a shipping company to identify

vessels with specific cargo they wanted to steal. There are many other reported and unreported cases of maritime systems being disrupted by malware and ransomware. The industry is now fully waking up to the painful reality that shipping operations are vulnerable to digital attacks.

These attacks can happen to companies of any size. The most vulnerable ones are those that currently run legacy operating systems, fail to update software and disregard the importance of cyber security.

MOUNTING A STRONG DIGITAL DEFENCE

So what must we, across the Caribbean and Latin America, do to protect ourselves against this wave of attacks? The obvious answer is to address, immediately, all vulnerable areas and increase the awareness of staff.

I use this platform to advocate that our members and

readers assess their current level of protection and move quickly to address areas of risk. This will allow us to establish an order of priority as we seek to integrate cyber security into our risk management procedures. Training employees on how to prevent and recognize cyber attacks should also go hand in hand with implementing





the necessary cyber security policies. These measures will significantly improve defences and ensure an effective response to threats.

The CSA is happy to play its role. We recently held a workshop in Miami, Florida, that was open to regional participants. They were provided with insight into current real-world threats and cyber attacks related directly to the maritime domain. Participants gained knowledge, skills and understanding of available resources to develop and implement a sustainable cyber risk mitigation strategy that will impact their maritime port operations.

Further on the horizon, blockchain technology is poised to offer greater security and efficiency to the shipping industry. Heralded as the next internet revolution, blockchain promises to digitize the supply chain process from end to end while providing unprecedented levels of security. IBM and Maersk have already embarked

on building a blockchain solution that is scheduled to come on stream later this year. This is an interesting development that we must monitor closely in the months ahead.

EXPANDED LOCKS

Another game changer is the expanded Panama Canal, which has reaffirmed its position as one of the world's most important waterways. Despite the many challenges, it has received a glowing scorecard after recently passing its one-year anniversary milestone.

Activity on the US East Coast, via the canal, has ramped up significantly due to shifts in throughput from Asia previously routed through West Coast ports. Georgia Ports Authority (GPA), which reported an 11 per cent increase in TEU in May and record container volumes in June, has attributed much of its tremendous growth to this route change. GPA's executive director, Griff Lynch, said the economic outcome had surpassed all expectations.

This raises major questions for Caribbean hub ports and other key players who wish to bolster their development and prosperity with logistics business emanating from increased traffic through the canal. There were many obstacles that prevented us from securing first-mover advantage, but I'm

convinced it's not too late for us to get in the game. In order for us to stay relevant in our industry, we must inject greater impetus into our development plans. No longer can we view them as projects for the future – we must act now.

CONFERENCE FOCUS

The CSA will continue to play its part in addressing the critical issues facing the industry at our 47th Annual General Meeting, Conference and Exhibition in Bridgetown from 9 to 11 October. In addition to a private meeting of the CSA Security

next five years – a five-year economic outlook spearheaded by Americas Market Intelligence – and improvements to terminal productivity through collaboration. These sessions are highly anticipated against the backdrop of prevailing issues such as overcapacity and the expanded Panama Canal.

Protection of the marine environment will be discussed in the sessions on MARPOL and the Wider Caribbean Special Area and preparing for potential megaship disasters. Other key areas of focus include special economic development zones,

Maintaining the profitability of the Caribbean maritime sector is always a major area of focus, and this year's conference will explore the carriers' projections and predictions for the regional industry in the next five years

Council, there will be a session dedicated to the topic. The curiously titled 'Modern Face of Maritime Cyber Risk: Donald Duck, Daughters and Dollars' should prove highly informative, as well as the related IT session 'Digital Transformation: How Innovation and Platforms Drive Regional Collaboration'.

Maintaining the profitability of the Caribbean maritime sector is always a major area of focus, and this year's conference will explore the carriers' projections and predictions for the regional industry in the

flag registration and logistics.

This edition of Caribbean Maritime will be hot off the press at our 47th AGM. I look forward to exchanging ideas with you on these important topics in my own beautiful island, where Barbados Port Inc. and the Shipping Association of Barbados will enjoy the distinction of hosting the conference for the sixth time since 1972. The event promises to be a dynamic forum for networking and outlining a framework for the success of our industry.



GADELOUPE PORT CARAÏBES

At the CSA's 46th AGM in Trinidad last year, Guadeloupe Port Caraïbes won the award for Efficiency and Productivity. This multipurpose port handles nearly 3.8 million tonnes of freight traffic per year, in addition to more than 900,000 passengers.



NORTH AMERICA

CARIBBEAN

CENTRAL AMERICA

SOUTH AMERICA



WE BRING YOU CLOSER TO YOUR CUSTOMERS

In today's fast moving world, improving the supply chain is the only way to bridge the gap between you and your trading partners. To accomplish this, you will need an innovative team of dedicated professionals with over 30 years of experience in logistics and ocean transportation. You will need more than a positive customer experience. You will need a company committed to improvement and innovation. At Seaboard Marine, your customers are closer because our customers are at the center of everything we do.

FAST, RELIABLE SERVICE BETWEEN THE CARIBBEAN AND THE UNITED STATES.

MIAMI, FL

HOUSTON, TX

BROOKLYN, NY

PHILADELPHIA, PA

HEADQUARTERS

8001 NW 79th Avenue . Miami, FL 33166

P 305.863.4444 . F 305.863.4400

[Facebook.com/SeaboardMarine](https://www.facebook.com/SeaboardMarine)

[Twitter.com/Seaboard_Marine](https://twitter.com/Seaboard_Marine)

[Linkedin.com/company/Seaboard-Marine](https://www.linkedin.com/company/Seaboard-Marine)

SEABOARD
M A R I N E

www.seaboardmarine.com

CSA PLEDGES SUPPORT FOR HURRICANE VICTIMS

The Caribbean Shipping Association is deeply concerned about the effects of the passage of hurricanes Harvey, Irma, Jose and Maria during the 2017 hurricane season. We have seen the images of devastation reported in the media and the great need that has been created in our sister countries.

The president, the executive, the secretariat and the members wish to express our heartfelt condolences for all those affected by loss of life and property. We extend our condolences also to those

who have suffered the trauma of complete devastation and the accompanying anguish which such devastation occasions. We send our prayers and best wishes to the affected countries, particularly to the shipping community, their families and their loved ones.

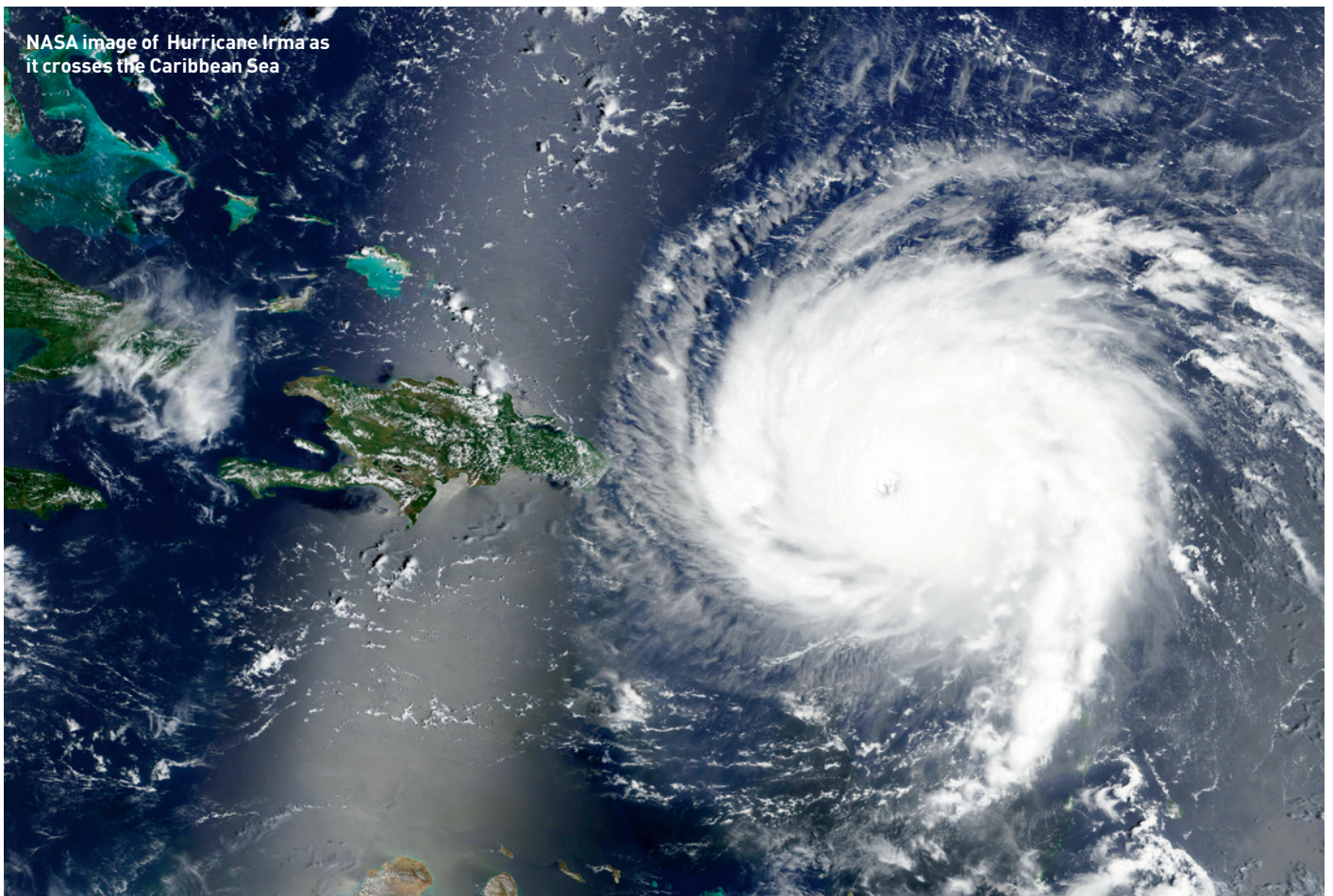
We are a resilient industry and at times like these we must come together to rebuild stronger than before. We pledge our continued support to these affected countries and will be investigating how best we can make such support more

tangible over the weeks that follow, when the full extent of the needs have been assessed and reported. Until then, we are keenly following the progress of the situation and continue to keep our brothers and sisters in our thoughts and considerations.

We will be assessing the situation at the 47th Annual General Meeting and discussing how potential plans of action can be put into place.

Our very best wishes,
Caribbean Shipping Association

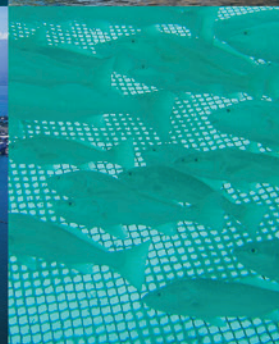
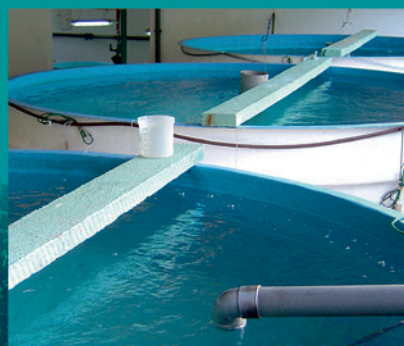
NASA image of Hurricane Irma as it crosses the Caribbean Sea



Do you have a climate change mitigation plan?

We can no longer live in a world where we are content to only protect what remains. We must take action to manage and protect natural areas, including the reconstitution of what is disappearing.

Cayoli Engineering, the Environment and Sustainable Development team at Guadeloupe Port Caraïbes, offers expertise in creating solutions that generate considerable environmental benefits from port development and expansion. Our expertise includes advice and solutions for ecosystem restoration, waste management, sustainable port facilities and much more.



To find out what we can do for your projects, contact us today:

Call: **05 90 68 61 70**

Fax: 05 90 68 61 71

Email: environnement@port-guadeloupe.com

www.guadeloupe-portcaraibes.com



**GAUDELLOUPE
PORT CARAÏBES**

European Excellence

SEA TRADE 'IS WAY FORWARD FOR OUR NATION'

Maritime lawyer sees better times ahead for Dom. Republic - and for women



Llu-delis (Judy) Espinal is president of Santo Domingo-based E&M International Consulting and one of the Caribbean's foremost maritime lawyers and policy makers. As well as heading up E&M she is founder and president of the Dominican Republic chapter of the Women International Shipping & Trading Association, professor of law of the sea at the Naval Academy of the Dominican Republic Navy and founder and secretary of the Fundación Tito Mella. She spoke to Caribbean Maritime about her life, her work and her interests outside the maritime and legal sectors.

Q: Your early life?

A: I was born in San Cristobal, Dominican Republic, and attended the [girls' school] Colegio San Rafael. My parents were farmers.

Q: Your higher education?

A: I obtained my law degree from the Universidad Autónoma de Santo Domingo (UASD) and my Master in Maritime Law from the Instituto Europeo de Estudios Marítimos in Spain. I had also a Master in International Law and Diplomacy. Addition-

ally, I had a Master in Port Management from the Valencia Port Foundation in Spain.

Q: Did you have a clear idea of your career path?

A: I did not come from a privileged or wealthy background and therefore I always wanted to be able to help those around me as well as my country. I knew that a lot had to be done in the Dominican Republic to help improve the nation and that was my main objective - to leave a legacy of growth and improvement for Dominican society. For

this reason I chose to pursue a career that assured me that I would always be in contact with people who need assistance, hence I always wanted to pursue the law career.

Q: Your first job?

A: My first job was at the CEDAIL, the Dominican Judicial Investigation and Assessment Center. CEDAIL is a non-profit institution created by the Catholic Church and its main goal is to provide legal assistance to underprivileged people and social classes - that is, people who do not



PICK PORT CANAVERAL

Central Florida's Gateway to the World

No Congestion. Easy Access. Rapid Departure.

Port Canaveral is strategically located, providing a convenient, cost-effective gateway to a booming, high demand, high-consuming Florida market. Take advantage of the fast, dependable and direct route from Central America. Come see how Port Canaveral can help your business set sail to higher profits. For more information, visit portcanaveral.com



have economical resources to receive legal assistance to protect their human rights, especially women, children, Haitians living in the Dominican Republic, people living in the suburbs and those living in this country who do not have any land to work or live in. My desire was to help people to improve their lives, assisting them to have the same opportunities as others by protecting their human rights.

Q: With your legal background, how did you become involved in the maritime sector?

A: Ever since I was a child I was always interested in commerce and, being from the Dominican Republic, I knew that our only land trading partner was Haiti. For everything else we had to rely on maritime transport. With this at mind, I knew I had to further expand my knowledge of maritime commerce and luckily I was blessed with the opportunity to study abroad and obtain my Master in Maritime Law.

My university, UASD, did not include maritime law in their law program. That made me frustrated, since the Dominican Republic is an island and we are not teaching classes of maritime law at all. Ninety percent of the import cargo is moved through maritime transport, and the lawyers [who have] graduated from the country's only public university have no idea about maritime law. Moreover, the little legislation on maritime law is still antique and obsolete. For that reason, I applied to the Spanish government for a scholarship and, thank God, they granted me the opportunity to have a specialization in this career.

Q: The maritime sector still has a reputation as being male-dominated. As a founder and president of the Dominican Republic chapter of the Women's International Shipping & Trading Association (WISTA) do you feel more can be done to encourage women to consider a career in shipping?

A: I'm a firm believer in the fact that mankind is constantly changing, and always improving, and therefore I will always believe that more can always be done.

I am a professor of law of the sea at the Naval Academy and when I started in 1998 I was the first and only woman teaching

at this school only for men. Now there are other ladies teaching in this institution.

In the same way, the first subcommittee for the participation of women in ports of the Inter-American Committee on Ports of the Organization of American States was created thanks to our commitment to improve and increase the participation of women in port activities. At that time, few women were participating in the sector. Now we see more and more women in important positions in the shipping industry, but this is not enough. We still see difference of salaries and in some ways men get higher positions, even though women may have a better education and qualification.

Therefore, I am continuously working to increase the participation of women in the sector; and, in addition to my work in WISTA [Women's International Shipping & Trading Association] I am assisting the director of the Dominican Port Authority to create a group of women in the maritime and port activities. We have called this group the Community of Women in Ports. We are working on the establishment of the program to increase and improve the participation of women in ports and shipping.

'Women have special characteristics. Our sensitiveness...our natural manner to protect and care, are qualities that are required in the maritime industry'



Q: Are there hidden barriers that might deter women from seeking a career in shipping?

A: We must work on a daily basis to help change the perceived image of the shipping industry. Most people understand that, to be a part of the industry, one must be a vessel crew member or a captain – when, realistically, a person can work on land within a shipping line or agency. They can also become claim handlers, freight forwarders, cargo underwriters, among other career

choices. We need to help others understand that the shipping industry is more than just boats and maritime vessels, which are normally seen as the men's job.

We need governments in the Caribbean region to work on national and regional political strategies to increase the participation of women in the shipping industry through capacitation, giving them scholarships. There is an important lack of schools specialized in maritime studies, and if you find them, they are for men.

I had an important participation in the establishment of the first Master in Maritime Law in the Dominican Republic, which was organized by Fundación Tito Mella and the Universidad APEC, but this is not enough if we do not have a clear strategy to insert women in the shipping industry.

Recently, the Naval Academy of the Dominican Navy has approved a program of studies for women, but this program is destined for military personnel and not individuals with commercial or business desires.

If women are not supported with training and also decent job opportunities, there will be no incentives to have more women in the shipping business. Women have special

characteristics, our sensitiveness, our commitment to achieve goals, our natural manner to protect and care, are qualities that are required in the maritime industry; and then, we can add values to improve maritime commerce around the world.

Q: What led you to establish E&M International Consulting?

A: I wanted to embark on a new journey and face different challenges. I wanted to experience the shipping industry from a



WE'VE GOT IT COVERED

Höegh Autoliners Shortsea Americas covers more than 20 destinations. Through hubs in Kingston, Jamaica and Pointe-à-Pitre, Guadeloupe we connect with our deepsea vessels to or from China, Korea, Japan, Europe and the Middle East.

THE MOST COMPREHENSIVE RORO NETWORK IN THE REGION WITH ACCESS TO THE WORLD



HÖEGH AUTOLINERS

www.hoeghautoliners.com/our-services/shortsea-services

Höegh Autoliners Shortsea Americas, Paseo del Mar y Boulevard Costa del Este, Edificio Capital Plaza, piso 6, Oficina 601, Panama, Republica de Panama
Tel: +507 282 5700 Email: sales.hasa@hoegh.com

PROFILE LLUDELIS ESPINAL

different perspective. I also wanted to fill the void within the Dominican Republic in terms of maritime legal assistance and therefore I decided to establish a specialized law firm for maritime, shipping and port-related matters.

I met my partner, Vinicio Mella, and we both realized that in the Dominican Republic there was a lack of maritime consultants that would develop new business opportunities, giving to the maritime sector a fresh breeze through our presence.

Q: What kind of work does E&M undertake as a consultancy?

A: E&M International Consulting is a counselling firm established in 2006 to offer legal, maritime, commercial and foreign investment advice. It is the main firm specialized in maritime legal affairs in the Dominican Republic and one of the most important in the Caribbean region.

Q: How does it feel to be the first professor of law of the sea at the Naval Academy in the Dominican Republic?

A: It is something I am proud of. At the same time, I feel thankful, since I have the opportunity to share my knowledge with these young gentlemen because this is an important way to be an influence on them and be able to change their perspective of the shipping industry in the Dominican Republic. Now, they are aware of the necessity of a reform of the maritime legal framework, but also the importance to have empowered women within the system, since women add value to the maritime industry.

I have many anecdotes of my almost 20 years as a professor in this institution, but I never forget the first time I came into the classroom and they gave me the military salutation with a very strong and loud voice and I got so scared and surprised at the same time that all my books and computers fell down and I punished them for having done so. But then I had to forgive them, since it is mandatory to give this salutation to all professors in the academy.

Q: What progress on reviewing the Dominican Maritime Code?

A: The review was completed in 2015 and now the project of law is at the Office of the President's Legal Counselor. We are positive that soon the same will be formally

presented to Congress. This is an important document which will drastically improve the [country's] maritime commerce, since the main source of maritime legislation in the Dominican Republic is based on the heavily outdated Commercial Code of 1845.

Q: Can you tell us about the Fundación Tito Mella, of which you are general secretary?

A: The Fundación Tito Mella was constituted by my partner, Vinicio Mella, and myself in 2010 and is a non-profit organization dedicated to the improvement of the maritime and port sector in the Dominican Republic. Tito Mella was my partner's grandfather and one of the founders of the [country's] shipping industry. We wish to continue his legacy towards the improvement of Dominican society as a whole.

We are working on some major projects through this organization, such as the first Master in Maritime Law, for which we were finalist at the Lloyd's List Americas Awards in 2017. This same year, we inaugurated the first Maritime Library. We also provide training courses on port and maritime legislation.

Q: What particular person in the maritime sector has inspired you?

A: Tito Mella is an important figure in the Dominican shipping industry. He did not come from a wealthy family and still managed to create one of the first shipping agencies, which served as a school of the most important current entrepreneurs of the industry. He was a simple man, with no higher education, but his interests to improve the sector drove him to promote maritime education to a point that he was honored by local universities and received the highest distinction as citizen not only in the Dominican Republic but also in Chile. He did all this through his persistence, courage, humility and sincere desire to help others.

Q: Your advice to young people looking to a career in the maritime sector?

A: My first advice would always be to keep a humble approach towards everything. Secondly, I would remind them that the maritime sector is always changing, growing and improving. There are always new regulations and therefore any person must continue studying and updating their knowledge in order to be ready for any new

challenge. The constant change and need to study is one of the most enjoyable characteristics of this career. Two days are never the same and even the same case is not handled in the same manner, hence they will never get bored.

Third, the shipping world is very small and all parties tend to know each other very well over time, so they need to be honest, integral, and a trustful person. Lastly, always keep in mind that commerce never sleeps, nor does the maritime sector, and therefore they must always be ready to work at all times, any time.

Q: How do you relax outside of work?

A: I enjoy reading and will always be interested in learning about people who have changed our world, such as Einstein or the Mirabal sisters*. In my free time I also practice yoga, but my passion is gardening. Being outside, especially the mountains or beaches through which I get in contact with nature, refills me with energy to go back to what I love most – the shipping world.

*Four Dominican sisters who opposed the dictatorship of Rafael Trujillo and were involved in clandestine activities against his regime.



Llu-delis (Judy) Espinal established E&M International Consulting firm in 2006

After the fall...

MAN OVERBOARD DETECTION SYSTEMS - THE NEED AND THE WAY FORWARD



By William Lusk
Program Manager,
O.C.E.A.N.S. LLC

Cruising is one of the most popular vacation means available. There are approximately 200 overnight ocean-going cruise vessels worldwide, with the average carrying 2,000 passengers and a crew complement of 950.

The Cruise Lines International Association (CLIA) reports that over 24 million passengers embarked on a cruise vacation last year, with a likely economic impact of over US\$ 110 billion.

The vast majority of these passengers enjoy a carefree and enjoyable vacation. With so many passengers and vessels traversing the world's waters, however, unfortunate incidents do occur. Among the most publicized are man overboard (MOB) situations.

In the early hours of 7 April this year a man overboard was reported on the 'Carnival Liberty' while en route to Nassau. In a statement, Carnival Cruise Line said: "A 32-year-old male guest was observed jumping from a cabin balcony. The ship's

command immediately turned the vessel around and began search procedures as well as notifying the US Coast Guard, which deployed multiple search-and-rescue assets to the scene. USCG released the cruise ship to resume course for Nassau that afternoon."

Not every incident results in immediate response from the ship's bridge. Some MOB cases involve passengers missing for some time before anyone notices.

MOB incidents are always tragic, whether they're accidental or deliberate. Fortunately, the probability of these incidents is low. The actual number of man overboard incidents from cruise ships and ferries worldwide is unknown, as there is no official international agency tracking these figures.

INCIDENTS

Dr Ross Klein, professor at the Memorial University of Newfoundland, has perhaps the most comprehensive list of cruise and ferry passengers and crew overboard since 1995. As of 5 September this year, he estimates 298 incidents since the year 2000. Assuming that Dr Klein's estimates are correct, there were 16 MOB incidents in 2016 – the same year that CLIA estimated more than 24 million passengers embarked on a cruise.

Cruise lines have an interest to reduce MOB cases. This interest can be described as twofold:

1. MOB incidents tax cruise line resources. Upon notification of a potential man overboard or missing person, cruise line personnel initiate a search throughout the vessel, with a cost in terms of

man-hours and effort. The vessel may conduct maneuvers and search patterns, expending fuel and time that is needed to reach the next port of call. In addition, MOB incidents can be exhausting for public relations staff as they try to minimize the damage from negative media coverage.

2. Cruise lines are required to comply with the Cruise Vessel Security & Safety Act of 2010 if the vessel in question is (a) authorized to carry at least 250 passengers, (b) has onboard sleeping facilities for each passenger, (c) is on a voyage that embarks or disembarks passengers in the United States and (d)



is not engaged on a coastwise voyage. The CVSSA requires that: "The vessel shall integrate technology that can be used for capturing images of passengers or detecting passengers who have fallen overboard, to the extent that such technology is available."

In addition to the CVSSA, cruise lines may need to comply with the Cruise Passenger Protection Act (CPPA) if the legislation becomes law. This Act requires integration of technology that can both capture images and detect when a passenger has fallen overboard. Current CVSSA regulations clearly state that MOB technology must capture images OR detect when a passenger has fallen overboard.

According to Charles (Bud) Darr, CLIA's former senior vice president of technical and regulatory affairs, the organization as of late 2016 did not consider any of the current systems to be adequately tested, citing a lack of objective international standards encompassing the following factors:

- Continuously changing horizon
- Salinity/corrosion
- Vessel vibration
- Extreme weather conditions
- Vessel movement including pitching, rolling and yawing
- Vessel design (multi-level vessels with balconies and ships' rails where passengers congregate)
- Interoperability with other shipboard systems
- Salt encrustation of lenses
- Glare/reflection off the water.

In a public comment submitted to the US Coast Guard on 25 October last year, John Haeflinger, vice president, maritime policy and analysis at Carnival Corporation, wrote: "Over the past number of years, Carnival's brands have trialed several MOB detection systems, none of which were deemed to be sufficient or reliable." Despite these challenges, Mr Haeflinger asserted that Carnival Corporation continues to evaluate MOB technologies and international standards.

DETECTION

Manufacturers of MOB detection systems are adamant that solutions are proven and readily available. Johannes Pinl, managing director and founder of MARSS SAM, indicated in a public comment on 24 October last year that their solution operates at a 95 per cent plus probability of detection with false alarm rates of less than 0.3 per day on average. "Testing has shown that sea state does not affect probability of detection," wrote Mr Pinl. "Sea state may affect nuisance activations."

A committee of the International Organization for Standardization (ISO) is currently developing ISO/DPAS 21195 – standards of systems for the detection of persons while going overboard from ships. Michael Blair, secretary of the international group of experts working on these ISO standards, advised that a Publicly Available Specification (PAS) should be reached by fall 2017 with an international standard completed a year later. A PAS is published to respond to an urgent market need, according to Mr Blair. Because the standard is still under development, he was unable to provide details.

The cruise industry has shown a keen interest in developing a comprehensive but flexible standard, providing leadership and expertise in this very important process



The cruise industry has been playing an active role in standards development, adding to the ISO committee's productivity. Kim Hall, principal and founder of Brizo Maritime Consulting, said: "The ISO WG is a diverse group of system manufacturers, cruise industry representatives and external experts. The cruise industry has shown a keen interest in developing a comprehensive but flexible standard, providing leadership and expertise in this very important process to create a standard that truly protects passengers and crew. This should be considered an indicator of the industry's intention to ultimately adopt this technology."

And Mr Darr wrote: "Once the Standard is finalized and approved by ISO, CLIA member lines will be in a position to test the system against the protocol provided, which includes objective thresholds and specifications."

With these standards coming soon, expect cruise lines to be better positioned to implement MOB detection systems, thereby decreasing reaction time to save lives.



GREEN, CLEAN AND FULL OF IDEAS

Innovative US carrier shows way in low-emission containerships and smart reefer technology

The name Saltchuk may not be wholly familiar to the Caribbean maritime sector. But Saltchuk (meaning ‘saltwater’ in the Chinook language) is the diversified Seattle-based family business behind TOTE Maritime, a carrier with a twice-weekly container service between San Juan’s Puerto Nuevo Terminal in Puerto Rico and Jacksonville’s Blount Island Terminal in Florida.

Saltchuk also operates in other Jones Act trades from continental United States to Alaska and, soon, to Hawaii (see panel).

From small beginnings in 1985, when TOTE was just a tug-and-barge operation, to being the world’s first carrier to order and operate liquefied natural gas-powered containerships, it has been a remarkable journey – one that is far from over.

SWITCH TO LNG

And it is these LNG-powered ships that have really got TOTE Maritime noticed a long way beyond the comparatively narrow confines of its Jones Act operations. Designed by Daewoo and built at the NASSCO yard in San Diego, California, the company’s first LNG-powered Marlin-class vessel entered the Puerto Rico trade in late 2015. A second Marlin-class ship followed a couple of months later. By switching to LNG propulsion, TOTE Maritime has been able to reduce its NOx emissions by 98 per cent, SOx by 97 per cent, carbon dioxide by 72 per cent and particulate matter by 60 per cent.

Clearly, LNG makes both economic and operational sense, while readily conforming to the IMO’s increasingly stringent emission standards. TOTE’s pioneering decision regarding LNG was clearly a good one, as it has since been emulated by others in the same trade.

In pure operational terms, however, LNG is still new and TOTE Maritime has

had to be innovative and work closely with others to ensure the smooth running of its time-sensitive service. To deliver the LNG to the ships, it is transferred from ISO tank containers using a specially developed transfer skid developed by TOTE’s Houston-based partner, Applied Cryo Technologies (ACT). The transfer skid is designed to allow four ISO tanks to be transferred at once, dramatically reducing transfer time. ACT was the first to enter the market with this type of bunkering equipment.

The LNG itself is sourced by TOTE’s partner, JAX LNG, LLC, from AGL Resources’ LNG production facility in Macon, Georgia. Genox Transportation, a specialized LNG trucking partner of TOTE, moves the fuel to Jacksonville. Pivotal LNG, a subsidiary of AGL Resources, also provides TOTE Maritime with transfer expertise. In early 2018, however, TOTE Maritime will switch from truck-to-ship to barge-to-ship bunkering in Jacksonville – for which US Coast Guard approval is now in place.

But LNG is just part of the TOTE Maritime story. The carrier is a preeminent player in the perishable cargo sector and continues its tradition as a shipping industry leader with its purchase this year of 285 new high-tech smart refrigerated containers for the US-Puerto Rico trade. These were delivered over the summer.

Furthermore, TOTE Maritime was an early adopter of machine-to-machine (M2M) telematics technology to remotely monitor and control conditions of refrigerated perishables during transport. Since 2011 it has deployed Orbcomm’s StarGuard system to monitor and control its reefers from point of origin to destination. This maximizes the safety and efficiency of supply chain operations while providing clients with crucial real-time, end-to-end visibility of their shipments within the cold chain. The reefer

containers also make use of Orbcomm’s new GMS-based Vessel Connect M2M application, which provides additional critical real-time data. The new technology allows TOTE Maritime to monitor set points, conduct pre-trip inspections on board and expedite cargo distribution on land. In addition, Vessel Connect offers precise monitoring and record-keeping needed for full compliance with the US Food & Drug Administration Food Safety Modernization Act rules being implemented this year.

In August this year, TOTE Maritime began receiving an additional 300 new 53 ft trimodal containers – the most popular size for the company’s new class of vessel. This brings the total trimodal container fleet up to more than 2,000.

PUERTO RICO

In a further regional development, TOTE Maritime Puerto Rico and local stevedore INTERSHIP have formed one of the largest and most advanced terminal operating companies serving Puerto Rico. The joint venture, Puerto Rico Terminals (PRT), combines two of the largest maritime operations and some US\$ 38 million worth of existing and adjacent assets at San Juan’s Puerto Nuevo terminal. The new PRT terminal covers some 122 acres and has the deepest draft in San Juan Bay.

It is anticipated that the new combined operation will move in excess of 250,000 containers and automobiles annually. PRT has contracted with long-time TOTE Maritime partner SSA Marine to manage stevedoring and terminal operations.

HAWAII SERVICE

TOTE is setting up another new domestic shipping service, this time to Hawaii. The company is working with Philadelphia’s Philly Shipyard to construct four new environmentally advanced containerships for this particular trade. These are being custom-built for the trade. It is hoped that TOTE will use the new deepwater Kapalama Container Terminal (KCT) in Honolulu for this new service.

New environmental regulations taking effect in 2020 necessitate the use of these new LNG-powered ships. The new ships will enter service in 2020 and 2021.



CHART A POWERFUL COURSE FOR YOUR CARGO

Located in the center of a thriving global transportation network, Port Everglades moves your cargo in and out fast — in every direction. Visit us at porteverglades.net or call 800-421-0188.

- Less than one mile from the Atlantic Shipping Lanes
- Direct highway access
- One traffic signal to Los Angeles
- Rail connections throughout the U.S.
- On-port Foreign-Trade Zone
- Ocean shipping to 150 ports in 70 countries



NEW OFFSHORE SUPPORT BASES FOR GUYANA AND SURINAME

Substantial quantities of oil are believed to be located offshore in the Guyana-Suriname Basin. In fact, the United States Geological Survey says the Guyana-Suriname Basin is the second most prospective under-explored offshore oil basin in the world, with an estimated 13.6 billion barrels of oil and some 32 trillion cubic feet of natural gas.

Recognising this potential, companies have been – or still are – exploring a number of promising blocks in the basin. Esso Exploration & Production Guyana, an affiliate of ExxonMobil, has made exciting discoveries in the Liza field, 190 km off Guyana, and announced in July that it had found up to 2.5 billion barrels of oil equivalent in the Stabroek block (of which Liza is part).

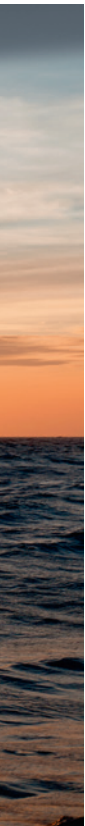
PRODUCTION

Now, as part of its US\$ 4.4 billion first-phase development of Liza, ExxonMobil is to construct a single buoy mooring (SBM) and accompanying 120,000 b/d capacity floating production storage and offloading (FPSO) unit with two further and similar schemes under consideration. Production is scheduled to commence in 2020.

In order to provide a suitable base to supply these planned production facilities for the Liza field, the Guyanese government is backing a US\$ 500 million oil and gas services base to be built at Crab Island at the entrance to the Berbice River. A feasibility study is under way. The government says the base will provide mainte-

nance, fabrication, warehousing, spares handling and storage for those, including ExxonMobil, involved in offshore exploration and production. The government believes the project can create 600 jobs in a part of Guyana where unemployment





is stubbornly high, but firm details are still awaited as to how Crab Island will be financed and managed.

In the meantime, ExxonMobil has already confirmed that it will operate from a new base in Georgetown on the east bank of the Demerara River.

Two riverside-based stevedoring firms bid for the ExxonMobil contract, with Guyana Shore Base Inc (GYSBI), an affiliate of Muneshwers, securing the deal. GYSBI is a four-company joint venture, of which Muneshwers Ltd is the senior partner.

Once completed, the base will boast a

waterfront operation covering more than 30 acres in greater Georgetown with a modern 600 ft pre-stressed concrete wharf. GYSBI will also provide land and services to other ExxonMobil contractors in a variety of industries such as waste management, drilling supplies, fuel bunkering and freight forwarding.

“Every aspect of our operation is about safety,” said executive director Robin Muneshwers. “We are also fully committed to hiring and training Guyanese workers and operating with the highest ethics.”

Muneshwers had, in any case, been

each direction. But with further exploration activity scheduled and significant discoveries looking likely, it would make more sense for these rigs and any subsequent production platforms to be supplied locally. And there is no need to build a new harbor as the Port of Paramaribo is easily the closest and most convenient location for any supply vessels.

SUPPORT BASE

So, to accommodate these supply vessels, the Paramaribo port management company, Havenbeheer Suriname, plans to set up a dedicated support base in the area beyond the Jules Wijdenbosch Bridge. The existing terminal will be expanded to serve as an offshore support base as well as for other purposes.

At the same time, as a landlord port, Havenbeheer will ensure that the oil and gas supply base is leased out and independently managed by an experienced and internationally recognised operator. As Havenbeheer’s Vanessa Aman told CM: “We have started negotiations with two potential shore base operators. We are planning to sign a contract with one operator this year. It is our intention to make available part of the existing port infrastructure for this purpose.”

Once completed, in 2018, the base should provide a range of services such as warehousing and pipe storage space, cement and drilling mud plants, fresh water and bunker fuel supplies as well as facilities for handling hazardous and non-hazardous waste.

As a result of these developments in both Guyana and Suriname, there will be some winners and losers in the oil and gas support sector. Trinidad – until now the ‘go to’ base for oil exploration off Guyana and Suriname but located some 450 miles away – will inevitably see some existing business move away to the new facilities planned for the Demerara and Berbice rivers and for Paramaribo.

**See article about Muneshwers in Issue 29 of ‘Caribbean Maritime’*

ExxonMobil has already confirmed that it will operate from a new base in Georgetown on the east bank of the Demerara River



Georgetown and the Demerara River

developing its 13-hectare Houston Port site on the east bank of the Demerara River – partly to focus on the offshore oil and gas sector* but also to handle containers.

Then there is Canada’s CGX Energy, which in 2010 secured a 50-year land lease from the government for a 22-hectare plot with 600 meters of frontage just 10 km inland from the mouth of the 600 km Berbice River. CGX Energy’s stated objective is to build, in three phases, Guyana first deepwater port and offshore oil and gas exploration base.

Earlier this year, CGX Energy president David Granger claimed that the proposed harbor was still a viable live project – it is still being promoted on the company’s website – and was, in essence, being held back only by lack of funding.

SURINAME

Meanwhile, over the border in Suriname, much-needed plans to support the offshore oil exploration and any subsequent production sector are taking a slightly different course. Up until now, and as with neighboring Guyana, exploration rigs operating in Surinamese waters have been supported from bases in Trinidad – a costly and time-consuming two-and-a-half-day transit in

Barbados

- 20 Foreword by David Harding MBE
- 23 Bridgetown Port
- 25 Terminal operations
- 26 Cruise terminal
- 27 Home port

BARBADOS FOREWORD BY DAVID HARDING MBE

Barbados' strong links with the CSA

It was with a great deal of pleasure that I accepted the invitation of Land & Marine to write the foreword for Caribbean Maritime's special report on Barbados on the occasion of the 47th AGM, Conference & Exhibition of the Caribbean Shipping Association.

This Barbados special report will show that there is truth in the saying that in many circumstances, a lot can be made out of a little. It also tells the tale that a country's port, as the main commercial gateway, provides a window into the economic health of that country.

This is so true for Barbados which, as a destination port, relies on the consumerism taking place within itself to produce the cargo volumes that sustain the Barbados Port and the many entities that make their living in the maritime transport business all along the supply

chain. It also informs that, despite all of the talk of gloom and doom within the country, there is irrefutable evidence that there is commercial growth taking place.

STEADY GROWTH

With the transshipment activities still in their fledging stages, the Bridgetown Port has seen steady growth over the past few years that, with careful management, has allowed some small measure of profitability of Barbados Port Inc., creating opportunities for further physical and infrastructural development to ensure the needs of the growing cruise business and cargo vessel activities are met.

With an additional gantry crane, straddle carriers and other modern equipment, the Barbados Port is able to service vessels with greater dispatch.

With a workforce continually in training and the infrastructure improve-

ments referred to above, this port, as a multipurpose common user facility, continues to set new standards in efficiency. The dedicated and committed men and women who, along with the stakeholders, drive the activities are to be commended.

Gone are the days when a port can survive and grow without major capital investment; and as a wholly government-owned entity operating under the Companies Act of Barbados, this port must show through a myriad of performance markers its ability to raise funds for present and future requirements.

As this foreword is being written, physical expansion and equipment acquisition continue to bring the Port of Bridgetown to the levels of the best of the best in the region. Already taking place is the acquisition of an additional





Expansion and equipment acquisition continue bringing the Port of Bridgetown to the levels of the best of the best in the region

gantry crane, the construction of the much needed Berth 6, along with other infrastructure works.

And there is more to be done. The need to separate cruise ship handling from the cargo activities is paramount. With cruises being the 'de rigueur' with bigger capacity ships and more choices of destinations, a welcoming arrivals environment must be the first impression of the destination. Not just its attractiveness but its ability to service multiple simultaneous ship calls where the ease and comfort of handling passenger numbers of around 10,000 on a given day can be achieved.

The Barbados Port Inc. has developed a carefully engineered and aesthetically pleasing design called Sugar Point that will significantly lift our game into the next 25 years.

CSA'S PARTNER

Barbados Port Inc., operating then under the name of Port Contractors (Barbados) Ltd., is a founding member of the Caribbean Shipping Association in 1970-71, at a time when containerization was in its infancy in the Caribbean. It has given strong support to the then-fledgling CSA and, along with the Shipping Association of Barbados, played a pivotal role in the CSA's development over these 47 years.

Barbados has produced three of the CSA's Presidents: Captain Peter Parker (mid 1970s), David Harding (1997-2000) and David Jean-Marie (2015-present).

And Barbados in return thanks the CSA for providing the platform where regional and international experts could inform and educate the many men and women within the parameters and across the four language groups of the



David
Harding
MBE

Chairman Barbados Port Inc.
Founding Member and Past President
Caribbean Shipping Association
Founding Member and Past President
Shipping Association of Barbados

CSA in their quests to raise their professional standards.

As someone who has straddled the Barbados Port Inc. and the Shipping Association of Barbados, I can attest that Barbados has been a significant beneficiary of the Caribbean Shipping Association's commitment to the region's maritime transportation development.

With all best wishes for a most rewarding conference.

Port of Bridgetown

Your business
is our business.



Barbados Port Inc.

University Row, Bridgetown, St. Michael, Barbados
www.barbadosport.com • Tel. 434-6100

Visit the **E-Services** section on our
website to conduct business online.

"Port of Bridgetown - Serving Our People"

Our members:

SHIP AGENTS:

- Blue Waters Shipping Ltd.
- Cargo Master (Barbados) Ltd.
- Cargo Solutions International (Barbados) Ltd.
- Caribbean International Freight & Logistics Ltd.
- Commerical Services Ltd.
- EHS Freightliner Ltd.
- Eric Hassell Shipping Limited
- Fast Transit Shipping Ltd.
- Goddards Shipping (Barbados) Limited
- Marine Trading Ltd.
- Massy Shipping Services
- Massy Trading
- Ocean Air Transport Services Ltd.
- Platinum Port Agency Inc.
- Renewals Inc.
- Robulk Agencies Inc.
- Seafreight Agencies & Stevedoring Ltd.
- Windward Agencies Ltd.

STEVEDORING CONTRACTORS:

- Cargo Handlers Ltd.
- Cargo Master (Barbados) Ltd.
- Eric Hassell Shipping Limited
- Goddards Shipping (Barbados) Limited
- Massy Shipping Services
- Seafreight Agencies & Stevedoring Ltd.

SPECIALIST ONSHORE SERVICES:

- Bico Ltd. - Warehousing and cold storage

Our depth of experience is our greatest strength

THE SHIPPING ASSOCIATION OF BARBADOS

2nd Floor, Trident House, Broad Street, Bridgetown, Barbados

Tel: (246) 427-9860 • Fax: (246) 426-8392

Email: info@shippingbarbados.com

www.shippingbarbados.com



Future looks bright for Bridgetown

The port now has deeper berthing areas and many acres of reclaimed land as BPI builds capacity to accommodate larger cruise and cargo vessels



MASTER PLAN

Among the key elements of the 2011-2021 Master Plan for Bridgetown Port are:

- Extension of gantry crane tracks for Berths 3, 4 and 5.
- Demolition of Shed 3.
- Demolition of Shed 4 and repaved for container storage.
- New container freight station providing a secure and safe facility for LCL cargo.
- New Customs Container Examination Facility.

Bridgetown prides itself on being one of the most efficiently run ports in the Caribbean region, thanks to ongoing improvements by Barbados Port Inc. under the current Master Plan.

MODERNIZING

BPI is moving forward with its program of transforming and modernizing the port's infrastructure, equipment and systems as laid out in the 2011-2021 Master Plan. This will enable Bridgetown to meet the challenge of handling both cruise and cargo vessels in a safe and efficient way – a

considerable achievement in a port that was originally built in 1961.

Construction of Berth 5, with a length of 150 meters, was completed at the end of 2015. The berth is equipped with a panamax ship-to-shore gantry crane as part of a US\$ 100 million port reorganization project that also included five diesel-electric straddle carriers and other container and cargo handling equipment. The port now has deeper berthing areas and many acres of reclaimed land as BPI builds capacity to accommodate larger cruise and cargo vessels.

BARBADOS BRIDGETOWN PORT

A new revetment has been constructed along Trevor's Way and the access area at the port's main entrance has been landscaped. The container yard has been repaved, existing water mains replaced, the cross berth repaired and Berth 4 extended with financing from local commercial banks.

BPI has also begun work on a further new facility, Berth 6, to the north of Bridgetown Port. The revetment area to the north of the port will be developed in order to separate cargo operations from cruise activities. Berth 6 will provide over 300 meters of additional berthing for vessels calling Bridgetown and will be equipped with a post-panamax crane.

A yacht mooring facility was recently completed in the Shallow Draught with offices for the regulatory agencies.

There are plans for a new US\$ 250 million cruise facility called Sugar Point with a view to enhancing the separation of business and leisure activities.

These initiatives will provide more

There are plans for a new US\$ 250 million cruise facility called Sugar Point with a view to enhancing the separation of business and leisure activities

berthing facilities for cargo and cruise vessels as well as enhance BPI's home-porting activities.

TRAINING

Meanwhile, BPI is continuing with competency-based training for all its directly employed members of staff to ensure compliance with international security and quality standards. BPI has also become more environmentally focused and has a strategy in place with regard to renewable energy. This, it believes, will underline the port's 'Best in Class' status in the region, both from a cargo and cruise perspective.

BARBADOS PORT INC.

Bridgetown Port has seen several changes of administration since it was established. It was originally administered as Port Contractors Limited. Then the Barbados Port Authority was formed in 1979 as a statutory board. At the end of 2003 the organization became a corporatized company now known as Barbados Port Inc. and registered under the Companies Act of Barbados.

A STEP CHANGE IN EFFICIENCY

Bridgetown was originally a sugar port, designed for handling breakbulk – the dominant type of cargo at the time. Its sheds were located on the quay close to the berths so that cargo could be moved easily from vessel to storage. Over the years it has moved away from that industry. The construction of the Deep Water Harbour, completed in 1961, opened the way to developing modern facilities. Today, the port can accommodate up to five mega cruise ships throughout the season (typically November through April).

The modern expansion of Bridgetown Port began in the 1970s as the container revolution got seriously under way. In 1978 an additional 6.5 hectares of land was reclaimed, while other infrastructural development included the area around Shed 4 and the Shallow Draught facilities.

A study in the 1990s indicated that Bridgetown Port was coming to a point where it needed to raise its game to address the demands of modern sea trade. Accordingly, the port embarked on a program of reform and expansion to upgrade its human resources pool, improve technology and security, renovate infrastructure and expand on its core businesses of cargo handling and the cruise sector.

Drawn up in 1998, the port's Master Plan 2000 called for the construction of a new cruise pier to separate cruise and cargo operations, an expansion of passenger terminal facilities, the construction of Berth 5 and an expansion of port storage capacity through land reclamation north of Shed 4.

The inner harbor was dredged in 2002 to accommodate the new generation of mega cruise ships and the port's land area was expanded by a further nine acres using the dredged material.





Vital role of Terminal Operations team

Vessels of all kinds using Bridgetown Port are handled with great efficiency by Terminal Operations, the biggest department of Barbados Port Inc.

Once the ship's agent has notified BPI of its arrival time and relevant details, Terminal Operations uses this information to assign the vessel to a specific berth and prepare to receive its cargo or to initiate home-port or other cruise services.

The department employs about 170 staff including dockers, operators, supervisors, shed managers and clerical employees. This team is responsible for dealing with both cruise and cargo vessels and making sure that BPI delivers a high quality of service to its customers.

During the peak periods of Crop Over and in December to January, Shed 2 handles around 300 customers per day. During the off-season, this figure drops to around 100 customers per day.

TECHNOLOGY

Upgrades in technology at Shed 2, including free Wi-Fi for customers, have helped to enhance the customer experience by allowing delivery documentation to be processed online. This, in turn, helps to improve productivity. Customers collecting

barrels can process the necessary documentation online before arriving in the port. Alternatively, the customer information booth at the cargo gate has an online facility that allows customers to do the same on arrival.

REAL-TIME

This new online system was devised in-house by the MIS department and helps to save customers time by notifying staff that they are on their way to collect their cargo. This real-time system has several benefits, including improving the port's service delivery, as supervisors are advised to retrieve the itemised cargo for customs inspection and clearance once the system notifies them that the customers are on their way to the port.

In addition to the online services, cargo status updates can be sent to customers' cellphones. This new tracking information system was implemented in the first half of 2017. Further physical and technological upgrades are planned for the future, to help further improve the customer experience and enhance service by the port.

The Port of Bridgetown is the main point of entry for goods used in the island's retail and manufacturing sectors, with around

90 per cent of all goods passing through the port. In this context, a key aim of BPI is to provide importers and exporters with efficient cargo handling services in the Deep Water Harbor as well as processing and storing the relevant data and documentation and providing statistics.

BRIDGETOWN PORT IN NUMBERS

ANNUAL TEU:

- Over 86,000 TEU annually (about 15 per cent of these containers are devanned and stored in the port's facilities alongside cargo for export)

ANNUAL CAPACITY:

- Over 150,000 containers

EQUIPMENT:

- 2 rail mounted gantry cranes (1 panamax crane with a twin lift capacity of 60 tonnes and 1 mobile crane with lift capacity of 104 tonnes)
- 13 straddle carriers
- 3 empty container stackers
- 2 reach stackers.

The department employs about 170 staff including dockers, operators, supervisors, shed managers and clerical employees





A cheerful welcome for cruise visitors

The Bridgetown cruise terminal was opened in 1994 and is operated by Barbados Port Inc.

A lot of thought has gone into creating a distinctly Barbadian air of welcome for passengers – a first taste of the island’s legendary hospitality – as they step ashore. The aim is to make visitors feel welcome from the very start with a colorful range of products and entertainments.

Visitors can enjoy a wide variety of duty free shops in addition to eateries and bars that offer a taste of typical Bajan food and drink. There are also opportunities to get ‘hands on’ and learn how to mix drinks using award-winning local rums with help from talented bartenders. These rums, in addition to clothing, jewelry and souvenirs, can be purchased at the various outlets within the terminal.

The terminal’s interiors have been

designed with the island’s heritage in mind, with vendors selling gifts and crafts from traditional wooden pushcarts. Just outside the main terminal, the heritage theme continues with the shopping area. From here, visitors can purchase locally crafted items.

PERFORMANCES

In addition to the permanent fixtures within the terminal, various live performances take place to welcome visiting cruise passengers and showcase Barbadian heritage. Such performances include steel bands, local artists and school choirs, in addition to occasional demonstrations by the Barbados Road Tennis Association. Road tennis is a sport that dates back to the 1930s and is best described as a cross between lawn tennis and table tennis. Road tennis, along with other games such as checkers and



hopscotch, can be played in the terminal, providing entertainment for adults and children alike.

SERVICES

In addition to the outlets and entertainment on offer, helpful services such as a Guest Information service, post office and a dedicated area for island excursions and trips to local attractions help to enhance the visitor experience. Passengers can make use of the complimentary Wi-Fi, allowing visitors to stay connected, as well as having access to ‘Docked Magazine’, the terminal’s online publication. Customs, immigration, health and quarantine services are also located within the terminal.



BPI BENEFITS FROM SISTER PORT AGREEMENTS

An example of international cooperation is the setting up of a sister ports relationship between Barbados and two major ports in the Spanish-speaking world.

Memoranda of Understanding were signed by Barbados Port Inc. with Manzanillo International Terminal (MIT) in Panama and the Port Authority of Santa Cruz de Tenerife in the Canary Islands.

These agreements are beneficial for BPI and its sister ports in Central America and North Africa as they allow the ports to share knowledge and various resources with each other.

So far, BPI and MIT hosted a joint customer service workshop, during which both ports were able to exchange knowledge and expertise.



Salvador Aznar / Shutterstock.com

In addition, three operators from BPI visited MIT to take part in a two-week training course, followed by two representatives of MIT visiting Barbados to learn from BPI's operators and to share ideas about port customer service.

BPI's MoU with Tenerife was a result of discussions about the Barbados 50 transatlantic yacht race, as several ports under the jurisdiction of Puertos de Tenerife were used as calling points during the race.

This MoU allows the ports to cooperate on various issues, including container terminal management and security issues in cargo and container ports.

Home-porting gives boost to revenue

Home-porting has been a huge success story for Barbados, which now enjoys a higher ratio of home-port calls to total cruise visits than practically any other Caribbean port.

The 2016-2017 cruise season has highlighted BPI's continued success, with 13 new vessels hosted and more than 750,000 passengers handled, of which number 170,000 began their cruise in Barbados.

Several cruise lines are now home-porting from Barbados, including Aida Cruises, Carnival UK, Fred. Olsen Cruise Lines, MSC Cruises, Sea Dream Yacht Club, Thomson Cruises and Windstar Cruises, among many others.

BENEFITS

The increase in visitor numbers and charter flights has brought benefits to local hotels, with many cruise passengers opting for

a night in Barbados either side of their cruise before departing. These 'extension' visits are also bringing in more tourists to Barbados, as visitors are making time to explore the island before/after their cruise.

In addition, Bridgetown has enjoyed increased venue from extra services such as bunkering, fresh water, provisioning and garbage disposal. On non-peak days, port berths can still be used, with port-of-call vessels able to access bunkering, provisioning and baggage handling services.



Turnkey Port Solutions Provider: Port Equipment Engineering Specialist and Terminal Operator



For almost 30 years, our experienced engineering team has been working around the world to find customised solutions for ports in order to match their needs. Our triple M approach – Mobilisation, Modification and Modernisation of cranes – has transformed Bejaia Mediterranean Terminal (BMT) in Algeria from a conventional port to modern facility equipped with yard and quay cranes.

Since the terminal's transformation, Portek now holds a 20-year concession to operate BMT, backed by our proven records in providing terminals worldwide with equipment and productivity solutions. Our unique combination of engineering, terminal management, marketing expertise and vicinity traffic development enables us to quickly gear up the capacity of a terminal, establish its infrastructure and operations, and build up container traffic.

Contact us today to find out how we can work with you to maximise throughput and accelerate growth!

www.portek.com

A subsidiary of Mitsui & Co., Ltd.

PORTEK
Knowledge & Solutions in Port Business

THE CARTELS

REFLECTIONS ON THE PRICING OF CARIBBEAN LINER SHIPPING SERVICES

W.E. Julien was visibly upset by the perceived intransigence of Peter Carden, the director of Harrison Line of Liverpool, sitting across the table from us. The aging and distinguished Grenadian businessman told the European shipping delegation firmly that if the Islands had 'war planes' this would be the time to use them. There would be no consensus between the parties that day, some 46 years ago in Georgetown, Guyana.

The occasion was the first and perhaps only meeting between Caribbean Free Trade Association (CARIFTA) representatives and the Association of West India Steamship Lines (WITASS), a freight conference which covered all of the shipping between European ports and the Caribbean. The meeting was called to address the general rate increase (GRI) announced by the WITASS shipping conference three months earlier. The small delegation of Caribbean businessmen and a handful of supporting staff of the CARIFTA secretariat were determined to roll back the GRI, but

the attending representatives of Harrison Line, Booker Line, Geest Line and KNSM were unmoved.

EXCEPTIONAL

Our industry is exceptional in being legally permitted to have liner ship operators sit together and fix freight rates. The role of these rate conferences or rate discussion agreements and their impact on the fortunes of small Caribbean countries has long been a subject of interest, particularly

Our industry is exceptional in being legally permitted to have liner ship operators sit together and fix freight rates

because our economies reportedly have a relatively high ratio of external trade to GDP. In 1969, UNCTAD advanced the theory that freight rate increases tend to effect income transfers from the developing countries to the developed countries since the world fleet is owned predominantly by the developed countries, and since the developing countries tend to bear the cost of the freight regardless of who happens to pay for it.

This theory gave rise to several national fleets of emerging developing countries,

with names such as CAVN and Gran Colombiana in our neighborhood. On a global scale, very few of these national lines survive today.

Much has changed over the last 40 years. Rate conferences such as WITASS were 'closed conferences', meaning that membership was restricted. The supply of ship space was effectively controlled by the conference, which jointly determined scheduling and published a common freight tariff. The conference further discouraged independent competition by offering deferred rebates to loyal shippers and, if necessary, deploying and sharing the cost of 'fighting ships'.

Today, US-Caribbean discussion agreements are voluntary, open, allow independent tariffs and independent rate actions, and are not permitted under US law to restrict or even discuss capacity without special permission. Nevertheless, they are capable of coordinated action to increase rates and charges in the trade on 30 days' notice, and members meet regularly to discuss trade conditions, revenue enhancement measures, surcharges, port conditions and membership. Those agreements include the Caribbean Shipowners Association (CSO), the Central America Discussion Agreement (CADA), the Hispaniola Discussion Agreement (HDA), the Aruba Curacao and Bonaire Discussion Agreement

conference membership must be open to any new lines. The Shipping Act of 1984 added the right of each member of a rate conference to declare independent rate action. This 1984 Act introduced the service contract as an approved method for rate conferences to jointly offer special terms to large customers, but did not clearly extend the right of independent action to individual lines in respect of service contracts. The essential terms of these conference-based service contracts were required to be offered to all similarly situated shippers. The lack of clarity and the limitations placed on such service contracting is reported to have led many conferences to prohibit them in the years following the 1984 Act.

WEAKENED

The Ocean Shipping Reform Act of 1998 (OSRA) further weakened the freight conference system. It did so by establishing the right of each carrier and shipper to enter into a confidential and unique service contract, and while it preserved the right of the conference to create joint service contracts, it confirmed the right of each carrier to independent action on service contracts, and removed the requirement to offer essential contract terms to similarly situated shippers. Within two years, over 80 per cent of the US liner trade was converted

membership discipline eroded by US law.

The various revisions of the US regulations may have had other consequences on the structure of freight rates in the Caribbean. In the early 1990s our regulatory preoccupation as carriers was to comply with the FMC's anti-rebating mandate. We sent out letters annually to our directors, employees and agents reminding them that we strictly prohibited any participation by them in the payment, solicitation or receipt of any rebate, directly or indirectly, this being unlawful under the Shipping Act. Consistent with this policy, we took care to ensure that tariffs were applied in a non-discriminatory way, meaning that although rates varied by commodity description, specific commodity rates were available to all clients regardless of circumstances or volume. The 1998 OSRA changed that fundamentally. Service contracts allowed price discrimination among shippers of the same commodity on a grand scale, and now legal rebating further strengthened this trend. A unique and confidential bargain could be crafted by a carrier for each customer, regardless of whether they were competing merchants selling the same commodity in the same town.

COMPETITION

It is a fact that the competition among members of each Caribbean rate discussion agreement is fierce. While maintaining cordial personal relationships among themselves, the executives each pursue the interest of their company with focus and resolve, placing emphasis on maintaining and improving their market share. Issues and conflicts between members over rate reductions and perceived poaching on each other's accounts consume much time and attention. Members threaten and take retaliatory action, not only on specific rates but also on occasion with new services or port calls, in response to perceived injustices and encroachment on their traditional turf. Decisions taken in good faith around the table are too often ignored subsequently. A disconnect between the stated commitment of the executives and the follow-up actions of their sales and pricing support is not uncommon.

In the absence of common tariffs, rates vary considerably from carrier to carrier; minimum service contract guidelines are

It is safe to say that rate conferences are less effective than they used to be, having had their control over ship space and membership discipline eroded by US law

(ABCDA), the Florida-Bahamas Shipowners & Operators Association (BSA) and the Venezuela Discussion Agreement (VDA).

The US Shipping Act of 1916 set up a procedure for granting carriers anti-trust immunity by requiring the filing of carrier agreements with what subsequently became the Federal Maritime Commission (FMC). The 1916 Act also attempted to curb 'trade abuses' of rate conferences by prohibiting them from offering 'deferred rebates' and deploying 'fighting ships'. A 1961 amendment to the Act required that

to service contracts, as shippers and consignees negotiated confidential terms with their chosen carrier. Such contracts would now be allowed to include deferred rebates to shippers and consignees. These new rules had a negative impact on the rate conferences. The FMC reported that the number of rate conference agreements on file with them actually fell from 35 to 19 between 1998 and 2001.

It is safe to say that rate conferences are less effective than they used to be, having had their control over ship space and

largely ignored; and independent action on joint service agreements exist, as each member strives to maintain and increase market share. This environment has contributed to steady rate erosion over the last 25 years. In our experience at Sea Freight Line, the average revenue per TEU decreased by more than 30 per cent over this period, although this figure may have been influenced to some degree by changes in the port make-up and operating area we covered from start to finish.

FUNDAMENTAL

There is, however, a more fundamental reason why the rate discussion agreements have been so ineffective in the Caribbean in recent years. The fact is that the lines have been operating in a market of relatively weak demand growth combined with a global surplus of ships. When the underlying demand for ship space is not strong in relation to the space available on the regular weekly sailings, the urge to fill space by cutting rates is strong. This supply condition shows signs of continuing for a couple more years for reasons which are well understood in the industry.

Prevailing demand/supply conditions and indiscipline will, however, not last forever. One need only look at the exceptional years. Even during the difficult conditions of the last 25 years there have been one or two years when demand/supply conditions tightened temporarily, allowing the discussion agreements to make a range of freight rate increases and

When the underlying demand for ship space is not strong in relation to the space available on the regular weekly sailings, the urge to fill space by cutting rates is strong

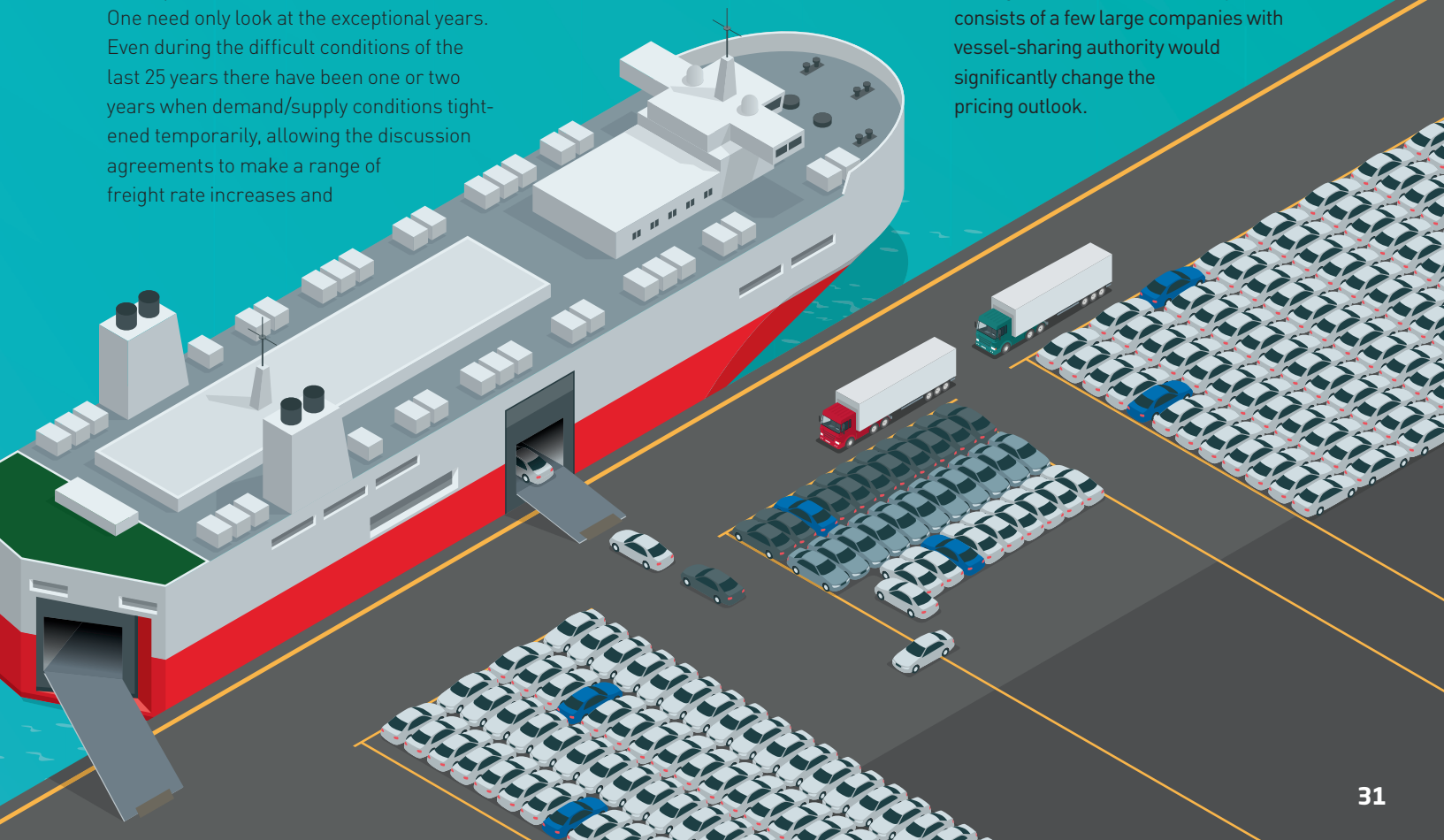
surcharges stick. Once ships are full, a discussion agreement can be expected to work cohesively and in a monopolistic way, other things being equal, to quickly increase rate levels. The time will come again when Caribbean trading interests will have cause to question and, indeed, challenge the activities of the rate discussion agreements.

PRICING OUTLOOK

Dialogue between shipper/consignee interests and the discussion agreements could be a positive thing, bringing with it a better understanding of the cost structure of the carriers and the concerns of those they serve. The discussion agreements already meet occasionally with port administrators in the region to discuss the adequacy of facilities and changes in port tariffs which affect their pricing, and should not shy away from engaging in dialogue with client

groups or representatives of national or regional authorities. Greater transparency and communication are vital elements in a better understanding and preparation for the rapid changes in the industry which the trade must face.

The stunning consolidation taking place among the global carriers will probably pose issues for our collective Caribbean freight bill. Regional carriers are also pursuing consolidation. The concentration of ship space in the hands of a few companies and their operational cooperation via vessel sharing and joint services may have the effect of controlling supply on any particular sector and dampening competition. This consolidation may yet undermine or strengthen the existing rate conference regime in the Caribbean. The outcome depends on whether or not the consolidated entities choose to maintain membership in the existing discussion agreements. A membership which consists of a few large companies with vessel-sharing authority would significantly change the pricing outlook.



A BEACON OF FAITH IN THE FUTURE



American Caribbean
Maritime Foundation

US-based charity provides funding for region's maritime students

A strong desire to see the Caribbean region achieve its economic potential in the maritime sector drove Jamaican-born Dr Geneive Brown Metzger, a former Consul General in New York, to set up the American Caribbean Maritime Foundation with the aim of raising funds to provide scholarships for students at the Caribbean Maritime University in Kingston. She talked to CM about her ambitions and hopes.

No-one can doubt that higher education in maritime subjects is one of the most likely pathways to future economic prosperity in the Caribbean region.

With the Caribbean Maritime Institute in Jamaica achieving university status at the beginning of this year, the spotlight has been on the New York-based organization that was set up last year to provide funds for the maritime university and its students.

The American Caribbean Maritime Foundation (ACMF) is a not-for-profit charity foundation with a mission to provide more and better opportunities for Caribbean students to study and work in the maritime and logistics fields.

IMPETUS

The impetus for setting up the ACMF came from Dr Geneive Brown Metzger, a former diplomat, who handles the day-to-day activities of the foundation as its president and executive director. Born in Jamaica, she has lived in the United States for the majority of her life and has devoted many years as a public servant and community leader to furthering the economic and social well-

being of Caribbean Americans and people in the Caribbean in general and Jamaica in particular.

"As Consul General for Jamaica [in New York] I got an appreciation for the importance of the maritime industry, including shipping and logistics, to the economic growth of Jamaica and the Caribbean," Dr Brown Metzger told CM. "The foundation was a result of that realization and my service as international chair for the Caribbean Maritime Institute. It was clear there was a critical need for resources to support students already studying maritime [subjects] and those who were qualified but couldn't afford the cost of tertiary education. I was specifically asked by CMI's executive director, Dr Fritz Pinnock, to lead the effort."

As well as providing scholarships for students at the maritime university, the ACMF is looking to raise funds for the first Caribbean MARPOL facility, to be established at the CMU. This campaign is being

Dr Brown Metzger with James Drogan (left), former chair, Global Bus & Transportation, SUNY Maritime College; and Clay Maitland, managing partner, International Registries.



Dr Brown Metzger with (left to right) Dr Fritz Pinnock, executive director, Caribbean Maritime University; Mike Henry, Jamaica's Minister of Transport; ACMF board member James Luce; and Dr Gary Jackson.



NAMEPA IN JOINT PLAN TO SET UP MARPOL TRAINING ACADEMY AT CMU

“There is a current situation of marine environment risk in the Caribbean due to the lack of implementation of international marine pollution regulations. I see the CMU as the focal point in the Caribbean for addressing this risk.”



Environmental

That is the view of Carleen Lyden Walker, executive director of the North American Marine Environmental Protection Association (NAMEPA), who recently joined the board of the ACMF with a view to creating a Caribbean version of NAMEPA and, eventually, setting up a MARPOL Training Academy at the Caribbean Maritime University.

She points out that, while 86 per cent of the Caribbean nations have ratified the MARPOL Convention, only 24 per cent of them have implemented MARPOL. “This leaves the Caribbean vulnerable to pollution

incidents without the appropriate preparation, response, remediation and recourse opportunities to address any such incident,” says Ms Lyden Walker. “Prevention is always the goal, but if the unthinkable occurs, responsible nations need to be prepared.”

Her cooperation with the ACMF and the CMU is “a relatively new relationship. I met Geneive [Brown Metzger] and Dr Fritz Pinnock at an event in New York and was struck by their vision, passion and commitment to the CMU.”

As a first step towards establishing a MARPOL Training

Academy at the university, NAMEPA is assembling a consortium of maritime, government and conservation interests. “We are speaking to the cruise industry, the Caribbean Shipping Association, the salvage community, OAS-CIP and others to form CARIBMEPA,” says Ms Lyden Walker. “One of the action items will be the development of a MARPOL Training Academy. The ACMF will be the catalyst for fund-raising to make this vision a reality.”

Stakeholders

It won’t be achieved overnight, as Ms Lyden Walker is well aware. “Right now, my efforts are directed at building CARIBMEPA. The next step will be working the process for the MARPOL Training Academy. This is a large project, involving

multiple stakeholders, and must be carefully curated in order to be successful. Given the importance of the project, the quality of the leadership of the CMU and the ACMF, the significant need for the Caribbean to protect its largest assets, and the thirst for building educational capacity within the Caribbean, I fervently believe we will be successful.”



Carleen Lyden Walker, executive director of the North American Marine Environmental Protection Association.

Image: Margita Weerasakera



ACMF AND ITS MISSION

The American Caribbean Maritime Foundation is a relatively new entity. It was established in 2015 and received its non-profit status the following year with the guidance of its pro bono legal counsel, Milbank Tweed. Its inaugural board meeting was held in May 2016. Due to the critical importance of its mission, it has been able to assemble a strong board of top financial and legal people along with a key person in the maritime industry.

The key aims of the ACMF are:

- To raise funds
- To provide scholarships and other funding for students at maritime institutions

- To provide facilities and equipment
- To foster the development of low-income communities in which the institution has a campus.

The CMU is the legal beneficiary of the ACMF and the university’s general counsel, Deniece Aiken, serves on the ACMF board.

As well as providing scholarships for CMU students, one of the foundation’s key objectives is the establishment of a MARPOL facility. “This is vital to the CMU’s future if it is to succeed as a regional and international maritime training facility,” Dr Brown Metzger told CM.

Port Authority of French Guiana



Zone de dégrad des cannes 97354 Rémire- Montjoly
 tel: +594 594 29 96 60 - fax: +594 594 29 96 63
 email: gpm@portdeguyane.fr
www.portdeguyane.fr
 Code Iso: GF code Port: GFDDC



Certified MASE
From June 2016 to June 2019

Grand Port Maritime
Guyane
 Port de l'Europe, au carrefour des Amériques

■ Ports of Curaçao



■ Cruise, Cargo & Services



CPA develops and manages all ports in Curaçao, ensuring quality nautical services, safety and security in the ports in an environmentally responsible manner.

With extensive 24/7 facilities and services the ports of Curaçao provides your one-stop maritime solution.

Port services include:

- Tug services
- Nautical assistance
- Cargo & supplies
- Salvage
- Bunkering and provisions
- Surveys
- Under water services
- Ship repair and maintenance
- Transport
- Fresh water delivery
- Waste management
- Training



Werf de Wilde - P.O. Box: 689
 Curaçao, Dutch Caribbean

Tel: (+599-9) 434-5999
 Telefax: (+599-9) 461-3907

Email: info@curports.com
 Website: www.curports.com



'The expansion of the Panama Canal is tremendously significant to Jamaica in particular and the Caribbean in general'

led by Carleen Lyden Walker, executive director of the North American Marine Environment Protection Association (NAMEPA), who recently joined the board of the ACMF (see panel story).

FUTURE GROWTH

The ACMF has a clear idea of how the Caribbean region can move forward economically. It fully shares the view of CARICOM that shipping and logistics will be the main drivers of future growth.

"The expansion of the Panama Canal is tremendously significant to Jamaica in particular and the Caribbean in general," Dr Brown Metzger told CM. "In sum, it means more efficient and cost-effective

transportation of goods from East to West. Jamaica is geographically located in the midst of the route and as such is developing Kingston Harbour to accommodate the new generation of vessels. The Bahamas is also important in the region."

In terms of generating new jobs in the Caribbean, she pointed to the good example set by the Philippines, which "set out with a plan to be a leading source of maritime workers and now provides the world with upwards of 30 per cent of maritime workers." She went on: "CARICOM believes our region can do the same. More than 60 per cent of all ships traverse the Caribbean waterways and the thinking is that we need to build on this strategic reality."



FUNDING

ACMF's target for funding initially is corporate, shipping and logistics companies; individuals with personal or business connections in the Caribbean; and online.

Students apply for ACMF scholarships through the maritime university. The CMU is responsible for vetting the students and the foundation works closely with the maritime university to ensure that funds are distributed according to rigorous guidelines.

ABOUT THE FOUNDER

Dr Geneive Brown Metzger is founder and president of the American Caribbean Maritime Foundation. A former Consul General of Jamaica in New York, she is also the international chair of the CMU. She previously served as co-chair of the University of Technology in Jamaica, which conferred an honorary doctorate for her exemplary public service.

Dr Brown Metzger is also a founding member of the Caribbean American Chamber of Commerce & Industry and was the consultant who established the American Foundation for the University of the West Indies.

Although she has lived in the United States for many years, her roots are in Jamaica. "I come from humble Jamaican parents who sacrificed a lot to ensure their six children got an education and were able to compete and make a difference, not just for themselves but for others," she told CM. "I have always given time to public service, focusing on



'I come from humble Jamaican parents who sacrificed a lot to ensure their six children got an education and were able to compete and make a difference, not just for themselves but for others'

education, business and the arts."

An amateur violinist and lover of the arts, she served on a board to restore an old Paramount theatre in New York and to raise funds to support the arts in poor communities.

Dr Brown Metzger says that, having essentially grown up there, she is "an American for all intents and purposes and

I am fortunate to have that. However, I've always embraced my Jamaican roots and wanted to make a difference and to help."

Looking to the future, she told CM: "I'd like the ACMF to be an agent for change in the Caribbean and a resource that truly makes a difference for individuals who will have an opportunity to change their futures because of the support they receive from the ACMF."

PORT BRIEFING

1

USA

PORT MANATEE SEES RECORD THROUGHPUT

Port Manatee is on target for record container volumes for a 12-month period. In the 10 months from 1 October 2016, the port saw moves totaling 32,907 TEU – significantly more than the full-year high mark of 30,431 TEU established in the fiscal year to end September 2010.

Total container volume for the first 10 months of fiscal 2017 is up 47 per cent compared with the first 10 months of the preceding fiscal year.

The dramatic rise is being attributed to the ongoing transition from break-bulk to containers by key tenant Del Monte Fresh Produce, which uses Port Manatee for its imports of Central American pineapples and bananas, as well as to the continuing success of World Direct Shipping's weekly service, which has brought refrigerated produce from Mexico since November 2014.

The port's overall tonnage, including bulk and general cargoes in addition to containers, is also up. For the 10-month period from 1 October 2016 Port Manatee had a total throughput of 6,438,146 tons, up 17 per cent from the comparable period a year earlier.



PORT MANATEE

2

USA

CANAVERAL TERMINAL CONTRACTOR CHOSEN

Canaveral Port Authority has contracted CH2M Engineering to provide the waterside design, engineering and support services for the port's new Cruise Terminal 3.

It's the first step in a two-year project to build the new terminal, which will serve cruise ships of up to 8,000 passengers capacity. The new facility will replace one of the port's older cruise terminals, currently used by port-of-call vessels on single-day visits.

CPA will invest US\$ 150 million in the new terminal, due for completion in 2019. When it enters service, the terminal is expected to support nearly 4,000 permanent jobs. The work is being coordinated with the port's overall modernization and improvement plans, including the deepening and widening of the access channel and repairs and improvements to cargo piers.

3

DOMINICAN REPUBLIC

CAUCEDO HANDLES RECORD-SIZE SHIP

DP World Caucedo handled its largest-ever ship in July when the 351 meter long 'Cosco Yantian' called at the port. Arriving from the Far East, the 9,469 TEU vessel is owned by Costamare Shipping but operated by the Chinese carrier COSCO.

4

COSTA RICA

APMT DEFERS MOÍN TERMINAL OPENING

APM Terminals has put back until mid 2018 the opening of its Moín container terminal in Costa Rica.

The Terminal de Contenedores de Moín (TCM) was scheduled to open in January. APMT will pay financial penalties as a result of the delay.

The postponement is due to problems with defective piling. In addition, about 20 meters of the breakwater had been damaged and areas of poor soil compaction were discovered in the 40 hectare artificial island that forms the base of the new terminal.

The TCM facility is expected to have an annual handling capacity of around 2.5 million TEU by 2030.

4

SAINT LUCIA

BERTH EXPANSION NEARLY COMPLETE

Work on a new US\$ 15 million berth expansion at Port Castries is on schedule for completion in early December, according to Saint Lucia Air and Sea Ports Authority.

SLASPA is extending the existing Cruise Ship Berth 1 at Pointe Seraphine in Castries in order to accommodate Quantum-class vessels. The berth is being lengthened by 48.8 meters and three additional mooring dolphins are being installed. The work is being carried out by the Dutch company Ballast Nedam International Projects.

The fully expanded berth will be ready to receive Quantum-class vessels by January. Pointe Seraphine Berth 2 will remain fully operational during this phase and able to receive vessels when they begin to arrive at Port Castries in October.

As a result of the expansion at Port Castries, Saint Lucia is hoping to record its best-ever cruise season in 2017/18 with a projected figure of over 800,000 passengers.

CRUISE NEWS

- The Port Authority of the Cayman Islands and the national government continue to mull over plans to build a dedicated cruise berth at George Town. At present, cruise ships anchor off George Town and passengers are brought ashore by tender. Like many other small Caribbean islands, Grand Cayman faces a dilemma. The terminal project is only financially viable if the island can attract around 2.4 million passengers a year – a 45 per cent increase on the 1.71 million who arrived in 2016. But many on Grand Cayman believe that key visitor attractions such as Stingray City are already at saturation point during peak season and the prospect of another 700,000-plus passengers is too many for the island to handle.

- Dominica expects to record a solid 2017/2018 cruise season with around 420,000 passengers expect to visit the island. Benoit Bardouille, chief executive of Dominica Air & Sea Ports Authority, said: “We expect that a lot of work will go on to ensure that we can continue to provide an increased quality service to our passengers because we have not had that increase since 2008/2009. So that means that we are beginning to make new inroads into the industry and we would like our passenger experience to be second to none in terms of the port calls that the vessels will be making.”

Studio Barcelona / Shutterstock.com



ROYAL PRINCESS, ROSEAU, DOMINICA

STARBOARD

BRIEFING



CMA CGM T HEODORE ROOSEVELT, NY HARBOR

1

LARGEST VESSEL TRANSITS CANAL

In August the CMA CGM vessel ‘Theodore Roosevelt’ become the largest ship so far to transit the expanded Panama Canal Locks.

The neopanamax containership transited the canal eastbound en route to the US East Coast.

With an overall length of 365.9 meters and a breadth of 48.2 meters, the ‘Theodore Roosevelt’ has a total TEU allowance of 14,855.

The ship is deployed on the new OCEAN Alliance’s weekly South Atlantic Express service. The SAX service is provided by 11 vessels ranging in capacity from 11,000 to 14,000 TEU.

2

NEW POST FOR PR MANAGER

Dimitri Cloose, former commercial, marketing and public relations manager at Curaçao Port Authority, is now director at the National Archaeological Anthropological Memory Management in Willemstad.

2

BAHAMAS SHIP REGISTRY ‘SET TO MOVE UP TABLE’

The Bahamas is close to regaining its position as one of the world’s leading ship registers, according to Syneisha Bootle, an associate at Nassau-based law firm Callenders & Co.

Back in the 1990s The Bahamas was the world’s fastest-growing registry and, at its peak, the third-largest. Since then it has slipped down the table, but comfortably remains among the top 10 ship registries.

Holding The Bahamas back is a need to enact legislation that will transform signatures on international treaties (such as the London Convention and Protocol) to become law as well as updating its long-established Marine Insurance Act.

Nevertheless, The Bahamas still has a list of blue chip shipowners using the local registry, including Chevron, Cunard Lines, Exxon International, Finnlines, Holland America Line Cruises, Lauritzen Reefers, Maersk Line, MSC, Smit International, Teekay Shipping and Texaco. The Bahamas has some 1,500 ships on its registry, while Panama, the world’s largest registry, has around 8,200 ships.

Caribbean Shipping Association's 16th Caribbean Shipping Executives' Conference

Willemstad, Curaçao
8-10 May 2017



WELCOME RECEPTION >>



CONFERENCE DAY ONE >>



CULTURAL NIGHT >>



PORT TOUR >>



CONFERENCE IN SESSION >>



ALL IN BLACK PARTY >>





Coremar·Coltugs
HARBOUR TOWAGE

Operating one of the most modern fleets in Latinamerica and the Caribben, Coremar Coltugs offers a variety of maritime services such as harbour towage, escort, salvage and assistance in specialized monobuoy operations and LNG terminals.



Visit our web page: www.cctowage.com or contact us comercial@cctowage.com
Barranquilla | Buenaventura | Cartagena | Coveñas | Santa Marta

Accommodating our Future



**HAVENBEHEER
SURINAME**
Port Management Company
www.havenbeheer.com

NV Havenbeheer Suriname was established in 1971. Together with private-sector stakeholders, we are on a strategic course to become the best port in Suriname and in the Caribbean region in terms of excellence.

Driven by our key role in serving the national economy, we constantly aim to deliver the highest quality of service to our clients while maintaining total respect for our people and for the environment.

Our Vision

To be a strategic gateway and efficient service center within national and international transport systems.

Our Mission

To develop and provide reliable and efficient port services to support the Suriname economic development and to serve the nation's overall distribution needs.

STABLE MARKET WITH A CHANCE OF MORE



CONTAINER MARKET

On the back of a fairly balanced supply and demand situation, charter rates for most segments stabilized on the improved spring levels, during the summer. No open ships above 1,000 TEU at the end of August might again even present the chance for higher rates in the fall.

Charter rates for 2,500 TEU ships eased off slightly from their peak of over US\$ 10,000 throughout the summer months after a few open ships in the Mediterranean prevented owners from asking for further increases. Towards the end of August the last promptly available ship in the Caribbean again fixed above US\$ 9,000. With the improvement in

vessels remained stable at high levels in the seven thousands. The popularity of this vessel type was underlined by the fact that one charterer took two of these ships on charter for a two-year period. A premium for West Coast South America, however, was not noticeable during the summer months as ships on both sides of the Panama Canal fixed similar rates.

The 1,100 TEU category had mixed signals. While in June and July some 1,100 TEU vessels had a few slack days due to lack of business, in August the segment then benefitted from non-availability of tonnage, which allowed charter rates to maintain mid six thousands to US\$ 7,000 levels. Modern fuel-efficient SDARI types earned about US\$ 2,000 more.

TEU tonnage for the past two decades was upgraded to 650 TEU class.

In general, most ships which had to drydock for class renewal chose a European yard, due to the lower costs, but returned to Caribbean trade afterwards.

MACROECONOMICS

The Caribbean and Central/South America are still on path for a moderate positive economic of 1.1 per cent in 2017. Higher commodity prices compared with last year, in combination with a much more upbeat global economic situation, present a good background for further growth. Consequently, expectations for Latin America's growth in 2018 currently stand at about two per cent. The trade aspect presents even more positive figures, with import and export volumes in the Caribbean both expected to increase by two per cent in 2017.

As expected, foreign direct investment in the region fell by eight per cent in 2016 and is forecast to experience another decline in 2017 due to the interest rate hikes in the US.

Negotiations about a modified NAFTA have so far not produced any results and a new agreement within 2017 becomes more and more doubtful. Should the US come true on the unlikely threat of a complete withdrawal, the impact on the Caribbean is still most likely to be only moderate. When NAFTA was first introduced, many manufacturing jobs shifted from the Caribbean to Mexico, but a reverse move is not probable as Asia is nowadays the more likely destination for those kinds of jobs.

Higher commodity prices compared with last year, in combination with a much more upbeat global economic situation, present a good background for further growth

the general market, the premium for high reefer ships has shrunk, but those ships are still able to fix longer periods.

Ships of 1,700 TEU remained in high demand and were able to achieve charter rates between the mid seven thousands and US\$ 8,000 during the summer. After some 1,700 TEU ships left the Caribbean trading area during first quarter 2017, one operator had to position vessels from Asia for a new Caribbean to Mediterranean service. One gearless 1,700 TEU ship trading within the Americas left in order to drydock in China.

Earnings for 1,300 TEU high reefer

Vessels below 1,000 TEU continued to struggle compared with the larger ships. Charter rates were still at unchanged levels when business could be found, but some vessels had considerable waiting times in between employments. Also, periods were often short. Geared 900 TEU ships were able to achieve similar rates to the 1,100 TEU sizes. The more difficult market conditions were underlined, too, by four ships of between 300 and 700 TEU leaving the area for business elsewhere and only one ship coming into the Caribbean during the summer months. A Florida/WCSA service which had run on 500



Direct Line: + 507 214 6321 | www.x-pressfeeders.com

X-Press Feeders, the world's largest common carrier



MCX1
LAZARO CARDENAS, MX
MANZANILLO, MX
PUERTO QUETZAL, GT
ACAJUTLA, SV
SAN LORENZO, HN

MCX2
MANZANILLO, MX
CORINTO, NI
CALDERA, CR

PWX
BALBOA, PA
BUENAVENTURA, CO
GUAYAQUIL, EC
CALLAO, PE
MATARANI, PE
IQUIQUE, CL
SAN ANTONIO, CL
SAN VICENTE, CL

WSX
BALBOA, PA
(BUENAVENTURA, CO)
CALLAO, PE
PAITA, PE
GUAYAQUIL, EC

PIX
MANZANILLO, PA
COLON, PA
RIO HAINA, DO
CAUCEDO, DO

PVX
MANZANILLO, PA
LA GUAIRA, VE
PUERTO CABELLO, VE

CIX
MANZANILLO, PA
COLON, PA
CARTAGENA, CO
BARRANQUILLA, CO
SANTA MARTA, CO
PUERTO LIMON
KINGSTON, JM
PORT AU PRINCE, HT

PCX
MANZANILLO, PA
SANTO TOMAS, GT
PUERTO CORTES, HN

X-PRESS CONTAINER LINE PANAMA S.A., P.H. Oceania Business Plaza Torres, Torre 1000 Nivel 40, Punta Pacifica, Corregimiento San Francisco; Panama

READY WHEN YOU ARE



At Svitzer Caribbean Dominicana, we are committed to providing safe and reliable towage at all ports across the Caribbean, contributing to the success of ship operators, terminals and port authorities. Our focus is to provide tailor-made towage services, based on win-win contracts. Talk to us and be convinced.

www.svitzer.com

A PART OF A.P. MOLLER-MAERSK GROUP



For further information please contact us at:

SVITZER CARIBBEAN DOMINICANA S.A.S.

Regional Office Caribbean

Tel: +1 809 567 3611 – Email: Agustin.diaz@svitzer.com

SVITZER

Mildly positive signs come from South America as the pressure on government bonds has eased to some degree and Argentina's credit rating has been upgraded.

Economically and politically, Venezuela remains under extreme pressure. Declining economic activity, rampant inflation and rising crime rates continue to plague the population. Under the new US administration, further sanctions on Venezuela have been implemented. Furthermore, the country has been expelled from the Mercosur trade community. From a shipping perspective, the situation has not changed. About the same number of services and vessels are calling Venezuelan ports as at the beginning of the year.

Colombia, Venezuela's much more vital neighbor, shows some signs of slowdown as growth is expected to stay below two per cent for 2017. On a positive note, investments have again increased marginally in the second quarter after falling for several quarters previously.

A relaxation of USA/Cuba trade sanctions is moving further away under the current US administration. Economic growth forecasts of Cuba remain at two per cent for the next year.

A boost to containership demand in the Americas could arise from the abolition of the US Jones Act, which recently was voiced again. The likelihood, however, is small as it would have devastating effects on industries living off this Act and it would be in complete contrast to the strongly promoted 'Made in America' motion.

SALE AND PURCHASE OF CONTAINER TONNAGE IN CARIBBEAN

Continuing the trend of the last years, one further 650 TEU ship was sold to Asian end users and left the Caribbean. One 1,800 TEU ship changed hands, but remains in the Caribbean as a charter ship. In general, second-hand prices have increased globally, whereas the biggest steps occurred in the 2,500+ TEU sizes. The previously mentioned 1,400 TEU newbuildings for an operator account are no longer scheduled to be delivered in 2017. Another Caribbean-focused operator, though, is still expected to receive new 1,100 TEU ships as of early 2018.

SELECTED CONTAINER FIXTURES

SUB 1,000 TEU - GEARED, CELLED

May 17	Hohebank 966 TEU / 604@14 / 19on37 / 252rp	6 months	US\$	6,800	p/d
Jun 17	Planet V 547 TEU / 330@14 / 16on16 / 80rp	12 months	US\$	5,200	p/d
Jun 17	Hoheriff 964 TEU / 604@14 / 18on35 / 326rp	7-10 months	US\$	6,500	p/d
Jul 17	Falmouth 862 TEU / 585@14 / 19on38 / 204rp	4-6 months	US\$	6,600	p/d

1,100 TEU - GEARED, CELLED

May 17	Weisshorn 1,122 TEU / 758@14 / 19on44 / 150rp	8-10 months	US\$	7,000	p/d
Jul 17	Toronto Trader 1,103 TEU / 706@14 / 18on27 / 220rp	3-6 months	US\$	9,000	p/d
Jul 17	Frisia Inn 1,114 TEU / 700@14 / 19on45 / 220rp	9-12 months	US\$	7,000	p/d

1,300 TEU - GEARED, CELLED

May 17	Alioth 1,341 TEU / 913@14 / 20on52 / 449rp	3-6 months WCSA trade	US\$	7,800	p/d
Jun 17	Varamo 1,296 TEU / 957@14 / 20on47 / 390rp	2-4 weeks	US\$	8,000	p/d
Jul 17	Varamo 1,296 TEU / 957@14 / 20on47 / 390rp	3-5 weeks	US\$	7,800	p/d
Aug 17	Arsos 1,296 TEU / 957@14 / 20on45 / 390rp	5-7 months	US\$	7,850	p/d

1,700 TEU - GEARED, CELLED

May 17	Hansa Augsburg 1,740 TEU / 1275@14 / 21on64 / 300rp	9-12 months	US\$	7,950	p/d
Jun 17	Hansa Freyburg 1,740 TEU / 1330@14 / 21on64 / 300rp	2-4 months	US\$	8,000	p/d
Jul 17	Caribbean Express 1,674 TEU / 1234@14 / 19on54 / 300rp	2-5 months	US\$	8,000	p/d
Aug 17	FS Ipanema 1,794 TEU / 1350@14 / 20on58 / 319rp	5.5-6.5 months	US\$	7,950	p/d

2,500 TEU - GEARED, CELLED

May 17	Pandora 2,690 TEU / 2100@14 / 22on88 / 500rp	4-6 months	US\$	9,000	p/d
Jun 17	Cardiff Trader 2,524 TEU / 1828@14 / 22on83 / 481rp	7-8 months	US\$	10,500	p/d
Jul 17	Banak 2,546 TEU / 1885@14 / 22on87 / 400rp	2-4 months	US\$	8,650	p/d

CONTEX

	CONTEX	12 MONTHS, 1100	12 MONTHS, 1700	24 MONTHS, 2500
May-17	408	6,592	7,517	10,291
Jun-17	393	6,474	7,356	9,989
Jul-17	382	6,392	7,327	9,600
Aug-17	385	6,453	7,541	9,580



LINKING EUROPE AND THE CARIBBEAN
 weekly · fast · direct · dedicated

PORTS OF CALL:

Europe: Dover (UK) – Tilbury (UK) – Vlissingen (Netherlands) – Rotterdam (Netherlands) – Radicateil (France)

Antilles: Willemstad (Curacao) – Barcadera (Aruba) - Kralendijk (Bonaire – via Curacao)

French West Indies: Pointe a Pitre (Guadeloupe) – Fort de France (Martinique) – Philipsburg (Saint Martin)

Central America: Puerto Limon (Costa Rica) – Puerto Cortes (Honduras) – Puerto Barrios (Guatemala)

North America: Port Canaveral (Florida) – Wilmington (North Carolina)

StreamLines N.V. | info@StreamLinesNV.com | www.StreamLinesNV.com

For cargo tracking, please download our StreamLines NV app at



GET ON BOARD

START PROMOTING
 YOUR BRAND ACROSS
 THE CARIBBEAN



For further information on advertising
 in Caribbean Maritime contact Land &
 Marine Publications

Tel: +44 (0)1206 752902

Email: advertising@landmarine.org

www.landmarine.com



WHATEVER YOUR PLATFORM
NEVER MISS ANOTHER ISSUE

subscribe online:
www.caribbean-maritime.com



Our chance to set a global trend in **data sharing**



Thanks to recent advances in technology, the Caribbean maritime sector has a window of opportunity to create a single integrated data-sharing platform across the region that could set the trend for the rest of the world.

The Caribbean Community (CARICOM) is the second regional attempt at uniting the various Caribbean countries under a single purpose. The first, the West Indies Federation, crumbled with the Jamaican vote for independence in 1961, a rejection of the idea of joining the federation. Historians point to inherent differences as natural stumbling blocks to federation, the biggest being no shared borders. The islands stretch across the Caribbean Sea, which covers over a million square miles, and are populated by people of different tongues, ethnicities and former colonial masters. With the exit

of Jamaica, the idea remained just that, an idea, at which point the then Prime Minister of Trinidad and Tobago, Dr Eric Williams famously opined: “One from 10 leaves zero.”

Fast-forward 55 years to the present day, and there is a new proposition for Caribbean unification, still involving ones and zeros, but of a different kind. In this case, it is the sharing of data, specifically shipping-related data across the region, across ports, shippers and shipping partners. The Caribbean territory has traditionally been viewed and impacted on as one in the global shipping industry. Through data integration, the

Caribbean now has an opportunity to impact the shipping world as one entity.

In a recent study published by Business Performance Innovation – entitled ‘Competitive Gain in the Ocean Supply Chain – Innovation That’s Driving Maritime Operational Transformation’ – the author examined the state of technology adoption and collaboration in the global container shipping industry and its wider stakeholder ecosystem. The global survey targeted over 200 executives in the shipping industry.

ACCEPTANCE

Several key findings emerged out of the survey. To start with, 90 per cent of respondents said that real-time access and information sharing were either ‘important’ or ‘very important’ to improving the efficiency and performance of the global shipping industry. So there is a general acceptance by the industry of what needs to be done. Yet 85 per cent of shippers and consignees rate the industry as either slow to change or far behind the curve when it comes to innovation or technology adoption. Simply put, we know what is needed by the industry, but we are either reluctant to change or slow to innovate or adapt.

At the heart of the data sharing and integration goal is the industry’s “ageing electronic data interchange (EDI) infrastructure”. The report describes it as “notoriously inflexible and incapable of sharing real-time information between partners let alone across the entire supply chain”. This presents the Caribbean with an opportunity to make its most significant mark on the industry to date.

The physical barriers that stood in the way of the West Indies Federation are of no consequence to today’s maritime players across the Caribbean. We are all already united; as active users and enablers of the internet, we support and promote the very tool that can help us to create additional value for ourselves and our customers through collaboration linked to data-sharing.

The opportunity that now presents itself is the ability to create a single integrated data-sharing platform across the Caribbean. With advancements in cloud technology, automation and data tech-



We are all already united; as active users and enablers of the internet, we support and promote the very tool that can help us to create additional value for ourselves and our customers through collaboration linked to data-sharing

nology, an economically minor region now has the ability to make a significant impact on the global shipping industry. We set the trend in the Caribbean for the rest of the shipping industry to follow. Being that ships originating across the world pass through our waters, in large part due to the Panama Canal, we have a great opportunity to do just that.

NEW PLATFORM

With relatively similar processes across ports in the Caribbean, there exists a base that we can start from. No industry moves to the next level until there is a level of integration and acceptance of a new standard that is used to create a new base

for the industry. Think of what Transmission Control Protocol (TCP) did for the internet. We have a chance to create a new platform across the Caribbean, and ultimately the world. This window is not one that will likely present itself for long, though. As shipping lines grow through mergers and acquisition (for example, Maersk buying Hamburg Süd) and they push for greater vertical integration of the industry, they will eventually dictate the standards we must adopt. So what’s the next step then?

In the next issue, we will explore current and new technology which will allow the Caribbean to position itself as the leader in data sharing and integration in the global shipping industry.



Capability, Technology, Commitment



WE ARE
SO MUCH
MORE

At **MANZANILLO INTERNATIONAL TERMINAL** you'll find the **CAPABILITY** to take advantage of the opportunities presented by the Panama Canal Expansion thanks to our highly skilled workers, the **TECHNOLOGY** that is evidenced by the latest high tech systems and equipment; and our **COMMITMENT** with the country through the social responsibility projects that we drive and fully engage us with our people and community.

 www.mitpan.com
 (507) 430-9800
 info@mitpan.com
 Manzanillo International Terminal

 **MANZANILLO
INTERNATIONAL
TERMINAL**

Serving Panama and the world.

We're with you. All the way.

OPTIMISED SHIP
EFFICIENCY

MAINTENANCE
COST
GUARANTEE

GUARANTEED OPERATIONAL
RELIABILITY AND UPTIME

GLOBAL AND
LOCAL
CO-ORDINATION

Wärtsilä's lifecycle solutions enhance asset performance and help business growth. Using digital innovations, advanced data analytics and global service centers, we create a holistic approach that goes beyond maintenance and servicing. You can focus on your core business, while we match maintenance to your specific needs and optimize the lifetime performance of your asset.

See what we can do for you at www.wartsila.com/services



Wärtsilä Caribbean Inc.
Carolina,
Puerto Rico
www.wartsila.com/caribbean

Wärtsilä Dominicana, SRL
Sto. Domingo,
Dominican Republic
www.wartsila.com/do

Wärtsilä de Mexico, SA de CV
Ciudad del Carmen,
Mexico
www.wartsila.com/mx

Wärtsilä Panama, SA
Panama City,
Panama
www.wartsila.com/pa