

**Haven Gateway Partnership  
Best Practice Tour  
24<sup>th</sup> – 27<sup>th</sup> October 2006.  
Haven Gateway, England**



**PROJECT PART-FINANCED  
BY THE EUROPEAN UNION**

## Haven gateway Partnership Port-Net Best Practice Tour 23<sup>rd</sup> - 27<sup>th</sup> October 2006

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## 1. Introduction

The fast growing international trade of EU and the booming intra trade is a challenge for ports and their hinterland partners to build up competitive (under quality and cost aspects) transport chains to ensure an environmentally friendly and safe supply of goods to all regions of EU. Feeder ferries and short-sea shipping and their inter-regional and intra-regional integration in the overall transport industry play a key role.

The five Haven ports of Felixstowe, Harwich International, Harwich Navyard, Ipswich and Mistley represent the single most important cluster of ports in the UK. Based on their central role as hubs and generators of economic activity, the Haven Gateway Partnership provides a framework within which its partner organisations.

The Haven Gateway Partnership is unique amongst the Port-Net partners being a public / Private partnership. The UK also has a private port sector where the ports, both land, infrastructure and superstructure is totally owned by the private business. This in itself provides a challenge as UK ports are more and more being requested to pay for road and rail infrastructure outside the port boundaries. The Partnership has wide support from the private sector in promoting the area of the Haven Gateway as a centre of logistics excellence within the UK, Europe and internationally.

The Haven Gateway's participation in Port-net has been to share these experiences across Europe and show how a private sector approach can work and has some advantages and disadvantages. The Haven Gateway therefore undertook as part of it's active participation a Best Practice Tour (BPT) relating to "Feeder Ferry and Short Sea Challenges" within the Maritime Cargo Challenges stream of the project.



## 2. Itinerary

<b>Date and Time</b>	<b>Details</b>	<b>Location</b>
<b>Monday 23<sup>rd</sup> October</b>		
17.00 – 19.00	Hotel Registration of Port –Net participants and guests	Salthouse Hotel Ipswich
<b>Tuesday 24<sup>th</sup> October</b>		
12.30	Port-Net Best Practice Tour registration Salthouse Hotel	Ipswich
13.00	Welcome and Introductions including Buffet Salthouse Hotel	Press Briefing Ipswich
<i>Session 1 – Short Sea Ports and Shipping</i>		
14.00	A Short –Sea Port – ABP, Ipswich, (Mike Sellers, ABP)	ABP, Ipswich
14.45	A short-sea operator’s viewpoint (Ferry ways)	ABP Ipswich
15.30	Tour of Ipswich Port	ABP Ipswich
16.30	End of Session	
<i>Evening Event</i>		
17.30 – 19.30	Birketts reception	The Last Anchor, Ipswich
<b>Wednesday 25<sup>th</sup> October</b>		
10.00	Collection from Salthouse Hotel, Ipswich Salthouse Hotel	Ipswich
10.00-10.45	Travel by coach to Harwich Haven Authority	Harwich

### *Session 2 – Harbour Services*

10.45	Welcome to Harwich Haven Authority	Harwich
11.00	Harwich Haven Authority (Stephen Bracewell, HHA)	Harwich
12.15	Travel to Harwich International Port	

### *Session 3 – Ferry Services*

12.30	Security Registration Harwich International Port	Harwich Int. Port
13.00	Buffet Lunch on MV Dana Sirena	MV Dana Sirena, Harwich
14.30	Ferry services- UK to Continent (Sean Potter - Tor Line)	Harwich Int. Port

### *Session 4 – Motorways of the Sea*

15.00– 16.00	UK Ports Policy and Motorways of the Sea (Phil Carey, Head of Ports Division, Dept. for Transport)	MV Dana Sirena, Harwich
16.00	Travel to Hotel	Salthouse Hotel, Ipswich

### *Evening Event*

19.00	Port-Net Participants Formal Dinner	Ipswich and Suffolk Club
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## **Thursday 26<sup>th</sup> October**

### *Session 5 - Container Terminal and Feeder Developments*

09.30 – 10.00	Travel to port of Felixstowe	Salthouse Hotel Ipswich
10.00	Security Registration & Coffee	Port of Felixstowe
10.30	Welcome to Hutchison Ports UK (Chris Lewis, CEO)	

10.45	An introduction to Ports of Felixstowe and Harwich Container Terminal Developments (Ian Chadney, Hutchison Ports UK, Port development)	
11.45	Coffee	
12.00	Tour of Port of Felixstowe (Rachel Jackson, Hutchinson Ports UK)	
13.00	Lunch	Port of Felixstowe
13.45	Travel to MCP,	Felixstowe
<i>Session 6 – EDI, UK Best Practice</i>		
14.00	Welcome and Introductions	MCP Plc, Felixstowe
14.15	UK Ports and EDI (MCP Plc)	
15.00	Travel back to Hotel	
<i>Evening Event</i>		
16.30	Travel to Southwold	
17.30	Tour of Adnams new environmentally friendly Adnams, Distribution Centre	Southwold
18.00	Tour of Southwold	
19.00	Beer tasting and Fish and Chip dinner for Port-Net participants	Harbour Inn Southwold
<b><i>Friday 27<sup>th</sup> October</i></b>		
09.00 – 10.00	Closing remarks	
10.00	Closure of Best Practice Tour	Salthouse Hotel, Ipswich

### 3. Proceedings

#### *Session 1 – Short Sea Ports and Shipping*

Associated British Ports, Port of Ipswich, presented on ABP Plc and how they operate competitively in the UK in a private sector Ports Industry. Mike Sellers of ABP, explained how they work with shipping operators to evaluate traffic flows and how they as a port respond to the needs of the shipping operators and then to the wider market. This was followed by a presentation from Ferryways giving a private sector shipping lines view on the current trend in traffic flows in the UK-European markets and then following this on with comments relating to the EU Motorways of the Sea concept and how private operators view this programme. The final part of this session ended with a Tour of the Port of Ipswich showing the facilities they use to promote short sea traffic by providing added value services such a wood treatment facilities for the lucrative timber trade.



#### *Session 2 – Harbour Services*

Stephen Bracewell , Chief Executive of the Harwich Haven Authority the Harbour Authority within the Haven Gateway, hosted a visit to the Authorities facilities. Following a short talk which explained about needs of dredging, pilotage and other services a visit was taken to the VTS facilities and the Harbour Master explained how they operate the system Piloting in excess of 12,000 vessels per annum in and out of the Haven Gateway.

### *Session 3 – Ferry Services*

DFDS offered the MV Dana Sirena as a conference centre for the afternoon. Sean Potter of Tor Line, the short-sea shipping business within DFDS, spoke of the requirements of Ferry within Ports and how Ports can help promote services in joint working with operators of the vessels.

### *Session 4 – Motorways of the Sea*

The fourth session was from Phil Carey, Head of Ports Division, UK Department for Transport about the recent publication of the UK Ports Policy Consultation. This related to whether in a private sector ports industry the Government has a need for regulation, particularly regarding the development of Ports within the UK. This also focused on the planning timescales and the length of them in the UK.



## *Session 5 - Container Terminal and Feeder Developments*

Hutchison Ports UK hosted this session at the Port of Felixstowe. It started with an explanation of the €1bn proposed investment in the Port of Felixstowe and Harwich International Port, and details on the Hutchison Ports group world wide. This described how Hutchison is the largest Ports operator in the world and is part of the Hutchison Whampoa conglomerate. The investment in the Haven Gateway was put into the context of the UK market and detailed information was provided on the required investment in infrastructure, road and rail, of roughly €300ml. The participants were taken aback by the extent of UK private investment in public roads and a debate followed on how European Ports could try and implement a similar system. Following this presentation a 1 hour tour of the Port was taken to show the longest single quay in Europe and also the new quayside cranes invested in to cope with the increased sizes of vessels entering the Port.



## *Session 6 – EDI, UK Best Practice*

A short final session was held with a leading Port Community System organisation, MCP Plc. MCP Plc is owned wholly by the users, and now covers nearly 80% of the UK's Port EDI services. It links customs, vessel planning, park planning and also is an integral part of the newly implemented security measures to comply with ISPS code.

#### **4. Results and Recommendations**

The main result of this has been to show other European Countries the integrated approach that the private sector takes to Port development and new Feeder, Ferry and Short sea routes. Also it was clear that the private sector was unsure how the Motorways of the Sea concept could actually support in the development of new routes. If a route is viable and sustainable then a private operator will invest in it, and the MoS funding is minimal compared to the investment made by the shipping companies. They did however agree that the concept of moving traffic from road to sea was the right way forward to benefit the EU as a whole and to support the climate change agenda. Some presentations are available but some have been withheld at the request of the speaker as they feel that the presentations need to link with talk given and therefore requested for there presentations not be published. Further information is available from [richard.morton@haven-gateway.org](mailto:richard.morton@haven-gateway.org).

## 5 - Participants

### List of Participants

<b>NAME</b>	<b>COMPANY</b>
Friedhelm Bertelsmeier	1 <sup>st</sup> Secretary Transport Embassy of the Fed Rep of Germany
Riina Palu	Port of Tallinn
Andres Lippmaa	Port of Tallinn
Margus Sitsi	Port of Tallinn
Miss Goedele Sannen	Port Authority of Antwerp
Anatoly Demenok	Rosmorport Kaliningrad Branch
Seppo Herrala	Port of Haminan Salama
Anna Ode	Hamburg Port Authority
Jens Elvers	Hamburg Port Authority
Michael Stange	Hamburg State Ministry fro Economic and Labour Affairs
Thomas Kampmann	Port of Koege Denmark
Hans-UlrichWolff	UNICONSULT/Project Management Team
Pierfrancesco Benadduci	Municipality of Ancona
Iwona Gorecka	Port Authority of Szczecin
Krzysztof Sadowski	Port Authority of Szczecin
Maciej Adamkiewicz	Port Authority of Szczecin
Andrezej Rosa	Port Authority of Szczecin
Paulina Kusy	Port of Elblag
Grzegorz Kowalski	Ministry of Maritime Economy – Rep of Poland

### List of Speakers

<b>No:</b>	<b>Name</b>	<b>Company/Institution</b>
1.	John Winn	Haven Gateway Partnership
2.	Richard Morton	Haven Gateway Partnership
3.	Mike Sellers	Associated British Ports
4.	John Perry	Cllr Suffolk Coastal
5.	Stephen Bracewell	Harwich Haven Authority
6.	Sean Potter	Tor Line
7.	Phil Carey	Head of Ports Division DFT
8.	Paul Davey	Hutchinson Ports UK
9.	Chris Lewis	HP UK
10.	Gordon Braun	Ferryways
11.	Ian Chadney	HP UK
12.	Rachel Jackson	HP UK
13.	Charles Wilkinson	MCP Plc
14.	Emma Hibbert	Adnams Plc

## **6 – Press Releases / Press Cuttings**

### **Port-Net delegates welcomed to Haven Gateway – October 2006**

THE Haven Gateway welcomes delegates from ports across Europe this week for a “Feeder, Ferry and Short-Sea Services” best practice tour.

Port-Net, a European Union project with 20 partners from 12 European countries and Russia, has the objective of identifying and tackling the main challenges faced by European ports in order to improve operations and capacity, as well as the way ports work together.

The Haven Gateway Partnership is the sole UK partner within Port-Net, and is hosting a workshop for the second time.

During the week, the Port-Net representatives, from ports including Kaliningrad, Tallinn (Estonia), Koge (Denmark), Antwerp, Hamburg, the Polish ports of Szczecin, Elblag and Gdynia, Ancona (Italy) and Hamina (Finland), will visit the ports of Felixstowe, Harwich International and Ipswich, and find out what makes the Haven Gateway one of the UK’s most important cluster of ports.

As host, the Haven Gateway has organised a number of top-flight speakers, all of whom are experts in their field.

“We are particularly pleased to be welcoming Phil Carey, the head of the UK Department for Transport’s Ports Division, who will be speaking about UK ports policy and the EU’s Motorways of the Sea initiative during our session in Harwich,” said Richard Morton, the Haven Gateway’s project manager.

This afternoon (Tuesday, 24 October), the Port-Net delegates will visit the Port of Ipswich where they will hear from Mike Sellers of Associated British Ports (ABP) and from Gordon Braun of Ferryways, who will discuss the short-sea operator’s viewpoint. A tour of the port will follow.

On the second day of the workshop (Wednesday, 25 October), the delegates will visit Harwich Haven Authority and discuss its role as statutory conservancy and pilotage authority with HHA chief executive Stephen Bracewell.

This will be followed by a lunch and conference on board DFDS’s ferry *Dana Sirena* at Harwich International Port. Sean Potter of Tor Line will discuss ferry services between the UK and mainland Europe, and Phil Carey of the DfT will be the second speaker.

On Thursday (26 October), the Port-Net visitors will be welcomed to Felixstowe, the UK’s largest container port and the fifth largest in Europe.

They will hear about Hutchison Ports (UK)’s container developments at Felixstowe and at Bathside Bay, Harwich, from Ian Chadney, HPUK’s senior manager, port development. Feeder traffic and short-sea services and the role they play in serving and supporting the deepsea container services will also be discussed.

Finally, delegates will visit Maritime Cargo Processing (MCP), the Felixstowe company that has led the way in the development and implementation of port IT systems.

“Port-Net is all about sharing experiences and best practice, as well as providing valuable contacts and networking opportunities,” said Richard Morton. “The Haven Gateway’s ports, shipping, transport and logistics sector is of vital importance in regional, national and international terms and we are very much looking forward to showing our colleagues all that is best – and unique – about the region.”

During the week, the Port-Net representatives will also spend an evening in Southwold, where they will visit Adnams’ new £6 million environmentally friendly distribution centre. The centre has a 50,000 square foot grass roof and building blocks of hemp and limestone, which ensures the beer is kept cold.

Other Port-Net events this week include an official dinner and also a reception hosted by Birketts Solicitors at the Last Anchor Bistro, at Ipswich Haven Marina. This will give the visitors an overview of one of the many successful marinas in the Haven Gateway – which is the second most popular area for sailing and leisure boating in the UK.

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#### PORT-NET: notes for editors

Port-Net is an EU Interreg IIIC Network project with 20 partners from 12 European countries and Russia. Its objective is to identify and tackle the main challenges faced by European ports in order to create better operational structures and capacities as well as to achieve the best possible regional integration of ports.

These targets continue to be achieved through workshops, presentations, studies and best practice tours. Previous events have taken place in Belgium, Germany, the UK, Italy, Latvia, the Netherlands and Poland.

Three components differentiate Port-Net’s activities. The first component deals mainly with the application and further development of EU policies. Improvements in the multimodal transport structure and maritime cargo challenges are the subjects under discussion within the second component. The final component focuses on tourism and urban development from a port perspective.

The lead partner of Port-Net is the Free and Hanseatic City of Hamburg, represented by Hamburg Port Authority (HPA). A full list of partners can be founded at [www.port-net.net](http://www.port-net.net).

# LastWord

lastword@lloydslist.com

## Then and now

IT SEEMS only yesterday that David Cheslin was ploughing the journalistic furrow at Containerisation International alongside Jane Boyes and Richard Gibney, and later at Cargo Systems MacGregor.

In fact, a quarter of a century has passed since those — in his words — halcyon days and Cheslin, with Judy, is known best to the modern generation of scribblers as boss of public relations firm Dunelm.

So it was to Wapping that many retired to celebrate the anniversary, to hear and invent many tales and quaff quantities of alcohol.

Our role in this? To offer congratulations and the customary “then and now” picture from our library.

Turn away now if...

## Looking sheepish

IT IS Farmer Cheslin as well, these days, and we have the picture to prove it taken in August at the 121st Falstone Boarder Shepherds Show.

We are indebted to the Newcastle Journal for telling us that 1,000 people descended on Cheslin's Northumberland village, probably not to see him drive a vintage tractor but to enthuse over various species of sheep.

Talking of sheep, we are told Cheslin keeps a pet sheep called Radox. The creature, it appears, was deemed “surplus to requirement” by a neighbouring farmer who grazes his sheep on Cheslin's land and taken in by our kind-hearted PR guru.

Named obviously after the bath substance in which said sheep was washed, the animal (at Lloyd's List we would have called it Baabaara) also probably holds the distinction of being the only sheep to commute to Greenwich in a shoe box.

And, following a recent happy event, Cheslin was heard to declare: “We are a grandfather!”

Someone else in Downing Street almost said that some years ago.

## Driving passion

CHESLIN is well-known for his beloved Porsche cars and, as you see, even tractors. But it was not always so.

Our equivalent of Jeremy Clarkson reveals that he used to drive Richard Gibney's Morris Marina, and later a Morris 1100, from which had been removed the front passenger seat to accommodate his (then) infant son, followed by a yellow Triumph Spitfire.

And he used to wear a pony tail!

We rest our case.

## Net advantage

THE latest meeting of Port-Net, the body set up to promote inter-regional co-operation of ports and

multi-modal transport structures in the EU, took place in northern Italy last week at the site of the Battle of Marengo.

As British delegate John Winn puts it: “Since there are as yet no French members of Port-Net, Napoleon sent apologies for absence and left the battlefield to the Italians, Prussians, Poles and Brits.”

The Italian hosts apparently led the charge with a fiery homily from the local MEP about the need for increased state control in the ports industry.

“But fortunately for the Brits [represented by Winn, of Birketts maritime lawyers, and Richard Morton, of the Haven Gateway Partnership], things did look up when it was finally explained that ‘la dry porta’ is not, as we first feared, a maritime centre which has gone teetotal, but rather the Italian for a freight village built miles and miles inland,” says Winn.

This week the British get their right of reply in

defence of private capital when the Port-Net roadshow turns up in Felixstowe, Harwich, Ipswich and Mistley for a “Feeder, Ferry and Shortsea Services” Best Practice Tour hosted by the Haven Gateway.

## Beer and chips

AS WELL as showing their overseas visitors all that is best about the Haven Ports, members of the Haven Gateway Partnership are looking forward to showing off what makes the sub-region so special to residents and visitors alike.

As part of this the Port-Net delegates will be taken to the genteel seaside resort of Southwold for an evening. They will visit local brewer Adnams' new £6m (\$11.4m) environmentally friendly distribution centre, which has a 50,000 sq ft grass roof and building blocks of hemp and limestone, which ensures the beer is kept cold without the need for mechanical refrigeration.

And, to round off the evening, we understand that fish and chips are also on the menu.



Double take: Top, April, 1987, and Cheslin (left) and Terri Marck are helping OT Africa Line's Sean Gay and Peter Ritchie pile on the pounds. Above, August, 2006, and it is Farmer Cheslin, back in the real world, on a vintage Porsche tractor.

## Lloyd's List OVERSEAS

Bermuda	\$6.40	Kuwait	Dinars3.60
Cyprus	£2.65	Neth	€5.00
Denmark	Kr35	Saudi Arabia	Riyals20
Finland	€5.00	Spain	€5.00
Gibraltar	£2.70	UAE	£2.20
Greece	€5.00		
Italy	€5.00		

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Richard Morton leads Port-Net delegates on a tour of the Port of Ipswich.

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