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SOUTHERN SHIPPER JULY 1991
NLRB Accuses ILA of Citrus Boycott

Union accused of urging Japanese dockworkers to boycott citrus loaded by non-union labor.

By Gary Burrows

The National Labor Relations Board has issued a complaint and is seeking an injunction against the International Longshoremen’s Association for urging Japanese dockworkers to boycott citrus loaded at Fort Pierce and Port Canaveral.

The NLRB action was sought by Port Canaveral, Mid-Florida Freezer Warehouses Ltd. and Coastal Stevedoring Co. of Fort Pierce after the two Florida ports were left out of loadings of grapefruit bound for Japan.

"Basically, the ILA requested that the Japanese workers not discharge ships loaded in Fort Pierce and Port Canaveral, and apparently they regarded the request," said John Butler, general manager of Coastal Stevedoring.

Coastal company did not handle a single ship at Indian River Terminals this season. By comparison, in 1989 the company loaded a dozen ships with 58,000 tons of grapefruit.

"We lost all our shipments for the season. It's pretty devastating," Butler said.

Louis J. Perez Jr, director of marketing and trade development for Port Canaveral, said the port lost more than $200,000 in dockage, wharfage and line handling charges, while the losses of Mid-Florida Freezer Warehouses "were in the million of dollars."

The blow to Fort Pierce and Port Canaveral was particularly hard, because it followed the drought-plagued 1989-1990 citrus season.

Charles Deal, regional attorney for the Tampa district of the NLRB, said a federal judge will hear oral arguments on July 2 on the NLRB’s petition for an injunction against the ILA. The NLRB has accused the union of an illegal secondary boycott.

'Subtly Stated.' Deal said that the NLRB has copies of correspondence between the ILA, Japanese labor organizations and various shipping companies that carried an "arguable threat" to handling citrus at the two ports.

"They were very subtly stated," Deal said. One letter from a Japanese labor official, cautioned shippers to "avoid disruption" of port business.

Also included among NLRB’s evidence is an Oct. 4 letter from ILA President John Bowers to a Japanese labor official, Deal said.

Benny Holland, president of the South Atlantic and Gulf coast district of the ILA, said he has had no contact from the NLRB.

Local union officials were unavailable. One letter from a Japanese labor official, Deal said, "We're very subtly stated," Deal said. "That is not true. We also have unions," he said. "SEL Maduro Inc., Eller (& Co. Inc.) and Stevens (Shipping and Terminal Co.) have been doing business here for years."

The non-union companies would have no problems sharing the work within the port, he said.

"Non-union workers would be more than happy to handle citrus inside the cold storage facilities and let the ILA handle stevedoring," Perez said.

Furthermore, he said that one account, Chiquote, loads citrus bound for Europe from Port Canaveral, then moves to Tampa to load citrus bound for Japan on the same ship.

McLean's Service Appears Set

Trailer Bridge Co. to lease land at Jacksonville, begin RoRo service to Puerto Rico in September.

Malcom McLean's planned roll-on/roll-off barge service to Puerto Rico has taken a step forward.

A five-year lease on 10 acres at Jacksonville's Blount Island Terminal has been readied for approval by the Jacksonville Port Authority's board.

Meanwhile, McLean has given his service a name (Trailer Bridge Co.), has hired a president and has moved the company's two barges to a ship repair yard south of Jacksonville at Green Cove Springs.

The barges—each of which is 485 feet long and capable of handling 266 trailer units on their triple decks—will be prepared for a planned September start-up. Initially, the service had been scheduled to begin in April.

Under the lease agreement drafted by the port's marine committee, Trailer Barge would lease 10 acres of paved land on the southwest side of Blount Island at $13,000 per acre annually. The company would have an option five additional acres. Trailer Bridge would also be assessed a throughput of $28 per loaded trailer or container.

P. Elliott Burnside, president of Trailer Bridge, was in Jacksonville the week of June 16. The company plans to have its headquarters in Jacksonville and will employ 30 to 50 people.

Trailer Bridge would face tough competition from the big three carriers to Puerto Rico — Sea-Land Service Inc., Trailer Marine Transport, and Navieras de Puerto Rico. Also, Sea-Barge, which expanded its tug-and-barge service from Miami into Jacksonville, has also taken on a fair share of the Puerto Rico market.

McLean, considered the father of containerization, founded Sea-Land and built it into a world leader before selling it in 1969 to R.J. Reynolds. He later acquired United States Lines and developed its round-the-world service before USL ceased operation in 1986.

"We loaded 10 ships for Europe. The ILA could have easily done it for Japan," from Port Canaveral, Perez said. Perez said that there is more at stake with this ILA issue than just the impact on citrus loadings at the two ports.

"We're looking at it as somewhat of a test case for other ports," he said. "If it's citrus bound for Japan this year, it could be lumber from Canada next year and Chilean fruit the next year. This could be a case in point for every other operation."
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Thurber Steams Ahead

From a one-man agency, his Southern Steam Inc. is becoming a giant.

By Gary Burrows

Win Thurber projects that Southern Steam Inc.’s annual revenues will top $100 million this year. But the agency’s beginnings were much smaller.

“It started out as big as I am: 6-foot-4 by 240 pounds. That’s about as basic as you can get,” Thurber said.

Six-four and 240 is big for a man, but small for a company. Which is another way of saying that when Thurber started his own agency in 1979, it was a one-man show.

During the last several years, however, Thurber’s agency has grown as solid as his frame. The latest expansion — a recent deal to take over Atlantic Container Line’s back-office operations — is expected to quadruple Southern Steam’s annual revenues, currently about $25 million.

“We’ve grown from an $800,000-a-year company in 1985 to what will be an over $100-million-a-year company after this,” he said.

With Southern Steam taking over ACL’s agency activities and acquiring ACL’s trucking subsidy (Atlantic Coast Express), and repair facility (Atlantic Technical Services), Thurber anticipates that growth continuing.

He said Southern Steam expects to double the business of the ACL operations in the next two or three years, and that other deals are in the works.

“There are two or three other lines that we’re working with right now to hopefully come to an arrangement within the year,” he said.

Thurber attacks those goals with certainty.

“You might call it a plan. I call it that’s what I’m going to do,” he said. “I know how we’re going to do it and I know where we’re going to get the business and I know what we’ve got to do in order to get it. I know that sounds ambitious.”

Thurber, however, puts the success of his business in perspective. “You need two things in life to succeed: one is to work hard and the other is to be damn lucky.”

Trend Setter. Southern Steam has done well by bucking trends in the agency business. Many steamship carriers, led by Japanese lines, have been replacing agencies with their own staff. Meanwhile, the number of agencies continues to shrink.

“We just saw opportunities,” Thurber said. “We saw that there was going to be a need for agents and that need was going to remain. There would be only a few large agencies left and we did what we thought was necessary in order to be in position to be one of those. And at the end of the 1980s, we were. We are hoping that in the 1990s, when there are only a few large global agencies left, we are one of those.”

“That doesn’t mean there won’t be a niche player or two here or there or a specialty item,” Thurber said.

Economies of Scale. But Southern Steam is after more than just a piece. Thurber sees opportunities in providing the unglamorous back-office work for a number of ship lines.

“There are economies of scale and economic efficiencies that can be gained through having common accounting, common computer and common documentation,” he said.

“In the ocean freight business today, the carriers do not allow enough margin for the infrastructure to properly service the customer,” he said. “We’re not APL or Sea-Land. But by combining the resources in order to serve the number of principals we serve, we are going to be very close in offering customers the ability to compete with them.”

More Consolidation. Thurber foresees continuing consolidation in the steamship agency business.

“There has certainly been a shakeout in the 1980s. Has that process stopped? I wouldn’t want to say that process is finished yet,” he said.

“If business shakes out — and I believe it will — and we’re doing business as we know we’re supposed to, we ought to stand to pick up the pieces. If we’re doing our jobs, the bigger we get, the bigger the challenge to pick that business up.”

While Southern Steam makes a lot of noise in marketing the carriers it represents, the agency sells itself as being invisible to shippers.

“Let the line have its name in front-line recognition instead of the agency. We do it with a number of lines where we are transparent. They do the sales with their sales and customer service people and we do all the rest of their business. We found that, if the Japanese taught us anything, they said to find out what the customer wants. What the ship owner wanted was their identity. We said, ‘you have that and we’ll supply the rest, and just by that change...”
Deal reflects parent companies' strategies.

By Elizabeth Canna

The sale of some of Atlantic Container Line's non-core activities to Southern Steam Inc. falls in line with long-term strategies laid out by both companies' European parents. Included in the sale are Atlantic Coast Express (ACE), ACL's trucking subsidiary, and Atlantic Technical Services (ATS), ACL's maintenance and repair operation. The price of the transaction, which takes effect July 1, wasn't disclosed.

The agreement also calls for Southern Steam to take over ACL's back-office agency activities including documentation, data processing, accounting and logistics. This phase of the agreement will be implemented on a quarterly basis.

About 350 ACL staffers are expected to transfer to Southern Steam. The agreement also calls for Southern Steam to take over ACL's shipping subsidiary, Transatlantic Shipping Company, and Atlantic Technical Services (ATS), a subsidiary of Ryan-Walsh.

ACL Restructuring Complete. In its 1990 annual report, ACL's parent, Bilspedition AB of Sweden made it clear that its long-term strategy centers on expanding its core businesses. While not unrelated to Bilspedition's core activities, ACE and ATS have limited growth potential because of ACL's single-trade operation. It made sense to turn ACE and ATS over to an owner who can bring them along even further, said ACL's chairman and chief executive, Olav K. Rakkenes.

"We don't have much chance of doubling the size of the businesses, but they have a better chance to do it because they can get better economies of scale," Rakkenes said, referring to Southern Steam.

For ACL, the deal marks the completion of an extensive corporate restructuring that began early last year. Bilspedition, through its shipping subsidiary, Transatlantic Shipping Company, became ACL's only shareholder.

ACL had just realized a $40 million loss for 1989 when Bilspedition took over. Last year, it nudged back into the black. By the end of this year, it could earn $14 million, partly as a result of cost-cutting measures.

By the end of the year, Rakkenes expects to ease out of the day-to-day management of ACL. He will remain as chairman while Tom Butler, who was named as ACL's chief operating officer in December, takes over the executive duties.

SOUTHERN SHIPPER: JULY 1991 7
Charleston Tries To Decide

Port considers three sites for container terminal. First choice is on Daniel Island along Wando River.

South Carolina port officials say they’d prefer to build a new container terminal on the Wando River side of Daniel Island, but that two other possible sites are still being considered.

At a June 19 meeting, Bernard S. Groseclose, director of planning and development, presented the port board with an overview of the three proposed sites.

Besides the Wando site, consideration is being given to tracts on the Cooper River side of Daniel Island and on a port disposal area on Clouter Island.

Groseclose emphasized that port management was not limiting itself to one site for the proposed new terminal, which would cover 750 acres and ultimately have 8,000 feet of wharf.

"There are a lot of different aspects involved. In some cases one site is preferable to the others. But no site is a winner in every category," Groseclose said.

The two Daniel Island sites have been favored by the port authority because of their location on the channel, but city officials and the island’s owner, the New York-based Harry F. Guggenheim Foundation, would rather use the land to develop a residential and retail community.

The city has gone so far as to annex the island and set a zoning plan that would prohibit marine related development.

The South Carolina State Ports Authority, on the other hand, has the power to condemn the land and in February voted to do so with about 1,500 of the island’s 4,000 acres. The authority has also taken both the city and the foundation to court to fight the annexation and zoning.

Anne Moise, director of public relations for the port authority, said the two Daniel Island sites were more favorable because "they’re closer to the sea, more marketable and would require less dredging."

Though the port authority has listed its preferences among the three sites, Moise said "the board wants to hold off on a final choice. They want to negotiate with Guggenheim."

Groseclose, who agreed that the port authority does not want to exercise its condemnation powers, said any port development on the island would not eliminate the possibility of residential development.

"If you look at Wando Terminal, the first ship called there 120 years ago. And right outside the gate some expensive subdivisions have sprouted up. It’s not like an airport where people are building homes in the flight path."

Besides the controversy, the proposed Terminal X would carry a hefty price tag—$700 million to $800 million.

The terminal’s first phase, which would involve about 2,000 feet of berthing and five or six container cranes, would cost more than $200 million. Additional phases would be added as demand warrants, Groseclose said.

Kuwaiti Bound Trucks Sail from Charleston

A shipment of 130 American made dump trucks, water trucks and garbage trucks were exported to Kuwait recently through the Port of Charleston.

Not only did the trucks have to be assembled for shipment, each truck had to be assembled.

The chassis were bought in Providence, R.I. and driven in convoy to Birmingham, Ala. to have the bodies attached by Global Truck and Equipment Inc. The job took 25 days.

The Georgia Port Authority Adds Warehouse

The Georgia Ports Authority has completed a 130,000-square-foot warehouse at its Garden City Terminal at the Port of Savannah.

"Warehouse 24 was designed and built in recognition of the need to support our roll-on/roll-off customers," said Fitz Hiltzheimer, director of operations.

Located near Container Berths 5 and 6, the warehouse offers short-term storage and assembly facilities and stuffing and stripping operations.

The new $4 million warehouse features rail access, truck loading and unloading doors with seals for added cargo protection, and a ramp for rolling stock. The warehouse is fully equipped with sprinklers and protected by GPA 24-hour security.

With the completion of Warehouse 24, the port authority’s Garden City Terminal now offers shippers 1.2 million square feet of enclosed storage space.

A similar warehouse will be completed by July.

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No Room For ‘Lex’ At Pensacola

Port officials say plans for floating museum would hurt commercial business at port.

Pensacola port officials complain that a plan to turn an aircraft carrier into a floating museum could force two commercial ship berths to close for up to two years.

The port officials fear business could be hurt if cargo-handling space is tied up by the USS Lexington, an aged aircraft carrier that the Navy plans to decommission in November.

Mobile and Charleston also are in the running to acquire the Lexington for use as a museum. Dwight E. March, assistant port director at Pensacola, said he'd prefer to see the vessel in one of those ports.

"I would like to see it stay here but I don't think it's feasible," he said. "Mobile would be the best. It's got a park already." Battleship Park near Mobile is the home of military aircraft and the decommissioned battleship, USS Alabama.

"The USS Forrestal is supposed to come here as a training vessel in 1992," he said. "People will be able to go to the Navy station and see a real carrier."

City Action. At a special June 12 meeting, the Pensacola City Council voted to provide temporary berthing space at the city-owned port to the USS Lexington Museum Foundation Inc. if Pensacola is chosen as the site for the carrier.

The city would donate its Commendencia Slip as a permanent site, once it is dredged, and acquire adjacent property from CSX Corporation. Until the permanent site is prepared, the ship would be moored at the public docks.

The Lexington has been a fixture at Pensacola for years, where it was docked at the Navy base for use as a training ship. The ship was reactivated briefly last year, and was based at the port.

That provided some revenue to the port. But because the 900-foot vessel was only at sea for 10 days and docked at Berths One and Two for 20 days, the port lost at least one contract and was forced to make special arrangements for other customers.

Loss of Business. March said lost business would be a big problem if the Lexington were idled and tied up at the port's docks.

When the vessel temporarily docked at the port last year, "at least it went out occasionally," March said. "If it comes here as a museum it would be a dead skeleton with no electricity and no power."

With the Lexington housed at Berths One and Two, the port would lose direct access to a pair of adjacent warehouses. Last year that led some stevedores to charge additional handling costs to move the cargo from Berths Three, Five and Six to the warehouses.

Also, pipelines for Coastal Fuels Marketing Inc. and Freeport Sulphur would be directly affected, March said. It might also affect tentative plans by Coastal to expand its operations in the port, he added.

"The warehouses were just becoming lucrative again," he said. "Now we could be back in the same position, if not worse."

The council has said it would attempt to minimize impact on the port by working with tenants and customers.

Environmental Aspects. As the foundation moves ahead with its museum plans, the group will likely find some obstacles along the way, March said.

"There are a lot of problems I don't think they've given enough thought to," he said.

One problem is that the Commendencia Slip may have been the site of a creosote plant, March said. "They're going to have some problems disposing of that," he said.

Under the city council's resolution, the foundation would have to cover the cost of dredging the slip and correcting any environmental problems.

Also, the foundation would have to raise contributions to meet the requirements of the Navy to commit the Lexington, get city approval on a permanent site plan, commit to provide a sufficient amount of escrow funds, clean up any upland area required to accommodate permanent berthing, and present a long-range fund-raising plan.

March said the council backed off an original requirement that the foundation provide $6 million. The resolution made no specific mention of the amount of funding required. The foundation has secured some federal and local funding, the city said.

Although port officials are uneasy about the possibility of lost business, results from an economic impact study conducted last year showed that the Lexington had some positive effects on the city.

While the city spent $900,000 to accommodate the Lexington, the carrier generated $15 million in related sales revenue, was directly responsible for 800 jobs and 1,500 related jobs, the study said.

However, without a crew to man her, the museum's impact will likely be significantly less.

Gulfport To Expand Bulk Facility

State port authority issues $10 million in bonds.

The Mississippi State Port Authority at Gulfport has issued $10 million in bonds to cover the expansion of its bulk-handling facilities.

Gulfport issued the bonds in conjunction with the Mississippi Department of Economic and Community Development and E.I. DuPont du Pont Inc.

The port project is being driven by an expansion at DuPont's titanium dioxide plant at DeLisle, Miss., plant, about 15 miles northwest of the port. Titanium dioxide is used in paint, paper and plastics.

DuPont uses Gulfport to import a raw material, ilmenite ore, from Australia and New Zealand. In the past, DuPont has imported about 200,000 tons a year through Gulfport.

"Our present capacity is 170,000 tons," said Mike Welch, unit manager of operations for the DeLisle plant. "We will up that to 270,000 tons with the expansion."

Gulfport is its primary source, the DuPont plant receives additional ore from other sources.

Gulfport already has one 50,000-ton bulk silo at the port. With the expansion, the port would add three bulk silos, each with a 15,000-ton holding capacity.

The silos would be used for the blending of different grades of ilmenite ore before it is shipped by rail to the plant, said William W. Edwards, executive director at Gulfport.

With the ability to blend the ore, the company can take delivery of ilmenite for other sources, said James F. Badger, director of marketing.

Beside the silos, Gulfport will construct a two-story, 4,000-square-foot building that will house a control room for blending the ore, as well as shops, washrooms and storage space.

The port also will add more than 3,000 feet of rail and an extended conveyor belt system to connect the silos.

ABC Line has been importing the oil in special vessels that have central hatches for ore cargo.

The vessels also handle containers inbound from Australia, New Zealand and Singapore and outbound containers for Europe.
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NEW ORLEANS
New Orleans Urged to Promote Rail

Strategic marketing plan says port should create marketing post to promote city's six trunk line railroads

By Mike Hagilett

The Port of New Orleans should create a new railroad marketing post to help play up an underutilized asset: the convergence of six trunk line railroads in one city.

That's a key recommendation of a recently released "Strategic Rail Plan" for the Port of New Orleans done by five consulting firms led by nationally-known Ernst & Young. The study also found that stevedoring and rail freight handling and rail switching costs were perceived to be high in New Orleans.

The rail plan cost the port $178,000 and was unveiled in May with an appearance in New Orleans by Federal Railroad Administration chief Gil Carmichael. "You've provided an outstanding example for other ports to emulate," Carmichael said. "Your strategic plan is a practical plan, market driven, with achievable goals."

New Orleans port officials have long touted the fact that the city is served by six railroads. CSX and Norfolk Southern come in from the East; the Union Pacific and Southern Pacific from the West; and the Illinois Central and Kansas City Southern from the North.

But the study concludes that this asset has been ineffectively used because of a lack of coordination between the dock board, steamship lines, railroads and shippers. Part of the problem is due to the comparatively stunted growth of intermodalism in New Orleans. The intermodal axis grew east to west, bolstering Atlantic and Pacific ports. Strong relations between carriers and railroads grew with that intermodal corridor, said J. Ron Brinson, president of the Port of New Orleans.

But the north-south intermodal axis, which would flow naturally through the Gulf of Mexico, never fully took off. Hence, relations between carriers and railroads never developed through New Orleans as they did on the east-west route, Brinson said. The full-time rail marketing executive outlined in the study would work to bridge that gap.

The idea of rail marketing specialist isn't totally new. The port first discussed it in its 1986 overall strategic plan. Brinson said the idea will probably become a reality by the end of the year.

The study had a number of other findings, including that some companies sur-veyed saw high costs for stevedoring, terminal operations and rail car loading and unloading. The study included interviews with 22 shippers, 11 steamship lines, eight freight forwarders, six railroads and the New Orleans Public Belt Railroad, a city-owned line that switches cars onto the docks.

But the study didn't include any comparative cost data with other ports; it relied on perceptions, a method that didn't sit well with local longshoremen's union leader Irvin Joseph. "When you perceive something to be, you're not sure, you're just guessing," said Joseph, president of ILA Local 3000.

Strategic marketing plan says port should create marketing post to promote city's six trunk line railroads

12 SOUTHERN SHIPPER JULY 1991

Coal Exports Pick Up At Mobile

An unusually busy month of coal loading has left the Alabama State Docks Department feeling like a million.

One million tons of coal was loaded aboard 15 ships at Mobile's McDuffie Export Coal Terminal during May. While it's not a record for the port, it marks a strong rebound in what was projected as a slow year for coal.

"The coal business nationally is off," said Sarah Teague, spokesman for the State Docks. "We didn't project an increase for this year."

Still, the port is 81,000 tons ahead of projections and, with 5.5 million tons handled so far, more than halfway toward achieving its goal of 8.2 million tons for 1991. The port handled 8.3 million tons in 1990.

"Our two shiploaders have had a real workout this month," said Rick Baker, McDuffie manager.

It is particularly important that the port brought its tonnage up before summer set in, since the coal industry bottoms out in that season.

"Last year, we had a miserable three months in June, July and August," Baker said. "This year, our slow time was earlier in the year and seems to be over. We are in hopes that this increase in tonnage continues."

Coal shipped out of Mobile is primarily Alabama coal that is delivered to the port by rail.

The largest coal shipment from Mobile, 104,521 tons, went to Japan. The Waterford, a new ship, was the last to load in May. It took on 103,000 tons, also bound for Japan.

The United Kingdom, Belgium, Romania, Spain, Italy, Albania, Turkey, Morocco and Bulgaria also received coal shipped from the McDuffie terminal during May.
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Wars, Natural Disasters Fuel Mobile Home Exports

As shipments of U.S.-made mobile homes to Israel dwindle, other buyers should pop up.

By Gary Burrows

The export of thousands of mobile homes to Israel boosted business at several Southern ports during the last year. Those exports have slowed to a trickle. But wars and natural disasters will likely create new opportunities.

"I hate to say it, but when there’s disasters, business really explodes," said Walter R. Young, chairman and chief executive of Champion Home Builders Co.

As Russian and Ethiopian immigrants flooded into Israel during the Gulf War, Israel turned to U.S. mobile home manufacturers for an instant housing solution. Need for immigrant housing had been estimated from 22,000 to 30,000 homes.

"Even if they got hold of those, they wouldn’t have enough," said Jerry Tabbott, general manager of Leadermar Inc., a shipping agency that handled about 8,500 mobile homes through Jacksonville for Iscont Shipping Ltd.

"What has moved is quite a number," he said. "When you think about it, it’s like moving several Florida cities."

Israeli Needs? But now that many shippers have sent out their last contracted loads, the questions turn to whether Israel will remain a customer, and what other international markets might be open to U.S.-manufactured mobile homes.

"I expect in September or October to get another 5,000 units," said Rami Ungar, of U.K.-based Iscont. Ungar acted as middleman between the Israeli government and U.S. manufacturers for sale and shipment of the homes through Jacksonville Port Authority’s Blount Island. Homes were also loaded at Wilmington, Morehead City, Houston, and Mobile.

While some feel that recent talk of freezing the size of Israeli immigrant camps would have negative impact on the mobile home market, Ungar says just the opposite.

"I wish it will happen, then we would definitely get more work out of them (Israelis). Some of the homes are being financed by the U.S. Export-Import Bank and they’re withholding some financing," he said. Some sort of agreement between the U.S. and Israeli government would be a step in the right direction, he added.

"It will slow down for a while," said Magnus Lindeback, president of STX Marine Inc., the stevedore for Jacksonville shipments. His company is also handling homes bound for Saudi Arabian oil fields. "I’m pretty sure it will start picking up in the fall. I look at the news and see that a lot of people are still moving into Israel."

Young is not as optimistic.

"It’s on a day-to-day basis, but it looks pretty gloomy," he said.

"There are a number of factors, such as the number of Russian and Ethiopian immigrants, the labor market, funding from the U.S. government. No one has future orders. It could change tomorrow or months from now. And the politics are frustrating to deal with."

Trading Conflicts. While each party valued the business, there were some conflicts to be ironed out.

Young said about 40 percent of his business with the Israelis was through middlemen, such as Ungar. The rest was through the country’s housing ministry.

Dealing with middlemen “made it easier on one hand (but) more complex on the other, because you always had him to go through,” Young said.

"Dealing with the government is always a challenge. This was a learning experience for both Champion and the Israelis. All and all, it worked out well. There was a minimum of screaming at each other’s organization. Everything from engineering to shipping went really well.”

While Ungar praised the efforts of the Jacksonville Port Authority, STX Marine and Leadermar, he was less than overwhelmed by International Longshoremen’s Association dockworkers. He criticized their productivity, which he said might have been better if experienced workers had been on the job every day.

"I’m a little bit disappointed," Ungar said. "I’m a guest here, so I have to accept everything I see. But if I’m spending $3 million or $4 million, I could have better service."

Ungar went so far as to say he was considering moving to other Atlantic ports in the future, including Savannah, Wilmington and Philadelphia.

Lindeback was quick to play down any problems between labor and the shipper.

"He has been getting excellent service," Lindeback said.

"Everyone is trying to make it a success." While foremen and crane operators are limited to ILA workers with seniority, Lindeback said that work on the steel frames that tower over Iscont’s five ships requires younger, agile workers.

Two gangs of about 40 ILA workers handle each ship with about seven STX supervisors.

Lindeback pointed out that besides loading the mobile homes, ILA workers were giving equal attention to military cargo loadings, without missing a beat on either project.
Troy Canady, president of ILA Local 1408, said, “We had a great deal of satisfaction from all principals. Everything that has come back through this office has been satisfactory; quite adequate.”

**Complicated Work.** Though both Lindeback and Tabbott said that loadings went much more smoothly than when the two first started handling mobile homes eight years ago, the work is a lot harder than it looks.

Photographs of 300 or 600 white homes neatly stacked on the deck of a ship suggest that they can be handled with building-block ease. But just the opposite is true.

Ships are in port from six to 14 days as the homes are carefully placed on board as the steel racking system is built up around them. The homes are lifted aboard ship by specially designed spreaders.

The loading wasn’t helped by the weather. Rains and high winds have scuttled loadings several times.

“I’m very much surprised by the weather here,” said Ungar, who selected Jacksonville partly because of its limited amount of rainfall. “We’re losing too many days because of bad weather.”

Lindeback said there have been a few instances when winds have caught hold of a mobile home while it dangled over the ship. “You just let the hitch hit the collar, grab the lines and get it back down. It didn’t damage the home but it damaged the hitch.”

Scratches and dents on the homes are inevitable, he said. That’s why mobile home manufacturers have workers on hand to mend any damage before the product leaves the port.

**Supply Met Demand.** Though as many as 1,000 homes had to be at Blount Island at one time in order to be loaded, Young said mobile home manufacturers had no problems keeping up with demand.

The exports to Israel amounted to only about 5 percent of Champion’s business, he said.
A crumpled container crane sits as a reminder of the Iraqi invasion.

War and Peace In Kuwait

Carolina Stevedoring president describe war-torn Kuwait.

By Bill Barrs

In 24 years in the stevedoring and agency business, John A. Coakley has seen a lot. But nothing had prepared him for a recent trip to war-torn Kuwait.

"I didn’t see anything that was not broken at least a little bit and most things were damaged extensively," Coakley said. "Every building seemed to have at least a window broken."

Coakley, president of Carolina Stevedoring Co. Inc., recounted his experiences after assessing trade opportunities in Kuwait with John Hemingway, president of SSA International; Andy McLaughlan, vice president of SSA; and Lee Tigner, executive vice president of Carolina Stevedoring.

The first shock, he said, was when they arrived at the Kuwait airport from Bahrain.

The terminal’s windows had been shot out and all of the concessions were closed. Without computers, airline clerks had process tickets by hand. The hangers and passenger terminal, once a showcase of national pride, are just shells of buildings, Coakley said.

The drive from the airport also brought revelations. There was no traffic in the city. All along the route, vehicles were stripped and abandoned.

Coakley said that in areas that he traveled, highways had suffered only superficial damage. Except for the occasional bomb crater, the highway infrastructure is still in good shape, he said.

Shuaib. A tour of the port of Shuaib revealed how badly it suffered during the war.

Before the war, the port’s cargo handling equipment included two large container gantry cranes and 25 small cranes.

Coakley said both gantry cranes were destroyed and eight of the smaller cranes were in the water and only 15 were still standing. None of the cranes he saw appeared to be in working order.

"The fallen cranes looked like a broken erector set," he said.

All of the port’s cargo handling equipment and buildings are badly damaged or destroyed, he said.

The channel was impassable, with many tugs and workboats submerged, Coakley said. Among the wreckage, Coakley saw several water craft along the berths and in the channel. A grain conveyor was collapsed in the water as well as a cement conveyor ship that sank atop a work boat.

Shuaiba. The port of Shuaiba fared far better. Before the war the port had a number of track cranes and four container gantry cranes. Three of the port’s four Sumitomo container gantry cranes are still operational.

The fourth crane had one of its four main supports cut by explosive charges, leaving it unusable.

"At the port of Shuaiba I didn’t see any of the port’s shoreside cargo handling equipment working. All of the equipment had been cannibalized for parts or taken," Coakley said.

All of the cargo he saw being unloaded was going from the ship straight to trucks.

Unlike at Shuaib, the channel at Shuaiba was clear of obstructions. While he was there, the Saudi Hofuf, a National Shipping Co. of Saudi Arabia roll-on/roll-off container ship, was loading Egyptian military equipment, while a Kuwaiti ship was discharging lamb on the hoof from New Zealand. A United Arab Shipping Co. breakbulk ship was also in the port.

At both of the ports, most of the buildings had been destroyed. Those buildings that had survived were either gutted by fire or damaged by looting and vandalism.

The 3rd Iraqi Regiment had occupied the port of Shuaiba’s computer building. Dangling from one of the supports for the roof in the main room were nooses. Coakley said executions apparently had been performed by throwing the condemned through the open skylights.

Soot and Sand. Plums of smoke from distant oil well fires “blotted out the sun,” casting an odd light on the nearly vacant Kuwait City.

“The sun was just a glow in the sky in the smoke,” Coakley said. "When the wind was blowing away from the city, the sky would be clear and sunny. When the wind blew the smoke from the burning oil fields over the city it was as dark as 9 or 10 at night.”

Though he never saw it rain, Coakley was told that during a shower, the pollution caused soot to rain down with the water.

The dust storms that hit the city while the group was there created smog-like conditions that, in some ways, was worse than the oil smoke in the upper atmosphere. The storms carried a fine dust that made it difficult to breathe.

A Kuwaiti native told Coakley that he thought the dust in the sandstorms was made worse by the activity in the desert and the hastily erected earthworks.

Accommodations. The only hotels open in the city were the Holiday Inn and the Hilton International. The lack of communication has left them in complete isolation from their reservation networks.

When Coakley finally got a room at the Hilton International, he was fortunate to have the only room on the second floor with a lock on the door. All of the other rooms had been broken in by Iraqi troops. The building had electricity and sometimes water, but no hot water.

Buildings facing the sea had their windows bricked up to create firing positions for defense against the expected marine attack on the city. In many of the quarters the Iraqi troops had used, there were computer screens that had apparently been mistaken for televisions and destroyed when they could not pick up a broadcast.

In their retreat, the Iraqi soldiers showed their hatred for the Kuwaiti government. All of the ministries pointed out to Coakley were destroyed as well as the prince’s palace.

“The government infrastructure seemed to be the primary target,” Coakley said.
Lloyd Brasileiro Back in Service

Has paid off its creditors and returned to the U.S.-Brazil trade.

By William J. Warren

After a six-month interruption in its U.S.-Brazil liner service, Campanhia de Navegacao Lloyd Brasileiro is back in business with a new U.S. agent.

“Our creditors have been paid and all our ships have now been released,” said Edward H. Crouch, commercial manager for the Brazilian state-owned carrier in New York. Lloyd Brasileiro received a $12 million loan from the government of Brazil, Crouch said.

The line’s new U.S. agent is Houston-based Gulf & Eastern Steamship and Chartering Corp., which signed a one-year renewable contract in June.

Lloyd Brasileiro liner service between the U.S. East Coast and Brazil will operate with three 549-TEU-capacity vessels. Gulf & Eastern will also represent the line when its all-water service to the Gulf is reintroduced. Crouch said no firm date for commencement of that service has been set.

Lloyd Brasileiro’s U.S.-Brazil liner service resumed with a sailing from New York on June 3. The ship carried little cargo because Lloyd Brasileiro did not yet have a U.S. agent in place, Crouch said. “The ship sailed more as a demonstration to the shipping public that Lloyd Brasileiro was back in business,” he said.

Lloyd Brasileiro was forced to suspend its liner service when 10 of its ships were arrested by creditors in North American and European ports late last year. During the crisis, Lloyd Brasileiro lost its U.S. agent, Norton Lilly International Inc., which terminated its contract on Feb. 5, after 14 years with the line. Three days later Norton Lilly signed a contract to represent Pan American Independent Line, which entered the U.S. East Coast-Brazil trade during Lloyd Brasileiro’s hiatus. Pan American is owned and operated by Montemar S.A. of Montevideo, Uruguay.

It may take a little time to spread the word that Lloyd Brasileiro is back, noted J. Daniel Culpepper, president and chief operating officer of Gulf & Eastern.

“It’s not going to be easy, but what is easy these days?” he said. “While they’ve run into troubles, who hasn’t run into troubles in the past few years?

“Let’s put it this way. We’ve already started getting bookings one month before the first sailing. We have confidence. We think Brazil is a growth market.”

Crouch would not comment on the factors which led to the line’s financial troubles, but added, “Lloyd Brasileiro will operate in a more aggressive and more commercial manner than they were before.”

The carrier plans to deploy some new ships which initially will be chartered, he said.

Crouch said that after Norton Lilly terminated its contract the line received proposals from 10 companies seeking to represent Lloyd Brasileiro in the U.S.

While no single factor determined the selection of Gulf & Eastern, the fact that both Culpepper and Arthur Renehan, Gulf & Eastern’s chairman and chief executive officer, worked for a former U.S. agent of Lloyd Brasileiro in the 1970s was a factor, Crouch said.

Look How We Stack up Against The Competition.

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<th>ON-TIME ON-BUDGET GUARANTEED</th>
<th>CREWS FOR GEORGETOWN, CHARLESTON, WILMINGTON</th>
<th>BACK EXTERIOR STORAGE</th>
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<tr>
<td>NO OVER-TIME CHARGES (UNTIL 40 HOURS)</td>
<td>CUSTOM-BUILT STEVEDORE GEAR</td>
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SOUTHERN SHIPPER: JULY 1991 17
Georgetown 'Steels' Show

Port to export 100,000 tons of shredded scrap steel annually for five years.

A company has contracted with the Port of Georgetown to export at least 100,000 tons of scrap steel a year for a minimum of five years.

The port's contract with Addlestone International Corp. of Georgetown carries an option of three to five years. The tonnage will amount to about 10 percent of all cargo handled at the port during the 1990 fiscal year.

The exported shredded scrap steel will be bound primarily for Turkey, Greece, Korea and Taiwan, as well as India and other countries, said D. Claude Baker, port director. The port expects eight to 10 shipments of about 15,000 to 16,000 tons each, he said.

About 6,000 to 7,000 tons had already been moved onto the port in mid-June for the first shipment, Baker said.

The port will install scales, supply five acres of marshalling area for shredded steel and provide 1,500 to 1,800 feet of additional rail off existing CSX track at the port. Baker estimates the cost of adding the rails at about $100,000.

Charles Addlestone, president of Addlestone International, said his company will provide two cranes, including a 35-to-40-ton hydraulic crane with an electromagnet, and several hydraulic end loaders at an estimated cost of about $2 million.

The cranes are a plus for Georgetown, because they will be made available to the port when they're not handling scrap steel. “This will be good for the port,” Baker said. “The return per acre on cargo like this is even greater than the return on containerized cargo.”

Georgetown has consistently improved in tonnage since its first year in 1985, when the port brought in 316,000 tons. Last year the port topped 1 million tons for the first time, a 31-percent increase over 1989.
North Florida Loses Dry Dock Lease

North Florida Shipyards Inc. has lost its lease on its Navy-owned dry dock to a South Carolina yard.

But an agreement with a competing Jacksonville yard will help the city maintain home-port status for bidding some naval jobs.

The Naval Sea System Command in Washington, D.C. decided to accept a bid from Detyens Shipyard Inc. of Mount Pleasant, S.C. over North Florida Shipyards' on the 6,500-ton steel dry dock. The dry dock had been in Jacksonville for about eight years, said Frank T. Hanas, vice president of sales and marketing.

Although the value of Detyen's contract was not released by the Navy, the terms are for five years with three five year options, said Richard Stokes, yard supervisor.

"We have two vessels in it right now," he said. About 90 percent of Detyen's contracts with the military.

Not Lying Down. Joseph B Shiffert, president and chief executive, said he felt that the odds were against his company getting the dry dock.

"The Navy decided it wanted it in South Carolina. It didn't have anything to do with money. They wanted a certain commitment based on certification, which I had. They wanted a one-year maintenance plan, which was already in place. And they wanted a five-year capital maintenance plan, which I had."

Hanas said that after the bid was awarded to Detyens, the shipyard hired an attorney and tried to fight it.

"The General Accounting Office was in our corner and we had letters from written by people in the industry," Hanas said. "But it was determined that there was nothing wrong with the bidding process."

"We had work that could have been put in the dry dock," Shiffert said. "It would have been busy."

Shiffert is now in the process of finding a replacement for the Navy dry dock.

"We're looking for a larger dry dock to give us more flexibility," he said. He declined to say when the company hoped to replace the dry dock or how much the company is looking to spend.

Home Port Advantage. By losing its dry dock, North Florida Shipyards would have put a strain on Jacksonville's ability to get dry dock work for home-ported Navy mine sweepers.

Rules require that at least local ports must have a minimum of 1,000 tons of dry docking space in order for bids to be limited to the home port. Jacksonville Shipyards Inc. and Atlantic Dry Dock Corp. both have dry docks. But if one of the yard's dry docks were filled, the bidding would be open to all Southeastern ports.

However, Atlantic Dry Dock has made a oral agreement to provide its 1,250-ton railway — a system that pulls the vessel out of the water — for North Florida Shipyards.

Tom Jones, vice president of governmental affairs for Atlantic Dry Dock and sister company, Atlantic Marine Inc., said the two yards would have to come up with a written agreement that North Florida would have to get approved by the Navy's Supervisor of Ship Repairs in Jacksonville.

He said similar agreements have been approved in Norfolk and San Francisco.

Jones said in the event that Atlantic Dry Dock and North Florida would be bidding on the same project, Atlantic would quote North Florida the same price for dry docking that it gave the Navy. There would be some exceptions, he added.

The availability of the dry dock would be on a case-by-case basis, he said.

If Atlantic's dry dock is busy, of course, that would freeze all three Jacksonville shipyards out of bidding.

JPA Project On Schedule

Jacksonville Port Authority's 550-foot container wharf extension at its Blount Island Marine Terminal is on schedule for a late August completion.

The $5.7 million project will give the port authority 5,250 feet of marginal dock and crane rails serviced by five container cranes.

The project is part of a $55 million capital improvement program at Blount Island, and is being funded from a port revenue bond issue.

Metric Constructors Inc. is the prime contractor on the wharf extension.

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N.C. Port Funding Appears Likely

General Assembly’s $10 million offering won’t go far.

Ports in Wilmington and Morehead City are likely to receive $10 million in state funding for port improvements despite a North Carolina budget crunch deemed the worst since the Great Depression.

Sen. Frank Block, from New Hanover County, said that a bill that would put up for public vote a $600 million general obligation bond to fund a variety of state bodies, including the port. Backed by the influence of Sen. Ken Royal of Durham County, the referendum is almost assured, Block said.

“If he introduces it, the chances are almost 100 percent,” he said. “Let me put it this way, sometimes the power of a person in the general assembly can be determined by where his office is and the size of the office. Sen. Royal’s is the same size as the lieutenant governor.”

The bill was in the finance committee, but Block said he expected a vote by the end of June.

Block had drafted a bill that, if passed and approved by public, could have provided $25 million for the port, but that bill was dropped in favor of Royal’s.

Drop In The Bucket. Though it may be a start, the $10 million would be a far cry from the level of funding the North Carolina State Ports Authority has sought.

“There are so many projects, it’s impossible to plan unless we know what kind of money we’re talking about,” said Karen Fox, manager of public affairs for the North Carolina ports. Port management met on June 21 to set priorities for port projects. The information will be used to make a proposal to the port board, she said.

The port authority’s biggest proposed project involves $24.2 million for development of Radio Island in Morehead City. The port has already hired LPA Group of Raleigh, N.C. to conduct an environmental permitting study. The port would add a rail spur and 900 feet of what would eventually be a 2,400-foot dock and bulkhead.

The port authority also would like to make about $27 million in improvements at Wilmington, including:
- A $10 million, 100,000-square-foot transit shed for chilled storage, and a 100,000-square-foot distribution center that would cost $5 million;
- Spending $3.7 million to expand Berth 9 dock with a mooring dolphin;
- Creating an access bridge to a 52-acre expansion site, at a cost of nearly $4 million;
- And modifying the fender system for Berths 6 through 8 at a cost of more than $2 million.

The port authority had hoped that its return to profitability would help it obtain state funding. North Carolina ports returned to the black in the 1990 fiscal year after three years in the red.

Ten months into the current fiscal year, the port’s year-to-date revenues are up about 3 percent over 1990, with $21.5 million in total revenues reported.

Even with last year’s $600,000 profit and the possibility of a slightly larger margin in 1991, it’s obvious that the port isn’t going to be able to do too much on its own. So the port is going to have to take anything it can get.

“When our neighbor to the north (Virginia Ports Authority) is spending $100 million, it’s not going to make much of a difference,” Block said. “But it’s the best we can do. Considering the time of year with teachers and schools being cut, we feel pretty good about it.”

Other Irons. Through Block, the port has other irons in the fire as its attempts to compete with neighboring ports.

A Senate bill sponsored by Block would provide tax credit for shippers using either Wilmington or Morehead City.

The tax credit would be the difference between what a company spent on wharfage and handling charges through North Carolina ports in the current tax year and the average of what the company spent over the past three years, Block said. The credit would not exceed $1 million or 50 percent of the company’s total tax.

The bill, which was passed as part of the House finance package, is presently in the Senate finance committee. A vote could take place by the end of June, Block said.

Block also introduced legislation that would have struck back at neighboring states Virginia and Maryland for laws that penalize overweight containers that originate from out-of-state ports.

Fines in Block’s bill would have ranged from $20 to $1,000, Fox said.

In reaction to Block’s bill and attacks from North Carolina State Transportation Secretary Tommy Harrelson, Virginia is reportedly backing off its regulation.

Wilmington Handles Kuwait-bound Buses

Fifteen buses were loaded at North Carolina State Port’s Authority’s Wilmington Terminal, enroute to Kuwait.

The buses, which are Thomas Built Buses Inc. bus bodies mounted on General Motors chassis, were loaded on the Saudi Abha, a National Shipping Co. of Saudi Arabia ship. Southeast Crescent Shipping Co. was agent and stevedore.

The shipment was coordinated by CSX/Sea-Land Logsitics, which is responsible for the logistics for emergency relief supplies to Kuwait.

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MOREHEAD CITY

Morehead City Port Committee

The Morehead City Ports Committee's June meeting agenda included a report from the trip to Washington, D.C., where the committee was trying to expedite the approval, authorization and funding of the Morehead City Deepening Project; an update on the bills pending in the North Carolina legislature; and a review of the Morehead City Land Use Plan.

WILMINGTON

Propeller Club

The Southeastern Regional Convention of the U.S. Propeller Club recently held in Wilmington proved to be very successful. Although the redeployment of Desert Storm equipment prevented many attendees from making the trip, approximately 65 people from different clubs in the southeastern United States registered for the entire convention and another 20 registered for individual events. Thanks to all who worked with us to make the convention a fruitful occasion for one and all.

The National Maritime Day ceremony was held just prior to the May 22 luncheon meeting at Roy's Riverboat Landing. The opening ceremonies were observed at Riverfront Park and set the stage for a salute to all in the maritime business.

Several proclamations were read in recognition of the role that the Merchant Marine has played towards U.S. trade and protection of vital interests. A wreath was presented to be laid at sea recognizing those who have given their lives.

Navy League

The Cape Fear Country Club was the site for the May 23 dinner meeting of the Wilmington Navy League. Col. Kenneth Hill, USMC, Commanding Officer, HMMA-269 (light attack helicopter squadron), from the MCAS, New River, N.C., spoke with the group about his squadron's role in Operation Desert Storm and then answered questions briefly. It was a most impressive and informative presentation.

Navy League plaques were given out to outstanding naval science cadets Lewis S. Pomeroy, NJROTC Hoggard High School in Wilmington, and Heather Edwards, NJROTC North Myrtle Beach High. Sgt. Floyd A. Ferguson was presented the plaque as the outstanding marine reservist from Wilmington.

New members are Allen S. Beck, Claude Jack Dunn Jr., John T. Johnsen, Dr. Elbert V. Kring, Dr. and Mrs. James R. Leutze, Olen F. Roberts Jr., and William Schwartz.

Change of Command

July 26 is the date selected for the change of command at the Marine Safety Office in Wilmington. Capt. Paul J. Pluta will hand over the helm to Capt. Craig F. Eisenbeis. Capt. Pluta assumed the duties of commanding officer, MSO Wilmington, in July 1988.

Capt. Eisenbeis is a veteran of nearly 23 years in the Coast Guard. He served as Pacific area total quality management coordinator and marine safety advisor.

The community congratulates Capt. Pluta and his wife, Jane, on the new appointment and wishes them well in their new home. We will always leave an "open berth" at the dock. Capt. Paul, fair winds and following seas, you will be sorely missed!

CHARLESTON

Baines Heads Maritime Group

Thomas C. Baines, Atlanta regional manager for the South Carolina State Ports Authority, has been elected president of the Atlanta Maritime Association.

The Atlanta Maritime Association is a non-profit organization of shippers, carriers, agents, customs brokers, forwarders and related companies.

Baines had been vice president from 1990-91. He will serve a one-year term as president.

Other officers for 1991-92 are chairman, Joe Jones, Atlanta Transportation and Logistics Inc.; vice president, Robert Hess, Tricom Shipping; treasurer, Cindi Liner, Westwood Shipping Agencies; recording secretary, Sheila Perry, Nedloyd Lines, and corresponding secretary, Elvia Binger, Flexel Inc.

New board members are Matt Powers, Georgia Ports Authority; Sheila Hewitt, Distribution Services Ltd; Doug Ruetlinger, Cho Yang Lines; Pete Smith, NYK Lines; Will Stelmher, "K" Line, and Judith Sachs Roberts, Stevens Shipping.

Baines joined the Port of Charleston staff as Atlanta regional manager in November 1988. He is responsible for marketing the port in Georgia, Alabama, Mississippi, Arkansas, Louisiana, Texas, Oklahoma and Tennessee.

Before joining the port, Baines was director of marketing and sales for D.J. Powers Company in Atlanta.

You can contact Arthur Davis at P.O. Box 4214, Wilmington, N.C. 28406, (919) 686-7743.

You can contact John Nee at 228 Riverdale Drive, Charleston, S.C., 29412, (803) 795-4415.

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Transportation Clubs International's 68th Educational Congress will be held in Houston, Sept. 7-10. The theme will be "Free Trade in North America, United States, Canada and Mexico." Contact your transportation club for more information.

Georgia Freight Bureau
Culminating a five-year process, the bureau has said an undergraduate program in transportation and logistics will be formed at Georgia Tech.

The board of directors have committed $100,000 toward a $1.5 million funding goal to establish an endowed chair at Georgia Tech to oversee the program's development and administration.

Fundraising efforts for the endowment are being spearheaded by Nat Welch. Welch, who retired July 1 to become chairman emeritus of the International Expo.

The chair will be held jointly between Georgia Tech's School of Management and the School of Industrial and Systems Engineering. Students enrolled in the program will be able to take courses in Georgia Tech's nationally recognized Material Handling Research Center and Production and Distribution Research Center.

SAVANNAH

Slaughter Promoted
Sara E. Slaughter, plant protection and quarantine officer with the U.S. Department of Agriculture animal and plant health inspection service in the Port of Savannah, has been promoted to assistant officer in charge at the Port of Jacksonville. She had worked in Savannah's port since 1978.

Slaughter will assist officer in charge Peter T. Gross in supervising several northern Florida plant protection and quarantine programs. In 1990, she assisted in the successful eradication of the Mediterranean Fruit Fly in Miami.

First Woman President
It would seem logical for a woman born on Maritime Day, May 22, to end up working in the maritime industry. That's just what happened for Amy Rhodes, GPA communications manager.

An active member of Savannah's Propeller Club since 1986, Rhodes was named the first woman president in the club's 58-year history.

She was a board member for three years, vice president for two years, and this year was named first runner-up for the Southcoast Honor Award. She also edits the club's quarterly newsletter.

Don't Bet On It
Plans to operate a casino-equipped cruise ship off Wilmington Island outside of Savannah have been scrapped.

Fernando Cuquet, president of American Cruise Lines, said he spent time and money on the ship since 1989 but was unable to fight "vociferous and emotional opposition" to gambling, especially on the part of Chatham County Commission chairman Robert McCorkle.

"If Georgia wants this and needs it, it is going to have to pass a law similar to one in Mississippi. You will have to permit a casino to operate in the river," Cuquet said.

In addition to the political battle which twice went all the way to the General Assembly, renovation work on the ship, built in 1957 and formerly used as a car ferry, took longer and was more expensive than anticipated. "We went into this deal needing $3 million," Cuquet said early this year. "Now it's a $7.5 million deal. It's worse than building a building."

In June, the ship was still at a Mobile shipyard undergoing renovations. Cuquet said he expects to berth the ship in Mississippi and to operate it as a 24-hour-a-day casino on the Mississippi River.

Corps Names New Commander
Army Col. Donald R. Holzwarth became commander of the Savannah District Corps of Engineers office on June 21.

Prior to coming to Savannah, Holzwarth was resources division chief in the Pentagon office of the assistant chief of engineers. He replaces Maj. Elias S. Smith, who succeeded Col. Ralph V. Locurcio as district commander in January. Locurcio left to head the Corps' Kuwait Emergency Recovery office. Smith will remain at Savannah district headquarters as deputy commander.

Holzwarth has held numerous Army command and staff assignments, including chief of the Corps' facilities analysis branch, commander of the 589th Engineer Battalion.
at Fort Leonard Wood, Mo., and operations and executive officer of the 14th Combat Engineer Battalion at Fort Ord, Calif. His overseas assignments included duty in Germany and Vietnam.

**BRUNSWICK**

**Port of Brunswick Improvements**
Design criteria for the replacement of the Sidney Lanier Bridge call for a fixed span with a vertical clearance of 185 feet, 46 feet higher than the existing bridge.

Widening of the South Brunswick River channel from 300 to 400 feet, from the turning basin to the Colonel's Island berths was completed in mid-July 1990.

Berthing and storage improvements are slated for the Mayor's Point Terminal in 1992. Approximately 500,000 tons a year of export wood products are handled at the facility. The plans call for the existing 1,500 feet of berthing to be lengthened by 250 feet and for the storage area within the existing

**North Florida Notes**

**Fernandina • Jacksonville • Port Canaveral • Orlando**

**JACKSONVILLE**

**Halsey Named to JPA Board**
Jacksonville attorney Mark Hulsey was appointed to the Jacksonville Port Authority board of directors by Gov. Lawton Chiles. A senior partner of Smith Hulsey and Busby, Hulsey is a former assistant U.S. attorney for the Southern District of Florida and a recipient of the 1985 Florida Bar Association medal of honor.

**ROWLAND ELECTED TO IAPH**

Charles M. Rowland, executive director of the Canaveral Port Authority, has been elected to the board of directors of the International Association of Ports and Harbors. In addition, he was elected to the executive committee, one of only six members representing North and South America. IAPH is an association of 233 seaport authorities from 81 countries. Their main purpose is to represent the port industry to international bodies, such as the United Nations.

Rowland has been executive director of the Canaveral Port Authority since 1980. Among his many offices related to the port industry, he has served as director of the American Association of Port Authorities, president of the Florida Ports Council.

**ORLANDO**

**Export Incentives Available**

The Florida Department of Commerce, bureau of international trade, has introduced two new export programs.

Owens International, Clearwater, is under contract with the Florida DOC to provide foreign credit insurance for state firms and provide participation in a Florida Shared Foreign Sales Corp.

The credit insurance allows firms to extend terms to qualified foreign firms and have those terms insured for commercial and political risk.

The FSC permits Florida exports to obtain tax exemption on their sales overseas. In times of great competition for U.S. firms overseas, these programs can provide a competitive export edge.

**Bogus Traders**

It has been reported that scam letters from traders in Nigeria are being received by U.S. firms. These letters propose various schemes, promising large financial rewards for little or no effort on the part of the recipient. One letter asked a U.S. company to provide a trust account in his bank for $35 million, and receive 30 to 40 percent of it. This money is supposedly the result of over-invoiced oil credit earned in the '70s. Another example is a request to inflate the ability to split the difference over the inflated value with the Nigerian agent. The U.S. firm is called upon to pay a tax before the money can be transferred out of Nigeria. Bottom line: know who you are doing business with and, if the deal looks too good to be true, it probably is.

**Williams Relocated to Orlando**

The Bureau of International Trade, Florida Department of Commerce, has relocated Sharon Williams to Orlando. She is currently working out of the Economic Development Commission.

**To report news items, call (904) 355-2601, FAX (904) 791-8816.**
Palm Beach • Port Everglades • Miami

South Florida Notes

Marci Alson Grady

PALM BEACH

Maritime Museum Fundraisers
The Palm Beach Maritime Museum, a non-profit division of Ocean Learning Institute, is planning to open later this summer. A series of raffles, sponsored by Crown Cruise Line are being held. Prizes include seven-night cruises for two on board the new Crown Monarch.

Close to the Port of Palm Beach, the Intracoastal Waterway, and the Coast Guard station on Peanut Island, the museum will be the focal point for the county's Christopher Columbus Quincentennial celebrations.

Traffic Club Elections
The Professional Traffic Club of the Palm Beaches held its annual installation dinner June 15. New officers for the 1991-92 year are: Stephanie Duncan, president; Juanita Haynes, first vice president; Annette Beaudoin, second vice president; Carole Bruski, secretary; and Kimberly O'Connor, treasurer.

PORT EVERGLADES

USCGC Becomes Artificial Reef
South Florida's newest artificial reef is the 164-foot, 1934 Coast Guard cutter Nemesis, which was scuttled in 70 feet of water one-half mile off Deerfield Beach on June 9.

The ship was decommissioned in 1964, then spent 13 years laid up in the Miami River before being moved to Fort Lauderdale's New River, where she was converted into a floating restaurant until it was closed down.

The South Florida Divers Club and Grady Marine Construction spent six weeks cleaning the vessel, removing its contents, and adding escape routes for divers' safety. The tags Pile Express and Graymar Sun carefully pulled the ship from her berth and towed her down the river and out to sea. With the aid of pumps and four to six-foot seas, it took 90 minutes for the 57-year-old vessel to fill with water and disappear from sight.

Wetlands Enhanced
Phillip R. Jimrini & Associates Inc., Lewis Environmental Services and Team Land Development recently completed mitigation at West Lake Park for the expansion of the Southport facilities. The project enhanced 186 acres of mangrove preserve and created 4.5 acres of mangrove forest. Four sets of culverts were placed through an existing berm to allow tidal flushing of the preserve from the Intracoastal Waterway.

"Azure Seas" Joins Port
Admiral Cruises, a division of Royal Caribbean Cruises Ltd., has added a second ship to the Port Everglades fleet with the inaugural sailing of the Azure Seas May 19.

Previously sailing from Los Angeles, the vessel now offers seven-night cruises with Sunday departures year round.

The port has made plans for an $800,000 refurbishment of Cruise Terminal #2/24 and a $1.5 million pier extension of Berth 22, both to be completed this summer.

DNA Cruises to Nowhere
Delta Nu Alpha held its installation dinner while cruising on the Scandinavian Sun. Officers for 1991-92 year are: Neil Bardill, Southeast Frozen Foods, president and chairman; Michael Matthews, Quasar Productions, and Michael Morrison, Malone & Hyde, vice presidents; and Fred Hogarth, Trans-Continental Traffic, treasurer.

A special Outstanding Achievement Award was presented to Valerie Watt, of Ernst & Young, for her service as treasurer since 1985.

Directors chosen were Lt. Sherry Davis, Ernesto Rodriguez, Janet Shipman, James Van Horn, Gary Wright, and Bob Giangrisostomi, who was also named director of the year.

Marine Council Holds Elections
New officers were elected at the Marine Council's annual May meeting: Ed Swakon, EAS Engineering, was named president; William Brant of Post Buckley Schuh & Jernigan, Mike Brescher of Crandon Park Marina, and Carl Straw of International Marine Resources, were elected vice presidents; Shirley Sandberg, New Directions for the Handicapped, secretary; and Robert Rich, Sr., Rich Electronics, treasurer.

Directors chosen for a three-year term are Teo Baban, Jr., Antillean Marine Shipping; Capt. John Gonzales, Biscayne Bay Pilots; Robert Parks Esq., Anderson, Moss, Parks & Russo, P.A.; Bruce Rosenbahl, Rosenstiel School of Marine & Atmospheric Science; and Jeanne Westphal, Jeanne Westphal Associates.

Spanish Training Ship in Port
Juan Sebastian Eleano, the school ship of the Spanish Royal Navy, arrived in Miami in June. The 64-year-old, four-masted, iron-hulled ship came to Miami ahead of the three replicas of Christopher Columbus' ships that are expected to sail in February from Spain. They will be on a goodwill tour to North America to mark the 500th anniversary of the discovery of America. Miami will be their first stop.

You can contact Marci Grady at 1525 South Andrews Avenue, Suite 218, Fort Lauderdale, Fla. 33316, (305) 522-6021.
East Gulf Notes

Tampa Bay • Panama City • Pensacola • Mobile • Pascagoula • Gulfport

Bill Sullivan

TAMPA BAY

Club Growing by Leaps and Bounds

PANAMA CITY

Traffic and Transportation Club
On June 12, the club met at the Four Winds, with a new twist! A prize was to be presented to the attendee who had been inactive for the longest time. The idea was to stimulate members and ex-members to return and get involved.

One new member, Kathleen Dorsay, sales representative with Covan World Wide Moving Co., and a returning member, Jack Paulk, Paulk's Moving and Storage, were welcomed.

The club's second annual "Fun Day" went quite well, with $750 being presented to Project Graduation. Accolades were given to all involved, with very special thanks to Jenny Thomas, who chaired the affair, and John Ramer for his strong support.

The July meeting will be a Captain Anderson's cruise.

MOBILE

Grain Marketing Agent to USSR
Harold E. Hudgins, Alabama State Docks' grain marketing agent, has been selected to be part of a five-member delegation bound for the Soviet Union, sponsored by the North American Export Grain Association. Hudgins works out of Overland Park, Kans., North American Export Grain Association. He will also oversee some grain elevator and weight committee.


Hudgins has been selected for his work with NAEGA's grain, grain marketing agent, has been selected to be part of a five-member delegation bound for the Soviet Union, sponsored by the North American Export Grain Association. Hudgins works out of Overland Park, Kans.

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Hoverspeed Feasibility Work
For one week in June, Hoverspeed brought a 35-foot air-cushion Hovercraft to the Port of Mobile to do preliminary studies for possible fast ferry service and other uses in the wide, shallow waters of Mobile Bay. The SAH 2200 was moored at the small craft berth at the shore end of ASD Pier A-B, just forward of the State Yacht Jamelle.

Running around the harbor and the flats of the upper bay at a speed of 30 knots while producing no wake, the vessel rides on a cushion of air contained beneath the hull by a segmented flexible skirt. When the skirt is deflated, the SAH 2200 rides on a buoyant hull at low speed.

With the skirt inflated, the vessel has literally no draft and is capable of riding across moderately rough water, mud flats, and smooth pavement equally well. Driven by a single diesel engine which provides thrust by a ducted fan propeller at the stern, the vessel has a disposable load of 3,307 pounds and provides lift, as well.

For fast ferry work. Rather, much larger vessels of 50-70 passenger capacity are currently under construction in Florida. The first four large Hoverspeed vessels are already earmarked for service in New York.

For more information, give Hoverspeed a call (908) 291-0007, or drop them a line at 1 Bay Ave., Highlands, N.J. 07732.

Mobile Navy League Reception
Capt. Paul Busick, from the USCG air unit, and Cdr. Dave Gorden, USN, are leaving Mobile. Dave has been head of construction at Mobile's naval homeport for the past few years. Through all of the ups and downs, Cdr. Gorden and his folks kept going. The base is now approved and ready for duty.

Coming to join us is Capt. Peter Perschke USCG.

Atlantic Marine Lifts First Vessel
The new giant drydock in Mobile, Atlantic Marine's Alabama, lifted the OMI Hudson for service on the blocks at her recently completed berth on the east bank of the Mobile River. The Hudson was pulled, painted and floated quickly and efficiently.

NEW ORLEANS

New Captain of the Port
Captain of the Port of New Orleans, Captain William J. Loefstedt, will turn over command to Capt. James W. Calhoon at 10 a.m., July 10 at the USCG Support Center.

Capt. Loefstedt will be staying with the Eighth District as chief of marine safety Division.

You can contact Bill Sullivan at 2305 David Drive, Mobile, Ala. 36605, (205) 473-1233.

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SOUTHERN SHIPPER: JULY 1991 25
One of the best ways of meeting people and learning about intermodal products and services in the shortest amount of time is by visiting booths at a trade conference.

During a tour of the South Carolina International Trade Conference I had the chance to meet Mickey Baldwin, sales representative for Econocaribe Consolidators Inc. Since coming on board in January he has traveled extensively throughout South Carolina, as well as up into North Carolina. As part of Econocaribe’s efforts to improve its service to customers, you can now call their new numbers in Greenville, S.C., (803) 232-4368, Columbia, S.C., (803) 252-7126, and Spartanburg, S.C., (803) 252-7126. In addition, their Charleston, S.C. number is (803) 760-2894.

Mickey joins his wife, Sally, terminal manager. Sally has been with Econocaribe for nine years. Also in the Charleston office are Shirley Mack, documentation manager and John LaRoche, warehouse supervisor.

Robert F. Bennett, Charleston Navigation Co. Inc., and I struck up a conversation. He was the captain of the Port of Charleston for the U.S. Coast Guard between 1978 and August 1982. He’s a 1958 graduate of the Coast Guard Academy. Robert has written articles for the Naval Institute’s publication, “Proceedings,” and has written a history for the Coast Guard.

Robert explained to me that the Coast Guard has gone through a long evolution to become the organization that now exists. Alexander Hamilton in 1790 created the Revenue Marine Service, which was responsible for many of the functions that are now associated with the Coast Guard. Robert said the evolution of the Coast Guard paralleled the growth and concerns of our nation as commerce on our waterways has grown over those 200 years.

Also while walking the booth area at the South Carolina Trade Conference, I was able to speak with Kay Hargrove-Winnett, International Freight Forwarders; Arthur Pruett, deputy manager, Evergreen in Atlanta; and Pete Lewis, regional sales manager of the Carolinas for Navieras De Puerto Rico. The impression I drew from our conversations is that this year is looking to be a very busy one.

That evening, at the “Night on the Riverboat Gambler,” there were more opportunities to socialize. Jean and Ken Yopp, regional managers of Norfolk Southern, were doing very well risking their play money at the blackjack table.

Also, getting his fair share of good cards was Torsten Kiene, owner representative of ECAM Container Agencies Inc., general agent for Deppe Line.

Cheryl Sabol was decked out in “period dress” for the occasion. Her pink hoop skirt attracted a lot of attention. Cheryl’s husband, Stephen, sales representative of Norfolk Southern, was also doing very well with his play money at the gaming tables.

Later on that evening, Summar Agency Ltd. hosted a reception on the Omni’s balcony. At the reception was Dick Liscia, Union Camp Corp. As the guests entered the reception they were greeted by the hosts Jim Cox and Debra Summar, of the Summar Agency.

The following week brought the Atlanta Intermodal Expo, which attracted more than 5,600 people. The importance of intermodalism in the southern United States is reflected by the strong presence of firms from the region.

Among the people I saw while strolling along the convention displays were Richard E. Allish Jr., with Horizon Freight Systems; Ron Punkratz, senior transportation analyst for Ciba-Geigy AG Division Logistics, from Greensboro; Ruth Somers, Somers & Associates; and Joseph K. Ebberwein, vice president for John S. James Co. At Port Manatee’s booth, David McDonald, assistant port director, said the amount of oil passing through the port is rebounding from winter slump.

Next to Port Manatee’s booth was Buffers’ John J. Hove, marketing development and Jim Nelson, sales manager, Southeast region. They explained how their container rail cushioning and freight container equipment can reduce damage and save money for intermodal shippers.

The Port of New Orleans’ booth was very strategically placed in the display area. Steven Jueger, marketing and sales director, was kept busy with those interested in the port.

My walk also gave me the opportunity to meet Chris V. Kinnett, port director of the Indiana Port Commission. Chris told me that a lot of the cargo that travels to Indiana comes through the states of Tennessee, Alabama, Mississippi, and Louisiana, where the port concentrates much of its marketing effort. It is just another sign of the interrelationship that exists within the North American transportation system.

Lunch on the last day of the convention was especially informative, because of an opportunity to sit next to Stephen M. Gedney, president of the Lancaster & Chester Railway Company. The South Carolina branch line is nicknamed “The Springmaid Line.”

Steven also represents a bridge route in Cape Charles, Va., called the Eastern Shore Railroad Inc. He explained that the growth of intermodalism is making it more difficult for short lines to survive. When a company is building a new facility, rail siding is not as important a consideration as it once was. Shippers have more alternatives for moving their raw materials and finished goods than they have ever had. Many shippers would rather retain the ability to keep all their options open and allow carriers to compete for their business than risk being being served by only one railroad.

The East Shore Railroad is a bridge route which might be better described as a ferry route. The railroad survives as a short cut from the Norfolk area to the Northeast. The railroad carries rail cars across the Chesapeake Bay to the eastern shore of Maryland, where it connects with Conrail.

Among the bustle and clutter of a remodeling effort in the Jacksonville Port Authority’s sales and marketing department, Neal Ganzel, director of public relations and former Seafarer editor, had an opportunity to sit and talk in his office.
Though the return of cargo from Operation Desert Storm is much less urgent than when it went over, Neal told me that the port is giving the cargo the same dedication. JAXPORT managed to handle more Desert Shield and Desert Storm cargo than any other port while maintaining its commercial accounts and making room for thousands of mobile homes bound for Israel and Saudi Arabia.

Neal gave special praise to Henry Colson, marine director, Bob Reeves, deputy marine director, and David Smolder, Blount Island terminal manager, for keeping everything running smoothly at the port during the war.

Who knows what the result of delays in material going to our troops on the front line might have cost? The role that the merchant marine and especially the terminal people play during war is often overlooked. Their action or inaction can have an important impact in the outcome of a war.

This summer the HMS Rose has been taking a "Bill Of Rights Tour" of the eastern seaboard. One of the purposes of the tour is to celebrate the 200th anniversary of the ratification of the Bill of Rights, by displaying an original copy of that important document.

The ship visited the port of Savannah on its tour along with Portsmouth, Va.; Wilmington, N.C.; and Charleston. The Rose will be in Jacksonville until July 7, when it will sail to Richmond, Va. on her 24-port tour.

Admission to the Rose will benefit Save the Children, an international relief and development agency. Proceeds will also be used to support the 1992 U.S. Olympics development agency. Proceeds will also be used to support the 1992 U.S. Olympics.

For the second year in a row, Longwater & Co., a Savannah-based advertising agency, won a prestigious West Award. The firm won an Award of Excellence for the design of the 1990 Mitsui O.S.K. Lines (America) Inc. color print campaign.

Freddy R. Jones, chief of the operations division of the Mobile District of the U.S. Corps of Engineers, retired with more than 34 years of federal service.

Norm Connell, Columbus area office area engineer, has been named acting chief of the operations division, and Wayne Fuller, chief of emergency management, has been selected for a lateral temporary assignment as the assistant chief, operations division.

Freddy has worked in the Mobile district since 1957 and has his port as area engineer in charge of construction of the Tennessee-Tombigbee Waterway, a job he held for eight years.

Norm has been with the Mobile district operations division for 14 years and was responsible for the operation of the Tennessee-Tombigbee Waterway as the Columbus area engineer.

Hvide Shipping Inc. has promoted Gerald Farmer to senior vice president of finance and administration and Eugene F. Sweeney to senior vice president of operations.

In his new position, Gerald will be responsible for all financial, legal, business development, human resources and administration for Hvide and its affiliates. He will retain his responsibilities as chief financial officer and continue to administer employee insurance benefits. He joined Hvide in 1973 as vice president of finance. Eugene, who joined the company in 1981, was recently appointed to the National Research Council Committee on Advances in Navigation and Piloting. He is a past president of the Chemical Carriers Association and an active member of the American Institute of Merchant Shipping.
New Orleans Port Awards Wharf Contract

The Port of New Orleans has awarded a $22.4 million contract for construction of a wharf at the site of the old Public Grain Elevator, which was demolished last year.

The Nashville "B" Wharf, scheduled for completion in 1994, is part of a $200 million capital improvement program under way at the port.

Great Lakes Dredge & Dock Co. of Metairie, La., won the contract to build the wharf, which will be 1,785 feet long and 320 feet wide. The company also will build a 141,400-square-foot transit shed atop the wharf, and install crane and train rails on the wharf's river side.

The port will furnish all the pilings and rails for the project. The terminal is part of a larger project that eventually will connect the Nashville Avenue and Napoleon Avenue wharves. The port is developing new facilities there because it is one of the few areas along the riverfront with substantial acreage for marshaling of cargo.

The terminal will be connected with the Tchoupitoulas Corridor, a riverfront truck route that is being developed with $35 million from the Louisiana Transportation Trust Fund.

Econocaribe Starts LTL Service to Guatemala

Econocaribe Consolidators Inc. has begun weekly less-than-containerload service to Guatemala.

Econocaribe, a 23-year-old company based in Miami, specializes in freight consolidation, warehousing and import and export distribution.

The company has terminals and offices in Jacksonville, New Orleans, Mobile, Atlanta, Charleston, Jersey City, Minneapolis, Chicago, Houston, Dallas, Seattle, Long Beach, Oakland, and Portland, Ore.
Eden Air Freight Buys T-A-T

T-A-T Airfreight Inc., a Miami-based air and ocean freight forwarder, has been sold for an undisclosed amount to Eden Air Freight, an air freight forwarder based in Costa Mesa, Calif.

T-A-T had been Eden’s exclusive agent in Central and South America since mid-1990.

John Alexander, who had been T-A-T’s vice president, will become Eden’s regional vice president for Latin America and the Caribbean. T-A-T employees in Miami and San Juan also will be retained by Eden.

Eden has also established its 27th U.S. station with the opening of a Charlotte office headed by Dennis Daniels, district manager. The station is at 2438 Park Road, near Charlotte/Douglas International Airport. The station’s telephone number is (704) 347-0947.

Eden started in October 1987 as a domestic air freight forwarder, and later expanded into international forwarding. With the acquisition of T-A-T, international forwarding will account for 40 percent of Eden’s revenue, the company said.

CMA Opens Office In Atlanta

CMA (USA) Inc. has opened an Atlanta office to represent Compagnie Maritime d’Affretement, the French carrier that provides weekly container service to the East Mediterranean, Middle East and India.

The Atlanta office is managed by Alex Gibson, with Cindy Reed Holstrom as customer service manager. The new office is at 2971 Flowers Road South, Suite 200, Atlanta 30341.

ACL Opens Customer Service Center

Atlantic Container Line has established a regional customer service center in Savannah to provide booking, documentation, equipment control and data input services previously offered in Atlanta.

The service’s phone number is (800) 937-1174. Paul McGrath is ACL’s regional manager, South Atlantic and Gulf trade.

Con-Way Opens CFS In Atlanta

Con-Way Transportation Services has established an Atlanta container freight station that will consolidate shipments for export. The CFS will use the services of Con-Way’s intermodal subsidiary (Con-Way Intermodal) and its southeast regional trucking company (Con-Way Southern Express).

Both of the subsidiaries have access to Con-Way’s electronic data interchange programs.

Southern Overseas Opens Greensboro Office

Southern Overseas Corp., a Wilmington, N.C.-based customs broker and foreign freight forwarder, has established a branch office in Greensboro.

The new office is at 532 N. Regional Road, Suite D. It is managed by Lee Moore, who has spent seven years in the brokerage and forwarding business.

Southern Overseas also has offices in Charlotte, Morehead City, Atlanta, Savannah, Norfolk and Charleston.

Wachovia Opens Tokyo Office

Wachovia Corp.’s primary banks, Wachovia Bank of Georgia and Wachovia Bank of North Carolina, have opened a joint representative office in Tokyo.

The office is managed by James W. McGinnis III, chief representative.

Wachovia, an interstate bank holding company with assets of more than $25 billion, also has an overseas representative office in London.

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Trailer Train Changes Name to TTX

Trailer Train Company, a Chicago-based corporation that operates a nationwide pool of 100,000 rail cars, has changed its corporate name to TTX Company.

R.C. Burton, the company’s president, said the change reflected a change in the company’s business.

Burton said the initials TTX have been the reporting marks on the company’s cars since its start, and that the company often is referred to as “TTX” by people in the rail industry.

Houston Marine Training Adds To Staff

Houston Marine Training Service, a Kenner, La.-based company that specializes in preparing applicants for Coast Guard exams, has added an engineering specialist and national account developer.

Bob Padgett will be director of engineering, responsible for preparing, updating and teaching the company’s engineering curriculum. He is a former Army officer in water transportation and a licensed chief engineer with more than 29 years of experience.

Bob Slate has been named national account developer, and will be responsible for contacts with officials of maritime companies.

N.C. Plans Asia Catalog Show

A Southeast Asia catalogue show is scheduled for October 28-November 8 by the International Trade Division of the North Carolina Department of Economic and Community Development.

The show will be held at Jakarta, Singapore, Bangkok and Taipei, and will feature general products.

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John S. James Co ........................................... (912) 232-7126
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John S. James Co ........................................... (919) 563-3010
Southeast Atlantic Cargo Operators ...................... (919) 769-2445
Southern Overseas Corp ........................................ (919) 762-0300
I seem to have trouble with matches lately. All the matches seem to be paper "book" matches, and, since I do not smoke, I do not use very many. So, they get old and seem to absorb moisture so that they just do not strike -- at least they do not produce fire very often.

There used to be mostly wooden matches, about an inch and a half long. They came in a box that they fit in lengthwise. Then there were "kitchen" matches, about the same size wooden sticks but they came crosswise in a much larger box.

Then "safety" matches came along -- not supposed to strike on anything but the box they came in. Cigarette smokers could not strike them on the seat of their pants like other matches. I don't know why, but that thing of pulling pants tight and then not striking them on the seat of their pants like other matches. I think they were supposed to go out completely when blown out -- not leave a small coal glowing for a minute or two as the older matches did.

And for lighting the gas headlights on the old automobiles, there were special "flamers" that had the chemical extend about an inch down the stick, not just a head on the tip. They would not blow out until all the chemical was consumed, so that gave ample time to get the headlight burning, even in a wind. But they were expensive. Nice though, to be able to get both headlight going with only two matches, instead of having to make several tries for each headlight.

Maybe we do not appreciate electric lights as much as we should.

No, and it never was.
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