



A N N E X E



CANQ  
TR  
SMVSL  
109  
V.2

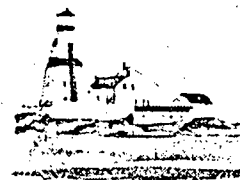
448437



# Transport Symposium 9

7 - 9 October 1991 - Saint John, NB, Canada  
Hilton Trade and Convention Centre

Rotterdam 1974  
Rotterdam 1976  
Vancouver 1978  
London 1980  
Hamburg 1983  
Lisbon 1985  
New Orleans 1987  
Helsinki 1989  
St. John, NB 1991



## LISTS OF PARTICIPANTS (Companies, Delegates, Speakers)

PPI is proud to welcome over 580 delegates from 20 countries to  
Transport Symposium 9, Saint John, N.B., 7-9 October 1991

is proud to welcome over 580 delegates from 20 countries to  
Transport Symposium 9, Saint John, N.B., 7-9 October 1991

### Registrants from 20 countries

Country	Number of delegates	Country	Number of delegates
Austria	1	Japan	1
Belgium	43	Netherlands	28
Brazil	9	New Zealand	2
Canada	109	Norway	31
Chile	6	Portugal	4
Denmark	4	South Africa	5
Finland	16	Sweden	35
France	21	Switzerland	4
Germany	52	United Kingdom	68
Italy	9	USA	132

MINISTÈRE DES TRANSPORTS  
CENTRE DE DOCUMENTATION  
700, BOUL. RENÉ-LÉVESQUE EST,  
21<sup>e</sup> ÉTAGE  
QUÉBEC (QUÉBEC) - CANADA  
G1R 5H1

GANQ  
TR  
STVSL  
109  
V.2

REÇU  
CENTRE DE DOCUMENTATION  
25 JUIL 1997  
TRANSPORTS QUÉBEC

#### Contents:

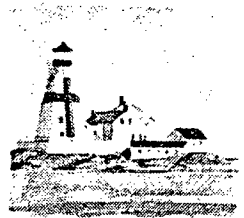
	Pages
List of companies:	1-19
List of delegates:	21-31
List of speakers:	33-34
List of late registrants:	35



# Transport Symposium 9

7 - 9 October 1991 - Saint John, NB, Canada  
Hilton Trade and Convention Centre

Rotterdam 1974  
Rotterdam 1976  
Vancouver 1978  
London 1980  
Hamburg 1983  
Lisbon 1985  
New Orleans 1987  
Helsinki 1989  
Saint John, NB 1991



## LIST OF DELEGATES BY COMPANY

\* denotes speakers/session chairmen

### A

<b>Abitibi-Price Sales Corp., USA</b>	Anders Nordin, Manager Transportations Distribution James S. Prochilo, Director International Operations
<b>Duncan Adams Ltd., United Kingdom</b>	Duncan Adams, Managing Director
<b>Agency-Furncan Marine Ltd., Canada</b>	Warren McKim, General Manager
<b>Alabama State Docks Department, USA</b>	John B. Dutton, Director Arthur J. Poillon, Assistant Director
<b>Alabama State Docks (Port of Mobile), USA</b>	E.G. Browning, General Manager
<b>Alfred Balguerie</b>	<i>see Balguerie</i>
<b>Alfred Kirchhof Stevedore</b>	<i>see Kirchhof</i>
<b>Allied Intercontinetal Agency Inc., USA</b>	Vern Unger, President
<b>Alsibras Transportes e Serviços Marítimos SA, Brazil</b>	Michael Behrendt, Director
<b>Anker Schiffahrts GmbH &amp; Co., Germany</b>	Wilhelm Leeling, Manager, Forest Products General Cargo
<b>Antwerp Combined Terminals, Belgium</b>	Fernand Dejosse, Asst. General Manager
<b>Aracruz Celulose SA, Brazil</b>	Lindolfo Collor, Shipping Manager
<b>Celulosa Arauco y Constitucion SA, Chile</b>	Alberto Walker, Operations Manager
<b>Armada Shipping Inc., USA</b>	Robert W. Nilsen II, Project Manager Reed Vanderpool, Operator
<b>Aros Shipping GmbH, Germany</b>	Günther C. Evers, Managing Director
<b>J.E. Aspen Shipping Co., USA</b>	John E. Aspen, President
<b>ASSI, Sweden</b>	Bo G. Jönestedt, VP, Purchase & Transport
<b>The Atchison, Topeka &amp; Santa Fe Railway Co., USA</b>	Harold R. Maul, Product Manager
<b>Auramo, Netherlands</b>	Jan M.M. van Dorst, Sales Representative
<b>Auramo GmbH, Germany</b>	K. Peter Staack, Chairman
<b>Auramo Inc., USA</b>	Mark W. Henderson*, Vice President, US Operations
<b>Auramo Cargo Systems Oy, Finland</b>	Peter Merin*, R & D Manager Bo Vennström, Marketing Director
<b>Auramo-EML-France Sarl, France</b>	Antoine M. Misto, Director

# B

Alfred Balguerie SA, France	Pierre Drouillard, Directeur Patrick Thomas, Président Directeur Général
Baltimore Forest Products Terminals, USA	Scott S. Menzies*, President Bruce Wrightson, Terminal Manager
B & B Attachments Ltd., United Kingdom	Michael R. Barton, Director George Bell, Managing Director Irene Bell, Company Secretary
Baton Rouge Marine Contractors Inc., USA	Ralph U. Hill, President
Port of Beaumont, USA	John R. Roby, Transportation Manager
Thomas Berg Shipping AB, Sweden	Thomas Berg, Shipbroker
Bruno Bischoff Reederei, Germany	Herbert Behrens, Managing Director
Blyth Harbour Commission, United Kingdom	P.J. Camp, General Manager D.W. Hetherington, Operations Manager
Hamburger Versicherungsbüro Otto Bodis, Germany	Jan O. Bodis*, Head of Legal Department Otto Bodis, Managing Owner
Boise Cascade Corp., USA	Sharon Royal, Supervisor Transportation Services
Port of Bordeaux Authority, France	Philippe Prat, Marketing Executive
Borgestad A/S, Norway	Björn Erik Undall, Director
Bowater Inc., USA	Chad A. Carlson, Marine Transport. & Materials Handling Asst. Michael J. McInerney, Director, Distribution/Operations Kenneth H. Sturm, VP, Distribution/Operations
Bowater Mersey Paper Co. Ltd., Canada	David B. Chandler, Transport., Distrib., & Finishing Mgr.
Brandtship USA, Inc., USA	Krister Brandt, President
Bremer Lagerhaus-Gesellschaft, Germany	Horst Evers, Sr. Executive Sales Import Walter Hübenthal, Managing Director, Sales
Bremer Lagerhaus Gesellschaft US Repres., USA	Bernd Homann, Director, Marketing/Sales
Bremer Speditionskontor Fritz Brüll GmbH, Germany	Fritz Brüll, President
Brookville Transport Ltd., Canada	Walter B. Little, Vice President Richard H. Oland, President John L. Travis, Project Manager
Bruce Maritime AB, Sweden	Claes-Hakan Bruce, President
R. Brumwell & Co., United Kingdom	R. Brumwell, Partner
Thorsten Brunius Co. AB, Sweden	Kenneth Arvidsson, Shipping Manager
<i>Bruno Bischoff Reederei</i>	<i>see Bischoff</i>
Cartiere Burgo SpA, Italy	Mario Rocca, Traffic Manager
Business Consulting Ltd., Austria	B.B. Siminiati, General Manager

# C

Caemi International Ltd., United Kingdom	P. Simms, Manager Woodpulp Sales Co-ordinator
Cia. de Celulose do Caima, SA, Portugal	Joao C.R. Pereira, Shipping Manager
Government of Canada, Canada	Gerald S. Merrithew*, Minister of Veterans Affairs
Canada Ports Corp., Canada	Ginette Morin, Manager, Marketing Services Robert W. Tytaneck, VP, Finance & Admin.
Canadian Atlantic Railway (a div. of CP Rail), Canada	Patrick A. Pender, General Manager
Canadian Coast Guard, Harbours & Ports, Canada	Robert E. Hartlin, Regional Manager
Canadian Forest Products Ltd., Canada	M.S. (Mel) Nunweiler, Transportation Manager R.J. (Bob) Renwick, VP, Pulp & Paper Distribution
Canadian Pacific Forest Products Ltd., Canada	Klaus Burhop*, Director, Corporate Logistics R.A. Lipsett, Manager - Corporate Transportation
Canadian Pulp & Paper Association, Canada	David W. Church, Dir., Packaging, Purchasing & Transportation
Canadian Stevedoring Co. Ltd., Canada	Brian W. Mitchell, President
Canadian Transport Co. (Int'l), Belgium	D.W. Klompe, Manager Europe
Canadian Transport Co. Ltd., Canada	J.F. Turpin, Vice President & General Manager
Canbulk Shipping Corp., Canada	Keith Murphy, Shipbroker Arild Chr. Stockinger, President
C & H (Hauliers) Ltd., United Kingdom	Brian W. Chart, Operations Director Paul L. de Weck, Managing Director
Canfor Europe, Belgium	S. (Sigi) Jooris, Office Manager
Cargo Transit Services Ltd., United Kingdom	Barry O. Martin, Director
Carsten Rehder (GmbH & Co.), Germany	Thomas Rehder, Director
<i>Cartiere Burgo</i>	<i>see Burgo</i>
Cascade GmbH, Germany	K. Stobbe, German Sales
Cascade Europe, Netherlands	B. Fayers*, Product Services Manager
Cascade Hydraulics (Canada) Ltd., Canada	Stuart Didtel, Sr. Engineering Manager John Lesow, Sales Manager, Canada West Ad Naber, Managing Director Jim Sowell, Sales Manager, USA South Mike Tobin, Sales Manager, Canada East
Cascade UK, United Kingdom	J. Hunter, UK Sales
Cast North America (1983) Inc., Canada	Tony Deciccio, Sales Manager
Cellpap Terminal Hamburg, Germany	Hans Aalders, Manager Stevedoring Dept. Kai Gebert, Manager Trucking Dept. Klaus Gebert*, General Manager Karl-Heinz Pischel, Marketing Manager

Cellulose Marketing International AB, Sweden	Thomas Crafoord, Traffic Manager Peter Norrman, Traffic Manager
<i>Celulosa Arauco y Constitucion</i>	<i>see Arauco</i>
<i>Cia. de Celulose do Caima</i>	<i>see Caima</i>
Celulose Nipo-Brasileira SA Cenibra, Brazil	Paulo R. Da Silva Carlos, Transport & Shipping Manager
Central National-Gottesman, Inc., USA	Sidney Goldschmidt, Manager of Transportation Jerome L. Grill*, VP, Director of Transportation
CGMS, France	Philippe Leroy, Manager
<i>Charles Gee</i>	<i>see Gee</i>
Cie. Charles Le Borgne/Euroforest Terminals, France	Alan Bog, Marketing Manager
Chartwell Shipping Ltd., Canada	Michael G. Morgan, Chartering Manager Rodney M. Morgan, President
CIMEP, France	Michel Camino, Directeur Général Hervé Courtier, Fondé de Pouvoir
Clyde Port Authority, United Kingdom	John Hodgkinson, Marketing Manager
CMPC Internacional, Chile	Javier Kaltwasser, Operations Director
CMPC International Europe Ltd., United Kingdom	Guillermo Mullins, Director
CN Rail, Canada	Mary E. Taylor, Regional Manager Sales & Services
Comptoir Général Maritime "Cogema", France	Hervé Govin, Assistant Manager Pierre Petel, Manager
Colonial Oil Industries Inc., USA	William A. Baker, Jr., Vice President, Operations Robert H. Demere, Jr., President
<i>Combined Terminal Operators Zeebrugge Shipping &amp; Bunkering Co.</i>	<i>see Zeebrugge</i>
Continental Cellulose SA, Belgium	Jean Godts, General Manager
Convoys Ltd., United Kingdom	A.R. Coates, Managing Director E.P. Crowe, Operations Director
Cooper/T. Smith, USA	Bartlett Rainey, Director of Forest Products
Cory Brothers Shipping Ltd., United Kingdom	Michael J. Harrison, Director
Cowan Lavalin Inc., Canada	John Ostrander, Director of Sales
Cranston Machinery Co., Inc., USA	Rodney Bell, Sales Manager - Strapping Machinery
Crescent Wharves Ltd., United Kingdom	Sidney T. Cass*, Managing Director
Crestbrook Forest Industries, Canada	Jim G. Black*, Manager Traffic & Pulp Sales Coordination
Crossleys, United Kingdom	Gifford H. Wright, Managing Director
CTL Eastrans Inc., Canada	Jule McCallum, Shipbroker
Cunningham Group, Canada	Jack F. Cunningham, Chief Executive Officer

## D

Daishowa Forest Products Ltd., Canada	Nigel R. Cutler, Manager, Transportation
Danish Press, Joint Purchasing Assn., Denmark	Jorgen Jorgensen, Treasurer John Petersen, Warehouse Manager
De Baerdemaecker NV, Belgium	Daniel Bauwens, Distribution Manager
De Grave NV Shipping and Forwarding, Belgium	Herman De Grave, General Manager
De Vos & Zoon, Netherlands	Jannes de Vries, General Manager
Docenave / Seamar Shipping Corp., Brazil	Claudio Loureiro de Souza, Specialized Transp. Coordinator
<i>Duncan Adams</i>	<i>see Adams</i>
Dundee Port Authority, United Kingdom	Lee.A. Holland, Commercial Manager
E.I. du Pont de Nemours & Co., USA	William A. McCurdy, Jr., Logistics & Commerce Counsel

## E

EAC Bulk Transport (North America) Inc., USA	Robert Zwaga, Shipbroker
EAC Transport (UK) Ltd., United Kingdom	O. Henriksen, Captain General Manager
ECC International, United Kingdom	Richard Sharp, Distribution Services Manager
ECC International, USA	Robert M. Gilbertti, Director Export Distribution Kenneth J. Hartman, VP Customer/Marketing Services William C. Wiggins, Manager Export Distribution
Echo Freight Forwarding Ltd., United Kingdom	Keith A.P. Lunn, Managing Director
Ekman Liebig AB, Sweden	Jan Hellquist, Traffic Manager Tommy Persson, Shipping Administrator
Ekman Pacific Enterprises, Inc., Canada	Andrea Zenko, Traffic & Admin. Manager
<i>Elof Hansson</i>	<i>see Hansson</i>
Empire Stevedoring Co. Ltd., Canada	Andrew Chodos, General Manager Ted Chodos, President Murray Gorodensky, Vice President
SA Enso/Afd. Enso West, Belgium	Magnus Bonn, General Manager Gustaaf Van der Straeten, Assistant General Manager
Enso-Gutzeit Oy/Shipping Department, Finland	Antti Vehviläinen, Shipping Director
Enso Nord Transportges. mbH, Germany	Günther Luschnat, Managing Director
Europe Combined Terminals BV, Netherlands	C.J. Weststrate, Director Forest Products Division
Eurorail NV, Belgium	Tibor Vastagh, Member of the Board of Directors

# F

Fedcom, a division of Fednav Ltd., Canada	Peter G. Jones, Executive VP
Federal Marine Terminals Inc., USA	Robert Wallace, General Manager
Federal Paper Board Co., USA	Charles J. Poisella, Manager Int'l Fiber Distribution
Fednav Ltd., Canada	Kevin C. Griffin, Manager, Business Development Group
Feldmuehle Langerbrugge NV, Belgium	Winand H.F. Bruninx*, Manager Logistics Raw Material Willy Vande Wiele, Diensthoofd Distributie
<i>Figli di Nado Neri</i>	<i>see Neri</i>
Finanglia Ferries, United Kingdom	John Ashley, Managing Director A.H.J. Walker, Director
Finncell GmbH, Germany	Claus Jürgen Mayer, Shipping Manager
Finnfrance SA, France	Jacques Brifault, Chairman
The Finnish National Board of Navigation, Finland	Kyösti Vesterinen, Director General
Fintransit Ltd., United Kingdom	Keith Derham, Operations Director Pasi Piiparinen, Managing Director
James J. Flanagan Shipping Corp., USA	John Ragland, Business & Trade Development
Flexible Cable Vacuum International A/S, Norway	Rolf B. Rasmussen, Managing Director
Port of Flushing Ltd., Netherlands	A.J. Oreel, Managing Director L.D. Visser, Commercial Manager
Mess. Forestal e Industrial Santa Fe SA, Chile	Juan Carlos Urquidi, Sales Manager
Forest Lines, Inc., USA	James M. Baldwin, Asst. Vice President - Westbound Traffic Ted Przedpelski, General Manager
Forest Lines Agencies BV, Netherlands	G. Lodder, European Controller
Forest Products International, Inc., USA	Bud Wilkes, President
Forest Products Terminal Corp. Ltd., Canada	Luc Carignan, Director Paul Doiron, General Manager Bruce Harding, Manager Stevedoring Operations Kenneth Wolfe, Director
Forestrans Ltd., United Kingdom	Ronald E. Blair, Chairman
Forth Ports Authority, United Kingdom	J.R. Grant, Group Sales & Marketing Manager
Fortrans NV, Belgium	Pierre E. Brees, Managing Director
42 Berth Tilbury Ltd., United Kingdom	A.J. Bryant, Managing Director
F.P.- Distribution NV, Belgium	Emile Demarbaix, Managing Director
Fraser River Harbour Commission, Canada	Edward M. Kargl, Director of Corporate Development
Fraser Surrey Docks Ltd., Canada	Peter Jaskiewicz, Manager, Forest Product Operations



<i>Fr. Meyer's Sohn</i>	<i>see Meyer's</i>
F-Ships Pool/Finn carriers Oy AB, Finland	Kari Wuorimaa, General Manager
Furness NeoBulk Services BV, Netherlands	Jaap Simonse*, Manager
<b>G</b>	
Gearbulk Inc., USA	Chris Sheils
Gearbulk Ltd., Norway	T. Imai, Line Manager Per K. Indreboe, VP, Operations Kristian Jebesen, Executive Vice President
Gearbulk Shipping Canada Ltd., Canada	Jone L. Hognestad, Commercial Manager
Charles Gee & Co., United Kingdom	John D. Guthrie, Senior Partner Keith D. Ivens, Partner
Genshipping (Canada) Inc., Canada	Vojko Tercon, President
Georgia Pacific Corp., USA	W.D. Fickett, Export Shipping Coordinator Kevin M. Russom, General Manager R.D. Warner, Manager, Ocean Freight
Georgia Pacific International Corp., United Kingdom	Mel R. Peacock, Sales Service Manager
Georgia Ports Authority, Norway	Arthur Rondan, Director Europe
Georgia Ports Authority, USA	Michael A. Calandra, Manager of Port Services
B. Glauerdt GmbH & Co. KG, Germany	Joachim Sprengel, President
Global Logistics, USA	Marius A.J. Hoogewerff*, Consultant
Gorthon Lines AB, Sweden	Lars Petersson, Vice President Kenny Pettersson, Chartering Manager Björn Ringdal, President
Goth Logistik-Services AG, Switzerland	Luigi Häfliger, Vice Director Leo Rüegg, Member of the Board of Directors
<i>Gottfr. Steinmeyer</i>	<i>see Steinmeyer</i>
<i>Government of Canada</i>	<i>see Canada</i>
Port of Grays Harbor, USA	Michael E. McKinney, Regional Marketing Manager
Greater Baton Rouge Port Commission, USA	Leo P. Blaize, Commissioner Gary K. Pruitt, Executive Director
Greer Shipping Ltd., Canada	Brock Chrystal, Line Manager, Director of Operations
Joachim Grieg & Co., Norway	Lars J. Albrechtsen*, Shipbroker
Grindrod Cargo Services, South Africa	Martyn D. Battrick, General Manager
Gulf & Atlantic Maritime Serv., USA	Edward J. Chick, Executive Vice President
Gulf & Eastern Steamship & Chartering Corp., USA	Ronald A. Berenger, Senior Vice President Woodward H. Register, Vice President

# H

Hamburger Hafen- und Lagerhaus-AG, Germany	Michael Bielfeldt, Sales Manager Gerhard Persdorf, Director
Hamburger Versicherungsbüro Otto Bodis	see Bodis
HANSAKAI Umschlagbetriebe GmbH & Co., Germany	Hermann Eggers, Managing Director
HB Elof Hansson, Sweden	Lars Edlund, Vice President, Shipping
Hays Marine Services Ltd., United Kingdom	N. Duncan Hempstock*, Asst. Div. Managing Director
Walter Heine Schiffahrtskontor GmbH, Germany	Walter Heine, Managing Director
Oy Helsinki Chartering AB, Finland	Henrik Sjölund, Managing Director
Herbert Engineering Corp., USA	R. Keith Michel*, President Robert D. Tagg*, Naval Architect
Herfurth & Co. NV, Belgium	Vincent Maldague, Director
Hessenatie NV, Belgium	Dirk Mondelaers, Commercial Manager Jan Van Mossevelde, Commercial Manager
Leif Höegh & Co. A/S, Norway	Jostein Bomstad, General Manager, Open Hatch Dept. Erik Falkenberg, Director, Höegh Lines Harald Kjelsvik, General Manager, Hoegh Lines
Holmested, De Man, Canada	Marc De Man, Partner
Hout-Natie De Eendracht NV, Belgium	Wilfried Wouters, Managing Director
HUB Forwarding Co., Inc., Canada	Ross L. Melvin, Manager
HUB Shipping Co., USA	Hubert P.C. Van Der Lugt, President
IFPTA, Belgium	John Kalish*, President Ruth Liss, Editor of IPFTA Journal
IFPTA, USA	Peggy Michel, Assistant to the Secretary
Industrial Mutual Insurance Co. (Finnish Marine Insurance Co. Ltd.), Finland	Björn Wörlund, Account Executive
Innocenti Depositit Srl, Italy	Angelo Innocenti, Commercial Director Arnaldo Morganti, Sales & Marketing Manager
Intercontinental Cellulose Sales Inc., USA	Anthony J. Jankowski, Traffic Manager
Inter-Counties Transport Ltd., United Kingdom	David Smyth, Operations Director
Inter Maritime et Fluvial/Boulogne Terminal, France	Max Lamiot, Directeur Général
International Paper, USA	Peter A. Lavelle, Mgr. Rate Planning & Development Gigi McElhannon Magdefrau, Int'l Distribution Operations David M. Ward, Marine Superintendent
Interrijn BV/Rebes BV, Netherlands	L.A.G. Rensen*, Managing Director

Italships SrL, Italy	Antonio Cristofanelli, Managing Director
ITC Inc., USA	Edward T. Bedford, Vice President
ITT Rayonier, USA	Vito J. Ciaccia, Director, Marine Transport
<b>J</b>	
<i>James J. Flanagan Shipping Corp.</i>	<i>see Flanagan</i>
Jebsens International (Canada) Inc., Canada	Lutz Dittmann, VP, Chartering Thomas Gagelmann, Chartering Manager
Jebsens International (USA) Inc., USA	Per A. Noie, Vice President
Jebsens Thun Management AS, Norway	William Bastesen, General Manager Lars Borge, Chartering Manager Tom W. Konow, Executive Vice President
<i>Joachim Grieg</i>	<i>see Grieg</i>
Joloda plc, United Kingdom	Geoffrey R. Gratwick*, Sales Manager
Jomaris Inc., USA	Gregory C. Powell, President
Jonker Navigation Corp., Canada	Robert Idsinga, President Volker Scheidler, Vice President
Jules Roy SA, France	Denis Coatmeur, Directeur d'agence Neufbrisach Daniel Evrard, Resp.Prod.Forest./Dir.Agences Boulogne/Bethu René Moebel, Président du Groupe Jules Roy

## K

Kaysersberg SA, France	Georges Antoine, Directeur Transport
Keating Transportation Services Inc. Owners/ Representing F-Ships, Finland, Canada	G.P. "Jerry" Keating, President
Kennedy Hunter NV, Belgium	Daniël Van den Berghe, Manager
Kent Line Ltd., Canada	D. Hall, Vice President/General Manager C. MacMillan, General Manager of Marketing & Sales
Alfred Kirchhof Stevedore, Germany	Rüdiger Ellmers, Managing Director
KNP Services BV, Netherlands	O.H.A. Consten, Transport Manager
Perry H. Koplik & Sons, Inc., USA	Geraldine C. Cryne, General Traffic Manager
Kapitän K. Koschig GmbH, Germany	Wolf-R. Benze, Managing Director Hans-Joachim Fürstenberg, Manager
Kruger Inc., Canada	Georgios Fafoutis, Manager, Marine Transportation Conrad Porteous, Senior Vice President
Kühne & Nagel (AG & Co.), Germany	Joachim Murken, Executive Vice President, Import Kurt Timm, Director
Kymmene Corp., Finland	Harri Dahlstedt, Marketing Manager
Kymtrans NV, Belgium	Jan M. Welter, Managing Director

## L

<b>Leif Höegh</b>	<i>see Höegh</i>
<b>Linkflow Ltd., United Kingdom</b>	F.J. Bowley, Operations Director Trevor Meredith, Managing Director
<b>Linkflow Transportation Ltd., United Kingdom</b>	Graham J. McCrindle, Director
<b>Lorentzen Chartering AS, Norway</b>	Ole J. Gjerpen, Shipbroker
<b>J.A. Lorenzo &amp; Co. Ltd., USA</b>	Joseph A. Lorenzo*, President
<b>Lübecker Hafen GmbH, Germany</b>	Roland Beberniss, Geschäftsführer
<b>Lykes Bros. Steamship Co., Inc., USA</b>	Ralph Kreuger, Sr. VP, Conventional Services Vic Pasudetti, Account Executive

## M

<b>MacMillan Bloedel Ltd., Canada</b>	George A. Adams*, VP, Transportation L.B. Hagen, Mgr., Transportation Services
<b>Madden Corp., USA</b>	James Geraghty, VP, Distribution
<b>Mann &amp; Son (London) Ltd., United Kingdom</b>	F.A. Hatchard, Managing Director
<b>Maple Leaf Shipping Agencies Ltd., United Kingdom</b>	David R. Littler, Director
<b>March Shipping Ltd., Canada</b>	Madeleine Paquin, President Steve Udvarhelyi, Executive VP & General Manager
<b>Maritim Befrachtung &amp; Reederei AG, Germany</b>	Klaus Hammes, Manager Manfred Lehn, Manager Hermann Schépers, Member of Board
<b>Bruce Maritime</b>	<i>see Bruce</i>
<b>Maritime Cargo Terminals Ltd., United Kingdom</b>	Derek Turner, General Manager
<b>Maritime Canada Shipping Services Ltd., Canada</b>	Jane L. Madsen, President
<b>Maritime Employers Association, Canada</b>	Michael P. Maher
<b>Mar Ter SpA Int'l Freight Forwarding Co., Italy</b>	Michele Bortolussi, Financial Manager Raffaele Bortolussi, General Manager Michael Clark, Sales & Marketing
<b>Maryland Port Administration, USA</b>	Mary Jane Norris, Assistant Regional Manager Manuel C. Ramos, Director, Latin America
<b>Melship AB, Sweden</b>	Stefan Bjoerk, Director
<b>The Merrill Companies, USA</b>	Paul D. Merrill, CEO
<b>The Mersey Docks &amp; Harbour Co., United Kingdom</b>	J.H. Rogers, Timber Terminal & Forest Products Mgr. K.J. Wharton, Marketing Director
<b>Meteor Paper Ltd., United Kingdom</b>	Peter Crosby, Director

Fr. Meyer's Sohn, Germany	Michael Herrmann*, Branch Manager A. Kossmehl, Traffic Manager Manfred Simanowski, Director Helmut Wolff, Branch Manager
Fr. Meyer's Sohn, Netherlands	Henk Tap, Traffic Manager
Millar Western Industries Ltd., Canada	Mark R. Panych, Dir. of Transport. & Pulp Sales Admin.
Port of Milwaukee, USA	Eric C. Reinelt, Trade Development Specialist Kenneth Szallai, Port Director
Miramichi Pulp & Paper Inc., Canada	Gordon Nowlan, Manager, Transportation
MoDo, Sweden	Bo Wibrén, Distribution Manager
MoDo Paper AB, Distribution, Sweden	Gerd Röschmann, General Manager
Mondia NV, Belgium	Arthur Martin, Manager
Mondi Paper Co., South Africa	Douglas B. Lines, Group Traffic Superintendent
Monteiro Transportation Ltd., Canada	Donald J. Brecknell, General Manager
Port of Montreal, Canada	Frank Martini, Manager, Commercial Affairs
Montreal Shipping Inc., Canada	James C. Allan, Manager Chartering/Operating Guy C. Bouchat, President & CEO
Mortensen & Lange, Denmark	Carsten G. Olsen, Chartering Manager Lars Trygved, Director
MST Mineralien Schiffahrt Spedition und Transport GmbH, Germany	Markus Hiltl, Chartering
Muellaje San Vicente Ltda., Chile	Gabriel Spoerer, General Manager
J. Müller GmbH & Co. KG, Germany	H.-G. Hagemann, Manager Marketing Forest Products H.K. Schlenker, Vice President

## N

Nassau Terminals, USA	Wayne D. Stubbs, President/General Manager
National Forest Products Association, USA	Steven A. Lovett*, VP, International Trade
National Transportation Agency of Canada, Canada	Lorne Mitton, Chief, Transportation & Regional Dev. Keith J. Simpson, Regional Director
Navicon Co. Ltd., Finland	Björn Fodstad, Broker
Naviera Chilena del Pacifico SA, Chile	Pablo Z. Simian, General Manager
Nederlandsch Bevrachtungskantoor (NBK), Netherlands	A.J. van der Horst, Managing Director J.D. Van Zee, Assistant Manager
Figli di Nado Neri, Italy	Giorgio Neri, Managing Director
Neska Schiffahrts- & Speditionskontor GmbH, Germany	Peter Linden, Director
Province of New Brunswick, Canada	Franck McKenna*, Premier

Province of New Brunswick, Dept. of Commerce and Technology, Canada	W.C. Crawford, Sr. Resource Officer - Primary Wood Michael MacBride, Director of Trade Lynn MacKay, Marketing Services Officer Frances McGuire, Deputy Minister Cameron Moffatt, Trade Officer
University of New Brunswick, Canada	Rob Douglas, Professor, Forestry Engineering Mike Ircha, Professor, Civil Engineering
Port Authority of New York & New Jersey, USA	John F. Gaffney, Mgr., Port Sales Office
Oy Nielsen Shipping Services Ltd., Finland	Hannu Pohja, Assistant Vice President
Nigel Nixon & Partners, United Kingdom	Nigel Nixon, Chairman
Nomadic International A/S, Norway	Alv Groenningen, Chartering Manager Erik Thulin, Managing Director
Noranda Forest Ltd., Canada	Adam H. Zimmermann*, Chairman & CEO
Noranda Forest Sales Inc., Canada	Dave Cameron, General Manager, Transportation Gord Johnston, Manager, Marine Transportation
Nordisk Transport Rail AB, Sweden	Torsten Ahlander, Sales Manager Bertil Carstam, President
Nordpol Shipping AB, Sweden	Håkan M. Wahlbom, Director
Norsk Pacific Steamship Co. Ltd., USA	Katherine Botkins, Administrative Assistant Wolfgang Schlager, General Manager Vessel Operations John Stenstrom, President
Norsul Internacional SA, Brazil	Hugo Pedro De Figueiredo, President Luiz Ph. A. De Figueiredo, Commercial Director
North Carolina State Ports Authority, USA	Robert G. Jacobi, Director, Business Development Jack L. Wilson, Director of Marine Operations
Northfleet Terminals Ltd., United Kingdom	Robert C. Stephenson, Managing Director
Uwe R. Nüsse Shipping (GmbH & Co.), Germany	Stefan Nüsse, Director
NYK Line, Japan	Mike Tanaka, Manager, Project Team
NZ Marshalling & Stevedoring Ltd., New Zealand	Hans-Henning Axt, General Manager

## P

Pacific Coast Shipping & Agency Co. Ltd., Canada	Tony Crowther, Director
Pacific Commerce Line, Canada	Johan Hagn-Meincke, Sr. Vice President Robert B. Wall, Vice President
B. Pacorini SrL, Italy	Armando Persi, Manager
Palmetto Shipping Co., USA	E. Gay Mayfield, Sr. Vice President Thomas L. Young, Vice President
Port of Pascagoula/Jackson County Port Auth., USA	Fred S. Sherman, Executive Director
Penn Terminals Inc., USA	Carl J. Decator, Senior Vice President

Penn Trucking & Warehousing Inc., USA	Jack M. Brown, President John Brown, Jr., Vice President, Sales Thomas Brown, Vice President, Operations
Port of Pensacola, USA	David A. Schaller, Port Director
Peraco Chartering (USA), Inc., USA	Ulf R. Eriksen*, President Joseph A. Giancola, Director
<i>Perry H. Koplik</i>	<i>see Koplik</i>
Philadelphia Regional Port Authority, USA	Terrence Foley, Director of Marketing John P. LaRue, Executive Director
Piggins-Rix Ltd., United Kingdom	Rod Johnstone, Director Harry Thomson, Agency Manager
R.S. Platou Shipbrokers AS, Norway	Terje B. Herlofsen, Shipbroker Terje Kobre*, Shipbroker
Pohl & Co. (GmbH & Co.), Germany	Jürgen Hubrich, Managing Director Edgar H. Kummerfeldt, Managing Owner
<i>Port of Beaumont</i>	<i>see Beaumont</i>
<i>Port of Bordeaux Authority</i>	<i>see Bordeaux</i>
<i>Port of Flushing</i>	<i>see Flushing</i>
<i>Port of Grays Harbor</i>	<i>see Grays</i>
<i>Port of Milwaukee</i>	<i>see Milwaukee</i>
<i>Port of Montreal</i>	<i>see Montreal</i>
<i>Port Authority of New York &amp; New Jersey</i>	<i>see New York</i>
<i>Port of Pascagoula</i>	<i>see Pascagoula</i>
<i>Port of Pensacola</i>	<i>see Pensacola</i>
<i>Port of Port Arthur</i>	<i>see Port Arthur</i>
<i>Port of Portland</i>	<i>see Portland</i>
<i>Port of Port Royal</i>	<i>see Port Royal</i>
<i>Port of Rouen Authority</i>	<i>see Rouen</i>
<i>Port of Sete</i>	<i>see Sete</i>
<i>Port of Sunderland</i>	<i>see Sunderland</i>
<i>Port of Tilbury</i>	<i>see Tilbury</i>
Port of Port Arthur, USA	Orlando D. Ciramella, Manager Sales/Traffic
Port of Portland, USA	Chris Hatzi, Manager, Regional Marketing
Portocel - Terminal esp. de Barra do Riacho SA, Brazil	Osmar L.R. De Oliveira, Managing Director
Port of Port Royal Inc., USA	Peter W. Cotter, President

---

Preston Gates Ellis & Rouvelas Meeds, USA	Ann R. Klee*, Environmental Attorney
---	--------------------------------------

---

Province of New Brunswick	see New Brunswick
---------------------------	-------------------

---

Pulp & Paper International, Belgium	Agnès Géhot, Symposium Assistant Suzy Levy, Conference Director Rita Pappens, News Editor Peter Sutton, Editor & Publisher Alix Van Acker, Symposium Assistant
-------------------------------------	--

---

Purfleet Thames Terminal Ltd., United Kingdom	Donald Hunt, General Manager Frank Ravenscroft, Director Operations
---	--

---

## Q

Quebec & Ontario Recycling Ltd., Canada	Vincent A. Benvenuti*, President
---	----------------------------------

---

Quebec & Ontario Paper Co. Ltd., Canada	Martin J. O'Doherty*, Director, Distribution
---	--

---

Quebec Stevedoring Co. Ltd., Canada	Donald Baker, Operations Manager Alphonse Bélanger, Vice President Denis Dupuis, President
-------------------------------------	--

---

## R

Railship GmbH & Co., Germany	Heikki P. Pesola, Managing Director
------------------------------	-------------------------------------

---

BV Rebes Int'l Shipping & Forwarding Co., Netherlands	R.S. Verheul, Shipping Manager
---	--------------------------------

---

Rederi AB Sea-Link, Sweden	Norbert Seemann, Managing Director Mark Williams, Operations Manager
----------------------------	---

---

Renfreight Forwarding, South Africa	R. Herman, General Manager
-------------------------------------	----------------------------

---

Rilisa Trading SA - Ripasa Group, Brazil	Jarbas M. Ribeiro, Operational Manager
--	--

---

Riocell SA, Brazil	Luiz Carlos Danesi, Logistic Manager
--------------------	--------------------------------------

---

Roba AG, Switzerland	Hermann G. Ludin, Managing Director Manuela Scholz, Traffic Manager, Italy
----------------------	---

---

Rolux Oy, Finland	Jarmo Röpötti, Export Manager, Captain
-------------------	--

---

Romi Shipping & Trading BV, Netherlands	Rokus de Groot, Director
---	--------------------------

---

Rotrans - Transitos Internacionais, Lda., Portugal	Antonio C. Peralta, General Manager
--	-------------------------------------

---

Port of Rouen Authority, France	William H. Appleton, Marketing Manager Alain Gauthier, General Manager
---------------------------------	---

---

Ernst Russ, Germany	Manfred Kloevekor, Prokurist
---------------------	------------------------------

---

Ruys & Co. Div. Nedlloyd België NV, Belgium	Antoine Vuylsteke, General Manager
---	------------------------------------

---

Ryan-Walsh Inc., USA	B.H. Greene*, Vice President, Operations E.R. Leatherbury, Executive Vice President James K. Lyons, Vice President, Director Corporate Sales John L. McCarron, President & CEO Jerry McManus, Sr. VP, Corporate Operations Dave Sweeney, Manager, Forest Products Tommy R. Taylor, Vice President H.S. Thorne, Vice President, Operations
----------------------	--

---



# S

Safmarine Inc., USA	Robin E. Riley, President
Saga Forest Carriers (Int'l) A/S, Norway	Svein F. Halvorsen, Vice President
Saga Forest Carriers Int'l (USA) Inc., USA	Kazumi Komazaki, Vice President, Marketing Craig L. Nelson, Vice President, Operations Olaf Roed, President
St. Anne-Nackawic Pulp Co. Ltd., Canada	Elwood A. Tracy, Manager, Purchasing & Transport
St. Anne Pulp Sales Co. Ltd., Canada	Wayne L. MacFarlane, Vice President Sales
Saint John, New Brunswick, Canada	Elsie E. Wayne*, Mayor
Saint John Port Corp., Canada	Peter Clark, Director, Marketing Harry Gaunce, Chairman Ken Krauter, General Manager & CEO Wolfgang Schmitz, Dir., Trade Development
Santa Fe RR, USA	Rich Weigel, Director - QDC
Sappi International (Pty) Ltd., South Africa	Andrew D. Carr, Group Shipping Manager
Sartori & Berger, Germany	Jürgen-Holm Eggers, Manager Röttger Wittern, Managing Director
Scandinavian Rail Cargo AB, Sweden	Leif Persson, Managing Director
Scanscot Shipping Services AB, Sweden	Leif H. Knutson, President
SCA Shipping AB, Sweden	Bengt Eldered, Mgr. Logistics & Technical Development
Seaboard Shipping Services Ltd., United Kingdom	Dennis E. Ray, Managing Director
Seacon Holdings plc, United Kingdom	Alan J. Taylor, Joint Managing Director
Seaport Shipping Ltd., United Kingdom	Brian Fletcher, Managing Director
Seaport Terminaals NV, Belgium	Luc Arnouts, Commercial Manager Els Ceulemans, Manager Raymond Van de Putte, Director Miel Vermorgen, Director
Seaport Terminals BV, Netherlands	Johannes J. Erkamp, Operational Manager Bastiaan C. Heezen, Commercial Manager F. Van Hoorn, Managing Director
Seatrade Shipping Ltd., Canada	Adilia Smart, President
Seatrans Ans, Norway	Peter Kahrs, Chartering Manager Lars Helge Kyrkjæbo, Vice President Bjarne Palmström, Director Knut M. Skaar, Director
Seatrans, Inc., USA	Hakan Fornander, President
W.J. Services	see W.J.
Ship-Link (UK) Ltd., United Kingdom	Ake Kindberg, Managing Director

Silvus, Belgium	Patrick Backx, Managing Director Christian Zenner, Sales Manager
SIS Internationale Speditions GmbH, Germany	Thomas Patt, Managing Director
Skandia Industry Insurance Co. Ltd., Sweden	Lars Engström, Marketing Director
Skandia Insurance Co., Sweden	Per-Olof Altin, Marine Cargo Underwriter
SPPP, France	Jean-Pierre Catez, Chef du Service Gestion Commerciale
Södra Shipping AB, Sweden	Hans E. Green, Managing Director Jan Gyllén, Chartering Manager
Southern Overseas Corp./, A Division of Wilmington Shipping Co., USA	Bill Emerson, President
Soporcel SA, Portugal	Vitor Ramalho, Export Traffic Manager Jose Diogo Peres Pires Branco, Planning & Marketing Manager
South African Marine Corp. (Safmarine), South Africa	M.G. Chambers, Executive Manager - Projects
Southern Steamship Agency, USA	Dwain Denniston, Vice President
Splithoff's Bevrachtungskantoor BV, Netherlands	Gerald W. Bos, Managing Director. Pieter Flohil, Chartering Manager, N. America Dept. Harry J. Heijst, Director North America Dept. Peter P.A. Maurick, Director Brazil Dept. Freek van Monsjou, Director Baltic Dept.
St. Anne	see Saint
Stanton Grove Ltd., United Kingdom	James Stewart, Managing Director
Star Shipping A/S, Norway	Fred W. Loy, Executive Vice President Victor Minne, President Tom Rasmussen, Vice President
Star Shipping (NY) Inc., USA	Torbjorn Bordevik, Operations Manager/St. John Eilif G. Kalhagen, Operations Manager Joseph McNamara, Gen. Traffic Mgr. - Pacific & Mediter. Trades Richard M. Mueller, Vice President & General Manager Torin Swartout, General Traffic Manager - Atlantic Trades
Gottfr. Steinmeyer & Co. (GmbH & Co.), Germany	Heinz Renzel, Managing Director
Steveco Oy, Finland	Lassi Arminen, Manager R & D Juhani Forss, Managing Director
J.H. Stevedoring Co., USA	Jack Reimer, President
Stevedoring Services of America, USA	Patrick Avice, General Superintendent Breakbulk Steve Mitchell, Contracts Manager Bruce Whisnant, Sr. Vice President
Stone Consolidated Inc., Canada	Russell E. Lewis, Director, Transportation Wayne Scott, Manager, Marine Transportation
Stora Forest Industries Ltd., Canada	John H. MacDonnell, Manager International Sales Distribution
Strachan Shipping Co., USA	Ed Condon, Vice President Ned E. Mattingly, Mgr. Stevedoring/Terminal Operations Billy Singleton, Vice President

NV Stukwerkers Havenbedrijf, Belgium	Gilbert Regniers, Manager Operations Guy Schepens, Director
Port of Sunderland, United Kingdom	Neville Curle, Sales & Marketing Manager Frank Major, General Manager
Swedish Orient Line, Sweden	Hans Erikson, President Egon Karlsson, Sales Manager
Swedish Pulp & Paper Association, Sweden	Staffan Thonfors, Manager, Traffic Policy

## T

Tasman Pulp & Paper Co. Ltd., New Zealand	Greig J. Herbert, General Manager, Shipping
Tatham, Bromage and Co. Ltd., United Kingdom	Clive Jenkins, Shipbroker
Tees & Hartlepool Port Authority, United Kingdom	Neville Britton, Docks Director W.B. Niblock, Manager, Hartlepool Docks
Tembec Inc., Canada	P.K. Charles, Export Traffic Coordinator R.E. Weller, Manager, Customer Services
Terminal Management Corp., USA	John F. Colquitt, Senior Vice President James W. Trussell, Vice President, Marketing & Sales
<i>Thomas Berg Shipping</i>	<i>see Berg</i>
<i>Thorsten Brunius</i>	<i>see Brunius</i>
Port of Tilbury, United Kingdom	Edwin J. Goodwin, Senior Marketing & Sales Manager Terry M. Hills, Director & General Manager, Conventional John S. McNab, Chief Executive
Tolico AB, Sweden	Tormod Lindgren, Managing Director
Tractors & Equipment, Canada	Larry J. Farquhar, Sales Representative
Transatlantic Agency AB, Sweden	Frank Bronsman, Vice President Krister Stahl, President
Transfennica Corp., Finland	Rolf G.W. Eriksson*, Managing Director Arto Jantunen, Director
Transit (Medway) Ltd., United Kingdom	Stephen G. Jellis, Director John B. Roberts, Commercial Manager
Troll Carriers / Wilhelmsen Lines, Norway	Petter Hatlem, Manager Tore Löken, Vice President & CEO
Trygg-Hansa, Sweden	Tomas Forsberg, Claims Adjuster

## U

Ultrachart Div. of Sociedad Naviera Ultragas Ltda., Chile	J.C.W. Neumann, Chartering Manager
Uner Shipping, Sweden	Kent Carlberg, Manager
Union Camp Corp., USA	J.L. Peluso, Jr., International Transportation Manager

United Shipping Ltd. AB, Finland Jan-Erik Johansson, Managing Director

University of New Brunswick see New Brunswick

US Paper Corp., USA Mark Stealey, Distribution Manager

Uwe R. Nüsse Shipping see Nüsse

## V

Varant NV, Belgium Wim Van Erck, Managing Director

Varma Services Ltd., United Kingdom Richard G. Dickinson, Managing Director  
John A. McMillen, Operations Director

VCK Havenbedrijf, Netherlands Jaap B. Blok, Managing Director

Verbrugge de Meyer BV, Netherlands E. Lenaerts, Manager  
J. Vandeputte, Sales Manager

A/S Vestfjell, Norway Rudy Ugelstad, President

## W

Wagenborg Shipping BV, Netherlands J.H. Teekman, Director, Chartering  
E. Vuursteen, Managing Director

Walter Heine Schifffahrtskontor see Heine

Warico Importabwicklung von Papier & Karton, Germany Gerd-Walter Ahlers, Branch Manager  
Uwe Krüger\*, Managing Director  
Lothar Loddock, Branch Manager

Reed. Weser-Schiffahrts-Agentur GbmH & Co., Germany Peter Eckhardt-Frers, Managing Owner

Westerlund Corp. NV, Belgium Theo Milliau, Commercial Manager  
Guido Puylaert, General Manager  
Walter Timmermans, Assistant General Manager  
Luc Van de Wal, Commercial Manager

Western Bulk Carriers, Norway Tom Christensen, Managing Director

Western Pulp Inc., Canada Doug W. Fiddick, Transportation Manager

Western Stevedoring Co. Ltd., Canada John E. Ellis, Manager, Sales & Administration  
A.G. McKay, Chairman

Westward Shipping Ltd., Canada Maurice Fellis, President & CEO

Westwood Shipping Lines, USA Robert A. Barto, Manager, Forest Products Mktg., US  
Richard Chappell, Operations/Forest Products Mgr. - Canada

Weyerhaeuser Co., USA Kathleen W. Isom, Manager, Marine Transportation

---

Wilhelmsen Lines, Norway

Björn Finstad, Sr. Vice President  
Warner Montgomery, Vice President

---

Wirtz Shipping & Co. NV, Belgium

Marc Wirtz, Administrative Director

---

W.J. Services/Euroforest Terminals, France

Michel Canfin, Marketing Manager

**Z**

---

Combined Terminal Operators,  
Zeebrugge Shipping & Bunkering Co., Belgium

Ranell De Wilde, Managing Director

---

?



## LIST OF DELEGATES BY COUNTRY

\* denotes speakers/session chairmen

### AUSTRIA

SIMINIATI, B.B., General Manager ..... Business Consulting Ltd.

### BELGIUM

ARNOUITS, Luc, Commercial Manager	Seaport Terminals NV
BACKX, Patrick, Managing Director	Silvus
BAUWENS, Daniel, Distribution Manager	De Baerdemaecker NV
BONN, Magnus, General Manager	SA Enso/Afd. Enso West
BREES, Pierre E., Managing Director	Fortrans NV
BRUNINX*, Winand H.F., Manager Logistics Raw Material	Feldmuehle Langerbrugge NV
CEULEMANS, Els, Manager	Seaport Terminals NV
DE GRAVE, Herman, General Manager	De Grave NV Shipping and Forwarding
DEJOSSE, Fernand, Asst. General Manager	Antwerp Combined Terminals
DEMARBAIX, Emile, Managing Director	F.P.- Distribution NV
DE WILDE, Ranell, Managing Director	Comb. Term. Op. Zeebrugge Ship./Bunkering Co.
GEHOT, Agnès, Symposium Assistant	Pulp & Paper International
GODTS, Jean, General Manager	Continental Cellulose SA
JOORIS, S. (Sigi), Office Manager	Canfor Europe
KALISH*, John, President	IFPTA
KLOMPE, D.W., Manager Europe	Canadian Transport Co. (Int'l)
LEVY, Suzy, Conference Director	Pulp & Paper International
LISS, Ruth, Editor	IFPTA Journal
MALDAGUE, Vincent, Director	Herfurth & Co. NV
MARTIN, Arthur, Manager	Mondia NV
MILLIAU, Theo, Commercial Manager	Westerlund Corp. NV
MONDELAERS, Dirk, Commercial Manager	Hessenatie NV
PAPPENS, Rita, News Editor	Pulp & Paper International
PUYLAERT, Guido, General Manager	Westerlund Corp. NV
REGNIERS, Gilbert, Manager Operations	NV Stukwerkers Havenbedrijf
SCHEPENS, Guy, Director	NV Stukwerkers Havenbedrijf
SUTTON, Peter, Editor & Publisher	Pulp & Paper International
TIMMERMANS, Walter, Assistant General Manager	Westerlund Corp. NV
VAN ACKER, Alix, Symposium Assistant	Pulp & Paper International
VAN DEN BERGHE, Daniël, Manager	Kennedy Hunter NV
VAN DE PUTTE, Raymond, Director	Seaport Terminals NV
VAN DER STRAETEN, Gustaaf, Assistant General Manager	SA Enso/Afd. Enso West
VAN DE WAL, Luc, Commercial Manager	Westerlund Corp. NV
VANDE WIELE, Willy, Diensthoofd Distributie	Feldmuehle Langerbrugge NV
VAN ERCK, Wim, Managing Director	Varant NV
VAN MOSSEVELDE, Jan, Commercial Manager	Hessenatie NV
VASTAGH, Tibor, Member of the Board of Directors	Eurorail NV

VERMORGEN, Miel, Director	Seaport Terminals NV
VUYLSTEKE, Antoine, General Manager	Ruys & Co. Div. Nedlloyd België NV
WELTER, Jan M., Managing Director	Kymtrans NV
WIRTZ, Marc, Administrative Director	Wirtz Shipping & Co. NV
WOUTERS, Wilfried, Managing Director	Hout-Natie De Eendracht NV
ZENNER, Christian, Sales Manager	Silvus

## BRAZIL

BEHRENDT, Michael, Director	Alsibras Transportes e Serviços Marítimos SA
COLLOR, Lindolfo, Shipping Manager	Aracruz Celulose SA
DANESI, Luiz Carlos, Logistic Manager	Riocell SA
DA SILVA CARLOS, Paulo R., Transport & Shipping Manager	Celulose Nipo-Brasileira SA Cenibra
DE FIGUEIREDO, Hugo Pedro, President	Norsul Internacional SA
DE FIGUEIREDO, Luiz Ph. A., Commercial Director	Norsul Internacional SA
DE OLIVEIRA, Osmar L.R., Managing Director	Portocel - Terminal esp. de Barra do Riacho SA
LOUREIRO DE SOUZA, Claudio, Specialized Transport Coordinator	Docenave / Seamar Shipping Corp.
RIBEIRO, Jarbas M., Operational Manager	Rilisa Trading SA - Ripasa Group

## CANADA

ADAMS*, George A., VP, Transportation	MacMillan Bloedel Ltd.
ALLAN, James C., Manager Chartering/Operating	Montreal Shipping Inc.
BAKER, Donald, Operations Manager	Quebec Stevedoring Co. Ltd.
BELANGER, Alphonse, Vice President	Quebec Stevedoring Co. Ltd.
BENVENUTI*, Vincent A., President	Quebec & Ontario Recycling Ltd.
BLACK*, Jim G., Manager Traffic & Pulp Sales Coordination	Crestbrook Forest Industries
BOUCHAT, Guy C., President & CEO	Montreal Shipping Inc.
BRECKNELL, Donald J., General Manager	Monteiro Transportation Ltd.
BURHOP*, Klaus, Director, Corporate Logistics	Canadian Pacific Forest Products Ltd.
CAMERON, Dave, General Manager, Transportation	Noranda Forest Sales Inc.
CARIGNAN, Luc, Director	Forest Products Terminal Corp. Ltd.
CHANDLER, David B., Transport., Distrib., & Finishing Mgr.	Bowater Mersey Paper Co. Ltd.
CHARLES, P.K., Export Traffic Coordinator	Tembec Inc.
CHODOS, Andrew, General Manager	Empire Stevedoring Co. Ltd.
CHODOS, Ted, President	Empire Stevedoring Co. Ltd.
CHRYSAL, Brock, Line Manager, Director of Operations	Greer Shipping Ltd.
CHURCH, David W., Dir., Packaging, Purchasing & Transportation	Canadian Pulp & Paper Association
CLARK, Peter, Director, Marketing	Saint John Port Corp.
CRAWFORD, W.C., Sr. Resource Officer/Primary Wood	Prov. of N.B./Dept. of Commerce & Technology
CROWTHER, Tony, Director	Pacific Coast Shipping & Agency Co. Ltd.
CUNNINGHAM, Jack F., Chief Executive Officer	Cunningham Group
CUTLER, Nigel R., Manager, Transportation	Daishowa Forest Products Ltd.
DECICCO, Tony, Sales Manager	Cast North America (1983) Inc.
DE MAN, Marc, Partner	Holmsted, De Man
DIDTEL, Stuart, Sr. Engineering Manager	Cascade Hydraulics (Canada) Ltd.
DITTMANN, Lutz, VP, Chartering	Jebsens International (Canada) Inc.
DOIRON, Paul, General Manager	Forest Products Terminal Corp. Ltd.
DOUGLAS, Rob, Professor, Forestry Engineering	University of New Brunswick
DUPUIS, Denis, President	Quebec Stevedoring Co. Ltd.
ELLIS, John E., Manager, Sales & Administration	Western Stevedoring Co. Ltd.
FAFOUTIS, Georgios, Manager, Marine Transportation	Kruger Inc.
FARQUHAR, Larry J., Sales Representative	Tractors & Equipment
FELLIS, Maurice, President & CEO	Westward Shipping Ltd.
FIDDICK, Doug W., Transportation Manager	Western Pulp Inc.
GAGELMANN, Thomas, Chartering Manager	Jebsens International (Canada) Inc.
GAUNCE, Harry, Chairman	Saint John Port Corp.
GORODENSKY, Murray, Vice President	Empire Stevedoring Co. Ltd.
GRIFFIN, Kevin C., Manager, Business Development Group	Fednav Ltd.
HAGEN, L.B., Mgr., Transportation Services	MacMillan Bloedel Ltd.
HAGN-MEINCKE, Johan, Sr. Vice President	Pacific Commerce Line

HALL, D., Vice President/General Manager	Kent Line Ltd.
HARDING, Bruce, Manager Stevedoring Operations	Forest Products Terminal Corp. Ltd.
HARTLIN, Robert E., Regional Manager	Canadian Coast Guard, Harbours & Ports
HOGNESTAD, Jone L., Commercial Manager	Gearbulk Shipping Canada Ltd.
IDSINGA, Robert, President	Jonker Navigation Corp.
IRCHA, Mike, Professor, Civil Engineering	University of New Brunswick
JASKIEWICZ, Peter, Manager, Forest Product Operations	Fraser Surrey Docks Ltd.
JOHNSTON, Gord, Manager, Marine Transportation	Noranda Forest Sales Inc.
JONES, Peter G., Executive VP	Fedcom/Division of Fednav Ltd.
KARGL, Edward M., Director of Corporate Development	Fraser River Harbour Commission
KEATING, G.P. "Jerry", President	Keating Transp. Serv./Rep. F-Ships, Finland
KRAUTER, Ken, General Manager & CEO	Saint John Port Corp.
LESOW, John, Sales Manager, Canada West	Cascade Hydraulics (Canada) Ltd.
LEWIS, Russell E., Director, Transportation	Stone Consolidated Inc.
LIPSETT, R.A., Manager - Corporate Transportation	Canadian Pacific Forest Products Ltd.
LITTLE, Walter B., Vice President	Brookville Transport Ltd.
MACBRIDE, Michael, Director of Trade	Prov. of N.B./Dept. of Commerce and Technology
MACDONNELL, John H., Manager International Sales Distribution	Stora Forest Industries Ltd.
MACFARLANE, Wayne L., Vice President Sales	St. Anne Pulp Sales Co. Ltd.
MACKAY, Lynn, Marketing Services Officer	Prov. of N.B./Dept. of Commerce and Technology
MACMILLAN, C., General Manager of Marketing & Sales	Kent Line Ltd.
MADSEN, Jane L., President	Maritime Canada Shipping Services Ltd.
MAHER, Michael P.	Maritime Employers Association
MARTINI, Frank, Manager, Commercial Affairs	Port of Montreal
MCCALLUM, Jule, Shipbroker	CTL Eastrans Inc.
MCGUIRE, Frances, Deputy Minister	Prov. of N.B./Dept. of Commerce and Technology
MCKAY, A.G., Chairman	Western Stevedoring Co. Ltd.
MCKENNA*, Frank, Premier	Province of New Brunswick
MCKIM, Warren, General Manager	Agency-Furncan Marine Ltd.
MELVIN, Ross L., Manager	HUB Forwarding Co., Inc.
MERRITHEW*, Gerald S., Minister of Veterans Affairs	Government of Canada
MITCHELL, Brian W., President	Canadian Stevedoring Co. Ltd.
MITTON, Lorne, Chief, Transportation & Regional Dev.	National Transportation Agency of Canada
MOFFATT, Cameron, Trade Officer	Prov. of N.B./Dept. of Commerce and Technology
MORGAN, Michael G., Chartering Manager	Chartwell Shipping Ltd.
MORGAN, Rodney M., President	Chartwell Shipping Ltd.
MORIN, Ginette, Manager, Marketing Services	Canada Ports Corp.
MURPHY, Keith, Shipbroker	Canbulk Shipping Corp.
NABER, Ad, Managing Director	Cascade Hydraulics (Canada) Ltd.
NOWLAN, Gordon, Manager, Transportation	Miramichi Pulp & Paper Inc.
NUNWEILER, M.S. (Mel), Transportation Manager	Canadian Forest Products Ltd.
O'DOHERTY*, Martin J., Director, Distribution	Quebec & Ontario Paper Co. Ltd.
OLAND, Richard H., President	Brookville Transport Ltd.
OSTRANDER, John, Director of Sales	Cowan Lavalin Inc.
PANYCH, Mark R., Dir. of Transport & Pulp Sales Admin.	Millar Western Industries Ltd.
PAQUIN, Madeleine, President	March Shipping Ltd.
PENDER, Patrick A., General Manager	Canadian Atlantic Railway (A Division of CP Rail)
PORTEOUS, Conrad, Senior Vice President	Kruger Inc.
RENWICK, R.J. (Bob), VP, Pulp & Paper Distribution	Canadian Forest Products Ltd.
SCHEIDLER, Volker, Vice President	Jonker Navigation Corp.
SCHMITZ, Wolfgang, Dir., Trade Development	Saint John Port Corp.
SCOTT, Wayne, Manager, Marine Transportation	Stone Consolidated Inc.
SIMPSON, Keith J., Regional Director	National Transportation Agency of Canada
SMART, Adilia, President	Seatrade Shipping Ltd.
SOWELL, Jim, Sales Manager, USA South	Cascade Hydraulics (Canada) Ltd.
STOCKINGER, Arild Chr., President	Canbulk Shipping Corp.
TAYLOR, Mary E., Regional Manager Sales & Services	CN Rail
TERCON, Vojko, President	Genshipping (Canada) Inc.
TOBIN, Mike, Sales Manager, Canada East	Cascade Hydraulics (Canada) Ltd.
TRACY, Elwood A., Manager, Purchasing & Transport	St. Anne-Nackawic Pulp Co. Ltd.
TRAVIS, John L., Project Manager	Brookville Transport Ltd.
TURPIN, J.F., Vice President & General Manager	Canadian Transport Co. Ltd.
TYTANECK, Robert W., VP, Finance & Admin.	Canada Ports Corp.
UDVARHELY, Steve, Executive VP & General Manager	March Shipping Ltd.



WALL, Robert B., Vice President .....	Pacific Commerce Line
WAYNE*, Elsie E., Mayor .....	Saint John, New Brunswick
WELLER, R.E., Manager, Customer Services .....	Tembec Inc.
WOLFE, Kenneth, Director .....	Forest Products Terminal Corp. Ltd.
ZENKO, Andrea, Traffic & Admin. Manager .....	Ekman Pacific Enterprises, Inc.
ZIMMERMANN*, Adam H., Chairman & CEO .....	Noranda Forest Ltd.

## CHILE

KALTWASSER, Javier, Operations Director .....	CMPC Internacional
NEUMANN, J.C.W., Chartering Manager .....	Ultrachart Division of Sociedad Naviera Ultragas Ltda.
SIMIAN, Pablo Z., General Manager .....	Naviera Chilena del Pacifico SA
SPOERER, Gabriel, General Manager .....	Muellaje San Vicente Ltda.
URQUIDI, Juan Carlos, Sales Manager .....	Mess. Forestal e Industrial Santa Fe SA
WALKER, Alberto, Operations Manager .....	Celulosa Arauco y Constitucion SA

## DENMARK

JORGENSEN, Jorgen, Treasurer .....	Danish Press, Joint Purchasing Assn.
OLSEN, Carsten G., Chartering Manager .....	Mortensen & Lange
PETERSEN, John, Warehouse Manager .....	Danish Press, Joint Purchasing Assn.
TRYGVED, Lars, Director .....	Mortensen & Lange

## FINLAND

ARMINEN, Lassi, Manager R & D .....	Steveco Oy
DAHLSTEDT, Harri, Marketing Manager .....	Kymmene Corp.
ERIKSSON*, Rolf G.W., Managing Director .....	Transfennica Corp.
FODSTAD, Björn, Broker .....	Navicon Co. Ltd.
FORSS, Juhani, Managing Director .....	Steveco Oy
JANTUNEN, Arto, Director .....	Transfennica Corp.
JOHANSSON, Jan-Erik, Managing Director .....	United Shipping Ltd. AB
MERIN*, Peter, R & D Manager .....	Auramo Cargo Systems Oy
POHJA, Hannu, Assistant Vice President .....	Oy Nielsen Shipping Services Ltd.
RÖMPÖTTI, Jarmo, Export Manager, Captain .....	Rölux Oy
SJÖLUND, Henrik, Managing Director .....	Oy Helsinki Chartering AB
VEHVILÄINEN, Antti, Shipping Director .....	Enso-Gutzeit Oy/Shipping Department
VENNSTRÖM, Bo, Marketing Director .....	Auramo Cargo Systems Oy
VESTERINEN, Kyösti, Director General .....	The Finnish National Board of Navigation
WUORIMAA, Kari, General Manager .....	F-Ships Pool/Finn carriers Oy AB
WÖRLUND, Björn, Account Executive .....	Ind. Mutual Insurance Co. (Finnish Marine Insurance)

## FRANCE

ANTOINE, Georges, Directeur Transport .....	Kaysersberg SA
APPLETON, William H., Marketing Manager .....	Port of Rouen Authority
BOG, Alan, Marketing Manager .....	Cie. Charles Le Borgne/Euroforest Terminals
BRIFAUT, Jacques, Chairman .....	Finnfrance SA
CAMINO, Michel, Directeur Général .....	CIMEP
CANFIN, Michel, Marketing Manager .....	Cie. Charles le Borgne/Euroforest Terminals
CATEZ, Jean-Pierre, Chef du Service Gestion Commerciale .....	SPPP
COATMEUR, Denis, Directeur d'agence Neufbrisach .....	Jules Roy SA
COURTIER, Hervé, Fondateur de Pouvoir .....	CIMEP
DROUILLARD, Pierre, Directeur .....	Alfred Balguerie SA
EVRRARD, Daniel, Resp.Prod.Forest./Dir.Agences Boulogne/Bethu .....	Jules Roy SA
GAUTHIER, Alain, General Manager .....	Port of Rouen Authority
GOVIN, Hervé, Assistant Manager .....	Comptoir Général Maritime "Cogema"
LAMIOT, Max, Directeur Général .....	Inter Maritime et Fluvial/Boulogne Terminal

LEROY, Philippe, Manager	CGMS
MISTO, Antoine M., Director	Auramo-EML-France Sarl
MOEBEL, René, Président du Groupe Jules Roy	Jules Roy SA
PETEL, Pierre, Manager	Comptoir Général Maritime "Cogema"
PRAT, Philippe, Marketing Executive	Port of Bordeaux Authority
SCHROEDER, Ted, President	Port of Sete
THOMAS, Patrick, Président Directeur Général	Alfred Balguerrie SA

## GERMANY

AALDERS, Hans, Manager Stevedoring Dept.	Cellpap Terminal Hamburg
AHLERS, Gerd-Walter, Branch Manager	Warico Importabwicklung von Papier & Karton
BEBERNISS, Roland, Geschäftsführer	Lübecker Hafen GmbH
BEHRENS, Herbert, Managing Director	Bruno Bischoff Reederei
BENZE, Wolf-R., Managing Director	Kapitän K. Koschig GmbH
BIELFELDT, Michael, Sales Manager	Hamburger Hafen- und Lagerhaus-AG
BODIS*, Jan O., Head of Legal Department	Hamburger Versicherungsbüro Otto Bodis
BODIS, Otto, Managing Owner	Hamburger Versicherungsbüro Otto Bodis
BRÜLL, Fritz, President	Bremer Speditionskontor Fritz Brüll GmbH
ECKHARDT-FRERS, Peter, Managing Owner	Reederei Weser-Schiffahrts-Agentur GbmH & Co.
EGGERS, Hermann, Managing Director	HANSAKAI Umschlagbetriebe GmbH & Co.
EGGERS, Jürgen-Holm, Manager	Sartori & Berger
ELLMERS, Rüdiger, Managing Director	Alfred Kirchhof Stevedore
EVERS, Günther C., Managing Director	Aros Shipping GmbH
EVERS, Horst, Sr. Executive Sales Import	Bremer Lagerhaus-Gesellschaft
FÜRSTENBERG, Hans-Joachim, Manager	Kapitän K. Koschig GmbH
GEBERT, Kai, Manager Trucking Dept.	Cellpap Terminal Hamburg
GEBERT*, Klaus, General Manager	Cellpap Terminal Hamburg
HAGEMANN, H.-G., Manager Marketing Forest Products	J. Müller GmbH & Co. KG
HAMMES, Klaus, Manager	Maritim Befrachtung & Reederei AG
HEINE, Walter, Managing Director	Walter Heine Schiffahrtskontor GmbH
HERRMANN*, Michael, Branch Manager	Fr. Meyer's Sohn
HILTL, Markus, Chartering	MST Mineralien Schiffahrt Spedition & Transport
HÜBENTHAL, Walter, Managing Director, Sales	Bremer Lagerhaus-Gesellschaft
HUBRICH, Jürgen, Managing Director	Pohl & Co. (GmbH & Co.)
KLOEVEKORN, Manfred, Prokurist	Ernst Russ
KOSSMEHL, A., Traffic Manager	Fr. Meyer's Sohn
KRÜGER*, Uwe, Managing Director	Warico Importabwicklung von Papier & Karton
KUMMERFELDT, Edgar H., Managing Owner	Pohl & Co. (GmbH & Co.)
LEELING, Wilhelm, Manager, Forest Products General Cargo	Anker Schiffahrts GmbH & Co.
LEHN, Manfred, Manager	Maritim Befrachtung & Reederei AG
LINDEN, Peter, Director	Neska Schiffahrts- und Speditionskontor GmbH
LODDOCH, Lothar, Branch Manager	Warico Importabwicklung von Papier & Karton
LUSCHNAT, Günther, Managing Director	Enso Nord Transportges. mbH
MAYER, Claus Jürgen, Shipping Manager	Finnzell GmbH
MURKEN, Joachim, Executive Vice President, Import	Kühne & Nagel (AG & Co.)
NÜSSE, Stefan, Director	Uwe R. Nüsse Shipping (GmbH & Co.)
PATT, Thomas, Managing Director	SIS Internationale Speditions GmbH
PERSDORF, Gerhard, Director	Hamburger Hafen- und Lagerhaus AG
PESOLA, Heikki P., Managing Director	Railship GmbH & Co.
PISCHEL, Karl-Heinz, Marketing Manager	Cellpap Terminal Hamburg
REHDER, Thomas, Director	Carsten Rehder (GmbH & Co.)
RENZEL, Heinz, Managing Director	Gottfr. Steinmeyer & Co. (GmbH & Co.)
SCHEPERS, Hermann, Member of Board	Maritim Befrachtung & Reederei AG
SCHLENKER, H.K., Vice President	J. Müller GmbH & Co. KG
SIMANOWSKI, Manfred, Director	Fr. Meyer's Sohn
SPRENGEL, Joachim, President	B. Gluerdt GmbH & Co. KG
STAACK, K. Peter, Chairman	Auramo GmbH
STOBBE, K., German Sales	Cascade GmbH
TIMM, Kurt, Director	Kühne & Nagel (AG & Co.)
WITTERN, Röttger, Managing Director	Sartori & Berger
WOLFF, Helmut, Branch Manager	Fr. Meyer's Sohn

## ITALY

---

BORTOLUSSI, Michele, Financial Manager .....	Mar Ter SpA Int'l Freight Forwarding Co.
BORTOLUSSI, Raffaele, General Manager .....	Mar Ter SpA Int'l Freight Forwarding Co.
CLARK, Michael, Sales & Marketing .....	Mar Ter SpA Int'l Freight Forwarding Co.
CRISTOFANELLI, Antonio, Managing Director .....	Italships Srl
INNOCENTI, Angelo, Commercial Director .....	Innocenti Depositi Srl
MORGANTI, Arnaldo, Sales & Marketing Manager .....	Innocenti Depositi Srl
NERI, Giorgio, Managing Director .....	Figli di Nado Neri
PERSI, Armando, Manager .....	B. Pacorini Srl
ROCCA, Mario, Traffic Manager .....	Cartiere Burgo SpA

## JAPAN

---

TANAKA, Mike, Manager, Project Team .....	NYK Line
---	----------

## NETHERLANDS

---

BLOK, Jaap B., Managing Director .....	VCK Havenbedrijf
BOS, Gerald W., Managing Director .....	Spliethoff's Bevrachtingskantoor BV
CONSTEN, O.H.A., Transport Manager .....	KNP Services BV
DE GROOT, Rokus, Director .....	Romi Shipping & Trading BV
DE VRIES, Jannes, General Manager .....	de Vos & Zoon
ERKAMP, Johannes J., Operational Manager .....	Seaport Terminals BV
FAYERS*, B., Product Services Manager .....	Cascade Europe
FLOHIL, Pieter, Chartering Manager, N. America Dept. ....	Spliethoff's Bevrachtingskantoor BV
HEEZEN, Bastiaan C., Commercial Manager .....	Seaport Terminals BV
HEIJST, Harry J., Director North America Dept. ....	Spliethoff's Bevrachtingskantoor BV
LENAERTS, E., Manager .....	Verbrugge de Meyer BV
LODDER, G., European Controller .....	Forest Lines Agencies BV
MAURICK, Peter P.A., Director Brazil Dept. ....	Spliethoff's Bevrachtingskantoor BV
OREEL, A.J., Managing Director .....	Port of Flushing Ltd.
RENSEN*, L.A.G., Managing Director .....	Interrijn BV/Rebes BV
SIMONSE*, Jaap, Manager .....	Furness NeoBulk Services BV
TAP, Henk, Traffic Manager .....	Fr. Meyer's Sohn
TEEKMAN, J.H., Director, Chartering .....	Wagenborg Shipping BV
VANDEPUTTE, J., Sales Manager .....	Verbrugge de Meyer BV
VAN DER HORST, A.J., Managing Director .....	Nederlandsch Bevrachtingskantoor BV (NBK)
VAN DORST, Jan M.M., Sales Representative .....	Auramo
VAN HOORN, F., Managing Director .....	Seaport Terminals BV
VAN MONSJOU, Freek, Director Baltic Dept. ....	Spliethoff's Bevrachtingskantoor BV
VAN ZEE, J.D., Assistant Manager .....	Nederlandsch Bevrachtingskantoor BV (NBK)
VERHEUL, R.S., Shipping Manager .....	BV Rebes Int'l Shipping & Forwarding Co.
VISSER, L.D., Commercial Manager .....	Port of Flushing Ltd.
VUURSTEEN, E., Managing Director .....	Wagenborg Shipping BV
WESTSTRATE, C.J., Director Forest Products Division .....	Europe Combined Terminals BV

## NEW ZEALAND

---

AXT, Hans-Henning, General Manager .....	NZ Marshalling & Stevedoring Ltd.
HERBERT, Greig J., General Manager, Shipping .....	Tasman Pulp & Paper Co. Ltd.

## NORWAY

---

ALBRECHTSEN*, Lars J., Shipbroker .....	Joachim Grieg & Co.
BASTESEN, William, General Manager .....	Jebsens Thun Management AS
BOMSTAD, Jostein, General Manager, Open Hatch Dept. ....	Leif Höegh & Co. A/S
BORGE, Lars, Chartering Manager .....	Jebsens Thun Management AS
CHRISTENSEN, Tom, Managing Director .....	Western Bulk Carriers
FALKENBERG, Erik, Director, Höegh Lines .....	Leif Höegh & Co. A/S
FINSTAD, Björn, Sr. Vice President .....	Wilhelmsen Lines
GJERPEN, Ole J., Shipbroker .....	Lorentzen Chartering AS
GROENNINGEN, Alv, Chartering Manager .....	Nomadic International A/S
HALVORSEN, Svein F.M, Vice President .....	Saga Forest Carriers (Int'l) A/S
HATLEM, Petter, Manager .....	Troll Carriers / Wilhelmsen Lines
HERLOFSEN, Terje B., Shipbroker .....	R.S. Platou Shipbrokers AS
IMAI, T., Line Manager .....	Gearbulk Ltd.
INDREBOE, Per K., VP, Operations .....	Gearbulk Ltd.
JEBSSEN, Kristian, Executive Vice President .....	Gearbulk Ltd.
KAHRS, Peter, Chartering Manager .....	Seatrans Ans
KJELSVIK, Harald, General Manager, Hoegh Lines .....	Leif Höegh & Co. A/S
KOBRO*, Terje, Shipbroker .....	R.S. Platou Shipbrokers AS
KONOW, Tom W., Executive Vice President .....	Jebsens Thun Management AS
KYRKJEBO, Lars Helge, Vice President .....	Seatrans Ans
LÖKEN, Tore, Vice President & CEO .....	Troll Carriers / Wilhelmsen Lines
LOY, Fred W., Executive Vice President .....	Star Shipping A/S
MINNE, Victor, President .....	Star Shipping A/S
PALMSTRÖM, Bjarne, Director .....	Seatrans Ans
RASMUSSEN, Rolf B., Managing Director .....	Flexible Cable Vacuum International A/S
RASMUSSEN, Tom, Vice President .....	Star Shipping A/S
RONDAN, Arthur, Director Europe .....	Georgia Ports Authority
SKAAR, Knut M., Director .....	Seatrans Ans
THULIN, Erik, Managing Director .....	Nomadic International A/S
UGELSTAD, Rudy, President .....	A/S Vestfjell
UNDALL, Björn Erik, Director .....	Borgestad A/S

## PORTUGAL

---

PERALTA, Antonio C., General Manager .....	Rotrans - Transitos Internacionais, Lda.
PEREIRA, Joao C.R., Shipping Manager .....	Cia. de Celulose do Caima, SA
PERES PIRES BRANCO, Jose D., Planning & Marketing Manager ..	Soporcel-Sociedade Portuguesa de Celulose SA
RAMALHO, Vitor, Export Traffic Manager .....	Soporcel SA

## SOUTH AFRICA

---

BATTRICK, Martyn D., General Manager .....	Grindrod Cargo Services
CARR, Andrew D., Group Shipping Manager .....	Sappi International (Pty) Ltd.
CHAMBERS, M.G., Executive Manager - Projects .....	South African Marine Corp. (Safmarine)
HERMAN, R., General Manager .....	Renfreight Forwarding
LINES, Douglas B., Group Traffic Superintendent .....	Mondi Paper Co.

## SWEDEN

---

AHLANDER, Torsten, Sales Manager .....	Nordisk Transport Rail AB
ALTIN, Per-Olof, Marine Cargo Underwriter .....	Skandia Insurance Co.
ARVIDSSON, Kenneth, Shipping Manager .....	Thorsten Brunius Co. AB
BERG, Thomas, Shipbroker .....	Thomas Berg Shipping AB
BJOERK, Stefan, Director .....	Meiship AB

BRONSMAN, Frank, Vice President .....	Transatlantic Agency AB
BRUCE, Claes-Hakan, President .....	Bruce Maritime AB
CARLBERG, Kent, Manager .....	Uner Shipping
CARSTAM, Bertil, President .....	Nordisk Transport Rail AB
CRAFOORD, Thomas, Traffic Manager .....	Cellulose Marketing International AB
EDLUND, Lars, Vice President, Shipping .....	HB Elof Hansson
ELDERED, Bengt, Mgr. Logistics & Technical Development .....	SCA Shipping AB
ENGSTRÖM, Lars, Marketing Director .....	Skandia Industry Insurance Co. Ltd.
ERIKSON, Hans, President .....	Swedish Orient Line
FORSBERG, Tomas, Claims Adjuster .....	Trygg-Hansa
GREEN, Hans E., Managing Director .....	Södra Shipping AB
GYLLEN, Jan, Chartering Manager .....	Södra Shipping AB
HELLQUIST, Jan, Traffic Manager .....	Ekman Liebig AB
JÖNESTEDT, Bo G., VP, Purchase & Transport .....	ASSI
KARLSSON, Egon, Sales Manager .....	Swedish Orient Line
KNUTSON, Leif H., President .....	Scanscot Shipping Services AB
LINDGREN, Tormod, Managing Director .....	Tolico AB
NORRMAN, Peter, Traffic Manager .....	Cellulose Marketing International AB
PERSSON, Leif, Managing Director .....	Scandinavian Rail Cargo AB
PERSSON, Tommy, Shipping Administrator .....	Ekman Liebig AB
PETERSSON, Lars, Vice President .....	Gorthon Lines AB
PETTERSSON, Kenny, Chartering Manager .....	Gorthon Lines AB
RINGDAL, Björn, President .....	Gorthon Lines AB
RÖSCHMANN, Gerd, General Manager .....	MoDo Paper AB, Distribution
SEEMANN, Norbert, Managing Director .....	Rederi AB Sea-Link
STAHL, Krister, President .....	Transatlantic Agency AB
THONFORS, Staffan, Manager, Traffic Policy .....	Swedish Pulp & Paper Association
WAHLBOM, Håkan M., Director .....	Nordpol Shipping AB
WIBREN, Bo, Distribution Manager .....	MoDo
WILLIAMS, Mark, Operations Manager .....	Rederi AB Sea-Link

## SWITZERLAND

---

HÄFLIGER, Luigi, Vice Director .....	Goth Logistik-Services AG
LUDIN, Hermann G., Managing Director .....	Roba AG
RÜEGG, Leo, Member of the Board of Directors .....	Goth Logistik-Services AG
SCHOLZ, Manuela, Traffic Manager, Italy .....	Roba AG

## UNITED KINGDOM

---

ADAMS, Duncan, Managing Director .....	Duncan Adams Ltd.
ASHLEY, John, Managing Director .....	Finanglia Ferries
BARTON, Michael R., Director .....	B & B Attachments Ltd.
BELL, George, Managing Director .....	B & B Attachments Ltd.
BELL, Irene, Company Secretary .....	B & B Attachments Ltd.
BLAIR, Ronald E., Chairman .....	Forestrans Ltd.
BOWLEY, F.J., Operations Director .....	Linkflow Ltd.
BRITTON, Neville, Docks Director .....	Tees & Hartlepool Port Authority
BRUMWELL, R., Partner .....	R. Brumwell & Co.
BRYANT, A.J., Managing Director .....	42 Berth Tilbury Ltd.
CAMP, P.J., General Manager .....	Blyth Harbour Commission
CASS*, Sidney T., Managing Director .....	Crescent Wharves Ltd.
CHART, Brian W., Operations Director .....	C & H (Hauliers) Ltd.
COATES, A.R., Managing Director .....	Convoys Ltd.
CROSSBY, Peter, Director .....	Meteor Paper Ltd.
CROWE, E.P., Operations Director .....	Convoys Ltd.
CURLE, Neville, Sales & Marketing Manager .....	Port of Sunderland
DERHAM, Keith, Operations Director .....	Finntransit Ltd.
DE WECK, Paul L., Managing Director .....	C & H (Hauliers) Ltd.
DICKINSON, Richard G., Managing Director .....	Varma Services Ltd.
FLETCHER, Brian, Managing Director .....	Seaport Shipping Ltd.

<b>GOODWIN, Edwin J.</b> , Senior Marketing & Sales Manager	Port of Tilbury
<b>GRANT, J.R.</b> , Group Sales & Marketing Manager	Forth Ports Authority
<b>GRATWICK*, Geoffrey R.</b> , Sales Manager	Joloda plc
<b>GUTHRIE, John D.</b> , Senior Partner	Charles Gee & Co.
<b>HARRISON, Michael J.</b> , Director	Cory Brothers Shipping Ltd.
<b>HATCHARD, F.A.</b> , Managing Director	Mann & Son (London) Ltd.
<b>HEMPSTOCK*, N. Duncan</b> , Assistant Divisional Managing Director	Hays Marine Services Ltd.
<b>HENRIKSEN, O.</b> , Captain General Manager	EAC Transport (UK) Ltd.
<b>HETHERINGTON, D.W.</b> , Operations Manager	Blyth Harbour Commission
<b>HILLS, Terry M.</b> , Director & General Manager, Conventional	Port of Tilbury
<b>HODGKINSON, John</b> , Marketing Manager	Clyde Port Authority
<b>HOLLAND, Lee A.</b> , Commercial Manager	Dundee Port Authority
<b>HUNT, Donald</b> , General Manager	Purfleet Thames Terminal Ltd.
<b>HUNTER, J.</b> , UK Sales	Cascade UK
<b>IVENS, Keith D.</b> , Partner	Charles Gee & Co.
<b>JELLIS, Stephen G.</b> , Director	Transit (Medway) Ltd.
<b>JENKINS, Clive</b> , Shipbroker	Tatham, Bromage and Co. Ltd.
<b>JOHNSTONE, Rod</b> , Director	Piggins-Rix Ltd.
<b>KINDBERG, Ake</b> , Managing Director	Ship-Link (UK) Ltd.
<b>LITTLER, David R.</b> , Director	Maple Leaf Shipping Agencies Ltd.
<b>LUNN, Keith A.P.</b> , Managing Director	Echo Freight Forwarding Ltd.
<b>MAJOR, Frank</b> , General Manager	Port of Sunderland
<b>MARTIN, Barry O.</b> , Director	Cargo Transit Services Ltd.
<b>MCCRINDLE, Graham J.</b> , Director	Linkflow Transportation Ltd.
<b>MCMILLEN, John A.</b> , Operations Director	Varma Services Ltd.
<b>MCNAB, John S.</b> , Chief Executive	Port of Tilbury
<b>MEREDITH, Trevor</b> , Managing Director	Linkflow Ltd.
<b>MULLINS, Guillermo</b> , Director	CMPC International Europe Ltd.
<b>NIBLOCK, W.B.</b> , Manager, Hartlepool Docks	Tees & Hartlepool Port Authority
<b>NIXON, Nigel</b> , Chairman	Nigel Nixon & Partners
<b>PEACOCK, Mel R.</b> , Sales Service Manager	Georgia Pacific International Corp.
<b>PIIPARINEN, Pasi</b> , Managing Director	Fintransit Ltd.
<b>RAVENSCROFT, Frank</b> , Director Operations	Purfleet Thames Terminal Ltd.
<b>RAY, Dennis E.</b> , Managing Director	Seaboard Shipping Services Ltd.
<b>ROBERTS, John B.</b> , Commercial Manager	Transit (Medway) Ltd.
<b>ROGERS, J.H.</b> , Timber Terminal & Forest Products Mgr.	The Mersey Docks & Harbour Co.
<b>SHARP, Richard</b> , Distribution Services Manager	ECC International
<b>SIMMS, P.</b> , Manager Woodpulp Sales Co-ordinator	Caemi International Ltd.
<b>SMYTH, David</b> , Operations Director	Inter-Counties Transport Ltd.
<b>STEPHENSON, Robert C.</b> , Managing Director	Northfleet Terminals Ltd.
<b>STEWART, James</b> , Managing Director	Stanton Grove Ltd.
<b>TAYLOR, Alan J.</b> , Joint Managing Director	Seacon Holdings plc
<b>THOMSON, Harry</b> , Agency Manager	Piggins-Rix Ltd.
<b>TURNER, Derek</b> , General Manager	Maritime Cargo Terminals Ltd.
<b>WALKER, A.H.J.</b> , Director	Finanglia Ferries
<b>WHARTON, K.J.</b> , Marketing Director	The Mersey Docks & Harbour Co.
<b>WRIGHT, Gifford H.</b> , Managing Director	Crossleys

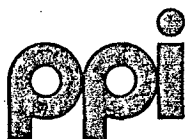
## USA

<b>ASPEN, John E.</b> , President	J.E. Aspen Shipping Co.
<b>AVICE, Patrick</b> , General Superintendent Breakbulk	Stevedoring Services of America
<b>BAKER, William A., Jr.</b> , Vice President, Operations	Colonial Oil Industries Inc.
<b>BALDWIN, James M.</b> , Asst. Vice President - Westbound Traffic	Forest Lines, Inc.
<b>BARTRO, Robert A.</b> , Manager, Forest Products Mktg., US	Westwood Shipping Lines
<b>BEDFORD, Edward T.</b> , Vice President	ITC Inc.
<b>BELL, Rodney</b> , Sales Manager - Strapping Machinery	Cranston Machinery Co., Inc.
<b>BERENGER, Ronald A.</b> , Senior Vice President	Gulf & Eastern Steamship & Chartering Corp.
<b>BLAIZE, Leo P.</b> , Commissioner	Greater Baton Rouge Port Commission
<b>BORDEVIK, Torbjorn</b> , Operations Manager/St. John	Star Shipping (NY) Ltd.
<b>BOTKINS, Katherine</b> , Administrative Assistant	Norsk Pacific Steamship Co. Ltd.
<b>BRANDT, Krister</b> , President	Brandtship USA, Inc.

BROWN, Jack M., President	Penn Trucking & Warehousing Inc.
BROWN, John, Jr., Vice President, Sales	Penn Trucking & Warehousing Inc.
BROWN, Thomas, Vice President, Operations	Penn Trucking & Warehousing Inc.
BROWNING, E.G., General Manager	Alabama State Docks (Port of Mobile)
CALANDRA, Michael A., Manager of Port Services	Georgia Ports Authority
CARLSON, Chad A., Marine Transport. & Materials Handling Asst.	Bowater Inc.
CHAPPELL, Richard, Operations/Forest Products Mgr. - Canada	Westwood Shipping Lines
CHICK, Edward J., Executive Vice President	Gulf & Atlantic Maritime Serv.
CIACCIA, Vito J., Director, Marine Transport	ITT Rayonier
CIRAMELLA, Orlando D., Manager Sales/Traffic	Port of Port Arthur
COLQUITT, John F., Senior Vice President	Terminal Management Corp.
CONDON, Ed, Vice President	Strachan Shipping Co.
COTTER, Peter W., President	Port of Port Royal Inc.
CRYNE, Geraldine C., General Traffic Manager	Perry H. Koplik & Sons, Inc.
DECATOR, Carl J., Senior Vice President	Penn Terminals Inc.
DEMERE, Robert H., Jr., President	Colonial Oil Industries Inc.
DENNISTON, Dwain, Vice President	Southern Steamship Agency
DUTTON, John B., Director	Alabama State Docks Department
EMERSON, Bill, President	Southern Overseas Corp./Wilmington Shipping Co.
ERIKSEN*, Ulf R., President	Peraco Chartering (USA), Inc.
FICKETT, W.D., Export Shipping Coordinator	Georgia Pacific Corp.
FOLEY, Terrence, Director of Marketing	Philadelphia Regional Port Authority
FORNANDER, Hakan, President	Seatrans, Inc.
GAFFNEY, John F., Mgr., Port Sales Office	Port Authority of New York & New Jersey
GERAGHTY, James, VP, Distribution	Madden Corp.
GIANCOLA, Joseph A., Director	Peraco Chartering (USA), Inc.
GILBERTTI, Robert M., Director Export Distribution	ECC International
GOLDSCHMIDT, Sidney, Manager of Transportation	Central National-Gottesman, Inc.
GREENE*, B.H., Vice President, Operations	Ryan-Walsh Inc.
GRILL*, Jerome L., VP, Director of Transportation	Central National-Gottesman Inc.
HARTMAN, Kenneth J., VP Customer/Marketing Services	ECC International
HATZI, Chris, Manager, Regional Marketing	Port of Portland
HENDERSON*, Mark W., Vice President, US Operations	Auramo Inc.
HILL, Ralph U., President	Baton Rouge Marine Contractors Inc.
HOMANN, Bernd, Director, Marketing/Sales	Bremer Lagerhaus Gesellschaft US Representation
HOOGWERFF*, Marius A.J., Consultant	Global Logistics
ISOM, Kathleen W., Manager, Marine Transportation	Weyerhaeuser Co.
JACOBI, Robert G., Director, Business Development	North Carolina State Ports Authority
JANKOWSKI, Anthony J., Traffic Manager	Intercontinental Cellulose Sales Inc.
KALHAGEN, Eilif G., Operations Manager	Star Shipping (NY) Inc.
KLEE*, Ann R., Environmental Attorney	Preston Gates Ellis & Rouvelas Meeds
KOMAZAKI, Kazumi, Vice President, Marketing	Saga Forest Carriers Int'l (USA) Inc.
KREUGER, Ralph, Sr. VP, Conventional Services	Lykes Bros. Steamship Co., Inc.
LARUE, John P., Executive Director	Philadelphia Regional Port Authority
LAVELLE, Peter A., Mgr. Rate Planning & Development	International Paper
LEATHERBURY, E.R., Executive Vice President	Ryan-Walsh Inc.
LORENZO*, Joseph A., President	J.A. Lorenzo & Co. Ltd.
LOVETT*, Steven A., VP, International Trade	National Forest Products Association
LYONS, James K., Vice President, Director Corporate Sales	Ryan-Walsh Inc.
MATTINGLY, Ned E., Mgr. Stevedoring/Terminal Operations	Strachan Shipping Co.
MAUL, Harold R., Product Manager	The Atchison, Topeka & Santa Fe Railway Co.
MAYFIELD, E. Gay, Sr. Vice President	Palmetto Shipping Co.
MCCARRON, John L., President & CEO	Ryan-Walsh Inc.
MCCURDY*, William A., Jr., Logistics & Commerce Counsel	E.I. du Pont de Nemours & Co.
MCELHANNON MAGDEFRAU, Gigi, Int'l Distribution Operations	International Paper
MCINERNEY, Michael J., Director, Distribution/Operations	Bowater Inc.
MCKINNEY, Michael E., Regional Marketing Manager	Port of Grays Harbor
MCMANUS, Jerry, Sr. VP, Corporate Operations	Ryan-Walsh Inc.
MCNAMARA, Joseph, Gen. Traffic Mgr.-Pacific & Mediter. Trades	Star Shipping (NY) Inc.
MENZIES*, Scott S., President	Baltimore Forest Products Terminals
MERRILL, Paul D., CEO	The Merrill Companies
MICHEL*, Keith, President	Herbert Engineering
MICHEL, Peggy, Assistant to the Secretary	IFPTA
MITCHELL, Steve, Contracts Manager	Stevedoring Services of America

<b>MONTGOMERY, Warner</b> , Vice President	Wilmington Shipping Co.
<b>MUELLER, Richard M.</b> , Vice President & General Manager	Star Shipping (NY) Inc.
<b>NELSON, Craig L.</b> , Vice President, Operations	Saga Forest Carriers Int'l (USA) Inc.
<b>NILSEN, Robert W. II</b> , Project Manager	Armada Shipping Inc.
<b>NORDIN, Anders</b> , Manager Transportations Distribution	Abitibi-Price Sales Corp.
<b>NORE, Per A.</b> , Vice President	Jebsens International (USA) Inc.
<b>NORRIS, Mary Jane</b> , Assistant Regional Manager	Maryland Port Administration
<b>PASUDETTI, Vic</b> , Account Executive	Lykes Bros. Steamship Co., Inc.
<b>PELUSO, J.L., Jr.</b> , International Transportation Manager	Union Camp Corp.
<b>POILLON, Arthur J.</b> , Assistant Director	Alabama State Docks Dept.
<b>POISELLA, Charles J.</b> , Manager Int'l Fiber Distribution	Federal Paper Board Co.
<b>POWELL, Gregory C.</b> , President	Jomaris Inc.
<b>PROCHILLO, James S.</b> , Director International Operations	Abitibi-Price Sales Corp.
<b>PRUITT, Gary K.</b> , Executive Director	Greater Baton Rouge Port Commission
<b>PRZEDPELSKI, Ted</b> , General Manager	Forest Lines, Inc.
<b>RAGLAND, John</b> , Business & Trade Development	James J. Flanagan Shipping Corp.
<b>RAINEY, Bartlett</b> , Director of Forest Products	Cooper/T. Smith
<b>RAMOS, Manuel C.</b> , Director, Latin America	Maryland Port Administration
<b>REGISTER, Woodward H.</b> , Vice President	Gulf & Eastern Steamship and Chartering Corp.
<b>REIMER, Jack</b> , President	J.H. Stevedoring Co.
<b>REINELT, Eric C.</b> , Trade Development Specialist	Port of Milwaukee
<b>RILEY, Robin E.</b> , President	Safmarine Inc.
<b>ROBY, John R.</b> , Transportation Manager	Port of Beaumont
<b>ROED, Olaf</b> , President	Saga Forest Carriers Int'l (USA) Inc.
<b>ROYAL, Sharon</b> , Supervisor Transportation Services	Boise Cascade Corp.
<b>RUSSOM, Kevin M.</b> , General Manager	Georgia-Pacific Corp.
<b>SCHALLER, David A.</b> , Port Director	Port of Pensacola
<b>SCHLAGER, Wolfgang</b> , General Manager Vessel Operations	Norsk Pacific Steamship Co. Ltd.
<b>SHEILS, Chris</b>	Gearbulk Inc.
<b>SHERMAN, Fred S.</b> , Executive Director	Port of Pascagoula/Jackson County Port Authority
<b>SINGLETON, Billy</b> , Vice President	Strachan Shipping Co.
<b>STEALEY, Mark</b> , Distribution Manager	US Paper Corp.
<b>STENSTROM, John</b> , President	Norsk Pacific Steamship Co. Ltd.
<b>STUBBS, Wayne D.</b> , President/General Manager	Nassau Terminals
<b>STURM, Kenneth H.</b> , VP, Distribution/Operations	Bowater Inc.
<b>SWARTOUT, Torin</b> , General Traffic Manager - Atlantic Trades	Star Shipping (NY) Inc.
<b>SWEENEY, Dave</b> , Manager, Forest Products	Ryan-Walsh Inc.
<b>SZALLAI, Kenneth</b> , Port Director	Port of Milwaukee
<b>TAGG*, Robert D.</b> , Naval Architect	Herbert Engineering Corp.
<b>TAYLOR, Tommy R.</b> , Vice President	Ryan-Walsh Inc.
<b>THORNE, H.S.</b> , Vice President, Operations	Ryan-Walsh Inc.
<b>TRUSSELL, James W.</b> , Vice President, Marketing & Sales	Terminal Management Corp.
<b>UNGER, Vern</b> , President	Allied Intercontinental Agency Inc.
<b>VAN DER LUGT, Hubert P.C.</b> , President	HUB Shipping Co.
<b>VANDERPOOL, Reed</b> , Operator	Armada Shipping Inc.
<b>WALLACE, Robert</b> , General Manager	Federal Marine Terminals Inc.
<b>WARD, David M.</b> , Marine Superintendent	International Paper
<b>WARNER, R.D.</b> , Manager, Ocean Freight	Georgia Pacific Corp.
<b>WEIGEL, Rich</b> , Director - QDC	Santa Fe RR
<b>WHISNANT, Bruce</b> , Sr. Vice President	Stevedoring Services of America
<b>WIGGINS, William C.</b> , Manager Export Distribution	ECC International
<b>WILKES, Bud</b> , President	Forest Products International, Inc.
<b>WILSON, Jack L.</b> , Director of Marine Operations	North Carolina State Ports Authority
<b>WRIGHTSON, Bruce</b> , Terminal Manager	Baltimore Forest Products Terminals
<b>YOUNG, Thomas L.</b> , Vice President	Palmetto Shipping Co.
<b>ZWAGA, Robert</b> , Shipbroker	EAC Bulk Transport (North America) Inc.

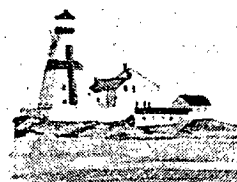




# Transport Symposium 9

7 - 9 October 1991 - Saint John, NB, Canada  
Hilton Trade and Convention Centre

Rotterdam 1974  
Rotterdam 1976  
Vancouver 1978  
London 1980  
Hamburg 1983  
Lisbon 1985  
New Orleans 1987  
Helsinki 1989  
Saint John, NB 1991



## LIST OF SPEAKERS/SESSION CHAIRMEN

George A. ADAMS, VP, Transportation	MacMillan Bloedel Ltd., Canada
Lars J. ALBRECHTSEN, Shipbroker	Joachim Grieg & Co., Norway
Vincent A. BENVENUTI, President	Quebec & Ontario Recycling Ltd., Canada
Jim G. BLACK, Manager Traffic & Pulp Sales Coordination	Crestbrook Forest Industries, Canada
Jan O. BODIS, Head of Legal Department	Hamburger Versicherungsbüro Otto Bodis, Germany
Winand H.F. BRUNINX, Manager Logistics Raw Material	Feldmuehle Langerbrugge NV, Belgium
Klaus BURHOP, Director, Corporate Logistics	Canadian Pacific Forest Products Ltd., Canada
Sidney T. CASS, Managing Director	Crescent Wharves Ltd., United Kingdom
Ulf R. ERIKSEN, President	Peraco Chartering (USA), Inc., USA
Rolf G.W. ERIKSSON, Managing Director	Transfennica Corp., Finland
B. FAYERS, Product Services Manager	Cascade Europe, Netherlands
Klaus GEBERT, General Manager	Cellpap Terminal Hamburg, Germany
Geoffrey R. GRATWICK, Sales Manager	Joloda plc, United Kingdom
B.H. GREENE, Vice President, Operations	Ryan-Walsh Inc., USA
Jerome L. GRILL, VP, Director of Transportation	Central National-Gottesman Inc., USA
N. Duncan HEMPSTOCK, Assistant Divisional Managing Director	Hays Marine Services Ltd., United Kingdom
Mark W. HENDERSON, Vice President, US Operations	Auramo Inc., USA
Michael HERRMANN, Branch Manager	Fr. Meyer's Sohn, Germany
Marius A.J. HOOGEWERFF, Consultant	Global Logistics, USA
John KALISH, President	IFPTA, Belgium
Ann R. KLEE, Environmental Attorney	Preston Gates Ellis & Rouvelas Meeds, USA
Terje KOBRO, Shipbroker	R.S. Platou Shipbrokers AS, Norway
Uwe KRÜGER, Managing Director	Warico Importabwicklung von Papier & Karton, Germany
Joseph A. LORENZO, President	J.A. Lorenzo & Co. Ltd., USA

<b>Steven A. LOVETT</b> , VP, International Trade	National Forest Products Association, USA
<b>William A. MCCURDY, Jr.</b> , Logistics & Commerce Counsel	E.I. du Pont de Nemours & Co., USA
<b>Frank MCKENNA</b> , Premier	Province of New Brunswick, Canada
<b>Scott S. MENZIES</b> , President	Baltimore Forest Products Terminals, USA
<b>Peter MERIN</b> , R & D Manager	Auramo Cargo Systems Oy, Finland
<b>Gerald S. MERRITHEW</b> , Minister of Veterans Affairs	Government of Canada
<b>Keith MICHEL</b> , President	Herbert Engineering, USA
<b>Martin J. O'DOHERTY</b> , Director, Distribution	Quebec & Ontario Paper Co. Ltd., Canada
<b>L.A.G. RENSEN</b> , Managing Director	Interrijn BV/Rebes BV, Netherlands
<b>Jaap SIMONSE</b> , Manager	Furness NeoBulk Services BV, Netherlands
<b>Robert D. TAGG</b> , Naval Architect	Herbert Engineering Corp., USA
<b>Elsie E. WAYNE</b> , Mayor	Saint John, New Brunswick, Canada
<b>Adam H. ZIMMERMANN</b> , Chairman & CEO	Noranda Forest Ltd., Canada

# LIST OF LATE REGISTRANTS

Armac Shipping Ltd., United Kingdom	Robert McSweeney, Managing Director
Bahia Sul Celulose SA, Brazil	Paulo Teixeira Ribeiro, Sales Administration Manager
Alfred Balguerle SA, France	Jean-Charles Saignol, Director
BHP International Marine Transport Inc., Canada	George A. Coppo, President Thomas L. Henderson, General Manager
Canada Ports Corp., Canada	Raymond Robusky, Manager, Financial Analysis Jean Michel Tessier, President & CEO Patrick F. Walsh, Director, Intermodal Services
Canadian National Railways, Canada	Georges R. Gagnon, Assistant VP, Pulp & Paper John D. Guppy, Vice President, Marketing
Canadian Sailings of Montreal, Canada	Esther Crandall, Journalist
Carolina Stevedoring Co., Inc., USA	Donald Kee, East Coast Superintendent
CCAL, Canada	Capt. Andreas Gjevik, Owners Representative
Celulosa de Chihuahua, SA de CV, Mexico	Rafael Ordonez, Logistics and Traffic Manager
CN Rail, Canada	John Lewis, Market Manager, Forest Products
Convoys Ltd., United Kingdom	W. Vail, Wharf Manager
Cooper/T. Smith Stevedoring, USA	Bill Eckert, Special Projects
CSAV (Sudamericana de Vapores), Chile	J. Felipe Illanes A., Vice President, Bulk Division
CSX Transportation, USA	William A. Smith, Manager, International Sales
Daishowa Canada Co. Ltd., Canada	Tony Marra, Marketing & Transportation Assistant
De Vos & Zoon, Netherlands	Johan Huitsing, Office Manager, Rotterdam
Empire International Stevedores Ltd., Canada	John C. Milligan, VP, Operations & Marketing
Forsea Distribution, Belgium	Peter Larose, Line Manager
Hamburger Hafen-und Lagerhaus AG, Germany	Michael Wilkens, Sales Manager
I.N.C.A.T. Ingegnaria Consulenza Assistenza Tecnica Srl, Italy	Francesco La Face, Managing Director
PT Karana Line, Indonesia	Ir. Bambang Ediyanto, President Director Abdul Rosyad, General Manager Ir. Subiyanto, Vice President
Maritime Paper Products Ltd., Canada	Name to be advised

Mercan Freight Services Inc., Canada	Garry Dodd, VP, Sales & Marketing
The Mersey Docks & Harbour Co., United Kingdom	F. Robotham, Freeport & Marketing Manager
Neska Expeditiebedrijf NV, Belgium	Jozef Gommers, Manager
Port Authority of New York & New Jersey, USA	Robert A. Gaffney, Manager, Latin America
Norsk Pacific Steamship Canada Ltd., Canada	Jim McMartin, President
Oy Notraco AB, Finland	Hans Ulrich Piel, Shipbroker
Agenzia Maritima Orion, Italy	Angelo Pesce, Manager
Pacrim Martec Co., USA	King-Tao Liu, President
Palmetto Shipping Co., USA	William J. Gibbs, Executive Vice President
Portucel SA, Portugal	Oscar José Bastos Moreira de Sa, Director V. Soeiro, Manager
Robert Reford Inc., Canada	Ross A. Kennedy, Executive Vice President
Rubb Buildings Ltd., United Kingdom	Ray Colby, Director
Safar NV, Belgium	Paul A. Henrotin, Shipping Manager
Saint John Harbour Development Commission, City of Saint John, Canada	Ed Graham, Commission Chairman Ralph Murray, Sr. Transportation Policy Adviser
Saint John Port Corp., Canada	Betty Huttges, Marketing Coordinator
Saint John Shipbuilding Ltd., Canada	Larry Armstrong, President
Scandia Shipping Agencies Inc., Canada	Daniel Falaise, Vice President
Speter SpA, Italy	Angelo Mariotto, Managing Director
S/S Steamship Co. Ltd., Canada	B.E. Kimber, President
Southern Steam, Inc., Canada	Didier Vanal, Vice President, Canada
Southern Seamship Agency, USA	Rex Wheeler, Vice-President
Sunds Defibrator AB, Sweden	Bo Forsgren, General Manager
Tampa Port Authority, USA	George T. Williamson, Deputy Port Director
Tembec Inc., Canada	Steve Charles, Traffic Manager
Ultrachart, Chile	Daniel Necker, Shipbroker
Vale do Rio Doce Navegacao SA/Docenave, Brazil	Nelson Delduque, President Nadim Abdala Sareyed-Dim, Vice President
Vancouver Port Corp., Canada	Kevin Little, Director Marketing Capt. Norman C. Stark, Port Manager & CEO
F.K. Warren Ltd., Canada	Gordon M. Smith, Vice President

G. Montambano Lt

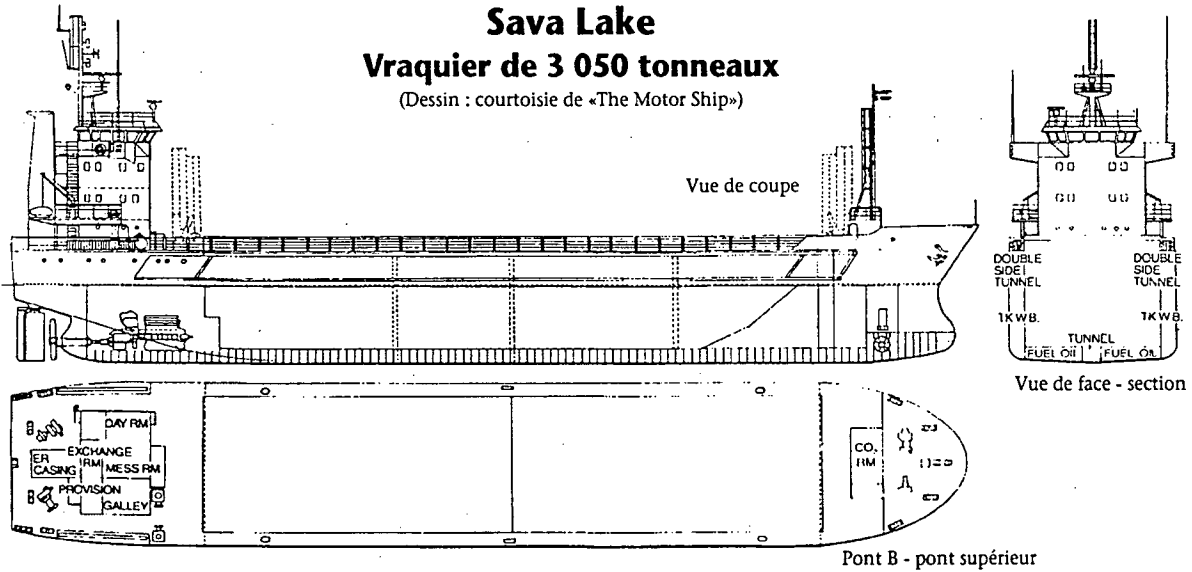
Richard Deane Deane

# Une entreprise norvégienne recevra livraison de cinq vraquiers à superstructure rangée en cale

CADRE

## Sava Lake Vraquier de 3 050 tonnes

(Dessin : courtoisie de «The Motor Ship»)



Plan du vraquier Sava Lake, construit en Yougoslavie. La superstructure est dessinée telle qu'elle sera une fois l'assemblage entièrement terminé.

Cinq nouveaux vraquiers jaugeant 3 050 tonnes chacun et mesurant 74,65 mètres de longueur, commandés à un chantier de construction navale yougoslave par la compagnie norvégienne *Fonnbulk*, seront livrés prochainement sans superstructure apparente. En effet, celle-ci sera rangée en cale lors de la livraison. Précisons que la superstructure d'un navire consiste en l'ensemble des constructions situées au-dessus du pont.

Une telle mesure s'impose car les

vraquiers devront passer par la rivière Sava et le Danube pour se rendre en mer Noire. Ce parcours, qui implique le passage sous de nombreux ponts, pose problème car beaucoup de ces ouvrages sont trop bas pour la superstructure des navires.

L'armement des navires, c'est-à-dire l'installation de tous les moyens nécessaires à sa navigation, s'effectue à Sava en Yougoslavie, où les superstructures sont assemblées de façon temporaire avant d'être démontées et rangées en cale. Les vraquiers sont ensuite dirigés vers le

chantier de Kladovo à cent-soixante-dix kilomètres à l'est de Belgrade. À cet endroit, la superstructure est retirée de la cale et assemblée de façon permanente à la coque du vraquier.

Le premier de ces navires, le *Sava Lake*, d'une largeur de 12,70 mètres, a déjà subi cet étrange rituel avec succès. Les constructeurs et navigateurs chargés de mener les bateaux à bon port ne doutent pas que les quatre autres vraquiers verront leur voyage inaugural couronné de la même réussite.

## Yellow accroît son réseau au Canada

Un récent communiqué de Yellow Freight System, Inc., un des chefs de file nord-américains dans le transport routier de charges partielles, fait état de l'ouverture de deux nouveaux terminaux au Canada.

Le premier de ces terminaux a été inauguré au début octobre à Dartmouth en Nouvelle-Écosse. Yellow compte desservir l'ensemble du territoire néo-écossais, qui compte quarante-deux destinations directes, à partir de ces

nouvelles installations. Le terminal servira aussi de lieu de transit pour les points de desserte indirecte en Nouvelle-Écosse.

Quant au second terminal, situé à Moncton au Nouveau-Brunswick, il sera inauguré à la mi-novembre. Ce terminal constituera le relais de service pour le Nouveau-Brunswick, l'Île-du-Prince-Édouard et Terre-Neuve, incluant six points de desserte directe. Il servira aussi de relais pour les points de desserte indirecte situés dans ces régions.

Par ailleurs, Yellow a annoncé l'ouverture de sa division mexicaine, *Yellow Freight Mexicana*, qui prendra en charge l'expédition de marchandises à destination et en provenance du Mexique. Les expéditeurs canadiens disposeront donc d'un service direct entre le Canada et le Mexique, via les États-Unis.

Yellow Freight System exploite vingt-cinq terminaux dans huit provinces au Canada. L'entreprise oeuvre au pays depuis 1964, année où le bureau des ventes de Toronto a été ouvert. Sis à Overland Park au Delaware, le siège social de Yellow chapeaute un réseau de six cent quarante-deux terminaux aux États-Unis, au Canada, au Mexique et à Porto Rico.

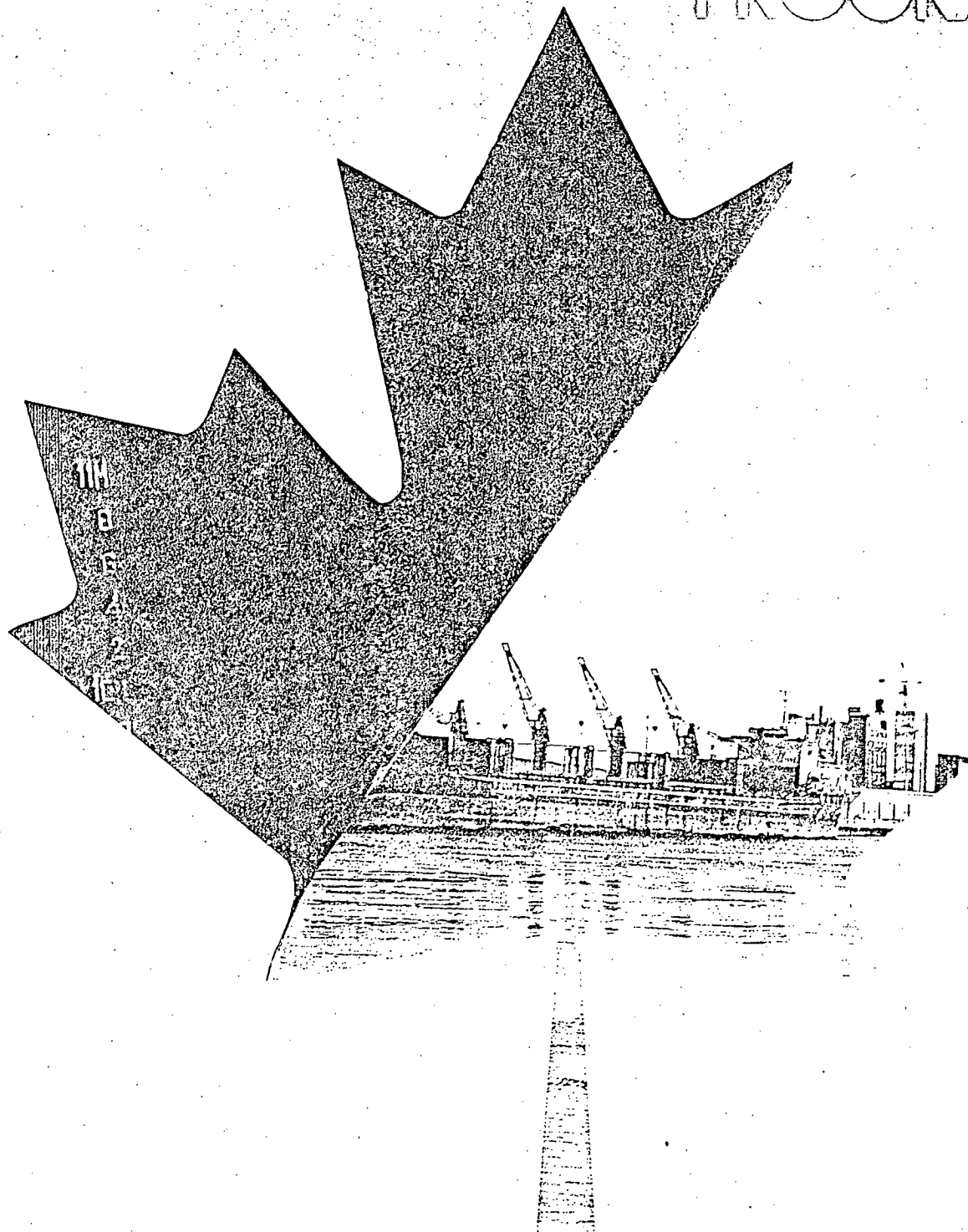


# Transport Symposium

7-9 October 1991

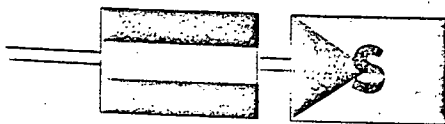
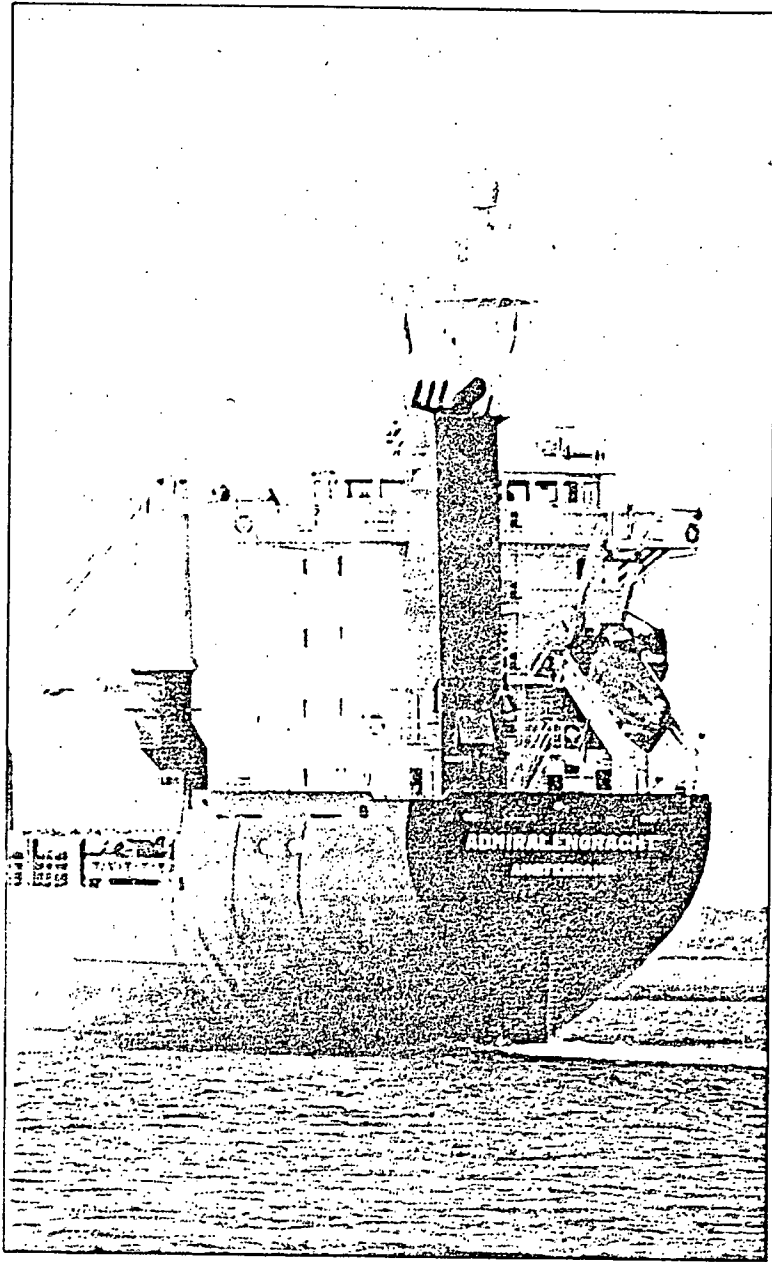
HILTON TRADE AND CONVENTION CENTRE  
SAINT JOHN, NEW BRUNSWICK, CANADA

## PROGRAM



Organized by PPI in cooperation with  
The International Forest Products Transport Association (IFPTA) ←

# GO GRACHT



Spiliethoff's

BEVRACHTINGSKANTOOR B.V.

SINCE 1921

Danzigerkade 8, 1013 AP Amsterdam, Holland.  
P.O. Box 409, 1000 AK Amsterdam, Holland.  
Tel + 31 (0)20 5867711. Fax + 31 (0)20 6829647. Tlx 12065-agency 13515

Circle 106 on Reader Service Card

# TRANSPORT SYMPOSIUM 9

The 9th International Symposium on  
Transport and Handling in the  
Pulp and Paper Industry

7-9 October 1991

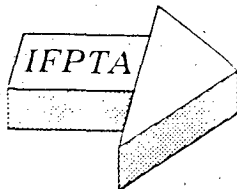
Saint John, New Brunswick, Canada

Hilton Saint John Trade and Convention Centre

Organized and sponsored by:



in cooperation with



*International Forest  
Products Transport Association*

... Rotterdam 1974 ... Rotterdam 1976 ... Vancouver 1978 ... London 1980 ...  
... Hamburg 1983 ... Lisbon 1985 ... New Orleans 1987 ... Helsinki 1989 ...

... Saint John, New Brunswick 1991 ...



# IMPORTANT EVENTS

---

---

*Put these dates on your calendar*

PPI Business Papers Conference 3  
Royal Lancaster Hotel, London  
23-24 March 1992

PPI Market Pulp 8  
Hilton Hotel, Brussels  
4-5 May 1992

PPI Publication Papers Conference 6  
Royal Lancaster Hotel, London  
9-10 November 1992

---

---

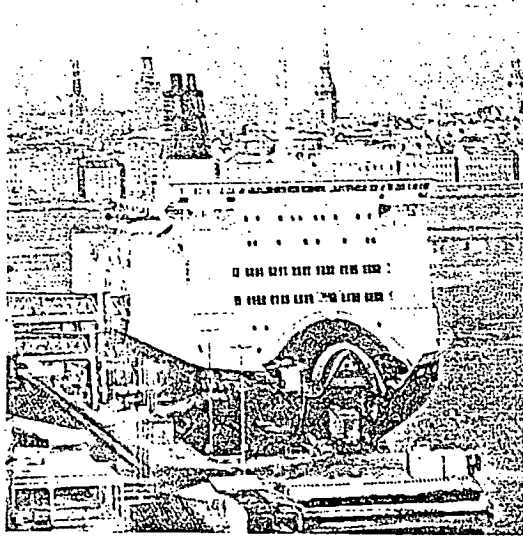
---

---

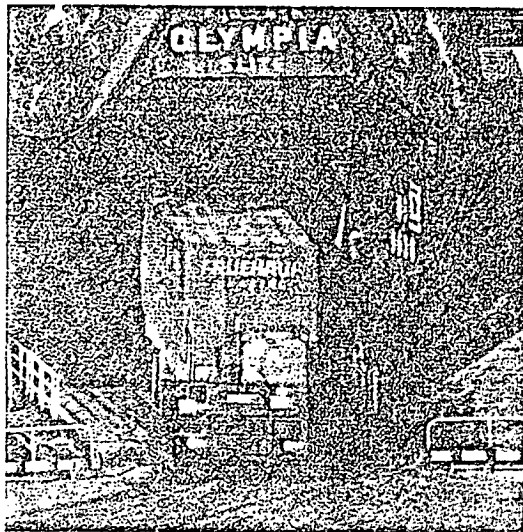
---

# TAKE COVER

Skandia is a Front Runner when it comes to  
Loss Prevention Service



for Hull and Machinery.



and for Cargo transported

Skandia is also the leading Insurance Company  
in Sweden for Marine Risks: Hull, Machinery, Cargo,  
Loss of Hire and Freight Forwarders' Liability



**SKANDIA**

- for safe arrival of ship and cargo

## Location of activities

---

The Saint John Hilton Trade and Convention Centre is the center of all symposium activities. The lunches Monday and Wednesday will be served in the Loyalist Room. PPI's Monday "get together" cocktail (19:00-20:00 hrs) will be held at the Hilton Hotel (Lower Lobby). On Tuesday, 8 October, lunch for delegates attending the symposium tour will be provided during the tour.

## Symposium proceedings volume

---

A book of the symposium proceedings, containing all papers presented and discussions will be published after the symposium. Every delegate will receive one free copy of the proceedings volume by mail. Additional copies may be purchased after the book has been published. Orders can be transmitted directly to PPI in Brussels.

## Index

---

Schedule of events . . . . .	8
Program of symposium sessions . . . . .	12, 14, 20, 22
Symposium tour details . . . . .	16, 17
Program chaimen . . . . .	24
Speakers' biographies and abstracts . . . . .	26 - 67
Advertisers' index . . . . .	68

THE LEADING FORESTRY PRODUCT CARRIER

# GEARBULK LTD.

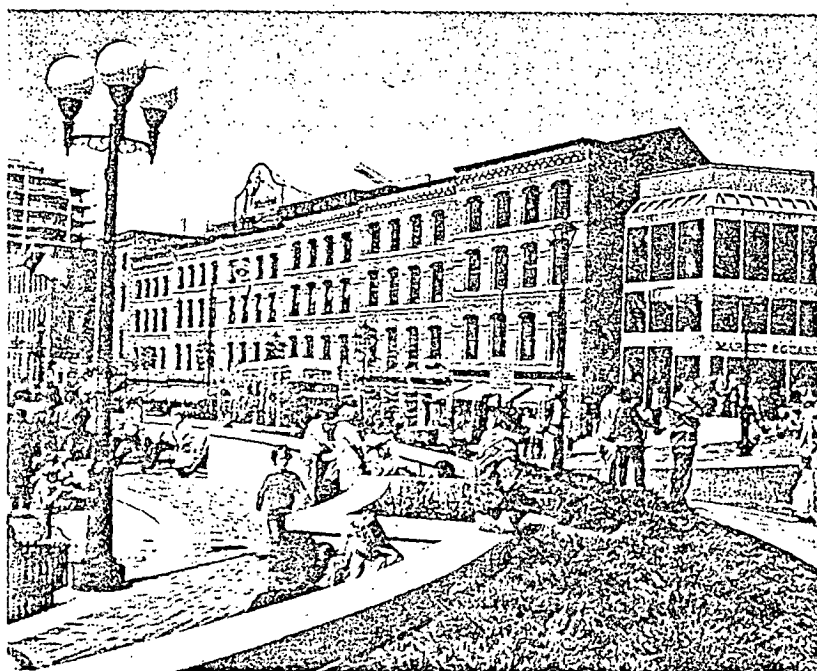
NOW ALSO WITH THE REVOLUTIONARY  
"TEBC" CONCEPT ("TOTALLY ENCLOSED BULK CARRIER")  
FOR ALL WEATHER OPERATION

Folke Bernadottes vei 38  
P.O.B. 3740  
N-5033 BERGEN, NORWAY  
Teleph.: +47-5-17 51 00  
Telefax: +47-5-17 51 21  
Telex: 42532



*Total service concept*

## Saint John, New Brunswick: "The greatest little city in the East"



*Marquet Square*

The 76,381 residents of Saint John have a lot to boast about. In recent years there have been major development and restoration projects in the heart of Canada's oldest incorporated city that have resulted in a delightful blending of the past and present. Market Square is an excellent example with its facade of 19th century buildings and interior of trendy boutiques, restaurants, and night spots overlooking Market Slip.

It was here that thousands of United Empire Loyalists landed in 1783. Today the year round, capacious harbour welcomes pleasure boats from the eastern seaboard and ships from around the world.

During the late 1800's thousands of Irish immigrants arrived at the port. Many were kept quarantined on Partridge Island which has been referred to as the Ellis Island of Canada. Due to the historical significance of the island it has been designated as a National Historic Site twice and a museum is now open on the island.

The city claims many first including the first police force in North America, the first newspaper and bank in Canada as well as being the site for the conception of many important inventions.

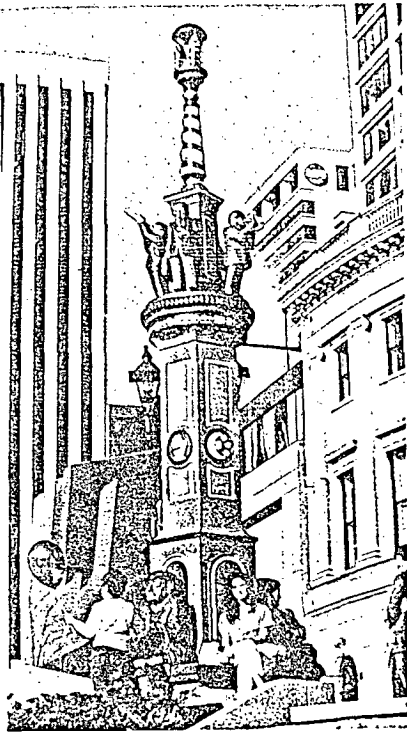
Four walking tours - Prince William's Walk, A Victorian Stroll,

the Loyalist Trail, and the Douglas Avenue Amble make exploration of the city's historic streets easy. Each tour takes approximately 1 1/2 hours and brochures are available at the municipal tourist information centers located throughout the city. Guided historic walking tours are available daily in July and August leaving from Barbour's General Store, Market Slip.

Historical attractions along these fascinating walks include Barbour's General Store, restored and stocked to the years 1840-1940 and complete with a vintage barbershop; Loyalist House, a Georgian mansion built in 1816 that pays tribute to the Loyalists; restored Pleasant Villa School; the old Loyalist Burial Grounds; Chubb's Corner; a Jewish Historical Museum; Trinity Church; the Church of St. Andrew and St. David; and many homes and buildings that are worthy examples of their own particular period of architecture.

Prince William Street with its unique craft stores, antique shops and galleries is of particular interest to collectors. The street is one of the few in Canada to be named, "National Historic Streetscape".

Saint John is also the home of the New Brunswick Museum, Canada's first museum, founded in 1842 by distinguished scientist Dr. Abraham Gesner. The museum features national and international art treasures and historic artifacts, a natural science gallery, works by Maritime artists, provincial



*Timepiece, Marquet Square*

and Canadian memorabilia, with a bookstore and a tea-room.

Other important historical attractions are Carleton Martello Tower, a stone fortification surviving from the War of 1812 and now a National Historic Site; Telephone Pioneers Museum, and Fort Howe Blockhouse, a replica of a 1777 blockhouse. Visitors are afforded a panoramic view of the city from the fort.

On Hazel Avenue, the Aitken Bicentennial Exhibition Center has five galleries featuring local and travelling exhibitions of art, crafts, photography, science, and technology collections.

Not to be missed is the Old City Market - Canada's oldest. Some of the same families have operated stalls for generations. An eye-opening variety of fresh seafood, fruits, vegetables, crafts, antiques, and collectibles are for sale. Reflecting the importance of shipbuilding to the city, the interior of the market was modelled, after the inverted hull of a ship. the market is open every day except Sundays and holidays.

A unique phenomenon takes place twice each day in Saint John. The tides of the Bay of Fundy reach such heights that they actually force the Saint John River to flow upriver, creating the Reversing Falls Rapids. There are two lookouts that provide good viewing points.

Rockwood Park in the heart of the city features camping, swimming, a waterslide, bumper boats, miniature golf, an 18 hole golf course and an aquatic golf driving range.

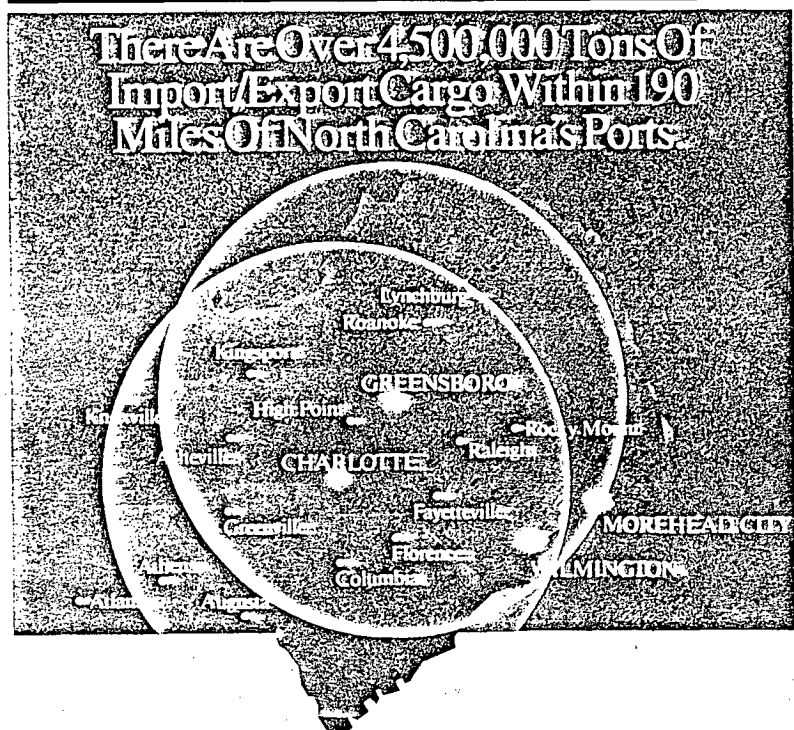
In the Cherry Brook Zoo many animals on the endangered species list wander and graze in a pleasant woodland setting.

Saint John has several world class sport complexes. The Aquatic Center located adjacent to Market Square welcomes visitors to enjoy its superb facilities for a modest fee.

Enjoy your visit to Saint John, New Brunswick 'The Greatest little City in the East'.

## Have You Been Overlooking Major Ports Of Opportunity?

**There Are Over 4,500,000 Tons Of Import/Export Cargo Within 190 Miles Of North Carolina's Ports.**



**North  
Carolina  
Ports**

*Your Ports Of Opportunity™*

For more information, call or write: P.O. Box 9002, Wilmington, NC 28402  
1-800-334-0682 ■ (919) 763-1621 ■ FAX (919) 763-6440

# Schedule of events

---

## Sunday, 6 October

12:00-18:00 Registration desk opens (Foyer of the conference room)

## Monday, 7 October

08:00 Registration desk opens (Foyer)

09:00 Opening of symposium

09:10 Welcome addresses

09:25 Keynote address

09:50 Coffee break

10:15 Session I

11:15 Workshop I

12:30 Lunch

14:00 Session II

14:40 Coffee break

16:00 End of first day

16:30-17:30 IFPTA meeting (Conference room)

19:00-20:00 PPI's get together cocktail reception (Hilton Hotel, Lower Lobby)

## Tuesday, 8 October

*Symposium Tour (see pages 16-17 for more details)*

08:15 Departure from Saint John Hilton Trade and Convention Centre

16:30 Return to Saint John Hilton Trade and Convention Centre

## Wednesday, 9 October

09:00 Session III

10:15 Coffee break

10:45 Workshop II

12:30 Lunch

14:00 Session IV

15:30 Closing of Symposium

15:35 Coffee break

**19 ON  
PAR**

**EVERY TIME!**

**A NEW DIMENSION IN FOREST PRODUCTS  
HANDLING AND DISTRIBUTION :**



**EURO FOREST  
TERMINALS**



CALAIS • BOULOGNE • LE HAVRE • ROUEN  
LA PALLICE • BORDEAUX • SETE • FOS/MARSEILLES  
ANTWERP

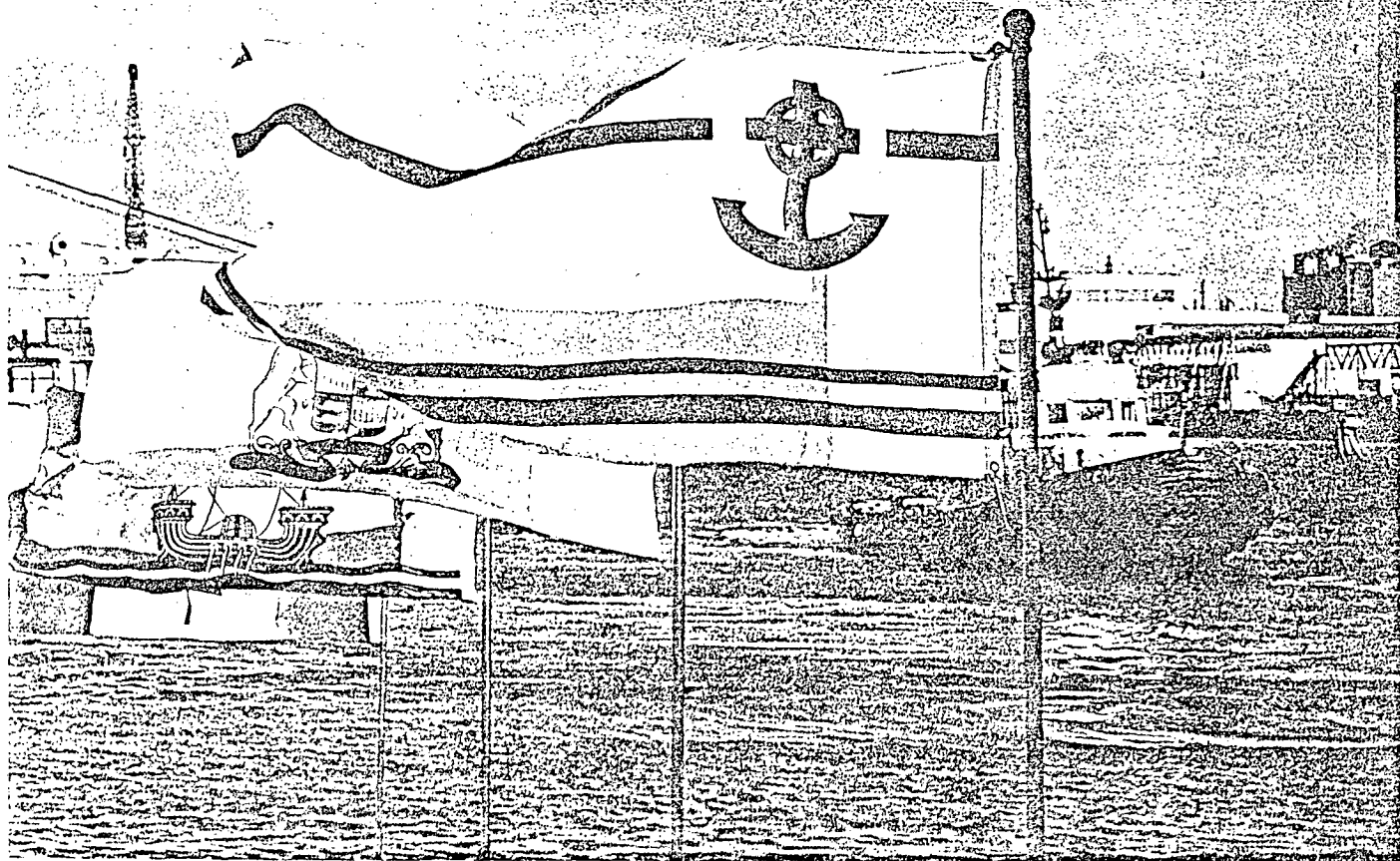
HEAD OFFICE/PARIS : Phone : 33 (1) 46 49 27 59 • Fax : 33 (1) 47 82 94 32 • Telex : 616 536

**PORT AGENCY - HANDLING - WAREHOUSING - FORWARDING  
CUSTOMS BROKERS  
EUROPEWIDE DISTRIBUTION**



# The Port of Saint John

## A multi purpose port



The Port of Saint John is unique among the major ports of Eastern North America. With a dynamic complex of modern terminals, facilities, services, and equipment, Saint John can accommodate any shippers requirements. Petroleum, pulp and paper products, lumber, steel, auto parts, roll-on/roll-off traffic, and specialty cargoes are all easily handled through the Port's twenty-four berthing facilities and private terminals. The Port of Saint John has a total docking frontage of 4,800 meters, shed storage areas of 105,500 square meters, and 47 hectares of open area.

Construction began in June to build a third forest products shed which will add 100,000 sq. ft. of transit shed space for forest products. The extra 100,000 sq. ft. of space will

build on Saint John's position as a major load center for forest products in Canada.

Considerable capital investment in the past decade has resulted in a modern, efficient port. The most recent development is the Barrack Point Potash Terminal. Two sheds, one of 75,000 tonnes capacity belonging to the Potash Company of America, a second of 115,000 tonnes belonging to Denison-Potacan Mines, share a loading facility at a Courtenay Bay berth owned by the Saint John Corporation. Throughput at the Barrack Point Terminal is in excess of 1.5 million tonnes annually.

Long Wharf Terminal on the east side of the harbour has a 26,000 tonnes capacity salt shed. Approximately 180,000 tonnes of salt is exported an-

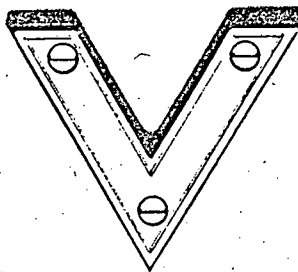
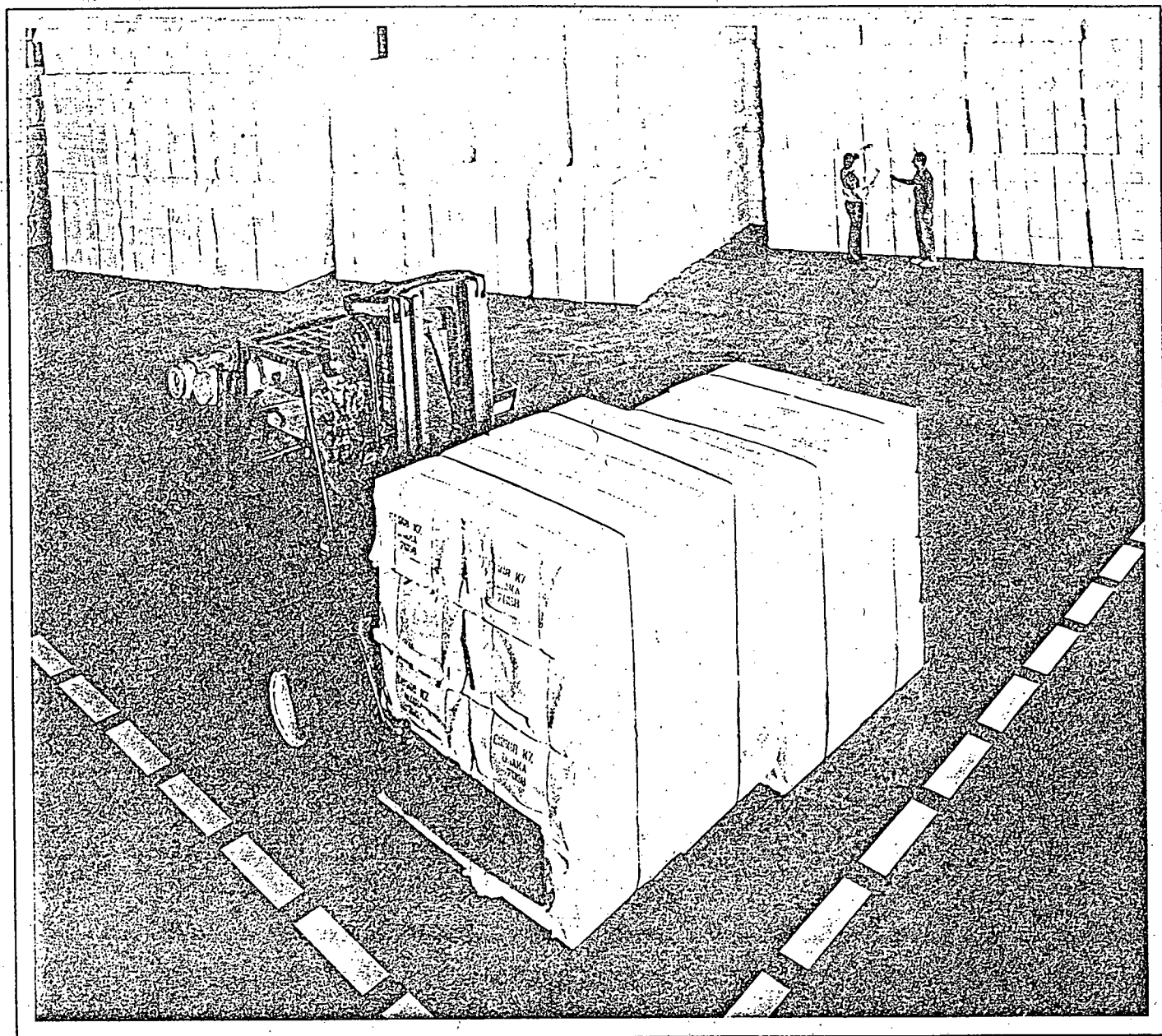
nually, it is used as road salt in the eastern US.

The Lantic Sugar Refinery has a berth on the main harbour and imports raw sugar. Approximately 250,000 tonnes of raw sugar is refined in Saint John. The Atlantic Provinces and Quebec are served from this refinery which celebrated its 75th anniversary in 1990.

The Port of Saint John handled approximately 15 million tonnes of cargo in 1990, an estimated 2 million metric tonnes was dry bulk commodities.

The Port of Saint John offers remarkable diversity to shippers and shipping lines. With its variety of modern, efficient terminals, its services, and its geographic location, the Port of Saint John is a superb choice for both exporters and importers.

# VOLUME



## THE NEW VIEW OF THE PORT OF SAINT JOHN

*Saint John Port Corporation, Saint John, New Brunswick, Canada (506) 636-4869 Fax: 636-4443*

*A member of Ports Canada Membre de*

Monday, 7 October

---

09:00

**Opening of conference**

1) Peter Sutton, PPI, Belgium  
2) John Kalish, IFPTA, Belgium

**Welcome Addresses**

The Honourable Gerald S. Merrithew, Minister of Veterans Affairs,  
Government of Canada

Frank McKenna,  
Premier of the Province of New Brunswick

Elsie E. Wayne,  
Mayor of Saint John, New Brunswick

09:25

**Keynote address**

Adam H. Zimmerman, Noranda Forest Inc., Canada

09:50-10:15

*Coffee break (25 minutes)*

**SESSION I**

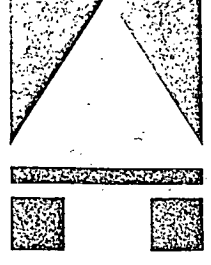
Chairmen: Marius Hoogewerff, Global Logistics, USA  
Klaus Gebert, Cellpap Terminal Hamburg, Germany

10:15-11:15

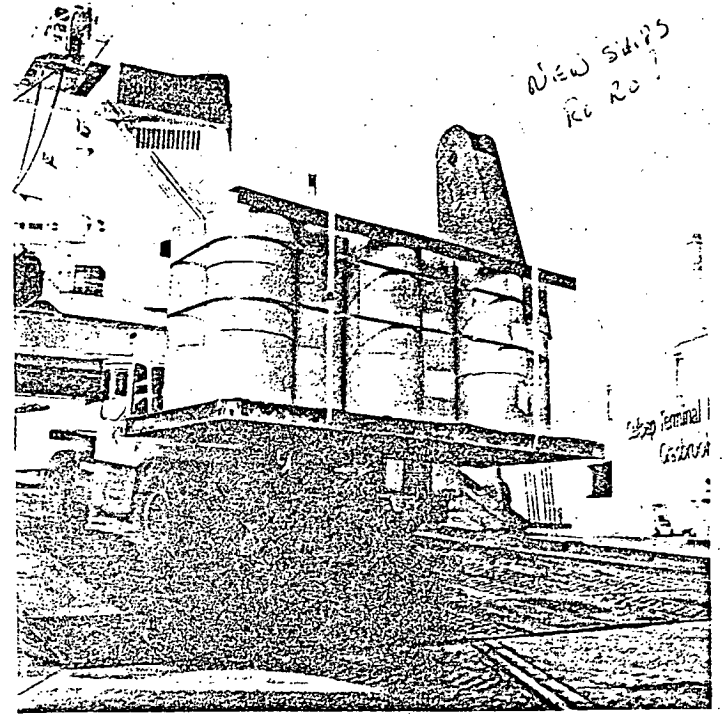
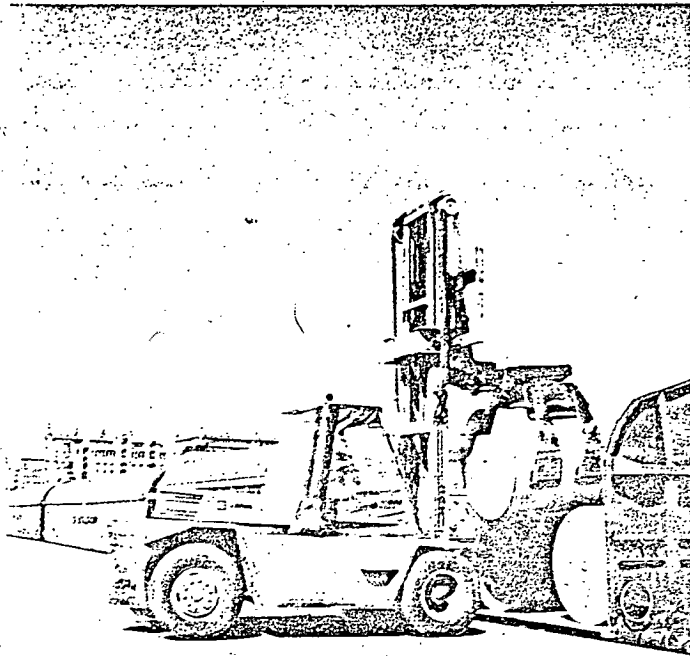
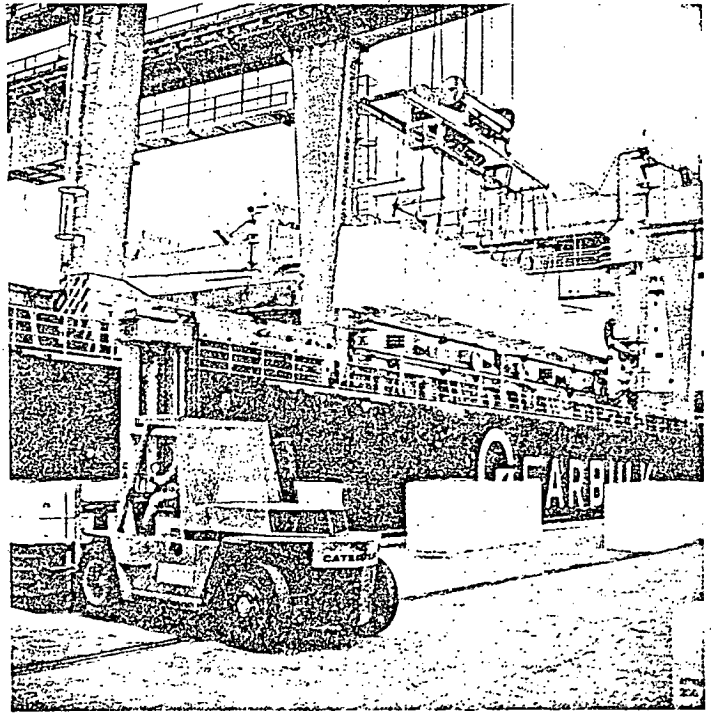
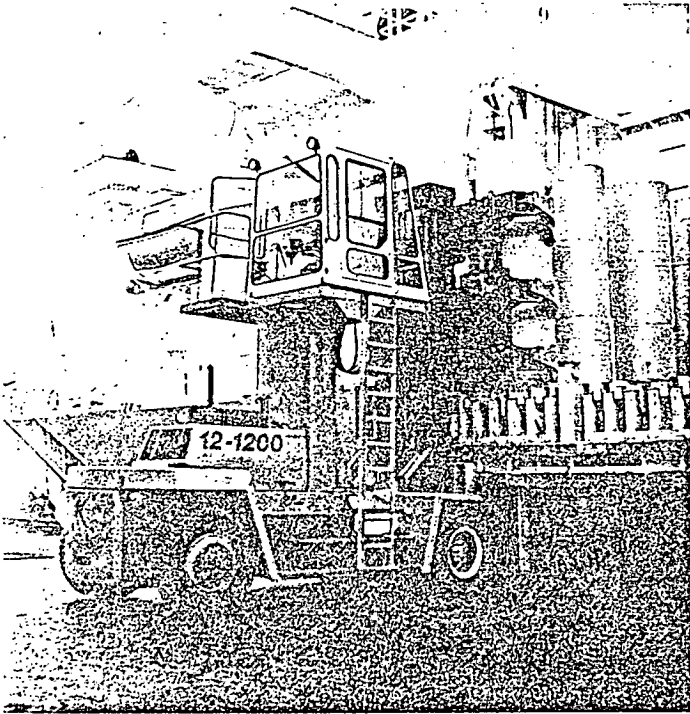
**Availability, present and future, of forest products carriers:  
Supply, demand, freight rate prognosis**

Terje Kobro, R.S. Platou, Norway  
1) Lars Albrechtsen, Joachim Grieg & Co., Norway  
Ulf Eriksen, Peraco Chartering (USA), Inc., USA  
George Adams, MacMillan Bloedel Ltd., Canada

# Cellpap Terminal Hamburg



GADP 24



NEW SHIPS  
Re Ro!

Cellpap Terminal  
GADP 24

# Monday, 7 October (Continued)

**WORKSHOP I** Chairmen: Marius Hoogewerff, Global Logistics, USA  
Klaus Gebert, Cellpap Terminal Hamburg, Germany

- 11:15-12:30** **Eliminate paper damage in your roll handling, keep your customer happy**  
Peter Merin, Auramo Cargo Systems Oy Finland, and  
✓ Mark Henderson, Auramo Inc., USA
- ✓ **Automated ship loading system for Gold river newsprint**  
Klaus Burhop, Canadian Pacific Forest Products Ltd., Canada
- Success of a forest products terminal**  
Scott Menzies, Baltimore Forest Products Terminal, USA
- The British standard - The ultimate qualification for tomorrow's world**  
Duncan Hempstock, Hays Marine Services Ltd., and  
Sidney Cass, Crescent Wharves Ltd., United Kingdom
- Paper reels are sensitive**  
Jan O. Bodis, Hamburger Versicherungsbüro Otto Bodis, Germany

**12:30-14:00** *Lunch*

*Question period*  
**SESSION II** Chairmen: Martin O'Doherty, Quebec & Ontario Paper Co., Canada  
Jaap Simonse, Furness NeoBulk Services, Netherlands

**14:00-14:20** **Environmental impact: The consequences for transportation**  
Ann R. Klee, Preston Gates Ellis & Rouvelas Meeds, USA

**14:20-14:40** **Shipping legislation in the USA and Canada and its impact on world trade**  
William A. McCurdy Jr., E.I. du Pont de Nemours & Co., Inc., USA

**14:40-15:10** *Coffee break (30 minutes)*

**15:10-15:30** **The "war on waste": How can our industry win?**  
Vincent A. Benvenuti, Quebec & Ontario Recycling Ltd., Canada

**15:30-16:00** **Pannel Discussion**  
Moderator: Marius Hoogewerff, Global Logistics, USA

**16:30-17:30** **IFPTA members' meeting (Conference room)**

**19:00-20:00** **PPI's get together cocktail (Hilton Hotel)**

## Tuesday, 8 October

### Tour program (For full details, see pages 16-17)

08:30

#### Departure from the Hilton Hotel

*Note: We advise delegates joining the tour to be at the entrance of the Hilton Hotel no later than 8:15 because so many delegates are joining the tour.*

#### The visit will include:

- Tour of FORTERM ✕
- Equipment display
- Tour of Maritime Paper Products Ltd. (Corrugated box plant)
- Tour of Irving Paper Ltd. ✓
- Tour of Saint John Shipbuilding Ltd. ✕

Lunch

Lunch will be held in two local breweries facilities: "Labatts and Moosehead"

16:30

Return to the Hilton Hotel

SHIPPING, CHARTERING & FORWARDING AGENTS  
Since 1806



«KENNEDY HUNTER BELGIUM»  
YOUR ACCESS TO THE EUROPEAN CONTINENT

LOGISTIC SERVICES  
CUSTOM CLEARANCE  
WAREHOUSING  
FORWARDING  
CONTAINERS  
CHEMICALS  
TRAMPERS  
LINERS  
RO/RO  
LPG

#### Headoffice:

B-2000 **ANTWERPEN**  
Gratiekapelstr. 10/12,  
TEL.: 32/3/232.59.30  
FAX : 32/3/232.59.33  
TLX.: 31165 Huntr B

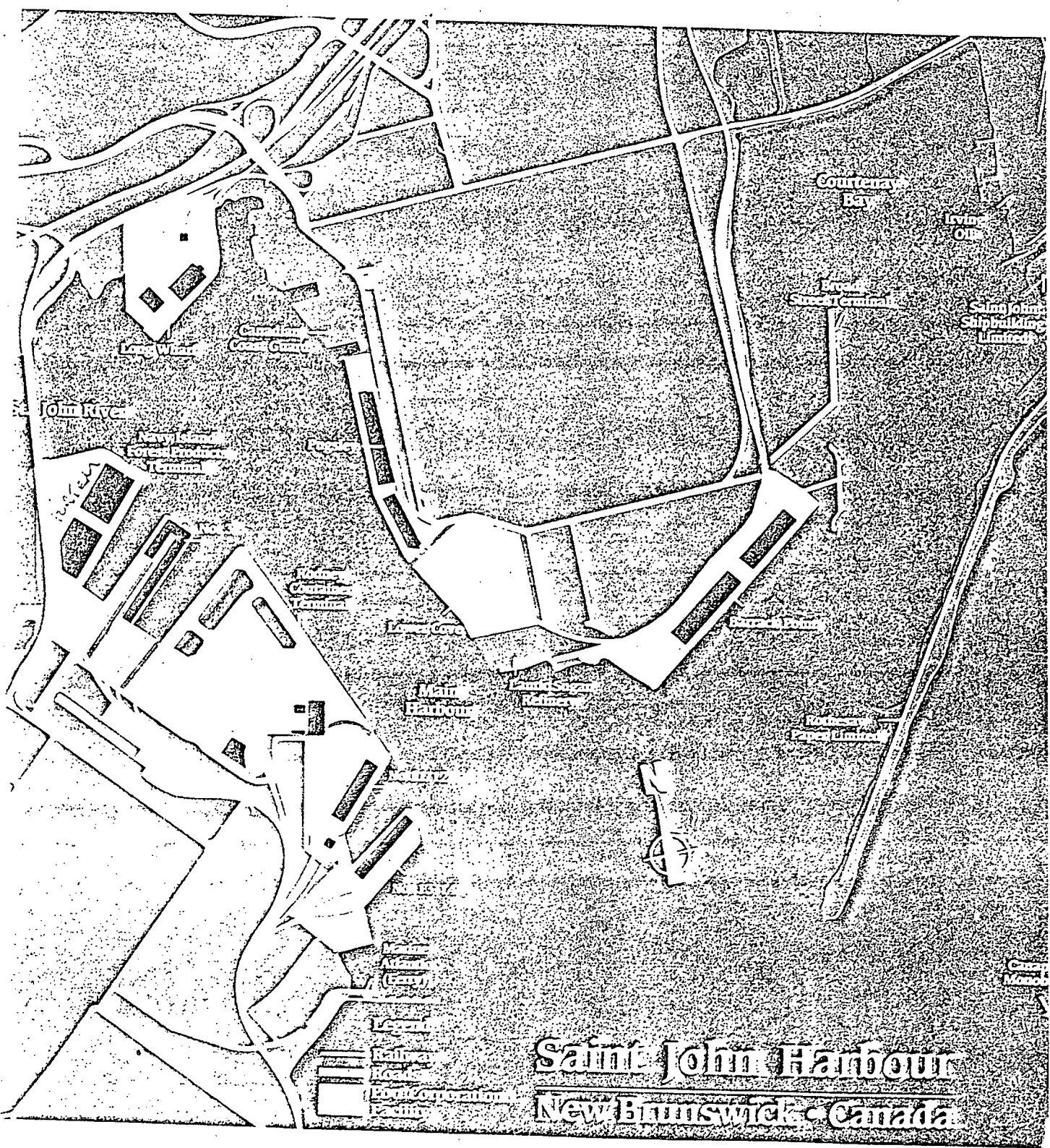
#### Branch Offices:

B-9000 **GENT**  
Muidepoort 30,  
32/91/51.39.91  
32/91/51.39.63  
11244 Hunter B

B-1210 **BRUSSELS**  
Rue de l'Avant-Port 2/6,  
32/2/245.15.00  
32/2/216.20.88  
23657 Hunter B

# BE READY FOR A FULL DAY INCLUDING:

- Forterm Terminal
- Equipment display
- Ship building
- Paper mill
- Box makers
- Brewery lunch stop



## Schedule:

Delegates should be at the Saint John Hilton by 8.15 am as the buses will begin leaving shortly afterwards. After a full day with lunch, delegates should be back at the hotel by about 4 pm.

The tour will include the following:

### Forest Products Terminal

Forterm, which operates the Navy Island Forest Products Terminal just across the water from the Hilton, is at the heart of the day's tour. It is organizing a wide range of active operations which will be ongoing throughout the day involving its custom-designed equipment for handling forest products.

These will include receiving of newsprint, corrugating medium and woodpulp from both truck and rail, and also some unitizing of loose woodpulp on Forterm's on-site unitizing machines. There is also a very good chance that some vessels will be loading, though of course this cannot be guaranteed.

The terminal has a quarter ramp and two stern ramps for RoRo operations and on-site rail service. It also has a full container service. Its 32,500 m<sup>2</sup> of modern transit area is now joined by a new 10,000 m<sup>2</sup> warehouse.

### Display of equipment for handling forest products

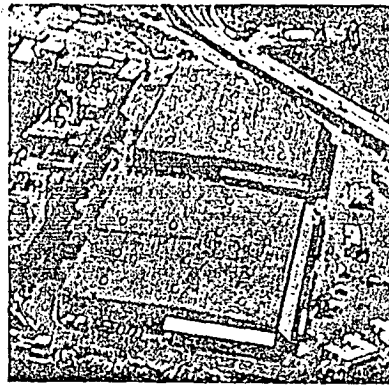
A display of the latest equipment used in the handling of forest products is being prepared. The following companies are planning to take part: Hyster Canada; Caterpillar; Cascades Hydraulics; Auramo (showing its new 'intelligent' clamp); Ottawa Trucks, as well as several other trailer manufacturers.

### Saint John Shipbuilding

A tour of Saint John Shipbuilding Ltd will be a real treat. This is the largest shipbuilding facility in Canada and is the choice of the Canadian Navy for construction of its newest vessels. The company is in the midst of a C\$4,000-million contract for the construction of 12 frigates, and delegates will be offered a first hand view of the many state-of-the-art techniques.

### Corrugated box plant

Corrugated boxes: not only do many delegates ship the raw materials but also the final product. One of the commonest forms of packaging, corrugated boxes are produced by Maritime Paper Products Ltd in Saint John. It is intended that delegates will view the entire process from receiving the rolls of corrugating medium and linerboard through to production of the box itself.



### Irving Paper Ltd.

The Irving Paper Mill, though only some 20 years old, has recently undergone a massive capital improvement program, including the addition of an integrated CTMP (chemi-thermomechanical pulp) process. Delegates will be given the opportunity to view the operation from the wood handling process through to the warehouse, where finished product is loaded for inland transport to the port.

### The best of Canadian beer

For lunch, the symposium tour's sponsors have made arrangements with two local breweries: Labatts and Moosehead. Here delegates will be able to taste some local maritime food - and sample the best beer in Canada.

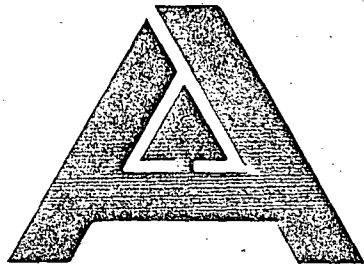
## The Tour's Sponsors

*PPI thanks the following companies and we hope delegates will take the opportunity of thanking them also:*

- Saint John Port Corp.
- FORTERM
- St-Anne Nackawic Pulp Co.
- Irving Paper Ltd.
- Saint John Shipbuilding Ltd.
- Maritime Paper Products Ltd.
- Labatt's New Brunswick Brewery
- Moosehead Breweries Ltd.
- Saint John Harbour Development Commission.

This tour would not have been possible without the tremendous amount of time and planning put into it by the nine sponsoring companies. PPI thanks them all for organizing the tour, the buses, the lunches, and most of all the personnel. Its popularity is shown by the number of delegates expected on the tour: over 400 people.





# St. Anne-Nackawic Pulp Company Ltd.

In the early 1960's, the Government of New Brunswick began construction of a hydro-electric dam at Mactaquac to produce additional electrical power for the needs of the province. The dam raised the water level on the St. John River from Mactaquac to Woodstock, this resulted in many farms and small settlements being flooded and their residents moving their homes to higher ground along the river valley. The rising water behind the dam formed a natural lake where the Nackawic River joins the St. John River, it was at this junction that Nackawic, New Brunswick's first model industrial community was built.

The village of Nackawic was originally planned to accommodate some of the families forced to relocate because of the Mactaquac dam project. However, local businessmen Clifford & Ernest Corey, owners of Southampton Contractors, believed that Nackawic was a good location for a pulp and paper mill, they attracted Parsons & Whittemore Inc. owned by the Landegger family

of New York as potential investors.

Today St. Anne-Nackawic Pulp Company Ltd. is one of two leading mills in North America producing high quality bleached hardwood pulp. Now between sixty and seventy per cent of the mill's production is directed at the specialty pulp market, this includes photographic, writing, computer, and tissue paper.

Photographers, both amateur and professional will appreciate that the Kodak paper good looks starts in Nackawic, New Brunswick. The mill has just received its fourth consecutive Kodak Gold Quality First award.

Under the same ownership Valley Forest Products Ltd. supplies the pulpwood and chips from provincially licensed crown lands as well as from surrounding private lands and local marketing boards. Southampton Sawmill was established in 1975 to make use of the valuable softwood saw-logs harvested at the same time as the hardwood pulpwood.

In 1979, St. Anne Chemical Co. Ltd. started production, the salt fields associated with Potash Mining provided the raw material to manufacture caustic soda, sodium chlorate, and chlorine, all used in the pulp mill. It reduced the necessity to transport these dangerous chemicals to Nackawic.

The Landegger family, with current Parsons & Whittemore Inc. President George Landegger, still maintains an active interest in the mill and the community. George Landegger participates actively in the many events which are held during the annual Family Day, a company sponsored picnic featuring everything from hotdogs to soft ball games and helicopter rides.

The forests have always played an important role in the history of the area and it is with great pride that St. Anne-Nackawic Pulp Co. Ltd. and its associated companies will work with the community of Nackawic when they face the challenge of being the National Forestry Capital of Canada for 1991.

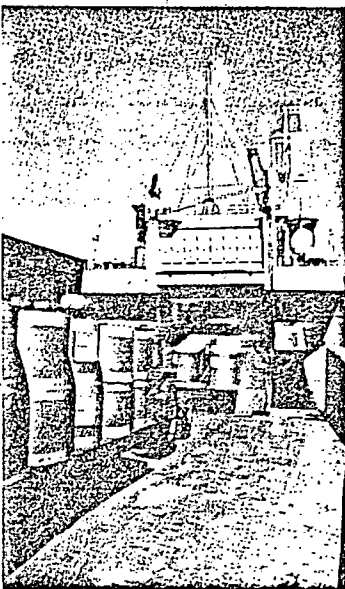
# First in Service

At Forterm, our commitment to first-class service has earned us the reputation of being "one of North America's Great Terminals".

On Ro/Ro operations alone, for example, our productivity levels have reached over 1,000 tonnes per hour, and we're still making advancements.

As the largest forest products terminal in Canada, we offer a state-of-the-art delivery system and modern facilities including:

- 335,000-square feet of modern transit with 30' clearance
- two automatic wire-unitizing machines with a combined capacity of 1,000 tonnes per day
- over 125 pieces of equipment with custom designed attachments for the handling of forest products



- full container service including stuffing, destuffing; and on-site reefer points



- one quarter ramp and two stern ramps for Ro/Ro operations
- on-site rail service, double tracking

Our location, at the Port of Saint John, makes us the closest East Coast port to the

huge North American market - from Ontario and Quebec to New York and Pennsylvania.

We are served by two rail-ways, making us the only Canadian port east of Montreal with this option.

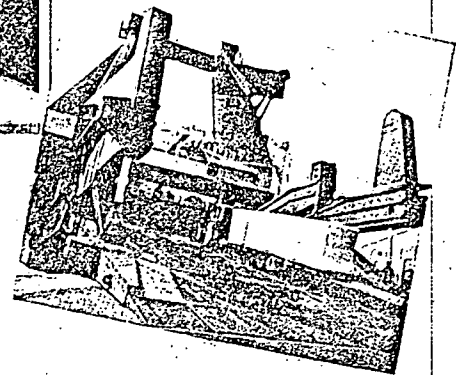
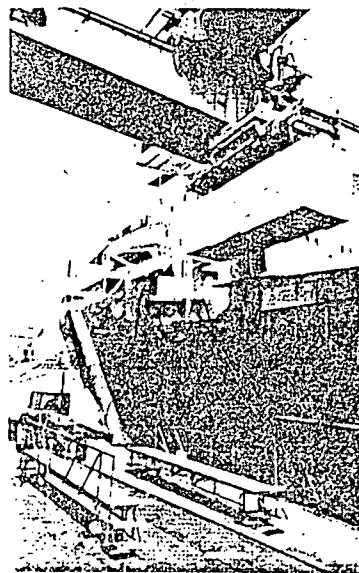
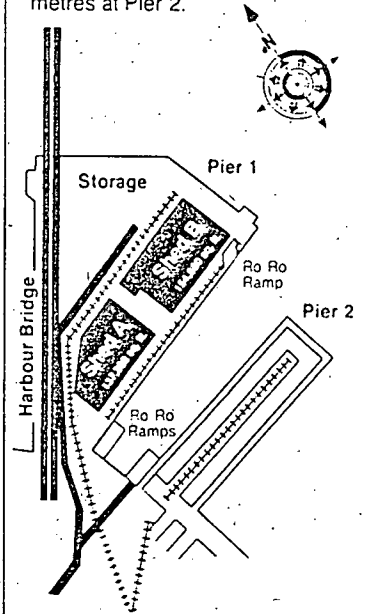
Put Forterm to work for you

and join shippers from around the world who are taking advantage of our innovative handling and loading techniques.



Forterm is located in the ice-free Port of Saint John, which is strategically located on the Eastern seaboard, easily accessible to world markets.

Forterm offers 377 metres of berthage at Pier 1 and 313 metres at Pier 2.



Call us today -  
you'll be glad  
you did.

## Forterm

FOREST PRODUCTS TERMINAL CORPORATION LTD.

Paul Doiron, General Manager  
P.O. Box 3518, Station "B"  
Saint John, New Brunswick  
Canada  
E2L 4S3

Telephone:  
(506)635-1910  
Telex:  
014-47554  
Telefax:  
(506) 635-8638

# Wednesday, 9 October

---

**SESSION III** Chairmen: Jerome L. Grill, Central-National Gottesman, USA  
Jim G. Black, Crestbrook Forest Industries, Canada

**09:00-09:15** **Concentration within the European pulp and paper industry**  
John Kalish, IFPTA, Belgium

**09:15-09:45** **East-Germany's paper industry two years after reunification:  
present situation and future development**  
Michael Herrmann, Fr. Meyer's Sohn, Germany

**09:45-10:15** **The development of the Rhine-Main-Danube Canal**  
L.A.G. (Bert) Rensen, Interijn B.V./Rebes BV, Netherlands

**10:15-10:45** *Coffee break (30 minutes)*

**WORKSHOP II** Chairmen: Jerome L. Grill, Central-National Gottesman, USA  
Jim G. Black, Crestbrook Forest Industries, Canada

**10:45-12:15** **Changes in the shipping of forest products**  
Rolf Eriksson, Transfennica, Finland

**Lumber ships: The alternatives for weather protection**  
Robert Tagg and Keith Michel,  
Herbert Engineering, USA

**Port of Rostock: A new gateway to the European markets**  
Uwe Krüger, Warico Importabwicklung, Germany

**Clamp handling of jumbo reels**  
B. Fayers, Cascade Europe, Netherlands

**Transport of newsprint and kraft reels: The final leg**  
Geoffrey R. Gratwick, Joloda plc, United Kingdom

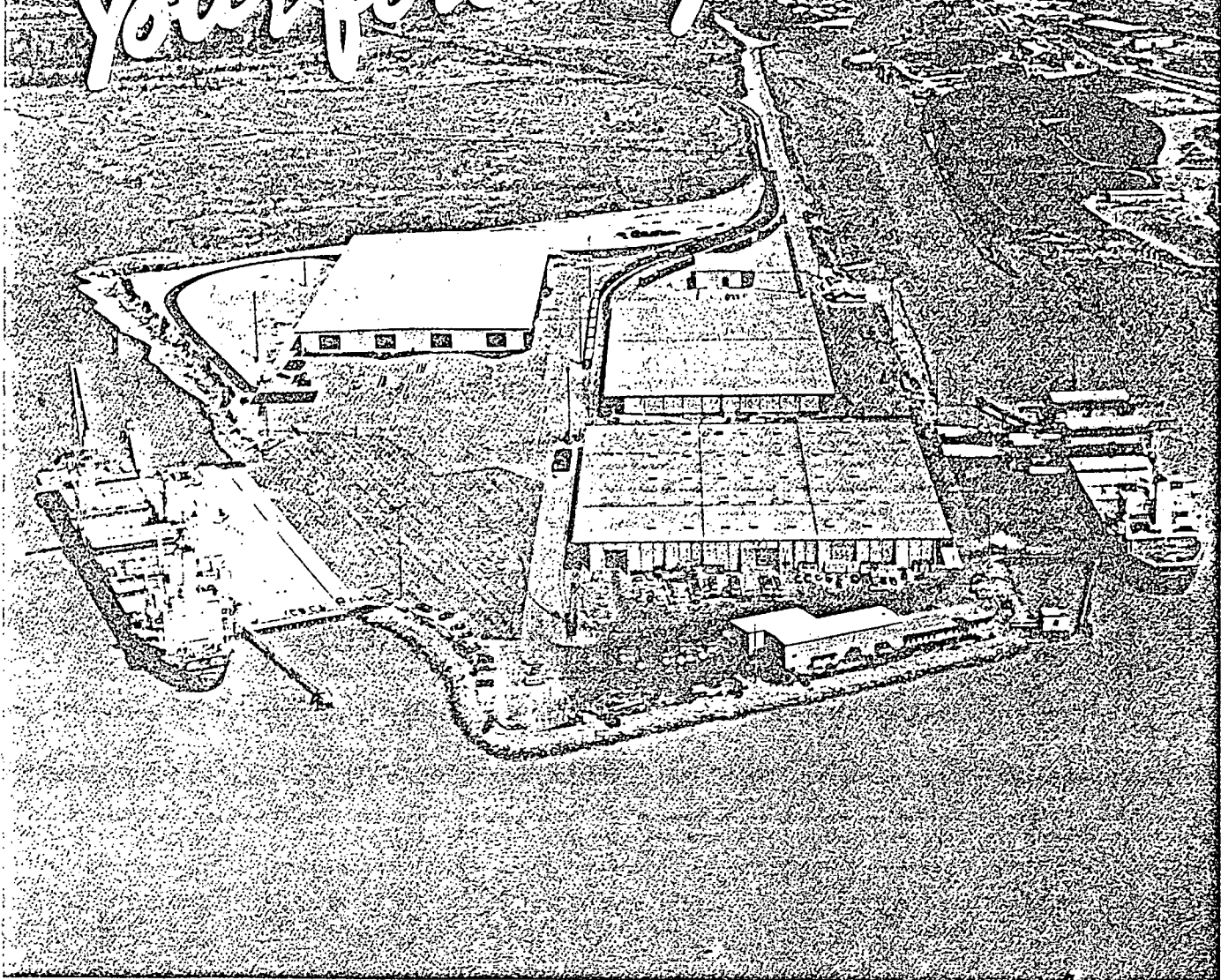
**12:30-14:00** *Lunch*

113  
Activities

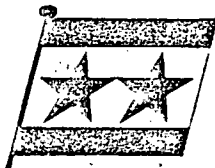
17000 Blueprints  
Blueprints  
Blueprints

# STAR

*Your forestry carrier*



STAR EVANGER AND  
STAR GEIRANGER AT  
SQUAMISH TERMINALS B.C.



## STAR SHIPPING <sup>AS</sup>

STRANDGATEH 17, 5001 BERGEN, NORWAY - TELEPHONE (+47 5) 23 96 00 - TELEFAX (+47 5) 23 23 30  
STAMFORD, WILMINGTON, SAVANNAH, MOBILE, PANAMA CITY, ST. JOHN, SAN FRANCISCO, EUPEYA,  
LONG BEACH, PORTLAND, SEATTLE, VANCOUVER, SQUAMISH, TOKYO, SYDNEY, LIVORNO, ANTWERP

Wednesday, 9 October (Continued)

SESSION IV Chairmen: B.H. Greene, Ryan-Walsh, USA  
Klaus Gebert, Cellpap Terminal Hamburg, Germany

14:00-14:30 Outlook for international trade in solid wood products:  
Factors influencing US competitiveness in the 1990s  
Steve Lovett, National Forest Products Association, USA

14:30-15:00 A receiver's point of view: Cargo care in woodpulp transportation  
Winand H.F. Bruninx, Feldmühle Langerbrugge NV, Belgium

15:00-15:30 Marine insurance, damage prevention and liability issues for  
cargo, ships, ports and stevedoring companies  
Joseph Lorenzo, J.A. Lorenzo & Co. (Marine) Ltd., USA

15:30 Closing of conference

15:35 Coffee

**BULK &  
NEO-BULK  
PROFESSIONALS**

INLAND WATERWAY TRANSPORTATION  
INLAND RO-RO TRANSPORTATION  
PUSH BARGE OWNERS / RIVER BARGE OWNERS

**INTERRIJN BV**

Vasteland 12k - 3011 BL Rotterdam  
T.l. 010 - 413 54 70 - Telex 2 51 56 IIR NL - Fax 010 - 411 55 28

**BULK  
PROFESSIONALS**

FLIGHT CONTRACTING /  
CHARTERING / GENERAL FORWARDING  
TRANSHIPMENT / WAREHOUSING

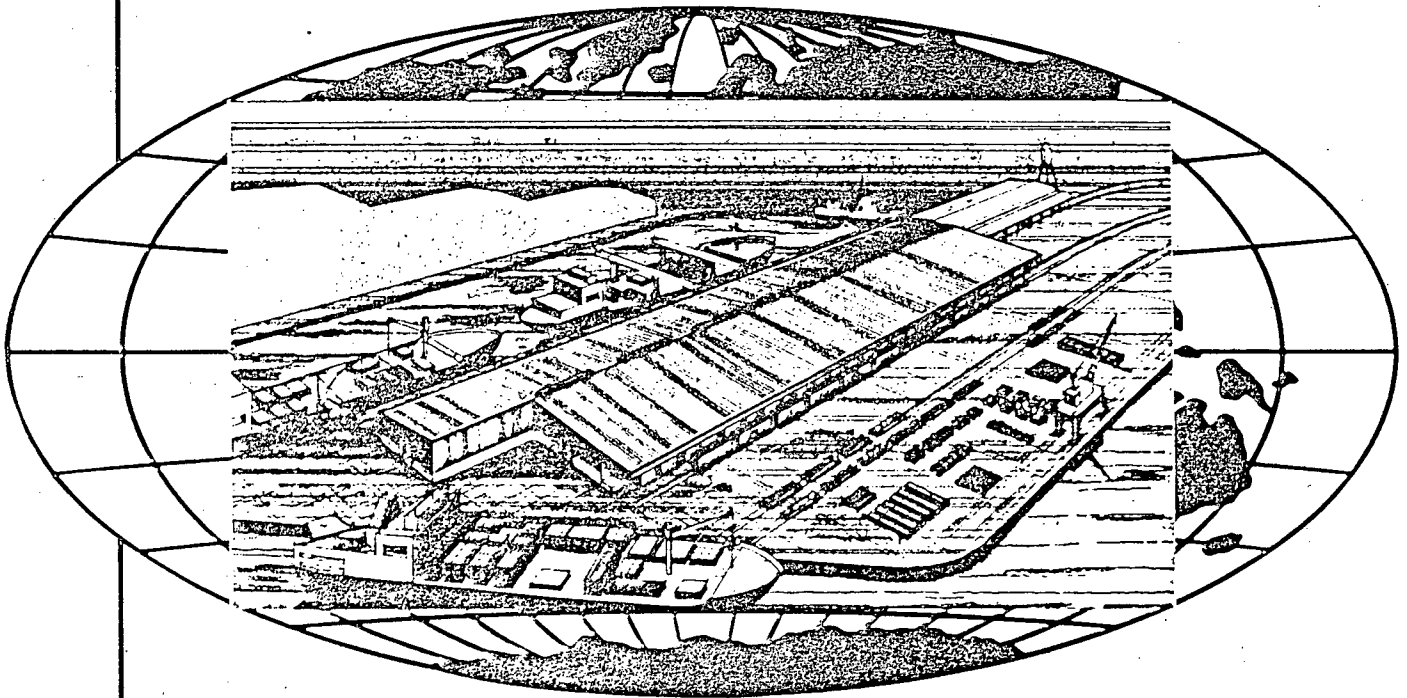
**BV REBES**

International Shipping and Forwarding Company

Vasteland 12k - 3011 BL Rotterdam  
Tel. 010 - 411 01 35  
Telex 2 60 31 (REBES NL) - Fax 010 - 411 55 28

*Coming to the Port of Mobile  
1st Quarter, 1992*

**The most technologically-advanced  
forest products handling  
facility in the world.**



- Three deepwater berths
- 360,000 square feet of covered storage area
- 1 million ton annual throughput capacity

*The World's Forest Products Port*

↓  
**Alabama State Docks**

P.O. Box 1588/Mobile, AL 36633 USA • Telephone (205) 690-6020  
FAX 205 432-5328 • TWX 810 741 7748  
Mobile • Birmingham • Kansas City • Chicago • New York

5/15/91

## Program Chairmen

Klaus Gebert, General Manager,  
Cellpap Terminal Hamburg, Germany, and  
Marius A.J. Hoogewerff, Consultant, Global Logistics,  
VP, International Forest Products Transport Association (IFPTA), USA

---



Klaus Gebert, born in 1939, obtained his captain's license in 1965. He first came in contact with forest products during 1965-1968, being at sea on a special forest products service between Scandinavia and Hamburg. From 1968 to 1976, he worked in Hamburg in a forwarding, trucking and shipping company which also specialized in paper handling.

In 1976 he joined Cellpap Terminal Hamburg as General Manager.

Cellpap's handling capacity amounts today to approximately 1 million tons/yr in Hamburg. Furthermore, company-owned trucking and stevedoring companies have been established. In 1988 Cellpap expanded its activities. In order to meet the future requirements of the Baltic traffic, Cellpap Terminal Kiel GmbH was founded.

Mr. Gebert is also one of the founding directors of the IFPTA and a member of the Hafenrat in the port of Hamburg.



Marius Hoogewerff was born in Semarang, Indonesia, and is a Dutch citizen. He graduated from high school at Bloemendaal in the Netherlands, and attended the Dutch School of Foreign Business. After college, he worked for KLM Royal Dutch Airlines, working for both freight and passenger concerns. He then worked 21 years for Royal Netherlands Steamship Co. His command of seven languages proved to be a valuable asset as his work took him to a num-

ber of countries. He worked in every sector of the steamship industry. Mr. Hoogewerff came to the company's office in New York City in 1964 where he became Assistant General Manager in charge of ship operations and line management for the entire Western Hemisphere. Mr. Hoogewerff joined Boise Cascade Corporation in 1974.

Some of his accomplishments and activities include: establishing main traffic patterns for Boise Cascade's principal marine movements of paper and wood products; managing marine transportation damage and loss prevention; developing a computerized export data system, which generates all shipping and export documentation in a fully automatic mode and which greatly improves productivity as well as improves accuracy in the paperwork itself; and coordinating BCC neo-bulk cargo-movement requirements with a number of steamship companies and multi-purpose terminals in various ports of the world. This is cargo that is not suitable for the modern unit

shipping modes.

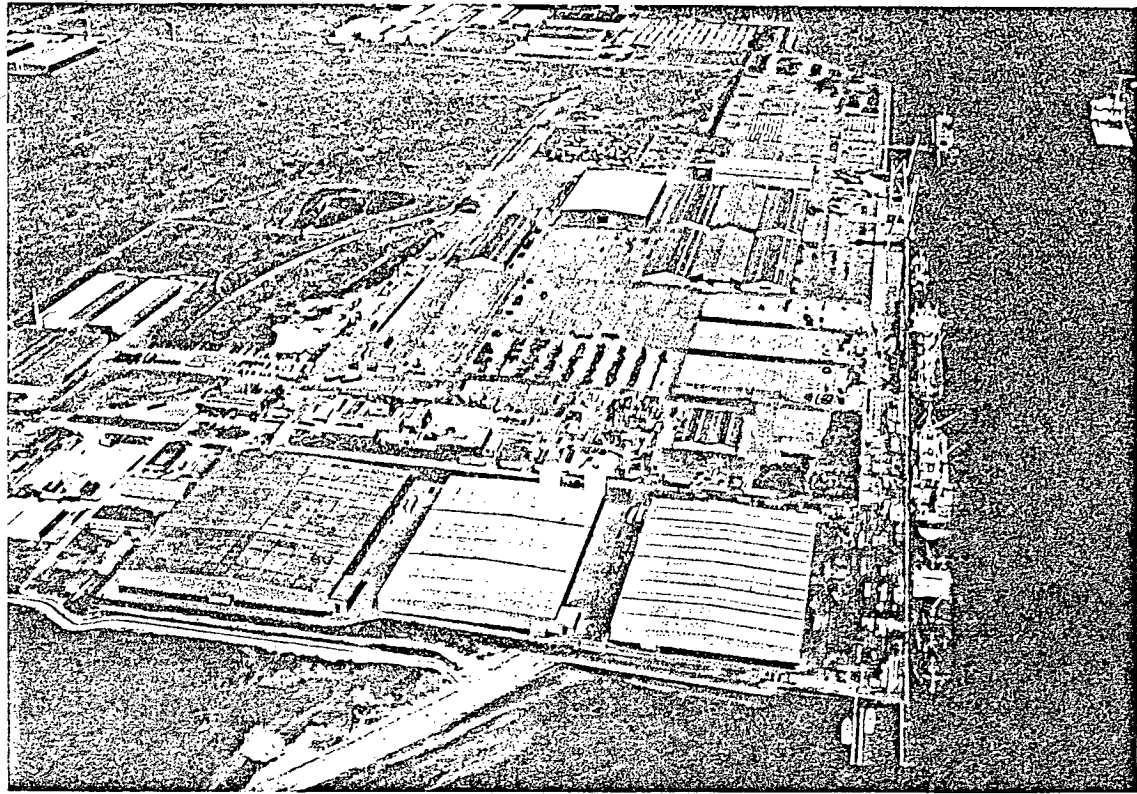
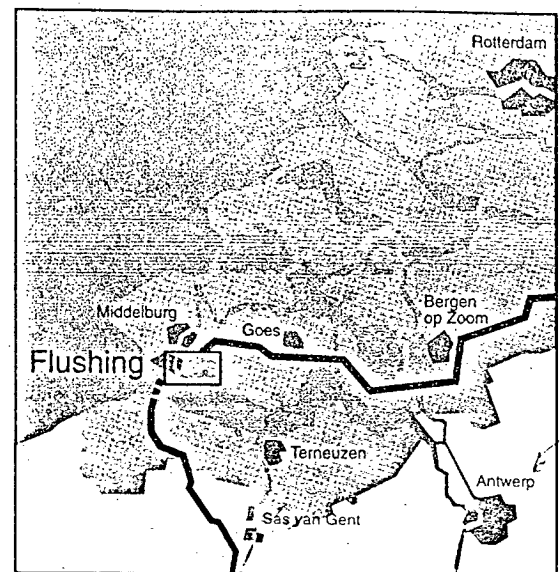
In 1989 he resigned from Boise Cascade Corporation and started his career as a private consultant.

Mr. Hoogewerff is a founding Director and Vice President of the International Forest Products Transport Association (IFPTA); he served as Director of the Agriculture Ocean Transportation Coalition and is an active member of the Society of Maritime Arbitrators of San Francisco; he also served as a member of the Boise Chamber International Trade Committee. He has been called upon by both Houses of US Congress to assist in modernizing the US Shipping Act and to contribute to other marine legislation. He is the author of several articles on marine transportation matters and has given guest lectures on this subject at several institutions of advanced education.

Mr. Hoogewerff's knowledge of transportation and his experience have earned him the respect and esteem of his peers in the international transportation fraternity.

## The alternative port.....

- Full range of services to the forest industry
- Vast open and covered storage area's
- Deepsea terminal
- Roro facilities
- Open connection to the North Sea



Flushing: a small port for a great business



## N.V. HAVEN VAN VLISSINGEN

(Port of Flushing Ltd.)  
20, Stadhuisplein  
P.O. Box 5098  
4380 KB VLISSINGEN  
The Netherlands

telephone: 31.1184 - 26000  
fax: 31.1184 - 10545  
telex: 37837 viha nl



## Keynote Speaker

Adam H. Zimmerman, Chairman of the Board,  
Noranda Forest Inc., Canada

---



Adam H. Zimmerman was born in Toronto and educated at Ridley College, the Royal Canadian Naval College, and the University of Toronto. He was in

the Royal Canadian Navy Reserve from 1947 to 1952. After working for Proctor & Gamble and Clarkson, Gordon & Co, he joined Noranda Inc, becoming Assistant Comptroller in 1958. He was appointed Vice President in 1966 and Executive Vice President and Director in 1974. Eight years later he became President and Chief Operating Officer, followed by his appointment as Vice Chairman in 1987. During that year, he became Chairman and Chief Executive Officer of Noranda Forest Inc, and this year has become Chairman of the Board.

Mr. Zimmerman was also Chairman of MacMillan Bloedel Ltd from 1983 to 1990, becoming Vice Chairman thereafter.

Also in 1990, he was appointed Chairman of the C.D. Howe Institute. He is on the Advisory Board of the Faculty of Forestry at the University of Toronto and on the Board of Governors of Ridley College.

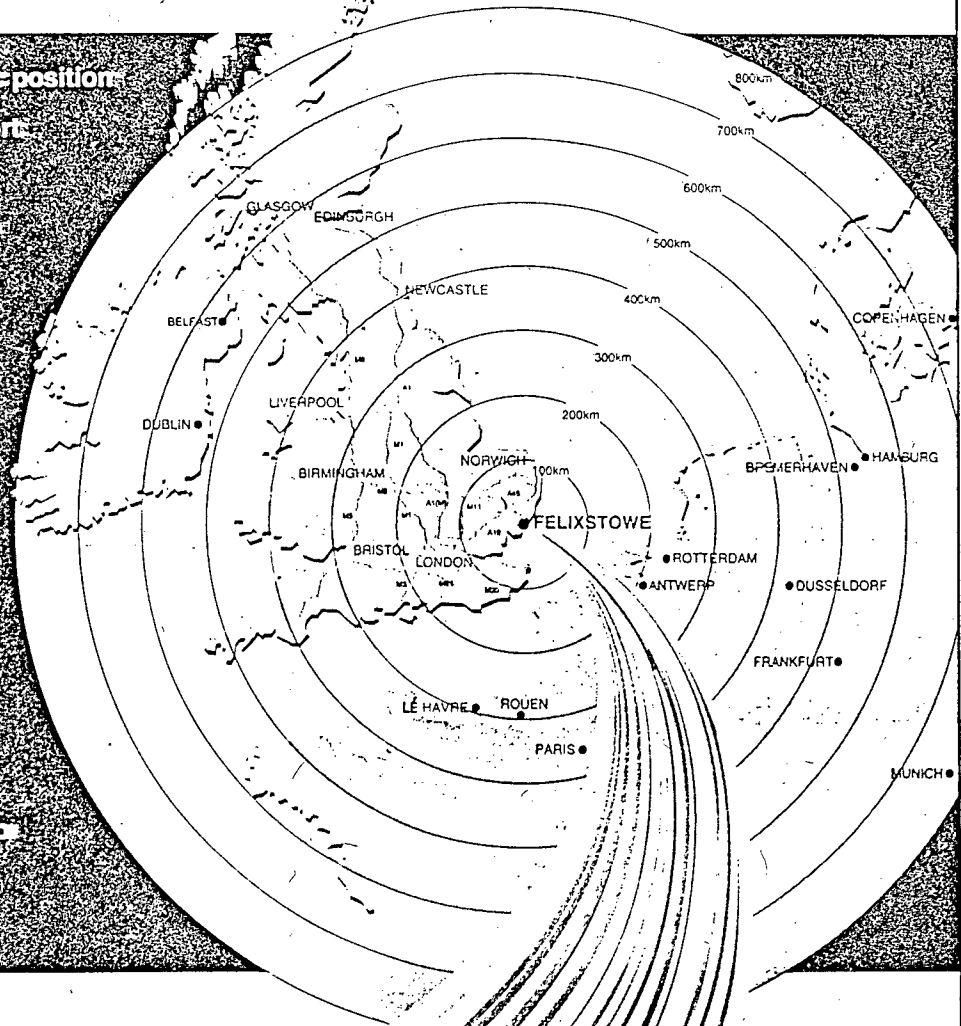
He is a past Chairman of the Canadian Pulp and Paper Association, the Canadian Forest Industries Council and the Canadian-American Committee.

Mr. Zimmerman is a Director of a number of companies including Canada Packers Inc, the Economic Investment Trust Ltd, the Toronto-Dominion Bank, Southam Inc, and the Dutch papermakers, Koninklijke Nederlandse Papierfabrieken (KNP).

Mr. Zimmerman is married with four children.

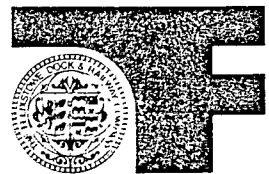
# In 1992 Europe becomes a single market — here's the door

Felixstowe's ideal geographic position within the North European port rotation ensures minimum deviation for worldwide deep-sea services. Multi-trade transshipment opportunities are unrivalled in Europe, offering 24 hours a day, seven days a week, quality service, over four ultra-modern adjacent terminals. A fully computerised inventory control and customs clearance system speed the movement of cargo through Britain's premier container ports.



## Port of Felixstowe

Port of Felixstowe, European House, Felixstowe, Suffolk IP11 8SY, United Kingdom.  
Telephone: 0394 604500. Telex: 98277. Fax: 0394 604874



Q U A L I T Y P U T S U S F I R S T

## The availability, present and future of forest products carriers: Supply, demand, freight rate prognosis

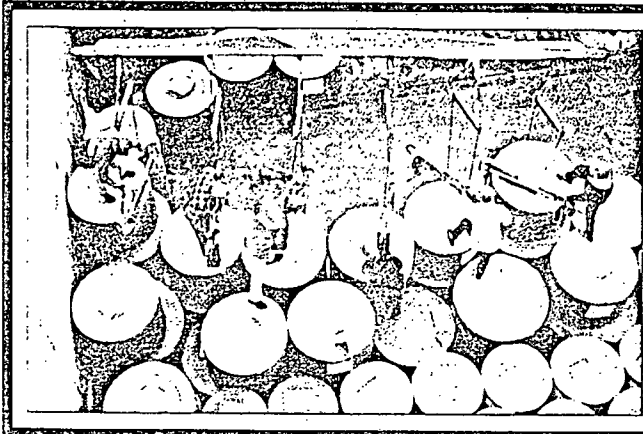
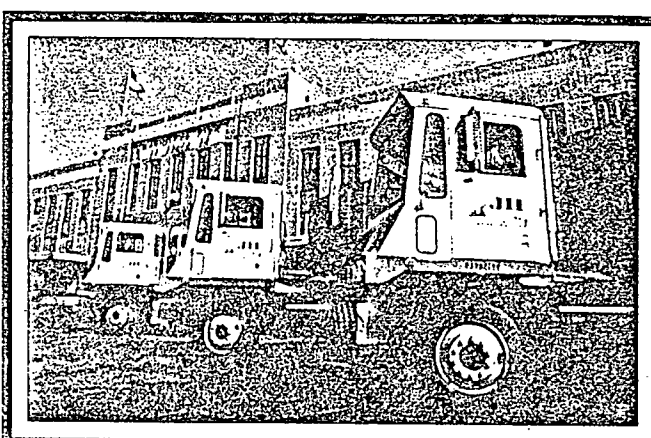
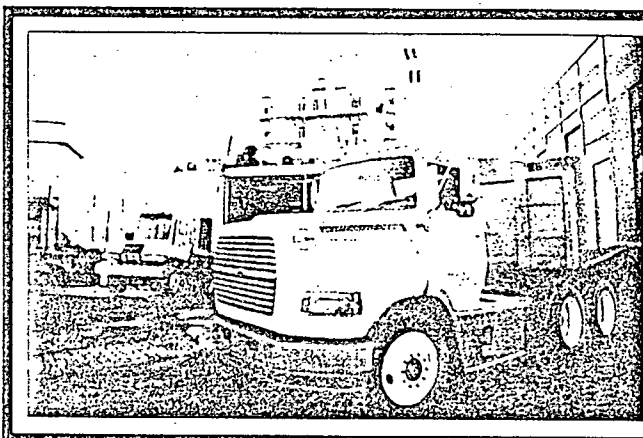
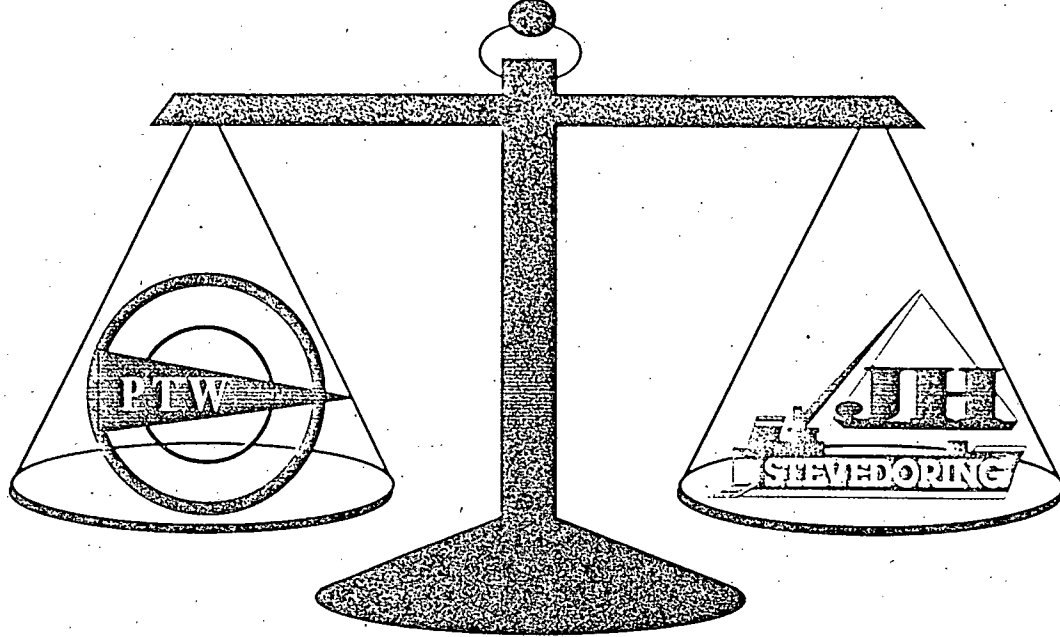
Terje Kobro, Shipbroker,  
R.S. Platou, Norway

---



Terje Kobro was born in Norway in 1945. After he received his main degrees in agriculture at the Universities of Trondheim and Aas, he worked in the Norwegian dairy industry, holding a management position until 1970, when he was offered a position with the R.S. Platou Group in Oslo.

Except for a period in 1973-1974 when he worked for the company in Brazil, Terje Kobro has always worked with the group's forest products industry department. He is presently in charge of this department at R.S. Platou, where he became a partner of the company in 1986.



**The perfect balance a new and innovative stevedoring company, J.H. Stevedoring, has joined forces with Penn Trucking and Warehousing, a forest products specialist.**

- Highly Productive, Quality-Oriented Work Force
- Aggressive Pricing
- Two Million Square Feet of Storage
- Strategically Located To Serve The U.S. By Truck Or Three Major Railroads
- Fully Computerized
- The Most Up-To-Date Equipment
- Four Berths With Two Ro/Ro Ramps

Penn Trucking and Warehousing  
 2147 South Delaware Avenue  
 Philadelphia, PA 19148  
 Tele: (215) 468-5232  
 Fax: (215) 468-6724  
 Telex: 323224



J.H. Stevedoring  
 2147 South Delaware Avenue  
 Philadelphia, PA 19148  
 Tele: (215) 389-3124  
 Fax: (215) 468-5231

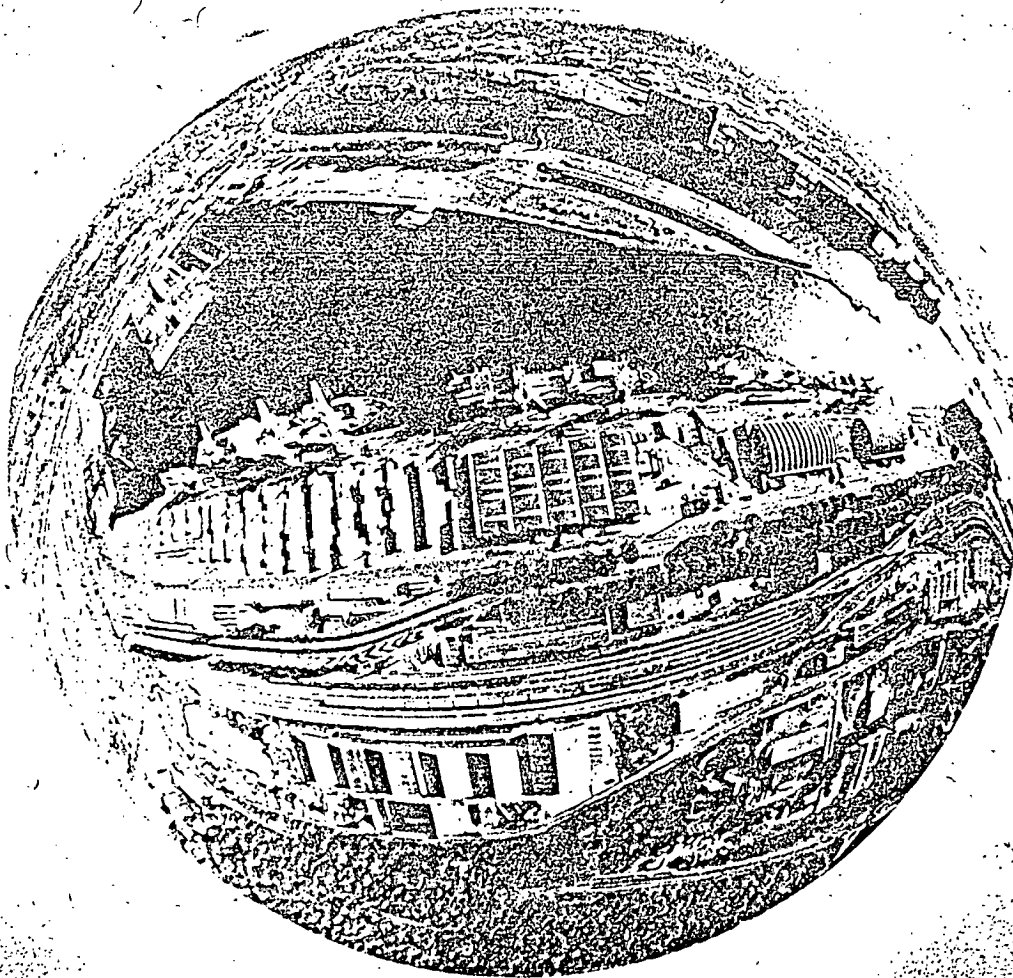
## Replacement cost of open-hatch type ships

Lars J. Albrechtsen, Shipbroker,  
Joachim Grieg & Co., Norway

---



Lars J. Albrechtsen has been in the shipbroking business for 30 years, the last 25 with Joachim Grieg & Co., one of the major shipbroking houses in Norway, founded in 1884. In this capacity he has had a close relationship to the transportation of forest products generally and open-hatch, gantry-crained bulk carriers especially.



# THE WORLD OF QUALITY

Maximum effectiveness is a prerequisite for being one of France's leading general cargo ports.

Maximum talent is a prerequisite for developing both diversified and complementary poles of excellence.

Maximum energy is a prerequisite for a port that invests and attracts investors.

At Rouen, in the heart of an outstanding agricultural and industrial area, our partners and our customers have high-performance facilities, limited land freight costs, and ever improving services thanks to a 7-billion francs investment programme designed with a view to preparing for 93.

A multidedicated port, Rouen is investing in quality. Rouen. The World of Quality.



**PORT OF ROUEN**  
TELEPHONE : 35.52.54.56 - TELEX : 771541

## The forest products freight market: History and future prognosis

Ulf Eriksen, President,  
Peraco Chartering (USA) Inc., USA

---



Ulf Eriksen started in shipping in Norway in 1967. He joined Peraco in New York in 1969 as Operations Manager. In 1970, he became involved in transportation of forest products from US Gulf and East Canada to Europe. In 1971, he switched to chartering and has since then worked exclusively on forestry transportation services worldwide. He became Director of Peraco in 1977 and President in 1982.

### Abstract

Entering the 1990s, we stand at a new threshold for forest products transportation. The bulk of forest products is still transported in open hatch

ships, 30 years after the conception of the basic design. The market is divided into short sea trade and far sea trade, both of which have different requirements. Yet the fleet is aging in both cases with few newbuildings on order. Newbuilding prices are at a historic high.

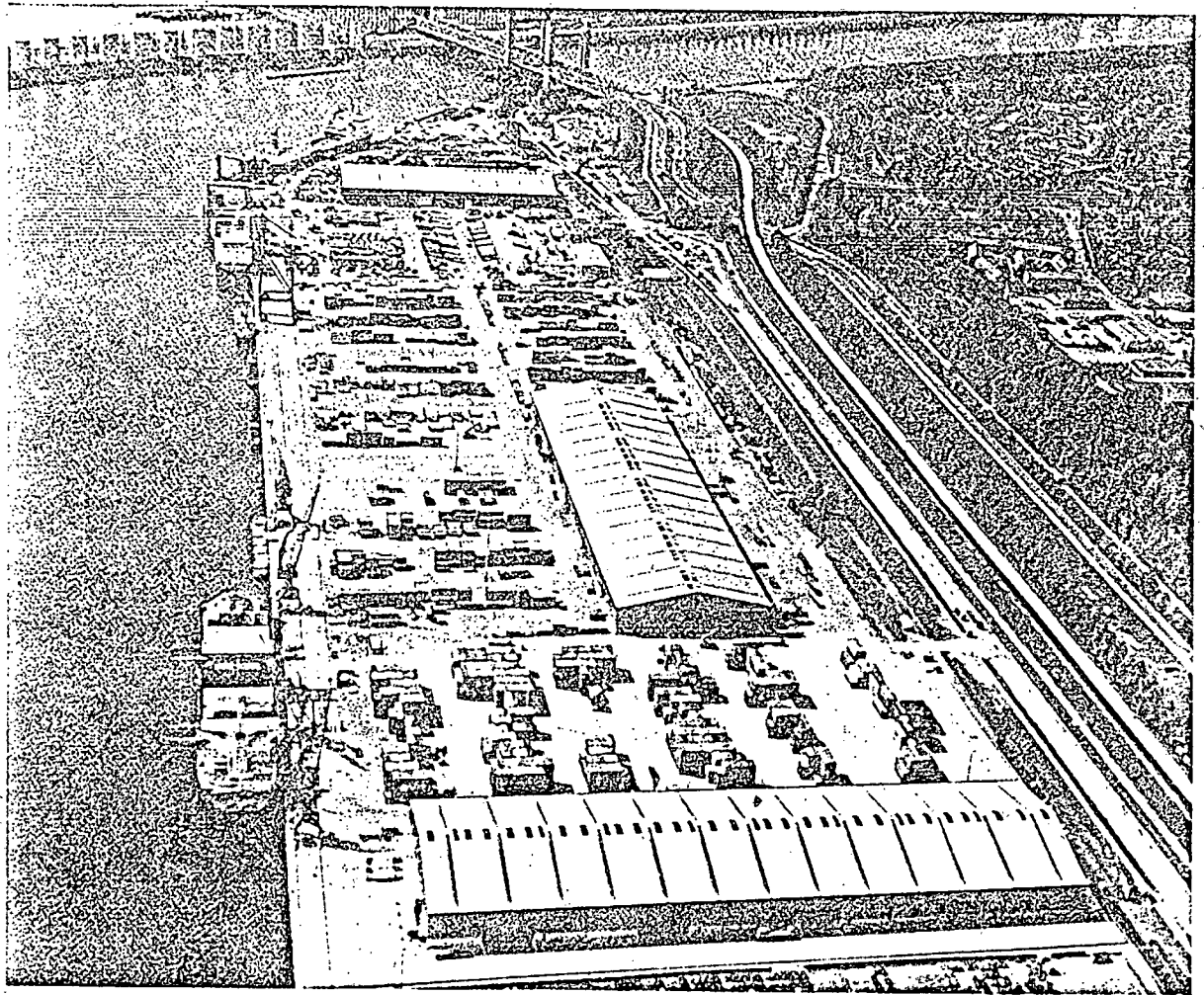
Will the future freight market generate sufficient revenue to renew the fleet?

Will the designs of ships remain essentially similar?

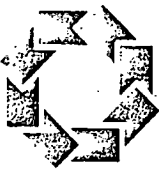
Will the forest products transportation needs continue to grow at the present rate?

Are there alternative cross trades benefitting forest products transportation?

# the forest products trade



*Britannië-Terminal Rotterdam*



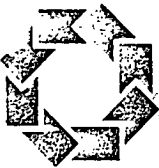
## Seaport Terminals bv

### Stevedores and Terminal Operators

- shedspace: 46,600 m<sup>2</sup>
- 2 adjustable RoRo-ramps

Telephone : (0)1819-449 11

Telefax : (0)1819-120 15



## Furness NeoBulk Services bv

### Cargo Agency

- representation of shippers
- inventory management by automated information systems
- customer service activities

### Ship's Agency

- ship's agency on terminal
- chartering and transhipment
- cargo superintendency

### Forwarding & Logistics

- arranging inland transportation by truck, barge or railcar
- cargo clearance and customs documentation
- transport documentation and coordination

Telephone : (0)1819-449 22

Telefax : (0)1819-165 10



## The availability, present and future of forest products carriers: Supply, demand, freight rate prognosis

George A. Adams, Vice President, Transportation,  
MacMillan Bloedel Ltd., Canada



George A. Adams was born in Grimsby, England, and enjoyed a sea-going career from 1954 to 1965 when he joined Furness Withy & Co in London. From 1970 onwards, he has worked for MacMillan Bloedel and its subsidiary companies.

He is currently President of Canadian Transport Co. Ltd, as well as Vice President Transportation for MacMillan Bloedel.

He is a Master Mariner, a Fellow of the Chartered Institute of Transport and a Freeman of the City of London. He added Canadian nationality to British in 1986.

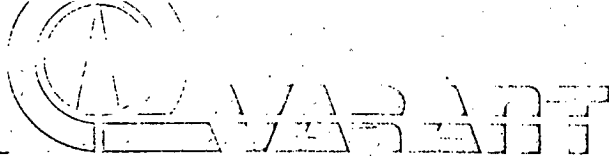
His positions outside the company include: Director and Chairman of the British Columbia Maritime Employers' Association; Director and Vice Chairman of the Shipowners' Mutual Strike Insurance Association (Bermuda) Ltd; Director of the Vancouver Maritime Arbitration Association; Director of Empire International Stevedores Ltd; Member of the Pacific Pilotage Association; Liveryman of the Worshipful Company of Shipwrights; Director and Honorary Treasurer of the Missions to Seamen; a Past President of

the Chamber of Shipping of British Columbia, and Vice President, Member of Council of the Chartered Institute of Transport.

### Abstract

The presentation, given from the perspective of a West Coast Canadian shipper, will trace the historical structure of bulk shipping patterns and their impact on the availability and costing of ships for the forest products trades. It will consider the subsequent evolution of trading patterns which led to today's situation where vessels are still readily available but unable to sustain earnings levels which will justify replacement of aging tonnage.

The presentation will consider the future availability of tonnage to meet the changing requirements of the forest industry.



# The natural solution for forest products distribution



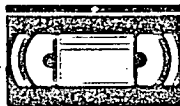
QUALITY  
ISO 9002  
CONTROL

Varant is located in Europe's leading port of Antwerp.

Specialised in the handling, warehousing and distribution of forest products,  
Varant offers its customers:

- A modern multi-use terminal to handle all kinds of cargo-ships.
- 40.000 m<sup>2</sup> (440.000 ft<sup>2</sup>) of warehousing space.
- A specially developed pallet warehouse with a racking system.
- Fully automated stock control systems to save time and to reduce administration costs.
- An excellent service guaranteed by the ISO 9002 quality label.

THE VARANT VIDEO



Ask for your free copy

VARANT, Antwerp, Belgium

Call (Wint Var) Ltd. at Varant 032-6-733000

## Eliminate paper damage in your roll handling, keep your customer happy

Peter Merin, Research and Development Manager,  
Auramo Cargo Systems Oy, Finland, and  
Mark Henderson, Vice President, US Operations,  
Auramo Inc., USA

---



Peter Merin obtained his M.Sc. in Mechanical Engineering at the Technical University of Helsinki in 1984. After graduation, he joined Valmet Offshore as project co-ordinator and was engaged in various multi-discipline offshore oil and gas projects.

He became involved with pulp and paper handling in 1987 after joining Auramo Cargo Systems, the manufacturer of Auramo truck attachments, where he was appointed Research & Develop-

ment Manager.

Within the company Peter Merin has been responsible for introducing new technologies into the Auramo attachment design. He is the project manager for the Auramo mechatronics project which focuses on the design and development of the first intelligent paper roll clamp utilising modern microprocessor technology.

Peter Merin is also a member of the International Forest Products Transport Association (IFPTA).



Mark W. Henderson joined Auramo Inc. in 1990 as Vice President of US operations. Auramo Inc. is the US subsidiary of Auramo Cargo System Oy, Finland, one of the world's leading manufacturers of pulp- and paper-handling, list-truck attachments.

Mr. Henderson brought with him 10 years of marketing/management experience in the material-handling, transportation and paper industries. Mr. Henderson holds a Bachelor of Science degree from the Atlanta Christian College, East Point, Georgia.

# FAO revises pulp forecast downwards

Brussels Total world paper and board (P&B) capacity will grow by 2.8%/yr between 1990 and 1995, according to the United Nations Food and Agriculture Organization (FAO). Total pulp capacity is expected to grow by 1.9% over the same period. The growth rate for P&B is similar to that predicted in the FAO's previous survey, but the rate for woodpulp is 28% lower. The study also predicts that the apparent ratio of pulp to paper will fall from 70.7% in 1990 to 67.5% in 1995.

At 36.3 million tons, newsprint capacity still represents 14% of total P&B capacity. It is expected to grow by around 5.3 million tons by 1995. Once again, the biggest growth in capacity is forecast for the developing market economies, with an average rate of 6.2%/yr, compared to 3.6% for 1985-90. The 2.8%/yr average growth rate for the developed economies since 1985 is expected to continue until 1995. But the study predicts a fall in newsprint production in the centrally-planned economies of almost 1%/yr until 1995, with a 7%/yr decline in Eastern Europe and no

growth in the USSR.

The loss forecast for printing/writing papers is not as dramatic as it is for newsprint, although Eastern Europe is still expected to see its capacity fall by nearly 3%/yr until 1995. The study predicts that growth in printing/writing output by the developed market economies will fall from 5.5%/yr in 1985-90 to 4.3%/yr in 1990-95, while for the developing market economies, it will rise from 5.3% in 1985-90 to 5.5% in 1990-95.

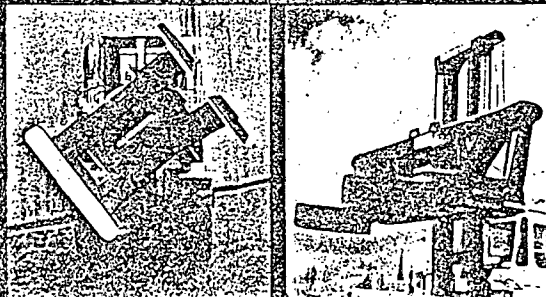
Total woodpulp capacity is expected to rise from 168.5 million tons in 1990 to 185 million tons in 1995. This increase is 28% lower than

in the previous survey. And mechanical pulp production will continue to decrease, by an estimated 160,000 tons by 1995. The FAO has revised its capacity forecast downward for thermomechanical pulp (TMP) and chemical pulp too. TMP capacity is expected to grow by 4.5 million tons by 1995, with Western Europe accounting for an estimated 1.9 million tons of this increase, North America for 1.8 million tons and the developing countries for 0.7 million tons. The projected increase of 12.3 million tons of chemical pulp by 1995 will raise capacity to 127 million tons. A slight increase is forecast for other fiber pulp.

## FAO FORECAST: WORLD PULP AND PAPER CAPACITY, 1990-95 (1,000 tons)

	1990	Capacity 1995
<b>WOODPULP</b>		
North America	84,496	90,066
Japan	13,484	15,474
Western Europe	36,868	41,639
Oceania	2,683	2,724
Others	1,450	1,450
Total developed economies	138,981	151,353
Africa	1,002	1,086
Latin America	8,029	13,083
Asia	2,738	3,182
Total developing countries	11,769	17,351
Asia <sup>1</sup>	1,881	1,896
Eastern Europe	4,317	3,349
USSR	11,635	11,635
Total centrally-planned economies	17,833	16,880
World total	168,583	185,584
<b>PAPER &amp; BOARD</b>		
North America	95,289	104,879
Japan	30,728	37,706
Western Europe	69,079	85,278
Oceania	3,058	3,225
Others	2,081	2,086
Total developed economies	200,235	233,174
Africa	1,013	1,210
Latin America	13,528	16,964
Asia	12,505	15,423
Total developing economies	27,046	33,597
Asia <sup>1</sup>	13,596	13,619
Eastern Europe	6,819	5,641
USSR	12,800	12,800
Total centrally-planned economies	33,215	32,060
World total	260,496	298,831

<sup>1</sup> Figures for Asia are divided by type of economy.  
Source: FAO



## 311 paper machines at your service.

The brand name is Auramo.

There are 311 different lift truck attachments in the Auramo line and all are engineered for pulp and paper applications.

Auramo is a relatively new name to the U.S. paper industry, but it is not new to Europe and other worldwide pulp and paper mills.

There are, in fact, more than 12,000 Auramo lift handling mill paper trucks worldwide.

It is also a fact that for more than 40 years we have been leading the attachment industry in paper handling technology, quality control and soft touch hydraulic systems.

If you'd like to see us work pulp and paper, just give us a call. Or ask your local dealer to contact us.

Auramo Cargo Systems OY  
Vantaa, Finland  
TEL: +358-0-82931  
TELEFAX: +358-0-8701037

# AURAMO

Please send me the 1991/92 Auramo Catalog and Price List for 311 paper-handling attachments.

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

Mail coupon to: Auramo Cargo Systems OY  
P.O. Box 78, SF-01511 Vantaa (Helsinki), Finland.

## Automated ship loading system for Gold River newsprint

Klaus Burhop, Director, Corporate Logistics,  
Canadian Pacific Forest Products Ltd. (CPFP), Canada

---



Klaus Burhop was born in Bremen, Germany, where he completed his formal education, including a degree in business.

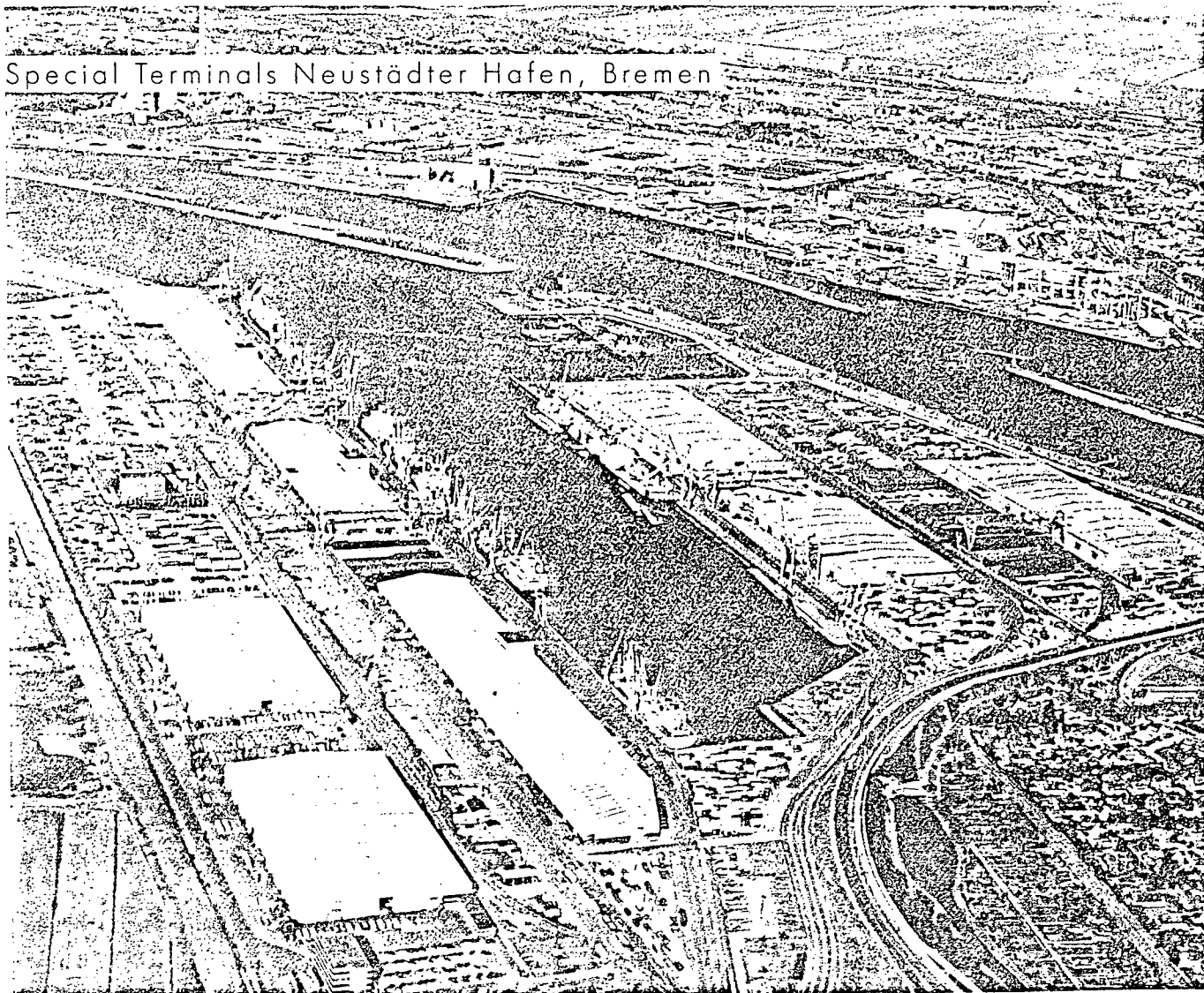
He worked for a marine inspection firm in Belgium, the UK and Canada before joining a major international chemical company in Canada.

For 17 years he held positions of increasing responsibility in the transportation and logistics fields before joining Canadian Pacific Forest Products Ltd. in 1986 as Director, Corporate Logistics. His functions include Corporate Transportation, Purchasing and Logistics Planning.

THE PORTS OF BREMEN  BREMERHAVEN

# YOUR PARTNER IN THE HANDLING OF FOREST PRODUCTS

Special Terminals Neustädter Hafen, Bremen



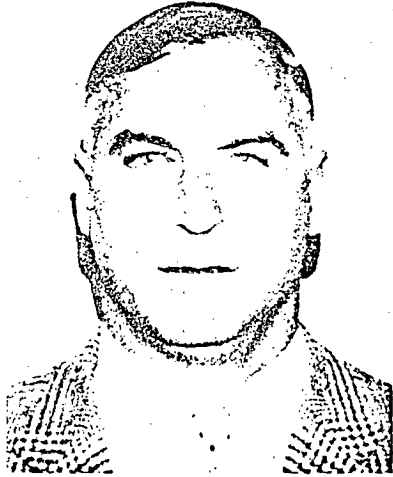
BREMER LAGERHAUS-GESELLSCHAFT  
PORTS OF BREMEN AND BREMERHAVEN

BLG · P.O. Box 10 79 65 · D-2800 Bremen 1 · Tel. (421) 398-1 · Telex 2 44 840-0 · Fax (421) 398-902

## Success of a forest products terminal

Scott S. Menzies, President,  
Baltimore Forest Products Terminal (BALTERM), USA

---

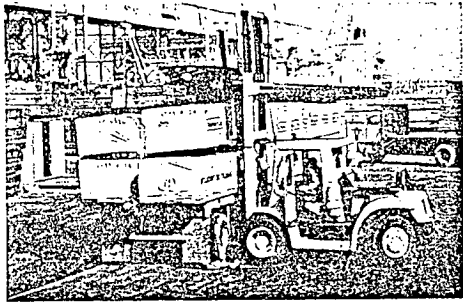


Scott S. Menzies is not only President of Balterm, a company specializing in the stevedoring, storage and distribution of water-borne forest products, but also President and CEO of Terminal Corp, a 95-year-old warehousing and transportation company specializing in public and contract warehousing and distribution. He is also Chairman of Mid-Atlantic Recycling Inc, which is a new company in Baltimore offering wastepaper and paperboard sorting and baling, so providing a link between local Maryland waste-

paper collection programs and the markets for wastepaper.

Among his many other business and community activities, Mr Menzies is: on the State Advisory Council on Small Business Development Centers; on the Board of Directors of the Maryland Conference on Small Business Inc; a Member of the Maryland Chamber of Commerce; on the Board of Directors of the Baltimore Museum of Industry; and on the Development Council of the John F. Kennedy Institute for Handicapped Children.

# GET OUT OF THE WOODS AND INTO THE MARKET!



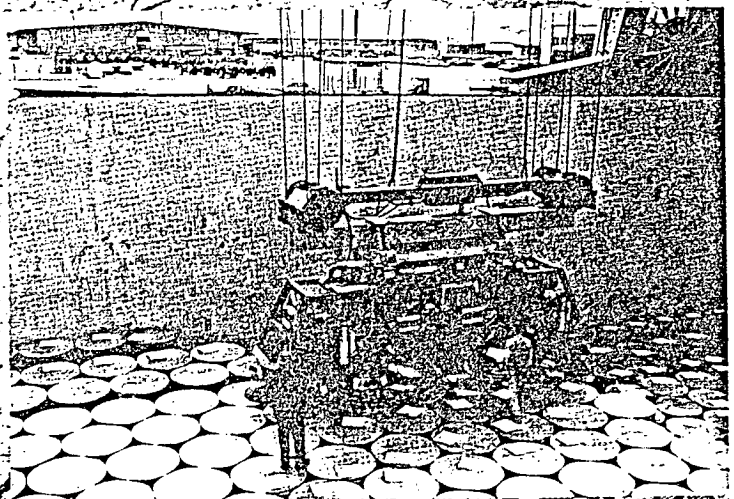
Nobody gets your paper, lumber and pulp shipments to market more efficiently than Baltimore Forest Products Terminals, (BALTERM). Our warehousing and shipping facilities include expert materials handling, electronic security systems, and dedicated and experienced personnel who have earned us our reputation for outstanding customer service.

Strategically located for easy access to rail, truck and water transportation, our mid-Atlantic location offers overnight delivery to 30 percent of the U.S. population.

BALTERM can also assist with volume pricing and interstate trucking to deliver your goods on time, every time.

Consider the advantages - then make the move to BALTERM.

We'll help move your forest products out of the woods and into the marketplace.



## ADVANTAGES

- ▣ State-of-the-art computerized inventory control
- ▣ Just-in-time-delivery
- ▣ Facilities include finger piers and deepwater dockage
- ▣ Strong working relationships with Conrail and CSX railroads
- ▣ Excellent access to major interstate highways
- ▣ Experienced, competent management and support
- ▣ Modern materials handling equipment



**BalTerm**  
BALTIMORE FOREST PRODUCTS TERMINALS

For more information:

P.O. Box 687 Brooklandville, Maryland 21022

In the U.S.A. call: (301) 321-5712 Fax: (301) 821-9506

In Canada call: (514) 844-9381 Fax: (514) 842-1262



## The British standard - The ultimate qualification for tomorrow's world

Sidney Cass, Managing Director,  
Crescent Wharves Ltd., and  
Duncan Hempstock, Assistant Divisional Managing Director,  
Hays Marine Services Ltd., United Kingdom

---



Sid Cass joined Crescent Wharves as Operations Director in 1985, currently he is Managing Director of Crescent Wharves Ltd. and a Director of Hays Marine Services Ltd.

Mr. Cass has been mainly involved in the management of ports and consequently is experienced in all aspects of the stevedoring, warehousing and haulage industries.

During the past 12 months, his company has been working towards BS5750 accreditation.

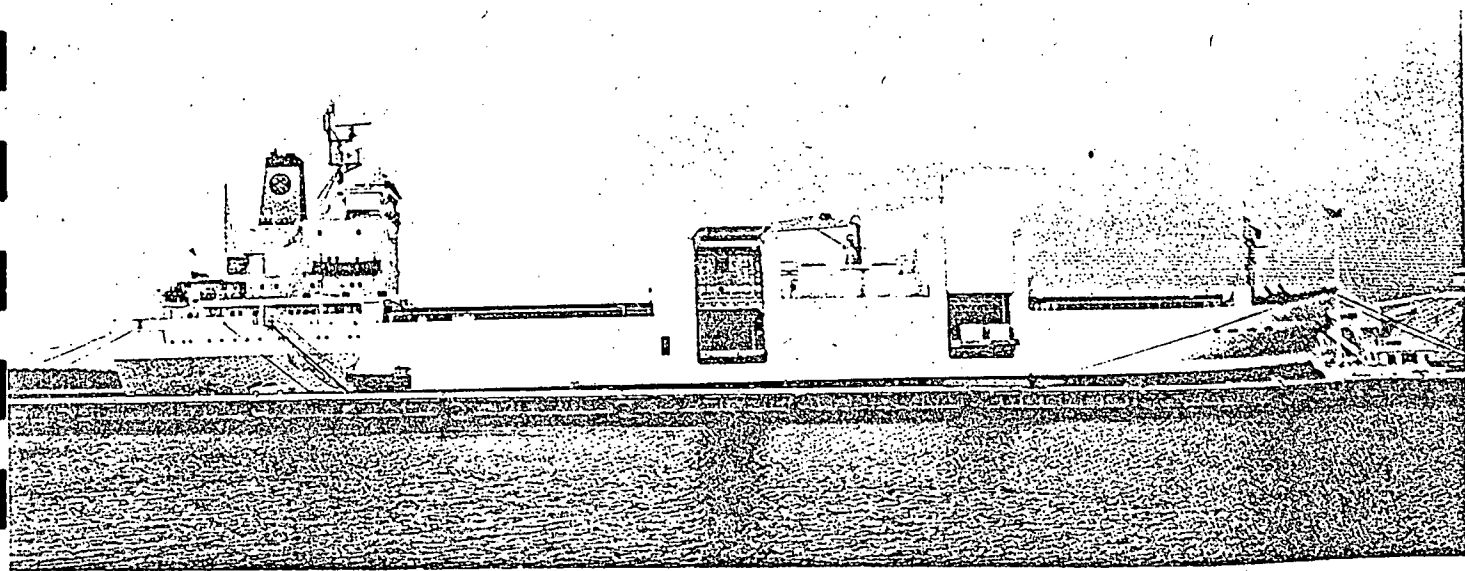
As quality assurance and customer care are prerequisites for success, this certification which is much sought after and difficult to obtain, is now becoming a 'must' in ports wishing to continue to handle forest products in the UK in the future.



Duncan Hempstock rejoined Crescent Shipping as Commercial Director in 1983 after having spent several years in the steel industry as Export Sales and Distribution Manager.

During the course of the last eight years with Crescent, Mr. Hempstock has held the position of Managing Director of all the Crescent companies in the Division and has considerable experience in the field of shipowning and management, ship repair, stevedoring and towage.

On 1 June 1989, he was appointed to the Executive Board of Hays Marine Services, the holding company for Crescent Shipping, Crescent Marine Services, Crescent Wharves, Crescent Ship Management and Trafco UK. As Assistant Divisional Managing Director, he is responsible for the business development and acquisition aspects of his company as well as ensuring that the highest standards of customer care and quality control are maintained.



## YOUR INTERESTS ARE OUR INTERESTS.

Therefore all our ships are custom designed to prevent damage.

The M/S Margit Gorthon above, and her sisters M/S Alida Gorthon and M/S Ingrid Gorthon, serve as a good illustration. They have been equipped to accommodate the latest technology, which means that loading and unloading take place through two sideports.

The sideports allow the fastest possible access for cargo handling. For each sideport there are two computer controlled elevators and automatic conveyors. Work on board is carried out by using electric forklifts.

All the ships are, of course, constructed to the highest ice-class standards.

Thus, your interests are our interests: to make sure that the end users are to receive exactly the product they ordered, on time and in perfect condition.



### GORTHON LINES AB

Box 1063, S-251 10 Helsingborg, Sweden. Tel int. + 46 42 17 27 00.  
Fax int. + 46 42 14 63 43. Telex 72260/72299.

## Paper reels are sensitive

Jan O. Bodis, Legal Adviser,  
Hamburger Versicherungsbüro Otto Bodis, Germany

---



Jan Otto Bodis, born in 1956, is a lawyer and attorney. After finishing school he served in the German army before studying law at the University of Hamburg. It followed terms in Cambridge and London, where he attended the London School of Economics.

After his exams at Hamburg University he joined a firm of exporters and represented its office in Nigeria. He then resumed his legal education by working as a pupil in London and with different judicial authorities in Berlin and Hamburg.

After his final exams, now as fully qualified attorney, Jan Bodis became partner in the law firm of Abraham & Partners specializing in shipping and transport law, where he is still a counsel.

During this time he obtained further degrees in insurance and tax law.

Jan Bodis is now heading the Legal Department of the company.

Among his academic work are articles on topics of maritime and insurance law published in German law journals.

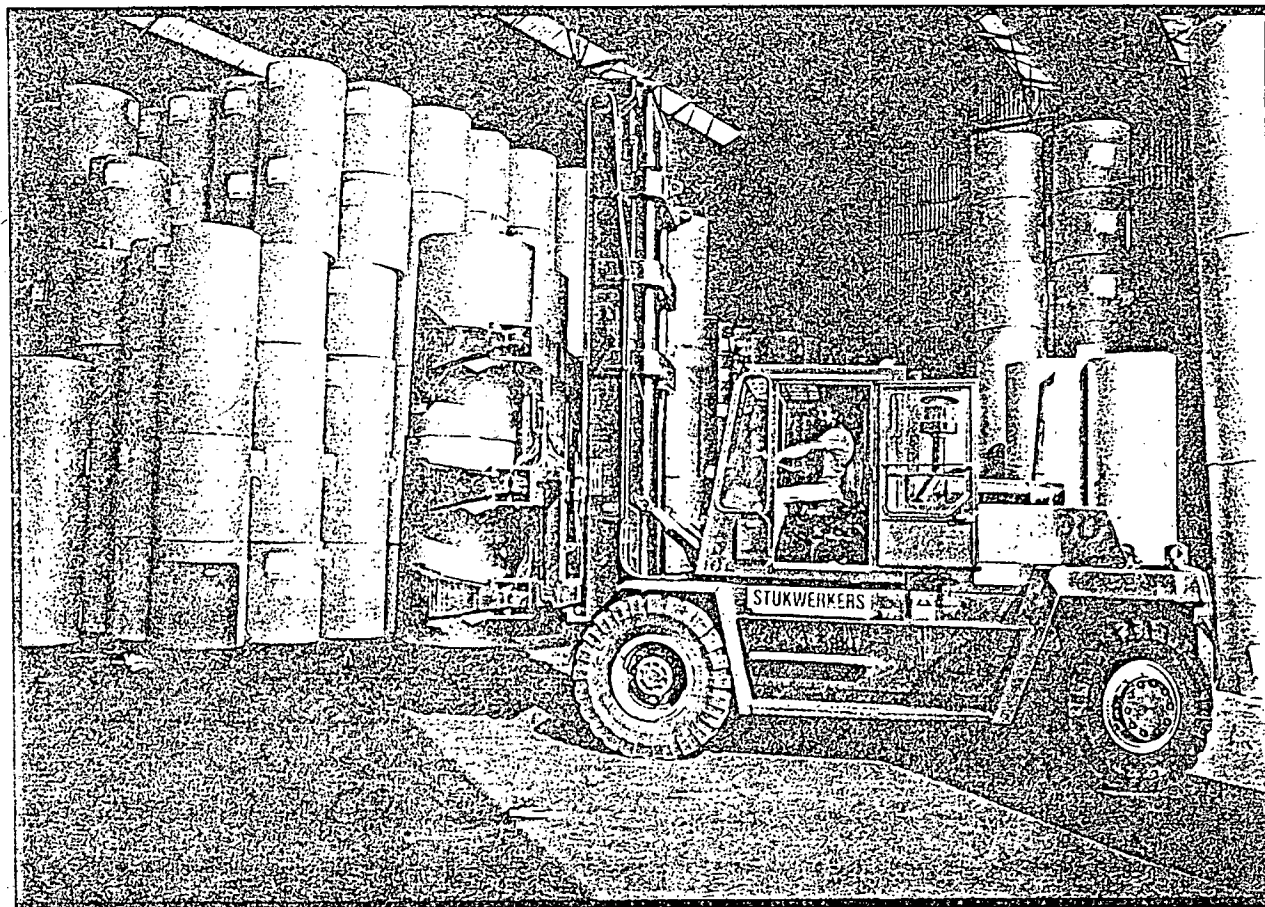
# STUKWERKERS HAVENBEDRIJF NV

Port Arthurlaan 40  
B-9000 Gent  
Belgium

Telephone: (091) 51.25.45

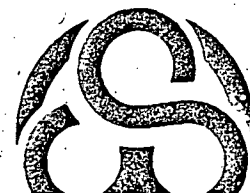
Telex: 11552

Telefax: (091) 51.61.81



Since 1338, the specialists in the Port of Ghent for all paper and wood pulp handling.

- ▶ More than 100,000 square meters of covered warehouse are connected by rail and have the possibility of handling goods ex/in sea-going vessels, barges and trucks
- ▶ Handling of 600,000 tons of forest products per year.



## Environmental impact: The consequences for transportation

Ann R. Klee, Environmental Attorney,  
Preston Gates Ellis & Rouvelas Meeds, USA

---



Ann R. Klee joined the firm in 1990. She practices in the areas of environmental and natural resources law, and litigation. Before joining the firm, she was an associate in a large D.C. law firm where she counseled and litigated in federal and state courts and administrative agencies under major environmental statutes includ-

ing the Clean Water Act, the Resource Conservation and Recovery Act, the Comprehensive Environmental Response, Compensation and Liability Act ("Superfund"), the Clean Air Act and the Surface Mining Act. She is an active speaker and author on environmental and natural resources issues.

# CIMEP your forest products terminal

24000 SQM covered warehouse space/25000 SQM open storage AREA  
700 M Quay length/160 T capacity RO/RO RAMP

Computerised stock control

Large and modern fleet of stacker trucks and clamps (from 3 to 8 T)  
Agency - Customs - Haulage - Stevedoring - Forwarding

## A COMPLETE FOREST PRODUCTS SERVICE



**CONSORTIUM INTERNATIONAL DE MANUTENTION ET D'ENTREPOSAGE DE PAPIERS**

2, Quai de France. 76100 ROUEN - FRANCE  
Ph : 35 72 00 17 - Tx : 180537 - Fax : 35 73 96 58

# Shipping legislation in the USA and Canada and its impact on world trade

William A. McCurdy, Jr., Logistics & Commerce Counsel,  
E.I. du Pont de Nemours & Co., Inc., USA



Bill McCurdy graduated from the University of Pennsylvania's Wharton School of Economics and Finance in 1968 with a B.S. in Economics and received his J.D. in 1971 from the University of Pennsylvania Law School. Following graduation, he entered the US Navy where he served in various legal capacities including that of Military Judge for the Caribbean Circuit.

Upon release from the military and following a short time with a prominent New York admiralty firm, he joined the Legal Department of E. I. du Pont de Nemours & Co. where he has been employed for the past 15 years. In his current position as Logistics and Commerce Counsel, Bill advises the company on logistics, supply chain, customs and countertrade matters.

As Logistics and Commerce Counsel, Bill led the industry effort that resulted in the passage of the Hazardous Materials

Transportation Uniform Safety Act of 1990. This was the most significant change to the law since the original act was passed in 1974. In addition, he has been extremely active in shepherding the transition within du Pont from a common carriage transportation system to one dominated by contracts. This has resulted in significant savings and has established du Pont as a leader with "benchmark status" in transportation procurement. His role in industry was recognized by his recent election to West's "Who's Who in US Executives".

He is currently serving as an officer, committee chairman and board member of several national trade associations including The National Industrial Transportation League, the AgOTC.

## Abstract

United States Secretary of Transportation Samuel K. Skinner recently stated: "An investment in transportation is an investment in America's future. No industry in the nation is more important to US economic growth and international competitiveness than transportation. Every household and every business, our mines and farms, manufacturers and utilities, export trade and national security, all depend on transportation."

The same could be said for virtually every nation in the global marketplace. Logistics has or will become the watchword for innovative companies as

they seek "sustainable competitive advantage" in world trade. The supply chain management process, integrated logistics, and other "logistics systems" will require new attitudes, new cultures and, in some cases, enlightened, new interpretations or modification of transportation related law.

Shipping legislation in the USA, Canada and Europe is currently under active review. Elaine Chao, Deputy Secretary of Transportation and Vice Chairman of the US Advisory Commission on Conference in Ocean Shipping, recently observed: "I continually see signs that we have launched the commission's activities and investigation at an ideal time -- in fact, at an historical moment when the global trading system is on the verge of fundamental change and expansion."

The integration of these new logistics principles, emerging transportation and trade legislation, and resulting economic and cultural change will fashion the global environment in which we will all compete for the balance of this decade and in the years to come.

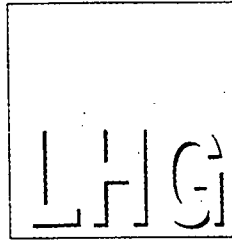
Machiavelli is reported to have said: "There is nothing more difficult to carry out, nor more doubtful of success, nor more difficult to handle, than to initiate a new order of things." Surely his observations were never more true than today. Whether we survive or whether we perish will depend largely on how well we, as individuals, companies and countries, adapt to the coming changes.

# Lübeck Port – West Germany's largest Baltic forest products terminal

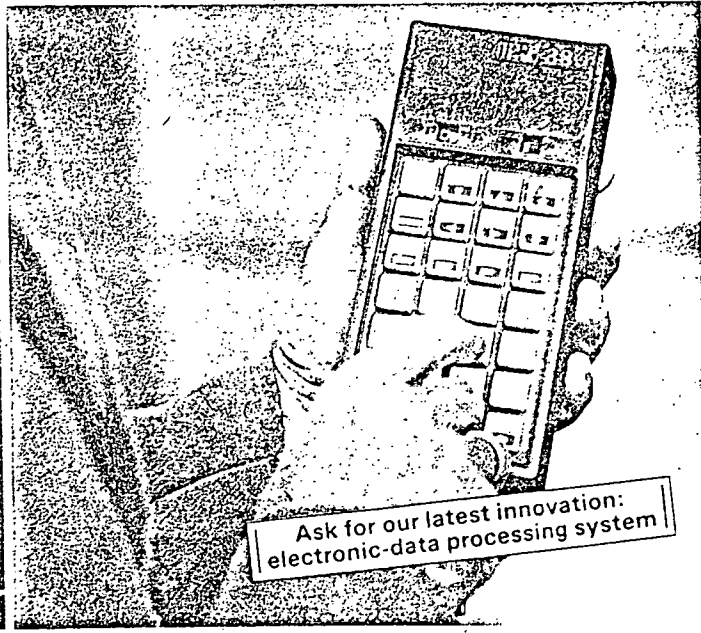
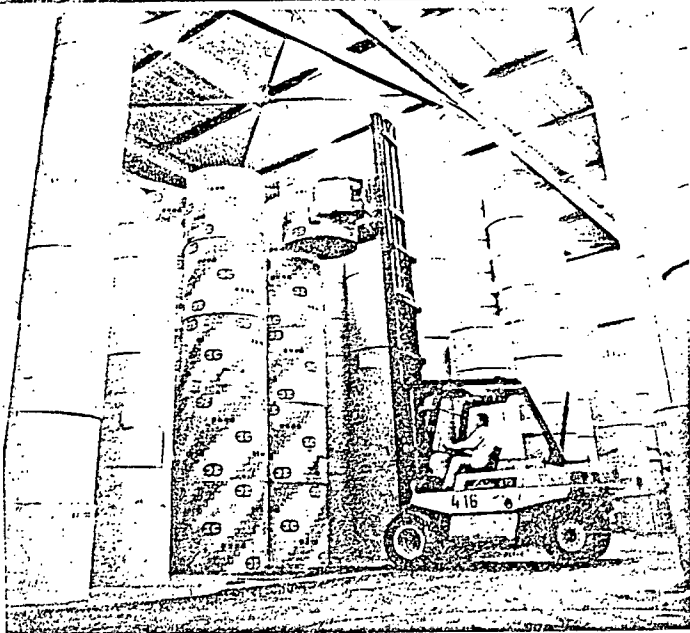
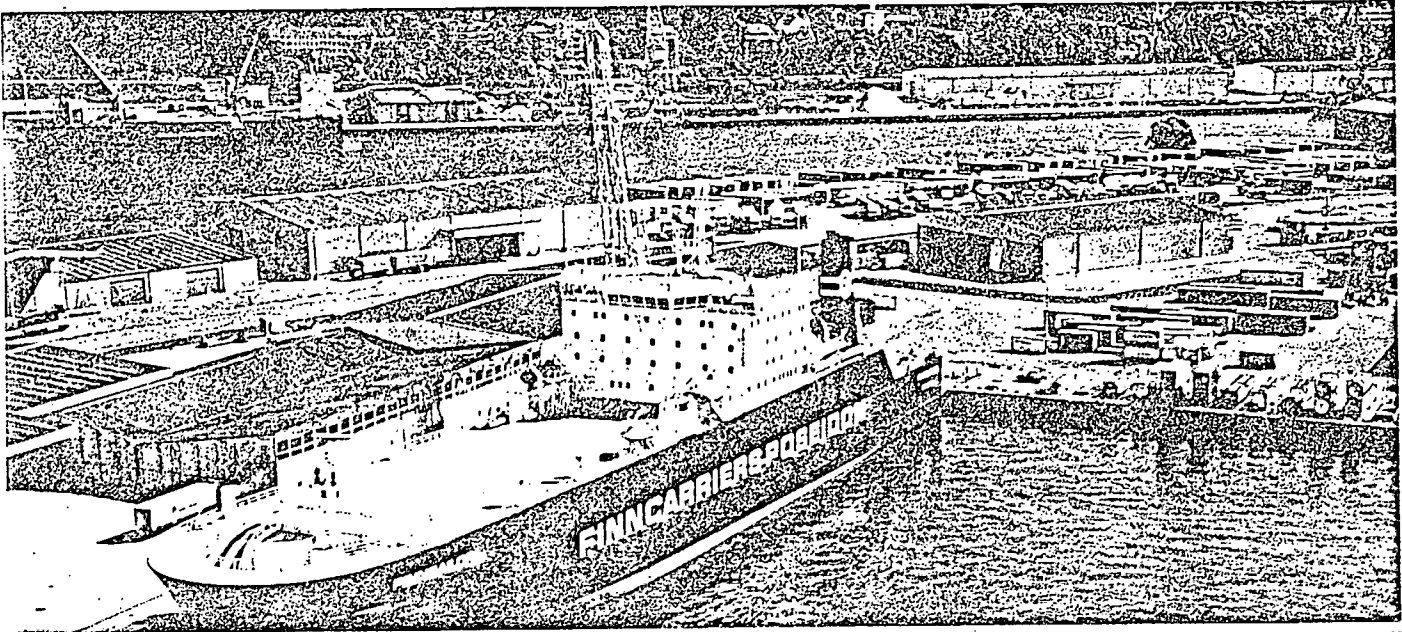
Lübeck Port is a pace-maker as Europe's most important ferry port and the largest West German port on the Baltic: Performance in handling forest products underlines this leading position.

**Annually the port handles 1.7 million tons of forest products using the most modern technical equipment. The port has available four roll-on/**

**roll-off piers and 120.000 square metres of covered warehouse space. And the latest innovation is that Lübeck now has an **electronic-data processing system** facilitating and accelerating communications with customers. The port's management feels justified in claiming that it offers efficient links to Central Europe.**



LÜBECKER  
HAFEN-  
GESELLSCHAFT  
mbH

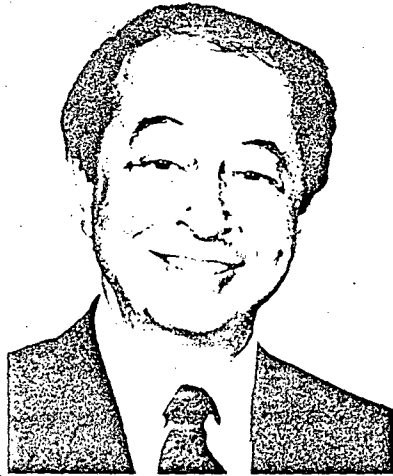


Ask for our latest innovation:  
electronic-data processing system



# The "war on waste": How can our industry win?

Vincent A. Benvenuti, President,  
Quebec & Ontario Recycling Ltd., Canada



Vincent A. Benvenuti has been employed with Quebec and Ontario Paper Co. for the past 15 years. He has held positions in finance, marketing and administration. He is currently Director of Planning and Administration for the Thorold division mill, and has had responsibility for all of Q&O's recycling programs since 1982. He is a member of numerous recycling trade associations, including the Recycling Advisory Council for the Province of Ontario, which advises the Minister of the Environment on recycling issues. He chairs the Wastepaper Task Group for that body. He is also an active member of the Recycling Council of Ontario, the Canadian Pulp & Paper Association's Re-

cycling section, the Canadian Association of Recycling Industries and the National Solid Waste Management Association.

Mr. Benvenuti was also appointed president of Q&O's new recycling subsidiary - Quebec and Ontario Recycling Ltd. - in October of 1989. This company has two recycling plants in Toronto. One of the principal activities is processing and sale of all recyclables collected in the metropolitan Toronto Blue Box program, the largest curbside collection program in North America.

Mr. Benvenuti graduated in Business from McMaster University in Hamilton, Ontario. He also holds a professional accounting designation.

### Abstract

Back in 1960, social critic Vance Packard wrote in his classic work, *The Waste Age*: "Historians may allude to this as the Throw-away Age". Here we are, three decades later and his description of the second half of the 20th Century still holds true for residents of industrial nations. Mounting piles of garbage are a feature of virtually all industrial market nations.

Garbage has become a key focus of the environmental

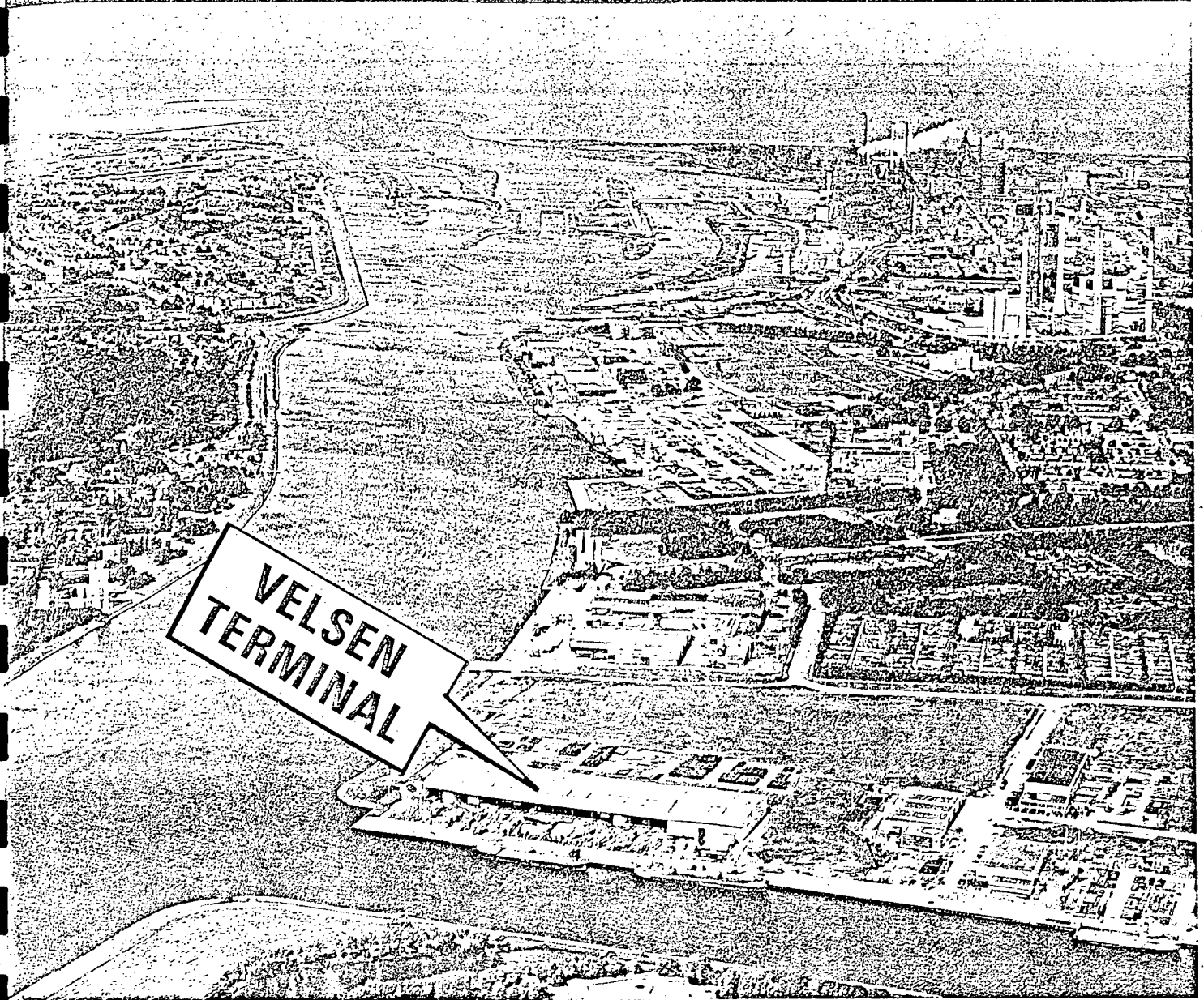
movement all through the industrialized world. This focus has captured the interest of the public (and therefore, all our politicians) and legislation to regulate and reduce waste is now a part of the agenda of all governments worldwide. The three R's - Reduce, Re-use and Recycle - have become the means to wage war on waste.

What will this war mean for the global economy and specifically what will it mean for us in the forest products industry? It is obviously having a profound impact in the North American marketplace. The need to find markets for wastepaper generated through the explosion in municipal recycling programs has forced the North American newsprint industry to transform itself, almost overnight, from cutters of wood to collectors of wastepaper. To do this, billions of dollars of new investment will be required, all at a time when the newsprint industry is in the middle of the worst slump it has ever experienced.

The public demand to reduce waste and recycle more is going to intensify in the years ahead. It will present many challenges and many opportunities for all our companies. None of us can afford to sit on the sidelines and hope that this movement will pass us by. We all need to be involved or we won't survive.

# Velsen Seaport gives your marketing a headstart in logistics, not a headache.

PULP AND PAPER, KRAFTLINER, PILEWOOD AND TIMBER



**VELSEN  
TERMINAL**

## WE OFFER AN INTEGRATED LOGISTIC SERVICE IN:

- Stevedoring
- Storage
- Ship's agencies
- Transhipment
- Distribution
- Freight Forwarding



NBK VELSEN TERMINAL Velserkade 1 1951 NK VELSEN Nrd.  
TEL: 312510 - 2 93 30 FAX: 312510 - 2 85 08.  
TELEX: 44 - 3 52 54 / 44 - 3 53 04



## Concentration within the European pulp and paper industry

John Kalish, President,  
International Forest Products Transport Association (IFPTA), Belgium



John Kalish is a partner of Corporate Development International, Brussels, a member of the board of Westerlund Corp., Antwerp, and a consultant in the paper and publishing industries. Corporate Development International is a management consulting group specializing in company search re-

lated to mergers, acquisitions and divestitures in all industrial sectors. Westerlund is an integrated marine terminal operator, stevedore and distributor of forest products, located in Antwerp, Belgium.

Born in Philadelphia in the USA, John Kalish graduated from Lehigh University in metallurgical engineering and economics. He then worked for four years in the field of process control instrumentation for Fischer & Porter Inc. both in the USA and West Germany. In 1968, he joined *Pulp & Paper International* in Brussels as Associate Editor. He subsequently became Managing Editor and later, Editor & Publisher.

John Kalish is co-founder and current president of the International Forest Products Transport Association, a professional association with over 550 members worldwide. He is also a director of Sail for Europe, Brussels, an association which promotes European

unity through sailing. He is an experienced ocean sailor with four transatlantic races to his credit.

### Abstract

The recent round of consolidation during the past two years has increased the degree of concentration in Europe's paper industry. It is, however, still less concentrated than the North American industry.

Whether the industry is really stronger structurally as a result of these moves is a question which may not be answered for another several years, until the current recession is over.

The pace of major acquisitions appears to have slowed somewhat as companies are much more circumspect about high debt loads when markets are slow and margins are thin.

The most recent events in the Soviet Union will mean rethinking of strategies for some companies.

# Congratulations John

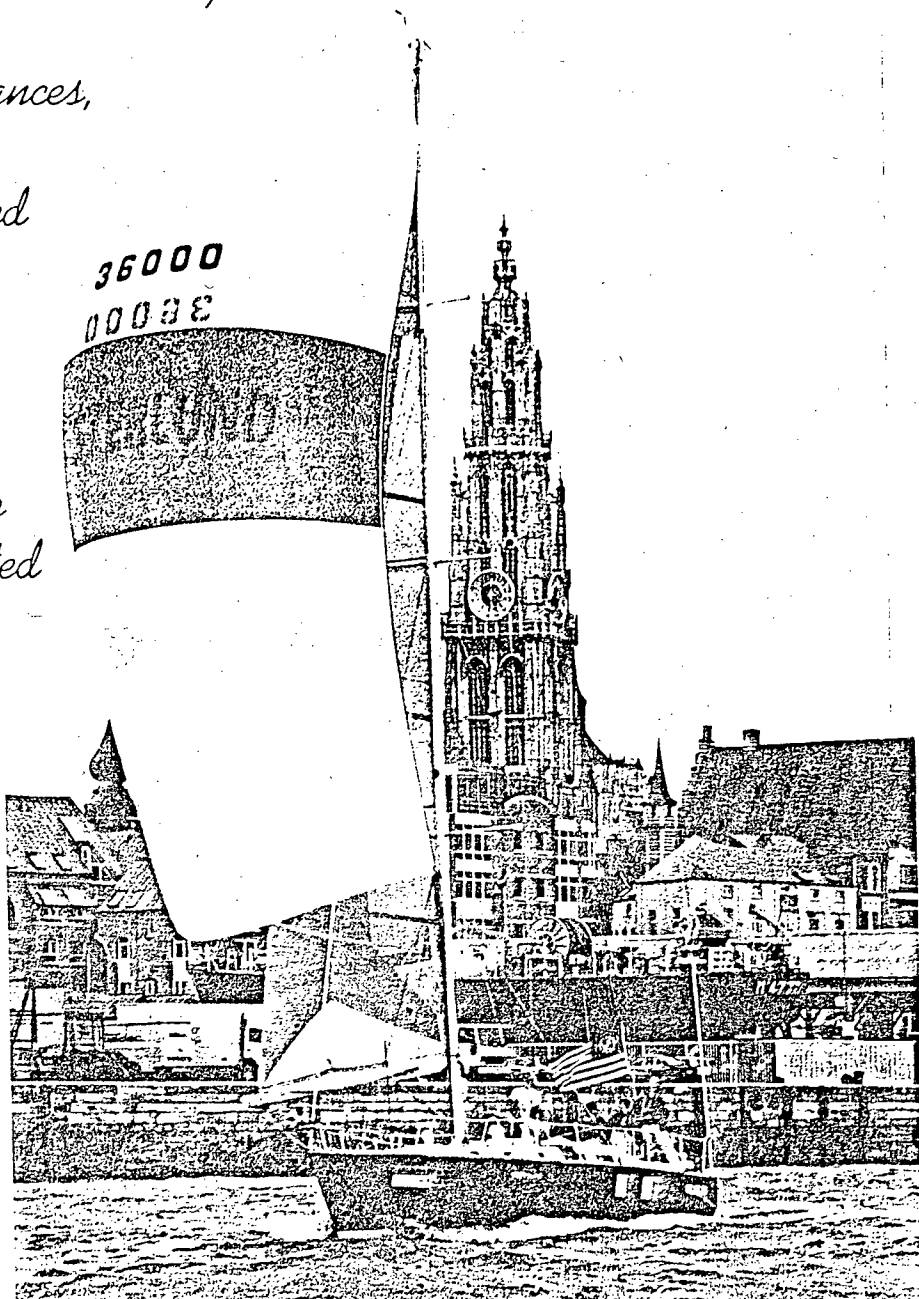
With the sailboat "Philadelphia" John Kalish and his crew, Bill, Charles, Dick, Jack, Jay and Mike - an amateur team, sailed the Constitution Race 1991 under the U.S. flag from Cape May (New Jersey) to Nieuwpoort (Belgium).

After 17 days of holding the lead and 2 days before the end of the race the boat was overtaken by the "Rucanor" (Netherlands). She ended 2nd in line.

Due to unfortunate circumstances, on the 5th day the electrical system broke down and caused a lot of difficulties aboard.

John, we admire your enthusiasm and your will to help forge links of friendship between Europe and the United States through this race.

Westerlund has been proud to be one of the sponsors of the "Philadelphia" and wish to congratulate you and your team for this bold exploit.



Jean-Jacques Westerlund  
and his team

## East Germany's paper industry two years after reunification: Present situation and future development

Michael Herrmann, Branch Manager,  
Fr. Meyer's Sohn, Germany



Michael Herrmann, born in 1944, was educated and trained at Messrs. Deutsche Seereederei Rostock (DSR). Afterwards he studied at the University for Traffic, Dresden, with special study of traffics and industrial management.

Later, he worked in different organizations of foreign trade and in the official state forwarding agency Deutrans in the former German Democratic Republic, now the eastern part of a united Germany.

Since July 1990, Michael Herrmann has been employed by Messrs. Fr. Meyer's Sohn Hamburg, an international forwarding enterprise, at its branch office in Berlin.

Just now, he is engaged in the establishment of new offices in the new five federal countries of Germany at Berlin-Schönefeld (air cargo) and at Rostock (sea transport).

### Abstract

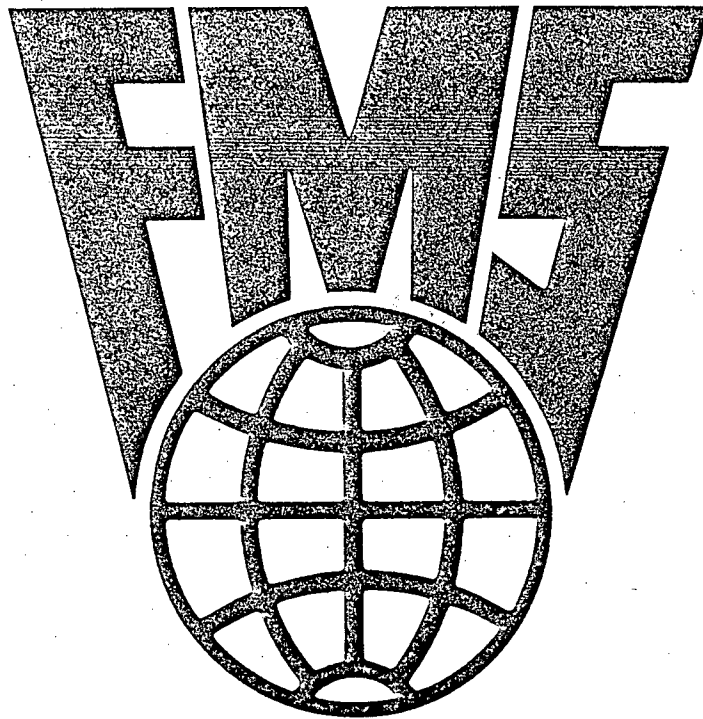
The East German paper industry did not belong to the main important branches of the national economy of the former GDR and was faced with a great difference in the level of productivity in comparison with the West. This is the reason, why big problems arose after introduction of the Deutsch Mark on the 1 July, 1990. With introduction of the Deutsch Mark on the territory of East Germany, the paper and pulp industry was suddenly faced with world market conditions without being prepared for these conditions in any proper way.

In addition to this, the former GDR's foreign trade and transport was monopolized by the state. Therefore the producer factories had no possibilities to make export, import and transport arrangements on their own. Nowadays, the producers have to perform these activities themselves, and they are faced with difficulties in this field too.

Notwithstanding these difficulties, the paper industry in eastern Germany has a long tradition. The consumption of paper products in the east is very much lower than in the west part of Germany. That is the basis for a significant increase in production in the future.

The report gives a short historical picture, indicates the present situation and makes an attempt to give a future picture for the paper and pulp industry in East Germany including the possibilities and facilities for transportation of paper, pulp and forest products. A short review of the paper and pulp industry in the former socialist countries of eastern and south-eastern Europe is included.

©ME in our  
110/A 102/1108  
Hilber-Hold



1897

**YOUR RELIABLE  
TRANSPORT- AND SHIPPING-  
SPECIALIST FOR  
FOREST PRODUCTS**



**FR. MEYER'S SOHN**  
**INTERNATIONAL TRANSPORT COMPANY**

**HEAD OFFICE:**

Spaldingstrasse 110 A -  
P.O. box 10 44 29  
2000 Hamburg 1  
Phone (040) 2393-0  
Telex 2 162 531/532

**PORT OFFICES:**

Hamburg • Bremen • Lübeck  
• Kiel • Rotterdam • Antwerp  
• Barcelona • Bilbao • Valencia  
• Rostock

**INLAND OFFICES:**

Düsseldorf • Krefeld • Berlin  
• Frankfurt/Main • Stuttgart  
• München • Madrid • Venlo

## The development of the Rhine-Main-Danube Canal

L.A.G. (Bert) Rensen, Managing Director,  
Interriijn BV/Rebes BV, Netherlands

---



L.A.G. (Bert) Rensen, born 1939, was initially employed by several shipping and forwarding companies both in the Netherlands and abroad.

In 1971, Bert Rensen founded Interriijn B.V. in Rotterdam primarily for the transportation of freight on the European inland waterways. Interriijn now operates a large fleet of Rhine barges, carrying approximately

four million tons per annum of which 300,000 tons are forest products.

To expand his activities internationally, he founded B.V. Rebes with a view to establishing a total door-to-door package service. Rebes activities cover: chartering, ship's agencies and distribution of several (neo-) bulk products to and from Western Europe. Rebes, in close cooperation with Roba of Switzerland, controls a large share of the distribution of forest products and kaolin from Dutch and Belgium ports through to Western and Middle Europe.

The group is also very active in the transportation of rolling stock, including private cars, tractors, trucks etc. along the Rhine for which they utilise specially constructed Ro-Ro barges.

Bert Rensen, together with his partner J.I.M. (Joep) Slokkers who is primarily responsible for Rhine traffic, expects further rapid expansion

of these companies; especially bearing in mind the future link of the Rhine with the Danube which is of special interest to both Interriijn and Rebes.

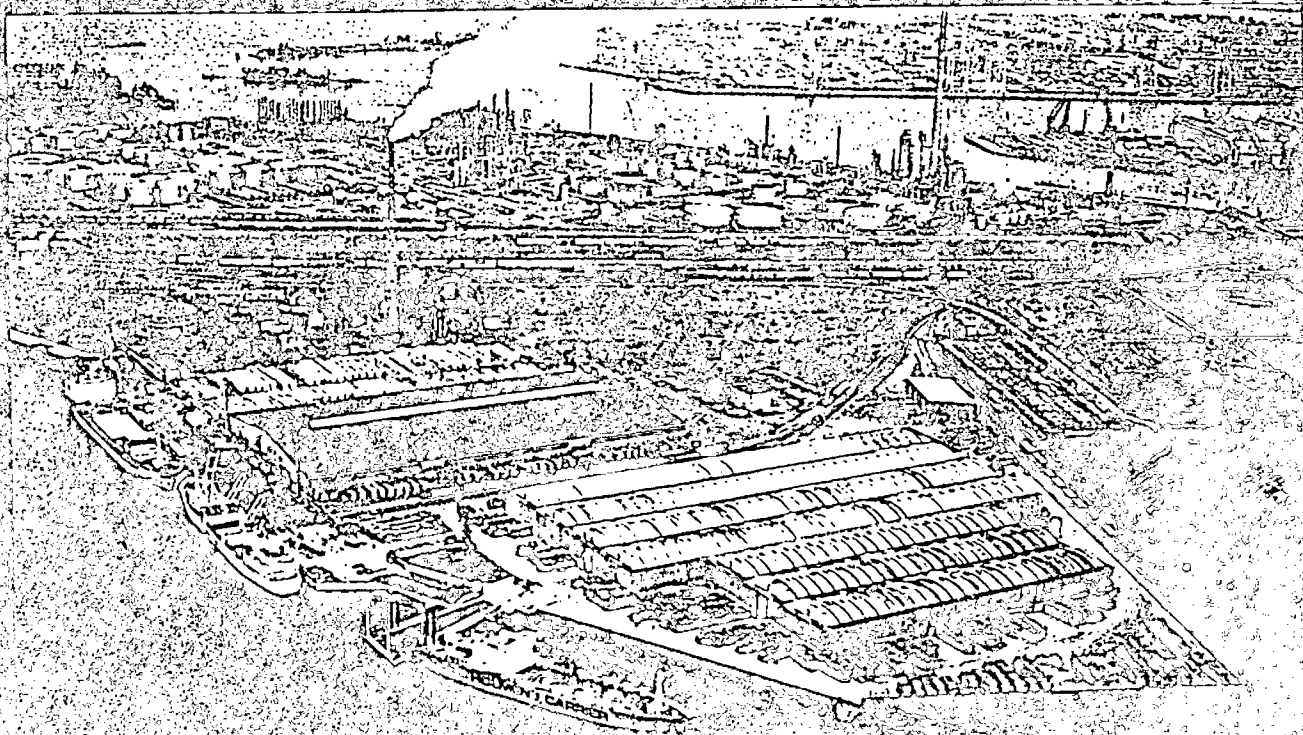
Bert Rensen is a member of both the Rotterdam Port Promotion Council and C.B.R.B., the Dutch organization for Inland Shipping.

### Abstract

The development of the Rhine-Main Canal and the new link with the Danube will be reviewed in the following sections:

1. Historical background.
2. Technical/nautical possibilities.
3. Legal/political aspects.
4. Commercial/economical possibilities.
5. Forecasting cargo routings.
6. Locations of the Western and North European ports to be utilised for distribution to Eastern Europe.

# Forest Products Terminal Dradenau in Hamburg: Tailor made facility



2 million tons of forest products are handled annually in the port of Hamburg.

HHLA Hamburg's largest port operator has long experience in handling newsprint, pulp, kraftliner, logs and sawn timber. Growth of the cargo

volume has been steady over the years. For this reason the Forest Products Terminal "Dradenau" has been extended. It now comprises an area of 110.000 sq. m with 55.000sq. m of shed space. The enlarged terminal is capable of turning

round the largest forest products carriers and handling all modes of modern transport including ro-ro vessels of all types. Optimum movement of cargo is assured by excellent rail, road and inland waterway links.

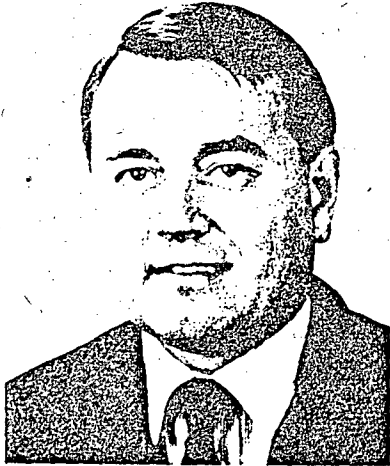
# HHLA



## Changes in the shipping of forest products

Rolf G.W. Eriksson, Managing Director,  
Transfennica, Finland

---



Rolf G.W. Eriksson was Managing Director of Varma Services Ltd in London from 1979 - 1987 and also was responsible for distribution and terminal development abroad for Finnpap in Helsinki.

He has been Managing Director of Transfennica Corporation since 1987.

# Pulp Paper Innovators

At Ryan-Walsh, we've never been satisfied with just the best. For more than 125 years, we've sought to make it better. By staying ahead of advancing technology and constantly improving our quality service, we've become the innovators in pulp and paper handling.

With the help of in-house engineering, Ryan-Walsh has led the way in designing equipment and methods to handle your cargo with care and efficiency. Our vast fleet of equipment is one of the newest in the business.

With Ryan-Walsh handling your cargo, you're assured that our experienced personnel will be supervising the job.

In 24 ports along the South Atlantic, Gulf Coast, and inland waterways system, Ryan-Walsh means quality service, competitively priced. Innovative equipment and expert personnel mean we deliver your pulp and paper cargo intact and on time.

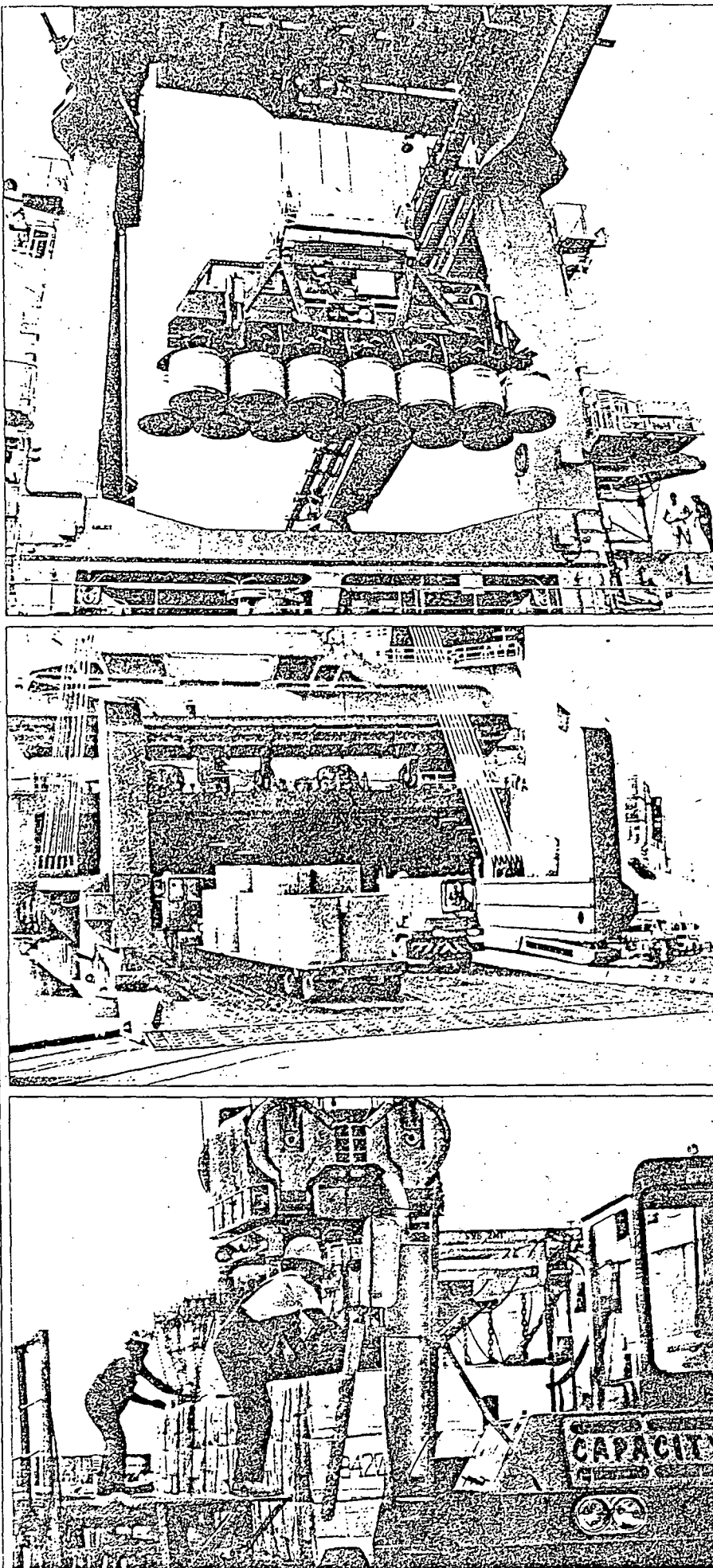


**Ryan-  
Walsh**

A Member of the Vectura Group

Ryan-Walsh, Inc.  
Corporate Headquarters  
205-438-4771 FAX: 205-432-3180  
One St. Louis Centre  
P.O. Box 2188, Mobile, AL 36652

Stevedoring • Cargo Handling • Terminal Operations  
Distribution • Logistics Management



## Lumber ships: The alternatives for weather protection

Robert Tagg, Naval Architect, and Keith Michel, Herbert Engineering, USA

---

**Robert Tagg** is Vice President of Herbert Engineering Corp. in San Francisco, California. He is also the Secretary/Treasurer of the IFPTA.

A native of Seattle, Washington, he received his undergraduate degree in Naval Architecture and Marine Engineering at the University of Mi-

chigan in 1975. With the exception of two years of graduate research at the University of Glasgow, he has worked continuously at HEC since 1975.

He has been primarily involved in the design of forest products ships (both Ro-Ro and Lo-Lo) and container ships for a variety of international

owners and charterers.

He has served as a member of the US delegation to the International Maritime Organization and on various ship stability working groups.

Mr. Tagg has also published several papers and articles on the subject of ship design and stability.

## Port of Rostock: A new gateway to the European markets

Uwe Krüger, Managing Director,  
Warico Importabwicklung, Germany

---

Uwe Krüger was born in 1940 in Berlin, Germany. After finishing school, military service and studies, he became, in 1965, Head of Department for Forest Products of Hansa Transportkontor (International Forwarders) in Bremen.

In 1973, he moved to Warico Importabwicklung von Papier

und Karton GmbH in Hamburg and became Managing Director in 1975.

Since then his main duty has been the establishment and further development of Finnish forest products to the central European markets. In 1990, the tonnage handled totalled 1.7 million tons.



## Clamp handling of jumbo reels

B. Fayers, Product Services Manager,  
Cascade Europe, Netherlands

---



B. Fayers is Product Services Manager for the European operations of Cascade Corporation, a worldwide leading manufacturer of Hydraulic attachments for the Forklift truck industry. Located in the Netherlands, he is responsible for product development and marketing support functions for the European market.

He was born in 1946 in the UK and after studying for a BSc in Mechanical Engineering at Newcastle he joined Cascade's UK operation in 1969 as Design

Engineer. After moving in 1970 to their European Headquarters in Holland, he spent time on forklift truck attachment design, later on special product design before transferring to the European marketing department and later to the Benelux Sales Department to gain all-round experience in materials handling before moving into product management.

Mr. Fayers is also a member of several professional organizations including the IFPTA.



cascade

We're not everywhere you can imagine.  
But we're trying. No, we're not on the moon yet. But you'll find Cascade materials handling products available almost anywhere in the world. So the very same Cascade clamp that loads paper products in one port can unload it in another port halfway around the world. And at both ends, we're there with innovative products, sales support, parts and service to keep your goods moving.

For materials handling efficiency, call Cascade.

AUSTRALIA

2-604-6222  
Fax: 2-725-5517

ENGLAND

0742-697524  
Fax: 0742-695121

GERMANY

02166-602091  
Fax: 02166-680947

THE NETHERLANDS

03240-92980  
Fax: 03240-13907

SWEDEN

042-151135  
Fax: 042-152997

BRAZIL

11-825-0099  
Fax: 11-66-0340

FINLAND

952-181833  
Fax: 952-184833

ITALY

02-984-91763  
Fax: 02-984-8116

SOUTH AFRICA

011-975-9240  
Fax: 011-394-1147

UNITED STATES

503-669-6300  
Fax: 503-669-6367

CANADA

416-629-7777  
Fax: 416-629-7785

FRANCE

01-69091139  
Fax: 01-69345705

JAPAN

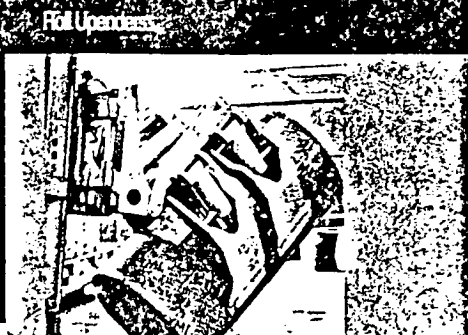
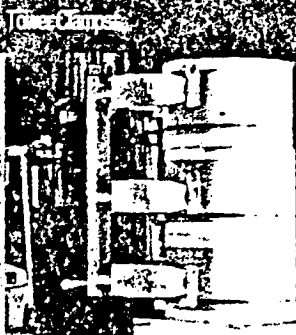
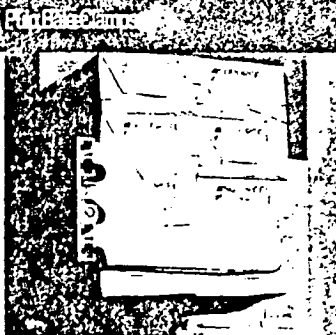
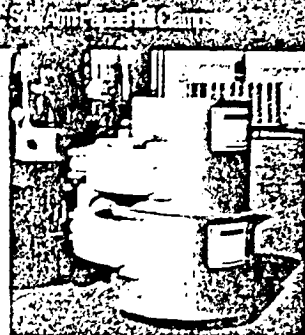
726-53-3490  
Fax: 726-53-3497

SPAIN

93-3355158  
Fax: 93-3354756



**cascade**  
corporation



## Transport of newsprint and kraft reels: The final leg

Geoffrey R. Gratwick, Sales Manager,  
Joloda plc, United Kingdom

---



Geoffrey R. Gratwick is the Sales Manager for Jolodapl, which is a materials handling engineer company. Over the past 10 years it has specialized in the in-vehicle handling of newsprint and kraft reels.

Mr. Gratwick's background over the past 20 years has been in the international transport field working in Europe and Middle & Far East. He joined Joloda in 1986 where he became Commercial Manager.

In 1989, he left to become General Manager of a major distribution contractor specializing in the transport of newsprint from mills and terminals to press rooms in the UK and Europe.

He re-joined Joloda this year to take over sales of their loading systems.

He is an Associate of the Institute of Freight Forwarders and the Institute of Logistics and Distribution Management.

## Outlook for international trade in solid wood products: Factors influencing US competitiveness in the 1990s

Stephen M. Lovett, International Vice President,  
National Forest Products Association (NFPA), USA

---

### Abstract

Clearly the major threat to our industry today comes from protectionist pressure which increasingly constrains resources. This problem is aggravated by public perceptions of our export trade portfolio, which is weighted towards raw materials and primary products, especially to markets in the Pacific Rim.

Nevertheless, these export markets offer the biggest potential for gains in value added products to keep the US industry vigorous, healthy, and competitive. The problem is a complicated one, caused by an interlocking net of foreign tariff and non-tariff barriers to further processed value added products. These impede sales of these products in the overseas marketplace. It is very unlikely that attempts to resolve this problem through protectionism, restraints on trade, or other simplistic approaches will yield good results.

To make these markets part of the solution, rather than part of the problem, the US government and industry must con-

tinue to coordinate with Canadian counterparts on an export strategy that balances the trade portfolio by increasing market penetration for further processed wood products. This paper will discuss these issues, and summarize the enormous export potential for US value added wood products, especially if current efforts to eliminate overseas trade barriers are successful.

Steve Lovett is Vice President for international trade at the National Forest Products Association (NFPA) in Washington, D.C. He administers the solid wood industry's government funded export promotion programs, and represents the industry in the formation of US trade policy and trade legislation.

Before joining NFPA in 1986, he was affiliated with DBC Associates, Inc., a firm specializing in market access and consulting to the People's Republic of China. He conducted an extensive study of China's market for wood products, one of the most comprehensive studies to date of an



industrial sector's market potential in China. He speaks fluent Chinese, and has more than eight years' experience working in the Far East.

Mr. Lovett is a native of Connecticut and a graduate of Harvard University. He holds a Master of Arts from Stanford.

NFPA's International Trade Council assists both the softwood and hardwood industries in exploring off-shore trade opportunities, and works closely with government agencies to lower trade barriers to US wood products.



## A receiver's point of view: Cargo care in woodpulp transportation

Winand H.F. Bruninx, Manager Logistics Raw Materials,  
Feldmühle Langerbrugge NV, Belgium

---



Winand H.F. Bruninx was born in 1934 in Antwerp, Belgium. He made his main studies in the French-speaking part of Belgium. Since 1958, he has been active in various Antwerp forwarding companies, and in shipping departments of the commercial trade as well, such as the Natural - Crowe - Lep group, Solvay (chemicals) and Bunge (grain trade) where he was Head of the Malt Department. His experience covers many different aspects of shipping and transport.

In 1976, he joined the Brussels Raw Material Department

of the former Papeteries de Belgique, and was transferred in 1981 to the paper mill in Langerbrugge, Ghent, where he is now responsible for raw materials logistics.

### Abstract

Cargo care concerns primarily handling, but we wish to extend the meaning towards information, documents and communication as well.

Moving woodpulp from starting point to place of arrival (from machine to machine) is one continuous movement, a nearly endless string of many details which is called: transport. It includes telephone calls, information on sailings, loading, discharge, storage, documentation, custom-clearance, respecting contracts and Incoterms, and so on.

When all details are done perfectly, one should receive perfectly conditioned units. But let's be realistic. This is not Utopia. We are human beings and, it appears, nobody is perfect. The least one can expect is that all concerned people should try to reach as near as possible to that perfection.

Here will probably be raised the question: Why?

Because one should realise: this is not "just woodpulp"...

For the producing mill it is a finished product with a high degree of quality and value, to be used in an industry requesting also a high degree of quality: the quality of magazine paper (and other papers as well) which starts with the quality and condition of woodpulp.

In this speech I will try to give information about our own experiences to many concerned people, going back to the origin why something happened somewhere.

In the whole transport string, the receiver is rarely a consulted party. On the other hand there are probably several reasons why receivers do not take initiatives in the transport happening.

In the past years, we have succeeded in building up close contacts with some shipowners, agents, stevedores.

We are confident that within time, more and more people will be better informed about "why" and "how", and will consequently take more of their own responsibilities.

## Marine insurance, damage prevention and liability issues for cargo, ships, ports and stevedoring companies

Joseph A. Lorenzo, President,  
J.A. Lorenzo & Co. (Marine) Ltd., USA

---

### Abstract

Despite its centuries-old origins, marine insurance has shown a remarkable ability to adapt to the changing needs of international commerce. While still founded on good faith, it continues to develop and probably contains far less conflict than other forms of insurance. The speech covers aspects of the current marine insurance business, centering on the

Value Policy and taking the so-called Particular Average Adjustment as an example of the equity of insurance protection.

**Joseph A. Lorenzo** was Executive Vice President and Director of Reed Stenhouse Inc. of New York, heading the Marine Division until 1985. He holds a business degree and is fluent in four languages. Mr. Lorenzo resides with his wife in Plandome Manor, New York.





**Peter Sutton**  
Editor & Publisher  
PPI, Belgium



**Suzy Levy**  
Conference Director  
PPI, Belgium



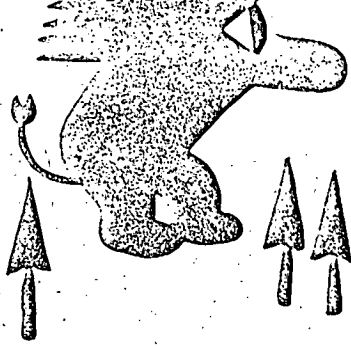
**Agnès Géhot**  
Symposium Assistant  
PPI, Belgium



**Alix Van Acker**  
Symposium Assistant  
PPI, Belgium

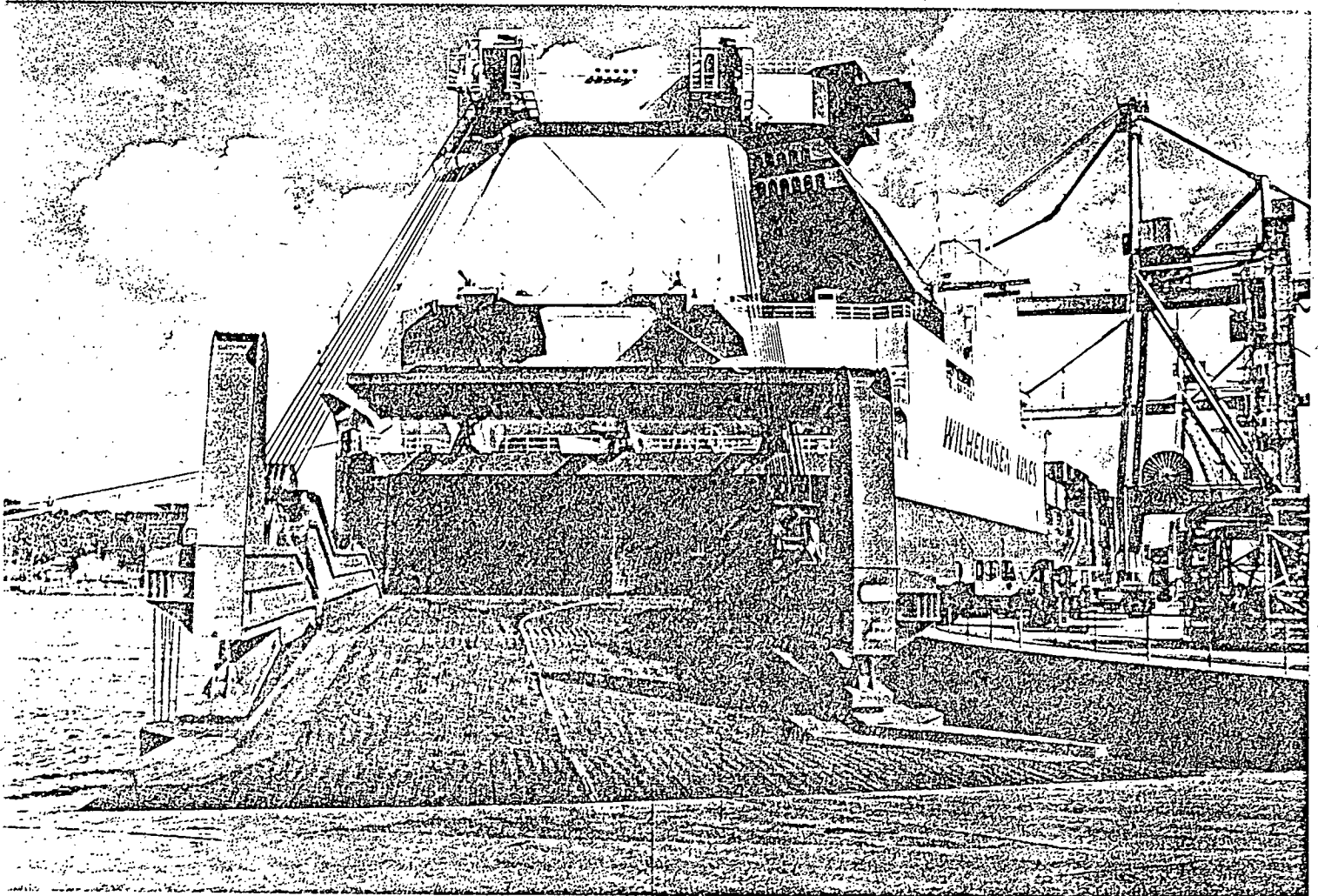
## Advertisers' Index

Auramo Cargo Systems	37
Balterm	41
Bremer Lagerhaus	39
Cascade	63
Cellpap Terminal Hamburg	13
Charles le Borgne	9
Cimep	47
Felixstowe, Port of	27
Flushing, Port of	25
Forterm	19
Fr. Meyer's Sohn	55
Gearbulk	5
Görthon Lines	43
HHLA	57
Kennedy Hunter	15
Lübecker Hafen	49
Mobile, Port of	23
Nederlandse Bevrachtingskantoör	51
North Carolina Port Authority	23
Penn Trucking & Warehousing	29
PPI Conferencés	2
Rebes	22
Rouen, Port Autonome de	31
Ryan-Walsh	59
Saint John, Port of	11
Seaport Terminals Rotterdam	33
Skandia Insurance	3
Spliethoff's	Inside Front Cover
Star Shipping	21
Stuckwerfers	45
Troll Carriers	Inside Back Cover
Varant	35
Westerlund	53, Back Cover



# TROLL CARRIERS

The highway to Europe



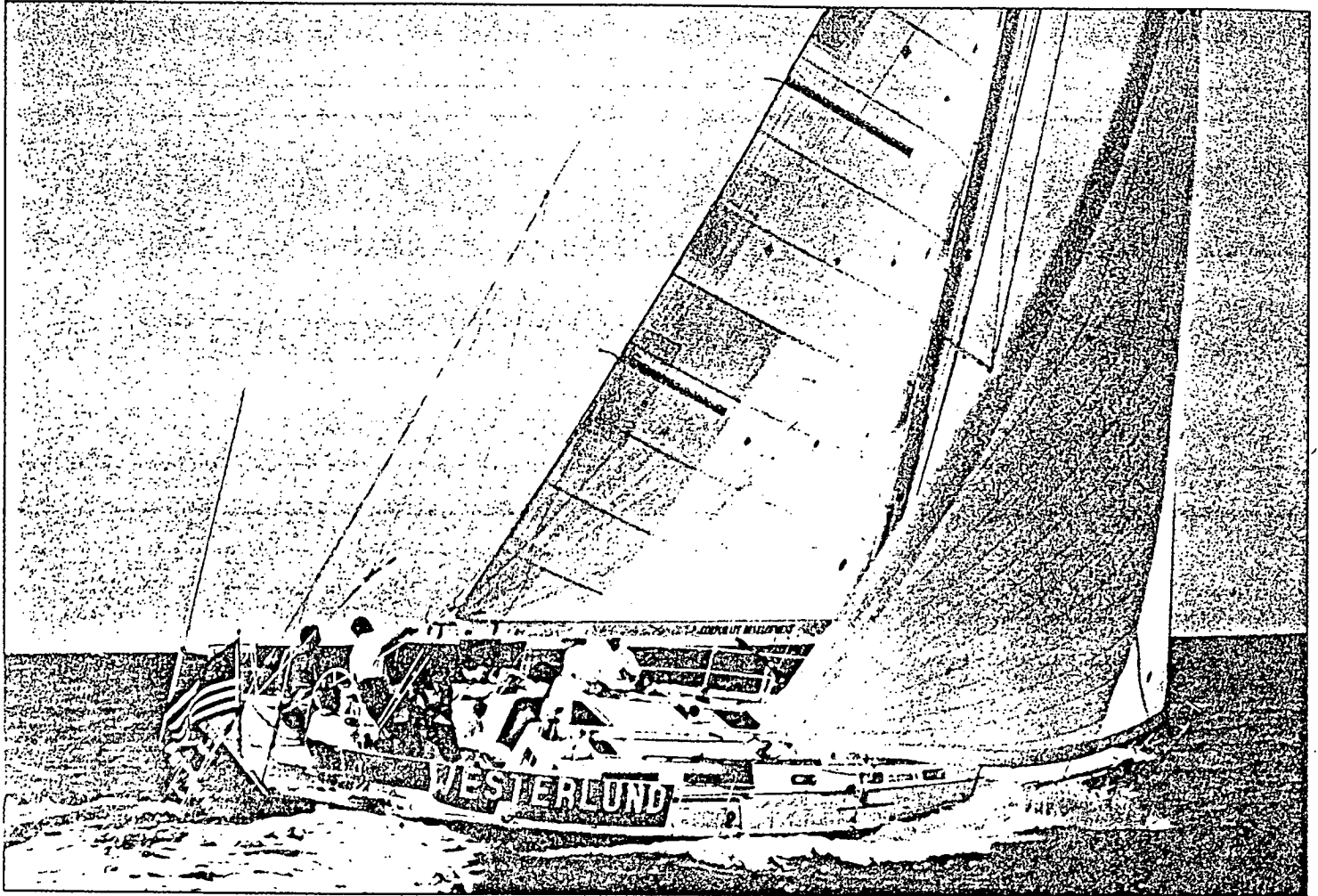
SPECIALIZED FOREST PRODUCT SERVICE ACROSS THE NORTH ATLANTIC BY RORO VESSELS.

OWNED AND OPERATED BY



OSLO, NORWAY

# PERFORMANCE



Means perfect teamwork under all conditions and it also means top quality service for our customers all over the world. The best in forest products distribution.

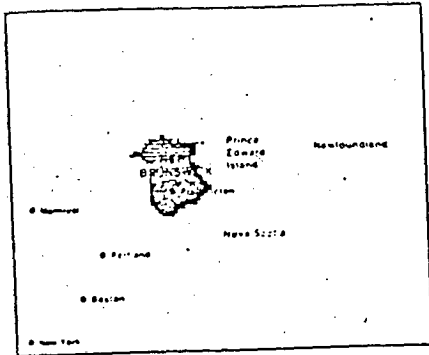
Performance, the key to success today and tomorrow.

**WESTERLUND**

Westerlund Corporation N.V., Oude Leeuwenrui 8, B-2000 Antwerp, Belgium  
Phone: 03 / 224 17 11 Telex: 32344 Telefax: 03/224 18 88 - 03/ 233 66 04

A NAME TO DEPEND ON

# World Traders



New Brunswick is strategically located on the east coast of North America between the two largest free trading zones in the world.

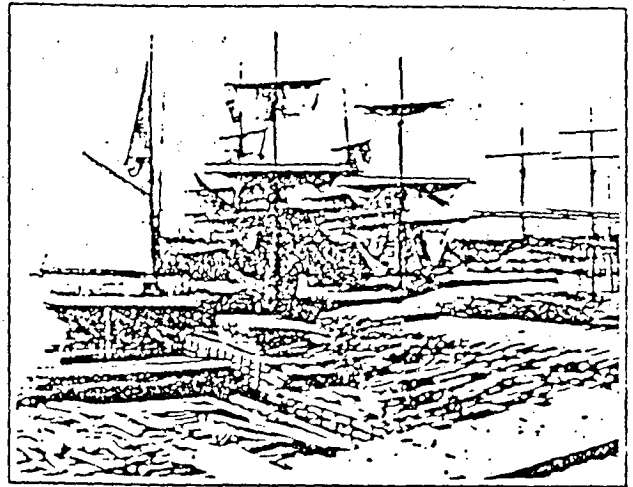
Exporting to over 100 countries around the globe, New Brunswick has developed a world reputation for product excellence and innovation.

*New Brunswick...  
Open for Business*

## HISTORY

The earliest settlers were amazed at the vast areas of forest land and the diversity of hardwood and softwood species in New Brunswick.

Significant areas of land were cleared for cultivation. Farmers also utilized the forests for the construction of homes and barns. Other settlers established sawmills and produced forest products for export.



The availability of high quality timber led to the development of a world famous shipbuilding industry. Many vessels were used to transport forest products to Britain, returning with immigrants to settle in New Brunswick.

For almost two hundred years New Brunswick has been supplying the European market with lumber. The forest is a rich natural resource that continues to contribute to the economic development of this province. The future of this primary resource and its potential for utilization is ensured through the application of responsible forest management practices by industry, private woodlot owners and government.

## FOREST MANAGEMENT

The New Brunswick forest contains a wide range of superior quality softwood species including white, black and red spruce, balsam fir, jack pine, eastern white pine, eastern hemlock and eastern white cedar. New Brunswick hardwood species include red and sugar maple, yellow and white birch, beech, oak, basswood and aspen.

Our forests differ from those of most European countries. Natural regeneration is an important aspect of forest management in New Brunswick. Forest workers take care to protect the new growth, during harvesting, ensuring the original mix of softwood and hardwood species is maintained.

Reforestation is an important form of silviculture in New Brunswick. Provincial nurseries produce 50 million quality seedlings each year. *Industry, private woodlot owners and government plant more than 60 million seedlings annually.* New Brunswick plants more trees (on a productive hectare basis) than any other Canadian province. One new tree is planted for every tree harvested on Crown land.

Pest control and fire protection are major forestry activities of the Government of New Brunswick. The spruce budworm is the primary pest that threatens the forest. Each year the forest is assessed and protection programs enacted to preserve fir and spruce species. Every year wildfires cause considerable damage to our forests. Aerial detection, water bombing programs and ground fire fighting are all part of the fire protection activities.

New Brunswick is a Canadian leader in developing guidelines and adopting regulations to manage the forest in a responsible way.

*Our goal is to produce a forest that offers sustainable production, protection for wildlife and its habitats and recreational opportunities for people.*

#### ENVIRONMENT AND LIVING IN HARMONY

We have always lived close to the land. The forest has provided employment and recreation for generations of New Brunswickers. It is important to maintain and enhance the forest. Corporate stewardship, government programs and volunteer activities improve the quality of water and air, prevent soil erosion and provide interpretive educational sites.

New Brunswick has more anglers and hunters, per capita, than any other province in Canada. A growing number of people are involved in other outdoor recreational activities.

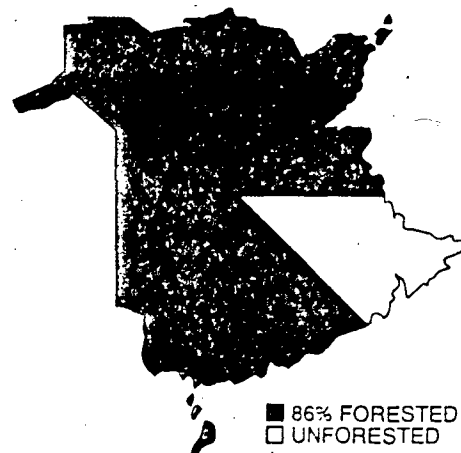


Forest management strategies are designed to have a positive impact on these wildlife related activities.

A productive, sustainable forest and a clean environment are vital for New Brunswickers. Living in harmony with the forest is a tradition in this province that started with those earliest settlers. Responsible management activities will ensure the tradition continues in the future forest, making New Brunswick an excellent place to work, to live and to invest.

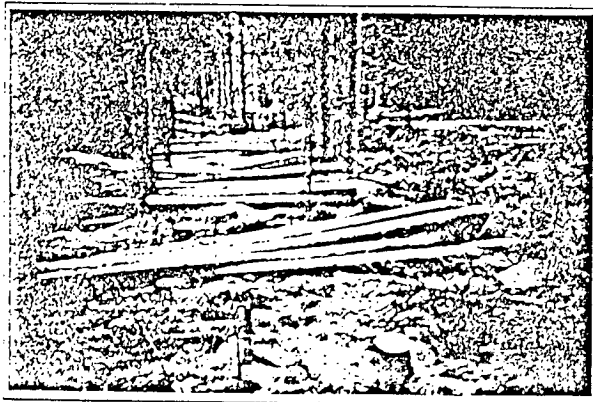
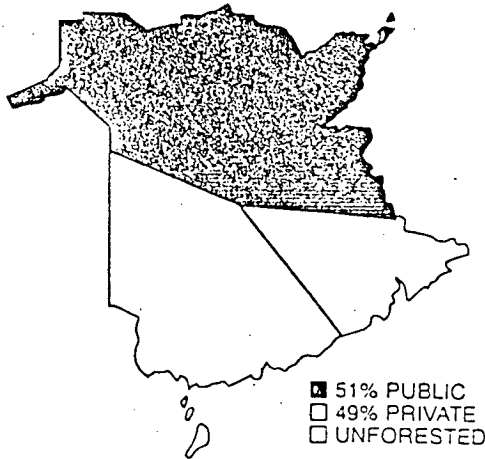
#### FOREST INVENTORY

New Brunswick's total area consists of 7.3 million hectares. 6.3 million hectares or 86% consists of forest land, some 6.1 million of which is productive forest land.

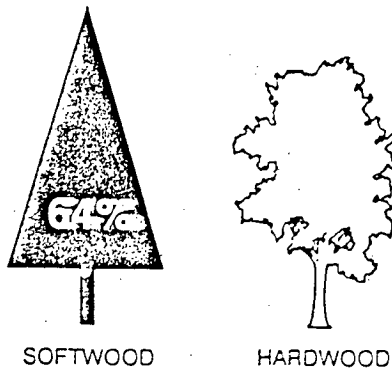


*In forest crop per hectares, New Brunswick is second only to Sweden.*

The productive forest land consists of 51% public and 49% private land with some 35,000 woodlot owners.

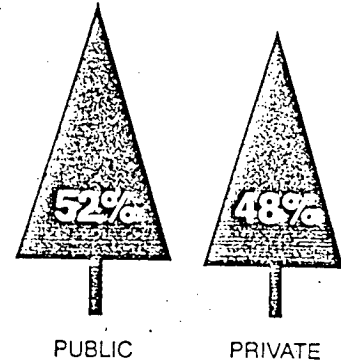


The volume in stocked, productive non-reserved forest land consists of some 571 million cubic meters. Of this amount 64% is softwood and 36% hardwood (1986).



### ANNUAL HARVEST

The annual harvest of New Brunswick forest consist of some 8.7 million cubic meters of which 52% is from public land and 48% from private land (1986).



### INDUSTRY PROFILE

New Brunswick's forestry industry consists of some 377 establishments made up of 134 primary mills, 231 secondary plants and 12 pulp and paper mills (1990).

The forestry sector provides approximately 21,588 jobs in New Brunswick of which 12,155 are in manufacturing and 9,400 in forest harvesting. This amounts to 8% of the total labour force or one in every twelve jobs in New Brunswick (1990).

In direct jobs alone it is estimated that the forestry industry accounts for \$458 million in wages and salaries (1988).

*Some 41 communities in New Brunswick are dependent on the forestry.*



## SHIPMENTS AND TRADE

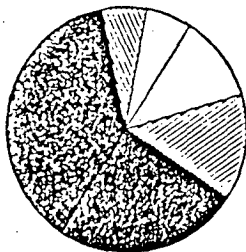
The total value of shipments of New Brunswick forest products is \$2.7 billion. Forest related industries account for 40% of the manufacturing sector and approximately 8% of the provincial gross domestic product (1988).

New Brunswick's share of the national export of forest products is 7%. New Brunswick's share of the national output is woodchips (3%), woodpulp (10%), newsprint (4%) and other paper and paperboard (12%) (1989).

Major forestry products exported include wood pulp (47%), other paper and paperboard (21%) and newsprint (22%).

Major export markets include United States (60%), the European Economic Community (26%) and Japan (8%).

## EXPORTS BY PRODUCT GROUP



- Forest Products 46%
- Petroleum 19%
- Minerals 10%
- Fish 8%
- Electricity 6%
- Other 11%

## TOTAL VALUE OF EXPORTS

**\$3.1**  
**BILLION**

The total value of all goods exported from New Brunswick is \$3.1 billion. Of this, 46% or \$1.4 billion are forest products (1990).

## FOREST PRODUCTS EXPORTED

**46%**

## PULP AND PAPER

Pulp and paper is the largest and most important manufacturing industry in New Brunswick

It is comprised of twelve mills employing an average of 5,500 direct employees and some 5,000 to 6,000 employees indirectly.

New Brunswick is also home of the largest coated paper manufacturer in Canada and the third largest in North America, located at Repap's Newcastle complex.

*New Brunswick boasts the first commercial test of Alcell pulping, the latest in technology in pulping production located at the Newcastle Repap commercially sized demonstration plant.*

## SERVICES

The Hugh John Flemming Forestry Centre in Fredericton is a focus for forestry education, research and development. Among the many research divisions and laboratories are: the Wood Science and Technology Centre, forest engineering research facility and regional soil and plant testing laboratories.

The Province has more than 1,000 consulting firms answering all business, industrial and government needs - in marketing, engineering, environmental planning, management, financial, scientific and technical services.

*New Brunswick was the first Canadian Province to apply Geographic Information Systems (GIS) technology to the management of its forestry resources. Today it has the most comprehensive forestry application of this technology in Canada.*

Innovative firms located in New Brunswick are:

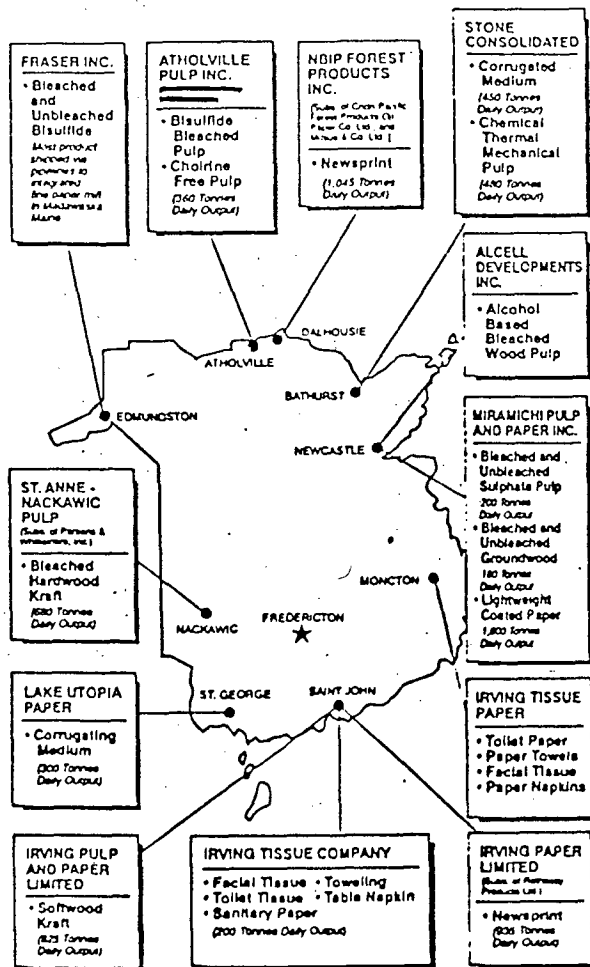
Force/Robak Associates Ltd., a designer of software for forest operational management.

REMS Research Ltd., specializes in software development and consulting in the fields of wildland fire and renewable resource management and planning.

OPIM Consultants Inc., an Edmundston firm specializing in management consulting to forestry industries both local and European.

Universal Systems Ltd., a GIS software producer that developed CARIS software. The Company is involved in marketing CARIS applications worldwide.

## PULP AND PAPER MILLS



Geodat Information Ltd., uses the most technologically advanced types of satellite and airborne imagery combined with other geographic information for the management of forest resources.

Neill & Gunter Ltd., an established engineering firm specializing in the construction of pulp and paper, coated paper and wafer board mills with clients worldwide.

Vanguard Forest Management Service Ltd., provides progressive forest management planning services and products to the forestry sector.

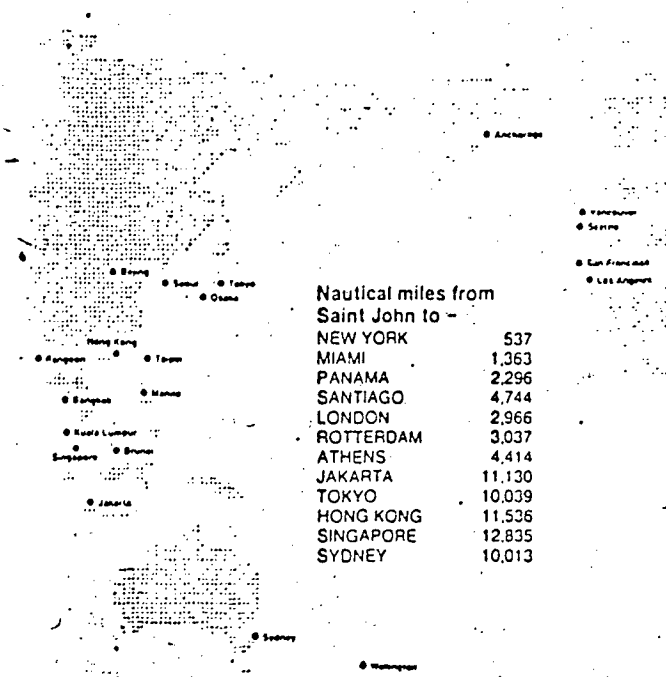
Digital Products Ltd., a developer of expert engineering software and control systems engineering and provisioning.

## EQUIPMENT

New Brunswick has a strong manufacturing base to support its forestry industry. New Brunswick's manufacturers specialize in technically advanced products and systems for handling and transporting forest products.

Saint John Shipbuilding Limited has wide experience in the design and construction of ships to meet the varied demands of the marine market. Many of these ships have been innovative in concept and design and have utilized the latest marine technology.

*The New Brunswick Department of Commerce and Technology maintains an inventory of support firms and individuals based on a sector approach which can be easily accessed and tailored to your individual or specialized requirements.*



## New Brunswick

New Brunswick Department of Commerce and Technology

P.O. Box 6000

Fredericton, N.B.

E3B 5H1

Tel: (506) 453-2873

Fax: (506) 453-3783



Printed on Evergreen Gloss 160 M  
50% recycled fibre.

MINISTÈRE DES TRANSPORTS



QTR A 107 693