



Proposed Northern Wharf Extension 170m long

Mooring Dolphin

New Access Road

Port invests as Tauranga chosen for new services

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Port of Tauranga is embarking on a major expansion of the Sulphur Point Container Terminal two decades after its opening.

The development gets underway as the Port welcomes five new container services which enhance its position as the North Island's hub port. The work will ensure the Terminal can handle the increasing cargo volumes with its trademark efficiency and market-leading productivity.

The expansion includes the purchase of a sixth ship-to-shore gantry crane, a 170-metre wharf extension and more container storage land.

Port of Tauranga Chief Executive Mark Cairns says the new services are welcome recognition of the Company's efforts to continually improve productivity.

"There's a definite trend towards hubbing, with Tauranga being the only New Zealand call on some services or the last port to be visited," he says. Transhipping at Tauranga increased by 64% last financial year end and this trend is expected to continue to develop.

"Although we are not sure what the total additional container volumes will be from these five new services, we are planning and investing for sustainable growth in the future," says Mark.

The five new weekly services are:

- Mediterranean Shipping Company has added Tauranga to its Sydney-Brisbane-Noumea service
- Pacific International Lines have added Tauranga and Australian ports to its new CTP service linking the US West Coast, Australia, Taiwan and China
- Maersk Line has introduced an Auckland-Tauranga-Singapore-Malaysia-Brisbane service and added capacity to its New Zealand services with more ships

- CMA CGM has introduced a new service linking Malaysia, China, Noumea, Suva and the New Zealand ports of Auckland, Tauranga, Lyttelton and Port Chalmers
- Auspac - a consortium between Neptune, Swires, PFL and PDL - has announced a regular trans-Tasman and Pacific Island service.

The changes will add approximately 180 vessel visits to Tauranga a year, taking into account the recent demise of the MBF Carpenter service, changes to the Maersk Pacific Island service and the absorption of Neptune into the Auspac service.

The contract to extend the Sulphur Point wharf is going to tender this month. Construction is expected to start early next year and take 12 months. The new crane is expected to be installed in early 2013.

In the meantime, road realignment, relocating some services and reorganisation at the terminal has enabled storage space to be expanded by 380 container slots so far. An extra 1.3 hectares of storage space will soon be sealed to the south of the complex.

One of the existing cranes is being converted to become twin-lift capable, and two new twin-lift straddle carriers have been purchased.

The Company is also looking at installing a gantry system for the rail yard to enable two trains to be loaded at once. The Terminal's rail siding is currently utilised by trains serving MetroPort, Port of Tauranga's inland port in Auckland, as well as general freight trains.

New staff are being recruited and trained to operate cranes and straddle carriers, as well as work in terminal operations.

Port people

Mike Sowerby

Mike Sowerby has travelled the world at the helm of superyachts but is now very happy on board the pilot launch at the Port of Tauranga.

The 36-year-old returned to New Zealand in 2007 after 10 years sailing the high seas, and took a dual role in the Customer Service Centre and Security division. However, he was pleased to resume his on-water career as a relieving launch master on the pilot boat when the opportunity arose just over a year ago.

"I guess it's in the blood," says Mike, whose father was a boatbuilder and then ran the Harbour Board Slipway for 15 years.

"You can't really beat being on the water," he says. "There is always something different happening."

Mike has always worked in the marine industry. He started his career as a commercial fisherman, on board fishing and dive charter boats, and delivering yachts around the South Pacific.

He then moved to the United States and visited dozens of countries, working on board luxury vessels owned by the rich, famous and powerful. He worked his way up from deckhand to skipper, gaining the necessary qualifications in both the United States and United Kingdom.



Mike admits it's a hard life despite the associated glamour, and he was pleased to return to his home town.

"I realised there was more to life than working seven days a week," he says.

"I really enjoy working at the Port. Everyone is friendly and helpful, as well as very professional."

Mike Macartney

Mike Macartney was a young boy obsessed with trucks.

Even when he started a glazing apprenticeship in his teens, he would use up his annual leave by taking Fridays off to ride around in logging trucks. He left the apprenticeship with only five months to go and spent the next 22 years driving trucks of every description, including driving stock trucks, timber trucks, logging

trucks and chemical tankers. In 1999, he turned his expert driving skills to operating straddle carriers and cranes at Port of Tauranga's Sulphur Point Container Terminal as an employee of on-wharf logistics company, The Owens Cargo Company (now C3 Limited).

"I enjoyed all aspects of operating heavy machinery, especially the crane driving. The every day tasks of operating safely, while maintaining accuracy and productivity, were always challenging," says Mike.

work for Port of Tauranga as a straddle driver trainer.

He has now been in the role for 18 months.

"I like it because it's a real community. A lot of the staff have been here a long time," says Mike.

It takes around 200 to 220 hours to train a straddle driver from theory lessons through to working solo in various terminal scenarios.

Mike says teaching the driving skills is fairly straightforward. The hardest part is coaching new drivers to maintain accuracy while staying alert and aware in the potentially hazardous port environment.

"It's a lot of pressure, you don't want them to make a mistake," he says.



After 10 years, Mike left to operate his own trucking business on contract to C3. However he was lured back to the terminal with the opportunity to

News in brief

Oceanbridge's Matthew Archer named CBAFF Young Achiever

Congratulations to Oceanbridge Shipping's Matthew Archer, who was named the Customs Brokers and Freight Forwarders' Federation (CBAFF) Young Achiever of the Year.

The essay that helped secure Matthew the award discussed the future of the New Zealand freight and logistics industry and concluded that Port of Tauranga is the obvious choice to become the North Island's hub port. He cited the Port's impressive productivity, transport links, land availability, the fact it is New Zealand's largest port by volume, and the relative costs of upgrading for larger ships.

Matthew, aged 20, works in Oceanbridge's airfreight department in Auckland.



Matthew Archer is congratulated by Port of Tauranga's Commercial Manager, Graeme Marshall.

Port of Tauranga Limited, Salisbury Avenue, Mount Maunganui, Private Bag 12504, Tauranga Mail Centre, Tauranga 3143, New Zealand
Ph: 07 572 8899, Fax: 07 572 8800, Email: marketing@port-tauranga.co.nz www.port-tauranga.co.nz



Port for the Future

It is an exciting time for Port of Tauranga with strong growth in most cargoes as well as new services from some of our long-term customers.

Log volumes continue to grow apace, with seasonal fluctuations not affecting an overall increase in trade. Our team is constantly working to find ways to accommodate the logs as they arrive at the Port for export, and the recent demolition of Shed 4 North is one initiative. Our container business is also growing. In May we had a record volume of containers through the Terminal with 50,641 TEUs and in June we beat that record with 54,087 TEUs.

In the past few months, an additional five services have been announced for Tauranga. Our challenge will be to maintain our best in class productivity levels as the number of containers, including a great deal more transshipments, continues to grow.

We are embarking on a period of significant capital expenditure to cope with these increases. Our Board of Directors has recently given approval to purchase a new gantry crane, which will bring our fleet to six. With some modifications to one of the older cranes, we will have three twin-lift capable cranes by early 2013. Current twin-lifting trials are yielding peak crane rates exceeding 60 moves per hour.

We have shortlisted four design/build tenderers to extend the wharf at Sulphur Point by 170 metres, which will give us an extra 28% more wharf length.

As this issue of Portfolio goes to print, we are due back in the Environment Court for the next hearing on the appeals against our resource consent to widen and deepen Tauranga Harbour in order to accommodate larger ships.

I'd like to thank our staff and service providers for their efforts in managing the growth we are experiencing while preserving the productivity levels that have helped to attract this new business. Their support as we continue to meet this challenge is greatly valued by me and the rest of the team at Port of Tauranga.

Mark Cairns

MARK CAIRNS
CHIEF EXECUTIVE



Port of Tauranga comes to the rescue

Port of Tauranga's new deal to sponsor the Bay of Plenty rescue helicopter service is the largest in the Company's history.

Port of Tauranga's \$250,000 commitment over four years will enable the installation and operation of a winch which will perform faster and safer rescues.

The Company sees the partnership as much more than a financial arrangement, with a multitude of potential ways to work with the rescue helicopter trust. They include fundraising activities at the annual Port of Tauranga Half Ironman.

"We saw it as an initiative that would reach and impact on Port of Tauranga's customer's, suppliers and staff, as well as the community as a whole," says Port of Tauranga's Chief Executive Mark Cairns.

"We take our role as a good corporate citizen very seriously and this opportunity really gives us the chance to do something tangible and enduring. It is an essential life-saving service that affects a large number of people in the community," he says.

"All of our operations are in the marine environment and one of our biggest customers is the forestry industry, so we can see how the rescue winch will improve emergency services in those particular areas too."

The Port of Tauranga Rescue Winch will allow the rescue helicopter to extract two

people at a time from difficult terrain such as forests, on the water and among hills.

TrustPower TECT Rescue Helicopter pilot and manager Liam Brett Kelly says the sponsorship is a major boost.

"This really shows how important the safety and wellbeing of our wider community is to the Port."

Port of Tauranga will be exhibiting at next month's Forest Industries Expo in Rotorua and will take the opportunity to showcase the new rescue winch capability to its forestry partners.



More land and new protocols for log storage at the Port

A new set of rules for managing log storage at the Port of Tauranga's Mount Maunganui wharves is helping the Company manage the boom in forestry-related exports.

The new protocols, together with more land being allocated to log storage, are expected to alleviate some of the pressure on space caused by an ongoing increase in volumes which seems sustainable for some time.

Port of Tauranga's Customer and Cargo Services Manager, Mark Whitworth says the protocols deter exporters for storing their logs wharfside for too long and reward accurate forward bookings. Space is allocated based on historic volumes and forecasts from exporters.

"The forestry industry is our biggest export customer so we're striving to give them the best service possible as they respond to unprecedented demand," he says.

"We have been working with the industry to achieve positive outcomes and enable the efficient use of facilities."

Port of Tauranga is demolishing Shed 4 North at the Mount Maunganui wharves to create an additional 2.5 hectares of storage and is progressively sealing the storage facility in Hewletts Road.

A large percentage of the Port's 22 hectares of log storage land is leased and Port of Tauranga is working with those customers to share best practice information. All parties are working to maximise stock turn and find even more efficient land use practices.



New straddle carriers do double time

Two new twin-lift straddle carriers have been added to the Tauranga Container Terminal fleet, bringing it to four.

Tauranga Container Terminal Manager, Martyn McColgan says the two carriers will help improve the productivity of the twin-lift Liebherr gantry crane. A second crane in the five-strong fleet will soon be converted to twin-lift too.

"Our crane move rates can be restricted by the ability to deliver and clear containers from under the crane, so having twin-lift straddles can have a major impact on productivity," says Martyn.

Additional straddle carrier drivers are being trained as the number of ship visits grow.



C3's Trevor Hall missed by port community

Trevor Hall's port colleagues have vowed to continue his tireless efforts to improve industry safety following his sudden death in July.

Trevor, the C3 Limited National Health and Safety Manager, was responsible for the safety of more than 800 staff in 13 locations nationwide and helped the company secure the Port of Tauranga Safety Innovation Award earlier this year. He was also active on Tauranga and national health and safety forums and helped organise the inaugural Tauranga Port Community Safety Week held in March – a first for any port in New Zealand.

C3's General Manager of Employee Relations, Baz Pritchard, says Trevor was passionate about reducing injuries and developed a long-term Zero Harm strategy that is being implemented at C3.

Over the three years, he built up the training and safety team to a current group of eight.

"It was more than a business plan to him, it was a life goal," says Baz. "The structure and systems he developed are his legacy and it's our responsibility to ensure they are followed through."

Trevor was well known for his cheerful disposition. "As well as a trusted and respected colleague, he was also our friend," says Baz.

Trevor was brought up near the Port but spent his early working life farming around the Bay of Plenty and East Coast and leased a station near Tokamaru Bay on the East Cape for a decade. When Cyclone Bola destroyed the farm in 1988, he bought a digger and literally dug himself out of debt.

Trevor worked port-side for the last 21 years of his life, first as a machinery operator, then Operations Manager of C3's Sulphur Point site. He was appointed Health and Safety Manager in 2008 and took on the role with typical tenacity and integrity.

"His collaborative style and his ability to relate to people earned him enormous respect throughout the port community," says C3 Chief Executive, Dean Camplin. "He did not do things by halves and the process was as important as the end goal to him."

Port of Tauranga managers and staff offer their condolences to Trevor's wife Lorraine and three children Shani, Damian and Anna.



Port-sponsored scholarships make big impact on students' lives

The Turirangi Te Kani Memorial Scholarship fund is celebrating its 21st anniversary having assisted more than 60 Bay of Plenty tertiary students.

The Port of Tauranga-sponsored three-year scholarships are awarded annually to young people with tribal affiliation to Tauranga iwi.

One current recipient is 21-year-old Summer Bennett, who is in her third year of a Bachelor of Communication degree at Waikato University.

She says receiving the scholarship has been a huge help to her studies, especially in meeting her up-front costs each year.

"It's made things a bit easier for both me and mum, who is a single parent. I was able to use the money to buy all of my books and stationery, and it meant I could also afford to go home and visit her in Tauranga," says Summer.

"It has given me choices that I would not have had otherwise. It has really meant a lot."

Summer is now looking forward to a career in public relations.

"I send the Port regular updates on how I'm doing so they know how grateful I am for their support."

The scholarship fund was established by the Port in 1991 in memory of Turirangi Te Kani, a member of the Tauranga Moana Maori Trust Board who advised the Company on cultural matter. He was a veteran of the Maori Battalion and led the formation of the Matapihi-Ohuku Trust. He died in 1990.

In the past two decades, the Port has given more than \$180,000 in grants to 62 students.

