



# INTERCONNECT

THE MAGAZINE FOR OUR CUSTOMERS



> Sea Change > Lion Nathan > Cruise Boom

MARCH 2008



All issues of interconnect magazine are available on [www.axis-intermodal.co.nz](http://www.axis-intermodal.co.nz)

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# AXIS FOCUS:

FROM THE DESK OF  
**CRAIG SAIN**  
GENERAL MANAGER  
SALES & MARKETING  
AXIS INTERMODAL



## ONE TEAM, ONE FOCUS, ONE DIRECTION.

Since I joined POAL in August 2007, I have focused on establishing a new Department for Sales, Marketing & Logistics.

As the interface between the port and its customers, this new structure is built on our total commitment to strengthening and developing customer relationships. Our customer profile has broadened: it includes our primary port users – the shipping lines as well as the cargo owners – importers and exporters, freight forwarders, Customs agents and transport companies.

In this new structure that I lead, **Richard Potton** is in the front line of our Key Client Programme relating directly to Axis Container Terminal and General Wharves customers. On this front we are establishing and fine-tuning KPIs which will be reviewed quarterly and in our annual Survey to ensure we maintain focus on those areas identified as requiring primary focus.

Richard is also closely concerned with our Product Development, including Branding and Advertising. We are very excited about our advertising campaign for 2008 which continues the theme of enduring partnerships. As I said, we are now relating to a broader group of customers. The advertising campaign links all these parties to the port and illustrates the advantages that using POAL can bring.

We exist now in a very different business environment where our respective business drivers ultimately lead to more cost effective, efficient and environmentally friendly solutions. To this end we need to be engaged with all parties throughout the supply chain to ensure these drivers are considered.

We have an excellent suite of options for all customers using POAL facilities from IT solutions enabling track and trace visibility through to hubbing opportunities through our two Inland Port facilities.

For a time Logistics was out on a limb at POAL. Now under **Yvonne Theuerkauf** it is totally integrated with the Sales and Marketing functions of the Port. This integration recognises the synergies that exist between Logistics, Sales and Marketing and all parties in the supply chain.

Currently Yvonne has been heavily involved with the trial phase of VBS (Vehicle Booking System). Her focus will increasingly be on Logistics aspects at the port – those activities outside or beyond the Red Fence (POAL's physical boundary) eg, developing customers for our Inland Ports; working closely with customers on the supply chain dynamics through Auckland and finding ways to make it more efficient and to take costs out.

**Tristan Anderson** takes on the newly created position of Business Development. His role is to look at all commercial opportunities for the Port – primarily again – beyond the Red Fence.



The Team

And so, he will work with the Team identifying opportunities for customers – matching our services and products to their needs.

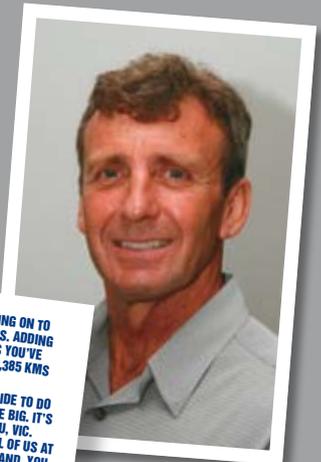
# FAREWELL VICTOR

As the farewell card indicates, Vic Dundas is a fitness enthusiast. This is no more clearly reflected than in his container clearance record during his 20 year career with the Ports of Auckland! From his first position as Wharf Services Manager to Manager Axis Fergusson Container Terminal and finally General Manager Axis Operations and Productivity, Vic has been at the coal face of POAL's container

terminal operations where he has made a huge contribution to the achievement of spectacular growth rates over the 20 year period. Vic leaves POAL with very best wishes from all his colleagues for health, happiness and success on his new journey – whether that be a swim, a run or a walk to work!



YOU'RE MOVING ON TO CHALLENGES. ADDING 38,604 KMS YOU'VE RUN OR THE 46,385 KMS YOU'VE WALKED. FOR YOU DECIDE TO DO IT WILL BE BIG. IT'S YOUR CHOICE OF YOU, VIC. FROM ALL OF US AT THE PORTS OF AUCKLAND, YOU'VE MADE A DIFFERENCE.



# OPERATIONS REVIEW: VEHICLE BOOKING SYSTEM UPDATE

Three months along the Vehicle Booking System (VBS) pathway, Ports of Auckland (POAL) reports a pleasing 100% electronic VBS booking rate and a 75% on time truck arrival ratio.

**“This is a lot higher than we expected at this early stage of the system in progress. It is an excellent response from the industry and compares extremely well with overseas practice”**

reports an enthusiastic Yvonne Theuerkauf, Axis Intermodal Manager Logistics who has worked with Project Manager Finn Jensen on the introduction of the VBS at POAL.



Jon Ward, Transport Manager and Stefan Reynolds, VBS Co-ordinator, are closely involved in the operation of VBS.

Designed to manage truck arrivals and provide consistent turnaround time, VBS is a reflection of the Port and the transport industry recognising the need to think ahead to ensure efficient handling of future container volume growth at POAL which anticipates an annual throughput in excess of 1 million TEUs within a couple of years.

The chosen solution of a Working Group, VBS is the continuously evolving product of a partnership between the Port, the Road Transport Forum and the individual road carriers calling at the port. All parties have had full input and jointly agreed on VBS rules, terms, conditions, the way the system will work and how to use it. “We really value the relationships and excellent levels of communication we have developed through this partnership, with the road carriers” admits Yvonne Theuerkauf. “We clarified right from



Most of the 250 transport companies using POAL, have participated in VBS in its evolutionary phase.

the start that we all needed a system that worked for Auckland and for all parties” she says. She acknowledges that over the first three months of VBS, “there have been technical and educational issues to address as we work through an experiential learning process for us all”.

In terms of an update on progress, Finn Jensen reports that while all carriers have used VBS over the last three months, it remains an evolving system. “We are still making adjustments to ensure we get the system that works best for all parties. We’ve seen an improvement in overall truck turnaround times. We are now in the peak NZ export season which lasts until the end of May. So, this is the next important test phase for the VBS. Our focus now is on working closely together with road carriers and exporters to ensure we successfully manage this peak export season” he says.

## BIG BOX MOVERS

Ports of Auckland’s ‘big yellow’ straddle carrier fleet has been expanded by the introduction of a further 10 new machines in February 2008. The diesel-electric, eco-friendly, 60 tonne Noells make the Port’s straddle fleet the newest, largest, most efficient and most reliable. Vital to the port’s commitment to improving efficiency and productivity, the new straddles further increase the Axis Intermodal container terminals’ twin-lifting capability.

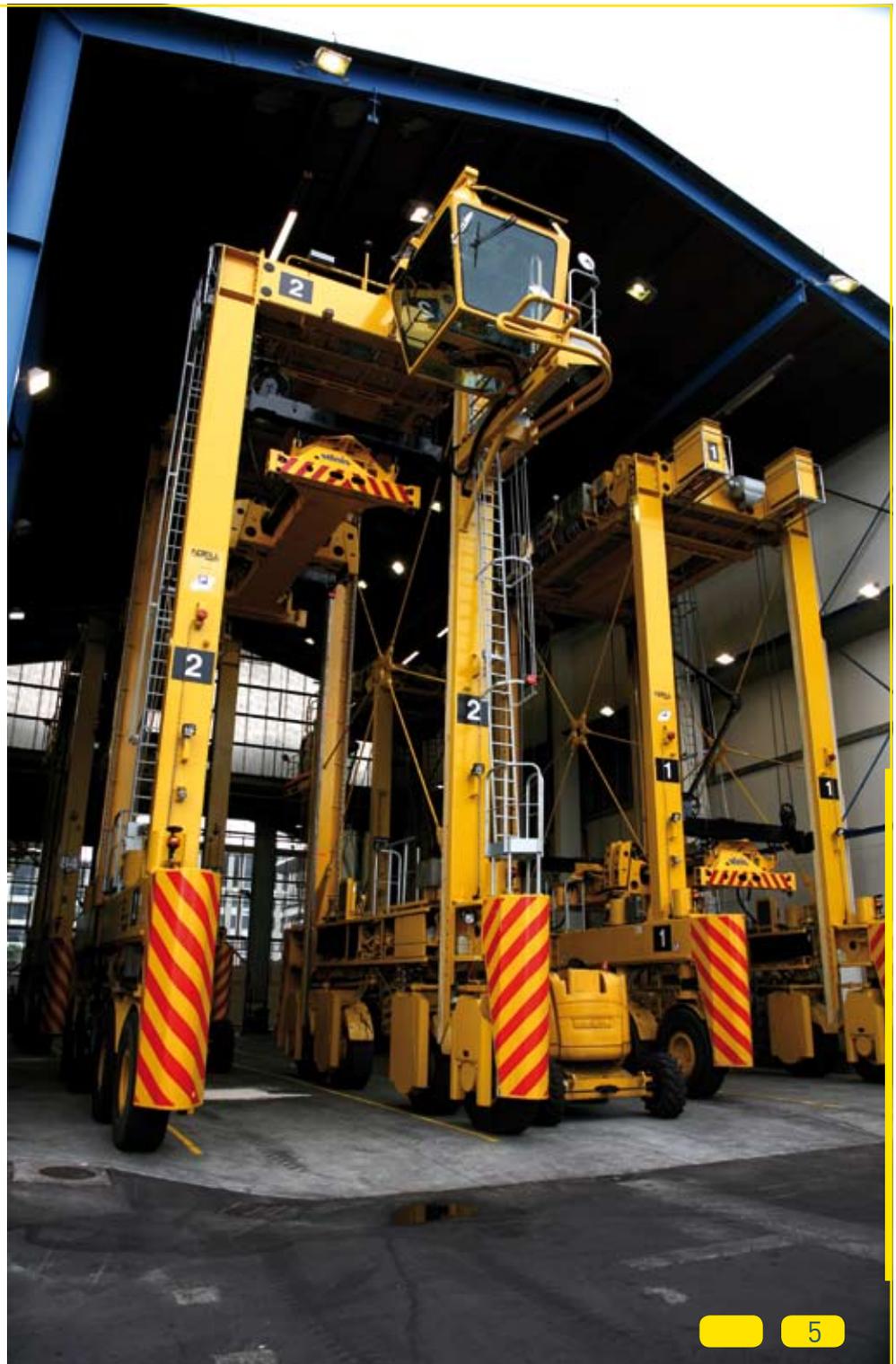
## BACKING UP THE OPERATION

POAL's IT systems underpin the entire cargo handling operation from booking and ship planning, to loading, unloading, yard planning, cargo acceptance and cargo clearance. The higher the quality of the base product, the better the capabilities that may be built on top of it. Dynamic Resource Scheduling is major among enhanced capabilities enabled by POAL's investment into two new VMware Servers. One runs the production environment and the Port's primary data centre while the other is used for development at a backup centre.

According to IT Operations Manager Darren Wiseman: "The dual farm design provides essential back-up to ensure that if the main system goes down for any reason, we can switch to the back-up Server system. Without the second Server we would have to restore using tape backups which could take several hours of costly downtime for ourselves and our customers. In the new system, the back-up switches in within 30 minutes."



Ten new eco-friendly, 60 tonne Noell straddle carriers increase container twin-lifting capability at the Axis Intermodal terminals.



# SEA CHANGE

**The NZ Government wants to double the amount of domestic freight carried by sea. 'Sea Change' represents a welcome new focus on Coastal Shipping by Government which is promising funding for what it sees as essential revitalisation of the poor relation of the NZ transport sector.**

In its November 2007-released draft coastal shipping strategy entitled 'Sea Change', the NZ Government proposes radical changes to NZ coastal shipping based on its assessment of the benefits to NZ from a sea change in coastal shipping. It concludes that the more inter-regional freight that can be carried by coastal shipping, the better for the NZ roading network and for the NZ environment.

**Key drivers for Sea Change as outlined by Government and Minister of Transport Annette King are:**

- The fact that domestic freight will double in the next decade which will lead to increased road congestion.
  - The fact that NZ coastal shipping currently has only a small 15% share of inter-regional freight.
  - The recognition that at least 30% of all inter-regional freight should be converted to coastal shipping by 2040. This is the Sea Change goal.
  - The Government's firm goals for climate change and reduction of greenhouse gas emissions. Studies show shipping is relatively energy efficient compared to other transport modes.
  - Based on comparative costings between coastal shipping, road and rail, coastal shipping will allow both cost savings and emission benefits.
  - Changes in international shipping leading the trend to hub and spoke networks. The advent of larger vessels to NZ spells reduced port calls around NZ coast and therefore the requirement for hub and spoke system with coastal shipping feeder services to prime hub ports such as the port of Auckland.
- The recognition of the need to create a level playing field for coastal shipping in competition with other transport modes.
  - The Government stresses that Sea Change doesn't mean unfair support for coastal shipping at the expense of other transport modes but rather, that it is about the development of an integrated transport system that is co-modal.
  - The need for greater awareness about and information on coastal shipping and the advantages it can bring for shippers. This will be the responsibility of a new Maritime Liaison Unit which among other responsibilities, will help different parties in their applications for available funding.
  - Recognition in light of proposed growth in coastal shipping, of the need for a larger skilled workforce to be driven in a collaborative effort by Government and the transport sector.

**The Government has called on industry for submissions on the draft coastal shipping strategy which it hopes to formalise this year.**



Pacific's *Spirit of Resolution* alongside Port of Auckland's Onehunga wharf.



# PACIFICA:

DRIVING  
THE CHARGE  
FOR COASTAL  
SHIPPING

Since starting with one ship in 1983, NZ coastal shipping specialist Pacifica has developed direct transport links for containerised cargo between Auckland, Canterbury and Nelson and for RoRo cargo between Canterbury and Wellington.

## PACIFICA TRANSPORT GROUP

- **Formed 1983**
- **Owned by Skeggs Group**  
a privately owned company with primary interests in aquaculture, viticulture and intermodal transport.
- **Pacifica Fleet** – two vessels:
  - Lift on Lift Off vessel *Spirit of Resolution*.
  - RoRo vessel *Spirit of Competition*.
- **Services:**
  - Weekly – Auckland (Port of Onehunga)/Lyttelton/Nelson.
  - Three times weekly – Lyttelton/Wellington.

Long standing Pacifica Chief Executive Officer Rod Grout is also President of the NZ Shipping Federation. For many years he has been the champion of coastal shipping doing battle with successive governments to achieve a level playing field for coastal shipping in competition with other transport modes.



At last Rod Grout appears to have received a positive response. Ostensibly the Government's coastal shipping draft strategy Sea Change aims to revitalise coastal shipping by promoting the level playing field that NZ coastal operators have sought for so long.

Here Rod Grout talks to Interconnect about Sea Change, what it will mean to NZ Coastal Shipping and to Pacifica specifically.

Over the years you've 'blamed' the government for 'bleeding Pacifica to death' by subsidising foreign ships – allowing them to dump surplus capacity onto the local market using their transiting vessels tariff-free.

You claimed that this prevented NZ shipping industry from achieving commercially sustainable rates.

You railed against road and rail subsidies that prevented a level playing field for coastal shipping.

The stated objective of Sea Change is to promote 'a level playing field for coastal shipping to compete with other transport modes'. However the Minister says it's not about revitalising coastal shipping at the expense of other transport modes; that there won't be any tax breaks or tariffs on international transiting shipping.

**How then will Sea Change deliver your demands for fiscal parity and modal neutrality?**

**Rod Grout:** Sea Change recognises what Pacifica Shipping and the New Zealand Shipping Federation have argued consistently for many years – that while coastal ships pay for their full infrastructure and compliance costs, road, rail and in-transit vessels do not. This long-running disparity has put coastal ships at a severe competitive

and financial disadvantage compared to other modes and resulted in hub port domestic routes (beyond Cook Strait) being grossly under-utilised or dropped altogether. Through targeted funding support for the coastal sector, such as grants and no or low interest loans, Sea Change will help restore equity to the coastal mode, which urgently needs investment in equipment and services. In addition, Government may require transport users to pay for non-direct costs of their modal choice, such as environmental impacts and road congestion. This would also help to progressively level out the playing field for coastal shipping.

### **How will Sea Change help NZ coastal shipping and Pacifica to achieve full potential?**

**RG:** A major component of Sea Change is to establish a funding mechanism for coastal shipping operators and support industries, such as ports. Funds granted would be applied to new and improved coastal services, as well as associated infrastructure needs. With appropriate financial backing, a company like Pacifica Shipping would look to re-establish several missing links in its coastal network. In particular, a scheduled weekly or twice-weekly service linking the main Auckland port with Lyttelton and Dunedin as a top priority. This service existed until six years ago, but was withdrawn for economic reasons. A number of additional feeder services taking in ports such as Bluff, Timaru, Napier and New Plymouth would also help achieve the goal of diverting container freight away from main roads and onto coastal vessels. All this, however, is contingent on the

Government committing start-up and seed funding, which it has promised to do. This may be in the form of loans which could help considerably towards the cost of chartering and introducing one new vessel to work on the coast. That cost is between NZ\$500,000 and NZ\$1,000,000. This could be covered by a no or low interest start-up loan repayable over an agreed timeframe, or even written off if special conditions were imposed. Investment in new portside equipment such as cranes and loading or storage facilities, where required, could be covered by way of regional grants. Such infrastructure would be operated by port companies, but owned by the state. One other specific example applies to Ports of Auckland's Onehunga Port, where the high cost of dredging could be partially met by an operational grant to the port's owners.

### **Pacifica has formal working commitments with a number of international shipping lines including the Nelson/Auckland weekly container feeder service you are running for Maersk. Will Pacifica's operation increasingly be shaped around the operations of the international lines?**

**RG:** It is fair to say that as international hubbing practices increase, a coastal ship operator such as Pacifica will get more opportunities to provide cargo feeder services. However, the core business of a coastal operator is very much focused on delivering domestic sea freight in a reliable, safe and efficient manner and additional international hubbing volumes will complement these existing domestic services. Volumes of domestic freight alone are picked to double in the next 15 years or so,

which represents a huge challenge for New Zealand's already stretched transport sector. For economic, social and environmental reasons, coastal vessels will need to play a significant role in coping with domestic cargo growth.

### **There's been talk about hubbing and dedicated coastal feeder services for years – is it really going to happen? And if it does happen to the fullest extent how many coastal feeders will be required then?**

**RG:** The advent of dedicated feeder services has not been as rapid as first thought. One reason is obvious – there are no scheduled coastal services provided at three of our biggest import/export ports of Auckland (Waitemata), Tauranga and Dunedin! In addition, international shipping lines are averse to making any long-term contractual commitment for a permanent feeder service. Such an assurance would be necessary for a local ship operator and/or a port, given the large investment in funds, equipment and resources that would be required. Despite this, it would be realistic to expect dedicated feeder services in the next five years or so for the ports of Auckland, Tauranga and Dunedin, where there are presently no domestic coastal services at all.

### **What do you think of the Government's Sea Change implementation timetable of 33 years?**

**RG:** The timeframe is too conservative and the goal is extremely vague. There should be manageable and reviewable 5-year growth targets. In the next 15 years (or three phases), a realistic goal would be for 25% of all domestic inter-regional freight to be carried by New Zealand coastal ships (i.e. excluding in-transit vessels.)

# BOXES OF BEER

## LION NATHAN

**1923** Formed in NZ as NZ Breweries.

**1977** Formed Lion Breweries.

**1988** Formation of Lion Nathan after merger of LD Nathan & Lion Breweries with Japanese brewer Kirin having a 46% shareholding.

**2008** Australasian alcoholic beverages Company. Produces, markets & distributes a range of beer, wine, spirits & RTDs (ready to drink) in Australia & NZ.

**Total Lion Nathan beer volume brewed:** around 757 million litres pa.

**Total Lion Nathan NZ beer volume brewed:** around 180 million litres pa.

**Australian main beer brands:** Casteltaine XXXX, Swan, Tooheys, Hahn.

**NZ main beer brands:** Steinlager, Lion, Speights, Mac's.

In NZ Lion Nathan is involved in related enterprises including bottling, liquor retailing through Liquor King chain and malt extra production for domestic and export markets.

Iconic New Zealand brewer Lion Nathan originated as NZ Breweries in Auckland in 1923. By the late 80s the Company had developed into one of NZ's largest corporates. Australasian brewing mergers brought a change of ownership and an Australasian brewing operation with beer and wine produced in both countries. Auckland headquartered Lion Nathan NZ is the country's leading brewer with a market share exceeding 50%.

It exports several hundred TEUs a year and imports even more, almost exclusively through Ports of Auckland (POAL).

Lion Nathan NZ Logistics Director Barry Cole heads a department that is concerned with the management of freight forwarding, documentation, exports and imports, warehousing, container collection and delivery, devanning, national distribution between and from the four warehouses and the five NZ breweries. At NZ HQ in Auckland, the Company runs its own inhouse packing operation. One of its prime functions is to design and pack for beer exports. "All our beer exports



are palletised and containerised in 20ft containers” says Barry Cole. “Our biggest challenge is weight. To maximise the use of the container we’ve designed special export pallets which allow us to pack 10 pallets per container to achieve maximum utilisation of space and height” he explains.

With it’s 2007 exports up by 14%, Lion Nathan NZ exports beer and Maltexo product to the US, Hawaii, Australia, UK, Japan and parts of Asia. Steinlager beer accounts for over 90% of Lion Nathan NZ exports. Maltexo is the company’s malt extract business which produces and exports several brands to the international brewing and food manufacturing industries. Lion Nathan NZ’s wine export shipping is controlled by the individual wineries.

Shipping contracts for both Lion Nathan NZ’s export and import tonnage are negotiated annually by the NZ Logistics Department. Barry Cole explains, “International Shipping Department (ISD) which is part of the team, reviews the contracts every year. We’re looking for good service, good pricing and fast turnaround. At present our import and export shipping partners include Hapag-Lloyd, Maersk and NYK.”

The nature of the Lion Nathan NZ business means the Company imports as much or more than it exports. Barry Cole reports imports last year of several hundred TEUs from UK, Europe, Asia and Australia. Imports include beer products such as Becks, Corona and Stella, RTDs and Spirits. The Company also imports some brewing and packaging materials that are either not



available of cost prohibitive in NZ. Most of these materials are imported in both 20ft and 40ft containers.

Barry Cole highlights fast turnaround from the port as key to his logistics requirements. “We might get 30 containers coming in over a three day period. I need access to them asap. We’re giving full support to this new POAL initiative, the VBS (Vehicle Booking System) that is being trialled at present. If it is developed as planned it will minimise truck turnaround time which should therefore ensure that we get fast access to our containers which is exactly our priority”.

## PACIFICA

**Coastal shipping operator Pacifica Transport is Lion Nathan NZ’s primary carrier between its four NZ warehouses in the North and South Islands. Pacifica’s domestic land and coastal shipping network handles high volumes of full pallet loads and containerised beer, wine, spirits and raw materials for Lion Nathan around NZ. Barry Cole gives the Pacifica service top rating for its ‘can do service attitude’ and operating flexibility.**



Kim-Shing Chong, International Shipping Department Manager.



At the NZ HQ in Auckland, Lion Nathan has an inhouse packing, palletising and containerising operation.

# AUCKLAND CRUISE

**In the decade to 2010 the worldwide cruise industry is expected to grow 70% to over 17 million passengers. New Zealand and particularly Auckland, is benefiting from this growth. A significant 58% up on last season, 2007/2008 is a boom cruise season for Auckland which will host 30 cruise ships and their 73 cruises with their accompanying 101,945 passengers – a growth of 58% in cruises. Most relevant is the fact that these cruise passengers will spend 384,500 days in NZ ports, contributing NZ\$378 million directly to the NZ economy.\* On average each cruise ship call contributes NZ\$1 million to the regional economy which means Auckland region can expect to earn NZ\$85 million in the 2007/2008 cruise ship season.**

**As the country's premier cruise exchange port with a 50% majority market share of the NZ cruise business, Auckland is the NZ port where most passengers either begin or end their cruise.**

Last season Auckland catered for 46 port calls by 21 cruise ships including the *Queen Mary 2* – the biggest ship ever to visit NZ. She arrived in a cruise milestone week in February 2007 when nine cruise ships arrived in a five day period including two large ships on the same day. With passengers disembarking and embarking, this was the biggest passenger exchange POAL had ever handled – close to 8,000 people in one day – equivalent to over 19 jumbo aircraft. In just that one visit, the larger of the two vessels, the *Sapphire Princess*, would generate 7,000 hotel nights in the Auckland region by primarily US passengers arriving to join or leave the cruise.

In Ports of Auckland's (POAL) Marine Department, which manages operations at the Overseas Passenger Terminal, Cruise Operations Supervisor, Leigh Robins, says that no other port in NZ can conduct a full passenger exchange on the scale that Ports of Auckland does. "We are the only port in NZ with two passenger terminals and two dedicated cruise ship gangways. Princes Wharf is the primary cruise berth and our backup cruise berth is Queens Wharf where significant improvements have been made to meet forecast growth. This growth has been generated through increased repeat business from the larger cruise lines and from first time callers including Celebrity Cruises as well as regular customers such as Princess Cruises, Holland America and P&O Cruises. With

the increase and popularity of winter cruise programmes, our cruise season has also been extended from the original November to April six month season to an 11 month October to August season."

In a recent competitive move to help secure its market share of the valuable cruise business, POAL has formed a joint venture company to ensure an uninterrupted security of fuel supply. A new bunker barge, the *Awanuia*, will operate a bunkering delivery system collecting fuel from Marsden Point and transferring it directly to customers' ships at their berths at POAL. According to Wayne Mills, POAL General Manager Port Services, this will eliminate the need for future fuel storage at the Wynyard tank farm. "Security of fuel supply is particularly important for cruise ships whose average range is only 10 to 14 days. At present cruise vessels use about 30% of the 100,000 tonnes of bunker fuel we provide at POAL each year". He says that without the improved bunkering facilities, Auckland would risk losing many of its cruise ship callers. "They could refuel at other NZ ports instead and certainly, round the world cruise ships could opt to refuel in Australia and cut NZ out of their itineraries completely."

The majority of cruise calls to the port of Auckland are for 12 hour visits and most entail full passenger exchanges. Leigh Robins and her team commence preparations for each of the cruise calls 12 months beforehand when the booking is made. "We are working in conjunction with tour operators, NZ Customs and MAF (Ministry of Agriculture), ships agents, our security and traffic control contractors and the various other parties such as stevedores.

"A week prior to a ship's arrival, we confirm security requirements and equipment such

as X-Ray machines for passenger screening. It is our responsibility to ensure the area is totally secure so that border security is not jeopardised. This demands close co-ordination at Princes Wharf which is now a public area with a hotel, commercial businesses and residential apartments. Traffic control is a major factor in the whole logistics exercise. We need to prevent congestion on the wharf and ensure everyone can continue their normal day to day comings and goings whilst ensuring the smooth and efficient operation of the cruise ship activity."

From ship arrival before 6am, taxis and coaches are marshalled to the berth by 7am. Passenger baggage is unloaded and passengers disembark around 8am. The disembarkation process will take approximately two hours to complete after which the facility is reset for embarking passengers who pass through security X-Ray screening, Customs and check-in. By midday luggage and stores will start loading and the vessel will be ready for departure during the afternoon or early evening.

\*Ref: Cruise NZ Economic Report





A legend in his own lifetime, NZ's most famous son, the pioneering first time Mt Everest conqueror Sir Edmund Hillary died at home in NZ in February. Given a State Funeral, Sir 'Ed' was mourned by the entire nation.

Our photograph shows the arrival of the flying boat delivering Sir Ed home to Mechanics Bay next to what is now Ports of Auckland, after his successful 1953 Mt Everest expedition.

**Among recent shipping and related appointments** **Phil Abraham** has become Line Manager Trans Tasman for Gold Star Line which launched its first NZ service in February when it commenced weekly Trans Tasman services through Auckland. Phil Abraham previously worked as NZ Manager for Contship/CP Ships, Asia Trade Director CP Ships in Sydney and most recently as Wellington Manager for NZ freight forwarder Mondiale. **Jon Ward**, formerly of ANZDL, CP Ships and most recently Hapag-Lloyd NZ has been appointed Transport Manager at Ports of Auckland. **Hans Corporaal** has left Hamburg Sud to return to familiar territory at Tasman Orient Line as Operations and Logistics General Manager. After emigrating to NZ in the 1980s he first worked for Tasman Asia (now TOL) then Maersk

followed by Hamburg Sud. At POAL, **Stefan Reynolds** has been appointed to the newly created position of Co-ordinator Vehicle Booking System (VBS).



Jon Ward.

**In a cost cutting restructure that** will reduce its international regions to 11, Maersk is merging its Oceania NZ/Australia region into a new Asia Pacific Region. Full details of how this will impact on the NZ operation where Maersk controls some 35-40% of the container trade have yet to be released. Maersk did announce in February that NZ Managing Director **Tony Gibson** is leaving the company. The former PONL NZ Manager who has headed up Maersk NZ since the merger, Tony Gibson will be replaced by a NZ Country Manager yet to be appointed.

**A newcomer to NZ and to Ports of** Auckland, Gold Star Line introduced a new Trans Tasman service in February. Operating Sydney/Auckland/New Plymouth/Timaru/Melbourne, the service deploys two newbuildings – the *NZ Star* and *Australia Star* both 1,100 TEU with 230 reefer plugs. Auckland is the first port of call on the new service which Gold Star is billing as ‘fastest on the market’ for the three day transit on the main high volume Sydney/Auckland leg which arrives POAL at the weekend to make cargo available first thing Monday. Hong Kong based Gold Star Line operates two separate services: one linking Australia/North East Asia and another linking Australia/South East Asia/Middle East Gulf.

**In February POAL and SeaBiz** formed a new JV company called SeaFuels which will operate a newbuild bunker barge refuelling service at POAL. When built to start in 2009, the *Awanuia* will operate a streamlined

delivery system collecting fuel from Marsden Point and transferring it directly to customers’ vessels at POAL berths thereby bypassing the Wynyard Wharf Tank Farm – POAL’s traditional fuel storage area which is up for redevelopment.

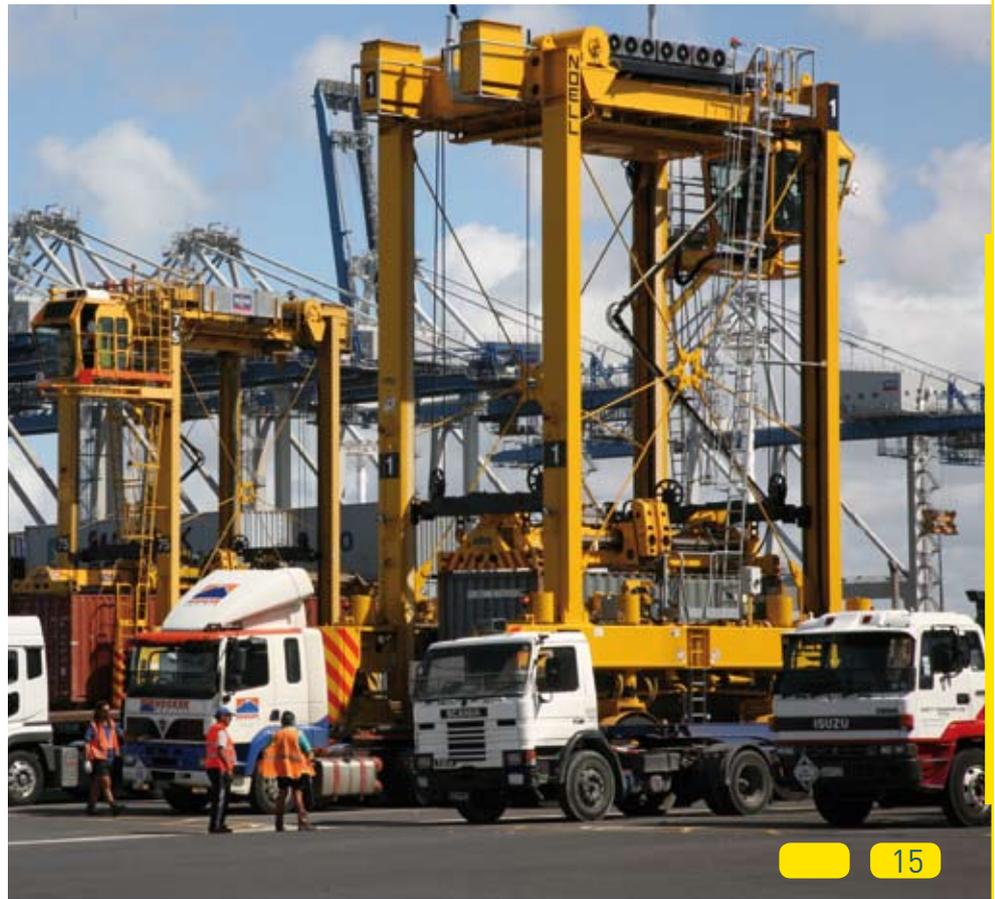
### **Oceanbridge Shipping Trade**

Assistant **Olivia Kinnane** has won the Customs Brokers and Freight Forwarders Federation (CBAFF) Young Achievers Award and become the first woman to do so.



Gold Star Line makes its inaugural call to NZ and POAL.

**Recently released Reports by UK** based Drewry Shipping Consultants include Reefer Market Review and Forecast, Global Container Terminal Operators 2007, Container Market Review and Forecast 2007/2008.



# DIRECTORY

**Jens Madsen**

Managing Director  
Ports of Auckland Limited  
DDI: 64 9 336 4884  
Mob: 027 333 3154  
Fax: 64 9 3091375  
Email: madsenj@poal.co.nz

**Craig Sain**

General Manager, Sales & Marketing  
DDI: 64 9 309 1263  
Mob: 021 934 452  
Fax: 64 9 309 1375  
Email: sainc@axis-intermodal.co.nz

**Wayne Mills**

General Manager, Port Services  
DDI: 64 9 309 1266  
Mob: 027 597 2390  
Fax: 64 9 309 1375  
Email: millsw@poal.co.nz

**Martin Speller**

Manager, Axis Terminal Operations  
DDI: 64 9 309 1228  
Mob: 027 562 3010  
Fax: 64 9 3091212  
Email: spellerm@axis-intermodal.co.nz

**Jonathan Hulme**

Manager, Stevedoring  
DDI: 64 9 309 1340  
Mob: 027 207 7032  
Fax: 64 9 367 5467  
Email: hulmej@axis-intermodal.co.nz

**Raoul Borley**

Manager, Capacity & Planning  
DDI: 64 9 309 1205  
Mob: 027 544 6597  
Fax: 64 9 367 5456  
Email: borleyr@axis-intermodal.co.nz

**Richard Potton**

Manager, Sales, Marketing  
& Product Development  
DDI: 64 9 309 1249  
Mob: 0274 484 473  
Fax: 64 9 309 1375  
Email: pottotr@axis-intermodal.co.nz

**Yvonne Theuerkauf**

Manager, Logistics  
DDI: 64 9 309 1254  
Mob: 027 476 0105  
Fax: 64 9 3091212  
Email: theuerkaufy@axis-intermodal.co.nz

**Grange Pole**

Manager, Axis Pack & Inland Ports  
DDI: 64 9 309 1217  
Mob: 027 4731 079  
Fax: 64 9 309 1375  
Email: poleg@axis-intermodal.co.nz

**Tristan Anderson**

Manager, Business Development  
DDI: 64 9 309 1204  
Mob: 027 289 1299  
Fax: 64 9 309 1375  
Email: andersont@axis-intermodal.co.nz



The *Australia Star* alongside Axis Bledisloe Container Terminal

Interconnect is the magazine of Axis Intermodal,  
Sunderland Street, PO Box 897, Auckland,  
New Zealand. Tel 64 9 309 1200.  
Fax 64 9 309 1212.

Editorial: Anne Hunter

Interconnect is published for customers of Axis Intermodal and  
Ports of Auckland.

If you would like to receive a copy on a regular basis,  
please contact Richard Potton, tel 64 9 309 1249  
or email pottotr@axis-intermodal.co.nz with mail address details.

Front Cover: *Sun Princess* is one of the cruise ships contributing to  
Auckland's cruise boom in 2008.

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