



MINUTES OF THE PORTS CONSULTATIVE COMMITTEE MEETING HELD AT SAMSA OFFICES—SALDANHA BAY 11:00 WEDNESDAY, 10 May 2012

ATTENDANCE

MEMBERS

Ms. Nompumelelo Dweba Department of Transport (Chairperson)

Ms. Selma Schwartz-Clausen SAMSA (Secretariat)

Capt. Martin Slabber SAMSA

Mr. Alex Miya Transnet National Ports Authority
Ms. Tandi Lebakeng Acting Port Manager – Port Of Saldanha
Ms. Lindo Mkhize Transnet National Ports Authority

Ms. Lucia Mvelase Labour – SATAWU

INVITED

Mr. Adil Rogders TPT

Mr. Riad Khan CEO Ports Regulator

Mr. Hannes Marais IDZ - Element Engineering sub-contracted by Provincial Government

Mr. Sanjay Govan Transnet National Ports Authority

Mr. Steve Hrabar ; SAOGA : Oil & Gas - Presentation

APOLOGIES

Mr. Arthur Martin Port User – Terminals
Mr. Cordom Shane Local Government

Ms. Hannelie Carstens Port User – Cargo Owners

ABSENT

Ms. Eurica Florentino Labour (UTATU)

ITEM	DISCUSSIONS	RECOMMENDATION(S)
1.	WELCOME	
	The Chairperson welcomed all to the meeting. She highlighted the concern that a number of members are visibly absent. Ms. Dweba reflected on the President's address which highlighted the importance of the Maritime sector and its' contribution to the SA economy. It was further noted that It is the first time, in the history of South Africa, that the maritime sector made it into the President's speech. This symbolically further recognises the strategic importance of this sector. In so far as the PCC and what it represents, Ms Dweba highlighted the PCC being a legislated institution and not one where members can simply decide whether to attend or not.	
	The Chairperson Welcomed all and in particular Mr. Sanjay Govan who is now	

	responsible for Tariffs and Regulatory affairs for the NPA. She requested that we	
	all introduce ourselves.	
2.	ATTENDANCE	
	Apologies from the two current Port Users were noted. It was further noted that	
	Local Government was absent. The UTATU representative was not available.	
	Apology noted. Given the number of apologies and members absent the	
	meeting did not have a quorum as is required in the National Ports Act, No. 12 of	
	2005 and the National Ports Regulations of 2007.	
	The meeting acknowledged that the absence of members impacts negatively on	
	the effectiveness of the Saldanha PCC. The CEO of PRSA further expressed his	
	discomfort with Port Users not attending meetings into account that the annual	
	schedule is made available well ahead of time. Particularly with the PCC creating a platform for Port Users. It was agreed that the meeting would continue	
	although items may not be escalated to the NPCC level.	
	Mr. Khan noted that the NPA is to submit its Tariff application by the 1 August 2012. All to comment on the Port Of Saldanha's Capex plans prior to this date.	
	The NPA is to make every effort to involve stakeholders in understanding its	
	Capex requirements and the implications thereof.	
3.	ADOPTION OF THE AGENDA	
	The agenda was adopted as presented.	
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	It was proposed that Mr. Steve Hrabar made his presentation upfront.	
	IDZ Study and developments noted as 5.4 under Matters arising.	
	Ms. Mkhize proposed the adoption of the Agenda with this change and Ms.	
	Lebakeng seconded same proposal. Agenda for this meeting officially	
	adopted.	
4.	ADOPTION OF THE MINUTES OF THE MINUTES OF THE MEETING OF THE 9	
	FEBRUARY 2012.	
	Minutes were adopted as a true reflection of the meeting held on the 9 February	
	2012 with the following changes.	
	2012 With the following changes.	
	Page 2: 1. Second sentence – Lindo Kuhle to be changed to "Ms. Lindokuhle	
	Mkhize will be the"	
	Page 5: 4 th Paragraph, first sentence - Ports Regulator to be changed	
	to"Ports Regulator Representative, Dr Brian Gowans, mentioned"	
	• Page 5: 5 th Paragraph, first sentence – reading "there is need for a" to	
	read" there is a need" 4 th Sentence – reading "This will form as a basis" to read "This will form a basis"	
	 Page 7: Top of the page – "The schedule was noted as presented" To read 	
	"The 2012/2013 fiscal year meeting schedule was noted as presented To read	
	suggested that the 9 th August meeting takes place Tuesday 7 th August 2012	
	due to the Public Holiday, Women's Day 9 th August. (Full stop).	
	Captain Miya called for the adoption of the minutes and Ms Mvelase	
	seconded his proposal. Minutes of the 9 th February 2012 officially adopted	
	with the stated amendments.	

5.	MATTERS ARISING FROM THE MEETING OF THE 02 JUNE 2011	
5.1	Environmental Presentation as convened	
	Following the Adhoc PCC meeting that was held it was agreed that a further meeting be held between with NPA. NPA to furnish the Secretariat and Chairperson with proof that all registered and affected parties have been involved / consulted in respect of the Environmental assessment consultation process. Contradictions to be highlighted should there be any.	Action 1: NPA to provide proof that all registered and affected parties have been consulted.
5.2	Election of Port User for the Port of Saldanha	
	5.2.1 Shipping Lines & Agents / Ship Repair / Oil & Gas: The Secretariat advised that two meetings were called inviting the Shipping Lines and Agents to nominate a suitable PCC representative. Both meetings had a very poor turnout. The Secretariat further advised that the current Chairperson of SAASOA, who attended both meetings, in Saldanha indicated that challenges are more often experienced in other ports and resolved. Same resolutions would then be relevant to the Port Of Saldanha. The Secretariat is to get this in writing from SAASOA.	Action 2: SAASOA to state in writing that they will not be participating on the PCC as a member due to their time constraints. Secretariat to follow up.
	5.2.2 Terminals / Lessees / Stevedoring	Action 3:
	It was noted that Mr. Arthur Martin submitted apologies for two meetings in succession. The meeting noted that Mr. Martin has changed companies but was still employed in Saldanha. This is to be clarified at the next meeting.	Given the changes Mr. Martin's attendance and representation to be clarified / confirmed at the next meeting.
	5.2.3 Cargo Owners / Logistics / Road Haulage etc.	
	It was noted that Ms. Hannelie Carstens missed several meetings and although she submitted her apologies it was not serving this segment of the Port. The Chairperson is to formally write to Ms. Carstens informing her that her absence at PCC meetings is negatively impacting the Port Of Saldanha.	Action 4: Chairperson of the PCC to formally write to Ms. Carsten regarding her attendance.
	At this meeting all three Port Users were absent other then TPT who has observer status. The meeting unanimously agreed that this state of affairs is unacceptable.	
	To note : Ms. Carstens has since resigned from the PCC.	
	Mr. Khan advised that should the Shipping Lines and Agents not be interested, the Oil & Gas service sector, i.e. SAOGA, be considered as they currently present one of the most viable project possibilities and is showing a keen interest in the economic future of the Port Of Saldanha.	
5.3	Performance measures for the Port Of Saldanha	
-	The Chairperson expressed her concern in establishing agreed performance measures. This initiative indicative of port competitiveness has not been able to gain momentum in most ports. There is little or no appreciation as to why there should be agreed performance measures per port.	

Ms. Mkhize, Port Planning Manager, advised that she called a meeting with assistance from the Secretariat and no one attended. There has simply been no interest or response. Resolution1: It was agree that the current measures as presented will continue until the NPA No further action in this regard as agreed. is advised otherwise. Mr. Khan again expressed his disappointment at this lack of interest from Port Users and agreed that this item be removed from the agenda until further notice. 5.4 **IDZ Study and developments** Following the presentation made by Element Engineering previously with regards to the IDZ feasibility Study. Action 5: There seem to be controversial feedbackinso far as the approach followed Updated IDZ presentation to be made at the completeness of the study and progress thereof including addressing issues next meeting. Mr. Hannes Marais. highlighted at previous PCC meetings. Mr. Hannes Marais, from Element Engineering, indicated that there further discussions with the NPA and stakeholders are being scheduled. He is to provide an update at the next PCC meeting. The PCC will take a view once it understands as to what the NPA and IDZ want to do respectively. Mr. Hannes advised that the Business Plan is to be submitted to the DTI by the end of May 2012. Mr. Khan encouraged the NPA & the IDZ (Municipailty, Wesgro and the Province) to ensure that it has a spatial development framework that works for all. 6. **Standing Items** 6.1 **TNPA** Ms. Lebakeng, Acting Port Manager, provided a brief overview of the Market demand strategy and trade activity. 6.1.1. Quarterly Volumes: 6.1.1.1 Dry Bulk Volumes Total Iron Ore volumes shows a cumulative Actual of 50 736m tons compared to Cumulative budget of 49 926m tons. Several challenges experienced as different periods throughout the year such as: Single loading of vessels, deballasting problems, vessels earmarked for dual loading battled with equipment failure, mine production challenges, low stock piles, problems with conveyor belts snapping etc 6.1.1.2 Liquid Bulk Cumulative actual slightly higher at 6 946m tons compared to a cumulative budget of 6 760m tons. Ms. Mkhize indicated that the SFF volumes were below budget by 89% and export volumes above budget by 115%. Chevron volumes well above what was seemingly budgeted.

- No reference made to the status of the feedstock contract.
- No indication as to the volume split between Chevron and SFF.

6.1.1.3 Other Dry bulk and Break Bulk:

- All exports generally above budget as indicated!
- Volumes incl. steel pellets, Rutile, Slags, Pig Iron, Zinc and Eliminate.
- Steel Exports below budget?

6.1.1.4 Vessel Turn Around Time:

6.1.1.4.1 Dry Bulk

- Total of 74 vessels handled for the last quarter 11/12 financial year.
- February 2012 particularly a bad month due to planned maintenance on the ship loaders and negative impact on dual loading operations severely impacting number of vessels handled.

6.1.1.4.2 Vessel Turn Around: Liquid Bulk

- Total of 6 tankers handled against a budget of 9.
- Although the number of tankers were down the actual cumulative parcel sizes still well above what was planned.
- It is expected that the Marine Revenue for this period would be slightly down due to the below budgeted vessel calls.
- The cargo dues revenue budget however, would therefore not have been negatively affected unless the feedstock contract was trigged.

6.1.1.4.3 Vessel Turnaround Time: Break Bulk

- Total of 38 Break bulk vessels handled for the quarter.
- This actual excludes the oil rig at the Break bulk berth.

6.1.2 Quarterly port productivity performance

6.1.2.1 Berth occupancy

6.1.2.1.1 Berth Occupancy: Dry Bulk

- Berth occupancy average for the quarter is 89%.
- High Berth occupancy indicative of shortage of berth space, increase of Iron
 Ore export demand.

6.1.2.1.2 Berth Occupancy: Break bulk

Quarterly average of 38% against a budget of 22% - slightly up

6.1.2.1.3 Liquid Bulk

Action 6:

Liquid Bulk berth occupancy to be included in the performance period.

6.1.2.1.4 Handling Rates

6.1.2.1.5 Dry Bulk

- Budget loading rate = 5000t
- STAT 43 Hrs per vessel
- 3 672t per STAT hr
- Average parcel size 157 914t per vessel for the quarter
- Loading rates above budget

6.1.2.1.5 Liquid Bulk

- Budgeted loading rate = 4 500t
- Actual Loading Rate = 2 893t
- STAT = ? Hr

6.1.2.1.6 Tug utilisation and Vessel Moves:

6.1.2.1.6.1 Tug Utilisation

 Average Quarterly tug utilisation (13.21%) higher than budgeted (10.75%) – increase in shipping movements.

6.1.2.1.6.2 Vessel Moves

Average actual (92) Vessel moves above budget (82)

6.1.2.1.6.3 Vessel Delays and categories

- Jan 4 vessels due to weather 8h38 hrs.
- Feb 1 vessel due to swell 0.36hrs
- March 2 vessels delayed due to fog for 5.12 hrs.

6.1.2.1.6.4 Vessel movements

• Total 11/12 movements lower then 10/11 and 09/10

6.1.2.1.6.5 Number of Vessels

- 11/12 MPT number of vessels highest following the drop in 07/08
- 11/12 Iron Ore number of vessels 290 consistently highest number of calls
- 11/12 Tanker vessel calls 31- Lowest number of vessel calls since 05/06

6.1.3 Quarterly report on Port Development Framework Plan – Part of NPA Presentation

Ms. Mkhize provided an overview of the Port Development Framework plan and major developments:

In reviewing the Capital Investment Plan Mr. Khan requested that the NPA options to be considered in the event funds allocated to be spend cannot be spend. There could be any number of reasons contributing to a worst case scenario. Many of the projects have long lead times which must be taken into

account.

He further urged that the PCC be used as a "Clearing House" to get people to shift and not sit and wait for things to happen.

He highlighted that following the earlier discussion that it must be noted that the port cannot plan as if the IDZ does not exist and the IDZ cannot plan for the Port.

He urged that the IDZ will be dormant with very little significant economic development if not taken into account in terms of land and access requirements.

Ms. Mkhize agreed stating that there are efforts underway to fasttrack discussions.

6.1.3.1. Overview of projects:

2011 / 2012:

- Execution of Phase 1B Iron Ore Terminal Expansion 41 to 47mt pa (up to 2013/14
- Upgrade of Port Entrances to be finalised during 2012 / 13
- Replacement of Steel Staircases and Hand Railing at Ore and Oil Jetties to be finalised 2012/13.
- Roof cover and vehicle wash bay facility to be completed 2011/12
- Additional access Platforms to accommodate staggered Ship Loading Configuration
- Acquisition of 3 replacement tugs (up to 2013/14)
- Refurbish and upgrade Port's water network (up to 2012/13)
- Acquisition of replacement Pilot Boat (Up to 2012/13).

2012/13

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- Refurbishment of Rock Quay (GM Quay Area) Feasibility and Execution (up to 2014/15)
- Relocate Civil Depot and Light House services workshop (up to 2012/13)
- Alternative Power supply to Bayvue

	2013/14	
	2013/14	
	• Execution of Phase 1B – Iron Ore Terminal Expansion – 41 to 47mt pa (up to 2013/14	
	 Additional access Platforms to accommodate staggered Ship Loading 	
	Configuration	
	• Acquisition of 3 replacement tugs (up to 2013/14)	
	 Refurbishment of Rock Quay (GM Quay Area) Feasibility and Execution (up to 2014/15) 	
	Relocate Civil Depot and Light House services workshop (up to 2012/13)	
6.2	NPCC Meeting	
	The first quarter 2012/13 NPCC meeting is scheduled to take place 09:00 Friday,	
	8 June 2012. It was agreed that this meeting be held in Cape Town at the NPA	
	Offices.	
6.3	<u>Labour Feedback</u>	
	6.3.1 UTATU Feedback	
	No items tabled.	
	6.3.2 SATAWU Feedback	
	At the previous meeting it was noted that Labour was requested to draft a	Action Item 7:
	proposal with the objective of assessing skills development for the Port of Saldanha. Looking at the status quo, challenges and opportunities. Labour is to	Labour to provide an update in this regard.
	recommend potential interventions.	
6.4	Port User Feedback	
0.4		
	6.4.1. Cargo Owners / Road Hauliers etc Feedback	Representation of Port users to be reviewed as discussed under attendance.
	Not items tabled for discussion.	as arseassed arract attenuance.
	6.4.2. Shipping Lines / Agents / Ship Repairs	
	No items tabled for discussion.	
	6.4.3 Terminal Operators / Lessees / Stevedores	
	No items tabled for discussion	
6.5	6.5.1 Ports Regulator	
	Mr. Khan highlighted that the NPA will be submitting its Tariff application by the 1 August 2012.	
	Important that members acknowledged that they have been consulted and	
	agree with the Plans as proposed prior to said date even by return email.	
	6.5.2 DOT	
	Indicated when next NPCC meeting will take place. Saldanha rep to attend. It	

was noted that Mr. Arthur Martin represented the meeting previously.

6.5.3 Provincial Government

Mr. Claude Orgill attending the Offshore Technology Conference in Houston.

6.5.4 Local Government

No items tabled.

6.5.5 SAMSA

6.5.5.1 Industry Stakeholder Satisfaction Survey

Ms. Schwartz advised the meeting that this survey has been concluded and thanked stakeholders for participating. Action Program in this regard to follow.

6.5.5.2

Ms. Schwartz reminded the meeting that the 2012 South Africa Maritime Industry Conference (SAMIC) Planning is well on track. It will be the first time in the History of South Africa that a conference of this magnitude and nature will be hosted here. Previous conferences focussed on individual subsectors whereas SAMIC 2012 seek to create a roadmap for the entire SA maritime industry. The Theme for SAMIC 2012 – Delivering on South Africa's Maritime Agenda – A Call for Action. A series of roundtable discussions will be held in the run up to the Conference scheduled as follows:

• 11 May 2012 Fishing & Aqua Roundtable - SAMSA Plattekloof

• 14 May 2012 Shipping, Ports and Logistics – Port Of Durban

• 15 May 2012 - AM Oil & Gas - Port Of Cape Town

• 15 May 2012 – PM Marine Manufacturing – Port Of Cape Town

17 May 2012 Marine Tourism and Leisure

18 May
 Broad based Participants – SAMSA Pretoria

This will be followed by a series of briefing sessions prior to SAMIC 2012.

Action 8:

Further updates to follow

Action 9:

Further update to be provided.

7. New Items

7.1 Oil & Gas Presentation – Please see detailed Presentation attached

Mr. Steve Hrabar, addressed the meeting as follows:

Mr. Hrabar acknowledged the excitement and potential this market holds for South Africa. He cautioned that whilst there are many opportunities, SA is slow to respond to same opportunities. Countries such as Nigeria have restrictive local content requirements which further impacts negatively on SA.

In servicing the West Africa, noting developments on the East Coast as well, South Africa has proven that it has the capacity, engineering back bone to respond to modular construction. He used the proposed refinery in Ngqura as an example where a significant portion of the work could be done in a modular

Mr. Steve Hrabar

fashion in Saldanha for example and then shipped to Ngquara.

Mr. Hrabar reflected on some successful projects previously at the MPT Terminal. Some of the structures have thrusters below the pontoons which requires deeper water which makes Saldanha all the more attractive.

Starting his presentation Mr Hrabar highlighted the **vision** for this industry:

On Shore base:

A modern supply base serving East and West Africa's upstream oil & Gas Market.

Fabrication and Construction:

The fabrication of marine structures and sub-sea manifolds and processing units for Sub –Saharan Africa in shallow and ultra-deep waters.

Ship Repair and Maintenance

Floating Repairs, dry dockings, conversions and upgrades for existing and new generation rigs.

- Mr. Hrabar briefly unpacked Key opportunities, infrastructure and super structure (craneage etc.) requirements. He further unpacked same in Short, Medium and Long term timeframes linking the potential for employment in the sector.
- He informed the meeting that a detailed marketing study has been commissioned to understand opportunities in greater detail. Same study will be available within the next few weeks.
- He highlighted briefly that there are 852 Rigs in the world at this time. A total of 168 rigs require deeper water. The proposed dry dock in Saldanha should not only cater for rigs but also for large tankers, FPSO's etc.
- He requested that the NPA consider making quay 204 available for Ship Repair and semi-submersibles
- Mossgas quay with shallow waters for jack-up rigs Making reference to the IPAP 3 document Mr. Hrabar impressed on the meeting, the importance for Government and industry to work side by side in realising these opportunities.
- Mr. Hrabar highlighted that whilst Saldanha and Cape Town is considered to serve West Africa from a complimentary and symbiotic perspective that SAOGA ultimately looks at opportunities to serve the country. And that there are many.
- Long Term, Nqqura may not be suitable for repair Rigs due to the wind and high swells.
- Following his presentation Mr. Khan questioned as to who is to pay for this investment. Hypothetically, R 6b investment will add 8% to port pricing. Holding cost whether debt or equity of R520m per year impacts on for example citrus growers or maize producers who will ultimately be expected to contribute to private companies profit line. He stressed that it is important to understand the implications and what it is that the industry will be bringing to the table to unlock these opportunities.
- Investing in a quay facility with the NPA insisting (and with good reason) that same has to be a common user facility. Portusers are ultimately

Action 10:

Oil & Gas sector to assist with solutions as to how this should be funded. Financial Model to be presented.

	 paying. Mr. Khan questioned as to how these costs will be offset and that same must be considered carefully. Still enquiring helooked at the current utilisation rate at A Berth and the Repair Pier at the Port Of Cape Town. He hastened that it is important to take a holistic approach. Concept is supported. It was acknowledged that any investment should also be assessed in terms of number of jobs to be created and poverty alleviation amongst others. Mr. Khan questioned as to what CAPEX is expected for 2015? He stated that Preparatory work has to start now as it cannot wait for 2015. Mr. Khan enquired as to what the IDZ would need from the Port. Similarly what it is that they are bringing to the table. Mr. Hrabar implored the meeting to look at the potential of having an onshore services hub. Dealing with Project cargo he moved that Province has an obligation to maintain a super load route for same. He further informed the meeting that there has been a 9month delay on this issue and that Province is currently in discussion with the city. NB to understand the super load route from Bellville to Cape Town and if that is in fact the Super load route Mr. Hrabar briefly reflected on challenges experienced in respect of visa's to Nigeria. DTI is currently looking into the matter. Resolutions in IPAP 3 to be understood. The meeting highlighted that there has to be better alignment and integration between the NPA, IDZ and SAOGA. The meeting agreed that feedback be provided at the next meeting in respect of alignment as well as the Financial Model the Oil & Gas sector will 	Action 10: Alignment between NPA,IDZ and SAOGA
	respect of alignment as well as the Financial Model the Oil & Gas sector will be looking at.	
Follo	wing Mr. Hrabar's presentation and QA session, it was agreed that the meeting will meeting with the standing items.	take a short break and continue as a lunch
8.	DATE AND VENUE FOR NEXT MEETING	
	The next meeting is scheduled to take place 10:00 Tuesday, 7 th of August 2012 at SAMSA Saldanha offices.	
9.	CLOSURE	
	There being no further business the meeting was adjourned.	
	Approved by	
	Chairperson of the PCC	Date

Secretariat of the PCC	Date