

Hamburg Port Training Institute GmbH
Dornier SystemConsult GmbH
Rotterdam Maritime Group

Technical Proposal

FEASIBILITY STUDY OF NEW TERMINAL FACILITIES IN THE GEORGIAN PORTS

OFFER



Project N°:
TNREG9603

April 1997



European Union
Tacis - Traceca

ANNEX C: PRESENTATION OF CONSULTANTS AND STAFF

4. ANNEX C: PRESENTATION OF CONSULTANTS AND STAFF

4.1 QUALIFICATIONS AND EXPERIENCE OF EXPERTS PROPOSED

4.1.1 Introduction of the Individual Experts

Senior Port Development Experts

For the position of Senior Port Development Experts we propose Capt Joern Steusloff and Capt Micheal Bischke.

Capt Steusloff is 52 years old, holds a Certificate of Competency as Master Mariner and a degree in Economy, He is a Port Master Planner of outstanding calibre with more than 30 years of professional experience in the port and shipping industry (thereof nine years in overseas countries).

Capt. Steusloff became acquainted with all aspects related to port and terminal management including port organization, port operations, finance and accounting, personnel development, maintenance and repair, port marketing during several assignments at the largest port operating company in Hamburg. He extended his know-how and experience to all matters pertaining to the handling of all types of dry cargoes.

As Senior Port Master Planner Capt. Steusloff was responsible team leader and project manager for various port development and improvement projects in overseas countries. Later, he became project manager and project coordinator at the home-office for different over-seas technical assistance and study projects. In his capacity as project manager he is handling all phases of the projects which includes the preparation of offers and contract negotiation. He is responsible for the economic success of various long-term technical assistance projects worldwide.

Mr. Bieschke is 40 years old and has a Master degree in Transport Engineering, specialised in cargo handling operations with knowledge of all kinds of handling and transport systems. He is holder of a Master Mariner license for world-wide trade with more than 10 years experience in the merchant marine on general cargo vessels as well as on modern container vessels. He has substantial experience in transport logistics and cargo operations in an international forwarding company. Furthermore, he has practical experience as a Master Surveyor.

As Port Operations Expert he is engaged in various projects, concerning the improvement and optimisation of cargo operations in the ports. Mr. Bieschke gained substantial experience in the organisation, planning and operation of cargo distribution centres with transport links to the rail, road and inland waterway system. Further he was involved in inland and seaport master planning, container terminal planning, elaboration of future operation concepts and training of junior staff.

Port and Shipping Economist

For the position of Port and Shipping Economist we propose **Mr Ralf Behrens**.

Mr Behrens is 37 years old and has a Master of Business Economic Science. During his professional career, Mr. Behrens gained comprehensive experience in transport analysis, market analysis and transport pattern marketing, traffic forecasts and transport infrastructure investment appraisal methods as well as in economic and financial project evaluation. Further, he is well familiar in the creation of homogenous data bases for traffic flow evaluations, forecasts and economic and financial appraisal. Mr. Behrens is used to most of the national European data patterns and the nomenclature of all internationally recognised transport and trade statistics. He was in charge of the creation of a common methodology for forecasts and cost-benefit analyses for all modes of transport and the assessment of intermodal effects. Mr. Behrens developed EDP-supported compilation standards for traffic, trade and transport data from various sources and the respective computation models.

As an Economist, he is engaged in various assignments concerning forecasting, transport cost analysis, combined transport logistics (all modes of transport), transport politics and transport network modelling as well as financial and economic appraisal. Further he is in charge of marketing and promotion on behalf of public and private transport enterprises. Moreover, Mr. Behrens was responsible for the preparation of international workshops and conferences on waterborne transport and multi-modal logistics and gives support to transport policy decision making authorities.

Transport Economist

For the position as Transport Economist we propose **Dr Peter Pautsch**.

Dr Peter Pautsch is 46 years of age, holds a Master degree in Economics and a doctorate in Social Sciences. He is a Transport Economist with special experience in

the analysis of international processes of transport (flows of goods, transport chains, transport modes, conditions of transport etc.) in Europe, Middle East and Eastern Countries, which he has gained in numerous projects on behalf of the public and private sector. He has executed cost-benefit-analyses for different kinds of transshipment centres (transshipment centres in Germany, the Middle East and CIS Countries).

Dr. Pautsch is well experienced in the development of logistic concepts and strategic planning of transport facilities as well as the consulting in the phases of its realisation. His knowledge of the standard tools of economic analyses (economic and financial analysis, analysis of profitability, investment analysis) can be well employed within projects concerning the planning process of private and public investors for logistic networks and facilities.

Transport Economist Simulation

For the position as Transport Economist we propose **Mr Reiner Happel**.

Mr Reiner Happel is 45 years of age, holds a Master degree in Mechanical Engineering as well as a Master degree in Industrial Engineering. He is a specialist in computer simulation. He has about 10 years of professional experience in the development of computer simulation models for logistics networks, multimodal transport chains and cargo handling operations. He has been engaged in numerous strategic planning projects of logistic networks, distribution systems, logistic concepts for multimodal transport chains and planning projects of transshipment plants.

Transport Economist Backstopping

For the position as Transport Economist we propose **Dr Uwe Lorenzen**.

Dr Uwe Lorenzen is 53 years of age, holds a Master degree and a doctorate in Economics. He has 26 years of professional experience in all aspects of transport economics. He gained in-depth knowledge in the fields of micro- and macroeconomics, traffic forecasts, cost-benefit-analysis, market analysis and the elaboration of master plans as consultant for economics in national and international projects.

As transport economist Dr. Lorenzen has been engaged in various transport and port projects in Eastern Countries, where he got familiar with Eastern Europe's and CIS's

economies since the transition from centrally planned economies to market oriented economies due to his assignments and university lectures. His background as university lecturer on one hand and his working experience in numerous international projects on the other hand makes Dr. Lorenzen an outstanding Transport Economist.

Local Economist

For the position as Local Economist we propose **Mr Seit Devdariani**.

Mr Seit Devdariani is 37 years of age, holds a Diploma in Mathematics and a post-graduate degree in Energetic Applied Mathematics. He is a Professor in Financial Management and an expert in computer programming, business planning and portfolio analysis

Cargo Handling Equipment Engineer

For the position as Cargo Handling Equipment Engineer we propose **Mr Georg Illing**.

Mr Georg Illing is 53 years of age, holds a Bachelor and a Master degree Mechanical Engineering. He has more than 25 years of professional experience as mechanical engineer, technical manager, project manager, senior consultant and trainer.

He has a profound knowledge in civil and mechanical engineering of port/cargo handling equipment planning and maintenance as well as the infrastructural design of inland container terminals, related civil works and traffic/access road arrangements. Moreover, he gained expert knowledge in the planning, supervision and execution of terminal extension and rehabilitation projects and he has vast know-how and experience in the technical management of operations' organisation and is well acquainted with procurement procedures and contract administration of international funding agencies.

Procurement Expert

For the position as Procurement Expert we propose **Mr Hans-Otto Bistram**.

Mr Hans-Otto Bistram is 48 years of age and holds a Master degree in Engineering.

He has 20 years of professional experience as technical manager, port consultant, procurement specialist, trainer and expert for tender preparation and evaluation. He is well acquainted with the planning, design and layout of maintenance and repair (M&R) workshops for different port equipment and has profound experience in the procurement of port cranes, forklift trucks, tractors, trailers, spare parts, tools, workshop and EDP installations.

Legal and Privatisation Expert

For the position as Legal and Privatisation Expert we propose **Mr Christiaan Van Krimpen**.

Mr Christiaan Van Krimpen is 58 years of age, holds a Merchant Marine Officer's Certificate and a Master degree Maritime Law. He has over 25 years of hands-on experience in all aspects of port affairs and is specialised in legal matters and Maritime Law. He is being engaged in numerous projects and studies, concerned with policy analysis, port privatisation, management information systems, the development of an international port-communication network and various port sector studies.

Mr. van Krimpen has served some ten years as (Deputy) Managing Director of the Port of Rotterdam and the Aruba Ports Authority and has gained extensive managerial experience in the fields of legal affairs, port automation and the rehabilitation of port facilities. At the request of the Dutch Government he was in charge of privatising the Port of Aruba in setting up a new organisation. As a former member of the Dutch Senate and of the Rotterdam Municipal Council Mr. van Krimpen has a long experience in functioning of and within a governmental framework. Being engaged by the Mayor of Rotterdam as Secretary, especially charged with port affairs and later joining the Port of Rotterdam Mr. van Krimpen is a Port Privatisation and Legal Expert of an outstanding calibre.

Local Legal Expert

For the position as Local Legal Expert we propose **Ms Nino Kadagidze**.

Ms Nino Kadagidze is 38 years of age, holds a degree in law and is a first category lawyer. She specialised in company law and investment taxation.

Environmental Expert

For the position as Environmental Expert we propose **Ms Tatiana Eggert**.

Ms Tatiana Eggert is 41 years of age, holds a Master degree in Marine and Freshwater Biology and Fisheries Research, a Certificate in Ecological Management and is a state certified Research Diver. Her main fields of activity are investigation, analysis and assessment of environmental impacts, marine environmental protection and prevention of pollution.

She has nine years of experience in marine ecology, environmental protection and practical adult training. During several expeditions on research vessels and scientific work at the University of Hamburg she gathered experience on working with international staff as well as training scientists and environmental technicians in biological investigations and environmental analysis. Presently she conceptualises, designs and conducts courses in marine environmental protection, researches in environmental impacts in port and coastal areas, and conducts environmental assessment investigations.

Financial Expert and Privatisation Expert

For the position as Financial Expert and Privatisation Expert we propose **Mr Horst Sauer**.

Mr Horst Sauer is 56 years of age, holds a Master degree in Communications Engineering and Master degree in Industrial Engineering. He is an industrial Engineer and Transport Economist with a great deal of experience in the planning and realisation of international freight transshipment centres (e.g. International Freight and Trade Centre Recife/Brazil, Logistic Centre Moscow, Logistic Centre Tashkent). He is also experienced in negotiating with international forwarders. He has managed some conferences for public and private investors in order to commit them to the before-mentioned centres and he was in charge of the drawing up of the call for tender documents for the construction of the centres in several phases (infrastructure, buildings, storage, transshipment buildings).

Financial Analyst and Accountancy Expert

For the position as Financial Analyst and Accountancy Expert we propose **Mr Rob**

Scheepbouwer

Mr Rob Scheepbouwer is 52 years of age, holds a Degree in Economics and in Business Administration. He is Partner of Reyn, de Blaey Management Consultants and works in the fields of financial analysis and accountancy. He is the founder and director of the advisory group within the Reyn de Blaey Group.

With 25 years of professional experience in financial analysis Mr. Scheepbouwer has a thorough knowledge of financial matters in all fields of the port industry. He has carried out assignments for major port operators in Holland and abroad. Further, he has been in charge of the financial aspects in port sector studies for the World Bank in Poland, Croatia and Hungary as well as a recent management programme for the Port of Rijeka in Croatia for the Dutch Ministry of Economic Affairs.

Local Finance and Banking Expert

For the position as Local Finance and Banking expert we propose **Mr Temur Kouprava**.

Mr Temur Kouprava is 40 years of age, holds a Diploma in Higher Education and a Certificate in General Management. He is Head of the Department of the Economics Programme at the European Business School and is specialised in preparing and analysing business plans.

Human Resources Expert and Project Co-ordinator

For the position as Human Resources Expert and Project Co-ordinator we propose **Ms Helga Wagner**.

Ms Wagner is 31 years of age and holds a Master Degree in Slavistic Languages and National Economics. For several years she has worked in the field of training and adult education in the ports and shipping sector. Her main duties have been the conceptualisation, management and organisation of training courses and manpower development programmes for port, shipping and transport experts from eastern European countries. Additionally, she has been involved in manpower audits and the design of training schemes as well as in organisational development projects. She has worked on location in Russia and in Azerbaijan and has visited in the course of her project duties the Georgian ports several times.

She has just finalised her work in the Tacis project “Port of Baku, Management Assistance and Training”, where she was as the Management Training Advisor responsible for designing and implementing a management training programme, advising on personnel requirements, assisted in the establishment of a human resources development function and elaborated an organisational restructuring plan. In the follow-on project “Port Master Planning” she held the position of Project Co-ordinator. Before that she has been the Project Director in charge of the training component of the Tacis Caspian Shipping Company Development Project.

Through her **Russian language** capabilities as well as through her international and cross-cultural experience, she will be able to design organisational restructuring and staff training schemes in such a way that they are acceptable to the ports and bring the planned results for the organisations.

Local Training Expert

For the position as Local Training Expert we propose **Ms Lela Giorgobiani**.

Ms Lela Giorgobiani is 33 years of age, holds a Diploma in Philosophy and a Certificate on Experimental Training Techniques. She is the Head of the Behaviouristics Programme of the European Business School and is a specialised adult education trainer.

Local Marketing Expert

For the position as Local Marketing Expert we propose **Mr Zurab Liliashvili**.

Mr Zurab Liliashvili is 44 years of age, holds a Diploma in Higher Education and a Certificate in Marketing. He is Head of the Marketing Programme of the European Business School and specialised in marketing and economic development.

Local Business Planner

For the position as Local Business Planner we propose **Dr Nikoloz Markozashvili**.

Dr Nikoloz Markozashvili is 51 years of age, holds a Diploma of Applied Mathema-

tics, a postgraduate degree in Theoretical Cybernetics and a doctorate in Control Theory. He is partner of the Georgian Consulting Group and specialises in business planning, strategic development and organisational changes.

LogFrame Workshop Moderator

For the position as LogFrame Workshop Moderator we propose **Dr Michael Rüdener**

Dr Rüdener is 52 years of age, holds a Master degree in Agricultural Economics and a doctorate in Agricultural Engineering. He has a profound knowledge of: ZOPP/LogFrame, development of planning methodologies, macro- and micro economics, resource and programme management, organisation analysis and development, PCM, appraisal methods including RPA etc., cost-benefit analysis, M & E systems, training and group moderation, inter-cultural management and regional rural development; all with proven experience record.

Civil Engineers

For the position as Civil Engineers we propose **Mr Pieter Bosmann** and **Mr Rene Van Lierop**

Mr Pieter Bosman is 52 years of age, holds a Bachelor degree in Civil Engineering and a Certificate in Asphalt Technology. He is the Manager of the department „International Operations“ with AVECO b.v., which is active in port operations, system development, program management and financial and legal analysis, all with proven project record.

Within a profound professional background in engineering Mr. Bosman has been responsible for the technical realisation in various port related projects and studies, port master plans and terminal development activities. During the last 27 years he has further been active in the fields of engineering economics, feasibility studies, technical assistance and training, planning and estimating and design. All this for projects outside the Netherlands.

Mr. Bosman's management duties comprise special short term assignments and studies, as well as the supervision of industrial development projects and foreign technical assistance.

Mr Rene Van Lierop is 35 years of age and holds a Master degree in Civil Engineering. He works mainly as civil engineer economics on feasibility studies and specialised in port development. He has been working on various master plan studies. Further, he has been involved with studies on infrastructure and urban development.

At the Technical University of Delft, the Netherlands, he graduated as civil engineer specialised on ports and inland waterways. He started his career at the construction company Ballast Nedam as hydraulic engineer, specialised in dredging and coastal engineering. Furthermore, he has experience in the field of project management (scheduling, cost-accounting, risk-management)

Backstopping Support Experts

Additionally to the experts introduced above, there will be home office support for the experts in the field. This support will be given by **Capt. Wolfhard H Arlt** and **Ms Helga Wagner**.

Capt. Wolfhard H Arlt will act as the Project Director and be responsible for the project in the home office. He is the Managing Director of HPTI Hamburg Port Training Institute GmbH and has extensive experience in shipping, transport and port affairs. Next to training and manpower development matters his professional experiences include institutional development in ports, shipping and transport industries, port operations and organisation, transport economics, strategic and port master planning, marketing in the port and shipping fields, corporate planning, general management and logistics. He gained his professional experience in active participation in numerous consulting projects world-wide. In advisory capacities he has worked for and visited several ports in the New Independent States and in eastern European countries in recent times.

Ms Helga Wagner will be responsible for the co-ordination and administration of the project, both in the home office and on location. As stated above, she will also act as Human Resources Expert within this project.

4.1.2 Summary List of Staff

Annex C: Summary List of Staff

Tenderer: HPTI Hamburg Port Training Institute GmbH

Project Ref.: TNREG9603

Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State (and region)	Languages and Degree of Fluency (VG, G, W)
Capt Steusloff, Jörn	Senior Port Master Planner	30	54	German	Master Mariner MSc Economics	Port Master Planning, Project Management	yes	German VG English VG
Capt Bieschke, Michael	Senior Port Master Planner	10	40	German	Master Mariner MSc Transport	Port Master Planning, Port Operations	yes	German VG English VD Spanish G
Dr. Pautsch, Peter	National Economist	16	45	German	M.Sc. National Economics Ph.D, Social Sciences	Economic and financial analysis, Analysis of profitability Investment analysis	yes	German (VG) English (VG) French (W)
Dr. Lorenzen, Uwe	Port and Shipping Economist	53		German	MSc Economics PhD Economics	Transport Economics, Cost/benefit An.	Yes	German VG English VG French W
Bosman, Pieter	Civil Engineer	27	52	Dutch	B.Sc. Civil Engineer	Expert in terminal development activities	yes	German (G) English (VG) French (G) Dutch (VG)
van Lierop, René	Civil Engineer	7	34	Dutch	B.Sc. Civil Engineer	Expert in harbour, infrastructure and urban development	yes	German (G) English (G) French (G) Dutch (VG)

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Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State	Languages and Degree of Fluency (VG, G, W)
Sauer, Horst	Financial and Privatisation Expert	28	55	German	M. Sc. in Communication Technology M. Sc. in Industrial Engineering	Expert in planning and realisation of international freight transshipment centres	yes	German (VG) English (G) French (G)
Scheepbouwer, Rob	Financial Analyst and Accountancy Expert	24	52	Dutch	Degree in Economics and Business Administration	Expert in financial analysis and accountancy in all fields of the port sector	yes	German (G) English (G) French (W) Dutch (VG)
van Krimpen, Christiaan	Legal Expert	35	57	Dutch	LL.M. Degree in Law, specialisation in maritime Law B.Sc. in Economics	Expert in legal matters and Maritime Law, policy analysis, port sector studies	yes	German (G) English (VG) French (G) Spanish (G) Dutch (VG)

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Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State	Languages and Degree of Fluency (VG, G, W)
Eggert, Tatiana	Environmental Expert	9	41	German	M.Sc. Marine Biology Dipl. Ecologist Research Diver Studies on Ecological Management	Investigation, analysis and assessment of environmental impacts Marine environmental protection and prevention of pollution Design and execution of training programmes in ecology and environmental protection	yes	German (VG) English (VG) French (G) Spanish (G)
Happel, Reiner	Computer Simulation Expert	10	44	German	M.Sc. in Mechanical Engineering M.Sc. in Industrial Engineering	Development of computer simulation models for logistic networks, multimodal transport chains and cargo handling operations	yes	German (VG) English (G) French (W)

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Project Ref.: TNREG9603

Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State	Languages and Degree of Fluency (VG, G, W)
Wagner, Helga	Manpower Development Expert	9	31	German	M.A. in Slavistics and National Economy Certificate in Marketing Management Certificate in Communications Training Studies on Ecological Management	Training of Management personnel in the fields of port, transport and shipping Management and execution of training courses Communications Trainer	yes	German (VG) English (VG) French (G) Russian (VG) Polish (G)
Illing, Hans-Georg	Equipment Engineering Expert	28	52	German	M.Sc. in Mechanical Engineering	Planning, design and layout of container terminal facilities	yes	German (VG) English (VG) Spanish (G) Portuguese(G)
Bistram, Hans-Otto	Procurement Expert	30	48	German	M.Sc. in Engineering and Social Economics	Expert in procurement of port installations	yes	German (VG) English (G)

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Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State	Languages and Degree of Fluency (VG, G, W)
Art, Wolfhard	Project Director and Backstopper	32	49	German	Master Mariner B.Sc. in Shipping Postgraduate Degree in Management M.Sc. in Transport	Conceptualisation of training courses and design of curricula Training of Management personnel Institutional Development in port, transport and shipping industries Human resources planning	yes	German (VG) English (VG) Spanish (W)
Giorgobiani, Lela	Local Training Expert	10	33	Georgian	Degree in Philosophy and Psychology Certificate in Training of Trainers	Conceptualisation and realisation of training courses in communications, teambuilding, decision making	yes	German (VG) Russian (VG) Georgian (VG)

Annex C: Summary List of Staff

Tenderer: HPTI Hamburg Port Training Institute GmbH

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Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State	Languages and Degree of Fluency (VG, G, W)
Devdariani, Seit	Local Finance Expert	14	36	Georgian	Degree in Applied Mathematics and Cybernetics Certificate in Financial Management Certificate in Techniques for Financial Management	Professor in Financial Management Development of Software supporting the Education Process	yes	English (VG) Russian (VG9) Georgian (VG)
Liluashvili, Zurab	Local Marketing Expert	22	44	Georgian	Diploma in Trade Economics Certificates in Training Courses on Marketing	Elaboration and Realisation of Marketing Programmes	yes	English (VG) Russian (VG) Georgian (VG)
Kouprava, Temur	Local Banking Expert	28	39	Georgian	Degree in Applied Mathematics and Cybernetics Certificate in Financial Management	Development of Economic Programmes	yes	English (VG) Russian (VG) Georgian (VG)

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Annex C: Summary List of Staff

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Project Ref.: TNREG9603

Name of Expert	Present Position	Years of Experience	Age	Nationality	Educational Background	Specialist Areas of Knowledge	Experience in the Beneficiary State	Languages and Degree of Fluency (VG, G, W)
Kadagidze, Nino	Local Legal Expert	4	27	Georgian	Degree in Law	Consultant in Law	yes	English (VG) Russian (VG) Georgian (VG)
Markozashvili, Nikoloz	Local Business Planner	24	50	Georgian	Degree in Applied Mathematics and Cybernetics Postgraduate in Theoretical Cybernetics Dissertation in Optimal Control Theory	Research and Development of Organisational Structure Plans Auditing Conceptualisation and Design of Management Training Programmes	yes	English (VG) French (?) Russian (VG) Georgian (VG)

4.1.3 Summary of Input of Staff

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4.1.3 Annex C: Summary of Input of Staff

Tenderer: HPTI Hamburg Port Training Institute GmbH

Project Ref.: TNREG 9603

Expatriate Experts

Name of Expert	Position in project	Category	Input in Man-Days in EU	Input in Man-Days in Partner State(s)
Jörn Steusloff	Port Development Planner 1 & Team Leader	Cat. II	25	196
Michael Bieschke	Port Development Planner 2	Cat. II	5	168
Ralf Behrens	Port & Shipping Economist	Cat. III	15	77
Dr. Peter R. Pautsch Reiner Happel Dr. Uwe Lorenzen	Transport Economist	Cat. III	25	77
Hans-Georg Illing	Cargo Handling Equipment Engineer	Cat. III	45	42
Hans-Otto Bistram	Procurement Expert	Cat. III	25	0
Tatiana Eggert	Environmental Expert	Cat. III	35	35
Rob Scheepbouwer Horst Sauer	Financial Analyst	Cat. III	0	98
Rob Scheepbouwer	Finance & Accounting Expert	Cat. III	0	70
Christiaan van Krimpen Horst Sauer	Privatisation Expert	Cat. III	20	42
Christiaan van Krimpen	Legal Expert	Cat. III	0	56
Helga Wagner	Human Resources Expert	Cat. III	0	42
Dr. Michael Rüdener	LogFrame Moderator	Cat. I	0	21
René A. van Lierop	Civil Engineer 1	Cat. III	85	140
Pieter H.J. Bosmann	Civil Engineer 2	Cat. III	90	21
Helga Wagner	Study Tour Expert	Cat. III	55	0
Wolfhard Arit, Helga Wagner	Team Management, Back-stopping and Reporting	Cat. III	65	140
TOTAL			490	1225

Annex C: Summary of Input of Staff**Tenderer: HPTI Hamburg Port Training Institute GmbH****Project Ref.: TNREG 9603**

Local Experts

Name of Expert	Position in project	Category	Input in Man-Days in EU	Input in Man-Days in Partner State(s)
Seit Devdariani	Local Economist	Local Expert	0	140
Temur Kouprava	Local Finance Expert	Local Expert	0	196
Zurab Liluashvili	Local Marketing Expert	Local Expert	0	70
Temur Kouprava	Local Banking Expert	Local Expert	0	84
Nino Kadagidze	Local Legal Expert	Local Expert	0	182
Nikoloz Markozashvili	Local Business Planning Expert	Local Expert		
			0	70
Lela Giorgobiani	Local Training Expert	Local Expert	0	98
TOTAL			0	840

4.2 QUALIFICATIONS AND EXPERIENCE OF CONSULTANTS

4.2.1 Introduction of Consultants

4.2.1.1 Proposed Association Arrangements

For the execution of this project, **HPTI Hamburg Port Training Institute GmbH (HPTI)** of Hamburg, Germany, **Dornier SystemConsult GmbH (DSC)** of Friedrichshafen, Germany, and **Rotterdam Maritime Group (RMG)** of Rotterdam, the Netherlands, have formed an association under the responsible leadership of HPTI Hamburg Port Training Institute GmbH. Additionally, the Georgian consulting firm **International Business Planning and Development Institute** of Tbilisi has been won to cooperate with the association and assist with their specific local experience and knowledge.

This association covers all professional aspects, particularly economic and transport-economic investigations and forecasting, strategic and port master planning, port marketing, commercialisation and privatisation, financial management, cost accounting, investment evaluation, port operations and cargo handling, port civil engineering and rehabilitation, cargo handling equipment engineering, human resources management, manpower development study, organisational development investigations, and advise on legal aspects.

The overriding principles in composing this consortium have been, on one hand,

- to obtain a wide spread of relevant international professional experience and qualifications

but on the other hand

- to avoid duplication of expertise and a too great an overlap of specialisation.

Therefore, the partners will concentrate on the following areas:

HPTI Hamburg Port Training Institute GmbH

will execute responsibly all tasks concerned with port planning, transport economics, cargo handling equipment engineering, human resources development, environmental protection and port management and organisational development. Also, HPTI will be responsible for backstopping as well as for the management and administration of the project

Dornier SystemConsult GmbH

will execute responsibly tasks concerned with national economics, privati-

sation and business development, financial investigations and computer simulation of

The Rotterdam Maritime Group

will concern itself with legal aspects, civil engineering, accountancy investigations and privatisation

This association, through its internal composition, is trusted to be very well suited for the execution of this Project. All partners can provide specific and extensive expertise in their individual operational areas and thus complement each other ideally. Moreover, there is a certain overlap of competence, which will ensure that the project is executed smoothly and without any delays.

Together, HPTI Hamburg Port Training Institute GmbH, Dornier SystemConsult GmbH and the Rotterdam Maritime Group have wide experience in project execution in Eastern Europe, in Georgia and in the remainder of the Traceca area. They have detailed experience with similar projects involving ports, road and rail transportation systems and the organisational, personnel and financial requirements of ports reacting to new developments and transport demands in a competitive commercial environment, undergoing the transition from the centrally-planned economy to a market-economic system. In addition, they are in a position to provide expert knowledge regarding rehabilitation projects, port construction, studies on organisational development, port commercialisation, development of financial management systems, improvement of port operations, legal aspects of port development, and financial effects of reorganisation and rehabilitation activities.

Through its contracts in various regions in Europe and its membership in reputable international and commercially successful ports, the association can fall back on a number of highly-qualified and experienced experts. Throughout the proposed contract execution in Georgia the association will provide the required experts on site and in the home offices, who will be supported by backstopping experts and a home-office supporting team.

CURRICULUM VITAEProposed position in the programme: **Port Development Expert Poti**

1. Family name: STEUSLOFF
2. First name: Jörn
3. Date of birth: 24.06.1943
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	Nautical Academy, Elsfleth, Germany
Date: from to	October 1969 September 1969
Degree or Diploma obtained:	Degree as first mate for ocean going vessels

Institution	Nautical Academy, Elsfleth, Germany
Date: from to	October 1971 September 1972
Degree or Diploma obtained:	Degree as Captain - Masters license for ocean going vessels, Degree as training officer

Institution	Academy of Economics, Pforzheim, Germany
Date: from to	April 1973 August 1975
Degree or Diploma obtained:	Diplom Wirtschafts-Ingenieur Degree in Economics

Institution	HHLA Management Training Centre
Date: from to	January 1977 December 1977
Degree or Diploma obtained:	Attending Company Training Courses in Port Management

7. Language skills:
(1 = excellent - 5= very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1

8. Membership of professional bodies: -

9. Other skills:

Computer literacy: Word, Excell

10. Present position: Project Manager

11. Years within the firm: 19

12. Key qualifications:

Capt. Steusloff is a Port Master Planner of outstanding calibre with more than 30 years of professional experience in the port and shipping industry (thereof nine years in overseas countries).

Starting his career as ship officer and master mariner, he gained experience in cargo handling and shipping line management including freight bookings, voyage calculating, finance and accounting, insurance, brokerage, ship agency controlling, port stevedoring operation. During the course of his assignments in HHLA Capt. Steusloff became acquainted with all aspects related to port and terminal management including port organization, port operations, finance and accounting, personnel development, maintenance and repair, port marketing. He extended his know-how and experience to all matters pertaining to the handling of all types of dry cargoes.

As Senior Port Master Planner Capt. Steusloff was responsible team leader and project manager for various port development and improvement projects in overseas countries. Later, he became project manager and project coordinator at HPC's home-office for different over-seas technical assistance and study projects. In his capacity as project manager he is handling all phases of the projects which includes the preparation of offers and contract negotiation. He is responsible for the economic success of various long-term technical assistance projects worldwide.

Capt. Steusloff has a proven high standard of professional competence.

Geographically, he has worked in:

Georgia, Russia, Azerbaijan, Armenia, Kasakhstan, Uzbekistan, Turkmenistan, Tadjikistan, Kirgistan, Bulgaria, Romania, Nigeria, Saudi Arabia, Turkey, United Arab Emirates, The People's Republic of China, Caucasus and Central Asia

13. Specific Eastern Countries experience:

Country	Date: from - to
Romania	June 1995 - ongoing
Bulgaria	August 1996 - March 1997
Russia	August 1994 - December 1996
Georgia	1992, 1993 and 1994 (short term assignments)
Azerbaijan	1992, 1993 and 1994 (short term assignments)
Armenia	1992, 1993 and 1994 (short term assignments)
Kasakhstan	1992, 1993 and 1994 (short term assignments)
Uzbekistan	1992, 1993 and 1994 (short term assignments)
Turkmenistan	1992, 1993 and 1994 (short term assignments)
Tadjikistan	1992, 1993 and 1994 (short term assignments)
Kirgistan	1992, 1993 and 1994 (short term assignments)

14. Professional Experience Record:

Date: from to	since 1983 ongoing
Location	Hamburg, Germany
Company	HPC Hamburg Port Consulting Company GmbH
Position	Project Manager
Description	Assignments as project manager and project coordinator in various projects and tasks, overall responsibility for the economic and operational performance of overseas technical assistance and study projects, including the following previous and current major projects:

Date: from to	since 1983 ongoing
Location	Hamburg Germany and Saudi Arabia
Client	Gesellschaft für Technische Zusammenarbeit (GTZ)
Position	Project Manager
Description	<p>Technical assistance project comprising the provision of technical assistance through the delegation of experts in the fields of:</p> <ul style="list-style-type: none"> - Data communications - Port operations - Maintenance and repair of port equipment - Maintenance and repair of marine equipment - Port and transport economy - Anti-pollution and safety - Electronic data development

Date: from to	August 1996 March 1997
Location	Hamburg, Germany and Romania
Client	Private clients
Position	Mission Leader
Description	Project Identification mission to the port of Constantza

Date: from to	August 1994 December 1996
Location	Hamburg, Germany and St. Petersburg, the Russian Federation
Client	EU-Tacis: St. Petersburg Harbour Second year Assistance Project
Position	Project Manager
Description	<p>Technical assistance and training project comprising the aspects of:</p> <ul style="list-style-type: none"> - Modernization of container operations - Trade facilitation - Development of maritime activities - Electronic data processing - Maintenance and repair of port handling equipment - Workshop and stores management and organization

Date: from to	February 1987 August 1996
Location	Hamburg, Germany and the People's Republic of China
Client	HPC Hamburg Port Consulting GmbH
Position	Project Manager
Description	<p>Technical assistance and training project comprising the provision of technical and assistance and training in a major PRC port through the delegation of experts to China and training measures in Hamburg in the fields of:</p> <ul style="list-style-type: none"> - Port management and organization - Container and cargo operations - Dangerous goods handling - Electronic data processing and communications - Maintenance and repair of port handling and marine equipment - Maintenance and repair of port infrastructure - Marketing and public relations - Standardization and simplification of cargo documentation required by the ports - Establishment of a free port - Anti-pollution and safety - Finance and accounting - Personnel and career development

Date: from to	February 1994 October 1994
Location	Hamburg, Germany and Georgia
Company	HPC Hamburg Port Consulting GmbH
Position	Project Manager
Description	Establishment of bilateral agreements in the transport sector and the establishment of a Georgian branch of the ports of Poti and Batumi and the Georgian shipping line in Europe

Date: from to	March 1992 June 1993
Location	Hamburg, Germany and Caucasus and Central Asia
Client	Various clients
Position	Project Manager
Description	Various assignments including regional travels participating in project identification missions and for the preparation of the Traceca Conference and the establishment of Terms of Reference for various port and transport projects, partly under the Tacis program

Date: from to	April 1988 December 1991
Location	Hamburg, Germany and the United Arab States
Client	Port Authority
Position	Port Consultant
Description	<p>Technical assistance, management and training project comprising the provision of technical and management assistance in a major port of the United Arab Emirates through the delegation of experts in the fields of:</p> <ul style="list-style-type: none"> - Marketing and public relations - Port management, organization and operations - Electronic data processing and communications - Maintenance and repair of port handling and marine equipment - Maintenance and repair of port infrastructure - Standardization and simplification of cargo documentation required by the ports - Establishment of a free trade and warehouse zone

Date: from to	April 1987 September 1988
Location	Hamburg, Germany and Turkey
Client	Various Turkish Port Authorities
Position	Project Manager
Description	<p>Technical assistance project and training project comprising the provision of technical assistance (adaption to containerization in four pilot ports) through the delegation of experts in the fields of:</p> <ul style="list-style-type: none"> - Operations system development - Standardization and simplification of cargo documentation required by the ports - Data communications - Maintenance and repair of port equipment - Container terminal, ship, yard, warehouse and CFS planning and operations - Establishment of new tariffs - Ship and stowage planning - Liaison with shipping agents, customs, importers, exporters, forwarders implementing new concepts for the containerization of the ports

Date: from to	April 1979 August 1983
Location	Riyadh, Saudi Arabia
Client	Various major and industrial ports
Position	Senior Port Operations Expert; Project Manager
Description	<p>Assignments in various projects and tasks, overall responsibility for the operations in 7 major commercial and industrial ports which included the aspects of:</p> <ul style="list-style-type: none"> - Work planing and performance control of a multi-disciplinary team of experts - Development of standardized operations concepts - Development of standardized port organization concepts - Development of standardized port management systems - Development of standardized port tariffs - Development of standardized stevedoring contracts - Development of Rules and Regulations

- Development of standardized tender documents for service contracts (stevedoring, maintenance and cleaning, maintenance and repair, container terminal operations, marine operations)
- Development of standardized tender documents for procurement contracts (cargo handling and marine equipment)
- Tender evaluations and contract negotiations
- Port operations performance control including the preparation and enforcement of a unified reporting system
- Planning of expenditure and revenue budgets
- Development of a training system for national pilots
- Development of a Saudization and training program
- Development of anti-pollution, port and work safety programs
- Establishment of traffic forecasts and port capacity requirement calculations
- Development of a harmonized aids to navigation systems
- Development of port infrastructure requirements concepts (warehouses, container freight stations, cold stowage facilities incl. equipment, operations, regulations, tariffs)
- Preparation of national and international conferences and seminars including their documentation
- Participation in overseas visiting programs on ministerial level
- Attending to freight conference and freight tariff matters
- Preparation of international bilateral agreements related to maritime affairs
- Training of national personnel
- Liaison of strategic matters with other ministries
- Attending to marketing and public relations including international fairs, exhibitions, conferences, preparation of annual reports, brochures etc.
- Standardization and simplification of cargo documentation required by the ports

Date: from to	January 1978 March 1979
Location	Lagos and Calabrar, Nigeria
Client	HPC Hamburg Port Consulting GmbH
Position	Port Operations Expert, Assistant Port Manager, Training Officer
Description	<p>Lagos: Responsible for the Tin Can Island's terminal operations, which included the aspects of:</p> <ul style="list-style-type: none"> - Planning and performance of port cargo operations - Allocation of work force and equipment - Work coordination with shipping agents and stevedores - Yard and warehouse operations - Cargo receipt and delivery operations - Ship operation - Operations and performance control - Production of cargo documentation - Ensuring of safety requirements - Coordination of work with technical and marine department <p>Calabar: Responsible for the port's management and operations which included the aspects of:</p> <ul style="list-style-type: none"> - Assisting port manager in a counterpart system in his day to day and planning work - Planning and performance of port cargo operations - Allocation of workforce and equipment to work schedule - Work coordination with shipping agents and stevedores - Yard and warehouse operations - Cargo receipt and delivery operations - Ship operation - Operations and performance control - Production of cargo documentation - Ensurance of safety requirements - Coordination of work with technical and marine department - Training of port staff

Date: from to	September 1975 December 1976
Location	Bremen, Germany
Company	DDG Hansa
Position	Assistant Department Manager
Description	<p>Responsible for the department's economic success, which included the aspects of:</p> <ul style="list-style-type: none"> - Staff organization - Port performance and cost control (stevedoring, agencies) - Finance and accounting and financial planning - Personnel development - Ship routing and voyage planning - Ship inspection and maintenance - Ship safety - Ship provisions - Freight booking - Ship & cargo insurance - Chartering/brokerage - Ship financing - Freight conference and tariff matters - Tonnage capacity requirement planning - Marketing and public relations - Ship and cargo documentation

Date: from to	October 1972 March 1973
Location	Bremen, Germany
Company	DDG Hansa
Position	Training Officer
Description	Training of merchant naval cadets

Date: from to	October 1969 September 1971
Location	Bremen, Germany
Company	DDG Hansa
Position	Officer and Master on liner vessels
Description	Responsible for all matters related to ship and cargo operations

15. Others: -

16. Commitment Declaration:

I, the undersigned Jörn Steusloff herewith declare to accept the work proposed in this technical proposal if HPTI is awarded the contract.

.....
Signature 

.....
Date 16.4.97

CURRICULUM VITAEProposed position in the programme: **Port Development Expert Batumi**

1. Family name: BIESCHKE
2. First name: Michael
3. Date of birth: 21.05.1957
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	Nautical College Elsfleth, Germany
Date: from to	March 1977 January 1980
Degree or Diploma obtained:	Master Mariner certificate for World-wide Trade

Institution	University of Bremerhaven, Germany
Date: from to	September 1981 October 1985
Degree or Diploma obtained:	Transport Engineer

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
Spanish	2	2	3

8. Membership of professional bodies:
 - Member of the German Association for Port & Harbour Construction, Hamburg
 - Member of the Association of Transport Engineers, Bremerhaven

9. Other skills:

Very good knowledge of current EDP user system, particularly in word processing, spread sheet calculation and graphical presentation, project managing tools

10. Present position: Senior Expert Port Operations and Planning

11. Years within the firm: 8

12. Key qualifications:

Mr. Bieschke is a Transport Engineer, specialised in cargo handling operations with knowledge of all kinds of handling and transport systems. He is also holder of a Master Mariner license for world-wide trade with more than 10 years experience in the merchant marine on general cargo vessels as well as on modern container vessels. He has substantial experience in transport logistics and cargo operations in an international forwarding company. Furthermore he has practical experience as Master Surveyor.

As Port Operations Expert with HPC Hamburg Port Consulting GmbH he is engaged in various projects, concerning the improvement and optimisation of cargo operations in the ports. Mr. Bieschke gained substantial experience in the organisation, planning and operation of cargo distribution centres with transport links to the rail, road and inland waterway system. Further he was involved in inland and seaport master planning, container terminal planning, elaboration of future operation concepts and training of junior staff.

Partially operation: manager in the ship planning department of the HHLA Hamburg Port and Warehouse Corporation.

Geographically, he has worked in:
Azerbaijan, Russia, Ukraine, Croatia, Czech Republic, Lithuania, Argentina, India and Finland

13. Specific Eastern Countries experience:

Country	Date: from - to
Russia	October - December 1996 November - December 1995 July - August 1994
Croatia	February 1996
Azerbaijan	January 1996 September 1995
Lithuania	December 1994 September - October 1993
Czech Republic	March 1994

14. Professional Experience Record:

Date: from to	since 1989 ongoing
Location	Hamburg, Germany
Company	HPC Hamburg Port Consulting GmbH
Position	Senior Expert Port Operations and Planning
Description	<ul style="list-style-type: none"> - Elaboration of various masterplans and studies - Weak-point analysis - Design of inland waterway ports - Elaboration of layout and organisation concepts for cargo distribution <p><i>Special Assignment:</i> Partially operation: ship operation manager for the container ship planning department of HHLA Hamburg port and Warehouse Corporation at the Container Terminal Burchardkai, Hamburg (over 1.2 mill. TEU handled p.a.)</p>

Date: from to	October 1996 December 1996
Location	Black Sea Coast Russia
Client	EU-Tacis Project
Position	Transport Economist
Description	<ul style="list-style-type: none"> - Description of port facilities in 5 secondary ports - Traffic forecasts for these ports - Elaboration of TOR's for improvement of port facilities

Date: from to	July 1996 September 1996
Location	Rio Grande, Brasilia
Client	Andrade Gutierrez S.A.
Position	Port Master Planner
Description	<ul style="list-style-type: none"> - Analysis of present port facilities - Calculation of future berth and storage capacity - Elaboration of operational and organisational concept - Proposals for improved hinterland connection - Proposals for navigational aids on port approach

Date: from to	November 1995 December 1995
Location	Nakhoda, Russia
Client	Sellhorn Ingenieur Gesellschaft
Position	Port Master Planner
Description	<ul style="list-style-type: none"> - Status quo analysis - Calculation of present and future port capacity - Specification of required handling facilities - Specification of handling equipment - Proposals for improved operation concept

Date: from to	February 1996 February 1996
Location	Zagreb, Rijeka and Sibenik, Croatia
Company	HPC Hamburg Port Consulting GmbH
Position	Port Master Planner
Description	Fact finding mission for the preparation of Free Zone Development Planning

Date: from to	September 1995 January 1996
Location	Hamburg, Germany and Baku, Azerbaijan
Client	EU-Tacis Project; Baku International Commercial Sea Port
Position	Operations Expert
Description	<p>Within the project responsible for:</p> <ul style="list-style-type: none"> - Operational strategies and policies - Traffic projections - Port master planning - Manpower requirements - Cost estimations

Date: from to	February 1995 October 1995
Location	Buenos Aires, Argentina
Client	Román Ingeniería S.A.
Position	Project Coordinator
Description	<ul style="list-style-type: none"> - Coordination of all project related activities - Supervision of assembling of quayside gantry cranes and rubber-tired yard gantries, including technical testing - Implementation of a technical department and organisation of maintenance and repair sub-department - Definition of technical and operational requirements for container handling equipment - Design and supervision of construction of yard chassis - Supervision of cost control of civil works - Preparation of purchase orders under technical aspects

Date: from to	July 1994 August 1994
Location	St. Petersburg, Russia
Client	EU-Tacis Project
Position	Port Operations Expert
Description	<ul style="list-style-type: none"> - Analysis of actual cargo handling capacity - Proposals for improvements of area utilisation - Proposals for introduction of indirect handling - Calculation of required berth and storage capacity

Date: from to	March 1994 March 1994
Location	Prague, the Czech Republic
Client	Ministry of Transport
Position	Senior Expert for Cargo Handling
Description	<ul style="list-style-type: none"> - Layout concept for cargo handling - Alternative proposals for area utilisation - Proposals for operational concept - Proposals for selected equipment

Date: from to	September 1993 October 1993
Location	Lithuania
Client	Ministry of Transport Lithuania
Position	Senior Expert for Cargo Handling and Intermodal Transport
Description	<ul style="list-style-type: none"> - Elaboration of an organisation concept for a cargo distribution centre - Elaboration of an operational concept - Design of the layout

Date: from to	August 1991 June 1992
Location	Lübeck, Germany
Client	Hanseatic City of Lübeck
Position	Transport Economist
Description	<ul style="list-style-type: none"> - Analysis of present port utilisation - Description of potential extension area - Future layout for ferry and bulk handling terminals - Forecast of future shipping in the region - Proposals for improvement of navigational aids

Date: from to	March 1989 December 1990
Location	Hamburg, Germany
Company	HHLA Hamburger Hafen und Lagerhaus AG
Position	Senior Expert
Description	<ul style="list-style-type: none"> - Development of an automated container terminal system - Development of concepts for future Ro-Ro activities - Implementation of management software tools

Date: from to	July 1988 February 1989
Location	Hamburg, Germany
Company	Capt. Klaus Förster Independent Marine Surveyors
Position	Surveyor in Maritime and Transport Affairs
Description	<p>Surveyor in maritime and transportation affairs, specialised in:</p> <ul style="list-style-type: none"> - Survey of cargo damages - Supervising during cargo handling in ports and warehouses - Advising customers in cargo handling and securing, container packing

Date: from to	January 1987 June 1988
Location	Wuppertal, Germany
Company	Wohlfahrt Spedition GmbH & Co.
Position	Department Manager Cargo Handling and Warehouses
Description	<p>Trainee and department manager for cargo operations with a wide range of activities at the international forwarding company, responsible for:</p> <ul style="list-style-type: none"> - Disposition of companies' own and chartered trucks for long-distance haulage - Freight dispatch - Dispatch of combined traffic units - Logistics for Just-in-Time services for the material transport to the main automobile producers in Germany and Belgium - Cargo operations at the companies' inland depot for long-distance haulage - Deputy head of service department

Date: from to	November 1985 October 1986
Location	Deployment on ocean-going vessels
Company	Reederei Hausschildt KG
Position	Navigation Officer
Description	In charge of all nautical and technical aspects

Date: from to	February 1980 August 1981
Location	Deployment on ocean-going vessels
Company	Hamburg-Südamerikanische Dampfschiffahrtsgesellschaft Eggert & Amsinck
Position	Navigation Officer
Description	In charge of all nautical and technical aspects

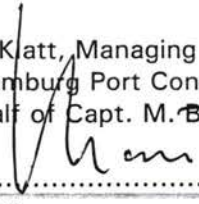
15. Others:

- Partially training of port managers with HPTI Hamburg Port Training Institute GmbH
- Participant as guest speaker at various events

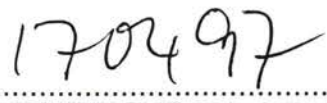
16. Commitment Declaration:

I, the undersigned Michael Bieschke, herewith declare to accept the work proposed in this technical proposal if HPTI is awarded the contract.

Gunter Klatt, Managing Director
HPC Hamburg Port Consulting GmbH,
on behalf of Capt. M. Bieschke



.....
Signature



.....
Date

CURRICULUM VITAE

Proposed position in the programme: **Port and Shipping Economist**

1. Family name: BEHRENS
2. First name: Ralf
3. Date of birth: 30.10.1960
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	University of Hamburg, Germany
Date: from to	October 1983 March 1988
Degree or Diploma obtained:	Diplom Volkswirt Master of Economic Science

7. Language skills:
(1 = excellent - 5 =very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
Portuguese	3	5	5

8. Membership of professional bodies:
 - Member of the German Association of Transport Science (DVWG)
 - Member of the Association for the Development of the River Elbe

9. Other skills:

Excellent knowledge of various computer systems and computer networks.
Perfectly familiar with user software in the field of word processing; Advisor in spread sheet calculations and statistical data bank management.

10. Present position: Project Director

11. Years within the firm: 3,5

12. Key qualifications:

During his professional career, Mr. Behrens gained comprehensive experience in transport analysis, market analysis and transport pattern marketing, traffic forecasts and transport infrastructure investment appraisal methods as well as in economic and financial project evaluation. Further, he is well familiar in the creation of homogenous data bases for traffic flow evaluations, forecasts and economic and financial appraisal. Mr. Behrens is used to most of the national European data patterns and the nomenclature of all internationally recognised transport and trade statistics. He was in charge of the creation of a common methodology for forecasts and cost-benefit analyses for all modes of transport and the assessment of intermodal effects. Mr. Behrens developed EDP-supported compilation standards for traffic, trade and transport data from various sources and the respective computation models.

As an Economist, he is engaged in various assignments concerning forecasting, transport cost analysis, combined transport logistics (all modes of transport), transport politics and transport network modelling as well as financial and economic appraisal. Further he is in charge of marketing and promotion on behalf of public and private transport enterprises. Moreover, Mr. Behrens was responsible for the preparation of international workshops and conferences on waterborne transport and multi-modal logistics and gives support to transport policy decision making authorities.

Geographically, he has worked in:

Russia, Kazakhstan, Albania, Bulgaria, Croatia, Czech Republic, Germany, India, Mozambique, Netherlands, Romania, Slovak Republic, Spain, Sultanate of Oman, and Turkey

13. Specific Eastern Countries experience:

Country	Date: from - to
Albania	September 1996
Bulgaria	April 1996
Croatia	February 1996
Czech Republic	various times in 1995 and 1994
Russia, St. Petersburg	November 1994 + July 1995
Russia; Port of Novorossiysk	November 1994
Romania; Constanza	September 1994
Russia; Moscow	September 1994
Slovak Republic	May 1994
Kazakhstan	April 1994

14. Professional Experience Record:

Date: from to	since 1994 ongoing
Location	Hamburg, Germany
Company	HPC Hamburg Port Consulting GmbH
Position	Project Director; Transport Economist
Description	Engagement in various assignments concerning forecasting, transport cost analysis, combined traffic logistics, transport politics and transport network modelling

Date: from to	since 1997 ongoing
Location	Hamburg, Germany and New Delhi, Mumbai, India
Client	EU/DG 1B, financed by IFC
Position	Project Director
Description	Preparation of the EU/MARTRANS workshops. Up-date of existing reports/analyses and consultations with the Government of India and the European Delegation

Date: from to	November 1996 February 1997
Location	Frankfurt, Germany
Client	City of Frankfurt/Main
Position	Transport Economist
Description	Preparation of forecasts, economic appraisal and optimising of recommendations for the development/re-structuring of the commercial ports of Frankfurt/Main

Date: from to	October 1996 February 1997
Location	Hamburg, Germany and Maputo, Mozambique
Client	Mozambiques Ports and Railways, funded by KfW
Position	Transport Economist, Project Director
Description	Continuation: Organisation and Management Action Plan for the Port of Quelimane: Preparation of traffic analysis, scenario forecasts and economic evaluations. Reporting. Execution of the first workshop on re-organisation of the above port.

Date: from to	September 1996 October 1996
Location	Durres and Tirana, Albania
Client	Ministry of Industry, Transport and Trade, Albania, funded by IDA
Position	Workshop Moderator and Economist
Description	Privatisation of Operations in the Port of Durres: Execution of the first workshop on port operations privatisation, preparation of reports

Date: from to	July 1996 September 1996
Location	Maputo and Quelimane, Mozambique
Client	Mozambique Ports and Railways, funded by KfW
Position	Transport Economist
Description	Organisation and Management Action Plan for the Port of Quelimane: Preparation of traffic analysis, scenario forecasts and economic evaluations

Date: from to	May 1996 July 1996
Location	Hamburg, Germany
Client	Ministry of Science and Technology
Position	Project Director
Description	Project management support to and participation in the „EUROSCOPE/FOCUS“ project on telematics application in transport logistics (project under the 4th framework programme of the European Commission) and a trucking system and data communication and information exchange project for regional cargo transport haulage companies

Date: from to	April 1994 April 1996
Location	1 Kazakhstan, Almaty and Aktau (04/1994) 2 Slovak Republic, Bratislava (05/1994) 3 Russia, St. Petersburg and Novorossiysk (11/1994) 4 Czech Republic, Prague and other locations (02/1995+05/1995) 5 Bulgaria, Sofia and Lom (04/1996)
Company	HPC Hamburg Port Consulting GmbH
Position	Mission Leader
Description	Several fact finding, weak point analysis and project preparation missions to the above countries and locations. Negotiations with ministries and authorities concerned (missions 1 - 5). Contracting of local partners (missions 1,3,5).

Date: from to	February 1996 March 1996
Location	Zagreb, Rijeka and Sibenik, Croatia
Client	Ministry of the Economy, Croatia
Position	Project Director
Description	Investigation of economic potentials and administrative and policy constraints linked to the implementation and re-organisations of free-zones in Croatia

Date: from to	September 1995 January 1996
Location	New Delhi, Bombay, Ahmedabad and Kandla India
Client	EU/DG I B
Position	Economist, Workshop Organiser
Description	Preparation of a comprehensive sector study on the Indian economic development and the EU -India maritime trade and the maritime transport. Preparation and execution of the second EU-India Maritime Workshop. Editing of the workshop proceedings

Date: from to	July 1995 September 1995
Location	Hamburg, Germany
Client	HHLA Hamburger Hafen- und Lagerhaus- Aktiengesellschaft
Position	Project Director
Description	Elaboration of market analysis, development of marketing strategies and recommendations for restructuring of the forest product business activities of a private port operator

Date: from to	July 1995 July 1995
Location	Hamburg, Germany
Client	Ministry of Transport, Germany
Position	Project Director
Description	Market analysis for traffic between Finland and Central and Western Europe

Date: from to	May 1995 June 1995
Location	St. Petersburg, Russia
Client	Private clients
Position	Economist
Description	Preparation of economic analysis including financial appraisal for a container terminal joint-venture project

Date: from to	January 1995 May 1995
Location	Hamburg, Germany and Barcelona, Spain
Client	EU/DG VII
Position	Project Director
Description	Preparation of the Regional Conference in Maritime Transport in the Mediterranean, i.e, inter alia, drafting of the conference documents, delivering of key-notes to the panel and to the working groups during the conference

Date: from to	October 1994 December 1994
Location	Hamburg, Germany and Maputo, Mozambique
Client	Funded by: IDA
Position	Transport Economist
Description	Traffic forecast, analysis of the demand for services and economic appraisal of recommended measures for the rehabilitation of small ports and the re-organisation of short sea feeder services in Mozambique

Date: from to	May 1994 September 1994
Location	Constanza, Romania (including missions to Brussels/Belgium, Moscow/Russia & Ankara/Turkey)
Client	EU/DG VII, funded by DG 1A
Position	Waterborne Transport Economist
Description	Preparation of the Conference on Waterborne Transport in the Black Sea Area, i.e. drafting of the conference reader, execution of missions to Russia and to other Black Sea riparian countries, delivering of statements and speeches during the conference

Date: from to	March 1994 December 1994
Location	Prague and other locations, Czech Republic
Client	funded by: EU/PHARE
Position	Project Director
Description	Restructuring of the joint-stock Czech ports company. Project management and administration. Presentation of reports to the Czech ports company

Date: from to	July 1991 December 1993
Location	Essen, Germany
Company	Planco Consulting GmbH
Position	Project Manager
Description	<p>In charge of assignments in Europe and overseas, inter alia:</p> <ul style="list-style-type: none"> - Cost-benefit analysis for a new canal connection between the Netherlands and the German inland waterway network (Ministry of Transport of the Netherlands and the German Federal Ministry of Transport (FMT)) - Elaboration of a traffic forecast for the seaport of Rostock (Baltic Sea), former GDR, and of a cost - benefit analysis for extending sea access to the port (City of Rostock) - Elaboration of a competition analysis for inland waterway transport to selected North-Sea Ports (Midgard AG, Nordenham) - Examination and update of the forecast and financial evaluation on ferry port traffic under the prospective of a future fixed carry link across the Fehmarn Belt (Baltic Sea, private client) - Development of a methodology and a data base system for cost-benefit analysis of public investment for access ways to the German seaports (FMT) - Investigation on impacts of changes in European infrastructure capacity usage, their environmental and macroeconomic impacts under the assumption of a monopolised competition in the Hamburg-Antwerp Range (City of Bremen) - Participation in the preparation of a traffic flow analysis in the member states of the European Communities, particularly inland waterway and combined transport (EC) - Evaluation of spill-over effects of the public ports of the City of Bremen (City of Bremen) - Elaboration of logistics pattern for the coal supply and the restructuring of logistics inside a large power plant in the former GDR (Preussenelectra AG, Hanover) - Design of a development plan for the industrial areas of the Inland Waterway Port of Hamburg - Harburg (City of Hamburg)

Date: from to	October 1989 June 1991
Location	Essen, Germany
Company	Planco Consulting GmbH
Position	Project Officer
Description	<p>In charge of assignments in Europe and overseas, inter alia:</p> <ul style="list-style-type: none"> - Forecast for inland waterway traffic on the rivers Moselle and Saar until the year 2010 categorised by commodities, origin and destination for the German Federal Infrastructure Plan German Ministry of Transport (FMT) - Elaboration of a detailed analysis of and forecast for the port throughput in Hamburg until the year 2010 (City of Hamburg) - Elaboration of a rehabilitation and development plan for the Port of Quelimane, Mozambique; traffic forecast and economic and financial evaluation (CFM, financed by KfW) - Elaboration of an industrial site design, a market study and an economic analysis for a new cement manufacturing plant in the Sultanate of Oman (Sultanate of Oman) - Elaboration of a market analysis and economic evaluation for a new regional airport at Rendsburg, Schleswig-Holstein (Land of Schleswig-Holstein) - Elaboration of a traffic forecast and cost-benefit analysis for dredging the sea access to the port of Papenburg (Town of Papenburg) - Examination of the economic problems concerning the Inland Waterway Industry with a view to providing guidance for transport policy measures for a single European transport market (EC) - Elaboration of a study on market regulations effecting the competitive position of the German Federal Railways (FMT)

Date: from to	April 1988 September 1989
Location	Hamburg, Germany
Company	University of Hamburg, Institute for Traffic Sciences
Position	Researcher
Description	<p>Statistics, transport, regional development and financial appraisal. Consultant for:</p> <ul style="list-style-type: none"> - Forecast of transport demand up to 2000 for the Port Master Plan Study, Lubeck, on behalf of the City of Lubeck - Private clients: Financial evaluation on investment in ferry facilities at the Baltic Sea and economic policy and market analysis as well as special traffic forecasts. - Feasibility study and traffic forecast for a new competitor on the ferry line Puttgarden-Rødby (Baltic Sea) (Stena Line)

Date: from to	June 1987 March 1988
Location	Hamburg, Germany
Company	University of Hamburg, Institute for Traffic Sciences
Position	Junior Researcher
Description	Collection of data and analysis of ferry and hinterland traffic, participation in a market analysis for recycled municipal waste, research project on behalf of the City of Hamburg

15. Others:

Speaker at international workshops and conferences. Trainer of junior staff.
Member of ISETEC (Innovative Seaport Technology) team.

Publications:

Economic Assessment of Infrastructure Investments
(1993)

Towards an European Policy for the Inland Water Transport Industry
(1991)

16. Commitment Declaration:

I, the undersigned Ralf Behrens herewith declare to accept the work proposed in this technical proposal if HPTI is awarded the contract.

R. Behrens

Signature

17.10.41 1997

Date

CURRICULUM VITAE

Proposed position in the programme: **Transport Economist**

1. Family name: PAUTSCH
2. First name: Dr. Peter R.
3. Date of birth: 01.12.1951
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	University of Constance, Germany
Date: from to	October 1970 October 1974
Degree or Diploma obtained:	Diplom-Volkswirt M.Sc. in National Economics

Institution	University of Constance, Germany
Date: from to	October 1974 December 1980
Degree or Diploma obtained:	Ph.D. Social Sciences

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
French	4	5	5

8. Membership of professional bodies: -

9. Other skills:

- Handling of computer programmes (text processing programmes,
- Calculation, data base programmes, different tools for economic purposes, statistical programmes)
- Programming languages (Basic, Pascal, COBOL)

10. Present position: Consultant

11. Years within the firm: 10

12. Key Qualifications:

Dr. Pautsch is a Transport Economist with special experience in the analysis of international processes of transport (flows of goods, transport chains, transport modes, conditions of transport etc.) in Europe, Middle East and Eastern Countries, which he has gained in numerous projects on behalf of the public and private sector. He has executed cost-benefit-analyses for different kinds of transshipment centres (transshipment centres in Germany, the Middle East and CIS Countries).

Dr. Pautsch is well experienced in the development of logistic concepts and strategic planning of transport facilities as well as the consulting in the phases of its realisation. His knowledge of the standard tools of economic analyses (economic and financial analysis, analysis of profitability, investment analysis) can be well employed within projects concerning the planning process of private and public investors for logistic networks and facilities.

Geographically he has worked in:

Russia, Usbekistan, Hungary, Israel, Palestine, Egypt, Jordan, France and Great Britain

13. Specific Eastern Countries experience:

Country	Date: from - to
Usbekistan	October 1996 - March 1997
Russia, Moskau	March 1996 - July 1996

14. Professional Experience Record:

Date: from to	since 1987 ongoing
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Consultant
Description	<ul style="list-style-type: none"> - Development of conceptions for the improvement of urban freight traffic - Freight traffic concept for Palestine - Planning of a network of freight centres for the Federal Republic of Germany - Freight traffic concept for the general traffic plan for the State of Baden-Württemberg - Analysis of basic data and development of measures for the freight traffic in urban areas

Date: from to	since 1987 ongoing
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Transport Economist
Description	<p>Requirements of European territorial and regional planning of integrated transport and logistic networks:</p> <ul style="list-style-type: none"> - Development of a national network of freight traffic centres for Germany, incl. logistic link structure and connections to the western and eastern countries - Analysis of the future development of freight traffic in the next 20 years in 15 European countries - Forecast of the development of truck fleets in Western European countries - Analysis of the international freight traffic connections of the port of Aqaba, Jordan

Date: from to	since 1987 ongoing
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Transport Economist
Description	<p>Cost-benefit-analysis for logistic facilities:</p> <ul style="list-style-type: none"> - Cost-benefit-analysis for the first freight traffic centre in Bremen, Germany - Cost-benefit-analysis for the port of Cologne, Germany - Cost-benefit-analysis for a city-logistic concept for the Principality of Monaco - Cost-benefit-analysis for a transshipment centre in Flensburg, Germany - Cost-benefit-analysis for freight traffic centres and transshipment points in Palestine

Date: from to	October 1996 March 1997
Location	Taschkent, Usbekistan
Company	Dornier SystemConsult GmbH
Position	Transport Economist
Description	<p>Development of a transshipment centre network for Usbekistan</p> <ul style="list-style-type: none"> - Concept for a freight terminal in Taschkent - Estimation of major flows of goods - Analysis of the kinds of goods, requirements on transport modes with respect to the kind of goods

Date: from to	March 1996 July 1996
Location	Mosow, Russia
Company	Dornier SystemConsult GmbH
Position	Consultant; Transport Economist
Description	<p>Development of a concept for a transshipment centre for the region of Moscow:</p> <ul style="list-style-type: none"> - Estimation of national and international flows of goods - Estimation of the needed capacity of the transshipment centre - Utilisation of the transport modes - Analysis of transport chains

Date: from to	August 1984 October 1987
Location	Stuttgart
Company	Papendieck & Partner Consulting-Enterprise
Position	Project Manager
Description	<ul style="list-style-type: none"> - Marketing Studies - Consulting of Companies - Development of Marketing-plans - Marketing Studies for Pharmaceutical Products - Consulting of Companies in Investment Projects - Development of Marketing Strategies for Innovative Products

Date: from to	January 1981 July 1984
Location	Konstanz, Germany
Company	various companies
Position	Free Lance Consultant
Description	<ul style="list-style-type: none"> - Consulting in the field of recycling and waste management - Development of transport chains for waste and recycling goods - Analysis of the various substances in common waste - Estimation of the volume of different fractions in common waste

15. Others:

Publications:

"Logistic Interfaces in Freight Transport"

published in the Yearbook of Logistics 1992

"Logistic Centres and Distribution"

published in the VDI-Report 1163 .1994

"Deficiencies in Transport Chains for Hazardous Goods"

Bundesanstalt für Straßenwesen .1977

16. Commitment Declaration:

I, the undersigned, Dr. Peter Pautsch, herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.



Signature

02.04.97

Date

CURRICULUM VITAE

Proposed position in the programme: **Transport Economist
(Backstopping)**

1. Family name: LORENZEN
2. First name: Dr. Uwe
3. Date of birth: 11.08.1944
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	University of Hamburg, Germany
Date: from to	September 1964 April 1969
Degree or Diploma obtained:	Bachelor of Economics

Institution	University of Hamburg, Germany
Date: from to	May 1969 July 1971
Degree or Diploma obtained:	Doctorate in Economics

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	2	2	2
French	3	4	4

8. Membership of professional bodies: -
9. Other skills:
Computer literacy: Word, Excel
10. Present position: University Lecturer;
Consultant
11. Years within the firm: 26
12. Key qualifications:

Dr. Uwe Lorenzen has 26 years of professional experience in all aspects of transport economics. He gained in-depth knowledge in the fields of micro- and macroeconomics, traffic forecasts, cost-benefit-analysis, market analysis and the elaboration of masterplans as consultant for economics in national and international projects.

As transport economist Dr. Lorenzen has been engaged in various transport and port projects in Eastern Countries, where he got familiar with Eastern Europe's and CIS's economies since the transition from centrally planned economies to market oriented economies due to his assignments and university lectures.

His background as university lecturer on one hand and his working experience in numerous international projects on the other hand makes Dr. Lorenzen an outstanding Transport Economist.

Geographically, he has worked in:
Azerbaijan, Switzerland, Italy, Portugal and the USA.

13. Specific Eastern Countries experience:
(* denotes home office consultancy work)

Country	Date: from - to
Azerbaijan	September 1996
Russia	* January- August 1996
Poland	* May - September 1992

14. Professional Experience Record:

Date: from to	since 1971 ongoing
Location	Hamburg, Germany
Company	University of Hamburg
Position	Lecturer
Description	Lecturing in: <ul style="list-style-type: none"> - Transport economics - Transport planning - Regional economics - Economic theory

Date: from to	since 1997 ongoing
Location	Hamburg, Germany
Company (Client)	HPC Hamburg Port Consulting GmbH, University of Hamburg (Wasser- und Schifffahrtsdirektion Kiel)
Position	Transport Economist
Description	Traffic Study Kiel Canal: <ul style="list-style-type: none"> - Analysis of transport flows and shipping movements - Research of reasons for decreasing traffic - Proposals for stimulation of traffic

Date: from to	July 1996 March 1997
Location	Hamburg, Germany
Company (Client)	University of Hamburg (EU Project)
Position	Transport Economist
Description	<p>Industrial Logistics: RElationship between DEMand for Freight-transport and INdustrial Effects (REDEFINE)</p> <ul style="list-style-type: none"> - Analysis of the relationships between industrial logistics and the demand for roads freight transport - The assessment of the effects on the environment - Definition of the requirements for industrial logistics

Date: from to	September 1996 September 1996
Location	Baku, Azerbaijan
Company (Client)	HPTI Hamburg Port Training Institute GmbH (EU-Tacis Project; Baku International Commercial Sea Port)
Position	Transport Economist
Description	- Macro-analysis for the traffic forecast for the port of Baku

Date: from to	January 1996 December 1996
Location	Hamburg and Bremen, Germany
Company (Client)	Planco (Port of Bremen)
Position	Consultant
Description	<p>Container forecast for the port of Bremen</p> <ul style="list-style-type: none"> - Elaboration of current traffic flows via the port of Bremen - Forecast of container movements from/to national as well as international sources/destinations

Date: from to	January 1995 December 1995
Location	Hamburg, Germany
Company (Client)	Planco (Port of Hamburg)
Position	Consultant
Description	Container forecast for the port of Hamburg: <ul style="list-style-type: none"> - Elaboration of determinants for container movements via the port of Hamburg - Forecast of future container traffic from/to national as well as international sources/destinations

Date: from to	January 1995 November 1995
Location	Hamburg, Germany
Company (Client)	Planco - Essen and NEA (European Commission)
Position	Consultant
Description	Integration of Ports and Maritime Transport in the Transeuropean Network North Sea Region: <ul style="list-style-type: none"> - Analysis of traffic movements and passenger transport via the ports of the North Sea - Traffic forecast - Analysis of port facilities and management structures

Date: from to	March 1993 September 1993
Location	Hamburg, Germany
Company (Client)	Planco (Ministry of Transport, Schleswig-Holstein)
Position	Consultant
Description	Cost-benefit-analysis for a regional airport

Date: from to	September 1992 April 1993
Location	Hamburg and Brunsbüttel, Germany
Company (Client)	Planco (Seaport Brunsbüttel)
Position	Consultant
Description	Masterplan evaluation for port enlargement

Date: from to	May 1992 September 1992
Location	Hamburg, Germany
Client	Polzug
Position	Consultant
Description	Traffic forecast of container movements between Poland and Hamburg

Date: from to	January 1991 August 1991
Location	Hamburg, Germany
Company (Client)	HPC Hamburg Port Consulting GmbH (HHLA, Hapag-Lloyd AG)
Position	Consultant
Description	Market analysis for a container freight station in Moscow, Russia

Date: from to	January 1990 March 1991
Location	Hamburg, Germany
Company (Client)	Planco (German Ministry of Transport)
Position	Consultant
Description	Cost-benefit-analysis of national waterways in Germany

Date: from to	July 1989 October 1989
Location	Portugal
Company (Client)	University of Hamburg (Strabag-Köln)
Position	Consultant
Description	Analysis of real estate investment opportunities

Date: from to	May 1987 September 1987
Location	Portugal
Company (Client)	University of Hamburg (Strabag-Köln)
Position	Consultant
Description	Determination of tourism development

Date: from to	April 1986 September 1993
Location	Hamburg, Germany
Company (Client)	Planco, University of Hamburg, HPC Hamburg Port Consulting GmbH (Deutsche Bundesbahn, Stena Line, TT-Line, Hochtief)
Position	Consultant
Description	Traffic forecasts for different purposes

Date: from to	July 1985 March 1986
Location	USA
Company (Client)	University of Hamburg (BEWITAL)
Position	Consultant
Description	Market analysis for agricultural products

Date: from to	March 1978 June 1979
Location	Hamburg, Germany
Company (Client)	Planco (German Ministry of Transport)
Position	Consulting
Description	Cost-benefit-analysis

Date: from to	February 1973 October 1973
Location	Zürich, Switzerland
Company (Client)	University of Hamburg (City of Zürich)
Position	Consultant
Description	Development of a masterplan for the urban region

Date: from to	May 1969 July 1971
Location	Hamburg, Germany
Company	University of Hamburg
Position	Scientific Assistant
Description	Scientific Assistant in the Institute for Transport Economics

15. Others: -

16. Commitment Declaration:

I, the undersigned Dr. Uwe Lorenzen herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Lorenzen

Signature

14.4.97

Date

CURRICULUM VITAE

Proposed position in the programme: **Cargo Handling Equipment Engineer**

1. Family name: ILLING
2. First name: Hans-Georg
3. Date of birth: 30.05.1944
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	Daimler Benz AG, Germany
Date: from to	April 1961 September 1964
Degree or Diploma obtained:	Apprenticeship as Vehicle Mechanic

Institution	Technical College, Hamburg, Germany
Date: from to	September 1964 March 1965
Degree or Diploma obtained:	Mechanical Engineer

Institution	Technical University, Hamburg, Germany Faculty: Engineering and Transport Economics
Date: from to	March 1965 February 1968
Degree or Diploma obtained:	M.Sc. Mechanical Engineering

Institution	Logistics College of German Armed Forces
Date: from to	July 1968 June 1972
Degree or Diploma obtained:	Academy of Military Equipment Logistics, Hamburg, Germany

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
Spanish	3	3	3
Portuguese	2	3	3

8. Membership of professional bodies: -

9. Other skills:

- Computer literacy: Word, Excel

10. Present position: Manager of Systems Engineering Groups

11. Years within the firm: 18

12. Key qualifications:

Mr. Illing has more than 25 years of professional experience as mechanical engineer, technical manager, project manager, senior consultant and trainer.

He has a profound knowledge in civil and mechanical engineering and came across any detail and aspect of port/cargo handling equipment planning and maintenance as well as the infrastructural design of inland container terminals, related civil works and traffic/access road arrangements.

Moreover, he gained expert knowledge in the planning, supervision and execution of terminal extension and rehabilitation projects. Mr. Illing has vast know-how and experience in the technical management of operations' organisation and is well acquainted with procurement procedures and contract administration of international funding agencies.

In the course of his professional life and in his management career with HPC, he specialised in the planning, design and layout of both sea and inland container terminal facilities. This also includes the design of repair facilities, and in the field of procurement of equipment, inter alia technical specifications, tendering, procurement assistance and building supervision of container/cargo handling equipment.

Geographically he has worked in:

Azerbaijan, Russia, Ukraine, Sweden, Guinea, Cyprus, Mozambique, Ghana, Angola, Tanzania, Uganda, Nigeria, Beirut, Yemen and Saudi Arabia

13. Specific Eastern Countries experience:

Country	Date: from - to
Ukraine	March 1993 - ongoing
Azerbaijan	since 1996 - ongoing
Russia	January 1993 - December 1994

14. Professional Experience Record:

Date: from to	since 1985 ongoing
Location	Hamburg, Germany
Company	HPC Hamburg Port Consulting GmbH
Position	Head of Systems Engineering Groups
Description	Project Manager in various technical assignments abroad as expert for port and container handling equipment

Date: from to	since 1988 ongoing
Location	Mozambique
Client	National Railway Authority/Maputo, KfW-funded
Position	Project Manager
Description	Procurement and operation of two rescue trains in Maputo and Nampula

Date: from to	since 1993 ongoing
Location	Hamburg, Germany and Odessa, Ukraine
Client	Port of Odessa
Position	Project Manager
Description	Procurement agency and engineering consultancy on bulk and container operation

Date: from to	since 1996 ongoing
Location	Hamburg, Germany and Baku, Azerbaijan
Client	HPTI Hamburg Port Training Institute GmbH (EU-Tacis Project; Baku International Commercial Sea Port))
Position	Equipment Expert
Description	Design and rehabilitation/assessment of handling equipment and maintenance facilities component for the master plan project

Date: from to	since 1996 ongoing
Location	Hamburg, Germany and Lobito, Angola
Client	Lobito Port, The World Bank
Position	Project Manager
Description	Procurement agency and technical assistance on maintenance and repair for Lobito Port

Date: from to	since 1997 ongoing
Location	Hamburg, Germany and Beirut, Lebanon
Client	Port of Beirut
Position	Project Manager
Description	Specification, tendering, contract administration and supervision of manufacturing of three post-panamax ship-to-shore container gantry cranes for the port of Beirut

Date: from to	March 1996 January 1997
Location	Hamburg, Germany and Mozambique
Client	CMF-funded
Position	Project Manager
Description	Rescue of about 800 units of derailed rolling stock along the Beira-Machipanda railway line

Date: from to	May 1996 August 1996
Location	Hamburg, Germany and Göteborg, Sweden
Client	Port of Göteborg
Position	Project Manager
Description	Redesign and upgrading of two container gantry cranes to post-panmax size

Date: from to	June 1995 December 1995
Location	Hamburg, Germany and Queliman, Nacala, Mozambique
Client	NORAD
Position	Project Manager
Description	Rehabilitation of Harbour Cranes in the ports of Quelimane and Nacala

Date: from to	April 1995 July 1995
Location	Uganda
Client	URC Uganda Railways Corporation
Position	Equipment Expert
Description	Layout planning and proposals on equipment for Kampala Inland Container Terminal

Date: from to	April 1994 February 1997
Location	Hamburg, Germany and Dar-es-Salaam, Tanzania
Client	THA Tanzania Harbours Authority, EIB-funded
Position	Project Manager
Description	Specification, tendering, evaluation contract administration and supervision of manufacturing of container handling equipment for the Port of Dar-es-Salaam, Republic of Tanzania, i.e. container gantry cranes, forklift trucks, terminal trucks and trailers

Date: from to	March 1993 June 1995
Location	Hamburg, Germany and Fujairah, VAE and Yemen
Client	Port of Fujairah/PMAC Hodeidah
Position	Project Manager
Description	Specification, tendering, evaluation and building supervision of various tug boats ranging from 2,000 to 6,000 HP for Fujairah and Yemen

Date: from to	March 1993 August 1994
Location	Hamburg, Germany and Odessa, Ukraine
Client	EEC-funded/Port of Odessa
Position	Project Manager
Description	Specification, tendering, evaluation and supervision of manufacturing of various port handling equipment for the Port of Odessa

Date: from to	January 1993 December 1994
Location	Hamburg, Germany and St. Petersburg, Russia
Client	EEC-funded/Port of St. Petersburg
Position	Project Manager
Description	Back-up services and procurement assistance for the Technical Assistance Project in St Petersburg, CIS

Date: from to	January 1993 November 1993
Location	Hamburg, Germany and Aden, Yemen
Client	Ministry of Transport, Yemen
Position	Project Manager
Description	Technical Assistance and Improvement Project of the Container Terminal, Port of Aden, Republic of Yemen

Date: from to	December 1992 December 1994
Location	Hamburg, Germany and Ghana
Company	Volta Lake Transport Authority
Position	Project Manager
Description	Specification, tendering, evaluation and contract administration of various port and workshop equipment for the Volta Lake Transport Authority in Ghana

Date: from to	January 1992 February 1993
Location	Hamburg, Germany and Mozambique
Client	CFM/KfW-funded
Position	Project Manager
Description	Quelimane Port (Zambezia) Rehabilitation and Extension Feasibility Study, Republic of Mozambique

Date: from to	November 1991 February 1994
Location	Hamburg, Germany and Yemen
Client	World-Bank-funded/MOT/GCYP
Position	Project Manager
Description	Port Sector Strategic Development Study including Economic/Financial, Manpower/Training Needs and Equipment Maintenance Study for the General Corporation of Yemen Ports Authority, Republic of Yemen

Date: from to	September 1991 September 1993
Location	Hamburg, Germany and Aden, Yemen
Client	KfW-funded/YPA Yemen Ports Authority
Position	Project Manager
Description	Specification, tendering, evaluation, contract administration and supervision of manufacturing of container handling equipment for the Port of Aden, Republic of Yemen, i.e. container gantry cranes, forklift trucks, terminal trucks and trailers

Date: from to	March 1989 December 1996
Location	Hamburg, Germany and Nigeria
Client	NPA-funded, until 1983 World Bank-funded
Position	Project Manager
Description	Expertise and technical input for maintenance and repair of port handling equipment in Nigeria

Date: from to	October 1989 January 1990
Location	Lobito/Angola
Client	EEC-funded
Position	Project Manager
Description	Studies for the Lobito Corridor Authority, technical assistance for Lobito Port and definition of a project coordination unit for the rehabilitation of the Lobito Corridor

Date: from to	April 1988 December 1995
Location	Hamburg, Germany and Maputo, Beira, Nacala, Mozambique
Client	DNPCF/CFM/EEC and KfW-funded
Position	Project Manager
Description	Project Manager for railway projects, tariff and manpower development studies for the National Railway Authority in Maputo, Beira, and Nacala, Mozambique

Date: from to	October 1985 August 1995
Location	Hamburg, Germany and Ghana, Abu Dhabi
Client	GPHA Ghana Ports and Harbours Authority and Mina Zayed
Position	Project Manager
Description	Back-up services and procurement assistance for the Technical Assistance projects in Ghana (Ports of Tema and Takoradi), World Bank-funded, and Abu Dhabi (Mina Zayed)

Date: from to	August 1985 August 1992
Location	Maputo, Beira, Nacala, Mozambique
Client	KfW-funded/DNPCF/CFM
Position	Project Manager
Description	Rehabilitation of Harbour Cranes in the ports of Maputo, Beira and Nacala, Mozambique

Date: from to	July 1984 February 1987
Location	Hamburg, Germany and Malawi, Tanzania
Client	EEC
Position	Project Manager
Description	Technical design/works for the specification of gantry cranes, forklifts and workshops for the "Northern Corridor Project" for four inland container terminals

Date: from to	July 1984 August 1984
Location	Riyadh, Saudi Arabia
Client	SEAPA Saudi Arabian Sea Ports Authority
Position	Technical Project Manager
Description	Study on workshop/stores and container handling equipment for the Riyadh inland container depot in connection with tender procedures of the Saudi Railroad Organisation, Dammam

Date: from to	April 1984 May 1984
Location	Conakry, Guinea
Client	PAC Port Autonome de Conakry/GTZ-funded
Position	Technical Project Manager
Description	Study and implementation of a workshop/store complex into the port, development of a spare part logistics system and implementation of preventive maintenance

Date: from to	March 1983 June 1983
Location	Limassol, Cyprus
Client	Cyprus Ports Authority
Position	Project Manager
Description	Project Manager to the for evaluation of bid documents and preparation of the short list for the delivery of cranes for the container terminal Limassol

Date: from to	March 1981 March 1984
Location	Hamburg, Germany and Nigeria
Client	NPA Nigerian Ports Authority
Position	Technical Project Manager
Description	<p>Development and implementation of two major turnkey workshop projects for the NPA:</p> <ul style="list-style-type: none"> - Development of a computerised maintenance and repair management system, re-ordering of spare parts - Planning of tools, machinery, equipment and EDP-systems - Planning of port handling equipment, vehicles and cargo handling gear - Tendering of the planned equipment - Evaluation of incoming bidder documents - Contracting for and final acceptance of and supervision during manufacturing on behalf of the Nigerian Ports Authority - Supervision of civil works and all related steps of implementation up to the opening of the new workshop/stores complexes

Date: from to	March 1981 July 1983
Location	Hamburg, Germany and Saudi Arabia
Client	SEAPA Saudi Arabian Sea Ports Authority
Position	Project Manager
Description	<p>Project manager and consultant to the SEAPA based in Germany and Saudi Arabia, with the following objectives:</p> <ul style="list-style-type: none"> - Study on computerised maintenance and repair management system for the ports of Dammam, Jubail, Jeddah, Yanbu and Gizan - Planning and design of workshops and related buildings for general cargo and container terminal equipment - International market survey on port handling equipment for the Saudi Ports Authority

Date: from to	October 1979 February 1981
Location	Hamburg, Germany and Lagos, Nigeria
Client	NPA Nigerian Ports Authority
Position	Technical Manager and Consultant
Description	<p>Management and advisory assignments as technical manager and consultant regarding maintenance and repair management on port and cargo handling equipment and workshop administration, including:</p> <ul style="list-style-type: none"> - Maintenance and repair management on civil engineering of quay walls and aprons, sheds, lighting systems, power supply networks, power plant, drainage, sewage and water treatment plant in the port - Implementation of a turnkey workshop project including a computerised stock-keeping control system - Implementation of organisational and administrative concepts for the workshop/stores complex in the port

Date: from to	October 1977 November 1978
Location	Hamburg, Germany and Dammam, Saudi Arabia
Company	Barge Company Overseas Inc
Position	Technical Manager
Description	<p>Technical management of a port and offshore operation company. In this position, he was in charge of technical offshore barge operation, heavy equipment, trucking and container crane operations. Additional responsibilities:</p> <ul style="list-style-type: none"> - Maintenance and repair of port handling equipment, mobile cranes, forklift and heavy duty trucks - Trucking operations - Mobile power equipment - Maintenance and repair of a housing estate, drainage and sewage system - Tendering, purchase and acceptance of port handling equipment, spare parts and cargo handling gear

Date: from to	August 1972 October 1977
Location	Hamburg, Germany
Company	Lager- und Speditionsgesellschaft mbH, Hamburg
Position	Technical Manager
Description	<ul style="list-style-type: none"> - Maintenance and repair of port handling equipment, cranes, container gantry cranes, forklift trucks, van carriers, heavy-duty trucks and terminal equipment - Container trucking operations - Maintenance and repair of port infrastructure, quay walls and aprons, sheds and warehouses power supply network, substations, drainage and sewage system - Tendering, purchasing and acceptance of port handling equipment, spare parts and cargo handling gear

Date: from to	July 1968 June 1972
Location	Hamburg, Germany
Company	German Armed Forces
Position	First Lieutenant
Description	In command of various logistics companies responsible for maintenance, repair and logistics for all kinds of military equipment

15. Others:

16. Commitment Declaration:

I, the undersigned HANS-GEORG ILLING herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Signature

A handwritten signature in black ink, appearing to read 'Hans-Georg Illing', written over a vertical line.

Date

1004 97

CURRICULUM VITAEProposed position in the programme: **Procurement Expert**

1. Family name: BISTRAM
2. First name: Hans-Otto
3. Date of birth: 21.03.1949
4. Nationality: German
5. Civil status: Single
6. Education:

Institution	Ruhr-University Bochum, Germany Faculty of Engineering and Social Economics
Date: from to	October 1969 July 1975
Degree or Diploma obtained:	M.Sc.

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1

8. Membership of professional bodies: -

9. Other skills:
Computer literacy: Word, Excel

10. Present position: Procurement Manager

11. Years within the firm: 16

12. Key qualifications:

Mr Bistram has 20 years of professional experience as technical manager, port consultant, procurement specialist, trainer and expert for tender preparation and evaluation.

He is well acquainted with the planning, design and layout of maintenance and repair (M&R) workshops for different port equipment and has profound experience in the procurement of port cranes, forklift trucks, tractors, trailers, spare parts, tools, workshop and EDP installations.

Mr Bistram has a high standard of professional competency and a track record of overseas assignments.

Geographically, he has worked in:

CIS, Nigeria, Saudi Arabia, Ghana, Mocambique, Yemen, China, Malawi and Kenia.

13. Specific Eastern Countries experience:

Country	Date: from - to
Ukraine	since 1993 - ongoing
Russia	January 1993 - December 1996

14. Professional Experience Record:

Date: from to	since 1981 ongoing
Location	Hamburg, Germany
Company	HPC Hamburg Port Consulting GmbH
Position	Procurement Manager
Description	Procurement Manager with various short-term overseas assignments for the procurement of port equipment, spare parts and tools financed by international funding agencies for various institutions and authorities

Date: from to	since 1988 ongoing
Location	Mozambique
Client	National Railway Authority/Maputo, KfW-funded
Position	Procurement Manager
Description	Procurement and operation of two rescue trains in Maputo and Nampula

Date: from to	since 1993 ongoing
Location	Hamburg, Germany and Odessa, Ukraine
Client	Port of Odessa
Position	Procurement Manager
Description	Procurement agency and engineering consultancy on bulk and container operation

Date: from to	since 1996 ongoing
Location	Hamburg, Germany and Massawa, Eritrea
Client	MPA Port Administration Massawa, Eritrea
Position	Procurement Manager
Description	Procurement agency and technical assistance on maintenance and repair for the port of Massawa

Date: from to	since 1996 ongoing
Location	Hamburg, Germany and Lobito, Angola
Client	Lobito Port
Position	Procurement Manager
Description	Procurement agency and technical assistance on maintenance and repair for Lobito Port

Date: from to	June 1995 December 1995
Location	Hamburg, Germany and Queliman, Nacala, Mozambique
Client	NORAD
Position	Procurement Manager
Description	Rehabilitation of Harbour Cranes in the ports of Quelimane and Nacala

Date: from to	April 1994 June 1997
Location	Hamburg, Germany and Dar-es-Salaam, Tanzania
Client	THA Tanzania Harbours Authority, EIB-funded
Position	Procurement Manager
Description	Specification, tendering, evaluation contract administration and supervision of manufacturing of container handling equipment for the Port of Dar-es-Salaam, Republic of Tanzania, i.e. container gantry cranes, forklift trucks, terminal trucks and trailers

Date: from to	March 1993 June 1995
Location	Hamburg, Germany and Fujairah, VAE and Yemen
Client	Port of Fujairah/PMAC Hodeidah
Position	Procurement Manager
Description	Specification, tendering, evaluation and building supervision of various tug boats ranging from 2,000 to 6,000 HP for Fujairah and Yemen

Date: from to	March 1993 August 1994
Location	Hamburg, Germany and Odessa, Ukraine
Client	EEC-funded/Port of Odessa
Position	Procurement Manager
Description	Specification, tendering, evaluation and supervision of manufacturing of various port handling equipment for the Port of Odessa

Date: from to	January 1993 December 1996
Location	Hamburg, Germany and St. Petersburg, Russia
Client	EEC-funded/Port of St. Petersburg
Position	Procurement Manager
Description	Back-up services and procurement assistance for the Technical Assistance Project in St Petersburg, CIS

Date: from to	January 1993 November 1993
Location	Hamburg, Germany and Aden, Yemen
Client	Port Authorities Yemen
Position	Equipment Expert
Description	Technical Assistance and Improvement Project of the Container Terminal, Port of Aden, Republic of Yemen

Date: from to	December 1992 December 1994
Location	Hamburg, Germany and Ghana
Client	Volta lake Transport Company
Position	Procurement Manager
Description	Specification, tendering, evaluation and contract administration of various port and workshop equipment for the Volta Lake Transport Authority in Ghana

Date: from to	November 1991 February 1994
Location	Hamburg, Germany and Yemen
Client	World-Bank-funded/MOT/GCYP
Position	Equipment Expert
Description	Port Sector Strategic Development Study including Economic/Financial, Manpower/Training Needs and Equipment Maintenance Study for the General Corporation of Yemen Ports Authority, Republic of Yemen

Date: from to	September 1991 September 1993
Location	Hamburg, Germany and Aden, Yemen
Client	KfW-funded/YPA Yemen Ports Authority
Position	Procurement Manager
Description	Specification, tendering, evaluation, contract administration and supervision of manufacturing of container handling equipment for the Port of Aden, Republic of Yemen, i.e. container gantry cranes, forklift trucks, terminal trucks and trailers

Date: from to	August 1987 April 1997
Location	Hamburg, Germany and Sierra Leone
Client	SLPA Sierra Leone Ports Authority
Position	Procurement Manager
Description	Procurement agent for equipment and spare parts

Date: from to	October 1985 August 1995
Location	Hamburg, Germany and Ghana, Abu Dhabi
Client	GPHA Ghana Ports and Harbours Authority and Mina Zayed
Position	Procurement Manager
Description	Back-up services and procurement assistance for the Technical Assistance projects in Ghana (Ports of Tema and Takoradi), World Bank-funded, and Abu Dhabi (Mina Zayed)

Date: from to	August 1985 August 1992
Location	Maputo, Beira, Nacala, Mozambique
Client	KfW-funded/DNPCF/CFM
Position	Procurement Manager
Description	Rehabilitation of Harbour Cranes in the ports of Maputo, Beira and Nacala, Mozambique

Date: from to	August 1984 April 1997
Location	Hamburg, Germany and Conakry, Guinea
Client	PAC Port Autonome de Conakry
Position	Procurement Manager
Description	Procurement agent for equipment and spare parts

Date: from to	July 1984 February 1987
Location	Hamburg, Germany and Malawi, Tanzania
Client	EEC
Position	Equipment Expert
Description	Technical design/works for the specification of gantry cranes, forklifts and workshops for the "Northern Corridor Project" for four inland container terminals

Date: from to	July 1984 August 1984
Location	Riyadh, Saudi Arabia
Client	SEAPA Saudi Arabian Sea Ports Authority
Position	Equipment Expert
Description	Study on workshop/stores and container handling equipment for the Riyadh inland container depot in connection with tender procedures of the Saudi Railroad Organisation, Dammam

Date: from to	April 1981 August 1984
Location	Hamburg, Germany and Nigeria
Client	NPA Nigerian Ports Authority
Position	Procurement and M+R Expert
Description	Development and implementation of two major turnkey workshop projects for the NPA: <ul style="list-style-type: none"> - Planning of tools, machinery, equipment and EDP-systems - Planning of port handling equipment, vehicles and cargo handling gear - Tendering of the planned equipment

Date: from to	October 1977 December 1980
Location	Hamburg, Germany and London, Great Britain
Company	Planco Consulting GmbH
Position	Equipment Expert
Description	Specialist for port and transport equipment, procurement, tender evaluation of cargo equipment, design and layout of port workshops and M+R installations

Date: from to	January 1977 September 1977
Location	Bochum, Germany
Company	Ruhr-Universität Bochum
Position	Scientific Assistant
Description	Assistant to the Professor for Engineering and Social-Economic Studies

Date: from to	October 1975 December 1976
Location	Cologne, Germany
Company	German Armed Forces
Position	Private
Description	- M+R planning - Truck Driver Training

15. Others: -

16. Commitment Declaration:

I, the undersigned HANS-OTTO BISTRAM herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Signature

Date

A handwritten signature in black ink, appearing to read "Hans-Otto Bistram". The signature is written in a cursive style with a long, sweeping underline.

10/04/97

CURRICULUM VITAE

Proposed position in the programme: **Environmental Expert**

1. Family name: EGGERT
2. First name: Tatiana
3. Date of birth: 22.01.1956
4. Nationality: German
5. Civil status: Single
6. Education:

Institution	University of Hamburg, Germany
Date: from to	October 1979 April 1987
Degree or Diploma obtained:	MSc in Marine and Freshwater Biology and Fisheries Research, Diploma in Ecology

Institution	Language School, Hamburg, Germany
Date: from to	April 1975 April 1977
Degree or Diploma obtained:	Foreign correspondent and translator

Institution	DLR German Space Research Centre, Cologne, Institute for Underwater Medicine
Date: from to	September 1988 November 1988
Degree or Diploma obtained:	State certified research diver

Institution	Alfred Toepfer Academy of Nature Conservation, Hannover, Germany
Date: from to	May 1995 May 1995
Degree or Diploma obtained:	Course in environmental protection in salt marshes and coastal areas

Institution	Advanced Technical Training Centre (ÜAZ), Itzehoe, Germany
Date: from to	October 1994 October 1994
Degree or Diploma obtained:	Environmental Officer

Institution	HHLA Training Centre, Hamburg, Germany
Date: from to	August 1994 August 1994
Degree or Diploma obtained:	Certificate in communications training

Institution	ip Institut für Projektplanung GmbH, Stuttgart, Germany
Date: from to	July 1995 July 1995
Degree or Diploma obtained:	Basic course in the logical framework project planning methodology

Institution	University on Economics and Politics, Hamburg, Germany
Date: from to	March 1996 February 1997
Degree or Diploma obtained	Studies on Ecological Management

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
French	2	2	2
Spanish	3	3	3

8. Membership of professional bodies: -

9. Other skills:

- Computer literacy: MS-DOS, WINDOWS, MS-Word, WordPerfect, Lotus1-2-3, Harvard Graphics, Paradox

10. Present position:

Environmental Assessor and Environmental Training Expert

11. Years within the firm: 4

12. Key qualifications:

Mrs Eggert is a Biologist and holds a diploma in Marine and Freshwater Biology and Fishery Research. Her main fields of activity are investigation, analysis and assessment of environmental impacts, marine environmental protection and prevention of pollution.

She has nine years of experience in marine ecology, environmental protection and practical adult training. During several expeditions on research vessels and scientific work at the University of Hamburg she gathered experience on working with international staff as well as training scientists and environmental technicians in biological investigations and environmental analysis.

Presently she conceptualises, designs and conducts courses in marine environmental protection, researches in environmental impacts in port and coastal areas, and conducts environmental assessment investigations.

13. Specific Eastern Countries experience:

(* denotes experience in conducting training for nationals of the respective country)

Country	Date: from - to
Azerbaijan, Baku	August 1996 - September 1996 November 1996
Ukraine, Odessa	March 1997 *December 1996
Georgia	February 1996
Ukraine	January 1996
Russia (various ports)	May 1995
Russia, St. Petersburg	*June 1994

14. Professional Experience Record:

Date: from to	since January 1993 ongoing
Location	Hamburg, Germany
Company	HPTI Hamburg Port Training Institute GmbH
Position	Marine Environmental Protection Officer; Training Programme Manager
Description	Marine Environmental Protection Officer and Training Programme Manager and Tutor of international environmental protection and port safety seminars and training programmes

Date: from to	December 1996 March 1997
Location	Hamburg, Germany and Odessa, Ukraine
Client	EU-Tacis
Position	Marine Environmental Assessment Expert
Description	Training of local consultants from Ukraine, the Russian Federation and Georgia for preparing a Feasibility Study of MARPOL Reception Facilities in the Black Sea Ports. And Elaboration of an environmental impact assessment of a projected increase of oil tanker traffic within the Black Sea

Date: from to	June 1996 November 1996
Location	Hamburg, Germany and Baku, Azerbaijan
Client	EU-Tacis Project; Baku International Commercial Sea Port
Position	Marine Environmental Assessment Expert
Description	Elaboration of an environmental impact assessment within a rehabilitation project of the Port of Baku

Date: from to	since February 1996 ongoing
Location	Hamburg, Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Assessment Trainer
Description	Conceptualisation, organisation and conduction of an environmental protection course for participants from various ports in Indonesia, Bangladesh and the Philippines

Date: from to	February 1996 February 1996
Location	various ports in Georgia
Client	IMO International Maritime Organisation, London
Position	Marine Environmental Assessment Expert
Description	Assessment of required activities for marine environmental protection and pollution prevention within the Needs Assessment and Programming Mission within the Framework of the Integrated Technical Co-operation Programme CIS/Eastern Europe Region

Date: from to	January 1996 January 1996
Location	various ports in the Ukraine
Client	IMO International Maritime Organisation, London
Position	Marine Environmental Assessment Expert
Description	Assessment of required activities for marine environmental protection and pollution prevention within the Needs Assessment and Programming Mission within the Framework of the Integrated Technical Co-operation Programme CIS/Eastern Europe Region

Date: from to	December 1995 December 1995
Location	London
Client	IMO International Maritime Organisation, London
Position	Maritime Safety and Environment Assessment Consultant
Description	Preparation and briefing for a needs-assessment in ports of CIS/Eastern Europe regions comprising all aspects of maritime legislation, maritime safety, maritime training, and the protection of the marine environment.

Date: from to	June 1995 December 1995
Location	Hamburg, Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Assessment Trainer
Description	Conceptualisation, organisation and conduction of an environmental protection course for participants from the inland waterway industry of the PR China

Date: from to	February 1995 April 1995
Location	Windhoek and Lüderitz, Namibia
Client	GTZ Deutsche Gesellschaft für Technische Zusammenarbeit
Position	Team Leader, Trainer
Description	Preparation of an environmental assessment for an off-shore mining project. Investigation of the effects of mining activities on the marine resources. Collection and interpretation of environmental data.

Date: from to	December 1994 June 1995
Location	Hamburg, Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Assessment Trainer
Description	Conceptualisation, organisation and conduction of an environmental protection course for participants from the inland waterway industry of the PR China

Date: from to	November 1994 December 1995
Location	Hamburg, Germany
Client	Port of Shanghai Authority
Position	Marine Environmental Assessment Trainer
Description	Elaboration and execution of a training course in marine environmental protection and laboural safety including the application of the MARPOL convention for safety and environmental protection experts from the Port of Shanghai

Date: from to	October 1994 October 1994
Location	Study Tour in Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Protection Trainer
Description	Conceptualisation, organisation and conduction of a study tour and an environmental protection training course for port directors and members of the government from the PR China

Date: from to	August 1994 September 1994
Location	Hamburg, Germany and European Study Tour
Client	Ministry of Communications, Beijing, P.R. China
Position	Marine Environmental Protection Trainer
Description	Conceptualisation, organisation and conduction of an environmental protection course and a study tour to European ports concerning the application of Annex II of the MARPOL convention for participants from the PR China

Date: from to	February 1994 April 1994
Location	Windhoek and Lüderitz, Namibia
Client	GTZ Deutsche Gesellschaft für Technische Zusammenarbeit
Position	Team Leader, Trainer
Description	Preparation of an environmental assessment for an off-shore mining project. Investigation of the effects of mining activities on the marine resources. Training of the local scientific staff in taking samples and interpretation of environmental data

Date: from to	December 1993 June 1994
Location	Hamburg, Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Assessment Trainer
Description	Conceptualisation, organisation and conduction of an environmental protection course for participants from the inland waterway industry of the PR China

Date: from to	July 1993 December 1993
Location	Hamburg, Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Protection Trainer
Description	Organising and executing an in-depth training course in marine environmental protection, safety and the application of the MARPOL convention for environmental protection experts from Central American and Caribbean States

Date: from to	February 1993 June 1993
Location	Hamburg, Germany
Client	CDG Carl Duisberg Gesellschaft e.V.
Position	Marine Environmental Protection Trainer
Description	Elaboration and execution of a marine environmental training programme for Yemen harbour experts from the Port of Aden and Hodeidah

Date: from to	August 1989 December 1992
Location	Hamburg, Germany
Company	University of Hamburg, Germany
Position	Scientist, Staff
Description	Computer-based modelling of data from previous expeditions to the Red Sea and North Atlantic Supervision and training of junior scientists in biological and chemical methods of water analysis

Date: from to	May 1988 July 1988
Location	Hamburg, Germany
Company	Office of Environmental Affairs, Hamburg, Germany
Position	Biologist, Research Diver
Description	Pollution monitoring of freshwater lakes and river estuaries

Date: from to	August 1988 October 1988
Location	Hamburg, Germany, and North Atlantic
Company	University of Hamburg, Germany
Position	Scientist
Description	Member of the North Atlantic Expedition of board of the German Research Vessel METEOR. Investigation of vertical biological transport processes and chemical analysis of deep-sea water and sediments (project BIOTRANS)

Date: from to	September 1987 August 1988
Location	Hamburg, Germany
Company	Texaco Oil Corp., Germany
Position	Marine Biologist
Description	Biological Expertise on an oil drilling project in the wadden sea

Date: from to	June 1987 August 1987
Location	Hamburg, Germany, and North Atlantic
Company	University of Hamburg, Germany
Position	Scientist
Description	Member of the Red Sea and Indian Ocean Expedition of board of the German Research Vessel METEOR. Chemical and biological analysis of water and plankton samples (project MINDIC)

15. Others: -

16. Commitment Declaration:

I, the undersigned TATIANA EGGERT herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

T. Eggert

Signature

16.04.97

Date

CURRICULUM VITAEProposed position in the programme: **Transport Economist Simulation**

1. Family name: HAPPEL
2. First name: Reiner
3. Date of birth: 12.07.1952
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	Technical University of Darmstadt, Germany
Date: from to	October 1974 October 1981
Degree or Diploma obtained:	Diplom - Ingenieur TU M.Sc. in Mechanical Engineering

Institution	Technical University of Darmstadt, Germany
Date: from to	October 1981 October 1987
Degree or Diploma obtained:	Diplom-Wirtschafts- Ingenieur TU M.Sc. in Industrial Engineering

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	2	2
French	3	4	4

8. Membership of professional bodies:

- Member of the German Society for Simulation (ASIM)

9. Other skills:

Excellent knowledge of simulation, word processing, spread-sheet calculations, graphical presentations and databases

10. Present position: Consultant

11. Years within the firm: 10

12. Key Qualifications:

Mr. Happel is a specialist in computer simulation. He has about 10 years professional experience in the development of computer simulation models for logistic networks, multimodal transport chains and cargo handling operations.

He joined Dornier SystemConsult in 1987 as Consultant in the logistics department and was engaged in numerous strategic planning projects of logistic networks, distribution systems, logistic concepts for multimodal transport chains and planning projects of transshipment plants.

Geographically he has worked in:

The Czech Republic, Switzerland, Austria, France, Italy, Netherlands, Finland, Sweden, Spain and Greece

13. Specific Eastern Countries experience: -

Country	Date: from - to
The Czech Republic	June 1992 - November 1992

14. Professional Experience Record:

Date: from to	since 1987 ongoing
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Consultant
Description	<p>Consultant in the logistics department, working in the fields of:</p> <ul style="list-style-type: none"> - Computer simulation models - Simulation studies of numerous cargo transshipment systems - Logistic networks - Distribution systems - Logistic concepts for multimodal transport chains

Date: from to	since 1994 ongoing
Location	Friedrichshafen, Germany
Company (Client)	Dornier SystemConsult GmbH (European Commission DG III)
Position	Consultant
Description	<p>Research project ESPRIT - Locomotive:</p> <ul style="list-style-type: none"> - Development of a toolbox for the strategic analysis and simulation of logistic transport chains and processes in consideration of multimodal transport and environmental aspects

Date: from to	August 1995 May 1996
Location	Friedrichshafen, Germany and Switzerland
Company (Client)	Dornier SystemConsult GmbH (Swiss Mail PTT)
Position	Consultant
Description	Strategic planning and logistical optimisation of the Swiss mail parcel service system: <ul style="list-style-type: none"> - Logistic optimisation of the parcel freight centres - Multimodal transport network simulation and optimisation

Date: from to	October 1994 March 1995
Location	Friedrichshafen, Germany and Basel, Switzerland
Company (Client)	Dornier SystemConsult GmbH (Danzas AG)
Position	Consultant
Description	Strategic planning and logistic optimisation of a European forwarding logistic network: <ul style="list-style-type: none"> - Location - Allocation planning of terminal locations - Transport network simulation and optimisation - Simulation studies of cargo transshipment systems

Date: from to	April 1994 September
Location	Friedrichshafen, Germany
Company (Client)	Dornier SystemConsult GmbH (Federal Ministry of Transport, Germany)
Position	Consultant
Description	Inland water transport market potential study: <ul style="list-style-type: none"> - Simulation of potential European transport chains

Date: from to	June 1992 November 1992
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Consultant
Description	Consulting of Eastern Europe Mail Administrations in optimisation of logistic networks

Date: from to	November 1991 May 1992
Location	Friedrichshafen, Germany
Company (Client)	Dornier SystemConsult GmbH (German Federal Mail)
Position	Consultant
Description	Optimisation of the German mail letter system: <ul style="list-style-type: none"> - Logistic optimisation of the location of the letter centres - Multimodal transport network simulation and optimisation

Date: from to	February 1990 October 1991
Location	Friedrichshafen, Germany
Company (Client)	Dornier SystemConsult GmbH (German Federal Mail)
Position	Consultant
Description	Optimisation of the German mail parcel system: <ul style="list-style-type: none"> - Logistic optimisation of the location of the parcel freight centres - Multimodal transport network simulation and optimisation

Date: from to	January 1988 August 1989
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Consultant
Description	Container Terminal, Bremerhaven, Germany: - Development of a simulation model for order processing in a maritime container terminal

Date: from to	August 1988 March 1994
Location	Friedrichshafen, Germany
Company (Client)	Dornier SystemConsult GmbH (German Federal Rail)
Position	Consultant
Description	Container terminal simulation studies: - Simulation of numerous cargo transshipment systems

15. Others: -

16. Commitment Declaration:

I, the undersigned, Reiner Happel, herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Signature

Date

Reiner Happel

10.4.97

CURRICULUM VITAE

Proposed position in the programme: **Financial Analyst
and Accountancy Expert**

1. Family name: SCHEEPBOUWER
2. First name: Rob
3. Date of birth: 29.03.1945
4. Nationality: Dutch
5. Civil status: Married
6. Education:

Institution	Erasmus University Rotterdam, the Netherlands
Date: from to	September 1976 September 1982
Degree or Diploma obtained:	Degree in Economics and Business Administration

Institution	Company Training Centre, Rotterdam, the Netherlands
Date: from to	June 1973 April 1975
Degree or Diploma obtained:	Computer Training Course (Ambi)

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	2	2	2
English	2	2	2
French	3	4	4
Dutch	1	1	1

8. Membership of professional bodies:

- Member of the Dutch Institute of Management Consultants (Orde van Organisatiekundigen en Adviseurs)
- Member of the Rotterdam Maritime Group

9. Other skills:

Computer literacy: Word, Excel

10. Present position:

- Management and Financial Consultant
- Partner of Reyn, de Blaey Management Consultants

11. Years within the firm: 25

12. Key Qualifications:

Mr. Scheepbouwer is Partner of Reyn, de Blaey Management Consultants. He works in the fields of financial analysis and accountancy and is the founder and director of the advisory group within the Reyn de Blaey Group.

With 25 years of professional experience in financial analysis Mr. Scheepbouwer has a thorough knowledge of financial matters in all fields of the port industry. He has carried out assignments for major port operators in Holland and abroad. Further, he has been in charge of the financial aspects in port sector studies for the World Bank in Poland, Croatia and Hungary as well as a recent management programme for the Port of Rijeka in Croatia for the Dutch Ministry of Economic Affairs.

Geographically, he has worked in:

Latvia, Poland, Croatia, Thailand, India, Kuwait, Kenya, Egypt, Cape Verdian Islands and Rwanda

13. Specific Eastern Countries experience:

Country	Date: from - to
Croatia	January 1997 - ongoing
Poland	November 1992 - ongoing
Latvia	October 1992 - May 1993

14. Professional Experience Record:

Date: from to	since 1991 ongoing
Location	Rotterdam, the Netherlands
Company	Reyn, de Blaey Group
Position	Management and Financial Consultant; Partner of Reyn, de Blaey
Description	Within the company responsible for the financial analysis and accountancy as part of projects and studies

Date: from to	since 1997 ongoing
Location	Rotterdam, the Netherlands and Rijeka, Croatia
Company	Reyn, de Blaey Group
Position	Management and Financial Consultant
Description	Management Support, Port of Rijeka: - Responsible for the upgrading of the financial management functions of the Rijeka Port Authority, including the set-up of a financial management system and the relevant training

Date: from to	since 1997 ongoing
Location	Rotterdam, the Netherlands and Gdynia, Poland
Company	Reyn, de Blaey Group
Position	Port Accountant
Description	Port Community System, Gdynia: <ul style="list-style-type: none"> - Responsible for the primary process and information flow of the Baltic General Cargo Terminal - Preparation of a financing plan - Preparation of a business plan for the entity exploiting of the PCS

Date: from to	May 1995 February 1996
Location	Rotterdam, the Netherlands and Gdynia, Poland
Company (Client)	Reyn, de Blaey Group (World Bank)
Position	Port Accountant
Description	Reconstruction Gdynia East Port: <ul style="list-style-type: none"> - Feasibility study concerning value added services - Analysis of the financial position of the port - Financial Projections for coming years

Date: from to	November 1992 July 1994
Location	Rotterdam, the Netherlands and Poland
Company (Client)	Reyn, de Blaey Group (World Bank)
Position	Port Accountant
Description	Port Sector Study Poland: <ul style="list-style-type: none"> - Study of the financial and Administrative organisation of the Polish Ports

Date: from to	October 1992 April 1993
Location	Rotterdam, the Netherlands and Latvia
Company (Client)	Reyn, de Blaey Group (European Union)
Position	Public Accountant
Description	Latvia Ports Master Plan: <ul style="list-style-type: none"> - Financial analysis of the existing operations of the various handling and transport companies in the major Latvian ports - Preparation of recommendations for the potential privatisation of port and transport operations and for the establishment of an independent Port Authority

Date: from to	April 1988 December 1990
Location	Rotterdam, the Netherlands
Company	Reyn, de Blaey Group
Position	Director and Co-Founder of the Advisory Group
Description	<ul style="list-style-type: none"> - Advise on purchase of various companies <ul style="list-style-type: none"> - Financial analysis with regard to the value of various companies in the Netherlands, Switzerland and France with the aim of purchasing these companies - Interim Management Boers Part Time Interim Manager for the Computer Department of Boers <ul style="list-style-type: none"> - Development of software for statistical purposes

Date: from to	August 1984 March 1988
Location	Rotterdam, the Netherlands
Company	Reyn, de Blaey Group
Position	Senior Consultant
Description	<ul style="list-style-type: none"> - Financial Evaluation of the Bell Lines Project manager for the financial analysis and evaluation of the Bell Lines (container company) including a chain of seven container terminals located in Rotterdam, France, Ireland and the UK <ul style="list-style-type: none"> - Analysis of the financial results - Development of business plan - MIS of Bell Container Terminal Development of a Management Information System including container and terminal control <ul style="list-style-type: none"> - Analysis of the operational handling of the containers - Statistic analysis - Determination of performance and productivity criteria - Analysis of the entire transport chain and the modal split - Thailand Advisory work regarding a computer and a accounting system for the „Public Warehouse Organisation“ <ul style="list-style-type: none"> - Reorganisation and administration of the computer department - Set-up of a management information system - Automation of the book keeping - Integration of the already computerised inventory system

Date: from to	October 1982 March 1985
Location	Rotterdam, the Netherlands
Company	Reyn, de Blaey Group
Position	EDP Auditor
Description	Auditing and Consultancy

Date: from to	July 1972 September 1982
Location	Rotterdam, the Netherlands
Company	Reyn, de Blaey Group
Position	Head of an Audit Team
Description	Head of an audit team for various audits of accounts office of the Reyn, de Blaey Group and her predecessors

15. Others: -

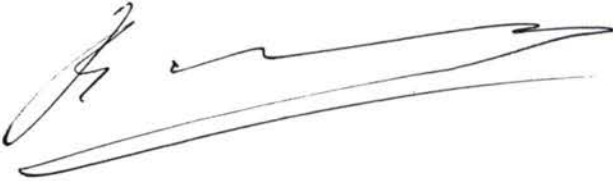
16. Commitment Declaration:

I, the undersigned R. Scheepbouwer herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Signature

Date

11-4-99

A handwritten signature in black ink, appearing to be 'R. Scheepbouwer', written over a horizontal line.

CURRICULUM VITAE

Proposed position in the programme: **Financial Expert
and Privatisation Expert**

1. Family name: SAUER
2. First name: Horst
3. Date of birth: 28.09.1941
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	Polytechnic of Karlsruhe, Germany
Date: from to	April 1962 June 1965
Degree or Diploma obtained:	Diplom- Ingenieur FH M.Sc. in Communication Technology

Institution	Technical University of Karlsruhe, Germany
Date: from to	October 1965 October 1968
Degree or Diploma obtained:	Diplom-Wirtschafts- Ingenieur TU M.Sc. in Industrial Engineering

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	2	3	3
French	2	3	3

8. Membership of professional bodies:

- Member of the German Scientific Society of Transportation (DVWG)
- Member of the German Society for Working Optimisation (REFA)

9. Other skills:

- Knowledge of word processing
- Project management tools

10. Present position: Director of the Berlin Office

11. Years within the firm: 28

12. Key qualifications:

Mr. Sauer is an industrial Engineer and Transport Economist with a great deal of experience in the planning and realisation of international freight transshipment centres (e.g. International Freight and Trade Centre Recife/Brazil, Logistic Centre Moscow, Logistic Centre Tashkent). Mr Sauer is experienced in negotiating with international forwarders. He has managed some conferences for public and private investors in order to commit them to the before-mentioned centres.

Mr. Sauer was in charge of the drawing up of the call for tender documents for the construction of the centres in several phases (infrastructure, buildings, storage, transshipment buildings).

Geographically he has worked in: Russia, Uzbekistan, Ukraine, Brazil, Philippines

13 Specific Eastern Countries experience:

Country	Date: from - to
Uzbekistan	June 1996 - March 1997
Russia	February 1996 - March 1997
Ukraine	April 1991 - June 1992

14. Professional Experience Record:

Date: from to	since 1969 ongoing
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Project Manager and Director Berlin Office
Description	<p>Planning, realisation and implementation of numerous storage and transshipment installations and other industrial buildings</p> <p>Development of possible formations for goods distribution centres</p> <p>Planning of wholesale and freight centres for Recife, Brazil</p>

Date: from to	February 1996 March 1997
Location	Friedrichshafen, Germany and Moscow, Russia
Company	Dornier SystemConsult GmbH
Position	Project Manager
Description	<p>International Logistic Centre Moscow:</p> <ul style="list-style-type: none"> - Development of a concept for a regional transport storage and distribution system in the Moscow area - Choosing of the location for the pilot project - Development of the master plan - Information and conference for the enticement of investors - Development and calculation of the business plan

Date: from to	June 1996 March 1997
Location	Friedrichshafen, Germany and Taskent, Usbekistan
Company	Dornier SystemConsult GmbH
Position	Project Manager
Description	<ul style="list-style-type: none"> - Development of a freight logistic network for Usbekistan - Development of a transshipment, storage and distribution centre in Tashkent - Development of the master plan - Calculation of the business plan

Date: from to	April 1991 June 1992
Location	Friedrichshafen, Germany and Nikolajev, Ukraine
Company	Dornier SystemConsult GmbH
Position	Project Manager
Description	<p>Conception of the freight distribution in the Ukraine:</p> <ul style="list-style-type: none"> - Definition of a pilot-project in Nikolajev. - Development of the concept - Masterplan for the freight distribution and storage centre - Preparation and managing of a conference for investors in the freight distribution centre

Date: from to	March 1990 August 1990
Location	Friedrichshafen, Germany
Company	Dornier SystemConsult GmbH
Position	Financial Expert
Description	<p>Masterplan for the new port of Bremen:</p> <ul style="list-style-type: none"> - Analysis and evaluation of traffic economic system (port structure and expansion strategies)

Date: from to	March 1976 March 1977
Location	Friedrichshafen, Germany and Manila, Philippines
Company	Dornier SystemConsult GmbH
Position	Project Manager
Description	<p>Analysis of container traffic, especially in Manila:</p> <ul style="list-style-type: none"> - Analysis of the world wide container flow - Checking the position of the Philippines with the main port Manila - Estimation of the further development of the Manila Container Terminal - Development of an expansion concept - Layout planning - Recommendation to KfW for financing the expansion

Date: from to	June 1969 June 1972
Location	Friedrichshafen, Bremen and Bremerhaven, Germany
Company	Dornier SystemConsult GmbH
Position	Project Manager
Description	<p>Container traffic in the ports Bremen, Bremerhaven:</p> <ul style="list-style-type: none"> - Economic analysis of the terminal operating - Analysis of flow of goods - Possibility of containerisation of goods - Transport chains of container (now and in future) - Possibility of container operating (Van Carrier-, straddle carrier-system, directly transshipment (to truck and ship to railway)) - Development of a simulation model to examine these possibilities and to develop the terminal layout

15. Others: -

16. Commitment Declaration:

I, the undersigned, Horst Sauer, herewith declare to accept the work proposed in this technical proposal if HPTI Port Training Institute GmbH is awarded the contract.


Signature

03/04/97
Date

CURRICULUM VITAEProposed position in the programme: **Legal and Privatisation Expert**

1. Family name: VAN KRIMPEN
2. First name: Christiaan
3. Date of birth: 17.08.1939
4. Nationality: Dutch
5. Civil status: Married
6. Education:

Institution	Maritime Academy Rotterdam, the Netherlands
Date: from to	September 1957 September 1959
Degree or Diploma obtained:	Graduation as Merchant Marine Officer

Institution	Royal Naval Institute, Den Helder Royal Navy Fleet Air Arm Training School, the Netherlands
Date: from to	September 1960 September 1961
Degree or Diploma obtained:	Lieutenant in the Royal Netherlands Army

Institution	Erasmus University Rotterdam, the Netherlands
Date: from to	September 1964 September 1968
Degree or Diploma obtained:	LL.M. Degree in Law, specialisation in Maritime Law

Institution	Erasmus University Rotterdam, the Netherlands
Date: from to	September 1968 September 1969
Degree or Diploma obtained:	B.Sc. in Economics

Institution	Municipal Software Centre Rotterdam, the Netherlands
Date: from to	June 1971 July 1971
Degree or Diploma obtained:	Courses in Automation and Logistics

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	2	2	2
English	1	1	1
French	2	2	2
Spanish	2	3	3
Papiamento	1	1	1
Dutch	1	1	1

8. Membership of professional bodies:

- 1978 - 1981: Vice Chairman of the IAPH Committee on Port Safety
- 1981 - 1985: Boardmember of the Aruba Stevedoring Company
(container Terminal)
- since 1989: Member of the Marine Safety Sub-Committee of the IAPH
- 1990 - 1996: Secretary General of the Board of
the Rotterdam Maritime Group Foundation
- since 1996: Chairman of the Board of
the Rotterdam Maritime Group Foundation

9. Other skills:

- Computer literacy: Word, Excel

10. Present position:

- Port Management Specialist;
- Senior Partner of Port Management Consultants Ltd.

11. Years within the firm: 10

12. Key qualifications:

Mr. Christiaan van Krimpen has over 25 years of hands-on experience in all aspects of port affairs and is specialised in legal matters and Maritime Law. Today he is the Senior Partner of Port Management Consultants Ltd and currently acting as Chairman of the Rotterdam Maritime Group. He is being engaged in numerous projects and studies, concerned with policy analysis, port privatisation, management information systems, the development of an international port-communication network and various port sector studies.

Mr. van Krimpen has served some ten years as (Deputy) Managing Director of the Port of Rotterdam and the Aruba Ports Authority. He has gained extensive managerial experience in the fields of legal affairs, port automation and the rehabilitation of port facilities. At the request of the Dutch Government he was in charge of privatising the Port of Aruba in setting up a new organisation.

As a former member of the Dutch Senate and of the Rotterdam Municipal Council Mr. van Krimpen has a long experience in functioning of and within a governmental framework.

Being engaged by the Mayor of Rotterdam as Secretary, especially charged with port affairs and later joining the Port of Rotterdam Mr. van Krimpen is a Port Privatisation and Legal Expert of an outstanding calibre.

Geographically, he has worked in:

Latvia, Croatia, Poland, Rumania, India, Indonesia, Venezuela, the Republic of Malagazy, Tanzania, Zambia and the Netherlands Antilles.

13. Specific Eastern Countries experience:

Country	Date: from - to
Poland; Gdansk, Gdynia, Szczecin, Swinoujsie	November 1992 - ongoing (different periods)
Croatia; Pula, Zadar, Split, Rijeka, Dubrovnic, Sibenik	September 1996 - ongoing (different periods)
Rumania; Bucharest, Constanta, Galati, Tulcea	August 1993 - December 1993
Latvia; Riga, Ventspils, Liepaja	October 1992 - March 1993 (different periods)

14. Professional Experience Record:

Date: from to	since 1987 ongoing
Location	Rotterdam, the Netherlands
Company	Port Management Consultants (PMC)
Position	Director and Senior Partner
Description	<p>Working as a Project Manager and Senior Consultant with the following main fields of activity:</p> <ul style="list-style-type: none"> - Management of large consulting projects - Management of the Port Development and Consulting Sector of PMC - Responsible for strategy formulation and planning - Specialised in policy analysis, port development, port organisation and information management

Date: from to	since 1997 ongoing
Location	Rotterdam, the Netherlands and Rijeka, Croatia
Company	Port Management Consultants
Position	Legal Expert
Description	Management Support, Port of Rijeka: <ul style="list-style-type: none"> - Model concession contracts - Adoptions Seaports Law - Training on Legal Aspects

Date: from to	since 1997 ongoing
Location	Rotterdam, the Netherlands and Gdynia, Poland
Company	Port Management Consultants
Position	Project Coordinator
Description	Port Community System, Gdynia: <ul style="list-style-type: none"> - Contact to steering committee - Project quality control

Date: from to	since 1995 ongoing
Location	Rotterdam, the Netherlands and Poland
Company (Client)	Port Management Consultants (World Bank)
Position	Project Manager
Description	Port Modernisation Study Poland: <ul style="list-style-type: none"> - North/East Port Gdansk - Gdynia East Port Modernisation/Value Added Services - RoRo Terminal Gdynia - Nautical/Environmental Database Szczecin

Date: from to	since 1994 ongoing
Location	Rotterdam, the Netherlands
Company	Port Management Consultants
Position	Institutional Expert
Description	<p>Transport Management Development Programme for the Russian Federation:</p> <p>A series of seminars and field visits for port managers and representatives of port firms in the Russian Federation are carried out with the following main topics:</p> <ul style="list-style-type: none"> - Port reform and privatisation of port activities - State transport policy - Port management methods and techniques in a market economy - Intermodal transport and transport chains - Inland waterways management - Bulk/container and general cargo operations

Date: from to	August 1996 December 1996
Location	Croatia
Company (Client)	Port Management Consultants (World Bank)
Position	Institutional Expert
Description	<p>Port Modernisation Study Croatia:</p> <ul style="list-style-type: none"> - Analysis of institutional situation - Development of New Port Legislation - Structuring of Croatian Port Authorities

Date: from to	November 1992 July 1994
Location	Rotterdam, the Netherlands and Poland
Company (Client)	Port Management Consultants (World Bank)
Position	Project Manager
Description	<p>Port Sector Study Poland:</p> <ul style="list-style-type: none"> - Review of governmental port privatisation policies - Drafting of new port legislation - Introduction of landlord port authorities - Financial Evaluation of the major Polish ports Gdynia, Gdansk, Szczecin-Swinoujscie - Macro economic analysis of port sector - Commodity split over the ports - Masterplans of the major ports - Feasibility studies of major investment projects

Date: from to	October 1992 April 1993
Location	Rotterdam, the Netherlands and Latvia
Company (Client)	Port Management Consultants (European Union)
Position	Institutional Expert
Description	<p>Latvia Ports Master Plan</p> <ul style="list-style-type: none"> - Institutional analysis of major Latvian ports Riga, Ventspils, Liepaja - Development of new port management structures - Drafting of new legislation - Developing lease/rent contracts for port areas

Date: from to	March 1985 August 1987
Location	The Hague, the Netherlands
Company	Thunnissen & Partners; the Caribconsult Foundation
Position	Senior Consultant; Secretary General
Description	Secretary General of the Caribconsult Foundation, a subsidiary of Nethconsult, and a joint Venture of 40 Dutch Consultancy Firms aimed at penetrating the Caribbean and Latin American markets

Date: from to	January 1981 March 1985
Location	Oranjestad, Aruba, Netherlands Antilles
Company	Aruba Ports Authority Ltd
Position	Managing Director
Description	<p>Project Manager of the construction of a Container terminal in Oranjestad, Aruba responsible for:</p> <ul style="list-style-type: none"> - Port Privatisation and Reorganisation <ul style="list-style-type: none"> - Privatisation of the port authority as a governmental enterprise - Organisation of a new stevedoring firm by combining a number of stevedoring companies - Reorganisation of the port administration - Development of a new system for port charges - Port Redevelopment (administration, infrastructure) <ul style="list-style-type: none"> - Reorganisation of the port administration - Development of a new system for port charges - Social plan for redundant port workers <ul style="list-style-type: none"> - Institution of a pension fund - Training of local staff to take over after five years

Date: from to	July 1976 January 1981
Location	Rotterdam, the Netherlands
Company	The Port of Rotterdam
Position	Deputy Managing Director
Description	Deputy Managing Director of the Rotterdam Municipal Management in charge of: <ul style="list-style-type: none"> - Reorganisation of the Nautical Sector (operations, research and projects) - Development of the LNG Terminal - Development of a city-wide crises management system for combating large industrial and shipping accidents

Date: from to	April 1974 July 1976
Location	Rotterdam, the Netherlands
Company	The Port of Rotterdam
Position	Head of the Department of Nautical Research
Description	<ul style="list-style-type: none"> - Development of new methods and systems to promote the overall safety of the port and neighbouring living quarters - Development of the Port Information System and the new Vessel Traffic Management System - Nautical Research of the Port Management

Date: from to	September 1971 April 1974
Location	Rotterdam, the Netherlands
Company	City of Rotterdam
Position	Deputy Head of the Port Administration Bureau, Townhall
Description	<ul style="list-style-type: none"> - Engagement in policy development and formulation regarding the port sector - Engaged in studies on port development and planning such as the Maasvlakte and the Rijnpoorthaven - Secretary to the Council Commission of Port Affairs - Secretary of the Radar Commission (a coordinating body between the National Government and the City Government)

Date: from to	July 1969 September 1971
Location	Rotterdam, the Netherlands
Company	City of Rotterdam
Position	Secretary to the Mayor of Rotterdam
Description	Assistance to the Mayors duties as Port Alderman

Date: from to	October 1961 August 1964
Location	Rotterdam, the Netherlands
Company	The Netherlands Merchant Marine; Royal Rotterdam Lloyd (Van Ommeren and Marcona Mining)
Position	Apprentice mate and Third Officer
Description	<ul style="list-style-type: none"> - Apprentice mate and Third Officer of the Netherlands Merchant Marine - Sailed for the Royal Rotterdam Lloyd

15. Others:

Public functions:

1976 - 1981: Member of the Dutch Senate

Mr. van Krimpen was chosen by the Provincial States as Member of the Dutch Senate. He acted as Chairman of the Senate Committee on Transport, Public Works and Port Affairs and as Deputy Chairman for the Committee on Netherlands-Antilles Affairs

1987 - 1991: Member of the Rotterdam Municipal Council

Mr. van Krimpen was elected member of the Rotterdam Municipal Council. He was a member of the Council Finance Committee and the Committee on Municipal Enterprises. He was also Chairman of a working group for the development of a management information system for the Council, the Burgomaster and Eldermen

Publications:

„Safety and efficiency implications of a new Rotterdam-Europort VTMS“

Paper at the Marine Traffic System Symposium, The Hague, the Netherlands. 1976

„Crises Management in Ports“

Keynote speech during the 10th Conference of the International Association of Ports and Harbours, Houston, USA. 1977

„Guide on Port Safety“

Publication of the IAPH, 1979/1981. Sections Vessel Traffic Management and Crisis Management in Ports

„Gestión portuaria y Control de Tráfico“

Keynote speech during the Seminar „Desarrollo de Puertos de América Latina“, Curacao, Netherlands Antilles. 1988

„From Signal Station to Teleport“

PMC publication, Rotterdam, the Netherlands. 1988

„Ports between Government Control and Private Enterprise“

Paper presented at the Scientific and Technical Ports Conference, Varna, Bulgaria. 1991

„Port Planning and Port Operations in market conditions“

World Bank Seminar, Moscow. 1992

„Ports in Changing Market Conditions“

World Bank Port Management Seminar, Helsinki. 1992

„Port Reform in Poland“

Seminar on Maritime Transport and Logistics, University of Gdansk. 1994

„How to Manage a Modern Port“

NEA Training Seminar for Russian Port Managers, Rotterdam, the Netherlands, 1995

„Infrastructure Investments in the Polish maritime Sector“

CARGOTRANS 1996 Congress, Maritime University of Szczecin. 1996

16. Commitment Declaration:

I, the undersigned, Mr. Chr. van Krimpen, herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GbmH is awarded the contract.

Rotterdam, April 14, 1997

Port Management Consultants

A handwritten signature in black ink, appearing to read 'Chr. van Krimpen', written in a cursive style.

Mr. Chr. van Krimpen

CURRICULUM VITAE

Proposed position in the programme: **Project Co-ordinator
and Human Resources Expert**

1. Family name: WAGNER
2. First name: Helga
3. Date of birth: 11.06.1965
4. Nationality: German
5. Civil status: Single
6. Education:

Institution	University of Hamburg, Germany
Date: from to	April 1984 April 1991
Degree or Diploma obtained:	M.A. in Slavistic and National Economics

Institution	Zdanov Leningrad State University, Leningrad, USSR
Date: from to from to	September 1987 October 1987 September 1989 December 1989
Degree or Diploma obtained:	Specialised Studies in Slavistic and Russian Affairs

Institution	University of Warsaw, Poland
Date: from to	July 1988 August 1988
Degree or Diploma obtained:	Studies in Polish Language and Polish Culture

Institution	Institute of Interdisciplinary Communication, Hamburg, Germany
Date: from to	September 1991 December 1991
Degree or Diploma obtained:	Certificate in Marketing Management

Institution	State Training Institute for Russian Language, Bochum, Germany
Date: from to	June 1992
Degree or Diploma obtained:	Certificate of Advanced Studies of Economics-related Russian Language

Institution	HHLA Training Centre, Hamburg, Germany
Date: from to	August 1993
Degree or Diploma obtained:	Certificate in Communications Training

Institution	Centre for Management, Thalwil, Switzerland
Date: from to	September 1993
Degree or Diploma obtained:	Certificate in Marketing Management

Institution	ip Institut für Projektplanung GmbH, Stuttgart, Germany
Date: from to	July 1995
Degree or Diploma obtained	Course in the logical framework project planning methodology

Institution	University for Economy and Politics, Hamburg
Date: from to	April 1995 December 1995
Degree or Diploma obtained	Studies in Ecological Management

7. Language skills:
(1 = excellent -5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
Russian	1	1	1
French	3	3	3
Polish	3	3	4

8. Membership of professional bodies: -

9. Other skills:

- Communications Trainer
- LogFrame Moderator
- Computer literacy: MS-DOS, WINDOWS, MS-Word, WordPerfect, Lotus1-2-3, Excel, Visio, Harvard Graphics, Paradox

10. Present position:
Manpower Development and Training Expert

11. Years within the firm: 5

12. Key qualifications:

Ms Wagner is a training consultant with nine years of professional experience in adult education, specialising in conceptualising, organising and executing management training programmes in the fields of port, transport and shipping in Germany as well as on location in Eastern Europe. In addition, Ms Wagner is concerned with personnel administration including the conceptual modelling of manpower audits and with organisation development.

Having successfully completed her tertiary education at the University of Hamburg in obtaining a Master degree in Russian philology, history and national economy, Ms Wagner made additional studies in marketing. At the same time she became well versed in adult education and worked as a university tutor. During several long-term stays in Russia and Poland she gained practical language experience as well as insights into the organisation and structure of the local economies.

Lately, she has successfully managed two training and consulting projects in Russia and Azerbaijan.

13. Specific Eastern Countries experience:
 (* donates experience in conducting training for nationals of the respective country)

Country	Date: from - to
Azerbaijan	February - March 1997 January 1996 - December 1996 *February - August 1995 *June 1994
Russia, St. Petersburg	*October 1995 *May 1995 *April 1995 *March 1995 *June 1994 *April 1994 *March 1994 *February 1994 January 1994 *August 1993 June 1993 *April - May 1993 *March - April 1993 *February - March 1993 *November 1992 *August 1992 September - December 1989 September - October 1987
Czechia	*November 1995
Russia, Murmansk	April 1994 December 1995
Russia, Vladivostok	January 1994
Poland, Warsaw	*October 1993 July - August 1988
Ukraine	*May 1993
Slovakia	*May 1993
Hungary	*September 1993 *November 1992 *October 1992
Estonia	*April 1993
Russia, Kaliningrad	*November 1992

Latvia	*November 1992
Russia, Moscow	*August 1992
CSFR	*June 1992 *May 1992

14. Professional Experience Record:

Date: from to	December 1995 ongoing
Location	Baku, Azerbaijan and Hamburg, Germany
Client	EU/Tacis Project; Baku International Commercial Sea Port
Position	Management Training Advisor
Description	<p>Support to the Client in transition to the market economy, in strengthening the management by introducing new policies and working methods and in assisting them to cope with the new challenges resulting from the new market oriented environment</p> <ul style="list-style-type: none"> - Analysis of the existing organisational structure and development of a new structure - Description of new tasks and responsibilities for the management in the new organisational set-up - Co-moderation of a Project Planning Workshop according to the LogFrame method for Planning of the Baku Port project - Design and edp-evaluation of a Manpower Audit for management staff of the Port of Baku - Identification of training needs and elaboration of a management concept for the Port of Baku

Date: from to	September 1996 ongoing
Location	Baku, Azerbaijan and Hamburg, Germany
Client	EU/Tacis Project; Baku International Commercial Sea Port
Position	Project co-ordinator of the Port Master Plan Study, Baku
Description	<p>Moderation of a Project Planning Workshop according for Planning of the Baku Port project</p> <p>Management and co-ordination of the elaboration of the Port Master Plan Study</p>

Date: from to	December 1995
Location	Mombassa, Kenya
Client	WFP World Food Program
Position	Management Trainer
Description	Organising and executing a highly-intensive port management seminar for logistics officers and transport experts

Date: from to	October 1995 February 1995 November 1994
Location	Copenhagen, Denmark
Client	UNICEF Supply Division
Position	Management Trainer
Description	Organising and executing management training courses on INCO-terms and dangerous goods for supply and shipping staff

Date: from to	December 1994 December 1995
Location	St. Petersburg, Russia and Hamburg, Germany
Client	EU-Tacis Programme; Seaport of St. Petersburg
Position	Programme Director
Description	<ul style="list-style-type: none"> - Backstopping and project management activities for a trainer team working on location in St. Petersburg - Developing and assisting in executing a train-the-trainer seminar in St. Petersburg for professors and lecturers of the Admiral Makarov State Maritime University - Conceptualising, organising and managing seminars for middle and lower management in personnel management, accounting, freight forwarding, transport legislation and insurance, and leadership skills - Organising and executing in Hamburg three management courses in operations, administration and maintenance and repair management

Date: from to	February 1993 July 1994
Location	St. Petersburg, Russia and Hamburg, Germany
Client	EU-Tacis Programme; Seaport of St. Petersburg
Position	Management Trainer
Description	<ul style="list-style-type: none"> - Organising and executing five port management seminars on location - Organising and executing three management courses in Hamburg

Date: from to	January 1992 ongoing
Location	Hamburg, Germany
Company	HPTI Hamburg Port Training Institute GmbH
Additional Assignments	
Courses in Hamburg	<ul style="list-style-type: none"> - Programme Director of two EU-sponsored training projects for the Caspian Shipping Company, Azerbaijan, Baku, <ul style="list-style-type: none"> - project management of training component - conceptualising and organising of two shipping management courses in Hamburg - Execution of several short-term port information seminars for transport experts from Germany, Czech Republic, Slovakia, Poland, the Baltic States and Hungary - Assistance in a maintenance and repair seminar for crane operators from the Port of Maputo, Mozambique - Execution of a three weeks port information and management seminar for administration experts from the Baltic States - Monitoring and evaluation of port information seminars - Conceptualisation, organisation and implementation of two port information seminars for dock workers and operations experts from Murmansk and Ilyichevsk - Conceptualisation, design and implementation of two seminars in port administration and organisation for trade union executives from the Seaport of St. Petersburg - Design and organisation of a port information seminar for port managers and freight forwarding experts from Dudinka and Norilsk - Conceptualisation and organisation of a training in leadership skills for lower level stevedoring executives

Study Tours	<ul style="list-style-type: none"> - Programme Director of the training component of the EU-Tacis training project for the Port of Baku <ul style="list-style-type: none"> - conceptualising, designing and implementing two study tours to north European ports for senior executives of the Seaport of Baku - Programme Director of the second EU-Tacis training project for the Port of St. Petersburg <ul style="list-style-type: none"> - conceptualising, designing and implementing a study tour to north European ports for senior executives of the Seaport of St. Petersburg. - Conceptualisation, design and implementation of a study tour to north European ports for trade union executives from the Seaport of St. Petersburg. - Programme director of two EU-sponsored training projects for the Caspian Shipping Company, Azerbaijan, Baku <ul style="list-style-type: none"> - conceptualising and organising of a study tour to several European institutions related to the shipping industry. - Conceptualisation, design and implementation of two study tours to west European ports for trade union officials from the Seaport of St. Petersburg.
Manpower Audits	<ul style="list-style-type: none"> - Design and evaluation of a Manpower Audit at Freetown Port for the Sierra Leone Ports Authority and assistance in the formulation of job descriptions - EDP-evaluation of a Manpower Audit of senior and junior staff of Yemenian ports and identification of training needs - Design and edp-evaluation of a Manpower Audit for senior and junior members of the Portos e Caminhos de Ferro do Mozambique and design of a comprehensive training programme
Project Planning Workshops	<ul style="list-style-type: none"> - Trainer-Moderator of a training seminar in the Logical Framework approach - Co-moderation of a Logical Framework workshop for senior managers from China Inland Waterway Ports - Co-moderation of a Logical Framework workshop for the UNICEF Supply Division - Co-moderation of a Logical Framework workshop for the European Sea Ports Organisation ESPO

Date: from to	May 1986 May 1991
Location	Hamburg, Germany
Company	Language School "Sprachspezialisten", Hamburg, Germany
Position	Language Teacher and Translator for Russian and Polish
Description	Definition and design of seminar curricula at a private school of languages and execution of several language courses for adult students

15. Others:

Publications: May 1995: Co-Authorship of a paper on Port Management and Training Experience from Eastern European Countries presented at the International Port Training Conference in Rotterdam

16. Commitment Declaration:

I, the undersigned HELGA WAGNER herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

H. Wagner

Signature

Date *16. 04. 97*

CURRICULUM VITAE

Proposed position in the programme: **LogFrame Workshop Moderator**

1. Family name: RÜDENAUER
2. First name: Dr. Michael, Peter, Angelo
3. Date of birth: 09.09.1945
4. Nationality: German
5. Civil status: Divorced
6. Education:

Institution	University of Hohenheim, Germany
Date: from to	September 1979 February 1991
Degree or Diploma obtained:	Doctorate in Agricultural Engineering

Institution	University of Hohenheim, Germany
Date: from to	April 1971 October 1975
Degree or Diploma obtained:	Master in Agricultural Economics

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
French	1	1	1
Spanish	2	3	4
Italian	2	3	4
Russian	5	4	5

8. Membership of professional bodies:

- International Association of Agricultural Economists (IAAE)
- Gesellschaft für Wirtschafts- und Sozialwissenschaften des Landbaus (GEWISOLA)

9. Other skills:

EDP: FORTRAN 4, SPSS, ACCESS, EXCEL, PROJECT, VISIO, LogFrame and PCM theory, teambuilding

10. Present position: Senior Consultant

11. Years within the firm: 6

12. Key qualifications:

Dr. Rüdenauer has a profound knowledge of: ZOPP/LogFrame, development of planning methodologies, macro- and micro economics, resource and programme management, organisation analysis and development, PCM, appraisal methods including RPA etc., cost-benefit analysis, M & E systems, training and group moderation, inter-cultural management and regional rural development; all with proven experience record.

13. Specific Eastern Countries experience:

Country	Date: from - to
Slovenia	March - April 1997 November 1996
Kyrgyzstan	November - December 1996
Croatia	June 1996 July 1995 October 1993
Rumania	May 1996
Latvia	April 1996 March 1993
Azerbaijan	January 1996
Georgia	November 1995 August 1995
Albania	November 1995 October 1994 April - May 1994 February - March 1992
Lithuania	October 1994

14. Professional Experience Record:

Date: from to	since 1983 ongoing
Location	on location
Company	various companies
Position	Moderator and Lecturer for ZOPP/LogFrame

Description	<p>Responsible for the following projects:</p> <ul style="list-style-type: none"> - Clarification Workshop the reform of vocational education and training including a report and documentation (1996; Romania for the EU European Training Foundation and GTZ) - LogFrame Workshop for the review of an operational plan for the project Advisory Services for the Promotion of the Croatian Taxation System (1996; Croatia for GTZ) - LogFrame Workshop and operational planning for a management advisory project for the port of Baku (1996; Azerbaijan for HPTI/EU-Tacis) - ZOPP 4 Workshop for a project for restructuring the Georgian harbour sector (1995; Georgia for GTZ/HPC) - LogFrame Workshop for the planning of the introduction of the ESPO Environmental Code of Practice in the TU ports (1995; FRG for European Seaports Organisation/HPTI) - ZOPP 3 Workshop for a project for restructuring the Georgian harbour sector (1995; Georgia for GTZ/HPC) - LogFrame basic and operational planning course based on the example of in-company communication improvement (1995; FRG for HPTI) - Operational planning phase 2 for the Project "Advisory Services for the Development of a Croatian Fiscal System" (1995; Croatia for GTZ) - LogFrame basic course and programme planning workshop within the framework of the advanced training programme "Management of safety and environmental protection in inland shipping in the PDR China" (1994; FRG for CDG/HPTI) - ZOPP 4 for the Project "Advisory services for the Lithuanian Development Bank" (1994; Lithuania for GTZ) - LogFrame Workshop for the review of the scheme of service of the Tanzania Harbour Authority (1994; Tanzania for THA/HPTI) - ZOPP 4 and Operational Planning for the Project "Improvement of the Environmental Protection Infrastructure" (1994; Latvia for GTZ) - ZOPP 4 and operational planning phase 1 for the Project "Advisory Services to the Development of a Croatian Fiscal Administration" (1993; Croatia for GTZ)
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	<ul style="list-style-type: none"> - LogFrame Basic Course and Workshop for a project for Further Training of Counterparts in the Port Sector in St. Petersburg (1992; FRG for HPTI)
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Date: from to	since 1991 ongoing
Location	Africa, Asia, Central and East Europe, Middle East
Company	IP Institut für Projektplanung
Position	Senior Consultant
Description	<p>Feasibility studies</p> <ul style="list-style-type: none"> - Project appraisals - Project evaluations and progress reviews - Institution and organisation analyses - Institution and organisation advice - Management advice and training - Workshop moderations - Training in planning methodology and moderation - Concept development in various fields (e.g. management, organisation, training and education systems, technology transfer, resource conservation and others) - Lecturing on economics, planning methodology and workshop moderation - Management of the companies implementation projects.

Date: from to	June 1990 February 1991
Location	Southeast and East Asia
Company	Self employed
Position	Independent Consultant
Description	<p>Joint venture feasibility studies in Hong Kong, Singapore and Thailand:</p> <ul style="list-style-type: none"> - Project appraisal for a resource conservation and watershed management project in North-East Thailand

Date: from to	June 1981 May 1990
Location	Thailand, Ministry of Interior, Department of Public Welfare
Company	Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ)
Position	Senior Advisor; Teamleader Simultaneously Associate Faculty Human Settlement Division, Asian Institute of Technology
Description	<p>Advisor to the Department for planning, organisation, co-ordination and M & E of Settlement Projects, specifically:</p> <ul style="list-style-type: none"> - Conception of a Master plan for integrated rural development in the Settlements for the sectors <ul style="list-style-type: none"> * agriculture, * forestry, * infrastructure, * cottage and small industries, * education - Conception and introduction of EDP-based planning and M & E instruments - Supervision and implementation of various sector projects - Training of and advise to counterparts in the fields of: <ul style="list-style-type: none"> * planning, * organisation, * EDP, * applied research, * economics, * participatory approaches, - Identification and promotion of self-help potential - Marketing research for agricultural products - Coordination of various budget sources within the Department - Selection and supervision of local and expatriate long and short-term experts and contractors - Scientific backstopping for AIT - Administration of other Projects - Identification of new Programmes and Projects - Management advise and follow up on the Thai-German Revolving Credit Fund Programme

Date: from to	September 1979 May 1981
Location	Germany
Company	University of Hohenheim
Position	Lecturer; Researcher
Description	<p>Lectures:</p> <ul style="list-style-type: none"> - Planning and management of various project types - Livestock economics <p>Research:</p> <ul style="list-style-type: none"> - Planning and evaluation methodology - Livestock and farming systems economics

Date: from to	April 1977 August 1979
Location	Togo, Avetonou Research Centre
Company	Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ)
Position	Expert; Deputy Director
Description	<ul style="list-style-type: none"> - Conception, implementation and scientific evaluation of farming and pasture system research - Training of Togolese research personnel - Project administration

Date: from to	April 1976 July 1976
Location	Mali, Mauritania, Senegal
Company	Groupemant Manantali
Position	Consultant; Teamleader Irrigated Agriculture Appraisal Mission
Description	<ul style="list-style-type: none"> - Management of an international interdisciplinary team - Overall editing of study - Micro- and macroeconomic assessment - Institutional and organisational assessments

Date: from to	October 1975 March 1977
Location	Germany
Company	University of Hohenheim
Position	Lecturer; Researcher
Description	Lectures: - Planning and management of various project types - Farming systems in the Tropics and Subtropics Research: - Planning and evaluation methodology - Farming systems in the Tropics and Subtropics

15. Others:

16. Commitment Declaration:

I, the undersigned Dr. Michael Rüdener herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

M. Rüdener

Signature

10/09/97

Date

CURRICULUM VITAEProposed position in the programme: **Civil Engineer**

1. Family name: BOSMAN
2. First name: Pieter H.J.
3. Date of birth: 11.02.1945
4. Nationality: Dutch
5. Civil status: Married
6. Education:

Institution	Technical High School, the Hague, the Netherlands
Date: from to	September 1966 June 1970
Degree or Diploma obtained:	B.Sc. Civil Engineer

Institution	NVWB, the Hague, the Netherlands
Date: from to	December 1975 May 1976
Degree or Diploma obtained:	Certificate in a Asphalt Technology Course

Institution	Company Course
Date: from to	October 1986 October 1986
Degree or Diploma obtained:	Certificate in Training and Organisation Course

Institution	Company Course
Date: from to	October 1991 March 1992
Degree or Diploma obtained:	Certificate in a Middle Management Course

Institution	Company Course
Date: from to	October 1993 June 1994
Degree or Diploma obtained:	Certificate in a Management Course

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	2	2	2
English	1	1	1
French	2	2	2
Dutch	1	1	1

8. Membership of professional bodies:

- Member of the Rotterdam Maritime Group

9. Other skills:

- Computer literacy: Word, Excel

10. Present position:

- Manager of the Department „International Operations“

11. Years within the firm: 27

12. Key qualifications:

Mr. Pieter H.J. Bosman is the Manager of the department „International Operations“ with AVECO b.v., which is active in port operations, system development, program management and financial and legal analysis, all with proven project record.

Within a profound professional background in engineering Mr. Bosman has been responsible for the technical realisation in various port related projects and studies, port master plans and terminal development activities. During the last 27 years he has further been active in the fields of engineering economics, feasibility studies, technical assistance and training, planning and estimating and design. All this for projects outside the Netherlands.

Mr. Bosman`s management duties comprise special short term assignments and studies, as well as the supervision of industrial development projects and foreign technical assistance.

Geographically, he has worked in:

Poland, Croatia, Hungary, Cameroon, Nigeria, Indonesia, Botswana and Malawi

13. Specific Eastern Countries experience:

Country	Date: from - to
Poland; Gdansk, Gdynia, Szczecin, Swinoujsie	May 1993 - ongoing (different periods)
Croatia; Pula, Zadar, Split, Rijeka, Dubrovnic, Sibenik	August 1996 - January 1997 (different periods)
Hungary; Adony, Budapest	February 1995 - June 1995

14. Professional Experience Record:

Date: from to	since 1992 ongoing
Location	Rotterdam and Utrecht, the Netherlands
Company	AVECO b.v.
Position	Manager of the department „International Operations“
Description	<p>Manager of the department „International Operations“ with the following main fields of activity:</p> <ul style="list-style-type: none"> - Operational concepts for technical (assistance) projects - Elaboration of industrial development projects - Special short term assignments and studies - Coordination of overseas subsidiaries, participations and projects - Management of industrial activities - Organisation of training programmes

Date: from to	since 1995 ongoing
Location	Utrecht, the Netherlands and Poland
Company (Client)	AVECO b.v. (World Bank)
Position	Civil Engineer
Description	<p>Port Modernisation Study Poland:</p> <ul style="list-style-type: none"> - North/East Port Gdansk - Gdynia East Port Modernisation - RoRo Terminal Gdynia - Nautical/Environmental Database Szczecin - Feasibility study for the renovation of the Martwa Wisla Sea Entrance; preparation of the technical documents in the fields of civil engineering and dredging

Date: from to	August 1996 December 1996
Location	Utrecht, the Netherlands and Croatia
Company (Client)	AVECO b.v. (World Bank)
Position	Civil Engineer
Description	Port Modernisation Study Croatia: <ul style="list-style-type: none"> - Masterplans for all ports - In depth assessment of current operations and determination of present and future capacities of the ports - Definition of development scenarios - Assessment of necessary environmental actions

Date: from to	August 1995 December 1995
Location	Utrecht, the Netherlands and Poland
Company	AVECO b.v.
Position	Civil Engineer
Description	Szczecin-Swinoujsie Fairway Renovation: <ul style="list-style-type: none"> - Investigation in order to get a detailed insight in the maintenance situation and the pollution of the fairways

Date: from to	February 1995 June 1995
Location	Utrecht, the Netherlands and Hungary
Company	AVECO b.v.
Position	Civil Engineer
Description	Development of the Danube Port of Adony: <ul style="list-style-type: none"> - Feasibility study, preparation of the technical documents

Date: from to	May 1993 July 1994
Location	Utrecht, the Netherlands and Poland
Company (Client)	AVECO b.v. (World Bank)
Position	Civil Engineer
Description	Port Sector Study Poland: <ul style="list-style-type: none"> - Masterplans of the major ports - Feasibility studies of major investment projects - Determination of present and future capacities - Assessment of necessary environmental actions

Date: from to	July 1987 November 1992
Location	Rotterdam and Utrecht, the Netherlands
Company	VIASAR-Services
Position	Senior Project Engineer
Description	Within the company responsible for <ul style="list-style-type: none"> - Conduction of feasibility studies on possible new activities in various countries - Preparation and execution of overseas projects - Costing aspects - Design - Follow up of activities and look after interests of our participants i.e. provision of day-to-day assistance to management in all aspects - Provision of support and partakes as a lecturer in training courses

Date: from to	January 1984 July 1987
Location	Utrecht, the Netherlands
Company	Volker Stevin Roads
Position	Senior Project Engineer
Description	<ul style="list-style-type: none"> - Conduction of feasibility studies - Preparatory works for new sites i.e. cost control system, set-up organisation, involvement with investments in plant and equipment - Preparation, estimation and follow up of bids for road contracts, mainly in African countries

Date: from to	November 1981 January 1984
Location	Cameroon
Company	Boskalis Westminster Dredging/ Volker Stevin Roads
Position	Agent Concrete Works
Description	<p>Responsible for the following activities:</p> <ul style="list-style-type: none"> - Erection of buildings and equipment - Starting up of drainage works i.e. culverts, stone pitching - Design of bridges - Day-to-day organisation of the civil section, including the training of local counterparts

Date: from to	October 1980 August 1981
Location	Sulawesi, Indonesia
Company	P.T. Penkonindo
Position	Agent Concrete Works
Description	Palopo-Tarumpakae highway in Sulawesi, Indonesia: <ul style="list-style-type: none"> - Preparatory works and execution of 11 bridges and 340 pipe/box culverts - Training of local counterparts

Date: from to	May 1978 October 1980
Location	Sokoto, Nigeria
Company	Roads Nigeria Limited
Position	Agent Road Works
Description	Kamba-Gaya in Sokoto State: <ul style="list-style-type: none"> - Construction of 20 km main road, including 1 bridge and 20 culverts

Date: from to	March 1976 May 1978
Location	Nigeria
Company	Nigerian Dredging and Marine
Position	Engineer
Description	<ul style="list-style-type: none"> - Design and cost estimation of constructions for harbours such as jetties, slipways and lighthouses - Reorganisation of certain technical staff departments

Date: from to	January 1974 March 1976
Location	Nigeria
Company	Nigerian Dredging Roads and General Works
Position	Superintendent Concrete Works; Assistant Project Manager
Description	Port Development: <ul style="list-style-type: none"> - Design/engineering for the inland Port of Ikorodu - Design of lighthouses and deep water moorings for Lagos Harbour - Environmental remediation

Date: from to	February 1972 December 1973
Location	Beverwijk, the Netherlands
Company	Van Hattum & Blankevoort
Position	Project Engineer
Description	<ul style="list-style-type: none"> - Setting up network plannings for major contracts, including follow up - Development of auxiliary constructions - Design of formwork

Date: from to	September 1971 January 1972
Location	Nigeria
Company	Nigerian Dredging Roads and General Works
Position	Superintendent Piling
Description	<ul style="list-style-type: none"> - Piling of the foundation for a flowstation in the Otumara oil fields near Warri, Nigeria

Date: from to	July 1970 August 1971
Location	Beverwijk, Roermond and Bergen, the Netherlands
Company	Van Hattum & Blankevoort
Position	Junior Project Engineer
Description	- All project engineering activities for the reconstruction of sluices at Roermond and Bergen

Date: from to	January 1969 June 1969
Location	Beverwijk and Katwijk, the Netherlands
Company	Provinciale Waterstaat Zuid; Van Hattum & Blankevoort
Position	Trainee; Assistant Resident Engineer; Organisation Assistant
Description	- Assistant Resident Engineer at a bridge construction site at Katwijk - Organisation Assistant at the construction site (slipformed tower) SBB-Geleen

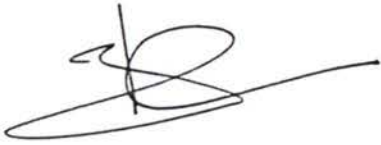
15. Others: -

16. Commitment Declaration:

I, the undersigned P.H.J. Bosman herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Signature

Date 14/04/17

A handwritten signature in black ink, consisting of a stylized, cursive script that is difficult to decipher but appears to be the name of the undersigned.

CURRICULUM VITAE

Proposed position in the programme: **Civil Engineer**

1. Family name: VAN LIEROP
2. First name: René A.
3. Date of birth: 07.05.1962
4. Nationality: Dutch
5. Civil status: Bachelor
6. Education:

Institution	University of Technology, Delft, the Netherlands
Date: from to	September 1981 May 1989
Degree or Diploma obtained:	M. Sc. Civil Engineer

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	3	3	3
English	2	2	2
French	2	2	2
Dutch	1	1	1

8. Membership of professional bodies:
 - Member of the Rotterdam Maritime Group

9. Other skills:

- Computer literacy: Word, Excel

10. Present position:

- Civil Engineer Economics
- Senior Project Engineer

11. Years within the firm: 2

12. Key qualifications:

Mr. René van Lierop works mainly as civil engineer economics on feasibility studies at the engineering consultancy company AVECO b.v. . His speciality is port development and he has been working on various masterplan studies. Further he has been involved with studies on infrastructure and urban development.

At the Technical University of Delft, the Netherlands, he graduated as civil engineer specialised on ports and inland waterways. He started his career at the construction company Ballast Nedam as hydraulic engineer, specialised in dredging and coastal engineering. Furthermore, he has experience in the field of project management (scheduling, cost-accounting, risk-management)

Geographically, he has worked in:
Poland, Croatia, the Russian Republic and Saudi-Arabia

13. Specific Eastern Countries experience:

Country	Date: from - to
Poland	November 1995 - January 1997
Croatia	September 1996 - December 1996
Russian Republic	June 1996 - September 1996

14. Professional Experience Record:

Date: from to	since 1995 ongoing
Location	Utrecht, the Netherlands
Company	AVECO b.v.
Position	Senior Project Engineer
Description	Within the company responsible for projects and studies concerning harbour, infrastructure and urban development

Date: from to	since 1997 ongoing
Location	Utrecht, the Netherlands and Rijeka, Croatia
Company	AVECO b.v.
Position	Civil Engineer Economics
Description	Terminal Development Programme, Port of Rijeka - Elaboration of a Terminal Development Programme within a study team

Date: from to	August 1996 December 1996
Location	Utrecht, the Netherlands and Croatia
Company (Client)	AVECO b.v. (World Bank)
Position	Civil Engineer Economics
Description	Port Modernisation Study Croatia: - Preparation of a masterplan for the Croatian Ports Rijeka, Dubrovnic, Pula, Sibenik, Split and Zadar within a study team

Date: from to	June 1996 September 1996
Location	Utrecht, the Netherlands and Kaliningrad, the Russian Republic
Company	AVECO b.v.
Position	Civil Engineer Economics
Description	Appraisal Study Port Development Baltiysk: - Participant of the study team for development of a new terminal at Kaliningrad

Date: from to	May 1995 February 1996
Location	Utrecht, the Netherlands and Gdynia, Poland
Company (Client)	AVECO b.v. (World Bank)
Position	Civil Engineer Economics
Description	Reconstruction Gdynia East Port: - Responsible for the land use plan including a feasibility study

Date: from to	May 1995 February 1996
Location	Utrecht, the Netherlands and Poland
Company	AVECO b.v.
Position	Civil Engineer Economics
Description	A2 motorway project, Poland: - Responsible for the cost calculations by use of the Plan-development Management System (PMS) - Preparation of the prequalification for the construction and exploitation of the A2 motorway project within a study team

Date: from to	November 1993 July 1995
Location	Amsterdam, the Netherlands
Company	Ingenieursbureau Amsterdam
Position	Business Administrator
Description	<ul style="list-style-type: none"> - Production of various periodical management information reports to the Board of Directors - Member of a project team for the development of a management information system - Production of financial and marketing information on behalf of the annual business report

Date: from to	October 1991 July 1993
Location	Riyadh, Saudi Arabia
Company	Ballast Nedam Group nv
Position	Planning & Control Engineer
Description	<ul style="list-style-type: none"> - Saudi Arabia, Tabuk: Planning and Control activities on a construction site for the project „Air-base Facilities“, also responsible for the evaluation of the project - Development, testing and implementation of a new cost-control-system

Date: from to	March 1990 September 1991
Location	Amstelveen, the Netherlands
Company	Ballast Nedam Engineering
Position	Hydraulic Engineer
Description	<p>Specialised in dredging and coastal engineering:</p> <ul style="list-style-type: none"> - Denmark <ul style="list-style-type: none"> - Advise on hydraulic problems concerning the design of the „Store Baelt Bridge“ - Turkey <ul style="list-style-type: none"> - Design of the harbour lay-out on behalf of a masterplan study of a new harbour near Adena - The Netherland Antilles <ul style="list-style-type: none"> - Design of breakwater structure for the port extension at Sint Maarten - Singapore <ul style="list-style-type: none"> - Design of sand-closure between the islands of Sentosa and Buran Darat - The Netherlands <ul style="list-style-type: none"> - Design and construction of the sand-foundation under the „Tunnel de Noord“

15. Others:

Graduated on the design of a computer simulation model to determine the capacity of the locks of Terneuzen, the Netherlands

16. Commitment Declaration:

I, the undersigned R. van Lierop herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.

Signature

Date

11/4/97



CURRICULUM VITAEProposed position in the programme: **Local Economist**

1. Family name: DEVDARIANI
2. First name: Seit
3. Date of birth: 11.12.1960
4. Nationality: Georgian
5. Civil status: Married
6. Education:

Institution	Tbilisi State University, Georgia
Date: from to	September 1977 July 1982
Degree or Diploma obtained:	Diploma of Higher Education in Applied Mathematics and Cybernetics

Institution	Institute of Energetic, Tbilisi, Georgia
Date: from to	September 1983 July 1989
Degree or Diploma obtained:	Postgraduate in Energetic Applied Mathematics

Institution	The USAID and BDC, Tbilisi, Georgia
Date: from to	June 1995 July 1995
Degree or Diploma obtained:	Certificate of Training of Trainers Seminar on Experimental Training-Techniques in Financial Management

Institution	EDI Bank, Washington DC, USA
Date: from to	October 1996 April 1997
Degree or Diploma obtained:	Certificate of Sound Bank Management Program

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1
Georgian	1	1	1

8. Membership of professional bodies: -

9. Other skills:

- Computer literacy: Computer languages, Date Base Packages, Windows, Word, Excel and Ventura Publisher

10. Present position: Professor in Financial Management

11. Years within the firm: 7

12. Key qualifications:

Computer programming, business planning and portfolio analysis

13. Specific Eastern Countries experience: -

14. Professional Experience Record:

Date: from to	since 1996 ongoing
Location	Tbilisi, Georgia
Company	European School of Management
Position	Professor in Financial Management
Description	<p>Portfolio Management</p> <p>Additionally to his duties as Professor within the school he has also worked in the following fields of activity:</p> <ul style="list-style-type: none"> - Consultant in Business Plan Design for SAS Care Project - System Analyst in the International Business Planning and Development Institute - Managing Director of GANATLEBA-XX Ltd

Date: from to	since 1990 ongoing
Location	Tbilisi, Georgia
Company	European School of Management
Position	Head of the Software Group Development Department
Description	Development of Software Supporting the Education Process

Date: from to	April 1983 December 1989
Location	Tbilisi, Georgia
Company	Ministry of High Education
Position	Software Developer
Description	Software Development in the fields of Management Education

Date: from to	September 1983 December 1985
Location	Tbilisi, Georgia
Company	Institute of Management of National Economy
Position	Senior Lecturer
Description	Lectures in Strategic Planning

15. Others:

- Information System in Education, Pharmacy
- Software Package for Business Planning
- Preparation of about 40 Business Plans

CURRICULUM VITAEProposed position in the programme: **Local Finance and Banking Expert**

1. Family name: KROUPAVA
2. First name: Temur
3. Date of birth: 05.08.1957
4. Nationality: Georgian
5. Civil status: Married
6. Education:

Institution	Tbilisi State University, Georgia
Date: from to	September 1974 July 1979
Degree or Diploma obtained:	Diploma of Higher Education in Applied Mathematics and Cybernetics

Institution	Tacis Project, Germany
Date: from to	June 1994 September 1994
Degree or Diploma obtained:	Certificate in a Program Training of Trainers in General Management

Institution	Mc Laren Business School, California USA
Date: from to	February 1995 April 1995
Degree or Diploma obtained:	Executive Training Course

Institution	EDI World Bank, Washington, USA
Date: from to	October 1996 April 1997
Degree or Diploma obtained:	Certificate in Sound Bank Management Program

7. Language skills:
(1 =excellent - 5 = very poor)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1
Georgian	1	1	1

8. Membership of professional bodies: -

9. Other skills:

- Computer literacy: WINDOWS, Word, Excel

10. Present position: The Head of the Department of Economics Program;

11. Years within the firm: 7

12. Key qualifications:

Preparing and Analysing Business Plans

13. Specific Eastern Countries experience: -

14. Professional Experience Record:

Date: from to	since 1990 ongoing
Location	Tbilisi, Georgia
Company	Tbilisi Business School
Position	The Head of Economics Program
Description	Lectures in Micro and Macro Economics

Date: from to	since 1996 ongoing
Location	Tbilisi, Georgia
Company	World Bank Project "Development of Georgian Agriculture"
Position	Finance and Banking Specialist
Description	Setting up of local credit unions

Date: from to	September 1982 February 1990
Location	Tbilisi, Georgia
Company	Ministry of High Education
Position	Software Engineer
Description	Development of Software

Date: from to	September 1979 August 1982
Location	Tbilisi, Georgia
Company	Ministry of Food
Position	Software Engineer
Description	Development of Software

15. Others:

Publications:

"Macro and Micro Economics", ESM, 1993

CURRICULUM VITAE

Proposed position in the programme: **Local Marketing Expert**

1. Family name: LILUASHVILI
2. First name: Zurab
3. Date of birth: 25.04.1953
4. Nationality: Georgian
5. Civil status: Married
6. Education:

Institution	Tbilisi State University, Georgia
Date: from to	September 1970 July 1975
Degree or Diploma obtained:	Diploma of Higher Education in Trade Economics

Institution	Design and Systems Management Ltd, Budapest, Hungary
Date: from to	September 1990 December 1990
Degree or Diploma obtained:	Certificate in Training Course on Marketing

Institution	Akademie für Berufsförderung und Umschulung, Berlin, Germany
Date: from to	April 1991 May 1991
Degree or Diploma obtained:	Certificate in a Program for Training of Trainers in the field of Marketing

Institution	Tacis Project, Germany
Date: from to	June 1994 September 1994
Degree or Diploma obtained:	Certificate in a Program for Training of Trainers in the field of Marketing

Institution	San Francisco University, USA
Date: from to	February 1995 April 1995
Degree or Diploma obtained:	Training Course in Marketing

Institution	Mc Laren Business School, California, USA
Date: from to	February 1995 April 1995
Degree or Diploma obtained:	Executive Training Course

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1
Georgian	1	1	1

8. Membership of professional bodies: -

9. Other skills: -

10. Present position: Head of the Marketing Program;
Consultant;
Local Expert

11. Years within the firm: 5

12. Key Qualifications:

Marketing and economic development.

13. Specific Eastern Countries experience: -

14. Professional Experience Record:

Date: from to	since 1995 ongoing
Location	Tbilisi, Georgia
Company	Tacis Project
Position	Local Expert
Description	Expertise of credit applications

Date: from to	since 1993 ongoing
Location	Tbilisi, Georgia
Company	International Business Planning and Development Institute
Position	Consultant
Description	Preparing Business Plans

Date: from to	since 1992 ongoing
Location	Tbilisi, Georgia
Company	European School of Management
Position	Head of the Marketing Program
Description	Lectures, case studies

Date: from to	since 1989 ongoing
Location	Tbilisi, Georgia
Company	Tbilisi Business School
Position	Head of the Marketing Program
Description	Lectures

Date: from to	March 1986 September 1989
Location	Tbilisi, Georgia
Company	Institute of Management of National Economy
Position	Senior Lecturer
Description	Lectures

Date: from to	September 1985 September 1986
Location	Tbilisi, Georgia
Company	Tbilisi State University
Position	Lecturer
Description	Lectures

Date: from to	September 1975 June 1985
Location	Tbilisi, Georgia
Company	Scientific Research Institute of Economics and Planning
Position	Senior Fellow
Description	Economic Development Projects

15. Others:

Publications:

„Marketing“

European School of Management, Tbilisi, 1993

CURRICULUM VITAEProposed position in the programme: **Local Legal Expert**

1. Family name: KADAGIDZE
2. First name: Nino
3. Date of birth: 01.08.1969
4. Nationality: Georgian
5. Civil status: Married
6. Education:

Institution	Tbilisi State University, Georgia
Date: from to	September 1988 July 1993
Degree or Diploma obtained:	Degree in Law Diploma of Higher Education in Law

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1
Georgian	1	1	1

8. Membership of professional bodies: -
9. Other skills: -
10. Present position: Consultant

11. Years within the firm: 3

12. Key qualifications:

First category lawyer, 1996

13. Specific Eastern Countries experience: -

14. Professional Experience Record:

Date: from to	since 1994 ongoing
Location	Tbilisi, Georgia
Company	Ministry of Justice
Position	Chief Consultant of the Department of Private Law
Description	Decrees, Draft Laws Expertise in Private Law

Date: from to	December 1996 February 1997
Location	Poti, Batumi, Tbilisi, Georgia
Company	Hamburg Port Consulting GmbH
Position	Legal Expert
Description	Expert in Legal Aspects in the Project „Optimisation and Reorganisation of the Sea Ports of Poti and Batumi

Date: from to	June 1993 June 1994
Location	Tbilisi, Georgia
Company	Megacom
Position	Consultant in Law
Description	Foreign investment taxation

15. Others: -

CURRICULUM VITAEProposed position in the programme: **Local Business Planner**

1. Family name: MARKOZASHVILI
2. First name: Nikoloz
3. Date of birth: 30.10.1946
4. Nationality: Georgian
5. Civil status: Married
6. Education:

Institution	Tbilisi State University, Georgia
Date: from to	September 1964 July 1969
Degree or Diploma obtained:	Diploma of Higher Education in Applied Mathematics and Cybernetics

Institution	Tbilisi State University, Georgia
Date: from to	September 1969 October 1972
Degree or Diploma obtained:	Postgraduation in Theoretical Cybernetics

Institution	Tbilisi State University, Georgia
Date: from to	December 1975 December 1975
Degree or Diploma obtained:	Dissertation in Optimal Control Theory

Institution	GIXI, Paris, France
Date: from to	February 1984 March 1984
Degree or Diploma obtained:	Executive Training Course

Institution	Management High Institute ISG, Paris, France
Date: from to	October 1989 November 1989
Degree or Diploma obtained:	Executive Training Course

Institution	Tacis Project, Germany
Date: from to	June 1994 September 1994
Degree or Diploma obtained:	Certificate of the Training of Trainers Program in General Management

Institution	Mc Laren Business School, California, USA
Date: from to	February 1995 April 1995
Degree or Diploma obtained:	Executive Training Course

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
English	1	1	1
Russian	1	1	1
Georgian	1	1	1

8. Membership of professional bodies: -

9. Other skills: -
10. Present position: Partner of the Georgian Consulting Group Inc.;
Head of the Audit Office within the firm
11. Years within the firm: 2
12. Key qualifications:
Preparing Business Plans, Strategic Development Organisational Changes
13. Specific Eastern Countries experience: -
14. Professional Experience Record:

Date: from to	since 1996 ongoing
Location	Tbilisi, Georgia
Company	Georgian Consulting Group Inc.
Position	Partner of the Firm; The Head of the Audit Office
Description	<p>Responsible for the following projects:</p> <ul style="list-style-type: none"> - Information Memorandum for Advertising Agency „Sense“ (BAT Advertising Company) - Information Memorandum for Tobacco factory „Kartli“ - Pre-negotiation research for „Georgian Tobacco Industry - Philip Morris“ (Ministry of Agriculture of Georgia) - Development of an organisational structure of Eniseli Brandy Plan

Date: from to	since 1993 ongoing
Location	Tbilisi, Georgia
Company	International Business Planning and Development Institute
Position	Consultant
Description	Elaboration of Business Plans and Investments Proposals for various Georgian Companies

Date: from to	since 1989 ongoing
Location	Tbilisi, Georgia
Company	Tbilisi Business School
Position	The Head of the Management Program
Description	Conceptualisation and design of training programmes dealing with all aspects of management

Date: from to	September 1979 December 1989
Location	Tbilisi, Georgia
Company	Institute of Management of National Economy
Position	Senior Lecturer
Description	Lectures in Operations Research

Date: from to	since 1977 ongoing
Location	Tbilisi, Georgia
Company	Tbilisi State University
Position	Professor
Description	Chair of Control Theory

Date: from to	September 1972 November 1974
Location	Tbilisi, Georgia
Company	Academy of Sciences, the Institute of Control Systems
Position	Senior Fellow
Description	Research in Optimal Control

15. Others:

Publications:

Principles of Management, ESM, 1993

CURRICULUM VITAEProposed position in the programme: **Local Training Expert**

1. Family name: GIORGOBIANI
2. First name: Lela
3. Date of birth: 20.04.1964
4. Nationality: Georgian
5. Civil status: Married
6. Education:

Institution	Tbilisi State University, Georgia
Date: from to	September 1982 July 1987
Degree or Diploma obtained:	Diploma of Higher Education in Philosophy and Psychology

Institution	State University, Tallin, Estonia
Date: from to	October 1990 November 1990
Degree or Diploma obtained:	Training of Trainers Course

Institution	The USAID and BDC, Tbilisi, Georgia
Date: from to	June 1994 July 1994
Degree or Diploma obtained:	Training on Trainers Seminar on Experimental Training Techniques

Institution	Berufsakademie Mosbach, Germany
Date: from to	March 1995 May 1995
Degree or Diploma obtained:	Training of Trainers Course „Human Resources Management,,

7. Language skills:
(1 =excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
Russian	1	1	1
Georgian	1	1	1

8. Membership of professional bodies: -

9. Other skills:

- Computer literacy: Word for Windows

10. Present position: Head of the Behavioristics Program

11. Years within the firm: 8

12. Key Qualifications:

Psychologist, Trainer

13. Specific Eastern Countries experience: -

14. Professional Experience Record:

Date: from to	since 1989 ongoing
Location	Tbilisi, Georgia
Company	European School of Management
Position	Head of the Behavioristics Program
Description	Training Courses in: <ul style="list-style-type: none"> - Communications - Teambuilding - Leading - Rhetoric - Decision Making

Date: from to	September 1987 July 1989
Location	Tbilisi Georgia
Company	Institute of Management of National Economy
Position	Junior Scientific Fellow
Description	Training Courses

15. Others: -

CURRICULUM VITAEProposed position in the programme: **Project Director**

1. Family name: ARLT
2. First name: Wolfhard Holger
3. Date of birth: 22.08.1947
4. Nationality: German
5. Civil status: Married
6. Education:

Institution	Nautical College, Hamburg, Germany
Date: from to	September 1968 February 1971
Degree or Diploma obtained:	Certificate of Competency as Chief Officer Foreign Going (AG)

Institution	Royal Melbourne Institute of Technology, Melbourne, Australia
Date: from to	January 1975 December 1975
Degree or Diploma obtained:	Certificate in Transport

Institution	Hamburg University of Applied Sciences, School of Shipping, Hamburg, Germany
Date: from to	March 1976 June 1977
Degree or Diploma obtained:	<ol style="list-style-type: none"> 1. Diplom-Wirtschaftsingenieur fuer Seeverkehr (B.Sc. Nautical Studies) 2. Certificate of Competency as Master Mariner Foreign Going (AG)

Institution	Plymouth Polytechnic, Plymouth, England
Date: from to	September 1978 June 1979
Degree or Diploma obtained:	Diploma in Management Studies in Shipping, DMS Shipping

Institution	Cranfield Institute of Technology, Cranfield, England
Date: from to	September 1981 August 1983
Degree or Diploma obtained:	Master of Science in Transport, MSc Transport

Institution	University for Economy and Politics, Hamburg, Germany
Date: from to	April 1995 December 1995
Degree or Diploma obtained:	Studies in Ecological Management

7. Language skills:
(1 = excellent - 5 = very poor)

Language	Reading	Speaking	Writing
German	1	1	1
English	1	1	1
Spanish	4	4	4
Japanese		4	

8. Membership of professional bodies:

- Member of the Nautical Institute (MNI),
- Member of the Chartered Institute of Transport (MCIT),
- Member of HTG, Hafenbautechnische Gesellschaft (Society for Port Constructions)

9. Other skills:

- Trainer and Moderator for group communication and visualisation processes
- Moderator for project planning processes according to the ZOPP/LogFrame method
- Computer literacy: MS-Office, Basic, WINDOWS, WordPerfect, Lotus1-2-3, MS-Project, Paradox, application programmes

10. Present position: Managing Director

11. Years within the firm: 14

12. Key qualifications:

Captain W. Arlt is Managing Director of the Hamburg Port Training Institute (HPTI) which conducts training in Hamburg and abroad in the fields of port, shipping and transport management, cargo handling, port and terminal operations, safety, engineering, environmental protection and ship operations and executes human resources and organisational development consultancy world-wide.

With 20 years of professional experience and a professional education in shipping management, transport and port affairs, Captain Arlt gathered the respective know-how for training of maritime personnel of all levels and qualifications as well as ample experience in institutional development in the ports, shipping and transport industries through participation in numerous projects and assignments.

Capt. Arlt has been engaged in assignments in and for Russia, other eastern European countries and the New Independent States since 1988, both in advisory and training capacities.

Starting his professional career as a seaman, he sailed on many different types of ships in all deck capacities up to Master (1964 - 1979), before he joined Hamburg Port Consulting GmbH as a consultant for shipping, transport and port management in their Saudi Arabia project (1979 - 1981). Thereafter, he worked as a Senior Advisor, before becoming Managing Director of HPTI Hamburg Port Training Institute GmbH (in 1983).

Geographically, he has worked in:

Russia, Azerbaijan, USA, Japan, Nauru, Kiribati, Marshall Islands, Great Britain, Ghana, Papua-New Guinea, Philippines, Mexico, China, Brazil, Taiwan, Greece, Spain, Malta, Nicaragua, Yemen, Australia, Saudi-Arabia as well as in Europe.

13. Specific Eastern Countries experience:
 (* donates experience in conducting training for nationals of the respective country)

Country	Date: from - to
Azerbaijan	February 1996 - ongoing (several stays)
Bulgaria	November 1996
Russia, Dudinka	* May 1996 * June 1995
Russia, several ports	* January - May 1996 * December 1995
Russia, Murmansk	April 1994
Russia, Vladivostok	January 1994
Russia, St. Petersburg	*June 1994 April 1994 *April 1994 *March 1994 *February 1994 January 1994 *August 1993 May - June 1993 *April - May 1993 *March - April 1993 *February - March 1993 *November 1992 *August 1992
Poland	*October 1993
Ukraine	*May 1993
Slowakia	*May 1993
Estonia	*April 1993
Russia, Kaliningrad	*November 1992
Latvia	*November 1992
Russia, Moscow	August 1992

CSFR	*June 1992 *May 1992 *May 1991 *April 1991
Hungary	*September 1993 *November 1992 *October 1992 *May 1990

14. Professional Experience Record:

Date: from to	since 1983 ongoing
Location	Hamburg, Germany
Company	HPTI Hamburg Port Training Institute GmbH
Position	Managing Director
Description	<p>Additionally to his duties as a company director he has conceptualised and designed most of the training programmes executed by HPTI.</p> <p>Also, Captain Arlt has acted as a backstopper or support team member for several organisational design and human resources development studies done by his staff for Azerbaijan, Russia, Mozambique, Abu Dhabi, Turkey, Yemen and Nicaragua.</p> <ul style="list-style-type: none"> - Participation in the design and evaluation of a manpower audit for senior and middle management port staff for the Sierra Leone Ports Authority - Investigation into future assistance needs within the Tacis, framework for the Port of Murmansk - Participation in the design and evaluation of a manpower audit for senior and middle management port staff in all Yemeni ports - Conceptualisation of environmental awareness seminars for senior port managers from the P.R. of China on behalf of the Federal German Government - Participation in the design and evaluation of a manpower audit for senior and middle management port staff of the port and railways authority in Mozambique

Date: from to	since 1995 ongoing
Location	Baku, Azerbaijan and Hamburg, Germany
Company (Client)	HPTI Hamburg Port Training Institute GmbH (EU-Tacis Project; Baku International Commercial Sea Port)
Position	Project Director
Description	<p>Support to the client in transition to the market economy, in strengthening the management by introducing new policies and working methods and in assisting them to cope with the new challenges resulting from the new market oriented environment</p> <p>Development of a port master plan for the port, based on a comprehensive traffic forecast, a business field analysis, a reorientation of port activities and a reorganisation of the port administration</p>

Date: from to	September 1996 November 1996
Location	Massara, Eritrea
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Massara Port Authority and GTZ)
Position	Senior Manpower Development Advisor and Management Trainer
Description	<ul style="list-style-type: none"> - Conceptualising and advising on future training schemes for managers and staff for ten authority's transition to market-economic organisation - Delivery of highly intensive management seminars

Date: from to	February 1995 August 1995
Location	Hamburg, Germany
Company (Client)	HPTI Hamburg Port Training Institute GmbH (EU-Tacis Project; Caspian Shipping Company)
Position	Senior Training Advisor
Description	Assistance in conceptualising two management training programmes in Shipping Line Management and Fleet Operations for senior and middle managers

Date: from to	August 1994 July 1995
Location	Dar Es Salam, Tanzania
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Tanzania Ports Authority)
Position	Senior Manpower Development Advisor
Description	Investigation into the payment and employment schedule of the Authority, advice on necessary revisions, advice on changes to the organisations structure, design of job descriptions

Date: from to	February 1993 December 1994
Location	St. Petersburg, Russia
Company (Client)	HPTI Hamburg Port Training Institute GmbH (EU-Tacis Programme; Seaport of St. Petersburg)
Position	Training Sub-Project Manager
Description	Management of the training sub-projects within the Tacis-Projects "TA to the Seaport of St. Petersburg", Immediate Training Programme and Second Year Assistance Programme <ul style="list-style-type: none"> - Project guidance and backstopping for the trainer team on location - Conceptualisation of six management development programmes

Date: from to	August 1993 September 1993
Location	Hamburg, Germany
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Federal German Government)
Position	Senior Advisor
Description	Conceptualisation of environmental awareness seminars for senior port managers from China

Date: from to	February 1991 March 1993
Location	Sana'a, Yemen (different periods)
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Ministry of Transport)
Position	Senior Advisor and Project Co-Director
Description	<p>Management of the Strategic Development Study for the ports and maritime sector of the Yemen</p> <ul style="list-style-type: none"> - Advice on policy issues and general guidance of the project - Participation in the Yemen Maritime Sector Organisational Reorganisation Study - Home-office support for the consulting experts on location and conceptualisation of specialised training programmes - Participation in the design and evaluation of a Manpower Audit for senior and junior staff members of the Yemen port sector - Design of tender documents for marine craft

Date: from to	March 1991 June 1991
Location	Tianjin, China
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Tianjin Ports Authority; The World Bank))
Position	Senior Advisor
Description	Investigation into the training needs of the Authority and specification of a Port Training Centre

Date: from to	January 1986 November 1988
Location	Tema and Takoradi, Ghana
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Ghana Ports and Harbour Authority, Ghana)
Position	Senior Advisor
Description	<ul style="list-style-type: none"> - Investigation into the rehabilitation of the Takoradi timber sheds including a prediction of future timber exports" - Design of the legal part for tender and contract documents for the purchase of port equipment to be acquired under a US\$ 30m World Bank/OECF loan" - Development of outline specifications and supervision of detailed design of tender specifications for 25 units of floating craft for the World Bank funded port rehabilitation project" - Conceptualisation and design of questionnaires and evaluation of comprehensive manpower audits for senior and junior staff"

Date: from to	March 1985 May 1985
Location	Guatemala
Company (Client)	HPTI Hamburg Port Training Institute GmbH (UN Department of Technical Cooperation for Development)
Position	Senior Advisor
Description	<ul style="list-style-type: none"> - Advice to the Government of Guatemala on a masterplan for the development of Puerto Quezal

Date: from to	April 1994 April 1994
Location	Iran
Company (Client)	HPTI Hamburg Port Training Institute GmbH (Deutsche Gesellschaft für Technische Zusammenarbeit)
Position	Senior Training Expert
Description	<ul style="list-style-type: none"> - Manpower development and training for the Bandar Abbas shipyard personnel

Date: from to	June 1983 December 1983
Location	Germany
Company	Hamburger Hafen-und Lagerhaus Aktiengesellschaft
Position	Senior Transport Advisor
Description	"Ist-Analyse der Transporttarifstrukturen und der Ladungsströme im Hinterlandverkehr des Hafens Hamburg" (Investigation of Hinterland traffic for German Seaports and preparation of traffic forecast)

Date: from to	June 1983 June 1983
Location	Hamburg, Germany
Company	HPC Hamburg Port Consulting GmbH
Position	Senior Transport Advisor
Description	- Feasibility study for the operation of a container transshipment terminal in the Mediterranean

Date: from to	December 1981 March 1982
Location	Philippines
Company	HPC Hamburg Port Consulting GmbH
Position	Port Advisor
Description	- Participation in the Davao Gulf Masterplan Study

Date: from to	November 1979 October 1981
Location	Riyadh, Saudi Arabia
Company (Client)	HPC Hamburg Port Consulting GmbH (Kingdom of Saudi Arabia Ports Authority)
Position	Port and Transport Advisor
Description	<p>Responsible for the following projects:</p> <ul style="list-style-type: none"> - Preliminary investigation into the training needs of the Saudi Ports Authority - Study on the integration of the minor ports of 1979 Saudi Arabia - Design of operational requirements and tender specifications of a floating grain silo - Study on the establishment of a SPA Port Management College - Study on container traffic development and planning of appropriate facilities - Development of a national cargo handling and freight flow contingency plan - Compilation of comprehensive port information on SPA ports - preliminary investigation into international maritime law and a proposal for a Saudi Arabian Maritime Law Code - Proposal on the integration of fishery activities into the national port and maritime system - Development of Rules and Regulations for Saudi Arabian seaports

Date: from to	June 1979 October 1979
Location	Hamburg, Germany, and various countries
Company	HPC Hamburg Port Consulting GmbH
Position	Consultant
Description	Consultant for Shipping, Transport and Port Management

Date: from to	March 1979 May 1979
Location	United Kingdom
Company	Bank Line Ltd. London
Position	Researcher
Description	- Preliminary investigation into the establishment of a westbound liner shipping service between the west coast of South America and the Far East

Date: from to	June 1977 September 1978
Location	Casablanca, Morocco
Company	Cie. Marocaine de Navigation
Position	Master
Description	Master on various vessels employed in the fruit trade between Morocco and Russia as well as world-wide and in the bulk trade between Morocco and America

Date: from to	February 1975 February 1975
Location	Majuro, Marshall Islands
Company	Majuro Local Government Council and Nauru Pacific Line
Position	Advisor
Description	- Proposal for the improvement of general cargo handling facilities and the establishment of a container park at Majuro

Date: from to	November 1974 November 1974
Location	Kusaie, Micronesia
Company	Kusaie Cooperative Society
Position	Advisor
Description	- Feasibility study on the establishment of inter-island shipping services between the central Pacific islands of Kusaie, Truk, Majuro, Ebeye and Nauru

Date: from to	August 1972 March 1976
Location	Nauru, Republic of Nauru, Central Pacific
Company	Nauru Pacific Line
Position	Chief Officer and Master
Description	Employment as Chief Officer and Master on various general cargo vessels engaged in the Australia - South Pacific trade and on bulk carriers trading from Nauru to Australasia and the Far East <i>Special assignment in 1974:</i> - Investigation into alternative sea transport concepts for the supply trade between Australia and the Central Pacific island nations

Date: from to	June 1971 August 1972
Location	Melbourne, Australia
Company	Hoechst Chemicals Ltd.
Position	Chemical Operator and Dangerous Goods Supervisor
Description	- Responsible for the safe storage, handling and transfer of various dangerous substances used in the firm's chemical processes - Special assignment as start-up operator of a new plant, involving building supervision, testing, start-up procedures and trial runs

Date: from to	January 1971 June 1971
Location	European Short Sea Trade
Company	Wallenius Shipping Line
Position	Chief Officer
Description	Employed as Chief Officer on a RoRo vessel trading between North Sea and Baltic Sea countries on regular service

Date: from to	June 1964 September 1968
Location	World-wide
Company	Hamburg-Süd Shipping Line
Position	Officer Apprentice
Description	Training as Officer Apprentice and Junior Officer on various refrigerated general cargo vessels trading between Europe and South America and between the USA and Australasia

15. Others:

Extra-Professional Activities:

- March 1997 Adam Smith Institute, Vienna, Austria
Speaker at the International Conference „Freight Transport in the CIS“ Title „The Development of Trans European and Trans Asian Transport Corridors“
- October 1996 Adam Smith Institute, St. Petersburg, Russia
Speaker at the International Conference „Port, Sea and River Shipping in the Former Soviet Union“
Title „FSU Ports within Integrated Trade Logistic Chains“
- August 1996 Johannesburg, South Africa
Speaker at the International Partner Conference
„Designing the Future together“

- May 1995 International Port Training Conference, Rotterdam
Speaker on Training in the CIS
- May 1995 MARCON Conference Alexandria, Egypt
Speaker on Maritime Training
- June 1994 LEDA Forum, Ravenna, Italy
Guest speaker on port organisation and human resources development in ports
- October 1993 UNCTAD-Meeting, Geneva, Switzerland
Member of the German delegation at the UNCTAD Third Meeting of the Ad-hoc Intergovernmental Group of Port Experts
- August 1992 Moscow, Russia
Speaker at a Worldbank-organised policy conference, attended by the port directors of all Russian ports
- April 1991 Dresden, Germany
Organiser of the Symposium "Wirtschaft- und Transportmetropole Hamburg" on behalf of the Senate of Hamburg
- August 1990 Berlin, Germany
Organiser of the Symposium "Wirtschaft- und Transportmetropole Hamburg" on behalf of the Senate of Hamburg
- September 1989 Hamburg, Germany
Organiser of the 18th Conference of the North Sea Hydrographic Commission
- September 1989 Hamburg, Germany
Speaker at the Conference "Hamburg - a port metropolis in the European comparison"
- October 1989 UNCTAD-Meeting, Geneva, Switzerland
Member of the German delegation at the UNCTAD Second Meeting of the Ad-hoc Intergovernmental Group of Port Experts
- June 1988 Hamburg, Germany
Organiser and Co-Director of the International Symposium on Liner Shipping IV

- since 1988 World Maritime University, Malmö, Sweden
Visiting Lecturer
- September 1987 Shanghai, China
Speaker at the International Conference CHINA
PORTEX '87; Paper Title "Training in Ports for New
Technologies"
- August 1987 Hamburg, Germany
Speaker at the International Colloquium ENGMART '87
"Using English in the Maritime Trade"
- since 1986 Escuela de Administration Maritima, Bilbao, Spain
Visiting Lecturer in Shipping Matters
- September 1986 Hamburg, Germany
Organiser and Seminar Director of the First United
Nations Inter-Regional Seminar on Hydrographic
Surveying and Bathymetric Charting
- May 1986 UNCTAD-Meeting, Geneva, Switzerland
Member of the German delegation at the UNCTAD
First Meeting of the Ad-hoc Intergovernmental Group
of Port Experts
- May 1985 Hamburg, Germany
Rapporteur at the Working Session "Men in Ports" of
the 14th World Port Conference

Publications:

**"Schiffahrtsspezifischer Fortbildungskurs: Bericht ueber ein britisches
Programm"**

("Maritime-specific further education: Report on a British programme")

published in HANSA, 116. Jahrgang 1979, no.15/16, pp.1233-1235

**"Eindruecke und Erfahrungen eines Studienaufenthaltes an der Plymouth
Polytechnic"**

("Impressions and experiences of a study visit at Plymouth Polytechnic")

Lecture given on 19 November 1979 at the Fachhochschule Hamburg,
Fachbereich Seefahrt

"Towards a Classification of Information Management"

Lecture given in July 1983 in London at the Working Group "Computers and Communication" of the Nautical Institute

published in SEAWAYS, March 1984, pp.6-7,22

"The Use of Computer-aided Games in Port Training; with a description of the CONPORT Container Terminal Operating Game"

Research work presented on 2 May 1983 in Hamburg at the International Symposium "How to meet the Challenges in the Ports Industry"

"The Treatment of Uncertainty in Port Planning"

Research work presented on 2 May 1983 in Hamburg at the International Symposium "How to meet the Challenges in the Ports Industry"

"Rechnerunterstuetzte Simulationprogramme in der maritimen Aus- und Fortbildung"

("EDP-assisted simulation games in maritime education")

Lecture given on 1 March 1984 in Wolfenbuettel at a teachers' training seminar for teachers of maritime training schools

Men in Port - Aims, Training, Working and Labour Relations

Report on Working Session IV of the 14th World Port Conference in Hamburg, May 1985

published in HANSA 1985, 122. Jg., no.15/16; and
published in HANDBUCH FUER HAFENBAU UND UMSCHLAGSTECHNIK,
Vol. XXXI, 1986

The Treatment of Uncertainty in Port Planning

published 1986 as Volume 2 in the Series "Lectures, Professional Papers, Research Reports" of Hamburg Port Training Institute

**Information Requirements in Strategic Planning in the Ports Industry;
Specification and Management of a Data Base**

published in Maritime Policy and Management, Volume 14, Number 1,
January-March 1987

Communications and Ports - A Case for PortSpeak?

Lecture given on 26 August 1987 in Hamburg at the International Colloquium
"Using English in the Maritime Trade" ENGMART '87; published in the
Conference Proceedings

Training in Ports for New Technologies

Lecture given on 22 September 1987 in Shanghai, P.R. of China, at the
International Conference CHINA PORTEX '87; published in the Conference
Proceedings

Port Problems in Less Developed Countries

published in Developing World Land Transport by Grosvenor Press
International, London, 1989

**Hafenarbeit und Fortbildung in Entwicklungsländern
Port Work and Training in Developing Countries**

published in HANSA 1990, 127. Jahrgang, No. 16, pp.898-902

16. Commitment Declaration:

I, the undersigned WOLFHARD H ARLT herewith declare to accept the work proposed in this technical proposal if HPTI Hamburg Port Training Institute GmbH is awarded the contract.



Signature

16.4.97
Date

COMPANY PROFILE

Hamburg Port Training Institute

HPTI Hamburg Port Training Institute GmbH is the independent professional training component of HPC Hamburg Port Consulting GmbH, an international port, shipping and transport consulting firm, and of the Hamburg Port and Warehouse Corporation, the major port operating and warehousing company in the Port of Hamburg.

HPTI is **one place in the world** where the key personnel of all sectors of the ports, shipping and transport industries can receive practical training, designed explicitly to their own and their organisations' requirements, enabling them to meet the complex demands and future challenges of their profession and their industry.

HPTI's objectives are:

- to facilitate the transfer of technology in the ports, shipping and transport industries through training
- to train managers and key operators in the effective and efficient execution of their professional tasks
- to provide training that has relevance to and meets the explicit requirements of the participants, his or her organisation and his or her nation
- to provide a truly international learning experience.

HPTI endeavours to equip all participants with:

- a firm understanding of the basic principles and the techniques of their professions
- an ability to utilise their knowledge and experience consistent with their organisation's and their nation's customs and philosophies
- an attitude of motivation and commitment towards their profession and their work.

HPTI AT A GLANCE

Office Address:	Übersee Zentrum Schumacherwerder D-20457 Hamburg Federal Republic of Germany Telephone: Int49-40-788 78 0 Telex: 2 173 116 hpc d Telefax: Int49-40-788 78 178 e-Mail: CompuServe 100073,2012 Internet: 100073.2012@compuserve.com
Mailing Address:	HPTI Hamburg Port Training Institute GmbH PO Box 11 14 06 D-20414 Hamburg Federal Republic of Germany
Chairman of the Board:	Dipl.-Ing. Peter Dietrich
Managing Director:	Captain Wolfhard H. Arlt, MSc DMS MCIT MNI
Staff:	Experts for training, manpower development, human resources management, shipping, transport, port operations, edp and media development
Shareholder:	The Free and Hanseatic City of Hamburg through the Hamburger Hafen- und Lagerhaus-Aktiengesellschaft (HHLA) and HPC Hamburg Port Consulting GmbH
Legal Status:	Limited Liability Company paid-in Capital German Marks 200,000.-
Founded:	28 July 1981 Register No.: Hamburg HR B 28 180

ACTIVITIES

Independent consulting, training, manpower development and human resources management services in the ports, shipping and transport fields,

covering

organisational investigations with regards to manpower development and training design

design and execution of specialised training courses, including individual training programmes

design, establishment and operation of training centres

counterpart and on-the-job training

media development, including design and production of information and training films, computer-aided training programmes, text books and training aids

CLIENTS

National Port Authorities

Private Port Operators

Transport and Logistics companies

Governmental Institutions

International Organisations

International Lending Agencies

National and International Co-operation Organisations

HPTI Hamburg Port Training Institute GmbH is registered with the following organisations:

ADB	- Asian Development Bank
ADFAED	- Abu Dhabi Fund for Arab Economic Development in Africa
BADEA	- Arab Bank for Economic Development in Africa
EC	- European Commission; TACIS/PHARE Programmes
EEC	- Centre for Industrial Development Organisation of the European Economic Community
GTZ	- Deutsche Gesellschaft für Technische Zusammenarbeit
IDB	- Inter-American Development Bank
ILO	- International Labour Organization
KfW	- Kreditanstalt für Wiederaufbau
UNDP	- United Nations Development Programme
UNIDO	- United Nations Industrial Development Organisation

UNITAR - United Nations Institute for Training and Research
WB - The World Bank

FIELDS OF ACTIVITY

HPTI Hamburg Port Training Institute GmbH offers the following services:

CONSULTANCY:

- organisational and manpower investigations
- manpower development plans and training design
- training scheme management
- personnel management and administration
- curriculum design
- execution and moderation of project planning workshops

TRAINING:

- provision of manpower development and training experts, lecturers and trainers
- provision of experts for counterpart training
- on-the-job training

EDUCATION:

- design and execution of specialised training courses including individual training programmes
- organising of seminars, conferences, etc.
- administration and management of training programmes and curriculum control

MEDIA DEVELOPMENT:

- training and information films
- computer-aided training programmes
- books and pamphlets
- teaching and training aids
- design of media rooms
- curricula redesign to allow extensive use of media

HPTI draws on the experience and the personnel of its parent companies and, enjoying the goodwill of the Hamburg State Government, co-operates with many institutions in Hamburg and Germany, particularly

- the Hamburg State Ministry of Economic Affairs
- the Port of Hamburg Administration Authority
- the Port of Hamburg Engineering Authority
- the University of Hamburg
- the Hamburg University of Applied Sciences
- the Federal Maritime and Hydrographic Agency
- the Elbe River and Hamburg Port Pilotage Brotherhoods
- the Academy of the Hamburg Transport Industry
- the Hamburg Port Workers' Training Centre
- the Federal Ministry of Transport; Maritime and Shipping Division

Excerpt from Project References

<i>Project:</i>	Development of the Port of Baku, Management Assistance and Training	<i>Country:</i> Azerbaijan
<i>Client:</i>	EU-Tacis, International Sea Port of Baku	
<i>Description:</i>	<p>Assistance of the Port Management in adapting and transforming the organisation to market economic conditions</p> <ul style="list-style-type: none"> • Evaluation and re-organisation of the accounting system of the port • Evaluation of the operations procedures • Assessment of the port personnel, of the organisational set-up, preparation and implementation of a new organisational structure • Definition and introduction of new positions and tasks • Assistance in port marketing • Execution of several management training courses and a study tour to Europe • Recommendation on development of port development and business strategies 	
<i>Project:</i>	Development of the Port of Baku Elaboration of a Port Master Plan Study	<i>Country:</i> Azerbaijan
<i>Client:</i>	EU-Tacis, International Sea Port of Baku	
<i>Description:</i>	<p>Elaboration of a Port Master Plan</p> <ul style="list-style-type: none"> • Traffic forecast and economic assessment • Port development concept and feasibility study • Port operations plan and capacity calculation • Assessment of cargo handling equipment, workshops and marine craft • Civil engineering evaluation of existing facilities and project of new layout • Environmental assessment • Preparation of tender documents 	
<i>Project:</i>	Development of the Caspian Shipping Company (Together with UNICONSULT)	<i>Country:</i> Azerbaijan
<i>Client:</i>	EU-Tacis, Caspian Shipping Company	
<i>Description:</i>	<p>Execution of a study, concerning the development of the Caspian Shipping Company and its adaptation to market economic conditions</p> <ul style="list-style-type: none"> • Investigation into the structure and legal environment of maritime transport in Azerbaijan • Analysis of the organisational structure of the company • Study on management policy and commercial activities • Survey of the fleet • Analysis of the finance and accounting system • Execution of one two months and one three months highly intensive management seminars in Europe, including study tours to relevant places in several European countries 	

<i>Project:</i>	Optimization and Reorganization of the Ports of Poti and Batumi (Together with HPC)	<i>Country:</i> Georgia
<i>Client:</i>	GTZ Gesellschaft für Technische Zusammenarbeit	
<i>Description:</i>	<p>The objectives of the project are to define the preconditions and structures necessary to transform the ports of Poti and Batumi into modern, business- and market oriented service companies. The tasks of the project include:</p> <ul style="list-style-type: none"> • Elaboration of a traffic forecast • Analysis of the organisational and operational port structures • Recommendation on a communication and management information system 	

<i>Project:</i>	Feasibility Study for Reception Facilities in Black Sea Ports (Together with HPC)	<i>Country:</i> Georgia, Ukraine Russian Federation
<i>Client:</i>	EU-Tacis	
<i>Description:</i>	<p>Due to the expected increase of tanker traffic and the recent ratification of the Convention on Protection of the Black Sea Against Pollution it was considered to be necessary to take immediate measures to prevent pollution and to implement control actions in the Black Sea area. Therefore, the objective of the project is to develop and enhance the reception facilities in the region and on long-term to set in place a sustainable system for ships waste collection. The tasks of the project comprise</p> <ul style="list-style-type: none"> • Execution of a shipping and traffic assessment • Assessment of present facilities • Environmental impacts analysis • Investigation of legal aspects • Execution of training events on environmental matters 	

<i>Project:</i>	St. Petersburg Harbour, Immediate Training Actions (Together with SWK, HPC and IPD)	<i>Country:</i> Russian Federation
<i>Client:</i>	EU-Tacis, International Sea Port of St. Petersburg	
<i>Description:</i>	<p>Assistance in facilitation of the transition of the port of St. Petersburg from centrally planned economy to market economy by a training needs assessment and conducting immediate training programme in the fields of management and operations</p> <ul style="list-style-type: none"> • Definition of specified sectors of training • Elaboration of training programme • Execution of three overseas management training programmes in equipment engineering, administration and operations 	

<i>Project:</i>	Training Programme for Senior Managers	<i>Country:</i> Germany
<i>Client:</i>	Ministry of Transport, Ukraine	
<i>Description:</i>	Elaboration and Execution of a management seminar in market-oriented transport and management for port directors or their deputies from all Ukrainian sea ports	

<i>Project:</i>	St. Petersburg Harbour - Second Year Assistance Project (Together with HPCD, SDV and SINPORT)	<i>Country:</i> Russia
<i>Client:</i>	EU-Tacis, International Sea Port of St. Petersburg	
<i>Description:</i>	<p>The objective of the project was to open the port of St. Petersburg to market economy and to introduce market-oriented thinking to the port management. The tasks comprised</p> <ul style="list-style-type: none"> • Improvement of marketing, service quality and documentation • Modernisation of the container terminal • Improvement of maintenance policy • Development of maritime activities • Port edp development • Training measures <ul style="list-style-type: none"> – Execution of three overseas training programmes for port managers on port operations, maintenance and repair and business administration and financial management – Practical on site training in container terminal management, port marketing, business administration and freight forwarding – Seminars on site in financial management, cargo handling, asset administration, team building and leadership 	

<i>Project:</i>	Review of THA Scheme of Services	<i>Country:</i> Tanzania
<i>Client:</i>	Tanzania Harbour Authority	
<i>Description:</i>	<p>In order to assist the Harbour Authority in its plans to move towards commercialisation or privatisation the following tasks were carried out</p> <ul style="list-style-type: none"> • Execution of a manpower and organisational investigation • Execution and evaluation of a manpower audit • Elaboration of a manpower forecast • Recommendation to improve the current scheme of services • Review of jobs into groups and grades • Review of salary structure • Elaboration of cost justification 	

<i>Project:</i>	Multi-modal Transport Project	<i>Country:</i> Yemen
<i>Client:</i>	Ministry of Transport of the Republic of Yemen	
<i>Description:</i>	<p>Within the frame of the multi-modal transport project the following tasks were carried out</p> <ul style="list-style-type: none"> • Execution of a manpower and organisational investigation • Execution and evaluation of a manpower audit • Elaboration of a manpower forecast • Assessment of training needs • Elaboration of a management training concept 	

<i>Project:</i>	Rehabilitation of the Ports of Tema and Takoradi	<i>Country:</i> Ghana
<i>Client:</i>	Ghana Ports and Harbours Authority	
<i>Description:</i>	<p>In order to establish a personnel policy suitable to meet the ports' needs the following tasks have been performed</p> <ul style="list-style-type: none"> • Execution of a manpower and organisational investigation • Execution and evaluation of a manpower audit • Elaboration of a manpower forecast • Assessment of training needs 	

<i>Project:</i>	Rehabilitation of the Port and Transport Sector	<i>Country:</i> Mozambique
<i>Client:</i>	CFM	
<i>Description:</i>	<p>The aim of the following tasks was to define the needs for qualification and number of personnel in the port and transport sector</p> <ul style="list-style-type: none"> • Execution of a manpower and organisational investigation • Execution and evaluation of a manpower audit • Elaboration of a manpower forecast • Assessment of training needs 	

<i>Project:</i>	Assistance to the Port of Mina Zayed	<i>Country:</i> Abu Dhabi
<i>Client:</i>	Mina Zayed Ports and Harbours Authority	
<i>Description:</i>	<p>In order to establish a personnel policy suitable to meet the ports' needs the following tasks have been performed</p> <ul style="list-style-type: none"> • Execution of a manpower and organisational investigation • Execution and evaluation of a manpower audit • Elaboration of a manpower forecast • Assessment of training needs • Elaboration of a training concept 	

<i>Project:</i>	Seminars on the Effects of Market-economic Conditions on Transport	<i>Country:</i> Germany
<i>Client:</i>	Port of Hamburg Marketing Association	
<i>Description:</i>	<p>Conceptualisation, organisation and realisation of several seminars on the effects of market-economic conditions on transport for freight forwarding personnel of transport, freight forwarding and trade organisations from Czechoslovakia, Estonia, Hungary and Germany</p>	

<i>Project:</i>	Workshop on Market-oriented Transportation and Management	<i>Country:</i> Germany
<i>Client:</i>	UNITAR United Nations Institute for Training and Research	
<i>Description:</i>	Conceptualisation, organisation and realisation of a workshop on market-oriented transportation and management for senior management staff from Estonia, Latvia and Lithuania	

<i>Project:</i>	Seminar on Inter-modal Transport	<i>Country:</i> Germany
<i>Client:</i>	DEC Digital Equipment Corporation	
<i>Description:</i>	Conceptualisation, organisation and realisation of several seminars on inter-modal transport for management staff from Belgium, Finland, Germany, Italy, Spain and UK	



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Takis Procurement Unit
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B-1040 Brussels
BELGIUM

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STATEMENT OF ELIGIBILITY

Feasibility Study of New Terminal Facilities in the Georgian Ports
Project Number: TNREG9603
- Invitation to Tender -

This is to certify that HPTI Hamburg Port Training Institute GmbH fulfils all the requirements as listed in Article 4 of the General Regulations:

- a) we are not bankrupt;
- b) payments to us have not been suspended in accordance with the judgement of a court or a judgement declaring bankruptcy and resulting with our national laws, in the total or partial loss of the right to administer and dispose our property;
- c) legal proceedings have not been instituted against us involving an order suspending payments and which may result, in accordance with our national laws, in a declaration of bankruptcy or in any other situation entailing the total or partial loss of the right to administer and dispose of our property;
- d) we are not guilty of serious misrepresentation with regard to information required for participation in an invitation to tender;
- e) we are not in breach on contract or another contract with the European Commission as Contracting Authority.

Hamburg, 10 April 1997
HPTI Hamburg Port Training Institute GmbH


Capt Wolfhard H Arlt
Managing Director

Reg. No. 564/1997 L

I, the undersigned

Dr. jur. Gerd H. Langhein,

a Notary Public of this Free and Hanseatic City of Hamburg, Federal Republic of Germany,
hereby certify and attest that

Capt Wolfhard H Art,
Übersee-Zentrum, Schumacherwerder, 20457 Hamburg,

residing in Hamburg and known to me, acting in his capacity as Managing Director to the
Company with limited liability domiciled in Hamburg under the company name of

HPTI Hamburg Port Training Institute GmbH

and as such duly authorised and entitled, according to the official entries of the Commercial
Register of this City inspected by me today, to represent by himself the said Company in every
respect with legally binding force and to sign in its name, signed the foregoing document in my
presence.

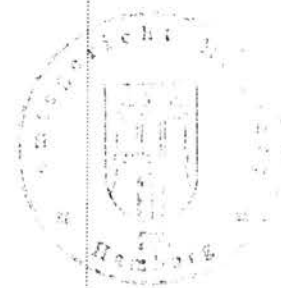
IN WITNESS THEREOF I have hereunto set my hand and affixed my seal of office at Hamburg
this 10th day of April, 1997.



Eintragung	a) Firma b) Sitz c) Gegenstand des Unternehmens	Grund- oder Stammkapital DM	Vorstand Persönlich haftende Gesellschafter Geschäftsführer Abwickler	Prokura	Rechtsverhältnisse	a) Tag der Eintragung und Unterschrift b) Bemerkungen
1	2	3	4	5	6	7
1	<p>a) HPTI Hamburg Port Training Institute GmbH</p> <p>b) Hamburg</p> <p>c) (1) <u>die Vorbereitung und Durchführung von Lehrmaßnahmen im Bereich des Hafens- und Transportwesens.</u></p> <p>(2) Die Gesellschaft ist berechtigt, alle mit dem Gegenstand des Unternehmens im Zusammenhang stehenden Hilfs- und Nebengeschäfte durchzuführen.</p>	50.000.--	<p><u>Werner Spenhoff,</u> <u>Kapitän,</u> <u>Seevetal 1</u></p>		<p>Gesellschaft mit beschränkter Haftung. Gesellschaftsvertrag vom 18. Juni 1981.</p> <p>Die Gesellschaft hat einen oder mehrere Geschäftsführer. Sind mehrere Geschäftsführer bestellt, so wird die Gesellschaft durch zwei Geschäftsführer gemeinsam oder durch einen Geschäftsführer zusammen mit einem Prokuristen vertreten.</p> <p><u>Der Geschäftsführer Werner Spenhoff vertritt die Gesellschaft allein.</u></p>	<p>a) 28. Juli 1981</p> <p><i>Iden</i></p> <p>b) Ges.-Vertr. Bl.15-27 Sdb.</p>
2			<p>Wolfhard Arlt, Kapitän, Elmshorn.</p>		<p><u>Werner Spenhoff ist nicht mehr Geschäftsführer.</u> Wolfhard Arlt ist zum Geschäftsführer bestellt worden. Er vertritt die Gesellschaft allein.</p>	<p>a) 3. Januar 1984</p> <p><i>Arnt</i></p>
3	<p>c) (1) die Vorbereitung und Durchführung von Lehrmaßnahmen sowie Beratung bei Lehrmaßnahmen im Bereich des Hafens- und Transportwesens. Die Gesellschaft kann in diesem Bereich ferner auf dem Gebiet der Medienentwicklung und -herstellung für Lehr- und Informationszwecke tätig werden.</p>				<p>Durch Gesellschafterbeschluss vom 12. Februar 1985 ist der Gesellschaftsvertrag in § 2 Abs. (1) (Gegenstand des Unternehmens) geändert worden.</p>	<p>a) 10. Juni 1985</p> <p><i>Gradi</i></p> <p>b) Ges.-Beschl. Bl.39 ff.Sdb. Neuer Wortl. Ges.-Vertr. Bl. 44 ff.Sdb.</p>

1 Sitz c) Gegenstand des Unternehmens	2 Grund- oder Stammkapital DM	3 Vorstand Persönlich haftende Gesellschafter Geschäftsführer Abwickler	4 Prokura	5 Rechtsverhältnisse	6 a) Tag der Eintragung und Unterschrift b) Bemerkungen 7
4				<p>Durch Gesellschafterbeschuß vom 15. September 1989 ist der Gesellschaftsvertrag völlig neu gefaßt worden.</p> <p>Zwischen der Gesellschaft (beherrschtes Unternehmen) und der HPC Hamburg Port Consulting GmbH, Hamburg (herrschendes Unternehmen) besteht ein Gewinnabführungsvertrag vom 7. Dezember 1981 in seiner Neufassung vom 26. Juni 1989 und ein Beherrschungsvertrag vom 7. Dezember 1981, dem die Gesellschafterversammlungen beider Gesellschaften vom 15. September 1989 zugestimmt haben.</p>	<p>a) 7. November 1989 <i>Froling</i></p> <p>b) Beschl. Bl. 61 Sdb., Ges.-Vertr. Bl. 77 ff. Sdb. Gewinnabf.-Vertr. u. Beh.-Vertr. Bl. 71 ff. Sdb.</p>
5	200.000,--			<p>Durch Gesellschafterbeschuß vom 16. August 1993 ist das Stammkapital um 150.000,-- DM auf 200.000,-- DM erhöht und der Gesellschaftsvertrag in § 3 (Stammkapital) geändert worden.</p>	<p>a) 18. Januar 1994 <i>Wilken</i></p> <p>b) Ges.-Beschl. Bl. 87 ff. Sdb., Ges.-Vertr. Bl. 94 ff., Sdb.</p>

Die unterstrichenen Eintragungen sind gelöscht, falls sich nicht aus dem sonstigen Inhalt etwas anderes ergibt.

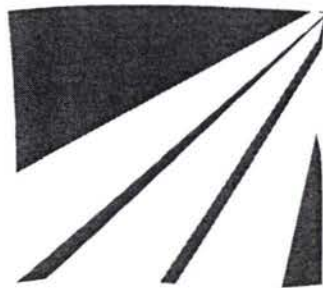


Die Übereinstimmung der Abschrift (Abfertigung) mit der Hauptschrift wird bescheinigt.
Hamburg, 11. April 97

[Handwritten signature]

Urkundenbeamter der Geschäftsstelle

Statement of Qualification



Dornier SystemConsult

FRIEDRICHSHAFEN, GERMANY

MARCH 1997

THE COMPANY PROFILE

Dornier SystemConsult GmbH (DSC), a 100 % subsidiary of Dornier GmbH, is the consulting branch of the Daimler-Benz Group for planning, consulting, systems engineering and project management in the areas of transportation, logistics and freight transport as well as resources management. It acts as an independent consultant on the national and international market. The roots of this consulting branch date back to the year 1962.

The clients are public institutions, ministries, national railway organisations, freight forwarders, public transport authorities, transport providers, manufacturers, private transshipment companies, logistic operators, and others.

Being a company of the Daimler-Benz-Group, Dornier SystemConsult has access to the entire special knowledge and resources of the Group in passenger and goods vehicles, railways, aeroplanes, airports, communication, financing and other activities.

COMPANY DATA

NAME OF COMPANY	Dornier SystemConsult
ADDRESS	P.O.Box 1307 88003 Friedrichshafen - Germany
TELEPHONE	+49 7545/85440
FAX	+49 7545/85403
TYPE OF ORGANISATION	Limited Liability Company
FOUNDED	1962
SHAREHOLDER	Dornier GmbH
TURNOVER 1995	30 Mio. DM
MANAGING DIRECTOR	Herbert Grünwald
PERSONNEL	app. 70 engineers, economists and operation professionals
MEMBERSHIP	German Association of Independent Consulting Engineering Firms
TQM	ISO 9001 Quality Certificate
CCR REGISTER NO:	4307
THE WORLD BANK NO:	223
DACON NO.	applied

SELECTED BUSINESS FIELDS

○ TRANSPORTATION, TRAFFIC AND TELEMATICS	○ LOGISTICS AND FREIGHT TRANSPORT
<ul style="list-style-type: none"> ⇒ integrated, multimodal transportation planning ⇒ urban traffic systems ⇒ public transportation operation ⇒ administration, set-up, and support for transport authorities ⇒ implementation planning of innovative transit systems ⇒ traffic and telematics ⇒ intelligent vehicle and highway systems ⇒ innovative transport systems 	<ul style="list-style-type: none"> ⇒ promotion, planning and business concepts for intermodal freight logistic centres like ports, combined railway terminals, etc. <ul style="list-style-type: none"> – feasibility and investment studies – physical design and infrastructure planning – financial and business concepts ⇒ strategic and operational consulting for forwarders <ul style="list-style-type: none"> – national and international transportation networks – locations and materials handling – transport costs ⇒ management consulting for international manufacturers <ul style="list-style-type: none"> – logistic chains – insourcing/outourcing projects – distribution systems – locations and materials handling

○ PROJECT MANAGEMENT AND PROJECT SUPPORT	○ RAILWAY ENGINEERING	○ RESOURCES MANAGEMENT AND WATER ENGINEERING
<ul style="list-style-type: none"> ⇒ management implementation ⇒ administration/restructuring ⇒ institutional building ⇒ management methods and tools development ⇒ management training and TQM ⇒ project configuration ⇒ schedules and cost plans ⇒ resources planning ⇒ information and communication systems 	<ul style="list-style-type: none"> ⇒ turnkey project execution ⇒ feasibility studies ⇒ financing ⇒ alignment ⇒ design ⇒ operation ⇒ construction management 	<ul style="list-style-type: none"> ⇒ land use suitability ⇒ environmental impact assessment ⇒ strategic planning ⇒ water resources management ⇒ solid waste management ⇒ geographic information systems (GIS)

NEW INDEPENDENT STATES ENGAGEMENT

Dornier SystemConsult has been working in the New Independent States since the eighties, focusing on the transportation sector.

Dornier SystemConsult has increased its engagement with the on-going development process in these states, covering the sectors of transportation, institutional building, economic development, industrial area development and private sector support. The company has a highly qualified team, well aware of the primary conditions of the economic systems in the New Independent States. In addition, the Dornier SystemConsult has a pool of associated regional experts.

Our clients and partners in the public and private sector in the New Independent States are, for example:

Privat sector	Public sector
<ul style="list-style-type: none"> • Georgia 	
<ul style="list-style-type: none"> – Georgia International Oil Corporation – Caucastranforwarder Ltd. – Deutsche Bank 	<ul style="list-style-type: none"> – President of Gorgia - State Chancellery – Minister of Economy of Gorgia – The World Bank – Tacis office
<ul style="list-style-type: none"> • Russian Federation 	
<ul style="list-style-type: none"> – Translogistik Ltd., Moskau – Panalpina World Transport AO – Robert Heilmann Spedition AG – Mercedes Benz Avtomobili A.O.Z.T. – GASPROM – Russische Kreditbank – Lukoil 	<ul style="list-style-type: none"> – AG Finanzrosinvest Verkehr in Russia, Moskow – Ministry of Transport – Sovtransavto, Moskau – Tacis office

Privat sector	Public sector
<ul style="list-style-type: none"> • Azerbaidtschan 	
<ul style="list-style-type: none"> - Asevtonagliat - Azer car Transportation 	<ul style="list-style-type: none"> - Ministry of Economic Affairs - Baku City - Tacis office
<ul style="list-style-type: none"> • Kirgistan 	
<ul style="list-style-type: none"> - Barat Automobile - Danzas AG 	<ul style="list-style-type: none"> - Ministry of Transport - State Property Fund of the Kyrgyz Republic - The World Bank
<ul style="list-style-type: none"> • Uzbekistan 	
<ul style="list-style-type: none"> - Uzbekistan Motor transport - Uz autotrans - Uzbek Railways - Uzautosonaat - Milizer + Münch 	<ul style="list-style-type: none"> - Cabinet Minister - Ministry of Transport - Ministry of Foreign Economic Relations - Municipality of Taschkent - The World Bank - Tacis office

BRIEF DESCRIPTION OF SELECTED PROJECTS IN WEST EUROPE AND THE NEW INDEPENDENT STATES

Ports and traffic flows

- Bremen Warehouse Corp.: Simulation for the New Container Terminal in Bremerhaven (1990)
- State of Bremen: Masterplan for the New Port of Bremen (1990) Analysis and evaluation of traffic economics system (port structure and expansion strategies)
- German Transport Forum: Ports as Commercial Logistic Centre (1996)
- Rogan & Partner: Conversion of the Port of Piräus, Greek (1992)
- Rotterdam Port Management: Strengthening Hinterland Competitiveness of Port of Rotterdam (1995) Development and evaluation of strategies for improving the rail-based connection of the hinterland to an European main port.
- European Union DG VII: Multimodal European Transportation Network involving Waterways (1994)
- State of Bremen: Heavy Goods Logistics and Assembly Center at the AG Weser Site (1994)

Experiences in the New Independent States

- Federal Ministry of Economics: Freight, Transshipment and Financial Concept of Stock for Freight Distribution Centre Nikolajew, Ukraine (1993) Requirements analysis, site selection, layout plan, preparation of a financing concept
- European Union: Brest Railway Bottleneck, Russian Federation (1994) Preparation of short- and medium-term solutions for the technical and organisational improvement and acceleration of transportation of goods and passengers at the multimodal Brest bottleneck
- Federal Ministry of Economics: Freight, Transshipment and Financial Concept of Stock for Freight Distribution Centre Moscow, RFC (1996)
- Federal Ministry of Economics: Freight, Transshipment and Financial Concept of Stock for Freight Distribution Centre Taschkent, Usbekistan (1996)

Freight Management, Logistics and other Consulting

- ❑ Daimler-Benz AG: Integrated Traffic Concept for Berlin (1990) Basis structures for an integrated traffic concept for the City of Berlin and its hinterland were developed in co-operation with different corporate divisions and external experts. The objective was to develop proposals for the re-organisation of the overall traffic structures arising from the political and economical upheavals.
- ❑ Federal Ministry for Transport: Privatisation model for the transport economy in the new federal states (1990) Analyses of location and assessment. Evaluation of 16 selected industrial zones in the new federal states considering the leasing of traffic facilities, survey of location, evaluation of the transport facilities, layout-planning
- ❑ Mercedes Benz, German Railway: Project Street and Rail (1994) Customer information system incl. shipment monitoring in intermodal traffic
- ❑ Corp. for Traffic Economics and Logistics (GVB): Integrated Logistics Solutions (1992) Preparation of a manual for the logistics centres containing the methods for site location, material flows in transshipment facilities, planning layouts and area and space programme
- ❑ Federal Ministry of Transportation: Freight Distribution Centres in the New States of Germany (1991) Development of utilisation programmes for former distribution centres, planning of expansion stages. Set-up an evaluation of a concept for the site; planning and realisation of complex marketing activities; moderation of the public-partnership process
- ❑ Daimler Benz, Iveco, MAN, Volvo, IBM: FLEET - Freight Logistics Efforts for European Transports (1991) European-wide market study for new telematics applications for logistics, freight and fleet management, development of an international system and interface architecture with recommendations for standardisation, pilot test in various companies and countries
- ❑ Daimler Benz, AEG: Freight Concept 2000 (1993) Market and logistics analysis for relocation potentials of German and European motor freight traffic on intermodal transportation chains, development of system, information, corporate and marketing concept for a new intermodal transportation system

- ❑ State of Baden-Württemberg: Freight Concept for the State of Baden-Württemberg (1993)
Preparation of a location concept with respect to freight distribution centers and regional logistics centers, preparation of guidelines for information and communication networks, trade in towns, air transport and measures of the State
- ❑ State of Bremen: Management Support for the Development of the Freight Distribution Center Bremen (1980-1994)
- ❑ Danzas, Schenker, Kühne & Nagel, Dachser etc.: Planning of Transport Networks, Locations and Facilities

Project management

- ❑ Mercedes Benz AG: Car plant Rastatt (1992-1994) Project management, project organization and support for different similar projects, e.g. plant engineering, production planning of a new car (Vision A)
- ❑ Hoechst AG: Project management (1991-1993) Project management concept for the plant engineering department, evaluation of the project management tools, training in electronic data processing and in project management
- ❑ Ministry of Economy and Transport, Thuringia: Privatisation of Erfurt Airport (1993-1994)
In partnership with the Deutsche Bank analysis of future airport development, marketing strategy, alternatives in privatisation and financing, company structure and organization is being elaborated



To whom it may concern

Bearbeiter:

M. Apel

Telefon:

07545/83666

Telefax:

07545/85403

09.04.97

Certification

We certify that:


- a) we are not bankrupt;
- b) payments to us have not been suspended in accordance with the judgement of a court or a judgement declaring bankruptcy and resulting, in accordance with our national laws, in the total or partial loss of the right to administer and dispose of our property;
- c) legal proceedings have not been instituted against us involving an order suspending payments and which may result, in accordance with our national laws, in a declaration of bankruptcy or in any other situation entailing the total or partial loss of the right to administer and dispose of our property,
- d) we are not guilty of serious misrepresentation with regard to information required for the participation in an invitation to tender;
- e) we are not in breach of contract on another contract with the Contracting Authority.

Dornier SystemConsult GmbH



H. Grünwald

(Managing Director)



B. Voigt

(Deputy)

Dornier SystemConsult
GmbH
Albrechtstraße 75
D-88045 Friedrichshafen
Tel. 0 75 45/8 54 40
Fax 0 75 45/8 54 42

.....
Geschäftsführer:
Herbert Grünwald
Boto Voigt (Stv.)

.....
Reg.gericht: Tettnang
HRB Nr.: 1386
Ust.ID-Nr.: DE 811 813 172

.....
Commerzbank AG
Friedrichshafen
BLZ 651 400 72
Konto-Nr. 1702 711

.....
Kreissparkasse
Friedrichshafen
BLZ 651 500 40
Konto-Nr. 330 220



Dornier SystemConsult

Enclosure to the certification from April, 9th, 1997:

**Statement to Participate in a Consortium for the Provision of
„Feasibility Study of New Terminal Facilities in the Georgian Ports“
Project Number: TNREG9603**

Reg.No. II UR. Nr. 605/1997

I, the undersigned

Karl-Heinz M a y
Karlstraße 9
D-88045 Friedrichshafen

a Notary Public in the city of Friedrichshafen, Federal Republic of Germany, hereby
certify and attest that

Mr. Boto Voigt,

Dornier SystemConsult GmbH, Albrechtstraße 75, 88045 Friedrichshafen,
residing in Markdorf and known to me, acting in his capacity as Deputy of the
Company with limited liability domiciled in Friedrichshafen under the

Dornier SystemConsult GmbH

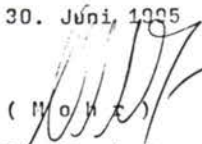
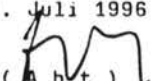
and as such duly authorised and entitled, according to the official entries of the
Commercial Register of Tettngang inspected by me today, to represent by himself the
said Company in every respect with legally binding force and to sign in its name,
signed the foregoing document in my presence.

IN WITNESS THEREOF I have hereunto set my hand and affixed my seal of office at
Friedrichshafen this 10th day of April, 1997.



Notar

May
(May)

Nummer der Eintragung	a) Firma b) Sitz c) Gegenstand des Unternehmens	Grundkapital oder Stammkapital DM	Vorstand Persönlich haltende Gesellschafter Geschäftsführer Abwickler	Prokura	Rechtsverhältnisse	a) Tag der Eintragung und Unterschrift b) Bemerkungen
1	2	3	4	5	6	7
1	<p>a) Dornier SystemConsult GmbH</p> <p>b) Friedrichshafen</p> <p>c) Die Planung, Beratung und Systemengineering insbesondere auf den Gebieten des Personen- und Güterverkehrs, der Unternehmens-Logistik und des Projektmanagements.</p> <p>Die Gesellschaft ist zu allen Geschäften und Maßnahmen berechtigt, die zur Erreichung des Gesellschaftszwecks notwendig oder nützlich erscheinen. Die Gesellschaft ist berechtigt, Zweigniederlassungen zu errichten, zweckdienliche Beteiligungen aller Art einzugehen und zu übernehmen sowie Unternehmensverträge und Interessengemeinschaftsverträge zu schließen.</p>	1.000.000,00	<p><u>Hans-Joachim Wörner</u>, <u>Dipl.-Volkswirt</u>, <u>Markdorf</u></p> <p>Doto Voigt, Dipl.-Ing. grad, Markdorf</p>		<p>Gesellschaft mit beschränkter Haftung. Gesellschaftsvertrag vom 29. März 1995.</p> <p>Die Gesellschaft hat einen oder mehrere Geschäftsführer. Die Gesellschaft wird durch zwei Geschäftsführer oder durch einen Geschäftsführer zusammen mit einem Prokuristen vertreten. Wenn nur ein Geschäftsführer bestellt ist, wird die Gesellschaft durch ihn allein vertreten. Die Gesellschafterversammlung kann einzelne oder alle Geschäftsführer zur Einzelvertretung der Gesellschaft ermächtigen und von den Beschränkungen des § 181 BGD befreien.</p> <p><u>Hans-Joachim Wörner</u> und <u>Doto Voigt</u> sind zu Geschäftsführern bestellt.</p>	<p>a) 30. Juni 1995  (W o r n e r)</p> <p>b) Gesellschaftsvertrag Bl. 2 Sdb.</p>
2			<p>Herbert Grünwald, Dipl.-Ing. (FH) Ehningen</p>		<p><u>Hans-Joachim Wörner</u> ist nicht mehr Geschäftsführer. Herbert Grünwald ist zum Geschäftsführer bestellt.</p> <p style="text-align: right;">Gefertigt am 24. März 1997 Amtsgericht Tettnang - Registergericht - GRI 716/97</p>	<p>a) 19. Juli 1996  (G r ü n w a l d)</p> <p>b) Eintr. Vfg. Bl. 21 Beschluss Bl. 8 Sdb.</p>

The Rotterdam Maritime Group

The Rotterdam Maritime Group

The Rotterdam Maritime Group (RMG) is a joint venture of a number of public and private enterprises located in the Rotterdam area. The group, which was formally established on 4 May, 1990, is structured as a Foundation according to Netherlands law. At present the Foundation comprises over twenty companies and institutions with a total number of some 20,000 employees.

The group has a strong position within the Rotterdam maritime services sector and is engaged in activities in the fields of port development, transport, shipping and economics. The RMG offers the Client services which focus on all those activities necessary for an optimum functioning of ports, harbours and industrial sites annexed to them. Those activities are related to both public and private tasks.

The RMG can offer the Client an optimum product-market combination and is able to carry out the largest projects, be it in terms of studies, construction, marketing or training. Within the group all aspects of port and marine activities are covered, both theoretically and practically. Members of the group include port industries, government agencies, maritime training institutions, equipment designers and specialised consultancy firms. As such the combined expertise of Rotterdam, the world's maritime centre, is available to the Client.

RMG is divided into five branches:

- Consultancy
- Industrial- and Transport Services
- Maritime Services and Financial Engineering
- Training

The industrial members such as large stevedoring firms often participate in projects by providing operational expertise and/or on-the-job training programmes. In this way an optimum combination between theory and practice is achieved.

Presently, the following companies/ institutions participate in the Rotterdam Maritime Group:

(i) Consultancy

- ADC Applied Dredging Consultancy (dredging, marine environment)
- AON Hudig (risk management consultants).
- AVECO (infrastructure consultants)
- INTIS (Electronic Data Interchange)
- Computer Solutions (maritime terminal automation)
- Maritime Pilots Consultancy (pilotage, port lay-out)
- NEA transport research and training (multimodal transport)
- Port Management Consultants (PMC) (port management & EDP systems)
- SIMTECH (engineering, automation and risk management)

Reyn-De Blaey Management Consultants (financial advice, EDP-Audit)
Van Holst & Koppies (macro- and regional economic research)

(ii) Industrial- and Transport Services

Boskalis Oosterwijk (port construction, dredging)
Croon Elektrotechniek (electrical engineering and contracting)
ENECO (regional power generation and energy distribution)
European Bulk Services (dry bulk terminal operations)
HAM (dredging and marine contractors)
Internationale Navigatie Apparaten -INA-, (nautical equipment design)
Volker Stevin Construction Europe

(iii) Maritime Services and Financial Engineering

Royal Shipagency Dirkzwager (port/maritime communications)
ING Bank (financial engineering)

(iv) Training

Rotterdam Municipal Sanitation Department (ROTEB)
Shipping and Transport College Rotterdam

Participating Member Companies

A number of companies of the RMG has been selected to participate this project, based on their specific knowledge of port operations, system development and program management, economic analysis and financing, all with proven experience in and outside the Netherlands and particularly in Croatia in the specific Rijeka region.

A. AVECO

Aveco is an independent consultancy and engineering firm since 1977 with offices at Utrecht, Woerden and Rotterdam, the Netherlands. The company is active in the fields of civil engineering and environmental technology and employs over 50 people.

Its activities are structured into four departments, each with its own field of specialisation, i.e.:

- Land & Water
- Roads & Sewers
- Materials & Environment
- International Operations.

The services cover all stages of a project, from idea - through research, design, tender and construction - to maintenance. Development and application of information- and decision support systems is one of its specialisations.

As an operating company of Royal Volker Stevin, a group of companies that rank among the major contractors in Europe, Aveco integrates theoretical knowledge with practical experience and cost awareness.

B. Port Management Consultants (PMC)

The staff of PMC consists of experts in the field of port and marine management with many years of professional hands-on experience in solving complex port and port related problems.

Within PMC, expertise is available on port management including administration, privatisation and information management as well as in developing high-tech systems such as Management Information Systems, Vessel Traffic Management Systems, Waste Management Systems and Telecommunication Networks. PMC's activities are concentrated in four areas, i.e.:

- consultancy;
- systems development and programme management;
- training;
- system maintenance.

The majority of PMC's senior and associate consultants were previously members of the Board of Directors and staff of the Rotterdam Municipal Port Authority. Apart from the elaborate port management experience, PMC also has telecommunication and automation experts as well as general transport expertise at its disposal. Therefore PMC can offer a unique combination of operational and technical knowledge in executing port and marine oriented projects.

C. Reyn-De Blaey Advisory Group

Reyn-De Blaey is one of the larger independent firms of accountants in the Netherlands. The firm numbers about 70 staff, including qualified accountants, management consultants and tax specialists.

Reyn-De Blaey is a partnership under Dutch law, with seven partners. Five partners are „Registeraccountant“, equivalent to „US Certified Public Accountant“. One partner is a tax consultant (LL. M.) and one partner (the director of the Advisory Group) is graduated in Business Economics at the Erasmus University in Rotterdam.

Reyn-De Blaey Advisory Group is a department within Reyn, De Blaey that specialises in management consultancy.

The expertise of the Advisory Group is in the field of:

Financial analyses and planning;

Computerisation;

Development of Management Information Systems;

Financial engineering;

Business Planning.

Excerpt from Project References

Project :	Port Sector Study	Country: Poland
Client:	The World Bank	
Description:	<ul style="list-style-type: none"> • Macro economic forecasts and future traffic flows by ports • Changes in port management and privatisation of part of the port operations • Institutional development including drafting of a port's bills • In depth assessment of current operations and determination of present and future capacities of the ports • Definition of scenarios and master plans for all ports • Assessment of necessary training actions • Training of port staff 	

Project:	Renovation Martwa Wisla Sea Entrance	Country: Poland
Client:	Maritime Office Gdynia	
Description:	<ul style="list-style-type: none"> • Feasibility study for the renovation of the Martwa Wisla sea entrance • Preparation of legal and technical documents in the fields of civil engineering and dredging 	

Project :	RoRo/Ferry Terminal Development	Country: Poland
Client:	The World Bank	
Description:	Feasibility study for RoRo/Ferry Terminal development: <ul style="list-style-type: none"> • General Designs: Dredging, Additional RoRo Ramps, Terminal Buildings, Back-up facilities Access Roads • Terminal Organisation: Operational Arrangements, Financial Arrangements • Economic Analysis: Traffic Projections, Economic Evaluation and Socio Economic Effects, Financial Analysis, Required Investments, Internal Rate of Return 	

Project:	Reconstruction Gdynia East Port	Country: Poland
Client:	The World Bank	
Description:	Aim of the project was the modernisation of the old infrastructure of Gdynia port <ul style="list-style-type: none"> • Renovation of the old port area: Final master/land use plan, Traffic circulation plan, Dredging and filling up part of port basins, Demolishing old warehouses, Modernisation of port equipment, Reconstruction of quay areas, Construction of new port access roads • Development of a Distripark • Development of a Free Zone Area • Design of an office zone including a new World Trade Centre • Financial evaluation including marketing studies and an investment plan • IRR calculations for selected projects 	

Project:	North Port Development	Country: Poland
Client:	The World Bank	
Description:	Development of a Master Plan for the North/East Port of Gdansk <ul style="list-style-type: none"> • Industrial and Development Plan containing the following tasks: Assessment of potential activities, Assessment of location factors, Assessment of supply-side Gdansk/Gdynia Region, Conditions for investment • Land-use plan using the Plan Development Management System: Conceptual functional design, Ranking of Alternatives, Land use plan • Calculation of the Internal Rate of Return of a new bridge connection between Stogi Island and the autostrada North-South 	

Project:	Development of the Danube Port of Adony	Country: Hungary
Client:	Agriport Ltd, Budapest	
Description:	Carrying out a feasibility study concerning the development of the Danube Port of Adony: <ul style="list-style-type: none"> • Macro-economic and institutional frameworks, traffic studies • Master plan containing present and future port and road infrastructure and superstructures • Proposal for terminal facilities including required equipment • Cost estimates for buildings, infrastructure works and installations • Investment policies • Port operations and organisation: Economic and institutional conditions, Master plan, Terminal facilities, Financial plans, Working methods and conditions 	

Project:	Szczecin-Swinoujscie Fairway Renovation	Country: Poland
Client:	Maritime Office Szczecin	
Description:	Carrying out a full investigation of the entire navigational area, including the stretch of the Odra River up to the German border <ul style="list-style-type: none"> • Dredging and environmental investigations, reorganisation of dredging operations • Disposal of dredged material • Optimisation of navigation infrastructure • Renovation of infrastructure • Elevation of bridges • Socio-economic effects 	

Project:	Port Modernisation Study Poland, Maritime Region Szczecin-Swinoujscie	Country: Poland
Client:	The World Bank	
Description:	Development of a Nautical & Environmental Database System (NEDS) for the Polish ports in general and the Szczecin-Swinoujscie region in particular which is to incorporate historic, present and future data collections of the area and which is to serve as the basis for rational decision making on improvement and maintenance of the wet infrastructure and at the same time the first stage of Management Information Systems for operational purposes as a powerful management tool to control budgets and quality of the wet infrastructure	

Project:	Master Plan Study	Country: Croatia
Client:	The World Bank	
Description:	Restructuring and Modernisation of the Croatia Port Sector <ul style="list-style-type: none"> • Macro-economic forecasts and future traffic flows by port • Changes in port management and privatisation of part of the port operations and services • Institutional development including recommendations for changing the new Port Law to comply with EU standards • In depth assessment of current operations and determination of present and future capacities of the ports • Definition of development scenarios • Master plan for all ports • Assessment of necessary environmental actions 	

Project:	VTMS Szczecin-Swinoujscie	Country: Poland
Client:	Maritime Office Szczecin, The World Bank	
Description:	Within the framework of the modernisation of the Fairway Szczecin-Swinoujscie a Vessel Traffic Management System is developed and designed. Moreover, full legal and tender documentation has been prepared for international bidding. Local client is the Maritime Office in Szczecin	

Project:	Management Information System	Country: India
Client:	Bombay Port Trust / Asian Development Bank	
Description:	<p>Assistance of BPT in preparation of and action plan and in determination of the most appropriate computer-based MIS to enable the Port to effectively monitor and control the operational and financial performance of its resources. The project included:</p> <ul style="list-style-type: none"> • Development of an Executive Information System • Vessel Traffic Management computerised radars • computerisation of cargo handling activities • Container operations • Computerisation of BPT's accounts and pay-roll (Accounting System) • Development of an overall (decentralised) system configuration and estimation of computer and communications loads • Reorganisation of the computer department • Production of tender documentation 	

Project:	Port MIS, Cabo Verde	Country: Cabo Verde
Client:	Ministry of Infrastructure and Transport, IDA	
Description:	<p>Development and Implementation of a MIS for the 10 ports of Cabo Verde. The system comprises financial management, statistics, warehousing, container tracking and tracing, EDI, equipment maintenance management and berth occupancy management. The System will be used to monitor the vessel calls to all ports and for port management decision making.</p>	

Project:	Planning of Operating Systems in Ashdod and Haifa Ports	Country: Israel
Client:	Israel Port Authority	
Description:	<p>Development of a comprehensive system for the handling and storage of cargos in the ports of Haifa and Ashdod. The study comprised:</p> <ul style="list-style-type: none"> • Automation issues including feasibility studies • Preparation of technical specifications for required equipment • Estimation of investments required (e.g. infrastructure, equipment, maintenance systems) • Estimation of operating costs • Safety aspects • Employee relation implication 	

Project:	EDI Info Analysis & Development Survey	Country: Netherlands
Client:	Rotterdam Municipal Port Management	
Description:	<p>The Rotterdam Municipal Port Management has decided to gradually enforce ship owners and agents to report their arrival in the Port of Rotterdam by means of an EDI message. The EDI server has to convert and to forward the received EDI messages to the appropriate information systems. Three types of messages were developed: The notice of arrival, the dangerous goods and waste message and the port dues message.</p> <p>Main aspects of the tasks performed were: Feasibility studies, Information analysis and consequences for existing information systems were the main aspects of the tasks performed.</p>	

Project:	Completion of the Rotterdam VTMS	Country: Netherlands
Client:	Rotterdam Municipal Port Management	
Description:	<p>Development and Implementation of the Vessel Traffic Management System.:</p> <ul style="list-style-type: none"> • Design and realisation of the Radar and fully automatic Vessel Tracking System and the associated Management Information System of the Rotterdam VTMS • Development of the functional design of the system • Controlling of the software development • Responsibility for the implementation and the acceptance tests 	

Project:	National Port Master Plan	Country: Latvia
Client:	European Union	
Description:	<p>The objectives of the study are</p> <ul style="list-style-type: none"> • Further development of the Latvian ports as gateway between the West and the Russian hinterland • Improvement of the management and efficiency of the Latvian ports • Identification of the necessary investments in port infrastructure and hinterland connections • Institutional development of all major ports • Recommendations to restructure the port sector in order to stimulate private participation 	

Project:	Transport Management Development Programme	Country: Russian Federation
Client:	Ministry of Economic Affairs of The Netherlands	
Description:	<p>In co-operation with the World Bank a series of seminars and field visits were organised. Some sixty port managers and representatives of port firms in the Russian Federation have attended the programme</p>	

Project:	Maesland Surge Barrier	Country: The Netherlands
Description:	<ul style="list-style-type: none"> • Development of models for failure probability calculations • Design of slope protection • Threshold and hinge foundations • (Sheet) pile computation • Study into sedimentation and erosion effects • Supervision of dredging, piling and deep compaction works • Final design of roads - and drainage infrastructure • Pavement engineering • Preparation of tender documents and drawings 	

Project:	Shore Protection Forcados	Country: Nigeria
Description:	Conceptual and detailed design of castal structures to combat erosion at the mouth of the Forcados River	

Project:	Port Modernisation Studies	Country: Poland
Description:	<p>As a sequel to an earlier general study on port development in Poland, some detailed studies are done for the ports of Gdansk, Gdynia and Szczecin. Responsibility for two studies in the Gdynia area, i.e. Renovation of East Port area and Development of Distripark and Freezone Area</p>	



>

STATEMENT OF ELIGIBILITY

This is to certify that the Rotterdam Maritime Group (Foundation) fulfills all the requirements as listed in Article 4 of the General Regulations:

- The Foundation is not bankrupt
- Payments from third parties to them have not been suspended
- > • No legal proceedings relating to suspending payments have been instituted against the foundation
- No misrepresentation with regard to information required for participation in an invitation to tender has occurred; and
- The Foundation is not in breach of contract on another contract with the Contracting Authority.

Upon request satisfactory evidence will be provided to the Contracting Authority.

Rotterdam, 27 March 1997

Rotterdam Maritime Group,

Christiaan van Krimpen, LL.M.
Chairman

Seen by me, Rob Nouwen, civil law-notary in the city of Rotterdam, The Netherlands, Straatweg 280, for legalization of the signature of Mr Christiaan van Krimpen, born at Kloosterburen on the 17th of August 1939, living at Rotterdam, the Netherlands.

Rotterdam, 14th April 1997.



>



FILE NUMBER: S 131707

PAGE 00001

ENGLISH TRANSLATION OF AN EXTRACT FROM THE FOUNDATIONS REGISTER OF THE
CHAMBER OF COMMERCE AND INDUSTRIES FOR ROTTERDAM EN DE BENEDEN-MAAS

PARTICULARS IN RESPECT OF LEGAL PERSON:

LEGAL FORM : FOUNDATION
CORPORATE NAME : STICHTING ROTTERDAM MARITIME GROUP
ABBREVIATED NAME : STG RDAM MARITIME GROUP
STATUTORY SEAT : ROTTERDAM
ADDRESS : MARCONISTRAAT 16, 3029AK ROTTERDAM
MAILING ADDRESS : POSTBUS 6583, 3002AN ROTTERDAM
INCORPORATION : 04-05-1990

DIRECTOR(S):

NAME : MR VAN KRIMPEN, CHRISTIAAN / 3
DATE OF BIRTH : 17-08-1939
ADDRESS : STREKSINGEL 19, 3054HA ROTTERDAM
DATE OF ENTRY INTO OFFICE : 04-05-1990
TITLE : VOORZITTER
POWERS : AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE
ARTICLES)
DATE OF (PRESENT) REPRESENTATIVE AUTHORITY : 04-05-1990

NAME : IR VAN OOSTRUM, WILHELMUS HENDRIKUS ANTONIUS /
6
DATE OF BIRTH : 02-02-1941
ADDRESS : VISSERSHAVENWEG 63, 2583DL 'S-GRAVENHAGE
DATE OF ENTRY INTO OFFICE : 28-08-1992
POWERS : AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE
ARTICLES)

NAME : SCHEEPBOUWER, ROBERT / 9
DATE OF BIRTH : 29-03-1945 / 9
ADDRESS : MOEZELDAL 39, 2904CT CAPELLE AAN DEN IJSSEL ...
DATE OF ENTRY INTO OFFICE : 28-10-1994
TITLE : PENNINGMEESTER
POWERS : AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE
ARTICLES)

NAME : VAN HOLST, BASTIAAN / 10
DATE OF BIRTH : 18-10-1945
ADDRESS : VONDELLAAN 6, 2902AS CAPELLE AAN DEN IJSSEL ...

23,00 18-03-1997

PAGE 00002 FOLLOWS.





FILE NUMBER: S 131707

PAGE 00002

DATE OF ENTRY INTO OFFICE :03-05-1996
TITLE :ALGEMEEN SECRETARIS
POWERS :AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE .
ARTICLES)

NAME :NOPPEN, JOHANNES PAUL / 11
DATE OF BIRTH :24-01-1946 / 11
ADDRESS :ZEEWINDELAAN 28, 2554HC 'S-GRAVENHAGE
DATE OF ENTRY INTO OFFICE :03-05-1996
POWERS :AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE .
ARTICLES)

NAME :VISSER, EVERT JOHANNES / 12
DATE OF BIRTH :08-06-1939 / 12
ADDRESS :BISSCHOPSBERG 21, 2716EK ZOETERMEER
DATE OF ENTRY INTO OFFICE :03-05-1996
POWERS :AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE .
ARTICLES)

NAME :VAN DIEPEN, HANS / 13
DATE OF BIRTH :31-10-1935 / 13
ADDRESS :WILLEM DE BIJELAAN 22, 2274KW VOORBURG
DATE OF ENTRY INTO OFFICE :21-02-1997
TITLE :VICE-VOORZITTER
POWERS :AUTHORISED JOINTLY (WITH OTHER DIRECTORS, SEE .
ARTICLES)

35,00

ROTTERDAM, 18-03-1997

E. W. Kok-van den Heuvel





14 april 1997
RN/ys

VAN WIJMEN NOUWEN	
ADVOCATEN	NOTARISSEN
Straatweg 280	
Postbus 34034	
3005 GA Rotterdam	
Tel. 010 - 285 86 86	
Fax 010 - 418 25 75	

Subject:
registration of the foundation: Stichting Rotterdam Maritime Group, in the Register of Foundations of the Chamber of Commerce and Factories for Rotterdam and the Beneden-Maas.

To whom it may concern:

this is to verify that according to document under file nummer S 131707 attached to this letter, the foundation: Stichting Rotterdam Maritime Group on the 18th of March 1997 was registered in the Register of Foundations at the Chamber of Commerce and Factories for Rotterdam and the Beneden-Maas.


Signed by me, Rob Nouwen, civil law-notary in the city of Rotterdam, on the 14th of April 1997.



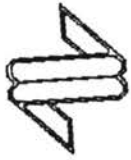
4.3 Statement on Sub-Contracting

We envisage that we need to sub.contract the following services, if the project development demands it:

- Topographic surveys of the ports
- Hydrographic inspection of installations
- etc



HPTI Hamburg Port Training Institute GmbH



ბიზნესის დაგეგმვისა და განვითარების საერთაშორისო ინსტიტუტი
INTERNATIONAL BUSINESS PLANNING AND DEVELOPMENT INSTITUTE
380 077, თბილისი,
პაძა-ვახაველას ბაიზ., 40
ტელ.: 393 461 ფაქსი: 375 516
40, VAZHA PSHAVELA AVE.
380077, TBILISI, REPUBLIC OF GEORGIA
TEL: (7) 8832 393 461 FAX: (7) 8832 375 516

**Tacis, Procurement Unit
23 a, rue Belliard
B-1040 Brussels
BELGIUM**

**Statement to Participate in a Consortium for the Provision of "Feasibility
Study of New Terminal Facilities in Georgian Ports"**

Project Number: TNREG9603

Dear Madams, dear Sirs

We, the undersigned International Business Planning and Development Institute, Georgia, herewith declare that we will participate as subcontractor in the consortium of HPTI Hamburg Port Training Institute GmbH (Leading Firm), Dornier System Consult GmbH and the Rotterdam Maritime Group in order to undertake the provision of the required services in conformity with the provision and terms of the rules governing the invitation to tender and of the draft contract for the above mentioned project.

We hereby authorise the Managing Director of HPTI Hamburg Port Training Institute GmbH, Mr. Wolfhard H. Art to sign the proposal on behalf of our firm.

Kind regards

International Business Planning and Development Institute, Georgia

**R. Vachnadze
Managing Director**

14.04.97



Dornier SystemConsult GmbH, Postfach 1307, D-88003 Friedrichshafen

Tacis, Procurement Unit
23 a, rue Bélliard

B - 1040 Brussels

Dornier SystemConsult

Bearbeiter:
Siegfried Steininger

Telefon:
07545/8-5311

Telefax:
07545/8-5447

02.04.97

**Statement to Participate in a Consortium for the Provision of
„Feasibility Study of New Terminal Facilities in the Georgian Ports“
Project Number: TNREG9603**

Dear Madams, dear Sirs,

We, the undersigned Dornier SystemConsult GmbH herewith declare that we have entered a consortium formed together with HPTI Hamburg Port Training Institute GmbH (Leading Firm) and the Rotterdam Maritime Group to submit a proposal for the above mentioned project.

We hereby authorise the Managing Director of HPTI Hamburg Port Training Institute GmbH, Mr. Wolfhard H. Arlt to sign the proposal on behalf of our firm.

Kind regards

Dornier SystemConsult GmbH

H. Grünwald

(Managing Director)

B. Voigt

(Deputy)

Dornier SystemConsult
GmbH
Albrechtstraße 75
D-88045 Friedrichshafen
Tel. 0 75 45/8 54 40
Fax 0 75 45/8 54 42

.....
Geschäftsführer:
Herbert Grünwald
Boto Voigt (Stv.)

.....
Reg.gericht: Tettnang
HRB Nr.: 1386
Ust.ID-Nr.: DE 811 813 172

.....
Commerzbank AG
Friedrichshafen
BLZ 651 400 72
Konto-Nr. 1 702 711

.....
Kreissparkasse
Friedrichshafen
BLZ 651 500 40
Konto-Nr. 330 220



Dornier SystemConsult

Enclosure to the letter from April, 4th, 1997:

**Statement to Participate in a Consortium for the Provision of
„Feasibility Study of New Terminal Facilities in the Georgian Ports“
Project Number: TNREG9603**

Reg.No. II UR. Nr. 607/1997

I, the undersigned

Karl-Heinz M a y
Karlstraße 9
D-88045 Friedrichshafen

a Notary Public in the city of Friedrichshafen, Federal Republic of Germany, hereby
certify and attest that

Mr. Boto Voigt,

Dornier SystemConsult GmbH, Albrechtstraße 75, 88045 Friedrichshafen,
residing in Markdorf and known to me, acting in his capacity as Deputy of the
Company with limited liability domiciled in Friedrichshafen under the

Dornier SystemConsult GmbH

and as such duly authorised and entitled, according to the official entries of the
Commercial Register of Tettnang inspected by me today, to represent by himself the
said Company in every respect with legally binding force and to sign in its name,
signed the foregoing document in my presence.

IN WITNESS THEREOF I have hereunto set my hand and affixed my seal of office at
Friedrichshafen this 10th day of April, 1997.





> TACIS, Procurement Unit
23a, rue Bélliard

B-1040 Brussels
BELGIUM

Rotterdam, April 14, 1997


**Statement to Participate in a Consortium for the Provision of "Feasibility Study
of New Terminal Facilities in the Georgian Ports"
Project Number: TNREG9603**

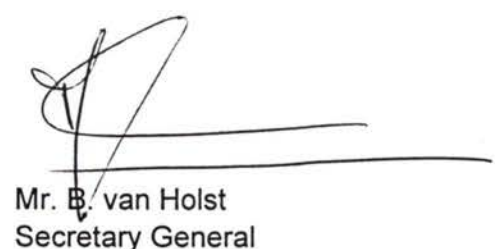
>
Dear Sir, Madam,

We, the undersigned Rotterdam Maritime Group herewith declare that we have entered a consortium formed together with HPTI Hamburg Port Training Institute GbmH (Leading Firm) and Dornier SystemConsult GbmH to submit a proposal for the above mentioned project.

We hereby authorise the Managing Director of HPTI Hamburg Port Training Institute GbmH, Mr. Wolfhard H. Arlt to sign the proposal on behalf of our firm.

Kind regards,
Rotterdam Maritime Group


Mr. Chr. van Krimpen
Chairman

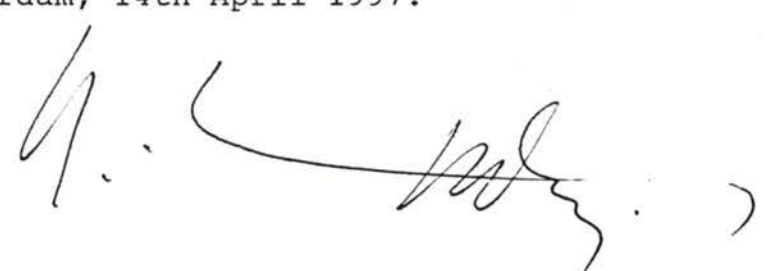

Mr. B. van Holst
Secretary General

Witness thereof:

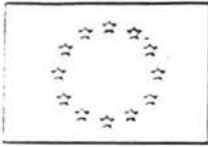
Seen by me, Rob Nouwen, civil law-notary in the city of Rotterdam, The Netherlands, Straatweg 280, for legalization of the signatures of Mr Christiaan van Krimpen, born at Kloosterburen on the 17th of August 1939, living at Rotterdam, and of Mr Bastiaan van Holst, born at Rotterdam on the 18th of October 1945, living at Capelle a/d IJssel, the Netherlands.

Rotterdam, 14th April 1997.





Klu is registered at the Chamber of Commerce Rotterdam, no. 3 131 707
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