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The quarterly newsletter for all APEC-members. Volume 7/ issue 26.

Kris Peeters,
Minister-President of Flanders,
Flemish Minister for Foreign Policy



Dear reader,

As Minister-President of Flanders and Flemish Minister for Foreign Policy, it is a real pleasure for me to address the worldwide APEC community in this newsletter.

Flanders' favourable geographic location and its trump cards in terms of logistics and transportation have turned our region into the gateway to Europe. 60% of the EU's purchasing power lies within a radius of some 500 kilometers, a mere 'stone's throw away'.

The Flemish Sea Ports (Antwerp, Ghent, Ostend and Zeebrugge) generate one tenth of the total GDP of Flanders. They do not only strengthen Flanders' top position as a logistic hub but are also considered as the engines for our economy. "Europe's smart hub" is thus an important theme in "Flanders in Action", the ambitious project of the Flemish Government to position Flanders as one of Europe's five top regions by 2020. The cooperation concerning scholarships between the Flemish Department of Foreign Affairs and APEC, which has an excellent reputation worldwide, has become an important instrument of economic diplomacy. Every year, the Flemish government finances scholarships for candidates to participate in one of the seminars that are organised by APEC. Flanders enhances its bilateral relations with a few priority countries and invests at the same time in a valuable international economic network that helps to position us as an attractive investment region. From here, companies have access to the European market, which is more harmonised and larger than ever before, offering many opportunities to foreign companies.

In the beginning of May, the Flemish Government decided to increase the number of scholarships for 2010 from 60 to 100 with

stronger emphasis on candidates from the BRIC and other fast-growing countries. It underlines our approach to use these grants in the future years more and more as an instrument of Flemish economic diplomacy. In this fast evolving world, Flanders has understood very well the necessity to emphasize our strengths - our strategic location, our highly skilled workers, our innovative industries - and to validate them abroad. We should use our assets well.

I am convinced that these scholarships help us create a worldwide APEC community, consisting of people who are familiar with the unique assets of our sea ports. Foreign participants gain knowledge from the Flemish expertise and professional know-how with regard to the maritime and port sector, which enables them to introduce this knowledge in their home ports/countries. At the same time, they become part of a network with their Flemish and international colleagues they have met in the Port of Antwerp. Studying in Flanders is creating a bond with our region. A bond that we value very high, also considering the fact that yesterdays talents are tomorrows decision makers.

I am convinced that APEC alumni are perfect ambassadors for Flanders and its ports and I wish APEC all the best in establishing and fostering diplomatic and trade relations in the (near) future.

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A brief retrospective of our activities during the first year half of 2010:

Standard seminars:

we received 522 inscriptions for the following standard seminars

- **Port Management**, 25/01 - 05/02/2010 (40 participants)
- **Breakbulk Cargo (new seminar!)**, 22/02 - 05/03/2010 (30 participants)
- **Port Security**, 08 - 19/03/2010 (29 participants)
- **Ro-Ro Terminal Management**, 22/03 - 02/04/2010 (23 participants)
- **Gestion d'un Terminal à Conteneurs**, 19 - 30/04/2010 (cancelled due to volcano eruption)
- **Nautical Accessibility & Maritime Traffic Management (new seminar!)**, postponed to September
- **IT & EDI in Port Business**, 17 - 28/05/2010 (20 participants)
- **Tasks and Responsibilities of Forwarders, Agencies and Shipping Lines**, 31/05 - 11/06/2010 (32 participants)
- **Container Terminal Management**, 14 - 25/06/2010 (26 participants)

Tailor-made seminars:

- **Seminar on "Port Financial Management" for PT Pelabuhan Indonesia II**, 17 - 28/05/2010 (10 participants)

Upcoming standard seminars in the second half of 2010:

- **Port Environmental Policy & Technology**, 06 - 17/09/2010
- **Nautical Accessibility & Maritime Traffic Management (new seminar!)**, 18 - 24/09/2010
- **Inland Waterways Transport**, 20/09 - 01/10/2010
- **Dredging Technologies**, 04 - 15/10/2010
- **Port Engineering**, 18 - 29/10/2010
- **Gestion Portuaire**, 15 - 26/11/2010
- **Port Logistics**, 06 - 17/12/2010

Upcoming tailor-made seminars in the second half of 2010:

- **Seminar on "Handling on breakbulk cargo" for Port of Mundra, India**, October 2010
- **Tailor-made seminar for Guangzhou Port Authority, China**, 11 - 29/10/2010
- **Exclusive seminar for Chinese Shipping Groups**, 17/11 - 24/11/2010
- **Tailor-made seminar for Dalian Port Corporation, China**, 22/11 - 10/12/2010

New seminar on "Breakbulk Cargo", 22/02 - 05/03/2010

A quote of Mr. Malusi Mpanza, Member of Durban Chamber of Commerce and Industry: "The seminar was a very productive and well organised event. It was encouraging to observe and deduce that breakbulk is still the way to go for the majority of cargo items. Containers cannot replace this important operation in total."

Register online for one of our standard seminars. The application form can also be downloaded from our website www.portofantwerp.be/APEC or contact our office by e-mail APEC@haven.antwerpen.be or fax +32 3 205 23 27. The closing dates for registration are also mentioned on our website.

Tailor-made seminar:

Seminar for PT Pelabuhan Indonesia II, 17 - 28/05/2010

On demand of PT Pelabuhan Indonesia II APEC organised a tailor-made seminar on "Port Financial Management". PT Pelabuhan is a State Owned Enterprise which provides port services in 10 provinces in Indonesia. The objective was to strengthen the financial skills of the financial department. Topics as reviewing the structure of the finance department, budgeting control, treasury methods and financial analysis were the scope of the training. The delegation consisted out of 10 participants.



Mission to China:

Official signings during the China mission at Beijing, Dalian, Shenzhen, Guangzhou and Shanghai, 31/05 - 11/06/2010

The 2 weeks stay in China was very memorable for APEC. Relationships were strengthened and new agreements were concluded. **These were the highlights of the mission to China:**

- Consolidation of the existing friendship and discussion on the future cooperation with Dalian Port Corporation.



- Official signing of the agreement with the Port of Guangzhou.



- Official signing of the letter of intent with the Shanghai International Shipping Institute



- Official signing of the MOU with the Ministry of Transport in Shanghai.



We finalised our visit with a successful APEC Alumni Event in Shanghai on June 10th. During the APEC Alumni Event, APEC and the Chinese Ministry of Transport signed a cooperation agreement for the further exchange of maritime expertise.

This sealed the 30 years of mutual cooperation between China and APEC. Several prominent Chinese port leaders from Beijing, Dalian, Guangzhou, Ningbo, Shenzhen, Tianjin and Shanghai were present at this event. During the ceremonies the Chinese partners praised the educational level of APEC and the good relationship with Antwerp. By consequence, both parties are looking forward to another partnership for 30 years. APEC also signed similar agreements with the Shanghai International Shipping Institute and the port authorities in Dalian and Guangzhou.

As an immediate result APEC will organise two tailor made seminars for Dalian and Guangzhou in the second half of 2010.