

# Building a Competitive Advantage in Port and Terminal Operations

**TT CLUB**



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**3<sup>rd</sup> Southern Asia  
Ports, Logistics and Shipping  
25<sup>th</sup> – 26<sup>th</sup> September 2008**

# Agenda

1. General claims analysis
  - Accident causes
  - Human errors
  - Loss prevention focus
2. Increased world trade
  - Impact
  - Loss prevention actions

# What do these incidents have in common?



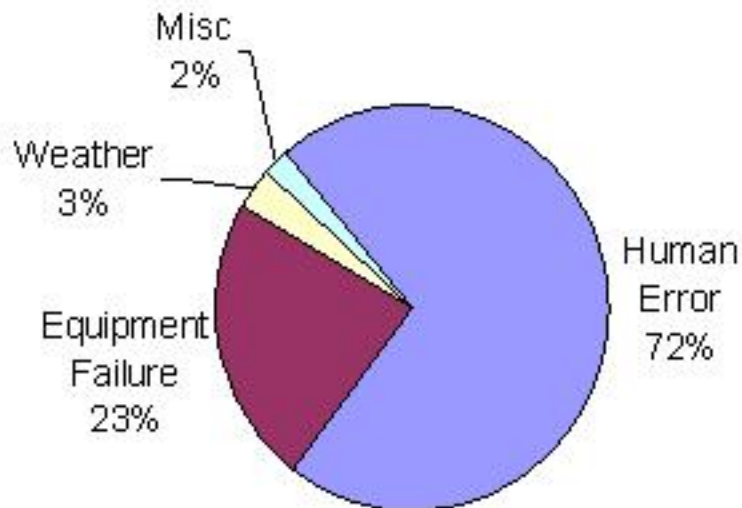
**Lift truck tipping forward**



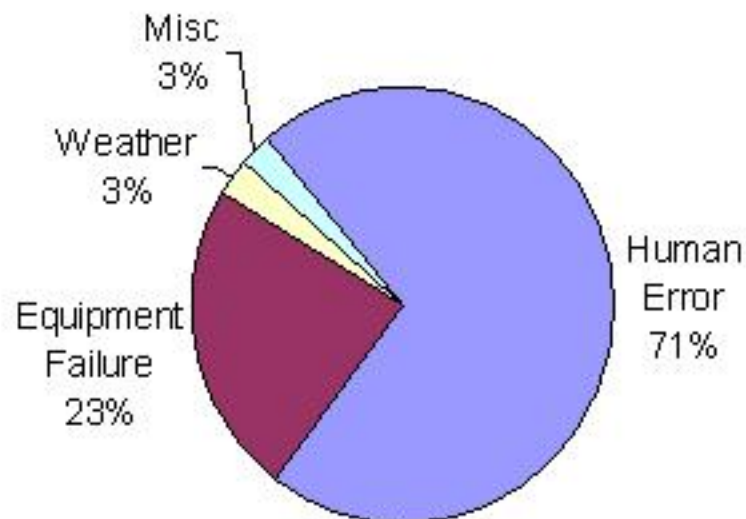
**Straddle Carrier overturn**

# Claims Analysis – Cause Types

**Handling Equipment & Property**  
**% of claims per cause type**



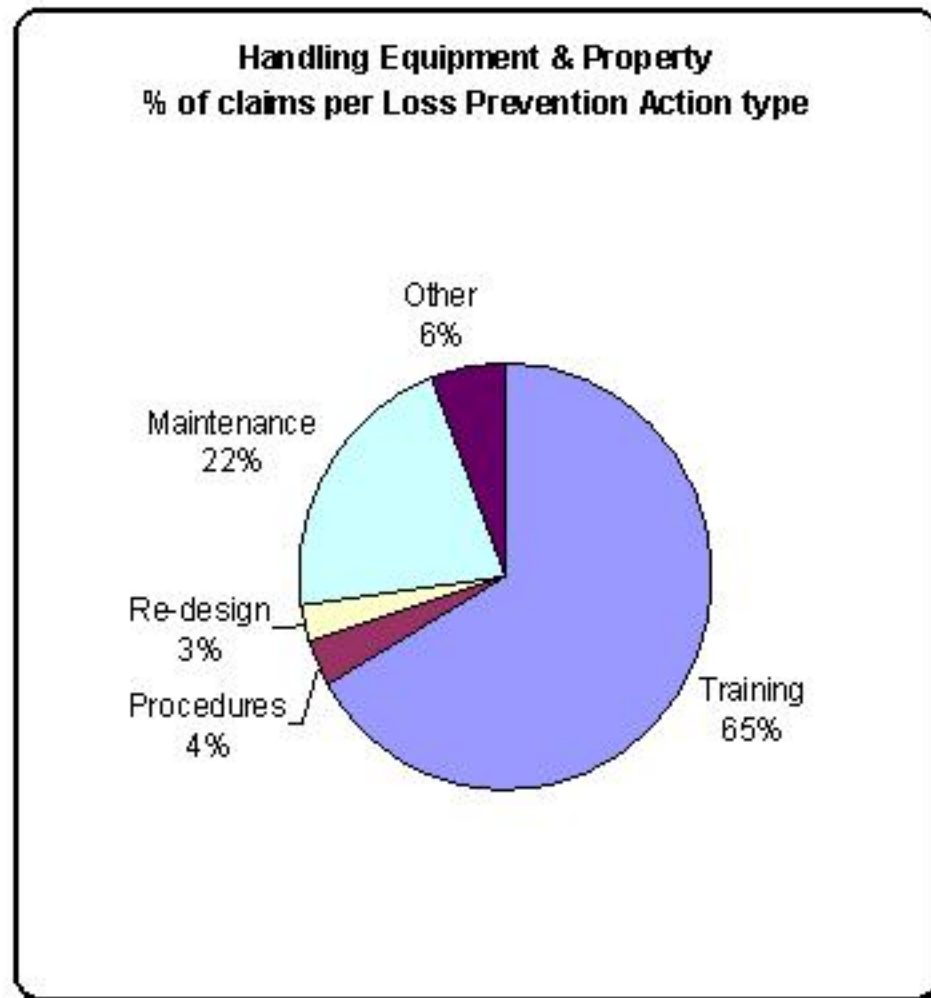
**Handling Equipment & Property**  
**% Costs by cause type**



OK, what now?



# Loss Prevention Action Types



# Loss Prevention Focus

1. Human errors
  - Enhanced focus on training



# Loss Prevention Focus

1. Human errors
  - Enhanced focus on training
  - Improved operational procedures
  - Re-design
2. Equipment failures
  - Preventative & not breakdown philosophy

# Loss Prevention Focus



# Loss Prevention Focus

1. Human errors
  - Enhanced focus on training
  - Improved operational procedures
  - Re-design
2. Equipment failures
  - Preventative & not breakdown philosophy
  - Improved maintenance systems & procedures
  - Condition monitoring

# Increase in world trade

## Impact:

- Increased terminal throughputs
- More vessel calls
- Larger vessels
- Tighter turnaround times
- More equipment usage
- High equipment utilisations
- Less maintenance access
- More equipment breakdowns
- Capacities lagging demand
- Extra stress on staff
- **More accidents**

# Loss Prevention Actions

Need to focus on:

- Training
- Procedures
- Re-design
- Maintenance
- Capacity versus demand

**Don't be complacent about safety,  
danger can creep up behind you**



# Questions



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