Anggota / Member of International Maritime Pilots' Association (IMPA)

### "The Role of Maritime Pilots in Maintaining Port Performance " (Study Case at Indonesian Ports)



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(IMPA)
CONGRESS



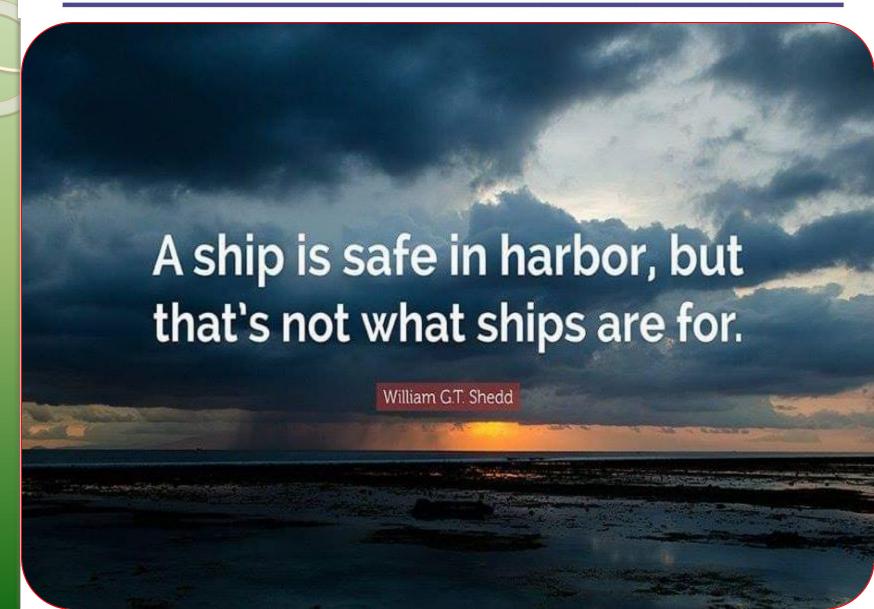
April 21<sup>st</sup> – 26<sup>th</sup>, 2024
The Maas Hotel, Rotterdam – The Nedherlands









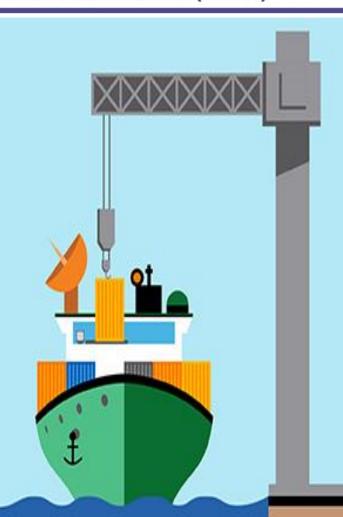


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Shipping transports around 85 percent of international trade by tonnage





World container port throughput by region, 2019–2020 Figure 1.10 (percentage share in total TEU)

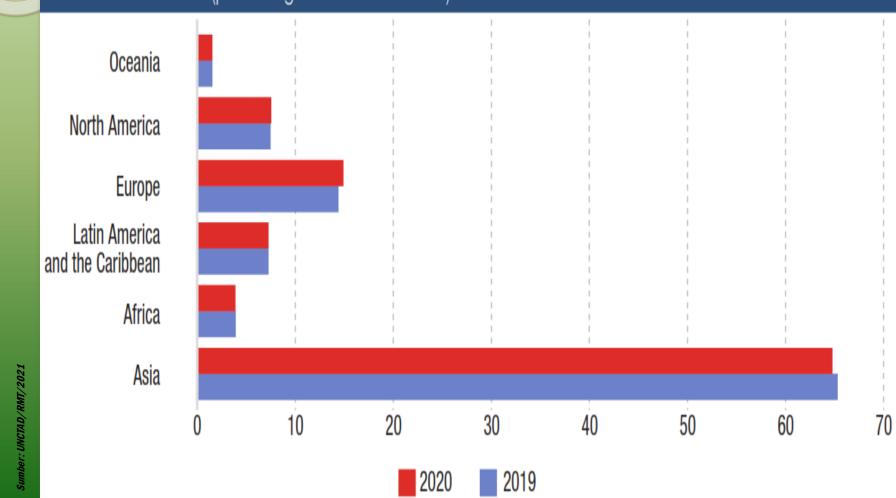
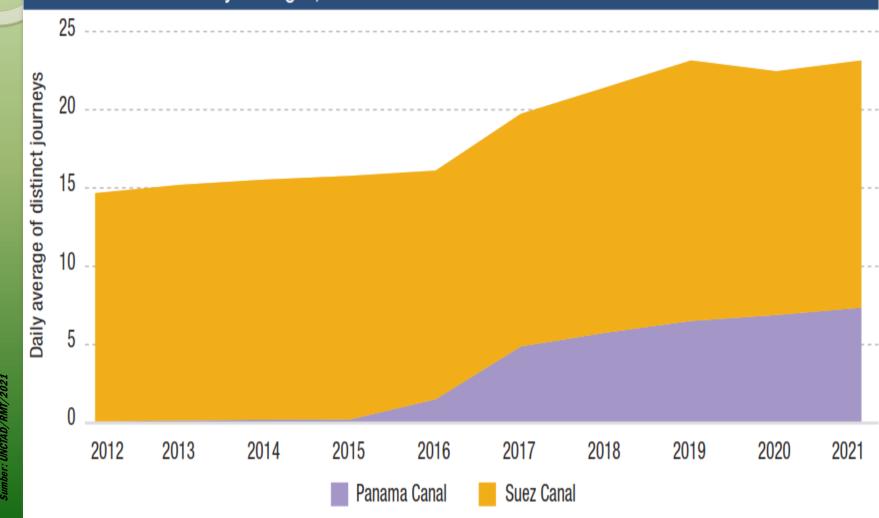




Figure 2.6 Mega-vessel distinct journeys through the Panama and Suez canals, daily averages, from 2012 until 4 June 2021



# INDONESIAN MARITIME PILOTS' ASSOCIATION (INAMPA) Anggota / Member of

**APA** 

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### PORT CHOICE FROM THE PERSPECTIVE OF SHIP OWNER AND CARGO OWNER

### **PORT CHOICE**





STRATEGIC LOCATION

PROPER TO BE CALLED SAFETY & SECURITY GUARANTY AVAIBILITY OF SERVICE WITH HIGH EFFICIENCY REASONABLE COST FOR EVERY PORT SERVICE











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#### ORIENTATION AND TREND OFTRANSPORTATION AND MARITIME BUSINESS

PORT/TERMINAL OPERATOR

SHIPPING LINE / CARRIER

TRADE/ CARGO

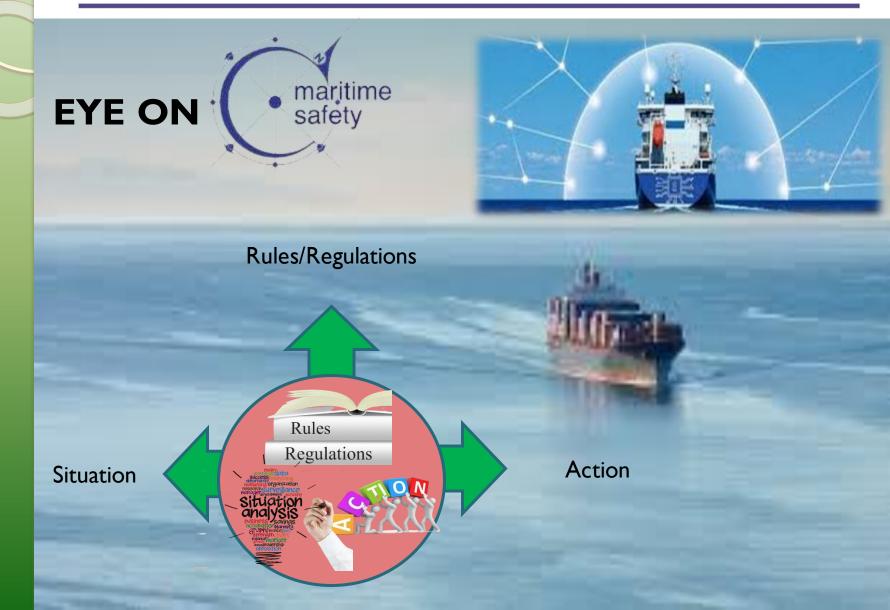
Delivery Time (Waktu Pengiriman)

Safety/No Damages (Keselamatan barang/Tidak ada kerusakan)

**Security** (Keamanan Barang)

?





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### " WE SHOW THE WAY "

Our Maritime Pilots are trusted by National Maritime Authorities, Coast Guard, Navies, and Port Authorities as well as Port Management or Port Operator around the nation.

Together with our national distribution networks, we are able to serve our customer locally in all longitudes and latitudes around the clock.

INDONESIAN MARITIME PILOTS' ASSOCIATION
(INAMPA)
YOUR BEST PARTNER FOR PILOTAGE SERVICES
IN INDONESIAN & INTERNATIONAL WATERS.











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### THE MARITIME PILOT

PILOTAGETYPES

AND

DIFFERENT SPECIFIC SKILLS

I. ESTUARIAL PILOTAGE.

2. RIVER PILOTAGE.

3. CANAL PILOTAGE.

4. HARBOUR PILOTAGE.

5. DOCK PILOTAGE

DEEP SEA, STRAITS & OFFSHORE PILOTAGE.

7. PILOT EXEMPTION CERTIFICATE (PEC).

THE MARITIME PILOT IS HIGHLY QUALIFIED PROFESSIONAL MARINER WITH SPECIALISED EXPERIENCE, KNOWLEDGE AND SKILLS.

PILOTAGE IS A HIGH LEVEL PUBLIC SAFETY SERVICE AND MUST BE REGULATED BY THE STATE.

SAFETY SHALL NOT BE COMPROMISED BY COMPETITION, COMMERCIAL PRESSURES OR MARKET FORCES.

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#### **Maritime Pilots**





#### Port

1. Port Maritime Safety.

2. Port Security.

3. Port Environmental Protection.

4. Port Market Penetration.

5. Port Values.

6. Port Perfomance Indicator.

7. Port Customer Intimacy.

8. Port Impacts.

9. Port Competitiveness.

10. Port Infrastructura, Suprastructura, Technology & Equipment. System, etc

11. Port Development Sustainability.











# THE ROLE & FUNCTION OF PORT TO THE MARITIME PILOTAGE & TOWAGE

Port

#### Pilotage & Towage

- I.Adequate Port Infrastructure
- 2. Adequate Port Suprastructure.
  - 3. Adequate Port Equipment.
- 4. Adequate Port System, IT, etc.
- 5. Adequate Pilot Boats/Tugboads
  - 6. Adequate Maintenance.
- 7. Frequent Training/Benchmarking.
  - 8. Adequate Career Path.
  - 9. Adequate Prosperity.
- 10. Frequent Communication & Coordination with Port Stakeholders.
- II. Keep up to date with all Kinds of Development.















#### **WORKING OUTPUT OF MARITIME PILOTS**



(INAMPA)







**DUTIES** 

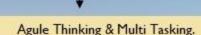
LAW & LEGAL ASPECT

PORT PERFORMANCE

- Maritime Safety.
- Maritime Security.
- Maritime Environmental Protection.
- Maritime Sustainability. 4.
- 1. International Rules, Law, Regulation.
- 2. Regional Rules.
- 3. National Law & Regulation.
- Local Wisdom

- 1. Indicator of Service.
- Indicator of Utilization.
- 3. Indicator of Output.
- 4. Indicator of Productivity.
- Indicator of Competitiveness.

#### THE ROLE, FUNCTION, AND WORK OUTPUT OF THE MARITIME PILOTS



- 2. Digital Business Skill.
- 3. Global Operating Skill.
  - Relationship Building Skill.
- 5. Innovative, Creativity, Proative, Collaboration, Coordination, Communication.

#### THE USHER'S ROLE

#### 6 COREVALUES

MARITIME GUIDE

- The First Person 1. "Welcoming" The Guest.
- 2. The Last Person "Farewell" The Guest.

10

- Amanah.
- 2. Kompeten. 3. Harmonis.
- 4. Loyal.
- 5. Adaptif.
- Kolaboratif.
- Relation & Marketing.

Maritime Public

- Maritime Expert. 2. 3. Maritime Agent.
- 4. Maritime
  - Development

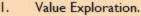
**GIVING VALUE** 

4.

CUSTOMER INTIMACY ROLE

#### **PILLARS OF SETS**

#### IMPACTS OF WORKING



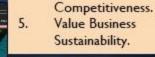
- Value Creation. 2.
- 3. Value Delivery.
- Value
- Value Business

- To make customer satisfied.
- 2. To make customer loyal.
- To make customer who defends. 3.
- 4. To make customer who recommends.
- To make business sustainability and development.

- Having Growth Mindset.
- Having Abundant Heartset to 2. Serve.
- 3. Having a Professional Skill.
- Having a Good and Qualified Toolset.
- Having a lot of work actionset.

- Global Impact.
- 2. Regional Impact.
- 3. Nationa; Impact.
- Local Impact.





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GLOBAL IMPACT

INAMPA/IMPA Contribute To



REGIONAL IMPACT

NATIONAL IMPACT

LOCAL IMPACT



#### IN TERMS OF:

- 1. Safety.
- 2. Security.
- 3. Environment.
- 4. Sustainability.

For the sake of Prosperity of Human Beings.



