

CURRICULUM VITAE

1. **Proposed Position:**
2. **Name of Firm:**
3. **Name of Staff:** Udo WITULSKI
4. **Date of Birth:** 17 October 1957
5. **Years with firm/entity:**
6. **Nationality:** German
7. **Membership to professional bodies:**
DVAG Deutscher Verband f. Angewandte Geographie, German Association for Applied Geography
8. **Details of tasks to be assigned**
9. **Key Qualifications:**

Due to my career as Project Economist in ADB and as Project Coordinator in UNDTCD, I am familiar with all phases of project/program formulation and implementation, including international tenders, and am very experienced with donor- and private sector-funded development projects and programs. During the last years, I have specialized as transport economist with specialization in the fields of project identification, appraisal, formulation, funding, implementation, monitoring and evaluation of transport projects; economic and financial analysis of transport systems; studies on privatization of state-owned port and transport companies; international investment and trade promotion; government departmental restructuring; and international marketing of transport enterprises to be privatized. I am just finalizing a project as Team Leader / Inland Waterway Planner, in which - among others - I have evaluated the economic and financial feasibility of various expansion projects for the Vietnam Inland Waterways Administration.

Countries of Work Experience:

Saudi Arabia, Yemen, Jordan, Syria, Kuwait, Egypt, Azerbaijan, Georgia, Turkmenistan, Mauritius, Togo, Uganda, Guinea, South Africa, Mozambique, Malawi, Algeria, Croatia, Albania, Bulgaria, Slovenia, France, Germany, Guatemala, Vietnam, Thailand, Philippines, Maldives, Bangladesh, India, Pakistan, Sri Lanka, China P.R., Solomon Islands

10. Last Assignments

<i>Name of assignment or project</i>	Investment Promotion within the Egyptian Transport Sector
<i>Year</i>	02/2013 – ongoing
<i>Location</i>	Egypt
<i>Client</i>	MoT Ministry of Transport (contractor: IDOM Ingenieria y Consultoria SA, Ms. Luisa Martinez Colom / Program Director, Avda. Zarandoa 23, 48015 Bilbao (Spain), +34-93-4092222, luisa.martinez@idom.com)
<i>Main project features</i>	The objective of the Consultancy is to review "Addendum 6" to evaluate its financial objectivity as advised by the Shoura Council. The Ministry of Transport regards this effort as crucial to its efforts aimed at alleviating obstacles facing one of its largest investment projects in the container handling industry.
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	Comparison of port dues, cargo handling and storage charges from Egypt and the nearer region for Red Sea Ports Authority (RSPA) to better understand the market and to estimate possible royalty payments. Calculation of revenues to facilitate estimates of rate of return on investment, profitability, and payments of balanced port dues, royalty and land leases from bulk-terminal concessionaire at Ain Sokhna Port. Assistance in preparation of investment workshop to present prominent BOT project opportunities in Egypt to potential investors. Assistance in preparation of concession agreements for container terminals in Ain Sokhna Port and East Port Said Port.
<i>Name of assignment or project</i>	Institutional Support to Vietnam Inland Waterway Administration
<i>Year</i>	08/2011 – 12/2013
<i>Location</i>	Vietnam
<i>Client</i>	VIWA Vietnam Inland Waterway Administration (contractor: UNICONSULT Universal Transport Consulting GmbH, Mr. H. Beyer, Project Director, Burchardkai 1, 21129 Hamburg/Germany, +49-40-74008107, h.beyer@uniconsult-hh.de)
<i>Main project features</i>	The aim of this technical assistance was to enhance inland waterway transport as part of a multi-modal transport system and to support VIWA in managing the inland-waterways network
<i>Position held</i>	Team Leader and Inland Waterway Planner
<i>Activities performed</i>	Defined VIWA's purpose, its desired destination in 5 years, and its performance scorecard; provided recommendations for its optimal institutional structure in line with mission, vision and capacity. Developed a five-

	year strategic plan for sustainable inland waterway management, with priority objectives, supporting work program and budget plans based on performance scorecard specifying business targets, safety, design and customer service standards and their corresponding actions to achieve them. Undertook an in-depth assessment of functions, organizational structure and recommendations for improvement of river-port management. Prepared business cases / feasibility studies for development of provincial ports to be financed by World Bank.
<i>Name of assignment or project</i>	SEC Project Maintenance Study
<i>Year</i>	03/2013 - 09/2013
<i>Location</i>	Saudi Arabia
<i>Client</i>	MoEP Ministry of Economy and Planning (contractor:Wagener & Herbst Management Consultants GmbH, Mr. Ralf Behrens / Project Team Leader, Große Weinmeisterstr.9, 14469 Potsdam, Germany, +49-3312-750446, r.behrens@wagener-herbst.com)
<i>Main project features</i>	Assessment of project O&M cost considerations at infrastructure planning stage
<i>Position held</i>	Infrastructure Planning and Operation & Maintenance Monitoring Expert
<i>Activities performed</i>	Transport and infrastructure master planning and evaluation and appraisal methodology considerations, infrastructure O&M key performance and evaluation indicators, project sector specification and project clustering, reference project profiles, training of staff in infrastructure planning and O&M lifecycle cost comparison, workshop preparation, reporting.
<i>Name of assignment or project</i>	Anaklia Seaport Development and Construction Study (ASDCS)
<i>Year</i>	09/2012 - 03/2013
<i>Location</i>	Georgia
<i>Client</i>	Georgian Railway JSC (in subcontract ILF Beratende Ingenieure ZT GmbH, Mr. Joel Baret, Project Manager, Tamar Mepe 15, 0112 Tbilisi, Georgia, +995-32199453, Joel.Baret@ilf.com)
<i>Main project features</i>	The Seaport Development Study is aimed at identifying the elements for the construction of Anaklia Seaport in a manner that shall enable the Client to operate the Seaport with full scale after the finish of all activities enumerated in the Study. The seaport shall primarily concentrate on containers and bulk cargo handling operations.
<i>Position held</i>	Traffic Forecast Expert
<i>Activities performed</i>	All the works related to establishing a traffic forecast along the E-60 Highway distributed through the existing ports of Poti and Batumi against the envisaged port in Lazika. The main objective of the traffic forecast was to provide enough information for the contractually agreed Master Plan Study. The results of the activities were presented in a Traffic Forecast Report.
<i>Name of assignment or project</i>	TRACECA Transport dialogue and interoperability between the EU and its neighbouring countries and Central Asian countries
<i>Year</i>	05/2009 - 07/2011
<i>Location</i>	Azerbaijan
<i>Client</i>	European Commission Brussels / TRACECA Permanent Secretariat Baku (contractor:Dornier Consulting GmbH, Mr. R. Behrens, Platz vor dem Neuen Tor 2, 10115 Berlin, +30-25399142, ralf.behrens@dornier-consulting.com)
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Team Leader and Key Expert
<i>Activities performed</i>	Political dialogue with representatives of the TRACECA member countries, definition of future road, rail and ferry strategies to enact TRACECA objectives, promotion of TRACECA goals, visualization of activities, scheduling of seminars and meetings, coordination of activities of key and short-term experts and of other TRACECA TA projects
<i>Name of assignment or project</i>	Traffic and Transport-Cost Forecast and Market Report
<i>Year</i>	09/2008 - 04/2009
<i>Location</i>	Yemen
<i>Client</i>	PCDP Port Cities Development Program (contractor: The Cornell Group Inc., Mr. P. Arora, Exec. Vice President, 4085 Chain Bridge Rd, Fairfax, Virginia 22030, USA, +1-703-9340214, parora@thecornellgroup.com)
<i>Main project features</i>	A comprehensive National Port Strategy was to be elaborated incorporating all port hinterland connections
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Traffic forecast established a sound picture of the cargo volumes to be expected between the individual Yemeni ports on the specific national overland transit and internal highways. The transport-cost forecast and market report subsequently lined out the infrastructural deficits of the national road network and calculated the costs on individual highways connecting the ports with their major demand centres.

<i>Name of assignment or project</i>	Reorganization of the Jordanian Ministry of Transport
<i>Year</i>	06/2008 - 08/2008
<i>Location</i>	Jordan
<i>Client</i>	Ministry of Transport & Communication (in subcontract Mr. B. Chatelin, Project Manager, bernard.chatelin@wanadoo.fr)
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	Development of short, medium and long-term Transport Policy and Strategy
<i>Name of assignment or project</i>	Traffic Forecast and Financial Feasibility of Modernizing Syrian Seaports (LPGC Lattakia Port General Company)
<i>Year</i>	10/2007 – 05/2008
<i>Location</i>	Syria
<i>Client</i>	Lattakia Port General Company (contractor: Inros Lackner AG, Mr. M. Morisse, Teamleader, Remscheider Str. 10, 26954 Nordenham, +49-4731-923103, MorisseConsult@t-online.de
<i>Main project features</i>	The Syrian Government had decided to have the private sector participate in the further development and operations of the port of Lattakia
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	A financial analysis determined future national and transit cargo volumes along the entire national highway network through the port of Lattakia, and therefrom deduced container-cargo volumes. This macro projection was then compared with the container cargo projected to be moved through Lattakia Port (micro projection). Thereafter, projected cargo volumes were translated into numbers and sizes of vessels expected at Lattakia Port. Finally, a sensitivity and risk analysis of the most probable scenario was provided. Guidelines for interested bidders to elaborate a financial analysis were included in the tender documents.
<i>Name of assignment or project</i>	Karachi Harbour Crossing – Economic and Financial Feasibility of Hinterland Road Connection
<i>Year</i>	12/2007 – 02/2008
<i>Location</i>	Pakistan
<i>Client</i>	KPA Karachi Port Authority (contractor: Inros Lackner AG, Mr. Ch. Wulf-Andersen, Project Manager, Rosa-Luxemburg-Str.16, 18055 Rostock, +49-381-4567762, christian.wulf-andersen@inros-lackner.de
<i>Main project features</i>	This study had to calculate the most beneficial hinterland connection to the port of Karachi in both financial and economic terms
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	The evaluation consisted of two approaches: (1) Financial appraisal to investigate the long-term financial performance and the return of the investment gained by revenues when operating the KHC; and (2) Economic appraisal comprising a cost-benefit analysis - thus including socio-economic and environmental considerations related to traffic and urban development.
<i>Name of assignment or project</i>	Shortened Port Development Plan for the Port of Tartous
<i>Year</i>	05/2007 - 10/2007
<i>Location</i>	Syria
<i>Client</i>	Tartous Port Authority (in subcontract Mr. H. Rapp, Teamleader, +49-98-627295, hartmut_rapp@hotmail.com)
<i>Main project features</i>	Proposed extension possibilities were validated as to their financial implications by applying a proved calculation model
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	Revenues were predicted to grow in line with traffic trends, traffic volumes were expected to be similar for all extension options. The financial analysis included all revenues chapters, as given by the Tartous Port Tariff for predictable revenue incomes. As measure for the financial return from the contract options, the financial internal rate of return (FIRR) was calculated on the net cash flows.
<i>Name of assignment or project</i>	Implementation Protocol for the Establishment and Funding of the National Transport Fund
<i>Year</i>	08/2006 - 12/2006
<i>Location</i>	Solomon Islands
<i>Client</i>	MoT Ministry of Transport (contractor: GOPA, Dr. B. Brunnengraeber, Project Director, Hindenburgring 18, 61348 Bad Homburg, +49-6172-930528, bernd.brunnengraeber@gopa.de)

<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Shipping Specialist
<i>Activities performed</i>	To prepare EC funding, shipping-service support requirements were determined by identifying and outlining plans for the improvement of all those services which could be considered as essential but substandard services, together with indicative costs over time for the desired improvements and a framework, appropriate mechanism, time schedule and work plan for the selection of services to be included in the program.
<i>Name of assignment or project</i>	Actualization of the Lomé Port Master Plan
<i>Year</i>	05/2006 - 06/2006
<i>Location</i>	Togo
<i>Client</i>	Lomé Port Authority (contractor: Inros Lackner AG, Dr. K. Ammermann, Department Director, Lindenstr. 1A, 28755 Bremen, +49-421-6584122, klaus.ammermann@inros-lackner.de)
<i>Main project features</i>	Cargo figures were actualized by help of up-to-date traffic statistics
<i>Position held</i>	Port, Maritime and Overland Transport Consultant
<i>Activities performed</i>	Utilizing regional and national economic indicators and comparing those to the past traffic forecast of 1999, short to medium-term growth rates were concluded and a trend analysis for the next 15 years was elaborated. Finally, future traffic volumes were calculated distinguished by cargo types and by major commodities.
<i>Name of assignment or project</i>	Marketing & Business Strategy and Implementing Plans for Kuwait Ports Authority
<i>Year</i>	11/2005 – 04/2006
<i>Location</i>	Kuwait
<i>Client</i>	Kuwait Ports Authority (contractor: HPC Hamburg Port Consulting GmbH, Dr. K. Beplat, Teamleader, Von-Thünen-Str. 15, 22000 Hamburg, +49-40-82278273)
<i>Main project features</i>	General objectives of the Project were a comprehensive understanding of potential markets for Kuwait's commercial ports including analyzing trade flows on the Arabian Peninsula and in the Arabian Gulf, freight rates and vessel development, trade practices and institutional factors and medium to long-term traffic development in the region
<i>Position held</i>	Port, Maritime and Overland Transport Consultant
<i>Activities performed</i>	A strategy was formulated for practical implementation to increase the ports' competitive position by informing the trading community of the ports' achieved strong points and planned improvements through the elaboration of possible marketing strategies, selection of the preferred strategy, development of appropriate marketing tools, and preparation of a publicity campaign to promote the ports' volume of business; identification of sea-air services along port hinterland highways, assessing the ports' strengths, weaknesses, opportunities and threats including calculating the potential share of the commercial ports in the regional trade, by comparing with other ports in the Arabian Gulf competing for regional trade; and transforming customer requirements into facilities and dedicated services by way of improving the ports' financial, human and operational resources.
<i>Name of assignment or project</i>	Financial Analysis for the East Port of Conakry
<i>Year</i>	06/2005 – 07/2005
<i>Location</i>	Guinea
<i>Client</i>	Conakry Port Authority (contractor: Inros Lackner AG, Dr. K. Ammermann, Department Director, Lindenstr. 1A, 28755 Bremen, +49-421-6584122, klaus.ammermann@inros-lackner.de)
<i>Main project features</i>	Based on major traffic and financial indicators, a traffic forecast was drawn up
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	Financial figures were concluded and revenues to the port authority from its various cargo operations and landlord services were calculated. Comparing the cost that can be expected to provide these services, a financial cost-benefit analysis and several financial indicators were provided on a spreadsheet with the possibility to alter basic calculation input figures.
<i>Name of assignment or project</i>	Development of Logistic Centre Lahr
<i>Year</i>	03/2005 – 07/2005
<i>Location</i>	Germany
<i>Client</i>	Lahr City Council (contractor: UNICONCONSULT Universal Transport Consulting GmbH, Mr. H. Beyer, Project Director, Burchardkai 1, 21129 Hamburg/Germany, +49-40-74008107, h.beyer@uniconsult-hh.de)
<i>Main project features</i>	A sound method was developed to identify more than 150 logistics services in Germany, France and Switzerland

Position held	Industrial Development & Transport Expert
Activities performed	Proving that their specific location requirements for a combined road – rail – inland-waterway hub could be optimally served by the IGZ and thus to induce them to move or expand to its area at Lahr.
Name of assignment or project	Economic and Financial Cost-Benefit Analyses and Decision-Support to concessioning the Djen-Djen Container Terminal
Year	11/2004 – 02/2005
Location	Algeria
Client	Ministry of Transport (contractor: Inros Lackner AG, Mr. R. Damkoehler, Project Director, Rosa-Luxemburg-Str.16, 18055 Rostock, +49-381-4567502, ralph.damkoehler@inros-lackner.de)
Main project features	The Algerian port of Djen Djen was constructed as a bulk-cargo port about 20 years ago, when the requirements for present cargo types could not yet be fully foreseen. Our study had to identify the best process to include one large terminal, not yet quay-enforced nor equipped, into an overall port master plan and to determine the strengths, weaknesses, opportunities and threats of this approach by discussing the planning concept with shipping lines and other potential container-terminal operators.
Position held	Senior Transport Economist
Activities performed	Economic and financial cost-benefit analyses were elaborated by determining the feasibility of adding another container terminal to this already rather well furnished Mediterranean region.
Name of assignment or project	Port Sector Commercialization and Privatization Study on Strategic Port Development
Year	03/2004 – 01/2005
Location	Algeria
Client	Ministry of Transport (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
Main project features	Overall macro-economic aspects of the Algerian economy were described.
Position held	Maritime and Overland Transport Consultant
Activities performed	Analyses covered traffic and throughput of each port; competition among the Algerian ports including evaluation of important liner services and of road catchment areas for each port; identification of potential clients for operating port facilities with regard to commercialization; development of future scenarios for each port; identification and description of port-related activities with regard to road logistics and hinterland services; evaluation of requirements in view of commercialization of port activities including aspects of separation of private and public responsibilities; assessment of financial/economic implications of restructuring (impact analysis); and detailed commercialization/ privatization strategies for each port.
Name of assignment or project	Master Development Plan of Shanghai Yachting Industry
Year	Oct 2003
Location	China P.R.
Client	Shanghai City Council (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
Main project features	see <i>Activities performed</i>
Position held	Maritime Transport Consultant
Activities performed	Sail and motor yacht acquisition demand forecast was elaborated for yacht locations and for calculation of consequent requirements for marina space
Name of assignment or project	Rijeka Gateway Project Port/Urban Area Redevelopment Project
Year	03/2003 – 07/2003
Location	Croatia
Client	Rijeka City Council (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
Main project features	The main objective of the project was to assess the costs and benefits of relocating the Passenger Terminal in the Port of Rijeka, Croatia, currently situated centrally in immediate proximity to the Rijeka CBD and representing the only city access to the waterfront
Position held	Senior Transport Economist
Activities performed	Revenues were forecasted to be generated from land sale or land leases, municipal recurrent costs and revenues and other sources, and financial and economic analyses and the resulting economic/financial cost benefit analyses were elaborated.
Name of	Port of Durres Project

<i>assignment or project</i>	
<i>Year</i>	10/2002 – 02/2003
<i>Location</i>	Albania
<i>Client</i>	Durres Port Authority (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	The objective of the project was to assist the port of Durres in the privatisation of stevedoring and other port services and in preparing and implementing the required institutional and legal reforms. While the port authority was to remain a landlord, port services were to be provided by the private sector under competitive conditions involving leases, concessions or service agreements.
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	Advice on principles for calculating appropriate charges and leasing arrangements was detailed, and a business plan to commercialize stevedoring services was elaborated.
<i>Name of assignment or project</i>	Operation Performance Evaluation and Review Report for the Port of Turkmenbashi
<i>Year</i>	07/2002 – 08/2002
<i>Location</i>	Turkmenistan
<i>Client</i>	Turkmenbashi Port Authority (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	The objective of the project was to assist the port of Durres in the privatisation of stevedoring and other port services and in preparing and implementing the required institutional and legal reforms.
<i>Position held</i>	Port and Maritime Transport Consultant
<i>Activities performed</i>	A review of the outcome of the activities, measured against objectives and expectations, an analysis of the underlying reasons for any significant performance variations, and an assessment of the impact of the TC activities on the transition process in the country (covering the authority, employee, the environment, the transport sector and the economy in general) were undertaken. Also included were an assessment of EBRD's performance, identification of the key issues, definition of the role of the beneficiaries in the preparation, implementation, ownership (sustainability of benefits) of the results of the TC activities, and formulation of conclusions and recommendations for the improvement of TC activities.
<i>Name of assignment or project</i>	Strategic Study on the viability of establishing European Rail Traffic Management System on selected railway lines in the CEECs
<i>Year</i>	08/2001 – 10/2001
<i>Location</i>	Slovenia
<i>Client</i>	Ministry of Transport & Communication (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Senior Transport Economist
<i>Activities performed</i>	The railway network in the Slovak Republic and across the borders with its neighbouring countries was surveyed. Based on train frequencies and service-travelling speed of trains commonly employed in the region, daily passenger and cargo capacities were calculated and developed into a train frequency and capacity forecast. Utilizing cost figures provided from other team members plus present and anticipated train fares, the economic feasibility of upgrading a railway link was then calculated.
<i>Name of assignment or project</i>	Container terminal performance and capacity evaluation of Fos-Marseille
<i>Year</i>	06/2001 – 07/2001
<i>Location</i>	France
<i>Client</i>	PMA Marseille Port Authority (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Port and Maritime Transport Consultant
<i>Activities performed</i>	Current capacity of the terminal and its growth potential were assessed; methods for the improvement of market acceptance and integration were analyzed; present terminal productivity was benchmarked against competitors; and measures to optimize present terminal and implementation schemes were proposed.
<i>Name of assignment or project</i>	New Caspian shipping services Business Plan - TRACECA Caspian Shipping Lines Project
<i>Year</i>	02/2001 – 05/2001

<i>Location</i>	Azerbaijan
<i>Client</i>	European Commission Brussels (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	The main objective of the study had been to analyze the technical, financial and economic feasibility of establishing a shipping line in the Caspian port of Baku offering ferry services across the Caspian Sea as an important link of this TRACECA route.
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	After estimating the potential revenues based on various cargo-forecast scenarios of coastal against road transport, vessel purchase costs were estimated by inquiring the costs for second-hand 15-20 year-old vessels from the Mediterranean market, all direct and indirect operating costs were calculated, and financial internal rates of return under the various scenarios were established, complete with risk and sensitivity analyses.
<i>Name of assignment or project</i>	Colombo Port South Harbour Container Terminal Development
<i>Year</i>	10/1997 – 12/2000
<i>Location</i>	Sri Lanka
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	Cost-benefit calculations under private-sector participation; comparison of Colombo Port against the Hikaduwa site; reconnaissance and fact-finding missions to Sri Lanka for Colombo Port South Harbour Development Project; mission to OECF and OCDI in Tokyo; consultant selection and negotiation for up-front field investigations; tripartite meeting and stakeholder seminar; project administration. Loan appraisal and preparation South Asia Gateway Terminals for the Colombo Port Project; ToR for strategy study and poverty reduction analysis as add-on.
<i>Name of assignment or project</i>	Saigon Port Rehabilitation
<i>Year</i>	05/1997 – 12/2000
<i>Location</i>	Vietnam
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	Project administration of Saigon Port Loan Project; review missions, donor coordination conference in Hanoi; reallocation of loan categories; project audit report; loan closure. Administration of TA project: Management Information System for Saigon Port.
<i>Name of assignment or project</i>	Mumbai Port Liquid Bulk Terminal Rehabilitation, Bulk Terminal Rehabilitation, Port Rehabilitation and Port Commercialization
<i>Year</i>	02/1997 – 03/2000
<i>Location</i>	India
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	Completion report of Bombay & Madras Ports Project (formerly Third Ports Project). Reconnaissance and appraisal missions for Mumbai Port loan project, loan and contract negotiations, inception and monitoring missions, loan project administration, completion report.
<i>Name of assignment or project</i>	Chennai Port Container Terminal Construction, Port Terminal Construction and Port Commercialization
<i>Year</i>	02/1997 – 03/2000
<i>Location</i>	India
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist

<i>Activities performed</i>	Reconnaissance and appraisal missions for Chennai Port loan project; loan and contract negotiations; inception and monitoring missions; loan project administration; completion report. ToR, appraisal, contract negotiations and administration of TA project: Enhanced India Ports Policy, as add-on.
<i>Name of assignment or project</i>	Ennore Coal Port Construction
<i>Year</i>	05/1997 – 01/2000
<i>Location</i>	India
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	Tripartite meeting and completion report on Madras & Ennore Ports Development Study; Traffic Analysis for Coal Ports Loan Project.
<i>Name of assignment or project</i>	Paradip Port Bulk Terminal
<i>Year</i>	05/1997 – 01/2000
<i>Location</i>	India
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	Preliminary evaluation of future throughputs in Paradip Port. ToR, preparation, evaluation of technical proposals and selection of consultant for TA project: Planning & Management Services for Paradip Port; project administration. Reconnaissance mission to Calcutta Port. Evaluation of corporatization potential in Haldia Port.
<i>Name of assignment or project</i>	Chittagong & Mongla Port Commercialization
<i>Year</i>	03/1997 – 05/1999
<i>Location</i>	Bangladesh
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	TA Fact-Finding Mission and Aide Memoire for Bangladesh: Ports Upgrading Project; ToR, preparation of draft TA paper, evaluation of technical proposals and selection of consultant for TA project; project administration. Reconnaissance and fact-finding missions for Port Efficiency & Access Improvement Loan Project.
<i>Name of assignment or project</i>	Malé Terminal Construction and Port Commercialization
<i>Year</i>	01/1997 – 10/1998
<i>Location</i>	Maldives
<i>Client</i>	ADB Asian Development Bank, Dr. G. Hecker, Department Director. Transport & Communication West, Manila/Philippines
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	ADB Project Economist
<i>Activities performed</i>	Completion report on Second Male Port loan project. Fact-finding mission for TA project: Private Sector Participation in Maldives Ports; ToR, preparation of draft TA paper, evaluation of technical proposals and selection of consultant for TA project; project administration, workshop on private infrastructure; review mission to discuss tripartite meeting; consultant's performance evaluation report.
<i>Name of assignment or project</i>	Regional Transport and Communication Integration Study for Southern Africa (TACISSA)
<i>Year</i>	09/1995 – 02/1996
<i>Location</i>	Mozambique
<i>Client</i>	SATC Southern African Transport (contractor: HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)

<i>Main project features</i>	Objective of this study was the preparation of a regional transport integration plan in the port and shipping sector, including possibilities for the introduction of harmonized policies and additional cooperation with particular respect to maritime safety and environmental issues. Special attention was paid to the impact of South Africa joining the Southern Africa Development Community.
<i>Position held</i>	Transport Economist
<i>Activities performed</i>	Present status and major constraints of the sectors and future constraints were identified; performance criteria and development and evaluation of strategic options were defined; an appropriate regional strategies, analysis of manpower resources and development, assessment of proposed investment plans, investment and policy action program, and bidding documents for future road and port projects were prepared.
<i>Name of assignment or project</i>	Feasibility study on Freeport Operations
<i>Year</i>	09/1995 – 11/1995
<i>Location</i>	Mauritius
<i>Client</i>	Mauritius Freeport Authority (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	Due to its geographical location in the Indian Ocean, the government of Mauritius intended to develop its nation into a transshipment hub for both sea- and airborne cargoes.
<i>Position held</i>	Port and Maritime Transport Consultant
<i>Activities performed</i>	All data on both national and regional levels were collected and combined into a SWOT (strengths, weaknesses, opportunities & threats) analysis of sea- and airborne transports through Port Louis, respectively the international airport. This analysis served as basis to estimate facilities and equipment requirements and to calculate economic and financial feasibilities.
<i>Name of assignment or project</i>	Feasibility study of short-term rehabilitation and extension of air-cargo centre at Entebbe International Airport
<i>Year</i>	07/1995 – 08/1995
<i>Location</i>	Uganda
<i>Client</i>	Entebbe International Airport (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	Potential (international demand and communications) and requirements (cooler/freezer chain) to export national primary products (roses, nil perch, etc.) were investigated.
<i>Position held</i>	Transport Economist
<i>Activities performed</i>	Based on the forecasted cargo types and volumes, storage and handling areas and facilities of the airport's cargo-handling and storage facilities were designed. Finally prices of inputs in the region and overseas were collected, and costs of refurbishing / upgrading these facilities were deducted.
<i>Name of assignment or project</i>	Vietnam's Integration into the World Economy: Market Prospects in the Port Sector
<i>Year</i>	03/1995 – 04/1995
<i>Location</i>	Vietnam
<i>Client</i>	Ministry of Transport (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	The objective of the study was to analyse the market prospects in the Vietnamese port sector following the country's integration into the world economy.
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Vietnam's transformation process and its impact on trade was assessed; an analysis of past and present cargo through-put in the country's major ports were analyzed; a traffic forecast for dry and containerized cargo until the year 2005, and a description of the Vietnamese port sector including existing infra- and superstructure, problem areas, extension plans, and the size of investments and financing methods were elaborated.
<i>Name of assignment or project</i>	Si-Chang Thong Terminal Development Phase 1 - Study for Updating the Pre- and On-Carriage Study and Market Analysis
<i>Year</i>	10/1994 – 02/1995
<i>Location</i>	Thailand
<i>Client</i>	Si-Chang Thong Development Company (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	A private investor required assistance in developing a business plan to establish a container terminal on the island of Si-Chang Thong in the Bay of Thailand
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	The existing economic situation in Thailand and the surrounding region and forecasts of its future development, the current freight market in the greater Bangkok area and a forecast of its future growth and of container traffic in the

	port of Bangkok were analyzed. Its development was projected; and Si-Chang Thong's competitors were evaluated and assessed covering their current performance and future prospects. The potential market share of the new Si-Chang Terminal was quantified; a comprehensive marketing strategy to maximize the business obtained and an overall viability analysis for the terminal were elaborated.
<i>Name of assignment or project</i>	Transport Corridor Study via Black Sea Ports including strategic development of port and shipping investments
<i>Year</i>	09/1994 – 11/1995
<i>Location</i>	Russian Federation
<i>Client</i>	Ministry of Transport (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	The study served to find transport routes to link the Russian heartland around Moscow to the Black Sea
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Competitive advantages and disadvantages of such a connection were analyzed as against road- and rail-based faster but lower-capacity connections transiting the Ukraine to the Black Sea and transiting Belarus and Poland into Western Europe.
<i>Name of assignment or project</i>	Mozambique Feeder Shipping Services Feasibility Study and Plan of Action
<i>Year</i>	11/1993 – 02/1994
<i>Location</i>	Mozambique
<i>Client</i>	Gabinete de Coordenacao de Projectos da Marinha (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	Government policy directed towards the restructuring of the national shipping industry comprised the reform of coastal feeder shipping with significant private participation.
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Demand for feeder against road services was updated; traffic options for passengers and freight were analyzed and the optimum strategy was recommended; investment needs for ships and port infrastructure and a strategy for development of small-scale operators and their access to finance equipment and spare parts were identified; access criteria and required regulatory changes were recommended, taking previous relevant studies into account; and a restructuring and financing strategy enabling the government-owned shipping line to provide feeder services on a commercial basis was proposed.
<i>Name of assignment or project</i>	Terminal operation concept for the air freight terminal at Kotoka International Airport / Accra
<i>Year</i>	09/1993 – 11/1993
<i>Location</i>	Ghana
<i>Client</i>	Ghana Civil Aviation Authority (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	In order to improve the efficiency and cost effectiveness of air cargo handling services at the Kotoka International Airport in Accra, privatisation was intended. Specialist consultancy services were required to prepare tailor-made bid documents for the lease of the airfreight center.
<i>Position held</i>	Transport Economist
<i>Activities performed</i>	Bid documents comprising four volumes: tender and contract documents, background information, terms of reference and financial proposal were prepared.
<i>Name of assignment or project</i>	Feasibility Study on Volta Lake Container Transport
<i>Year</i>	04/1993 – 07/1993
<i>Location</i>	Ghana
<i>Client</i>	Volta Lake Transport Company (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	This project produced a feasibility study covering the planning and design of comprehensive container handling and transport requirements.
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Existing container traffic and facilities were assessed; a ten-year forecast of container imports and exports, specification of road-transport routes was elaborated; economic, financial and engineering and associated capital investments were analyzed; floating and shore-based equipment requirements were assessed; manpower requirements and training needs were defined; and operations procedures and tariff structures were designed.
<i>Name of</i>	Yemen Port Sector Strategic Development Study - Multi-Modal Transport Project

<i>assignment or project</i>	
<i>Year</i>	05/1992 – 02/1993
<i>Location</i>	Yemen
<i>Client</i>	Ministry of Transport (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	The objective was to develop measures to provide the ports of Yemen, within the next decade, with efficient operating procedures, up-to-date planning and trained staff. The project comprised four different elements: staffing requirements and development program, economic and financial study, equipment and maintenance study and assistance in the procurement of maintenance tools and equipment.
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Population distribution and development, traffic forecast on national road network through Yemeni ports, port infrastructure and equipment requirements were investigated; port operations efficiency was benchmarked against competitors; and measures to optimize present terminal operations were proposed
<i>Name of assignment or project</i>	Future Use of Barges in Traffic to Berlin (development of inland waterways transport of Berlin)
<i>Year</i>	11/1991 – 12/1991
<i>Location</i>	Germany
<i>Client</i>	BEHALA Berliner Hafен- und Lageranstalt (contractor:HPC Hamburg Port Consulting GmbH, Mr. K. Schmöcker, Department Director, P.O. Box 111406, 20414 Hamburg, +49-40-74008130, k.schmoecker@hpc-hamburg.de)
<i>Main project features</i>	Before 1990, inland waterway traffic to Berlin was restricted by the authorities of the former GDR. Following unification, the competitiveness of barges had been improved and the further development of existing waterways will increase the importance of inland shipping to Berlin. Bearing this in mind, the future of the ports in Berlin was evaluated including the feasibility of transshipment activities.
<i>Position held</i>	Maritime and Overland Transport Consultant
<i>Activities performed</i>	Planned development of the inland waterways to Berlin and quality of infrastructure and superstructure of the ports were analyzed; traffic forecasts by barges were elaborated and compared to competitive road transport; necessary developments and future requirements for port services were specified; and macro-economic effects of the extended cargo flows were evaluated; finally, suitability of port locations in the Berlin area was defined.
<i>Name of assignment or project</i>	Privatization Potential of Cargo Operations in SEAPA Commercial Ports
<i>Year</i>	10/1991 – 02/1992
<i>Location</i>	Saudi Arabia
<i>Client</i>	SEAPA Saudi Arabian Seaports Authority (contractor:GTZ Gesellschaft für Technische Zusammenarbeit GmbH, Mr. Schilling, Personnel Saudi Arabia, Dag-Hammarskjöld-Weg 1-2, 6236 Eschborn, Germany, Tel. +49-06196 790)
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Port Economist
<i>Activities performed</i>	Activities comprised comparison, revision and rebate proposals of tariff structures and financial accounts, definition of management information systems, performance indicators, berth occupancy, and capacity utilization of handling equipment. Net-profit sharing on percentage basis was not advised as long as lease contractors resisted to periodical and complete opening of financial accounts. On contrast, issuance of fixed rental contracts over long periods was recommended if revenues were calculated under estimated future cargo volumes.
<i>Name of assignment or project</i>	Cost-Benefit Structure of Major Commercial Ports
<i>Year</i>	03/1991 – 07/1991
<i>Location</i>	Saudi Arabia
<i>Client</i>	SEAPA Saudi Arabian Seaports Authority (contractor:GTZ Gesellschaft für Technische Zusammenarbeit GmbH, Mr. Schilling, Personnel Saudi Arabia, Dag-Hammarskjöld-Weg 1-2, 6236 Eschborn, Germany, Tel. +49-06196 790)
<i>Main project features</i>	Cost-benefit analysis of all SEAPA ports
<i>Position held</i>	Port Economist
<i>Activities performed</i>	A preliminary cost-benefit analysis of all SEAPA ports was conducted to determine productivity and consequent ability to offer rebates and save expenditures. Finance and revenue departments of all ports were visited to improve and complete formats on revenue and expenditure breakdowns. Budget statements and other available information on trading accounts were collected. Results were worked into individual financial breakdown of costs and revenues as generated by the various terminals and port services. Cost-benefit analyses of the ports at Jeddah and Dammam were finalized to determine their productivity as the only ports utilizing a cost-centre system.
<i>Name of</i>	Potential Rebates and Discounts in SEAPA Unified Tariff 1985

<i>assignment or project</i>	
<i>Year</i>	05/1990 – 08/1990
<i>Location</i>	Saudi Arabia
<i>Client</i>	SEAPA Saudi Arabian Seaports Authority (contractor:GTZ Gesellschaft für Technische Zusammenarbeit GmbH, Mr. Schilling, Personnel Saudi Arabia, Dag-Hammarskjöld-Weg 1-2, 6236 Eschborn, Germany, Tel. +49-06196 790)
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Port Economist
<i>Activities performed</i>	Introduction of discount rates to shipping lines on annual minimum container and bulk-cargo volumes was recommended, to consider tariff rebates during low seasons in order to balance commodity imports throughout the year, to grant rebates on specific cargo types at certain SEAPA ports, where berthing and handling facilities were underutilized, and on transit commodities on case-to-case basis, where need arises from national over-demand or undersupply
<i>Name of assignment or project</i>	see <i>Activities performed</i>
<i>Year</i>	07/1988 – 08/1988
<i>Location</i>	Yap and Ponape, Federated States of Micronesia
<i>Client</i>	UNDTCD United Nations Dep. of Technical Cooperation for Development, Dr. Hak Su Kim, Chief Technical Adviser SOI/85/003, 1 UN Plaza, New York, NY 10017, USA
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Associate Expert
<i>Activities performed</i>	Familiarization with planning procedures at FSM Ministry of Finance and Economic Planning
<i>Name of assignment or project</i>	Provincial Development Plans
<i>Year</i>	03/1988 – 05/1988
<i>Location</i>	Solomon Islands
<i>Client</i>	MEP Ministry of Economic Planning / UNDTCD United Nations Dep. of Technical Cooperation for Development, Dr. Hak Su Kim, Chief Technical Adviser SOI/85/003, 1 UN Plaza, New York, NY 10017, USA
<i>Main project features</i>	Provincial development plans and planning meetings, training in sector and regional planning
<i>Position held</i>	Associate Expert
<i>Activities performed</i>	Technical assistance in the form of provision of data, maps, reviewing and editing the plan, planning workshops and project proposals, presentation of workshop manuals was provided.
<i>Name of assignment or project</i>	Regional Distribution of Project Benefits and Financial Contributions
<i>Year</i>	03/1987 – 08/1987
<i>Location</i>	Solomon Islands
<i>Client</i>	MEP Ministry of Economic Planning / UNDTCD United Nations Dep. of Technical Cooperation for Development, Dr. Hak Su Kim, Chief Technical Adviser SOI/85/003, 1 UN Plaza, New York, NY 10017, USA
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Associate Expert
<i>Activities performed</i>	A National Regional Report (NRR) was drawn up to collect and elaborate existing regional data, aggregating sub-provincial data, sector objectives and constraints onto a provincial level; describing this specific and other general underlying present problems of the island nation, and investigating future prospects of production and distribution of her resources. Subsequently, projects were appraised for funding by international donor agencies.
<i>Name of assignment or project</i>	Development Planning Activities
<i>Year</i>	11/1986 – 10/1988
<i>Location</i>	Solomon Islands
<i>Client</i>	MEP Ministry of Economic Planning / UNDTCD United Nations Dep. of Technical Cooperation for Development, Dr. Hak Su Kim, Chief Technical Adviser SOI/85/003, 1 UN Plaza, New York, NY 10017, USA
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Associate Expert

<i>Activities performed</i>	Elaboration of National Development Plan - 1985-89, Mid-Term Review 1987, Annual Action Plans, Programs of Action 1987-1989, and Development Budgets 1987 and 1988.
<i>Name of assignment or project</i>	Macroeconomic Linkages among Southern African Countries
<i>Year</i>	03/1985 – 04/1986
<i>Location</i>	Southern Africa
<i>Client</i>	Africa Institute of South Africa, Dr. Denis Venter, Director, P. O. Box 630, 0001 Pretoria, Republic of South Africa
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Economic Researcher
<i>Activities performed</i>	This study aimed at laying open the economic dependencies between South Africa and the frontline-states in the sectors of agriculture, mining, water management, basic needs, labour migration, technology, road and rail transport, industry, trade and finances. Parallel to this description, it took account of the potential effects of these dependencies onto the development potential in the region. Subsequently, the study discussed the consequences of diminishing these interactions through economic sanctions imposed by South Africa, and finally advises on an alternative to any such economic sanctions.
<i>Name of assignment or project</i>	Crafts and Small-Scale Enterprises in the Economic Fringe of a Southern African Developing Country
<i>Year</i>	06/1983 – 09/1983
<i>Location</i>	Malawi
<i>Client</i>	Liwonde Agricultural Development Division Management Unit, Mr. K. G. Bauer, Programme Manager, NRDP, Ministry of Agriculture, Private Bag 3, Liwonde, Malawi
<i>Main project features</i>	see <i>Activities performed</i>
<i>Position held</i>	Research Fellow
<i>Activities performed</i>	This study was a result of field studies conducted in the Kawinga region of the Republic of Malawi. Kawinga, which is situated in the East part of the Southern Region, represents a typically remote rural area. With its long distances and seasonally restricted transport routes to urban and semi-urban areas, and with its economical seclusion to the East by an officially impenetrable border to Mozambique, Kawinga shows all the disadvantages of an economically inactive region, where a selective out-migration takes place over large populated areas. In a field survey, 14 different branches in seven different kinds of location with declining centrality were identified. The study contains the proceeding and major results of this field survey.

11. Employment Record

From: January 2004 **to:** Present

Employer: Independent Freelancer

Positions held: Port, Maritime and Overland Transport Consultant

From: January 2001 **to:** December 2003

Employer: HPC Hamburg Port Consulting GmbH, Hamburg, Germany

Positions held: Senior Port and Transport Consultant

From: November 1996 **to:** December 2000

Employer: ADB Asian Development Bank, Manila, Philippines

Positions held: Project Economist

From: May 1992 **to:** October 1996

Employer: HPC Hamburg Port Consulting GmbH, Hamburg, Germany

Positions held: Port and Transport Consultant

From: May 1990 **to:** April 1992

Employer: GTZ Gesellschaft für Technische Zusammenarbeit, HPC delegated, Saudia Arabia

Positions held: Port Economist

From: February 1990 **to:** April 1990

Employer: Hamburg Port Consulting GmbH, Hamburg, Germany

Positions held: Port and Transport Consultant

From: November 1989 **to:** January 1990

Employer: AGEH Arbeitsgemeinschaft für Entwicklungshilfe, Cologne, Germany

Positions held: Project Economist

From: February 1989 **to:** May 1989

Employer: Al Africa Institute, Pretoria, Republic of South Africa

Positions held: Economic Researcher

From: December 1986 **to:** November 1988

Employer: UNDTCD United Nations Department for Technical Cooperation for Development, USA

Positions held: Associate Expert

From: February 1985 **to:** April 1986

Employer: Al Africa Institute, Pretoria, Republic of South Africa

Positions held: Economic Researcher

12. Education:

Institution:	Technische Universität Berlin/Germany
Date (from – to):	October 1988 - November 1989
Degree:	Doctoral degree in economic geography (Dr. Phil.)

Institution:	Universität Würzburg/Germany
Date (from – to):	May 1986 - October 1986
Degree:	Studies in economics and business administration

Institution:	Universität Würzburg/Germany
Date (from – to):	May 1982 - February 1985
Degree:	Master Degree in major geography, minors economics and statistics

Institution:	State University of New York at Oneonta/USA
Date (from – to):	August 1981 - May 1982
Degree:	Post-graduate studies in geography, economics and English

Institution:	Universität Würzburg/Germany
Date (from – to):	April 1979 - July 1981
Degree:	Bachelor's Degree in geography, economics and statistics

Other training:

09/1993 – 10/1993: Certificat de Langue Française, at Institut Prevert, Antibes / France

10/1989 – 02/1990: Preparation seminars for consultant mission on financial restructuring of health projects in Karachi, Pakistan, with AGEH Arbeitsgemeinschaft für Entwicklungshilfe, Cologne / Germany

11/1987 – 12/1987: Elaboration of sub-national project management in small Pacific island nations, with UNCRD United Nations Centre for International Development, Nagoya / Japan

Selected publications:

- Macroeconomic Linkages among Southern African Countries, IFO-Institut für Wirtschaftsforschung München, Afrika-Studien 117, Weltforum Verlag München, Köln, London, 1990, 223 p.
- Solomon Islands Country Monograph - Regional Planning Conceptions and Instruments, UNDP Publications, New York, 1989, 90 p. (co-author)
- Resource Production and Distribution in the Solomon Islands, Deutsche Gesellschaft für Asienkunde, Asien, Nr. 33, 1989, 26 p.
- A Social Studies Atlas of Solomon Islands, Curriculum Development Centre / Ministry of Education and Culture, Honiara, Sept. 1990, 59 p. (co-author)
- Crafts and Small Enterprises in the Economic Periphery of Malawi, Africa Insight No.3, Pretoria, RSA, Feb. 1986, 8 p.
- Black Commuters in South Africa, Africa Insight No.1, Pretoria, RSA, Aug. 1986, 11 p.
- Crafts and Small-Scale Enterprises in the Economic Fringe of a Southern African Developing Country - An Empirical Analysis of Situation and Potential in the Kawinga Region in Malawi, EG-Pressestelle, Bonn, 1984, 129 p.

13 Language skills (5 - excellent; 1 - basic):

Language	Reading	Speaking	Writing
German		mother tongue	

English	5	5	5
Spanish	5	5	4
French	4	3	4
Portuguese	4	3	3
Pidgin	4	3	2

14. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

_____ Date: _____
[Signature of staff member or authorized representative of the staff] *Day/Month/Year*

Full name of staff member: _____

Full name of authorized representative: _____