

western marine community coalition



2003
Annual Report



WESTERN MARINE COMMUNITY COALITION

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Chair

MESSAGE FROM THE CHAIR

The past year has proved to be an exceptionally busy year for the **Western Marine Community Coalition**. I am pleased to report on some of the key results of the WMCC.

We continued our focus on challenges in Marine Human Resources with a well-received workshop held on March 30th. A submission is awaiting approval from Human Resources Skills Development Canada to conduct a second phase to the Human Resources Skills Study. Also, the Human Resources Strategy Task Force continues to assess HR needs in the Marine Industry.

We continued to build our relationships in Ottawa. The WMCC met with Ministers Geoff Regan, Tony Valeri and David Anderson providing us with the opportunity to bring important issues to their attention. Also, during the CMAC proceedings in Ottawa, meetings were held with a variety of regulatory organizations.

We progressed with establishing governance for the organization through the work of the Governance Committee. As a result, a Director's manual has been produced for presentation at the Annual General Meeting.

The International Ship and Port Facility Security Code (ISPS) definitely touched almost every aspect of the Marine Industry over this past year. The WMCC worked diligently with the marine community to ensure a July 1st implementation date.

The WMCC continues to provide a powerful mechanism for ensuring that the voice of the Marine Community in British Columbia is heard and I am very thankful for all the hard work of my fellow Directors and the members for their continuing support.

CHRIS BADGER
CHAIR



Overview

ANNUAL REPORT FOR 2003 - 2004

This fourth edition of our annual report provides members with an overview of the activities of the Coalition over the past year, as well as an outlook for the future. The report also includes a review of PACMAR activities and the WMCA contribution of the collection of Marine Service Fees.

Spring 2004 Ottawa Visit:

The bi-annual CMAC proceedings took place in Ottawa the first week in May 2004. WMCC members from the Chamber of Shipping, the Northwest Cruise Ship Association, the Council of Marine Carriers, the BCMEA, VPA, BC Ferries and the BC Coast Pilots attended the sessions. Transport Canada is now fully responsible for CMAC, as the Canadian Coast Guard no longer has regulatory responsibilities for marine matters. CSA 2001 regulatory reform is the primary agenda for CMAC. Regulatory development items of interest to the community included environmental matters such as ballast water, air emissions, sewage and the cruise ship environmental guidelines. Other sessions dealt with personnel, navigation, and cargo regulations. A briefing on the development of the Canadian Marine Transportation Security Regulations was also provided.

Additional meetings were held with the Honourable David Anderson, Minister of Environment as well as with senior officials

from the Canadian Coast Guard, Transport Canada, Canada Border Services Agency and the Federal Mediation and Conciliation Services. Discussions focused on topics such as CSA Regulatory Reform, maritime security, environmental issues and labour. Immigration matters were dealt with at the now regular meeting with the Immigration section of CBSA. The WMC, representing the marine industry on the west coast, continues to be a respected voice in Ottawa.

Other Meetings with Federal Ministers:

On March 1st the WMCC met with Minister Geoff Regan in Victoria. This served as an introductory meeting with the new Minister. Issues raised included marine services fees, operational support on the water for security, and the provision of weather data collection and dissemination.

On April 7th we met with Minister Tony Valeri for the first time in Vancouver. It was an opportunity to introduce WMC members and outline their business activities. The Council of Marine Carriers, British Columbia Ferry Services, Chamber of Shipping of British Columbia, British Columbia Maritime Employers Association and the Pacific Pilotage Authority were represented. The major issue for discussion was security and the new security regulations, with a particular focus on the need for government financial support to terminal operators. Inter-modal rail congestion was also discussed and was an item that the Minister was particularly interested in.



WESTERN MARINE COMMUNITY COALITION

The Minister was provided with a briefing package outlining other issues with navigation services and fees, pilotage, and the environment. While time was limited to deal with all these issues the Minister indicated a willingness to meet with the WMC by telephone to deal with any particular issue.

NMIC (National Marine & Industrial Coalition)

The Chamber of Shipping is the member of the Coalition for the Pacific coast. Other members are the Canadian Shipowners Association, the Chamber Of Maritime Commerce, the Association Of Canadian Port Authorities, the Shipping Federation Of Canada, Les Armateurs Du Saint Laurent, SODES and the Halifax Shipping Association.

The group uses a conference call every two weeks to discuss developments, share action taken by individual societies and develop common action. Over the last year the NMIC shared with Transport Canada in the funding of a Marine Industry Benefit Study that has now been completed. A Blue Print outlining industry issues and proposed action is being developed. The Coalition worked with Transport Canada to create a Marine Industry Council. This council composed of 4 Deputy Ministers and 9 senior industry representatives plans to meet twice a year beginning in May 2004 to discuss broad policy issues that impact on the competitive position of the industry. The NMIC deals with the Coast Guard on cost recovery policy and with both Transport and Fisheries and Oceans on the Marine Services Study they are carrying out.

Seymour Narrows Guideline

The Western Marine Community Coalition developed a waterway safety guideline for users of the Johnstone Strait Seymour Narrows waterway. The requirement for the Guideline was prompted as a result of the increasing size and number of cruise ships using the waterway in conjunction with all other traffic. Initially the plan was

to produce an MOU that would be signed by representatives of all user groups. Following the raising of a number of issues with the MOU and legal advice it was decided to issue a guideline rather than have the parties sign an MOU.

The guidelines were developed by a special taskforce of the Western Marine Community representing the principal users of the waterway. The objective was to formulate practical guidelines that would address operational issues for all vessels transiting the Seymour Narrows - Johnstone Strait passages. The participants agreed that adherence to these recommendations would improve the level of safety. The guideline makes extensive recommendations on improvements to communications and includes specific recommendations for improvements by government agencies.

A special note of thanks is due to Kevin Obermeyer of the Pacific Pilotage Authority for his work as Chairman of the Taskforce.

These Guidelines are intended to be a living document and will be reviewed on a regular basis beginning in the fall of 2004.

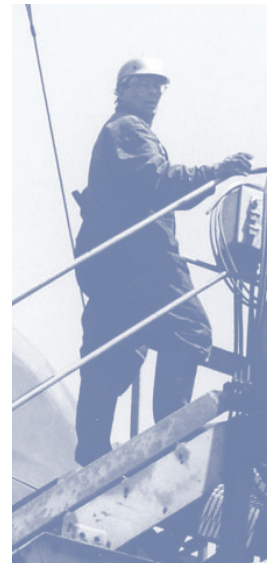
MSHRS

MARINE SECTOR HUMAN RESOURCES STRATEGY

The **Maritime Coalition on Education** continues with its campaign to develop a **Human Resource Strategy** for the marine sector. An initial project with Human Resources Skills Development (HRSD) Canada has been completed. Reports from the Committee as well as from the company that carried out the research are available from the Chamber of Shipping.

The Maritime Coalition on Education sponsored a Human Resources Challenges Seminar held on March 30th, 2004. The Seminar reviewed the current status of the labour market in the marine industry, steps to improve awareness of the industry to potential future employees and training and education. This was followed by a review of federal and provincial programs that are available to help develop recruitment and retention strategies.

A second Human Resources Strategy Task Force has been struck with representatives covering all sectors of the marine industry. This Task Force mandate is to deal with the human resource challenges that lie ahead particularly with the forecast shortage of skilled workers for the marine industry. A submission for funding has been submitted to HRSD that would address the completion of the profile of the marine sector. This profile will fully describe the sector in terms of the make up of the workforce and the competencies required. We are awaiting a response from them at this time, but have been assured that funding will be made available for a project with an expected completion of March 2005.



PACMAR

PACIFIC COAST MARINE REVIEW PANEL

The **Pacific Coast Marine Review Panel** continues to meet on a monthly basis with representatives from all sectors of Marine Users. In keeping with its mandate PACMAR liaises with Canadian Coast Guard, Transport Canada and from time-to-time with the US Coast Guard on matters related to Aids to Navigation and Safety of Mariners and the waterways.

CCG Changes:

To improve accountability, the Regional Director will report directly to CCG Commissioner in Ottawa. Ms. Susan Steele was appointed Director of Marine Programs effective April 30th, 2004. CCG is now a Special Operating Agency (SOA), which should allow for greater flexibility in dealing with operational issues and a greater focus on services. The CCG structure and responsibilities as an SOA are being prepared and will be presented to the Treasury Board in the late fall, with implementation expected for April 2005. A new consultative body will be required on a national basis and in the interim the Marine Advisory Board (MAB) has been discontinued. PACMAR will continue as the consultative body at the regional level. All regulatory responsibilities such as Navigational Waters Protection Act (NWPA), the Office of Boating Safety (OBS) and oil spill prevention and enforcement have been transferred to Transport Canada.

Significant issues addressed during the year are as follows:

AIS

All funded projects under the AIS Pre-Implementation Plan have been completed and the Steering Committee is now dissolved. CCG is in the process of implementing the AIS network using the valuable lessons learnt in the pre-implementation program.



Traffic Separation Scheme (TSS) - Juan de Fuca Straits

The Sports Fishing Advisory Board (SFAB) has requested changes to the TSS at the entrance to Juan de Fuca Straits to prevent vessels transiting the TSS from colliding with sports fishing vessels. TC is reviewing this item.

Seymour Narrows Working Group

After considerable discussion between all stakeholders, PACMAR recommended that the Seymour Narrows and Johnstone Straits Safety Guidelines be distributed by the WMCC effective June 2004.

Fraser River Deep Draft Channel

Following agreement at national CMAC, vessels transiting the deep draft channel in the Fraser River will display three red lights in a vertical line at night or a cylinder during the day, to inform other vessels of their restricted maneuverability.

VHF Channels

At the request of the Pilots VHF Channel 20 was designated for Pilots in the Fraser River. In addition, Channels 75 and 76 are also being made available for Pilots use.

Fraser River Fishing Vessels

A stakeholder meeting was held to discuss the dangers of fishing vessels impeding the progress of commercial vessels in the Fraser River, during gill net fish openings. CCG MCTS will work with fishers to rebroadcast the warnings and other issues in Vietnamese. The possibility of using CCG Auxiliary Patrol to monitor the situation is being discussed with a sponsor.

Crab Pots in Navigation Channels

A stakeholder meeting was held at Delta Port to designate areas and educate crab potters on the danger of crab pots fouling the passage of assist tugs in Delta Port.

Focus Topics & Discussion Items from this year's meetings included:

- Seymour Narrows MOU
- Role of Transport Canada Marine Safety
- Transport Canada Marine Security Update
- Pacific Pilotage Authority
- BCIT Marine Campus
- Fraser River Dredging
- AIS Update and current status
- Role of MCTS

PACMAR, as a committee of WMCC, enjoys the confidence and support of User groups and the Canadian Coast Guard to provide safe, environmentally sensible and cost effective solutions to all users of marine services.

CAPTAIN ED MONTEIRO

CHAIR

PACMAR

On The Horizon

ON THE HORIZON

The message from the Chair outlined the major issues addressed over the past year and pointed to the community's role in shaping the future of the maritime economy, the need for heightened awareness of environmental issues and the need to monitor proposed regulatory changes that will have an impact on the industry.

Policy discussion in the past has focused on the marine industry as a mode of transportation. Increasingly future discussion and policy development must look at the industry as an integral element of the logistics chain that serves the needs of Canada's manufacturing and retailing industries. Efforts by the Canada West Foundation in 2003 to develop a plan for transportation infrastructure recognized that considerable investment in marine terminals would be needed to support projected increases in container traffic but did not envisage the intermodal rail congestion that is with us today. The WMC should play an active role in ensuring that a more global approach to policy and program development is followed in order to ensure that Canada's future needs and aspirations can be met.

Expansion of the logistics network must be done with careful consideration of environmental impacts. Air quality and climate change will be the dominant concerns for the near future. Marine transportation is well positioned to be the mode of choice. Where water routes are available goods can be moved with less fuel, reduced greenhouse gas emissions, and reduced congestion on the land routes. Transport Canada's interest in Short Sea Shipping will create opportunities for community members. Marine diesel engines, on the other hand, produce large quantities of SOx, NOx, and fine particulates all of which contribute to production of smog and are a health concern. The GVRD has singled out marine vessels as a source of pollution of growing concern. The community must become actively involved in future inventory studies to ensure that

conclusions reached and regulatory actions taken are based on accurate data. Proactive involvement by WMC members is the best means of ensuring that any measures adopted take the concerns of the industry into account.

The ISPS Code and the Canadian Marine Transportation Security Regulations went into force on July 1, 2004. While basic security requirements have been met the task remains to improve transportation efficiency in the new ISPS environment and find ways to benefit from the new security provisions.



Transport Canada has undertaken a study to look at new ways of delivering government services including those provided by the Coast Guard, the Hydrographic Service and Pilotage Authorities. There will most certainly be a focus on increased cost recovery, particularly as the Coast Guard restructures as a Special Operating Agency. The recommendations stemming from this work could yield to reduction in the total cost of services, but at a higher cost to the users of the services.

The need for involvement and a unified voice for the community will be stronger than ever. The WMC must continue to evolve from a one-issue organization into a broad based vehicle for promoting the common good of the sector. With a solid constitution and increased membership and participation it will grow in importance as a voice for the community.

Mandate

WESTERN MARINE COMMUNITY COALITION MANDATE

Who we are/What we have done

WMC is a broad based coalition of organizations and individuals who share common perceptions of the essential needs for the well being of maritime activity, commercial or recreational.

Principal achievements to date have included:

- To provide a respected “voice” for the maritime community in Western Canada
- To initiate a self-management program for the Canadian Coast Guard Marine Service Fees, which includes recommending a fee schedule, as well as the billing and collection of all fees through the WMCA
- To illustrate the application of AIS as an effective tool for improving marine safety and information services through a series of AIS Pre-implementation Trials.
- To carry out an initial human resource study and initiate development of a Human Resource Strategy for the Marine Transportation Sector in BC
- To assist Transport Canada with the implementation of the ISPS Code and the Canadian Marine Transportation Security Regulations through the action of the ISPS Coordinating Group.

Mission

To provide a coordinated forum to promote the growth and development of the Marine Community with regard to socio-economic, safety and other pertinent issues.

Values and Guiding Principles

The WMC is regional in focus and will draw its strength from its membership, wherever located on the B.C. coast.

It will:

1. Provide a focal contact point for its members and or governments;
2. Represent its members’ interests in a fair and reasoned manner, in the public arena and with governments, as

3. may be appropriate; Lobby on behalf of the marine community, to promote a specific or other initiative for the well being of the membership;
4. Coordinate with, and support, other associations and recognized bodies on issues impacting their specific community(ies);
5. Provide an opportunity for technological exchange between its members;
6. Provide a non political alliance to influence government policy where and when desirable;
7. Without replacing or duplicating any activities currently being addressed by other organizations, encourage collaboration between maritime sectors and others, as appropriate.
8. Not be involved in labour legislation or dispute issues that are subject of negotiation between one party and another;
9. Conduct its business activities in an ethically and socially responsible manner that safeguards the marine environment.

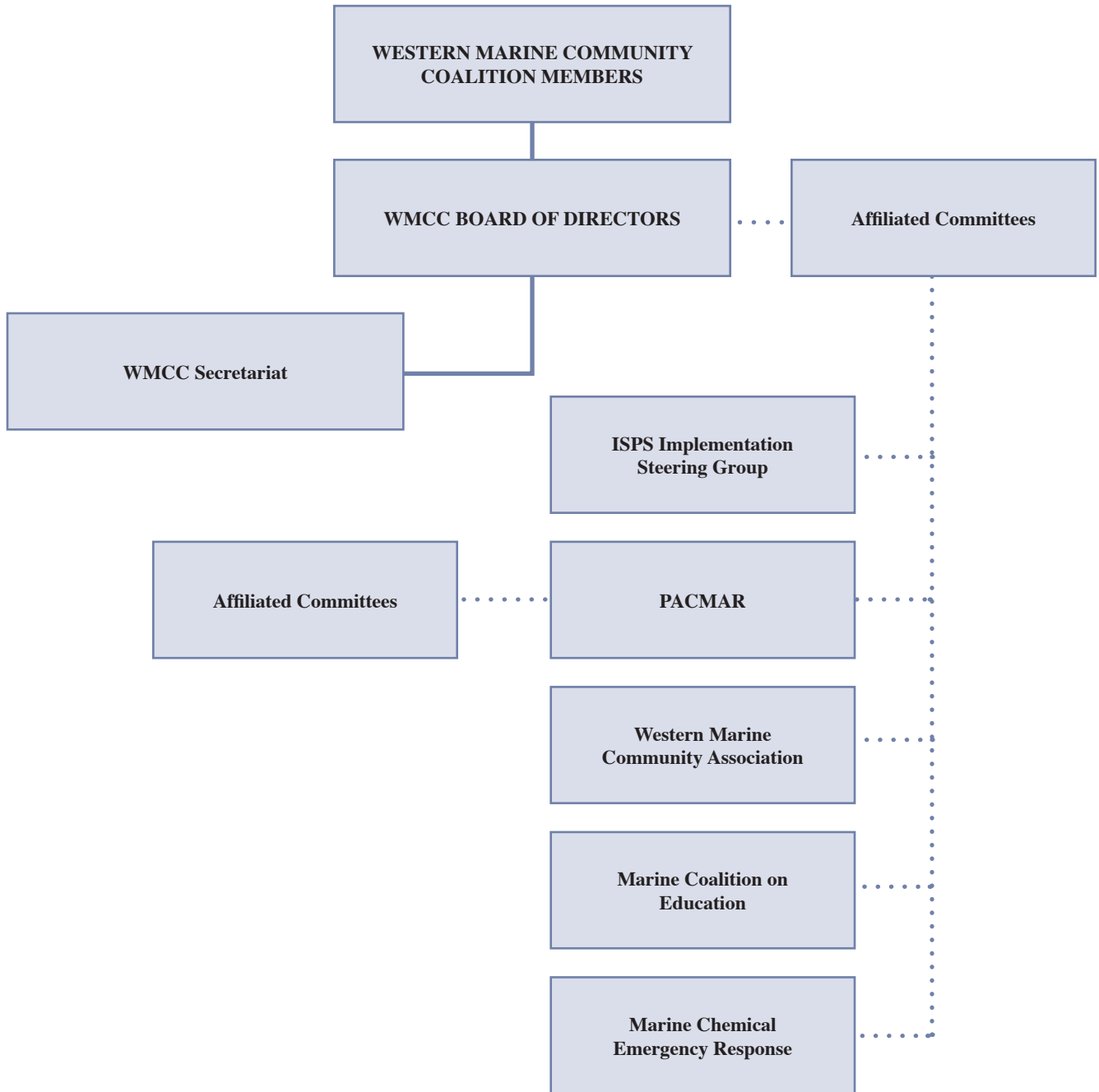
Membership

Membership is open to:

- corporations
- associations
- individuals

at a fee to be agreed.

Structure





MARINE SERVICES FEE

Marine Service Fee

Western Region

For year ending September 30, 2004

Year to date Totals as of May 31, 2004

Actual to Target Summary Analysis - Current & Historic

	Foreign		Domestic		Last Year		
	Current YTD	Last YTD	October 1 YTD	Last YTD	Total Foreign	Total Domestic	Total Combined
Target	\$4,531,220.00	\$4,531,220.00	\$1,588,692.00	\$1,588,692.00	\$4,531,220.00	\$1,588,692.00	\$6,119,912.00
YTD Receipts	3,212,948.32	3,013,958.78	706,567.64	760,846.61	5,179,202.12	762,941.65	5,942,143.77
Over/(Under) Target	\$ (1,318,271.68)	\$ (1,517,261.22)	\$ (882,124.36)	\$ (827,845.39)	\$ 647,982.12	\$ (825,750.35)	\$ (177,768.23)
% of Receipt Target achieved YTD	70.91%	66.52%	44.47%	47.89%	114.30%	48.02%	97.10%

Actual to Target Summary Analysis - Current YTD

Total receipts - This YTD	\$ 3,919,515.96
Oct 1/00 - Sep 30/01 Target	\$ 6,119,912.00

% of Total Receipt Target achieved this YTD 64.05%

WESTERN MARINE COMMUNITY COALITION

WMCC MEMBERS

Axys Technologies Inc.	Kent Berger-North
BC Coast Pilots	Paul Devries
British Columbia Ferry Services Inc.	Trafford Taylor
BC Maritime Employers Association	Frank Pasacreta
BC Marine Trades Association	Norm Dyck
Black Ball Transport	Pat Frumento
Burrard Clean Operations	Kevin Gardner
Canadian Centre for Marine Communications	Ron Newhook
Chamber of Shipping of BC	Rick Bryant/Brock Chrystal
Company of Master Mariners	David Bremner
Council of BC Yacht Clubs	Herb Buchanan
Council of Marine Carriers	Doug Towill
Fraser River Port Authority	Allen Domaas
Harbour Cruises Ltd.	Graham Clarke
ILWU Canadian Area	Tom Dufresne
Komatik Marine Consultants	Harry Martin
Local Marine Advisory Council	Gary Thompson
Martech Polar	David Snider
Nautical Institute	David Batchelor
Neptune Bulk Terminals	Jeff Crawford
North Fraser Port Authority	Glen McRae
North West CruiseShip Assoc.	John Hansen
Pacific Marine Services	Ed Monteiro
Pacific Marine Training Campus	John Clarkson
Pacific Pilotage Authority	Dennis McLennan
Prince Rupert Grain Ltd.	Jeff Burghardt
Prince Rupert Port Authority	Don Krusel
Sultran Limited	John Myers
TSI Terminal Systems Inc.	Barrie Sime
Valles Steamship (Canada) Ltd	David Koo
Vancouver Port Authority	Chris Badger
Xanatos Holdings Ltd.	Bill English
Zak Farid & Associates	Zak Farid

WESTERN MARINE COMMUNITY COALITION

BOARD OF DIRECTORS

Mr. Paul Devries	B.C. Coast Pilots
Mr. Trafford Taylor	B.C. Ferry Services Inc.
Mr. Frank Pasacreta	B.C. Maritime Employers' Assn.
Mr. Doug Towill (Vice Chair)	Council of Marine Carriers
Mr. Brock Chrystal	International Chartering Services
Mr. Jeffrey Crawford	Neptune Bulk Terminals (Canada) Ltd.
Mr. David Batchelor	Nautical Institute of BC
Mr. John Hansen (Treasurer)	North West CruiseShip Association
Mr. John Myers	Sultran Limited
Capt. Chris Badger (Chair)	Vancouver Port Authority

WESTERN MARINE COMMUNITY COALITION

PACMAR MEMBERS

AXYS Technologies	Mr. Kent Berger-North
BC Coast Pilots Ltd.	Capt. M. Roman
BC Coast Pilots Ltd.	Mr. P. Devries
BC Coast Pilots Ltd.	Capt. T. Hillier
BC Coast Pilots Ltd.	Capt. B. Bjorndal
BC Council of Yacht Clubs	Mr. N. Dyck
British Columbia Ferry Services Inc.	Capt. Chris Frappell
Burrard Clean Operations	Mr. K. Gardner
Canadian Hydrographic Services	Mr. D. Prince/A. Schofield
Council of Marine Carriers	Capt. P. Nelson
Environment Canada	Mr. R. McLaren
Fraser River Port Authority	Mr. Steve Davis
LMAC	Mr. G. Thompson
Marine Trades Association of BC	Ms. J. McIvor
NANS Chairman	Capt. Z. Farid
Martech Polar	Capt. D. Snider
Nautical Institute of B.C.	Mr. Brian Johnston
Pacific Marine Services Ltd.	Capt. E. Monteiro
Pacific Marine Training Campus	Capt. J. Clarkson
Pacific Pilotage Authority	Capt. K. Obermeyer
Seaspan Coastal Intermodal	Capt. Rick Plecas
Transport Canada	Capt. J. Lawson
Transport Canada	Capt. J. Yeung/G. Mann
Vancouver Port Authority	Ms. Yvette Myers
Xanatos Holdings	Mr. B. English
Western Marine Community	Mr. R. Bryant
Valles Steamship (Canada)	Capt. O. Pinto
Washington Marine Group	Capt. C. Eckford/B. Stansbury

COAST GUARD REPRESENTATIVES

Canadian Coast Guard	Mr. T. Tebb
Canadian Coast Guard - Marine Aids	Capt. T. Weber
Canadian Coast Guard	Ms. Susan Steele
Canadian Coast Guard	Mr. Bob Ferguson

MARITIME COALITION
ON EDUCATION - 2003

1.	Assoc. of Marine Underwriters of BC	Ms. S. Kowan
2.	BCIT	Capt. John Clarkson
3.	BCMEA	Mr. Frank Pasacreta
4.	Chamber of Shipping of BC	Mr. R. Bryant
5.	CIFFA	Mr. C. McKay
6.	CMLA	Mr. J. Gould
7.	Company of Master Mariners	Capt. David Bremner
8.	Council of Marine Carriers	Mr. P. Nelson
9.	Fraser River Port Authority	Capt. Allen Domaas
10.	George Adams	Mr. George Adams
11.	Gillespie-Munro	Mr. G. Mooney
12.	Global Marine (Canada) Inc.	Mr. Andrew Walls
13.	Institute of Chartered Shipbrokers	Mr. T. Roper
14.	International Financial Centre	Mr. Liam Hopkins
15.	International Institute of Marine Surveyors	Capt. Stan Bowles
16.	Nautical Institute – BC Branch	Capt. D. Avey
17.	Nautical Professional Education Society of Canada	Capt. David Whitaker
18.	Pacific Pilotage Authority	Capt. Dennis McLennan
19.	Vancouver Maritime Museum	Ms. Lisa McIntosh
20.	Vancouver Port Authority	Ms. Yvette Myers
21.	VMAA	Mr. P. Wright
22.	WESTAC	Ms. Lisa Baratta
	CSBC	Capt. Chris Badger

MARINE HUMAN
RESOURCES STRATEGY
TASK FORCE 2004

George Adams Chairman	Maritime Coalition on Education
Malcolm McLaren President	Allied Ship Builders Ltd.
Trafford Taylor Executive VP, Mainland Serv.	BC Ferry Services Inc.
Lane Trotter Dean - Transportation	BCIT
Frank Pasacreta President & CEO	BCMEA
Terry Tebb Regional Director,	Canadian Coast Guard
Joy Thompson Business Agent	Canadian Merchant Service Guild
Rick Bryant President	Chamber of Shipping
Stan Bowles Surveyor	Class NYK, Marine Surveyor
David Greer President	Greer Shipping Ltd.
Tom Dufresne President	ILWU
Cliff Stewart Vice President, Operations	P & O Ports
Dennis McLennan President & CEO	Pacific Pilotage Authority
Bikramjit Kanjilal Marine Superintendent	Teekay Shipping (Canada) Ltd
Mike Henderson Regional Director General	Transport Canada
Peter Xotta Manager, Business Dev. Group	Vancouver Port Authority
Doug Towill VP Shipdocking & Forest Prod.	Washington Marine Group
Keith Moger Vice President, Operations	Western Stevedoring Co. Ltd.

WESTERN MARINE COMMUNITY COALITION

NATIONAL MARINE AND INDUSTRIAL COALITION (NMIC)

Representative	Alternate	Association
Nicole Trepanier		Association des armateurs de Saint-Laurent
Gary LeRoux		Association of Canadian Port Authorities
Fritz King		Atlantic Container Line
Don Morrison	Shane Foreman	Canadian Ship Owners Association
Ray Johnston	Jim Campbell	Chamber of Maritime Commerce
Rick Bryant		Chamber of Shipping of BC
Michael Broad	Mario Minotti/Anne Legars	Shipping Federation of Canada
Marc Gagnon	Claude Mailloux	SODES

NATIONAL MARINE AND INDUSTRIAL COUNCIL

CO-CHAIR / CO-PRÉSIDENT: **Guy Véronneau**

	CANDIDATE / CANDIDAT	ALTERNATE / CANDIDAT ALTERNATIF
SHIPPER / EXPÉDITEUR	Guy Dufresne Président et chef de la direction Compagnie minière Québec Cartier	Don Pether President & CEO Dofasco
SHIPPER / EXPÉDITEUR	Kerry Hawkins President & CEO Cargill Limited	Curt Vossen President & CEO James Richardson International
SHIPPER / EXPÉDITEUR	John Risley President Clearwater Fine Foods	Allen Shaw Chairman & CEO The Shaw Group
DOMESTIC CARRIER / ARMATEUR DOMESTIQUE	Marcel Rivard President & CEO Upper Lakes Shipping	Louis-Marie Beaulieu Président du conseil et chef de la direction Groupe Desgagnés
INTERNATIONAL CARRIER / ARMATEUR INTERNATIONAL	Laurence Pathy President & CEO Fednav	David Cardin President & CEO Maersk Canada
PORT	Gordon Houston President & CEO Vancouver Port Authority	Karen Oldfield President & CEO Halifax Port Authority
MARINE SERVICES / SERVICES MARITIMES	Madeleine Paquin Présidente et chef de la direction Logistec Corporation	Tim Chapman President Western Stevedoring
MARINE SERVICES / SERVICES MARITIMES	Gordon Smith President F.K. Warren	Norman Stark President & CEO TSI Terminal Systems