

Globalization: the owner's point of view

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Until the end of II World War it prevailed the concept that the strength of the States was measured by its capacity to conquer and to conserve territory. The Industrial Revolution, at beginning of the last of the XVIII century, it created the need, for the first industrialized countries, of acquiring new territories, not only to expand the market for its growing industrial production but, also, to guarantee the access to the raw materials necessary to maintained the production.

The war, however it showed the political risks of conquering territories by the force of the armies and it took the most dynamic countries - initially Germany and Japan, exactly the countries defeated in the war that they saw their expansionist dreams frustrated - to seek a new form of creating wealth and prestige. The solution found, was to introduce changes in the market, that answered to the need of importing raw materials to feed their industries and to sale the excess of its production, indispensable to reduce the costs of the process.

The opening of the markets to all the countries became a fundamental objective of globalization - whose aim is the establishment of only one market for whole the world - it is new concept that started to govern the international relationships in the economic field, and, in way more and more intense, in the political field.

This new order is defined as " oceanic " because in its totality, the international trade is done almost through the oceans. For Richard Rosencrance the "commercial state " appeared as the one, whose main interest is the expansion of its external trade. The geopolíticos aspects, that dominated the international relationships, gives space to the geoeconomics in the modern world.

At this point, there is need of a parenthesis: the free competition, that is the essence of globalization, if it be not attenuated by compensatory measures, it is totally favorable to the developed countries that have easier access to the capital, they have better technology, more modern infrastructures, advance industrial and managerial capacity, and, what is worse, they have the political power that allows them, in spite doing liberal talks, to adopt practical protectionists measures.

After that digression, let us return to the central line of our thought.

The conceptual revolution represented by the globalization was accompanied by an economic reorganization of the maritime industry, because, the growth of the maritime changes immediately demonstrated the inability of the traditional system to transport new and huge volumes.

Starting from the 60's, two dramatic development took place, making the market viable and truly global, as to the manufactured and industrialized products and to the raw materials: the standardization of the cargos and the transport of agricultural products.

The standardization of cargos - that turned viable the multimodalidade, that is, the use of several way of transport of a certain industrial product or local production to the consumers - it was the most important development in the system of transport in modern times. The paletização and, mainly, the container were the answer to the challenges represented by the growth, above all the expectations, of world trade.

The revolution that the transport of agricultural products provoked had consequences non smaller than the one provoked by the use of containers. Thanks to the scale economy that generated, the cost of the transport was reduced in such a way that was cheaper for the productive

section to bring the raw materials to its industrial or agricultural places thousands of miles away by sea, then for a few hundred miles by train or road.

An immediate consequence of the transport of agricultural products was the logical increase of the size of ships that reduced in a significant way the freight of the solid and liquid products.

The tendency for the increase of ships size become more evident in the industry of petroleum: in 1945, the largest existent tanker had about 24 thousand TPB; in 1960, the medium size of those ships was already of 124 thousand TPB and, by the end of the decade, of 330 thousand TPB; the apex was reached in 1980, when there were already in operation ships up to 550 thousand TPB.

Although less conspicuous, the increase of ships size for agricultural products was significative. When the transport of iron began, in 1920, the ships had about 24 thousand TPB, and that did not changed much until the end of the 2nd World War; in 1970, the number of ships of about 200 thousand TPB was already significant and, in the middle of 80's, it was more than 300 thousand TPB.

For the transport of wheat also increased considerably of size: of 25 thousand TPB in the 60's it increase to 60 thousand and 80 thousand TPB at the beginning of 80's.

But the increase of the ships size was not only for the transport of wheat. The container ships carrying general load have not stopped growing in order to be profitable and be more and more competitive. Ships of 6mil TEU are already being built.

There is an unequivocal tendency for the formation of mega maritime companies, reducing the space for small companies generally from developing countries. This is one terrible consequence of globalization.

Our analysis would not be complete without a discussion on the effects of the technological revolution that is affecting all the segments of the human activity and, obviously, the maritime transport.

The growing automation of ships, associated with the necessary reduction of personnel for its operation - phenomenon today common in all sectors of production - the modern systems of load and unload cargos like conveyoers, cranes, etc, as well the processes of deburocratization of the administrative procedures related with the liberation of cargos, that bring a reduction of the time spend in the port by the ship, they have been increasing the efficiency of the system of maritime transport, allowing that more cargo is transported, with more speed and safety with smaller operational costs. The capital costs, for the modernization of ships and port structures it represents an enormous initial investment. That is one of the reasons for the birth of mega maritime companies.

There is an aspect of the globalization that we cannot forget. The **fiscalization** of merchant ships from National flag is a guarantee that they don't represent a risk while sailing and for the pollution of the marine environment. Unfortunately, this has not eliminated sub-standard ships and today the State port control is recognized - the State where the port is - has the righth to certified that ship of any flag operating in his area follow the international legislation in relations to the safety and protection at sea. With the enforcement of the Convention 147 of the International Labor Organization (ILO), which it was ratified by Brazil in agreement with the national owner association, that extends the verification of the implementation of contract and of conditions of work on board. The State Port Control became a powerful instrument for the protection of eamen and the elimination of sub-standard ships.

Is proper for us now to investigate how these facts have affected the maritime world.

The increase of world trade after II World War it created by an increase demand for ships and, consequently, for personnel qualified on board. On the other hand, the larger size of ships and their growing automation decreased the request of employments in the sector. **While, even so, the world trade to stay in expansion, the swinging will be favorable to the marine ones.**

At the present time, in the developed countries there is great lack of seamen. To supply the needs of world market, countries like Philippines and Ukraine, supplied manpower to merchant ships. This "internationalization" of crews is another consequence of the process globalization and, **as it comes to supply a lack, doesn't bring damages for seamen of countries that throw hand of this hand of imported work.** Actually, these workers are the one that need the protection of laws. The Brazilian legislation in this matter is twofold: while it guarantee to foreign worker same advantages and benefits of Brazilian worker, it doesn't encourage the recruitment of foreigner because is cheaper - what is important for the national worker - it assures to foreign worker identical conditions of the national worker, and doing so protecting it.

Today, actually, the biggest problem for seamen is not in the possibility of employment but the quality of employment. In Brazil, the almost disappearance of the **companies engaged in the long course - the competition with mega maritime companies comes if showing unviable** - it created a momentary problem of unemployment, soon eliminated by the increase of the coastal traffic and principally by off-shore, due the expansion of the expansion and exploration of petroleum at sea.

The crews' reduction because of the automatization, and the same time an increase of work load on board - due to the growing demands of the national legislations and of international organization related to safety and pollution - brings in the discussion regarding the problems of the fatigue. The national owners are aware that a tired crew put at risk the navigation, indispensable element for ship activity and increase the risk of pollution caused by the ship, punished by heavy fines, that will affect the profitability of the operation.

The Convention 180 of the International Labor Organization (ILO) it represents an important step forward and the Brazilian owners defend its ratification by the government, because they consider just and opportune to establish not only the maximum hours of work but, also, the minimum of rest for each crew.

For the implementation of the Convention 147 of ILO - Minimum Norms for the Merchant Navy - the organ responsible of the Brazilian government created Norma Reguladora n° 30 - **Norma Reguladora for Safety and Health of Work Aquaviário.** This Norma was created by tripartite discussion, involving the government - through the Ministries of Work and Employment, of Transports and Command of Navy, that represents the Marine Authority - the workers' representatives and the employers. The national frame has not been denying efforts in the sense of finding solutions that assist to the crews' of our ships legitimate interests and everything has been doing in the sense of accelerating the administrative process for the entrance in vigor of referred Norma, warranty of larger safety of the work on board.

SYNDARMA makes herself present in this congress representing the International Shipping Federation (ISF) that is without doubt one aspect of globalization. Being one of the members of ISF, we accepted their Politics of Industrial Relationships that, in synthesis, establishes some basic objectives to which we agree entirely:

- ?? to adopt employment norms of seamen in consonance with the Guidelines on good practices of employment by ISF;
- ?? to promote the implementation of all international convention adopted by Brazil that establishes relative norms to the work of seamen, safety and health on board;
- ?? to maintain a permanent dialogue with the unions of seamen to guarantee harmonious relationships between workers and employers;
- ?? **to support and guarantee the maintenance of a minimum group of rights and social patterns established internationally, any that it is the nationality of the tripulantes;**

- ?? to monitor the international variations of salary of seamen and to promote the adoption of terms and employment conditions that take into account the life cost in our country;
- ?? to adopt the principle that employers should negotiate collective agreements with unions or to negotiate individual contracts with seamen, establishing rules that will be followed;
- ?? to support the principle that ships, operating according to technical and social standards recognized by the international community, can operate without interference of any other external element;
- ?? to prevent the operation of ships that are not according to technical and social standards recognized by the international community.
- ?? to develop initiatives with relationship to existent problems or in potential relative to the patterns you work, particularly trends in view the international legislation; and
- ?? to support the policies of ILO, in lobbying with the government to adopt the conventions and resolutions that are guaranteeing more safety on board and better working conditions for seafarers.

We can say with satisfaction that in Brazil the relationships between seamen and maritime agencies are good, holding continuous dialogue regarding the conditions of safety and health and to improve the working condition on board of ships with Brazilian flag