

27<sup>th</sup> October 2022

I am the Director of Operations at Ferguson Marine, We are a vessel agency that handles vessels at all ports in New Zealand on behalf of Owners and Charterers.

Gisborne Port has always been one of more problematic ports to work with adverse weather restrictions and restrictions around berthing and working vessels due to it's one berth and number of exporters who must ship from the port, we do not see these issues at other ports around the Country.

I wish to record my support for the Twin Berth application. There is a need to upgrade the existing infrastructure to be able to accommodate for a diverse range of products leaving the port and be able to keep up with demand.

Just last year one of my major clients (two vessels per month) pulled out of exporting from Eastland Port due to the restrictions and they are now loading elsewhere in New Zealand. These larger vessels are frequently seen around other New Zealand ports as they are much more efficient and cost effective for exporters. This highlights the need for two berths which can accommodate vessels larger than 185 metres long.

Having two berths will add more diversity and give us the opportunity to lure in other customers. I've had conversations with clients who see great potential for a container service as they need to improve their diversity as well.

There are hundreds of tonnes of kiwifruit sitting in cool stores here that are waiting to be exported to other ports. This could all be exported from Eastland Port if there was a facility to accommodate this. Product integrity is key so if they didn't have to go on road freight to other ports then it will be much better for the fruit. Not only this, there will be a reduction in emissions if the port is able to have a coastal container service.

Being able to export fruit from Eastland Port will have huge cost savings for these companies and allow them to invest that money back into their business. To put things into perspective, it costs a squash grower 3 cents per kilo to ship to Napier Port and 5 cents per kilo to Tauranga Port.

I look forward to hearing the outcome of the Twin Berth application.

David Ferguson – Director of Operations

