



International periodic scientific journal

—*ONLINE*

www.sworldjournal.com

*Indexed in:
RSCI (PIHL) SCIENCE INDEX
INDEXCOPERNICUS*

SWORLD
Journal

ISSN 2227-6920

Transport

Issue №11

Volume 11

November 2016

Published by:

Scientific world, Ltd.

With the support of:

Moscow State University of Railway Engineering (MIIT)

Odessa National Maritime University

Ukrainian National Academy of Railway Transport

State Research and Development Institute of the Merchant Marine of Ukraine (UkrNIIMF)

Institute for Entrepreneurship and morehozyaystva

Lugansk State Medical University

Kharkiv Medical Academy of Postgraduate Education

Alecu Russo State University of Bălți

Institute of Water Problems and Land Reclamation of the National Academy of Agrarian Sciences

Odessa Research Institute of Communications

This volume contains research papers of scientists in the field of Transport.

Editor: Markova Alexandra

Editorial board:

Averchenkov Vladimir, Doctor of Technical Sciences, Professor, Russian

Antonov Valery, Doctor of Technical Sciences, Professor, Academician, Ukraine

Bykov Yuri, Doctor of Technical Sciences, Professor, Russian

Goncharuk Sergey, Doctor of Technical Sciences, Professor, Academician, Russian

Zakharov Oleg, Doctor of Technical Sciences, Professor, Russia

Capitanov Vasily, Doctor of Technical Sciences, Professor, Ukraine

Kalaïda Vladimir, Doctor of Technical Sciences, Professor, Academician, Russian

Kovalenko Petr, Doctor of Technical Sciences, Professor, Academician, Ukraine

Kopey Bogdan, Doctor of Technical Sciences, Ukraine

Kosenko Nadezhda, Doctor of Technical Sciences, Associate Professor, Russia

Kruglov Valeriy, Doctor of Technical Sciences, Professor, Academician, Russian

Kuderin Marat, Doctor of Technical Sciences, Professor, Kazakhstan

Lomotko Denis, Doctor of Technical Sciences, Professor, Academician, Ukraine

Lebedev Anatoly, Doctor of Technical Sciences, Professor, Russian

Makarova Irina, Doctor of Technical Sciences, Professor, Russian

Morozova Tatiana, Doctor of Technical Sciences, Professor, Russian

Rokochinsky Anatoly, Doctor of Technical Sciences, Professor, Ukraine

Romashchenko Mikhail, Doctor of Technical Sciences, Professor, Academician, Ukraine

Anatoliy Pavlenko, Doctor of Technical Sciences, professor, Ukraine

Pachurin Herman, Doctor of Technical Sciences, professor, academician, Russian

Pershin Vladimir, Doctor of Technical Sciences, Professor, Russian

Piganov Mikhail, Doctor of Technical Sciences, Professor, Russian

Polyakov Andrey, Doctor of Technical Sciences, Professor, Academician, Ukraine

Popov Viktor, Doctor of Technical Sciences, Professor, Russian

Sementsov Georgiy, Doctor of Technical Sciences, Professor, Academician, Ukraine

Sukhenko Yuri, Doctor of Technical Sciences, professor, Ukraine

Sergey Ustenko, Doctor of Technical Sciences, associate professor, Ukraine

Habibullin Rifat, Doctor of Technical Sciences, Professor, Russian

Chervonyi Ivan, Doctor of Technical Sciences, Professor, Academician, Ukraine

Shayko-Shaikovsky Alexander, Doctor of Technical Sciences, Professor, Academician, Ukraine

Shcherban Igor, Doctor of Technical Sciences, Associate Professor, Russia

Kirillova Elena, Candidate of Technical Sciences, Associate Professor, Ukraine

Please use the following format to cite material from this book (*italics indicate the fields to change to your data*):

Author(s), "Title of Paper," in SWorld Journal, Issue №11, Vol.11. Transport (Scientific world, Ivanovo, 2016) – URL: <http://www.sworldjournal.com/e-journal/j1111.pdf> (date:...) - page - Article CID Number.

Published by:

Scientific world, Ltd.

Ivanovo, Russia

e-mail: orgcom@sworld.education

site: www.sworldjournal.com

The publisher is not responsible for the validity of the information or for any outcomes resulting from reliance thereon.

Copyright
© Authors, 2016

Paper Numbering: Papers are published as they are submitted and meet publication criteria. A unique, consistent, permanent citation identifier (CID) number is assigned to each article at the time of the first publication.

URL: <http://www.sworldjournal.com/e-journal/j1111.pdf>

Downloaded from SWorld. Terms of Use <http://www.sworld.education/e-journal/about-journal/terms-of-use>



j1111-001

Ryabovolenko N.V.

**DEVELOPMENT AND CALCULATION OF TARIFFS FOR PORT WORKS
AND SERVICES**

*Odessa National Maritime University,
34, Mechnykova, Odessa 65029*

Рябоволенко Н.В.

**РАЗРАБОТКА И ИСЧИСЛЕНИЯ ТАРИФОВ ПОРТОВЫХ РАБОТ И
УСЛУГ**

*Одесский национальный морской университет,
Одесса, Мечникова 34, 65029*

The abstract. The paper presents an approach to the basic pricing criteria in the port sector and provides the basic methodological and methodical aspects of the pricing policy.

Key words: pricing, market rates of works and services, approaches to the development of tariffs, enterprises of the port sector.

Аннотация. В работе приведен методический подход и определены основные критерии ценообразования в портовой отрасли, предоставлены основные методологические и методические положения ценовой политики.

Ключевые слова: ценообразование, тарифы рынка работ и услуг, подходы к разработке тарифов, предприятия портовой отрасли.

The introduction. The price is one of the factors for process management at the enterprise and it is closely related to the type of economic activity. In other words the pricing methodology, the attributes, the functions and the types of prices correspond to the enterprise's management system mechanism.

The sea ports of Ukraine are the most important part of not only transport infrastructure of the state but also of its economic activity.

Being situated at the international transport corridors' routes the ports play special role in the economy of the state as well as due to the fact that they are also the administrative and economic borders of Ukraine. The ports perform the functions of the connections points (transition bridges) between the transport system and thus between the Ukrainian economy and the world transport system and foreign economies.

At present time the main issue faced by the port sector enterprises is the provision of their efficacy in modern conditions. This could be achieved by the flexible tariff policy and the operational response to the market changes and by making the respective decisions regarding the development and the calculation of the market tariffs for the port operations and services.

The main text. The main principles of the pricing and the regulation of the relations which arise in the process of forming, establishing and application of the prices are defined by the Law of Ukraine «About the prices and the pricing» [1].

The state-regulated prices are set for the commodities which have the vital influence on the general level and dynamics of the prices, have the significant social importance, and also for the commodities which are manufactured by the subjects



with monopoly (dominant) place on the market.

The Decree of the Cabinet of Ministers of Ukraine «About approving the list of the specialized services at the sea port by the subjects of the natural monopolies which are regulated by the state» by 3.06.2013 № 405 in version by 01.01.2016 approves the list of the specialized services at the sea port by the subjects of the natural monopolies which are regulated by the state [2, 3, 4]:

- The provision of the pilotage services – the order of the Ministry of Infrastructure of Ukraine «About approving of the tariffs for the pilotage services of the ships» by 03.12.2013 № 965 in version by 04.10.2016 (set in USD);

- The vessel traffic monitoring services – the order of the Ministry of Infrastructure of Ukraine «About approving of the tariffs for the vessel traffic monitoring services» by 03.12.2013 № 966 in version by 15.07.2014 (set in USD);

- The provision of the ice-breaking works services – the order of the Ministry of Infrastructure of Ukraine «About approving of the tariffs for the ice-breaking works services» by 26.12.2013 № 1059 in version by 29.12.2015 (set in USD);

- The provision of the access of the port operator to the berth which is in the operational management of the Ukrainian sea ports authority, besides the berth which is in use by the port operator according to the lease agreement, concession agreement, joint activity agreement, set in accordance with the legislation – the order of the Ministry of Infrastructure of Ukraine «About approving the tariffs for the services the access of the port operator to the berth which is in the operational management of the Ukrainian sea ports authority» by 18.12.2015 № 541 (set in USD).

The free prices (tariffs) in the port sector are divided on those which are paid by the cargo owners, ship owners, passengers (visitors) and the other contractors which perform their activity at the port territory.

Historically the most widely spread method for the pricing in the port sector – is the one based on the costs. Thus it is the calculation of the free price (tariff) for the work (service) which is based on the principle of the full payment for the costs for the performing of the work (service) where the price includes the cost of the resources spent on the paid service and the profit (with the profitability norm).

The most important in the price decision making process is to define the costs which really influence on the size of the profit of the port enterprise.

The free price calculation (tariff) for the work (service) includes the direct costs, the overhead costs and the profitability norm.

When performing the free price calculation (tariff) for the work (service) the complete cost price which includes productive cost price and part of administrative costs is used. The base for the division of the administrative costs out of the works (services) and the administrative costs' norm are set by the enterprise at its own consideration.

The free price (tariff) profitability level is set by the enterprise independently based on the market conjuncture. To ensure the competitive ability and in order to reach the planned financial indicators it is possible to apply the different profitability level for the various works (services) in the process of the free price (tariff) calculation.

Administrative costs and distribution costs are the costs which are not included



into the profitability of the marketed commodities (goods, works, services). The costs aimed at the provision of the servicing and management of the enterprise belong to the administrative costs.

The distribution costs are directly related with the relevant kinds of commodities. They could be split between the certain kinds of commodities taking into account their weight, volume or operational profitability of commodities in case there is no possibility to define the kind of commodities.

The price of marketed commodities includes: operational profitability, administrative costs, distribution costs, profit and value added tax:

$$P = OP + AC + DC + AP + VAT, \quad (1)$$

where P – price;

OP – operational profitability;

AC – administrative costs;

DC – distribution costs;

AP – amount of profit;

VAT – amount of VAT.

The following formula can be used to calculate the profitability of the production of any commodity:

$$P = (AP / (OP + AC + DC)) \times 100\%, \quad (2)$$

where P – profitability of the commodity production;

AP – amount of profit (out of the production of any commodity (works, services));

OP – operational profitability of the commodity;

AC – distributed administrative costs for the certain kind of the commodity;

DC – distributed costs for the certain kind of the commodity.

The summary and the conclusions. The price is one of the market mechanism management elements and demonstrates the economy development regularities and the commodity market conjuncture. Subsequently, it is the most important indicator as it determines the revenues and the profit and thus the financial well-being of every each enterprise. The specialists of the enterprises must be aware of the prices and the pricing and must make the cost-effective price decisions.

References:

1. The Law of Ukraine by 24.06.2015. Document 5007-17, in force, current version – Version by 24.06.2015, basis 499-19 «About the prices and the pricing» [electronic source] / Verkhovna Rada of Ukraine. – The database «The Legislation of Ukraine». – link to the document: <http://zakon4.rada.gov.ua/laws/show/5007-17>

2. The order of the Ministry of Infrastructure of Ukraine document z2138-13, in force, current version – Version by 04.10.2016, basis z1234-16 «About approving of the tariffs for the pilotage services of the ships» by 03.12.2013 № 965 in version by



04.10.2016 [electronic source] / The Ministry of Infrastructure of Ukraine. – link to the document: <http://zakon3.rada.gov.ua/laws/show/z2138-13>

3. The order of the Ministry of Infrastructure of Ukraine document z2139-13, in force, current version – Version by 15.07.2014, basis z0663-14 «About approving of the tariffs for the vessel traffic monitoring services» by 03.12.2013 № 966 in version by 15.07.2014 [electronic source] / The Ministry of Infrastructure of Ukraine. – link to the document: <http://zakon2.rada.gov.ua/laws/show/z2139-13>

4. The order of the Ministry of Infrastructure of Ukraine «About approving of the tariffs for the ice-breaking works services» by 26.12.2013 № 1059 in version 29.12.2015 [electronic source] / The Ministry of Infrastructure of Ukraine. – link to the document: <http://ukurier.gov.ua/uk/articles/pro-zatverdzhennya-tarifiv-na-poslugi-iz-zabezpech/>

The supervisor: PhD Yarovaya N.V.

The article sent: 28/11/2016

© Ryabovolenko Nataliya



j1111-002

UDK 338.1:627.32

Vorkunova O., Khotyeyeva N., Kazmirov O.
**PROBLEMS OF PUBLIC-PRIVATE PARTNERSHIP PORT
ENTERPRISES IN UKRAINE**

*Odessa National Maritime University,
Odessa, Mechnikova 34, 65029*

Воркунова О.В., Хотєєва Н.В., Казьміров О. М.
**ПРОБЛЕМИ РОЗВИТКУ ДЕРЖАВНО-ПРИВАТНОГО
ПАРТНЕРСТВА ПІДПРИЄМСТВ ПОРТОВОЇ ДІЯЛЬНОСТІ В УКРАЇНІ**

*Одеський національний морський університет,
Одеса, Мечникова 34, 65029*

Abstract. We consider the development of public-private partnership enterprise port activity in Ukraine, foreign investment in the ports of Ukraine, concession as the main form of public-private partnerships in the commercial sea ports.

Key words: public-private partnership, concession, investments, commercial sea port.

Анотація. В роботі розглядаються питання розвитку державно-приватного партнерства підприємств портової діяльності в Україні, залученням іноземних інвестицій у порти України, концесія як основна форма державно-приватного партнерства в морських торговельних портах.

Ключові слова: державно-приватне партнерство, концесія, інвестиції, морський торговельний порт.

Introduction. Marine economy, where the leading role of seaports in most countries with access to the sea and ocean routes, operating more efficiently than the economy average.

Public-private partnerships (PPP) are used in the world to attract private companies for long term financing and management of public infrastructure, including a wide range of facilities - transport, utilities, landscaping, etc.

For example, in the US Marine Transportation System, which combines 326 port transshipment complex in 1912, has an annual income for each employee about 40,220 dollars USA, while the national average income of 29,386 USA dollars per person. Transport system of the United States, including port activity in the last 30 - 35 years of the last century has undergone profound structural changes that allowed it to intensify the use of production capacity.

These changes are associated with the development of different forms of ownership, optimum ratio of public and private property, a significant reduction in state regulation of transport, provision of transport companies the right to set tariffs with the consent of their clientele without the approval of government authorities, increasing competition among the various modes of transport, and between companies within individual modes of transport.

For centuries, the ports have changed. The static approach to the port as part of its estate has finally overcome and replaced on dynamic.

The level of interdependence between the goals of public and private partners is



of particular importance.

In today's economic development and the growing competition becomes important revival of Ukraine as a maritime state. At a time when national shipping companies almost lost positions in global and domestic markets of shipping, ports, will be a source of replenishment for the development of industry catalyst for its revival.

Do not forget that the port business in Ukraine less and less attractive for cargo. Cargo handling tariffs regulated by the state, and for a long time not been revised (for the benefit of large exporters). At the same time the cost of cargo handling is growing steadily. Therefore profit margins of enterprises working in the field of port services is reduced. Earn cargo on them hard.

The Main part. Despite the large number of publications, both Ukrainian and foreign authors that focus on the problems of public-private partnership enterprise port activity in Ukraine, foreign investment in the ports of Ukraine, concessions as the main form of public-private partnerships in sea ports, but more detail not seen [1, 2, 3, 4, 5, 6, 7, 8]. Therefore there is a need to study the problems of public-private partnership concession to Ukrainian ports.

Public-private partnership (PPP) - a way of organizing relations between government and business to implement projects in many areas. Typically, these relations are urgent in nature, because for a specified period for the implementation of a specific project created economic ties, which cease to exist after this project [3]. The adoption in 2010 of the Law of Ukraine on «Public Private Partnership», which defines the legal basis of state policy in the field of public-private partnership and basic principles of state cooperation with private sector on a contractual basis, is way out of the situation that has developed.

Among the reasons for the low level of foreign investment is necessary to note the lack of a unified state investment policy strategy seaports of Ukraine, low investment legal framework for international and high dynamics of the seaports of neighboring countries.

Lack of public funds and unwillingness of the state to transfer certain rights to investors in infrastructure PPP, and the risk of investing in capital-intensive objects in the absence of guarantees from the state lead to a shortage of investment in port facilities in Ukraine.

Without attract domestic and international capital on the basis of PPP - a mechanism tested international practice, the lack of investment funds, simply can not overcome [1, 2, 3].

A characteristic feature of the seaports in the current conditions is to attract foreign investment, because the level of domestic capital accumulation does not meet the needs of foreign resources needed to maintain a high level of competitiveness.

The contracts that the state provides to private companies to perform work and services, the management of state property, the supply of goods for state needs, contracts for technical assistance - all forms of PPP. The form of PPP is also leases aimed at transferring power to hire individuals to their property, buildings, construction and industrial equipment. As payment for use of state property in private companies make budget rent.



Despite the fact that the law defined a wide range of applications of public-private partnership in Ukraine actually implemented projects in energy, transport, telecommunications, water supply and sanitation. With data [2, 7] in 2013 as part of a public-private partnership initiated implementation of 160 projects are being implemented in various spheres of economic activity, including seaports.

The most common form of public-private partnership in the port sector is a concession. The essence is that the state under the partnership, being the full owner of the property which is the subject of the concession agreement authorizes private partnership to carry out for some time due to the contract function and gives it to that end appropriate powers necessary to ensure the proper functioning object ' concession object.

It should be noted that in Ukraine, the system of government agencies that develop and implement the state policy in the field of foreign investment, is constantly changing.

One possible tool can act concluding the concession contract. By the means of implementation in practice of economic concessions to foreign investors seems urgent basis and on the basis of which is reimbursed, the right to use natural resources and property, which are state and municipal property. The most popular form of investment production among European countries is it a concession.

Among the advantages concession forms of attracting investment capital are the following: public concession relieve the load on the state, as the concessionaire to adopt a commitment to all the costs of financing, management and maintenance of facilities that conceded covering their costs, such as through rate; Concessions establish solid long-enough legal registration, namely a stable relationship between the state and concessionaires; concession agreements allow to attract private, including foreign capital without losing strategic control over vital systems and facilities.

Concession mechanism widely used in many foreign countries as an effective tool maintenance and modernization of state assets in various industries, including in the port area.

Conclusions. Notably, the state must remain active subject of market relations and act as a regulator of economic development of society. Combining the resources and activities of the private sector and the state through PPP mechanism is a significant step towards solving social and economic problems of social development and improve economic efficiency, becoming an effective tool to attract investment, introduction of innovative technologies, increasing the country's competitiveness in the global market.

Thus, public-private partnership (PPP) identified among the key mechanisms for implementing policies of Ukraine's economy, solving major social and economic problems.

Public-private partnership is not a perfect way to solve the current structural problems of the public sector. However, it should be noted that it can be regarded as a means of accelerating the solution of social problems. If political priority goals and formulation of control and regulation, the public sector must become much more effective in their internal decision-making processes.



REFERENCES

1. Vorkunova, O.V., & Yarovaya, N.V. (2016). *Vozmozhnosti privlechenija inostrannyh investorov na uslovijah koncessii v portovuju otasl' Ukrainy* [Attracting foreign investors on a concession in the port industry of Ukraine]. *Efektivna ekonomika: elektronne naukovie fahove vidannja – Efficient Economy Electronic scientific specialized edition*, 1. Retrieved from www.economy.nayka.com.ua [in Russian].
2. Vlasova, V.P. (2015). *Koncesija jak instrument onovlennja portovoï infrastrukturi* [Concession as a tool to upgrade port infrastructure]. *Visnik Akademija praci i social'nih vidnosin FPU – Journal of the Academy of Labor and Social Affairs FPU*, Ed. 1(22), 38-43[in Ukraine].
3. *Zakon Ukraïni «Pro derzhavno-privatne partnerstvo»* [The Law of Ukraine «On Public-Private Partnership»]. (n.d.). zakon3.rada.gov.ua. Retrieved from <http://zakon3.rada.gov.ua/laws/show/2404-17> [in Ukraine].
4. *Zakon Ukraïni «Pro investicijnu dijaj'nist'»* [The Law of Ukraine «About Investment Activities»]. (n.d.). zakon3.rada.gov.ua. Retrieved from <http://zakon3.rada.gov.ua/laws/show/2404-17> [in Ukraine].
5. *Kak privlech' investicii v porty* [How to Attract investment in the ports]. (n.d.). portsukraine.com. Retrieved from <http://portsukraine.com/node/3250> [in Russian].
6. *Perspektivy gosudarstvenno-chastnogo partnerstva v portovom biznese* [Prospects state-chastnoho partnership in the port business]. (n.d.). search.ligazakon.ua. Retrieved from http://search.ligazakon.ua/l_doc2.nsf/link1/print/EA000502.html [in Russian].
7. *U I pivrichchi rozpochato realizaciju 160 proektiv u ramkah derzhavno-privatnogo partnerstva* [In the I semester Start Implementation of 160 projects within the state-chastnoho partnership]. (n.d.). kmu.gov.ua. Retrieved from www.kmu.gov.ua/control/uk/...article?art [in Ukraine].

Supervisor: PhD. Vorkunova O.V. Department of «Economics of enterprise and entrepreneurship in maritime transport»

PhD. Khotyeyeva N.V.

Master Kazmirov A.M.

Article sent: 22/11/2016 of



CONTENTS

j1111-001 Ryabovolenko N.V.
DEVELOPMENT AND CALCULATION OF TARIFFS FOR PORT
WORKS AND SERVICES.....3

j1111-002 Vorkunova O., Khotyeyeva N., Kazmirov O.
PROBLEMS OF PUBLIC-PRIVATE PARTNERSHIP PORT
ENTERPRISES IN UKRAINE.....7