



# PortFolio

■ The Official  
Publication of  
International  
Container  
Terminal  
Services,  
Inc.

## TECPLATA STARTS OPERATIONS





# PortFolio

is published by the Public Relations Office of International Container Terminal Services, Inc. for the employees, shareholders, clients and friends of the ICTSI Group.

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# GLOBAL OPERATIONS



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## Cover Story

# TECPLATA STARTS OPERATIONS

**Container operations have started at TecPlata Container Terminal (TecPlata), International Container Terminal Services, Inc.'s (ICTSI) box terminal at the Port of La Plata in Buenos Aires, Argentina after the Company secured a deal with Brazilian shipping line Log-In.**

TecPlata's first container service was launched on 2 April, marked by the maiden call of the 218-meter boxship *Log-In Jacarandá*, which loaded 100 TEUs during the terminal's first live call. The vessel makes fortnightly calls to the terminal as part of Log-In's additional service in Buenos Aires. The inauguration ceremony was attended by the Governor of Buenos Aires, the Minister of Production, along with other national and local officials.

"This is the first step for the Company, and we firmly believe that this will pave the way for new agreements with more operators to maximize our current capacity of 450,000 TEUs, which we could expand to over 1 million TEUs in the future," said Bruno Porchietto, TecPlata CEO.

He adds: "This was a long-awaited milestone, and from hereon, TecPlata will stand out for its efficiency, competitiveness, and transparency. It has taken four long years, but we got here in the end thanks to the perseverance and the bravery of Log-In in taking a chance and trying us out. Now, it's important to bring in some deep-sea service, and hopefully, we will be

able to attract an Asian service before the year ends."

"We had been looking at TecPlata for some time, for three years in fact, when the situation was not good, and finally, we decided to make the final step. With TecPlata, we are going after completely new clients and cargo. There is a petrochemical industry there and we can give these companies some extra options," said Marcio Arany, Log-In Commercial Director. The niche carrier is Brazil's last surviving container carrier, which operates Brazilian cabotage services.

TecPlata and Log-In eye Argentine oil and energy giant Yacimientos Petrolíferos Fiscales, which operates several facilities around La Plata, to become one of Log-In's key customers along with other nearby petrochemical companies.

"We are also looking to service the containerized imports required to improve the existing shale oil extraction infrastructure in the area" said Mr. Porchietto.

TecPlata, an investment of USD450 million, is the most modern container terminal in Argentina. It is equipped with four quay cranes and nine rubber-tired gantries. The 41-hectare facility is located some 60 kilometers away from the congestion in Buenos Aires, giving it a strategic advantage to become the preferred gateway for the various agricultural products from northern Buenos Aires.



**Log-In Jacaranda** makes its maiden call to TecPlata



**Marcio Arany** (left), Log-In Commercial Director, receives a token from Bruno Porchietto, TecPlata Chief Executive Officer, during the inauguration ceremony.



**Loading** of the first containers to Log-In Jacaranda



**Mr. Porchietto** addresses questions from the media on the future of TecPlata.



## Meets & Greets

# CROATIAN PM INSPECTS AGCT EXPANSION

BY IVA ROMAN

**Adriatic Gate Container Terminal (AGCT) was honored to receive Croatian Prime Minister Andrej Plenković, together with Maritime Affairs, Transport, and Infrastructure Minister Oleg Butkovic and other senior officials of the Croatian Government, who visited the terminal to inspect the ongoing construction works at intermodal yard and railway station.**

Wojciech Szymulewicz, AGCT Chief Executive Officer, and Denis Vukorepa, Port Rijeka Authority Executive Director, personally welcomed the prime minister's delegation and explained the importance of enhancing Rijeka's multimodal platform.

"This intermodal capacity upgrade is of utter importance for AGCT's further growth. The terminal throughput grew 18.6 percent in 2017, and another 8 percent



**Wojciech Szymulewicz** (center), AGCT CEO speaks with Croatian Prime Minister Andrej Plenković (left).

last year all in connection to the new rail services opening to the hinterland, mainly Hungary. Rail throughput also went up 42.3 percent in 2016, and 2.8 percent in 2018," said Mr. Szymulewicz.

He added: "Currently, we are operating with one reach stacker on one railway track, which can accommodate only half of a train. With the new setup, we will be working with two rail-mounted gantries over four rail tracks, allowing us to operate on two block trains simultaneously. As a result, our intermodal capacity will increase to 300,000 TEUs from the current 75,000 TEUs. This will also allow the modality split growth from the current 30 percent share on the rail side."

Known as the POR2CORE-AGCT, the multimodal platform development in the Port of Rijeka and connection with AGCT has a price tag of EUR35.5 million, 85 percent of which is co-financed by the Connecting Europe Facility (CEF). The construction is set up in three phases: a new intermodal terminal at AGCT, reconstruction of the existing Rijeka-Brajčica railway station and extension of the existing 400-meter long tunnel, and construction of an outbound track for train extraction.

Started in August 2018, the whole project is scheduled for completion by December 2020—with AGCT's intermodal yard and railway station upgrade slated for completion in Q4 2019.



## Newsbreak

# BGT SETS NEW BENCHMARK FOR PROJECT CARGO

BY SHEEBA KHAN

**Basra Gateway Terminal (BGT) set a new project cargo benchmark in Umm Qasr with the recent handling of Weatherford rigs 827 and 830 with a combined weight of 22,000 freight tons – the heaviest handled in BGT. Originating from Rumaila Oil Field in Iraq, the rigs were bound for Dammam, Saudi Arabia.**

BGT designed a custom project plan with the help of the QHSE department and the client to ensure safe and smooth operation, which took three days to complete compared to the average of five days. Satisfied with the outcome of the operation, Aramex and Weatherford commended BGT for another job well-done.

## Newsbreak

# ICTSI LAUDS PH GOV'T CRACKDOWN ON OVERSTAYING CONTAINERS

**International Container Terminal Services, Inc. (ICTSI) welcomed the concrete steps recently taken by the Philippine government to clear Manila ports of overstaying cargo.**

Christian R. Gonzalez, ICTSI Global Corporate Head, hailed collaborative and complementing efforts of the Philippine Ports Authority (PPA), the Department of Transportation (DoTr), the Department of Trade and Industry (DTI), and the Bureau of Customs (BOC) to resolve the issue of overstaying cargo at the Port of Manila and ensure their swift disposition.

"We thank the Philippine government for taking a hard stand in expediting the disposal and reduction of overstaying and empty containers at Manila ports. The results have been immediate and goes to show what determination and focus of purpose can do."

Roughly a month after the PPA issued an ultimatum for overstaying containers, yard utilization at the Manila International Container Terminal (MICT) rapidly decreased to 70 percent at the start of April, from 90 percent in January this year. Optimal yard utilization was achieved despite the higher volume handled, especially in March, when MICT posted a record monthly volume. The terminal accepted almost double



the number of empty containers it was receiving, freeing up trucks in the process which, in turn, resulted in more import pullouts. Shipping lines were able to bridge the gap in achieving their weekly empty container evacuation targets.

Import dwell time has likewise been reduced from 11 days in January to 6.6 days at the start of April, resulting in zero ship queues compared to the peak season last December.

ICTSI also continues to transfer more overstaying laden containers to Laguna Gateway Inland Container Terminal (LGICT) in Calamba.

Mr. Gonzalez added: "We are optimistic that most have understood the need for containers to move regularly and in a timely fashion, but the proof will come after Easter which historically has seen the number of overstaying boxes surge."

The government has led various port stakeholders — including ICTSI, Asian Terminals, Inc. (ATI), and international shipping lines — in the signing a Manifesto of Support last 15 March for the efficient utilization of Manila ports, encouraging

the immediate retrieval of overstaying and empty cargo to designated ports and off-dock depots. A joint administrative order (JAO) will soon be issued by the trade department, the BOC, and PPA to address concerns on unreturned empties and overstaying imports.

Prior to the signing of the manifesto, ICTSI took the lead along with Association of International Shipping Lines, Alliance of Concerned Truck Owners and Organizations, and Container Depot Alliance of the Philippines to undertake immediate measures in alleviating problems connected with the return of empty containers. This includes the identification of depot areas that could be leased for empty storage, with ICTSI covering the cost of the lease; movement of more than 5,000 overstaying containers to bonded warehouses outside of the terminal; and use of the San Miguel Yamamura property near the MICT to store and reposition empty containers starting April 1.

The use of LGICT, a bonded facility in Calamba, and the Cavite Gateway Terminal in Tanza, is likewise encouraged to improve truck movement in the metro.



## Newsbreak

# THE CHAIRMAN'S REPORT AT THE 2019 ICTSI STOCKHOLDERS' MEETING



Enrique K. Razon Jr., ICTSI Chairman and President during the 2019 ICTSI Stockholders' Meeting held on 11 April at the Solaire Resort & Casino

**Overall world trade volume grew moderately in 2018 by 3 percent. However, there were trade routes with very strong growth such as the North American-Indian Subcontinent-Middle East route which grew 17 percent, and Sub Saharan-African-Middle East-Indian Subcontinent route where volume grew by 16.8 percent. North American-Asian eastbound trade was up 6.4 percent.**

These trends augured well for our diverse portfolio, and as a result, I

am pleased to report strong full year operating results for 2018.

## BUSINESS DEVELOPMENT

The year in review saw the start of operations of three new terminals: South Pacific International Container Terminal in Lae, Motukea International Terminal both in Papua New Guinea, and the Cavite Gateway Terminal in Cavite.

Both PNG terminals are the country's largest ports that support the flourishing economy.

Both PNG terminals started up on time and on budget, and are now positive contributors.

The Cavite terminal, on the other hand, is seen to facilitate the off-road transport of containers between the Port of Manila and industrial zones in southern Luzon.

As part of efforts to contribute to greater trade facilitation in the Philippines, we introduced synergies when we purchased additional shares in Manila North Harbour Port that operates the

NorthPort, the country's largest domestic port, bringing our stake up to 50 percent.

Early this year, ICTSI signed a 20-year concession with the Sea Ports Corporation of Sudan to operate, manage and develop the main container terminal of Port Sudan in the Republic of the Sudan. This is Sudan's largest container terminal serving not only the country but landlocked north and central African countries. This is our first foray into the strategic Red Sea trade routes.

ICTSI's existing terminals continued to perform well during the year in review. We accelerated expansion projects at the Manila International Container Terminal, Contecon Manzanillo in Mexico, and Basra Gateway Terminal in Iraq, that are expected to produce immediate results.

2018, apart from being ICTSI's 30th year, also proved to be a milestone year after reaping awards and citations for leadership in port management, finance, investor relations, corporate communication, sustainability, engineering, and labor relations.

Over the past decade ICTSI undertook the construction of several greenfield terminals, and they have not only all been completed but have started to produce positive results and are further ramping up their business.

## GROUP VOLUME

ICTSI handled consolidated volume of 9,736,621 TEUs in 2018, six percent more than the 9,153,458 TEUs handled in 2017. The increase was mainly due to trade growth and the contribution of the new terminals in Lae and Motukea in Papua New Guinea, and in Melbourne, Australia. Without the new terminals, consolidated volume would have increased by three percent in 2018.

## FINANCIAL PERFORMANCE

Gross revenues were up by 11 percent to US\$1.4 billion compared to US\$1.2 billion in 2017. Excluding the new terminals, consolidated gross revenues would have increased by seven percent.

Consolidated EBITDA for 2018 grew 11 percent to US\$642.2 million, from US\$578 million in 2017 mainly due to strong revenue growth although this was tapered by the higher fixed port lease in Melbourne. Consequently, EBITDA margin slightly decreased, from 46.4 percent in 2017 to 46.3 percent in 2018.

Consolidated cash operating expenses was 14 percent higher at US\$540.5 million compared to US\$475.9 million in 2017. The increase was mainly due to the cost contribution of the new terminals and increased fuel prices. Excluding the new terminals, consolidated cash operating expenses would have increased by only three percent.

Net income attributable to equity holders was up by 22 percent to US\$221.5 million from US\$182.1 million, primarily as a result of strong operating income from organic terminals and a decrease in the net loss of SPIA in Colombia. The increase, however, was tempered by higher lease expense in Melbourne and non-recurring charges. Without these, net income attributable to equity holders would have increased by 29 percent.

Diluted earnings per share was up 12 percent to 8 cents, from 7 cents in 2017 although this was tapered by the increase in distributions to holders of perpetual capital securities from the issuance of senior guaranteed perpetual capital securities.

## FUND MANAGEMENT

Capital expenditure, excluding capitalized borrowing costs and

payment of concession rights in Lae and Motukea in Papua New Guinea, amounted to US\$261.3 million, approximately 69 percent of the US\$380 million capex budget for 2018. The budget was allocated for capacity expansion in Manila, Mexico, Iraq and Honduras; additional equipment and minor infrastructure works in PNG, and completion of the barge terminal in Cavite.

The Group's capital expenditure budget for 2019 is again US\$380 million. This will be used for projects in Manila, Mexico and Iraq, new equipment and upgrades, and for carry-over maintenance.

## CAUTIOUS OPTIMISM FOR 2019

Drewry has reported that while ports worldwide will have to cope with more cascading loops, vessel size is unlikely to increase further in the next few years even as the outlook for global container port throughput remains healthy. It is apparent then that utilization levels are expected to rise across most regions. It also follows that berths with the infrastructure to handle the largest ships will be the most highly utilized and in short supply, while older berths will be under-utilized.

These indications, coupled with global trade dynamics, our drive in maintaining positive volume growth organically and through M&A, our focus on cost and operating efficiency to make our terminals the preferred port of call in their respective countries and regions all combine to provide a case for cautious optimism in 2019.

On behalf of our board of directors, I thank our clients, host governments, business partners, stockholders and the indefatigable men and women of the ICTSI Group who continue to support and take this journey with us to being one of the world's best terminal operators.



## Spotlight

# BGT HOLDS PHOTO COMPETITION FOR EMPLOYEES

BY SHEEBA KHAN

**A picture is worth a thousand words, so goes the saying. ICTSI's visual identity is distinctive and highly recognizable – the familiar sight of orange cranes is easily seen as one gets closer to the Port of Umm Qasr.**

Basra Gateway Terminal (BGT) recently organized a Facebook photo competition for employees that highlighted the beautiful and colorful views of the terminal. Five photos were shortlisted out of the hundreds submitted. The three photos with the most votes received a prize from no other than Phillip Marsham, BGT CEO



Photo 1 by Murtadha Abd AlZahra



Photo 2 by Ahmed Waleed



Photo 3 by Ahmed Raad

## Meet & Greet

# BGT, CARRIERS JOIN FORCES FOR END CLIENT ENGAGEMENT

BY SHEEBA KHAN

**The container handling business is fully commoditized. Port terminals oftentimes provide similar services and use the same equipment. For their part, majority of stakeholders are only concerned with their specific role in the logistics chain. Their real focus is the quality of the end-to-end solutions that get products to where they need to go.**

As competition continues to increase, Basra Gateway Terminal (BGT) is making the extra effort to provide a whole different level of customer experience by integrating its commercial efforts with those

of feeder operators to engage the end customers.

BGT, in coordination with Global Feeders and Xpress Feeders, recently held meet and greet sessions for non-vessel owning carriers (NVOCCs) in Dubai and Mumbai to provide an overview of their operations and services. These NVOCCs mostly operate outside Iraq and rely on third party information for the status of their shipment. BGT is attempting to bridge that gap by directly engaging end clients and providing them with tools for transparency and better control over the shipment process.



Phillip Marsham, BGT CEO, spearheads the Dubai NVOCC session at the Queen Elizabeth 2 hotel.

## Making the List

# ICTSI SOUTH PACIFIC WINS NAVIS INSPIRE AWARD

**ICTSI South Pacific, ICTSI's subsidiary in Papua New Guinea, is the recipient of the Learning and Development Award of Excellence of the 2019 Navis Inspire Awards.**

ICTSI South Pacific won the award for the successful operation of the Motukea International Terminal (MIT) in Port Moresby and South Pacific International Container Terminal (SPICT) in Lae—a feat described by Navis as a “transformative initiative for the nation with modern import/export containerized logistics being a gateway for further national economic development.”

Both MIT and SPICT run the N4 terminal operating system.

The Navis Inspire Awards recognizes Navis and XVELA terminal operators, ocean carriers, and vessel owners who demonstrate distinction, a commitment to excellence and innovation at their facilities. The Learning and Development Award recognizes organizations that have “gone above and beyond to develop their workforce and manage change in their organizations to stay ahead.”

“Our customers are constantly innovating and developing their

workforce to remain competitive. We are proud to partner with the leading terminals, ocean carriers, and other organizations around the globe who offer their customer best-in-class products and services, and we are glad we can recognize their work and impact to the industry through the Inspire Awards,” said Andy Barrons, Navis Chief Strategy Officer.

The Inspire Awards was held at the sidelines of the Navis World 2019 biennial conference last 26 March at the Palace Hotel in San Francisco, United States.

# PICT EARNs CORPORATE EXCELLENCE NOD

BY ARIF RAZA

**Pakistan International Container Terminal (PICT) earned its fourth consecutive Corporate Excellence Award at the Management Association of Pakistan's 34th Corporate Excellence Awards held this April at the Marriott Hotel in Karachi, Pakistan.**

The award highlights the Company's adherence to best management practices and its implementation of responsible business operations. Khurram Aziz Khan, PICT Chief Executive



Officer, accepted the award on behalf of the Company.

“Winning the award for the fourth consecutive year reflects our unwavering commitment to providing customer-centric service and being the most reliable port gateway for international trade in Karachi,” said Mr. Khan.

“We dedicate this achievement to our industry partners, customers, and other stakeholders who continuously support us. We appreciate your valuable patronage. We look forward to further enriching our customers' experience and making our services more reliable.”



## Meets & Greets

# PHILIPPINE AMBASSADOR TO PAKISTAN CITES PICT FOR TRADE FACILITATION; SUPPORTS IMPROVED PH-PK TRADE

BY ARIF RAZA

Last 28 January, His Excellency, Philippine Ambassador Daniel Ramos Espiritu, attended a business gathering hosted by Dr. Imran Muhammad, Philippine Honorary Consul



General in Karachi; Ismail Suttar, Employers Federation of Pakistan Director; and presidents of the Pakistan-Philippine Business Forum (PPBF)—a Karachi-based autonomous body dedicated to promoting bilateral trade between the Philippines and Pakistan.

During his keynote speech, Ambassador Espiritu praised the healthy trade relations between the two countries, citing the USD280 million growth in bilateral trade in 2017 from the USD115 million in 2015. He congratulated

members of the different trade sectors, including PICT, for going the extra mile in facilitating trade and contributing to both nations' economies.

His Excellency also lauded the continued engagement between the Pakistani business community and the Philippine Embassy, specifically thanking Pakistani exporters for supplying quality products like rice, cement, and medicine at competitive prices, while encouraging increased auto parts trade between the two nations.

## Newsbreak

# PICT CELEBRATES INTERNATIONAL WOMEN'S DAY WITH STUDENT COMMUNITY MENTORSHIP

BY ARIF RAZA

In celebration of International Women's Day, Pakistan International Container Terminal (PICT) held a mentorship talk for female students of Hamdard University last 8 March.

Arif Raza, PICT Human Capital Head, delivered a keynote speech



Mr. Raza (center) with students and faculty of Hamdard University

that encouraged students to transcend the stereotypes and achieve their potential to become productive and powerful members of society. Female employees of PICT also shared their corporate experience and the challenges they overcame to prove themselves as capable members of the organization.

PICT firmly believes in workplace diversity and celebrates the contributions of the female members of its workforce. The Company supports all efforts to bridge the gender gap both in the academe and the workplace, recognizing equality between men and women as a strong foundation of society.

## ICTSI Cares

# CMSA DONATES PRESCRIPTION GLASSES TO SCHOOL YOUTH

BY PAULINA PÉREZ-GUERRERO SOLANO

On 12 March, Contecon Manzanillo (CMSA) started the distribution of 1,100 prescription glasses in several schools in Manzanillo following the success of Carrera Contecon 2018. The annual race for a cause is one of CMSA's corporate social responsibility programs, specifically designed to assist school children by providing them with prescription glasses. CMSA has pledged a total of 2,200 prescription glasses from last year's race.

Cesar de la Vega, CMSA Human Resources Director, led the turnover at the Ramona Olvera School in Miravalle II, together with M.E. Miguel Martínez Yáñez, Manzanillo Education Director, and Gamaliel Haro Osorio, Colima Youth Secretary. They were joined by representatives from the city, private, and youth sectors, and sponsors.

"This achievement was possible thanks to last year's successful Carrera Contecon, where more than 1,500 runners including families and the youth took part. We are hopeful that these glasses will help improve the academic performance of children in Manzanillo and Colima," said Mr. de la Vega.

A total of 4,000 eye examinations were carried out during the campaign which covered 24



schools in Petatero, Chandiablo, Huizcolote, Adjuntas, Colomo, among other areas in Manzanillo. Trained optometrists from the DEVLIN Foundation helped carry out the examinations in select schools.

Contecon Manzanillo extends its heartfelt gratitude to the following companies, organizations, and institutions that helped make this campaign successful: Renault Manzanillo, CROM, JCR, Interam, Hazesa, La Palapa, Powerade, Kiosko, Plaza Punto Bahía, WELLDEX, JaqueMercadotecnia, Marbella, University of Colima, the State Government, Las Hadas Hotel,



RICOA, Dos8 Magazine, Fiesta Rota, Gym Capital Fitness, ISCE, Grupo AlianzaEstratégica, Gran Isla Navidad Resort Hotel, Best Western Hotel, Tu Espacio, CMIC, CANIRAC, AAPUMAC; AMANAC, TERHFAM, Camino Real, HEGA, CSR, IOPSA, PROCISA, and cheerleaders Fenix.



## Terminal Safety

# MICT SUPPORTS FIRE BUREAU'S FIRE SAFETY CAMPAIGN

In line with the fire prevention efforts of the Philippine Bureau of Fire Protection (BFP), the Manila International Container Terminal organized a motorcade last 11 March to help spread awareness among residents of Manila International Container Terminal's (MICT) neighboring communities.

Employees from different departments and two motorbike riders' clubs (ICTSI Riders Club and PMO Riders Club), volunteer Eco Patrols under the Parola Solid

Waste Management Project, and BFP personnel from various stations in Manila distributed leaflets, posters and other collaterals on fire prevention as they traversed the MICT South Access Road.

"We want our employees to know that fire safety and prevention is everybody's concern and responsibility. We are hoping that by collaborating with the BFP and the different sectors

of the community, we can encourage everyone to be partners in promoting measures to avoid fire outbreaks," said Edmundo Trazo, ICTSI HSSE Manager.

According to Senior Fire Officer 2 Ferdinand Vargas, San Nicolas Fire Station Commander, March was chosen as the fire prevention month because of the alarming increase in fire incidents during the month every year.



## MANILA INTERNATIONAL CONTAINER TERMINAL TOP EQUIPMENT OPERATORS MARCH 2019

### PRIME MOVER

	<b>JOEL NICOLAS</b> ID# 8311 TOTAL MOVES 869	01
	<b>JONATHAN TINGSON</b> ID# 8335 TOTAL MOVES 861	02
	<b>ALDRIN NISNISAN</b> ID# 8815 TOTAL MOVES 842	03
	<b>ERDMAN DIMAZANA</b> ID# 8328 TOTAL MOVES 839	04
	<b>FEDERICO CALAGUIG</b> ID# 8807 TOTAL MOVES 826	05
	<b>JOSELITO MANALO</b> ID# 8720 TOTAL MOVES 826	05
	<b>XAVIER CAYETANO</b> ID# 8740 TOTAL MOVES 824	06
	<b>LEO PACLIBARE</b> ID# 8745 TOTAL MOVES 822	07
	<b>SHAJEE AUMAN</b> ID# 6299 TOTAL MOVES 816	08
	<b>CHRISTOPHER DY</b> ID# 10190 TOTAL MOVES 815	09
	<b>ALWIEN BASHIER HASAN</b> ID# 8319 TOTAL MOVES 814	10

### RUBBER TIRED GANTRY

	<b>ROGELIO ESCOBEDO</b> ID# 7984 TOTAL MOVES 3052	01
	<b>FLORENTINO DE GUZMAN</b> ID# 6837 TOTAL MOVES 3024	02
	<b>BENJAMIN BLASE</b> ID# 2156 TOTAL MOVES 2998	03
	<b>GARRY FRANCISCO</b> ID# 6783 TOTAL MOVES 2844	04
	<b>ARCHIMEYES CONCORDIA</b> ID# 8114 TOTAL MOVES 2826	05
	<b>FERNANDO NAVARRO JR.</b> ID# 6240 TOTAL MOVES 2747	06
	<b>DANILO DAYANAN</b> ID# 2777 TOTAL MOVES 2743	07
	<b>RAMIRO DE GUZMAN</b> ID# 1737 TOTAL MOVES 2741	08
	<b>ANTHONY CABALQUINTO</b> ID# 6098 TOTAL MOVES 2736	09
	<b>RANDY VEROCIL</b> ID# 5342 TOTAL MOVES 2734	10

### QUAY CRANE

	<b>BONIFACIO FALLORINA</b> ID# 2208 TOTAL MOVES 2612	01
	<b>GENRY JACOB</b> ID# 6225 TOTAL MOVES 2428	02
	<b>ROMEO ESTABAYA</b> ID# 5122 TOTAL MOVES 2413	03
	<b>JULY LEODENES</b> ID# 5443 TOTAL MOVES 2331	04
	<b>RENATO BAUTISTA</b> ID# 5134 TOTAL MOVES 2233	05
	<b>VALENTIN BRACAMONTE</b> ID# 2764 TOTAL MOVES 2211	06
	<b>FELIPE ESPINOSA</b> ID# 1160 TOTAL MOVES 2171	07
	<b>JONADAB MIRANDA</b> ID# 6709 TOTAL MOVES 2170	08
	<b>PATRICK PASCO</b> ID# 6154 TOTAL MOVES 2139	09
	<b>MARLON SUAN</b> ID# 6216 TOTAL MOVES 2138	10

### SIDE LIFTER/STACKER

	<b>ROLANDO BAYSA</b> ID# 7372 TOTAL MOVES 5551	01
	<b>ROY ECHEVARRIA</b> ID# 7146 TOTAL MOVES 5280	02
	<b>ALLAN ALMEÑE</b> ID# 5229 TOTAL MOVES 4813	03
	<b>MICHAEL LAYAM</b> ID# 5334 TOTAL MOVES 4616	04
	<b>MICHAEL QUIJANO</b> ID# 5518 TOTAL MOVES 4534	05
	<b>ARMANDO BASCO</b> ID# 5246 TOTAL MOVES 4297	06
	<b>LEONILO GABRAL</b> ID# 5733 TOTAL MOVES 4168	07
	<b>REYNALDO SARMIENTO</b> ID# 7163 TOTAL MOVES 4097	08
	<b>OSCAR BELANO</b> ID# 0145 TOTAL MOVES 4010	09
	<b>RODEL MEDINA</b> ID# 6330 TOTAL MOVES 3853	10





# DRIVING THE DIGITAL AGE, WITH EVERY TIMELY ELECTRONICS SHIPMENT FROM THE STRATEGIC SUBIC BAY FREEPORT.

**Subic Bay International Terminal Corp.** supports the top multinational electronics manufacturers located in the Central and Northern Philippines' export processing zones. These high-value electronics components—fabricated, assembled, and packaged to exacting standards—are shipped according to equally exacting schedules.



*Equipped to serve Panamax-type vessels and very large crude carriers, SBITC supports intra-Asian seaborne trade.*

SBITC, being one of the Philippines' most technologically advanced container ports, and located in Subic Bay Freeport, the Philippines' first and largest freeport zone, is a key link in this segment of the electronics global value chain.

Ramping up operational capabilities, SBITC is also continuously pushing efficiencies to ever-higher levels: a decisive factor in time-critical electronics deliveries. SBITC's exceptionally strategic location along major sea lanes also makes it easily accessible to regional markets and international shipping ports.



Headquartered in Manila, Philippines, International Container Terminal Services, Inc. (ICTSI) is in the business of port development, management, and operations. Independent of shipping, logistics, or consignee-related interests, ICTSI works transparently with all port community stakeholders. Operating in both developed and emerging market economies—in Asia Pacific, the Americas, Europe, the Middle East, and Africa—ICTSI has received global acclaim for its port privatization partnerships with governments.



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