



# PortFolio

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

## ICTSI CONTINUES EQUIPMENT ROLL-OUT AT MANILA FLAGSHIP







# 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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## Cover Story

# ICTSI CONTINUES EQUIPMENT ROLL-OUT AT MANILA FLAGSHIP



**MICT** took delivery of eight hybrid RTGs manufactured by Mitsui Engineering & Shipbuilding Co. Ltd. on 5 July.

**International Container Terminal Services, Inc. (ICTSI) continues to expand its port equipment fleet at its flagship Manila International Container Terminal (MICT), recently taking delivery of another quay crane (QC) along with eight new hybrid rubber tired gantries (RTGs). Now equipped with 18 QCs and 58 RTGs, MICT currently has the largest fleet of modern container-handling equipment in the Philippines.**

Manufactured by Shanghai Zhenhua Heavy Industry Co. Ltd., the QC is part of the five units ordered under ICTSI's USD80 million capacity improvement

program package. With a reach of 16 rows across and twin spreader, the QC will be deployed at Berth 3 to service the largest feeder vessels calling the Philippines.

Complementing improvements at the quayside, the eight RTGs also form part of the 16-unit order from Mitsui Engineering & Shipbuilding Co. Faster and more fuel-efficient than standard diesel RTGs, these are currently the most eco-efficient landside port equipment in the country. The use of hybrids and next-generation energy-efficient cargo handling equipment and vehicle fleets is part of ICTSI's group-wide

commitment towards carbon-neutral operations.

To further lessen MICT's footprint while addressing increasing productivity demands, ICTSI recently ordered 16 additional Mitsui hybrid RTGs as part of the Company's USD380 million group-wide capital expenditure. The RTGs, scheduled for delivery by early 2020, will reduce terminal emission and fuel consumption per move by an estimated 40 and 60 percent, respectively and ultimately increase the total number of RTGs in MICT to 74.

"The new quay cranes and rubber tired gantries, along with other

improvements, will push a notch higher MICT's already efficient turnaround times – quayside and landside. This should redound to economic benefits for the Philippine supply chain. At the same time, we are proud of the push that we are undertaking to attain carbon neutrality at our flagship," said Christian R. Gonzalez, ICTSI Global Corporate Head.

Mr. Gonzalez adds: "On top of what has already been done, a number of initiatives are currently in place or are being put in place across the ICTSI Group to improve productivity and reduce port emissions. These include gate

automation and gate system upgrades to reduce queuing times, fleet changes to introduce faster and more fuel-efficient equipment, and utilization of machine learning and analytics to improve and automate yard strategy to reduce truck dwell times. Taken altogether, these are expected to have an even greater material impact on indirect emissions from ICTSI port operations, seen to reduce cycle times of more than 20 minutes per truck visit."

With the largest port equipment in the country – existing or planned – the MICT remains the only Philippine container

terminal capable of servicing the largest boxships plying Asian routes.

To further ramp up capacity in support of growing Philippine trade, ICTSI started the construction of Berths 7 and 8, as well as the back-up areas for future Berths 9 and 10. ICTSI has several other projects in the pipeline supporting MICT's ever-increasing role as the country's leading international gateway, including inter-terminal transfers with NorthPort for greater inter-island connectivity, and increased barge berthing services between MICT and Cavite Gateway Terminal in Tanza.



**The** last of the five ZPMC cranes, to be deployed at Berth 3, arrived at MICT last 26 June.



## Newsbreak

# CEPAL NAMES PUERTO CORTÉS THE BEST PORT IN CA-4

BY EVELYN LEIVA

**The United Nations Economic Commission for Latin America and the Caribbean (Comisión Económica para América Latina y el Caribe or CEPAL) recently named Puerto Cortés – operated by Operadora Portuaria Centroamericana (OPC) – as the best maritime terminal in the Central America-4 (CA-4) region and 24th best in Latin America.**

Mariano Turnes, OPC Chief Executive Officer, said that the recent port rankings perfectly underscore the Company's commitment towards the development of Honduras' largest port along with its crucial role in advancing economies in the CA-4 region: "Puerto Cortés is a prime example of what can be



achieved through public-private partnerships and with the support of International Container Terminal Services, Inc. (ICTSI) – one of the world's leading box port operators.

"OPC's investments, which amount to more than USD250 million in infrastructure and technology, have contributed to the port's efficiency and competitiveness, enabling higher productivity and safer operations based on international standards and competitive rates at the regional level."

He adds: "We have always believed in the region and its potential. We understand the logistics development and see the opportunity that can be offered for the benefit of Central American countries. OPC has a robust investment plan for the modernization and development of Puerto Cortés."

In 2018, ICTSI completed its USD145 million greenfield development for Pier 6, which represents the first phase expansion of Puerto Cortés. OPC has several large-scale projects lined up in the coming years, including the expansion of the container yard and implementation of advanced port technologies for greater efficiency.

CEPAL's 2018 Port Rankings revealed a 4.5 volume growth in Puerto Cortés for 2018, as compared to the 7.7 increase in volume handled by Latin America and Caribbean ports for the same period. The total volume across the region for 2018 exceeded 53.2 million TEUs, representing 7.1 percent of global throughput.

CEPAL, which publishes the port rankings annually, covers 31 countries and 118 ports in Latin and Central America.

service excellence that we have always been known for," said Anders Kjeldsen, ICTSI Senior Vice President and Americas Region Head.

He added: "This recent certification for our terminals in Mexico and Honduras confirms that our recent strides in achieving the highest standards of efficiency has created a ripple effect that supports our host economies – beyond the immediate confines of the port, and across the supply chain."

CMSA operates the Second Specialized Container Terminal at the Port of Manzanillo, Mexico, while OPC operates the Specialized Container Terminal at Puerto Cortés, Honduras.

OPC at are highly competitive and are priced according to standards of transparency and competitiveness in line with the four principles of fair logistics: transparency in the cost of logistics services, constant improvement of logistic route analyses, improvement of environmental aspects, and support for small and medium enterprises.

"As a facilitator of global containerized trade, International Container Terminal Services, Inc. (ICTSI) ceaseless prioritizes logistics development for us to positively contribute to the economic and sustainable growth of the partner-countries where we operate. Our clients and stakeholders are assured that ICTSI ports will always provide that same level of

## CMSA, OPC RECEIVE "FAIR LOGISTICS" SEAL

**Contecon Manzanillo (CMSA) and Operadora Portuaria Centroamericana (OPC) were recently awarded the International Seal of Fair Logistics by the Texas-based World Organization of Cities and Logistics Platforms (OMCPL - Organización Mundial de Ciudades y Plataformas de Logísticas), for providing transparent and competitive services to customers.**

The certification guarantees that the services offered by CMSA and



## Newsbreak

# MICT YARD USE HITS HISTORICAL LOW

**Yard utilization at the International Container Terminal Services, Inc. (ICTSI) flagship Manila International Container Terminal (MICT) continues to be close to historically low levels as efforts to fast-track the movement of overstaying import containers out of the port of Manila have resulted in a utilization rate dropping below 58 percent despite a series of holiday periods and low trucking activity.**

This follows the 70 percent utilization rate recorded in April, down 20 percent from 90 percent in January after private sector partners and the government signed a manifesto last March calling for the efficient utilization of container terminals. The MICT achieved this drop in utilization rates despite recording its all-time highest throughput over a four-month period.

"The significant efforts in which both the private sector and the

Bureau of Customs to release longer-staying imports at the terminal has resulted in lower overall container dwell times allowing us to efficiently utilize the ample capacity to accelerate volume growth," explains Christian Gonzalez, ICTSI Global Corporate Head.

"We commend the Government for leading the initiative against overstaying containers, and call on stakeholders to embrace these gains by not reverting to the old ways which has been common in previous years when utilization rates drop," he adds.

The Port of Manila dealt with high utilization rates at the end of last year due to the longstanding problem of overstaying imports coupled with a lack of external empty container capacity, which was further compounded by weather-related vessel delays, holiday peak season, and the import-export imbalance.

In March, Subic Bay International Container Terminal (SBITC) opened a new container depot as part of the collective effort to improve the circulation of empty containers. Last year, ICTSI commenced its USD80 million capacity improvement project at the Manila International Container in anticipation of increasing demand and productivity requirements over the long term. For the initial phase, ICTSI is building Berths 7 and 8 to accommodate larger ships, which will bring additional volume to the port. A back up area will also be constructed for future Berths 9 and 10, which will provide the terminal with the flexibility to deal with weather-related issues and changes in regulatory environment.

These infrastructure improvements will be complemented by additional port equipment.



## Newsbreak

# ICTSI PAKISTAN LAUNCHES RAIL SERVICE; NEW SERVICE TO ENHANCE CUSTOMER RELATIONS

BY ARIF RAZA

**Pakistan International Container Terminal (PICT), in cooperation with the state-owned Pakistan Railways, has successfully launched a dedicated rail cargo service connecting the cities of Karachi and Lahore.**

The rail service hopes to move goods faster and at a significantly lower cost to upcountry markets, benefiting Pakistan's major industries such as agriculture, textile, fertilizer, sports goods, electronics, and FMCG producers.

As the only terminal at the Port of Karachi with internal rail connection, PICT enjoys a competitive edge in the local market and expects to improve its global competitiveness with this feature.

"PICT hopes to be the container terminal of choice for trade at the Karachi Port. Our leadership strives to implement initiatives that provide customer-centric solutions in line with the Government's strategic plans. The rail service provides us with more efficiency and flexibility. As an alternative, rail transport reduces the cost of doing business for clients. At the same time, it helps alleviate congestion on the city roads. We thank and congratulate all the parties involved in making this possible," said Khurram Khan, PICT Chief Executive Officer.

He adds: "We foresee increased volumes in Pakistan's foreign trade, and we are committed to address this by improving our capability to provide end-to-end logistics solutions for clients."



The first train from PICT departed for Lahore last May.



**Present** during the inauguration of the rail service were (from left) Syed Mazhar Ali Shah, Pakistan Railways Divisional Superintendent; Admiral Jamil Akhtar, KPT Chairman; Shaikh Rasheed Ahmad, Federal Minister for Railways; Junaid Qureshi, PICT Operations Manager; and Col Moudi Mahmood, PICT PR & Administration Manager.

PICT has been ceaseless adding value to the business of the terminal industry in Pakistan, playing a key role in uplifting the economy of the country.

Present at the launch of the rail service were Pakistan Railways Federal Minister Shaikh Rasheed Ahmad and officials of the Karachi Port Trust and Pakistan Customs.

## Newsbreak

# TECPLATA SECURES PETROCHEM CLIENTS

**More companies are choosing TecPlata, International Container Terminal Services, Inc.'s (ICTSI) subsidiary in Buenos Aires, as Argentina's preferred international trading gateway – with two big companies recently joining the Company's growing client list.**

State-owned energy firm Yacimientos Petrolíferos Fiscales (YPF) and the Argentine

subsidiary of Dow Chemicals recently signed agreements with TecPlata for cargo handling and import-export services. Both companies operate several facilities in greater Buenos Aires, which hosts a bustling petrochemical industry.

YPF has initially started to export lubricant products to the city of Santos in Brazil, and import raw materials from Pecem, one of the most important ports in the Brazilian state of Ceará. YPF's chemical division has already started to ship ISO tanks to Brazil from TecPlata.

On the other hand, Dow will export polyethylene (PE) from TecPlata to the Port of Itajaí, in Santa Catarina, southern Brazil.

Log-In will facilitate the transport of these materials through regular calls in Brazil.

Bruno Porcietto, TecPlata Chief Executive Officer, welcomed the latest development and said: "These agreements are very important for us, and fill us with optimism towards our goal of bringing the terminal to the highest level of capacity. The fact that these two companies, YPF and Dow Chemical, transport part of their cargo through our terminal is an encouraging sign that we are on the right track."

TecPlata is Argentina's first port of call due to its easy access to sea lanes. With state-of-the-art infrastructure, equipment and computer systems, the terminal is congestion-free, which gives it a strategic advantage to become the preferred gateway for the country's various agro-industrial products.





## On Board

# ICTSI APPOINTS KEY LEADERSHIP FOR PNG, GLOBAL COMMERCIAL

**International Container Terminal Services, Inc. (ICTSI) has appointed Hsin-Kay "Sky" Huang as key client director for Global Commercial and Nicolò Scannavini as general manager for commercial and operations for ICTSI South Pacific effective 22 and 8 July, respectively.**

As key client director, Mr. Huang will drive business growth and market share by engaging shipping line and BCO (beneficial cargo owners) clients in the Greater China region. His role includes managing and facilitating customer negotiations on behalf of ICTSI's global portfolio, with special focus on terminals with open capacity in a competitive port environment.

Mr. Huang brings with him years of extensive experience in the maritime industry, having been part of Shekou Container Terminals Ltd under the umbrella of China Merchants Port Holdings as general manager for commercial, Wan Hai Lines

as assistant vice president for commercial, and most recently Hutchison Logistics - ASEAN as general manager for commercial.

Meanwhile, Mr. Scannavini joins ICTSI as general manager for ICTSI South Pacific to spearhead commercial efforts in Papua New Guinea with focus on customer experience enhancement and business development. He brings with him an extensive experience in commercial shipping management, having been part of Mediterranean Shipping Company (MSC) as operations area manager for North & Central America and Caribbean, and port operations assistant manager for MSC USA.

## Spotlight

# BGT JOINS IRAQ PETROLEUM CONFERENCE

BY SHEEBA KHAN

**Basra Gateway Terminal (BGT) took part in the recent Iraq Petroleum Conference held at the Park Plaza London Riverbank from 26 to 28 June.**

Phillip Marsham, BGT Chief Executive Officer, spoke in front of more than 200 representatives of British companies to give an overview of business and future opportunities in Iraq, and emphasize that the current positives, dynamics, the sustainability of security and economic improvements are "the best that we have seen."

"We've never had to raise our security levels in over five years.



**Phillip** Marsham (second from right) together with other speakers at the Iraq Petroleum Conference

Now is an extremely good time to be investing and working in the oil, gas, and power sectors in Iraq," explained Mr. Marsham.

Sharing the same sentiment, the other guest speakers outlined new projects that are expected in the pipeline for the upstream, downstream, and power development sectors. BGT expects these projects to spur increased cargo movement at

the Port of Basra in the coming months.

Organized by the CWC Media in collaboration with the Federal Government of Iraq, the event brought together Iraqi government officials, major oil players like Chevron, BP, and Lukoil, and other key figures that will shape the future of Iraq's energy industry.

## Meets & Greet

# CMSA HOLDS OPEN DIALOGUE WITH CARRIERS

BY ALEXANDRA MARTÍNEZ-TREJO

**The Commercial and Operations team of Contecon Manzanillo hosted a breakfast meeting for partners and representatives of UTCM and CANACAR last 4 June at Hotel Barceló as part of efforts to strengthen the Company's working relationship with its clients.**

Carlos Hindman attended the meeting on behalf of CANACAR Manzanillo together with YaxTzel Nolasco, UTCM Vice President and personal representative of Daniel Zarate, UTCM General Director. Both parties



communicated their needs and laid out proposals to further strengthen their relationship with CMSA. They agreed to take joint actions that would prove beneficial for all parties concerned.

Ramon Uribe, CMSA Commercial Manager, delivered a presentation about the terminal's expansion plans and answered questions from stakeholders.

CMSA Commercial Manager Iris Morales, who represented CMSA CEO Fortino Landeros, vowed to work together with carriers in developing mutually beneficial solutions. Ms. Morales assured everyone that Contecon Manzanillo is an ally of the shipping industry, and invited everyone to work together to achieve synergy and maintain the Port of Manzanillo's position as the most important port in the country.

## Newsbreak

# BGT ORGANIZES FIRST RECRUITMENT DRIVE

BY SHEEBA KHAN

**Basra Gateway Terminal (BGT) recently conducted a recruitment drive for fresh graduates at the University of Basra—the largest public university in the region. The activity is part of the Company's drive to provide opportunities to local talents and develop them into passionate and hardworking teams that fuel BGT's success.**

Organized in coordination with the university's Career Department, the rigorous hiring process included several IQ and personality tests, followed by

interviews—with the final interview conducted by BGT's senior management team.

"There are many benefits of hiring and training fresh graduates. Young people are eager to learn and are extremely determined to prove themselves. They are also highly capable of adapting to the company's style and work culture," said Phillip Marsham, BGT Chief Executive Officer.

One of the first successful candidates was a talented young lady, who is now part of the BGT's Marketing Department.

BGT strives to become an employer of choice by recruiting and developing local talent, a strategy that is shared within the ICTSI Group. Every terminal in the Group employs a predominantly local workforce.

"BGT is always focused on hiring local talent, which is why 90 percent of our workforce is composed of Iraqis. This allows us to leverage our technical expertise combined with local demographics to create the most efficient work environment," said Mr. Marsham.

For BGT, a company's success is driven largely by the quality of its workforce. The Company's promote from within culture provides employees with the opportunity to learn and motivates them to carve their own career paths, leading to the development of competent and passionate members of the organization.



## ICTSI Cares

# SPICT DONATES ANOTHER POLICE STATION

**ICTSI South Pacific Ltd., in partnership with the ICTSI Foundation, continues to advance the peace and order situation in Papua New Guinea with the recent groundbreaking for another police station in Omili, a suburb in Lae, Morobe.**

Aiming to develop host communities alongside high-performing marine terminals, ICTSI South Pacific is following up last year's police station in Malahang with the Omili police station. The PGK505,000 (USD149,000) police facility in Omili will have separate cell blocks for men, women and juveniles, an ablution bloc, and fully furnished offices. A women's desk will likewise be put up to encourage female victims to seek police assistance and file complaints.

Similar to the Malahang police station, the Omili police station is a public-private partnership with the Ahi Hope Foundation in Lae; Hon. John Rosso, Lae Member of Parliament and Minister of Lands; and the Lae City Authority.

"As we plant the seeds to create livable cities and communities with stronger peace and order situations, it is our hope that these efforts will create a ripple effect to address the socioeconomic



**PNG's** Lae gets new police station. Hon. John Rosso, MP for Open Lae and Papua New Guinea Minister for Lands and Physical Planning and Filipina C. Laurena, ICTSI Foundation Deputy Executive Director, led the groundbreaking and time-capsule burying for the construction of a new PGK505,000 police station at the Omili suburb in the Kamkumung area, Lae City.

Joining them (from left): George Gware, South Pacific International Container Terminal General Manager and Anil Singh, ICTSI South Pacific Chief Executive Officer; Hon. Bryan Kramer, PNG Police Minister; Willard Bogan, AHI Hope Foundation Executive Officer; Morris Aaron, AHI Investment Ltd. Director; Mrs. Nellie Mclay, AHI Prudential Development Chairlady; and GariBaki, PNG Police Commissioner.

gaps and challenges across and beyond the port community," says Christian R. Gonzalez, ICTSI Global Corporate Head and ICTSI Foundation President.

Government, citizens, and corporations alike are combining efforts to keep the peace, grow communities, and build investor confidence: "We are in the business of bringing world-class services to our port operations here in Papua New Guinea. But, we know that law and order problems continue to rip the fabric of society at its seams, and as a new corporate citizen, we understand our obligation to positively influence the narrative over the course of our 25-year concession," stressed Anil Singh, ICTSI South Pacific Chief Executive Officer.

"The Malahang police station in Lae is a testament to our community investment and our willingness to collaborate and partner with the government and the community. Our new undertaking in Omili is largely underpinned by our commitment

to our staff, the safety and security of the communities where they reside, and the safety of the community where we operate," explained Filipina C. Laurena, ICTSI Foundation Deputy Executive Director.

The police station will be built by local contractors to engage community members and ensure that the money goes back to the community, along with the human capital investments that goes along with the construction.

South Pacific International Container Terminal in Lae and Motukea International Terminal in Port Moresby will continue to invest in major equipment upgrades, the latest port technologies, and human resources development.

Recently, ICTSI took delivery of three hybrid rubber-tired gantries for the Lae terminal and introduced safety cages to PNG ports, both expected to further boost terminal efficiency, reduce operational costs, and improve security.

## ICTSI Cares

# ICTSI SOUTH PACIFIC ORGANIZES SPORTS CAMP FOR FEMALE STUDENTS

BY RHANDOLPH CALISIN

**ICTSI South Pacific, in partnership with the Palais women's national rugby team, held a two-day sports camp for 200 female students from impacted communities and neighboring schools in Lae. Held from 26-27 June, the sports camp promotes capability-building and gender equality among the youth through sports. Photo shows members of the Palais women's national rugby team with students from St. Martin's Primary School, Amba Primary School, Lae International School, Butibam school, and neighboring communities.**





## ICTSI Cares

# SBITC CONDUCTS BLOOD DRIVE

BY MECHHELL MADRIAGA

**Blood transfusion saves lives and improves health. Many people need blood transfusion but not everyone has access to safe blood. In the Philippines alone, around 2,000 units of blood are transfused every day.**

To support the advocacy of providing safe and adequate blood to patients and those in need, Subic Bay International

Terminal Corp. (SBITC) recently organized a bloodletting activity at the terminal. The event drew a healthy turnout of employees, including five first-time donors, and four port users.

Encouraging more people to become donors and help save lives, SBITC vows to continue this tradition each year.

## ICTSI SCHOLARS GRADUATE WITH FLYING COLORS

BY MEL ECHEVARRIA-BUNAG

**The ICTSI Foundation's educational scholarship program continues to empower deserving youths who aspire to finish their studies, help their families, and ultimately become productive members of society.**

For this year, a total of 36 college scholars successfully completed their degrees. Mark Lloyd Yuhan

(Business Administration), Endhil de la Vega (General Engineering), Daniella Amahan (Business Economics), and Shellou Grace Salcedo (Accountancy), were among the best in their respective classes, graduating with Cum Laude honors.

For the rest of the college graduates this year, most of them are now employed like Judymar Salva, who works at the billing department of the Mindanao Container Terminal in Tagoloan, Misamis Oriental.

Also joining this year's batch of graduates are 50 high school scholars – 47 of which were academic excellence awardees

in their respective schools. Forty-five junior high school scholars are moving on to Grade 11 along with three others who are moving on to Grade 12. Two special education scholars are also moving on to Grades 11 and 12.

The ICTSI Foundation's scholarship program in the Philippines covers areas in Manila, Olongapo, Bauan, Misamis Oriental, General Santos, Tagum, and Davao. The Foundation also runs an international scholarship program in partnership with Boston's Northeastern University in the United States, with the pioneer batch set to graduate next year.

## Level Up

# DIPSSCOR PERSONNEL UNDERGO TEAM BUILDING

Davao Integrated Port & Stevedoring Service Corp. (DIPSSCOR) organized an Amazing Race-themed team building event for its personnel at Eden Nature Park & Resort last May. Employees worked their way through a series of challenges that required quick thinking and teamwork. Aside from helping foster camaraderie, the event also offered employees a break from the usual pressure of work and promote a good work-life balance.



## ICTSI Cares

# ICTSI FOUNDATION DONATES TO THE DSWD SANCTUARY CENTER

BY MEL ECHEVARRIA-BUNAG

The ICTSI Foundation recently visited the Sanctuary Center to spread cheer among the women who are temporarily taking refuge at the half-way home. Managed by the Department of Social Welfare and Development, the 100-bed capacity facility provides care and support to women recovering from psychosis and other mental illnesses. Above photo shows ICTSI Foundation staff, ICTSI employees, and volunteers during the turnover of supply donations to the Sanctuary Center.





**Newsbreak**

# ICTSI FOUNDATION, PROJECT LIWANAG INC., PLANT TREES IN TARLAC



BY MELISSA M.  
ECHEVARRIA-BUNAG

As part of its 10th year anniversary activities, the ICTSI Foundation partnered with Project Liwanag Inc. for a recent tree planting activity at Sitio Bunga in Capas, Tarlac. They were joined by 45 volunteers from different departments of the Manila International Container Terminal and members of the Aeta community in planting 1,000 seedlings in a two-hectare land area. The tree planting is part of the Foundation's efforts to give back to the environment and support for the surrounding Aeta communities who will be directly impacted within the next couple of years.

