

Innovation at the Mariveles Multi-Purpose Terminal

10th Philippine Ports and Shipping Conference
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What is Innovation??

“The Implementation of creative ideas in order to generate value, usually through increased revenues, reduced costs, or both”

“innovation often results when ideas are applied by the company in order to further satisfy the needs and expectations of the customers.”

What do we need in order to innovate??

Experience:

Knowledge, Personnel,
Technology & Understanding

Flexibility:

Diversity, Questioning, Goals &
Results

Need to Innovate

- Economic progress translating to increased cargo traffic leading to congestion at the ports and on the roads.
 - Higher logistics costs
 - Unplanned costs – demurrage, penalties, detention, overtime costs
 - Disruption in schedules – delays in production, reorganizing manpower and resources, missed deadlines
 - Government and private sector resources are limited and are focused on container traffic, requiring different approach for bulk and breakbulk cargo

How

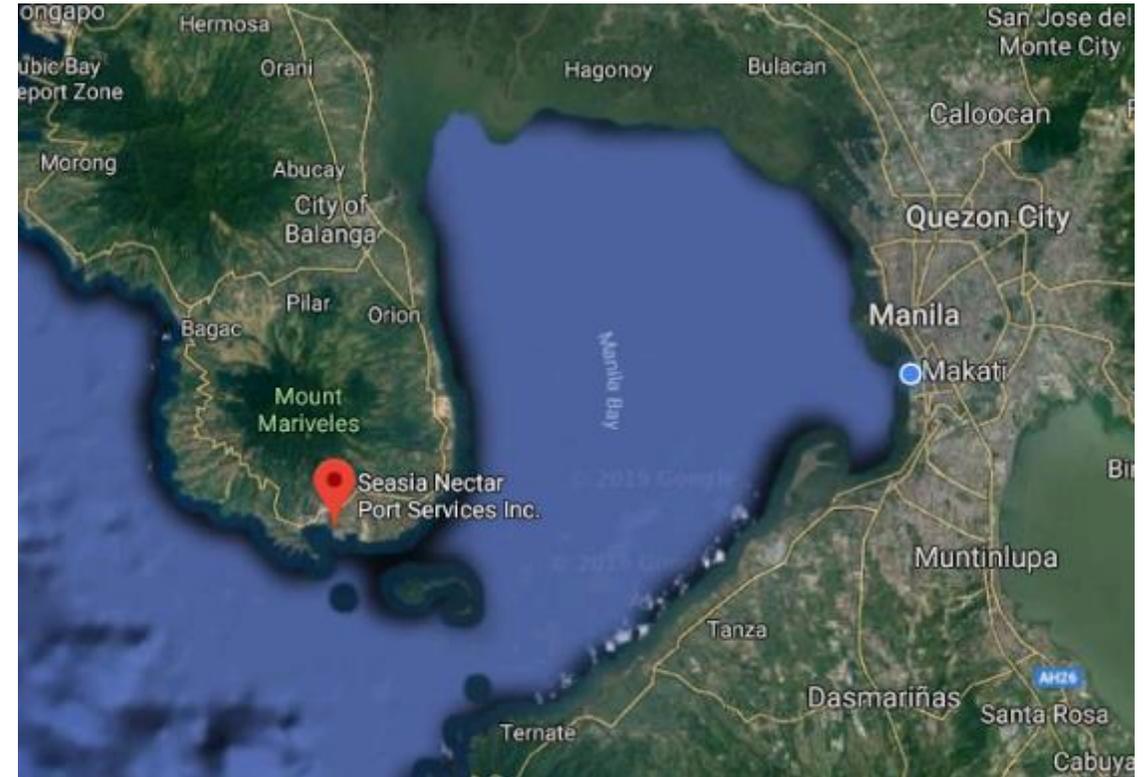
- Understand the need of the market and the client
 - Identify the inefficiencies and possible solutions based on experience and an appreciation of the available resources
 - Transparent engagement with the client in setting goals and expectations adhering to values of all the stakeholders
- Craft the solution
 - Collaborate with partners that provide strengths
 - Identify and develop a facility and an environment that eases doing business
 - Apply technologies
 - Commitments in productivity that leads to savings, efficiencies and predictability
 - Offer a one stop service to clients from ship's hold to transport
- Implement

Seasia Nectar Port Services Inc.

- A joint venture company between:
 - Seasia Logistics Philippines Inc (SLPI) – a Filipino corporation whose management and ownership has over 30 years experience in managing Philippine ports – Manila, Batangas, General Santos and Zamboanga. Currently operates private port in Ingore, Iloilo and provides bulk bagging logistics services in Bacolod.
 - Nectar Group Ltd. (NGL) – has been operating bulk facilities and equipment since 1972 in over 74 countries and 150 different locations handling over 10 million tons annually. The Group owns and operates a fleet of bulk handling equipment including grabs, pneumatic discharging equipment and mobile bagging equipment.
- Incorporated in 2014, it identified the opportunity to develop a terminal within Mariveles to handle bulk and breakbulk cargo.

Location -

- 50km From Manila across Manila Bay
- Within Freeport Area of Bataan
- Naturally sheltered
- Naturally deep draft
- Good transportation links to the hinterland
- Plenty of space for future development.



Terminal Site – Pre Development



Specialist / Multi Role Cargo Handling Equipment - Purpose Fit

- Mobile conveyor systems
 - Radial Stacking for stockpiling.
 - Adjustable height+ reach for ship/barge loading operations.
 - Entirely remote control
 - Interlinking to cover all areas of the quayside.
- Modular Bulk Hoppers
 - Adjustable height for Conveyor/ truck suitability.
 - Remote valve control
 - Suitable for movement with a variety of equipment.
- Mobile bagging systems
 - 140mt per hour design capacity
 - Weights within 0.5% accuracy
 - Placed directly alongside vessel.
- Material Handlers
 - Able to handle multiple types of cargo
 - Versatile and productive



Productivity and Savings

- Commitments in cargo throughput and vessel productivity
- Responsible for Demurrage if commitments are not met
- Client commitments in product take away
- Terminal Control System – providing gate and inventory reports, vessel and truck performance
- Operating in a free port zone
- Area provides the lowest electrical costs that allows the use of electric cargo handling equipment



Environmental Control Measures

- Eco Hoppers
- Dust suppressing misting cannons
- Dust catching nets along perimeter walls
- Truck washing
- Enclosed conveyor systems
- Robust environmental policies with regular audits
- Compliance to Environmental Regulations
- Community Engagement



Phase 1



Terminal Specifications

- Phase 1:
 - LOA of 250 m
 - Draft of – 14 m MLLW
 - Bulk terminal capacity of over 1 million tons
 - Truck holding area for over 70 trucks
- Phase 2 – Completion by 3rd Quarter 2019
 - Outer Berth LOA of 200 m and draft of -14 m MLLW to be equipped with 2 x Bulk unloaders with a capacity of 900 mt/hr
 - Inner Berth LOA of 160 m and draft of – 8 m MLLW with bulk loading equipment
 - Closed conveyor system leading to 3 x 15,000 mt silos
- Deep entrance channel with three designated anchorage points



Thank You