Emphasising on training development for the human capital to bolster IT usage and process implementation recovery whilst continuously innovating operations:

Success story of Durres Terminal Management

MARINER
ADRIATIC

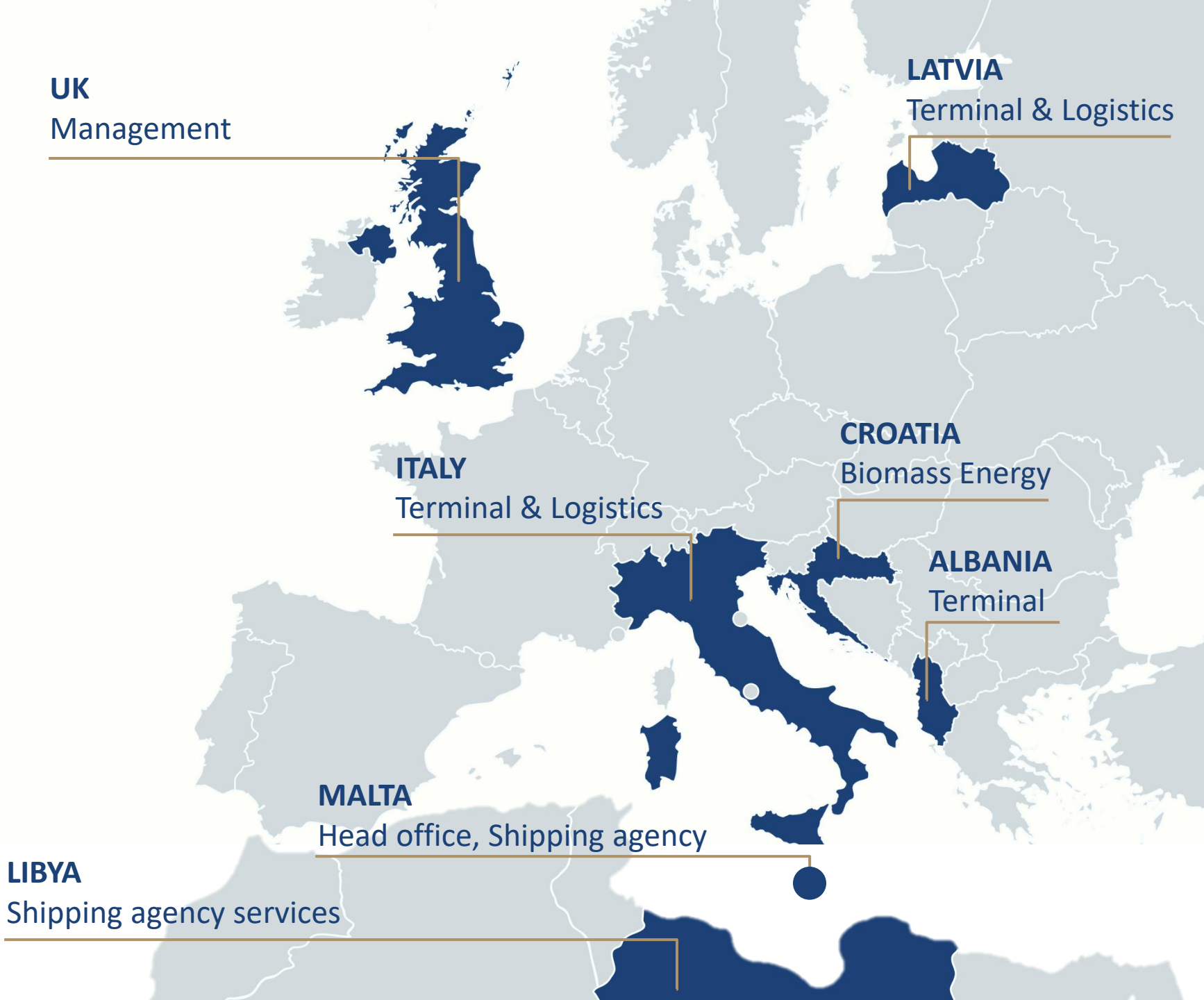
Artis Pugacs

14 years in
ports and logistics

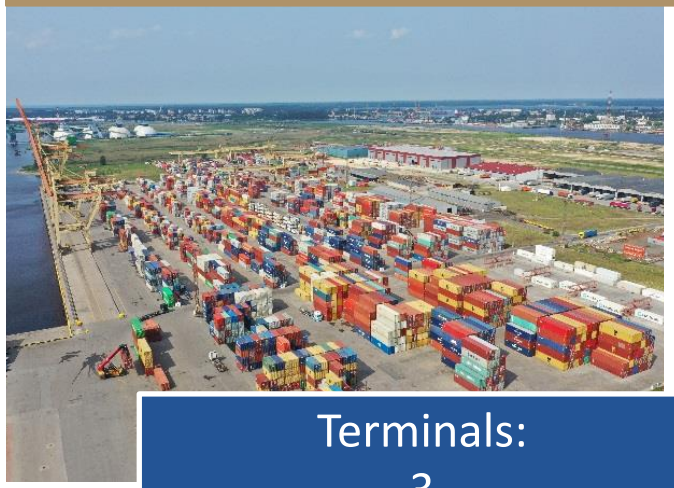
General Manager
of terminal

Master’s in Transport
System Engineering

Operations in 7 countries

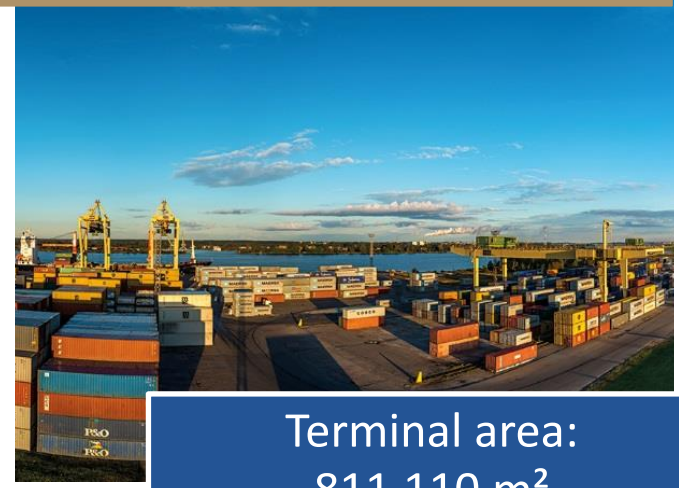


Facts & Figures



Terminals:
3

Containers handled:
>665,000 TEU's



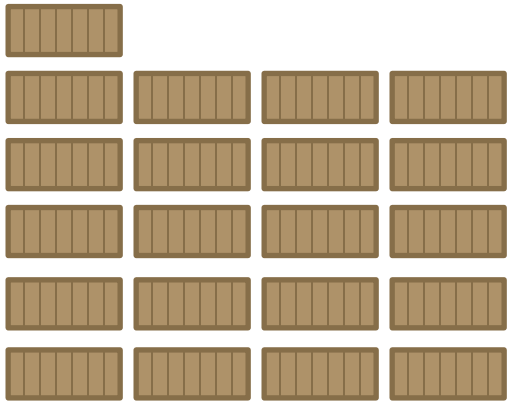
Terminal area:
811,110 m²

Warehouse space:
84,878 m²

Quay length:
2,105 m

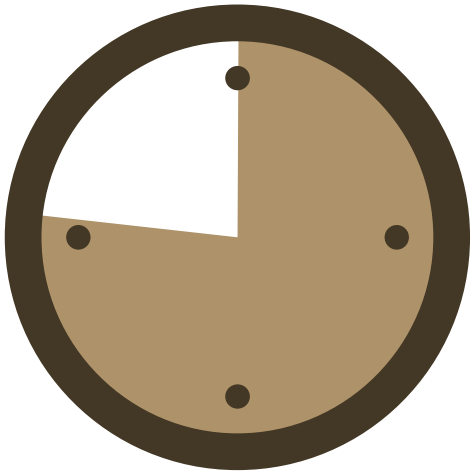
Mariner Adriatic – Durres Container Terminal

Starting point



21

Vessel average productivity (*containers per hour*)



46

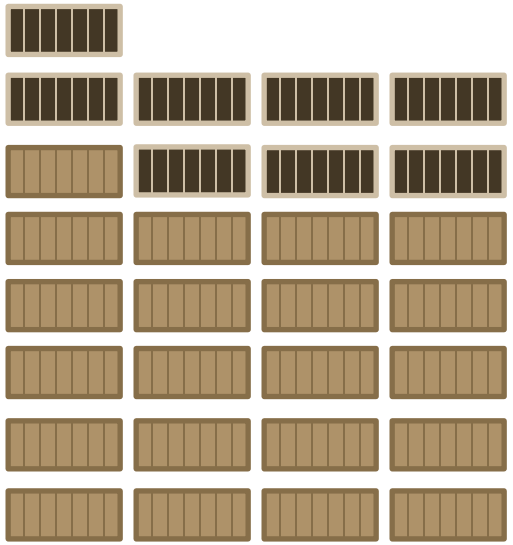
Truck average turnover time (*minutes*)

Process implementation and improvements

Equipment and infrastructure availability

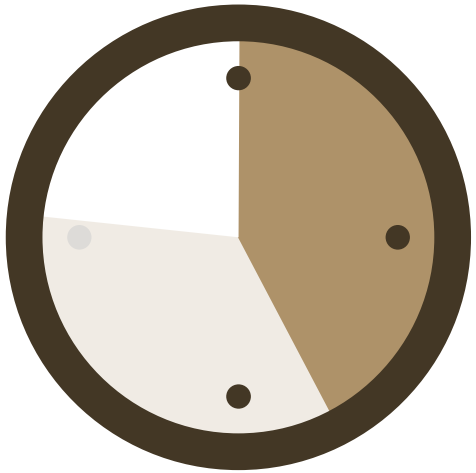
IT systems

Staff Training



21 to 29

Vessel average productivity (*containers per hour*)



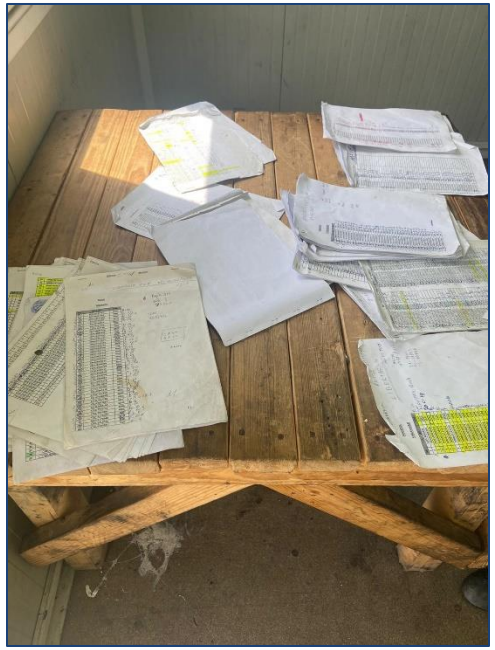
46 to 24

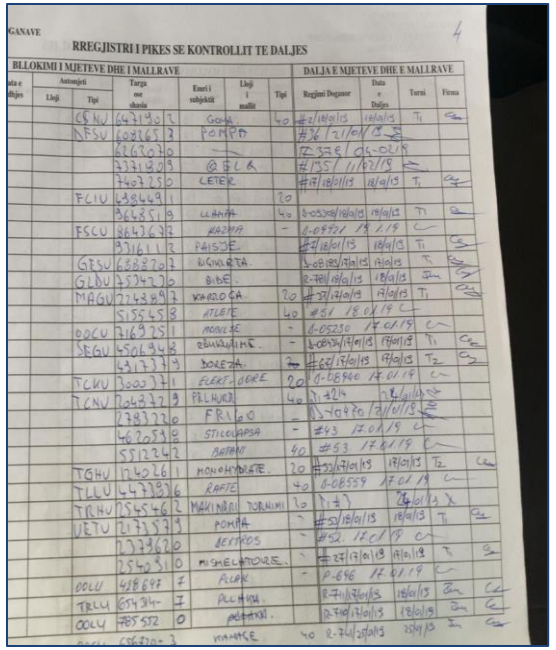
Truck average turnover time (*minutes*)

Item	Unit	At start	Now	Target
Turnover, annual	TEU	133,000	183,000	200,000
Yard size	GS	1,500	1,800	2,000
Berth length	m	160	330	500
Berth depth	m	8	8	10
Cranes	pcs	2	3	4
Reachstackers	pcs	3	5	7
Terminal tractor	pcs	3	6	8

Item	Unit	At start	Now	Target
Turnover, annual	TEU	133,000	183,000	200,000
Yard size	GS	1,500	1,800	2,000
Berth length	m	160	330	500
Berth depth	m	8	8	10
Cranes	pcs	2	3	4
Reachstackers	pcs	3	5	7
Terminal tractor	pcs	3	6	8

Navis SaaS implementation in 3 month





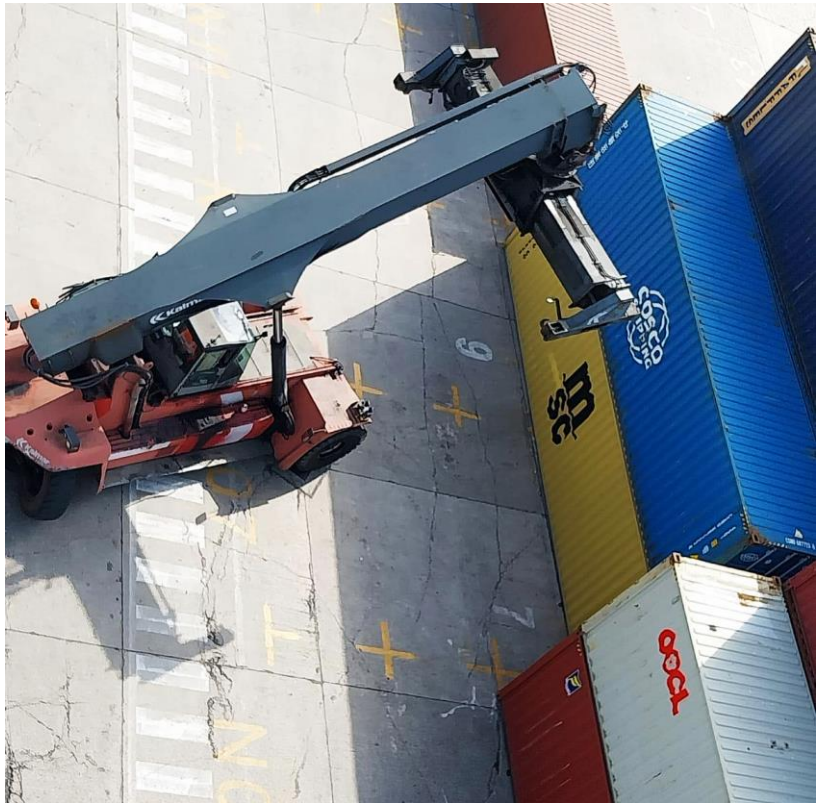
GANAVE

RREGJISTRI I PIKES SE KONTROLLIT TE DALJES

BLLOKIMI I MJETEVE DHE I MALLRAVE							DALJA E MJETEVE DHE E MALLRAVE			
Autonjeti		Targa ose shasia	Emri i subjektit	Lloji i mallit	Tipi	Regjimi Doganor	Data e Daljes	Turni	Firma
Lloji	Tipi								
CSNU	647190	2	GOMA		40	#2/18/01/19	18/01/19	T1	
DFSU	608265	3	POMPA			#36/21/01/19			
	626207	0				#378/04-02/19			
	737180	9	QELQ			#135/11/02/19			
	740725	0	CETER			#17/18/01/19	18/01/19	T1	
FCIU	698449	1			20				
	964851	9	LLAMA		40	D-09308/18/01/19	18/01/19	T1	
FSCU	864367	7	HAZMA		-	D-09921 19.1.19			
	931611	2	PAISJE			#7/18/01/19	18/01/19	T1	
GESU	638820	7	BIGIKRETA			D-08185/17/01/19	17/01/19	T1	
GLDU	753423	0	BIBE			R-781/18/01/19	18/01/19		
MAGU	224389	7	KARLOCA		20	#37/17/01/19	17/01/19	T1	
	515545	8	ATLETE		40	#51 18.01.19			
OOCU	716925	1	MOBILSE		-	D-05230 17.01.19			
SEGU	450694	8	EBUKURIME		-	D-08434/17/01/19	17/01/19	T1	
	491737	9	DOREZA		20	#67/17/01/19	17/01/19	T2	
TCKU	300037	1	ELEKT. DORE		20	D-08940 17.01.19			
TCNU	204872	9	PRLHURE		40	T1 #214	24/01/19		
	278322	0	FRIGO		-	D-10470/21/01/19			
	462059	8	STICOLAPSA		-	#43 17.01.19			
	551224	2	BATANI		40	#53 17.01.19			
TGHU	124026	1	MONOHYDRATE		20	#53/17/01/19	17/01/19	T2	
TLLU	447383	6	RAFTE		40	D-08559 17.01.19			
TRHU	254546	2	MAKINERI TORNIMI		20	T1 #3	24/01/19	X	
UETU	217357	9	POMPA		-	#53/18/01/19	18/01/19	T1	
	237962	0	DEXTROS		-	#52 17.01.19			
	254031	0	MISMELATORE		-	#27/17/01/19	17/01/19	T1	
OOLU	418647	7	PLLAK		-	P-696 17.01.19			
TRLU	654314	7	PLLAKA			R-711/17/01/19	18/01/19		
OOLU	785552	0	ABATANI			R-710/17/01/19	18/01/19		
[illegible]	656720	3	KANAGE		40	R-741/25/01/19	25/01/19		

Infrastructure

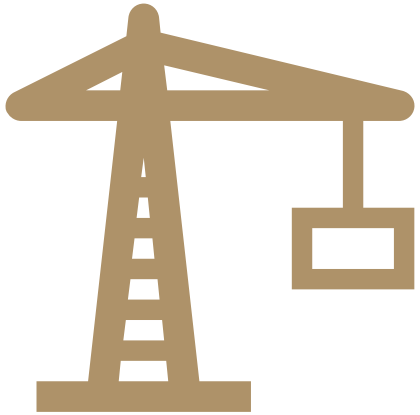
no marking



territory marked

Infrastructure

Equipment



More units

- Most expensive and relatively simple

Maintenance

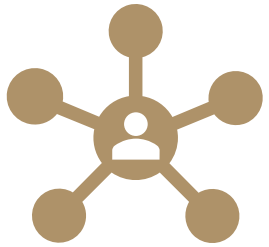
- Maintenance plan => business continuity

Spare parts

- For 90% of issues, spare parts are immediately available

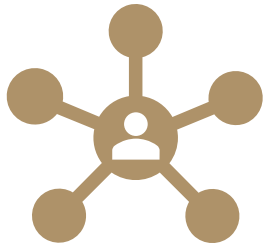
HR and Organisation

HR and Organisation



Efficient structure and clear responsibilities

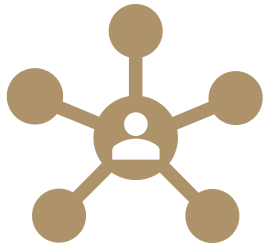
HR and Organisation



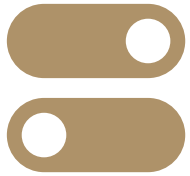
Efficient structure and clear responsibilities

Regular trainings

HR and Organisation



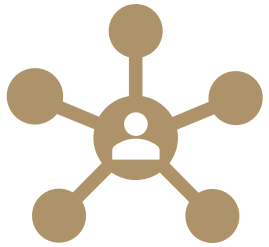
Efficient structure and clear responsibilities



New arrivals and replacements

Regular trainings

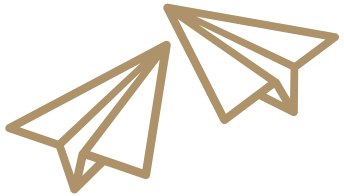
HR and Organisation



Efficient structure and clear responsibilities

New arrivals and replacements

Regular trainings



Efficient communication with involved parties

- Staff
- Customs
- IT
- New targets for new benchmarks

May cargo be with you!