

ICTSI ships world-class port services across international shores

Meralco engagement keeps terminal operator competitive, ready for expansion



The Manila International Container Terminal (MICT) is ICTSI's flagship port. Part of the Port of Manila, the MICT is a critical hub for the country's trade and commerce, a source for employment for many Filipinos, and is rated the 36th busiest port in the world out of 100 by *Lloyd's List Intelligence*.

Port operations are almost singularly reliant on dependable power. But since the 1980s International Container Terminal Services, Inc. (ICTSI) had to use back-up generators, a less reliable alternative source of power.

Its location and business came with an endemic dilemma: proximity to the ocean subjected their power lines to years of corrosive salt spray and exposure to natural elements, and vehicle congestion at the busy port meant inaccessibility for swift repairs.

Meralco took the lead in alleviating ICTSI's nagging issues. Although it is normal for conductors to remain exposed, the utility insulated ICTSI power lines – a total distance of 42 kms in the port area.

The power company's intervention addressed the compromised lines, resolving ICTSI's frequent power trips, fluctuating electricity, and heavy machinery operations grinding to a halt. Dependence on using power generators, which meant vulnerability to fluctuating fuel prices and maintenance costs, became a thing of the past.

The logistics giant is now wholly energized by the Meralco grid, ensuring it can efficiently run the Manila International Container Terminal (MICT). The Port of Manila, where ICTSI's MICT flagship is part of, is rated 36th busiest in the world out of 100 by *Lloyd's List Intelligence*, a leading business information resource on the shipping industry.

"Purely from a power point of view, electricity keeps our operations moving efficiently. But our relationship with our power provider is such that it's also a matter of securing other people's cargo," said Christian R. Gonzalez, ICTSI Senior Vice President, Regional Head-Asia Pacific & MICT. "Remember that a lot of cargo is refrigerated. If you lose power on those freezer containers you ruin the product, and that ruins someone's business. That's actually the most important part."

Cited by the Asian Development Bank as one of the top five major maritime terminal operators in the world, ICTSI is a \$5.2 billion business that operates in 21 countries across the Asia Pacific, Americas, Europe, the Middle East, and Africa. It has berth developments in Mexico, Honduras and Iraq, has broken ground in Australia, and is set to open a new \$100 million terminal in the Democratic Republic of Congo in August this year.

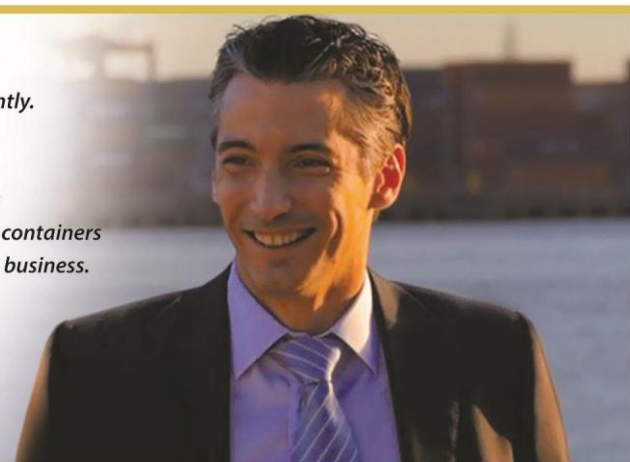
For expanding a world-class Filipino brand and showcasing Filipino entrepreneurship, ingenuity and skills across the globe, ICTSI has been awarded as a Corporate Commercial Meralco Luminary for 2015.

"ICTSI has distinguished itself internationally," said Meralco Senior Vice President and Head of Customer Retail Services and Corporate Communications Alfredo S. Panlilio. "The company is at the center of international trade, domestic commercial exchanges, and an important job generator. They are solid proof that Filipinos belong on the world stage, and we are certainly proud to be one of their partners."

To learn more about Meralco partnerships, speak to your Relationship Manager, or contact the Meralco Corporate Partners at meralcocorporatepartners@meralco.com.ph, or visit www.meralco.com.ph/corporatepartners.

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Meralco Relationship Manager Bernice Garcia (left) looks on as ICTSI officers take her around the port area during a client call.



ICTSI Purchasing Director Tony Coronel (extreme left) and ICTSI Commercial Director Christian Lozano (2nd left), pose with Meralco Relationship Manager Bernice Garcia and Meralco SVP and Head, Customer Retail Services and Corporate Communications Alfredo S. Panlilio (extreme right) during the socials of the Meralco Luminaries awards.



ICTSI's Lozano (right) receives the Meralco Corporate Commercial Luminary Award for 2015 from Meralco's Panlilio.