

What carriers want from Philippines ports

4th Philippines Ports and Shipping Conference

7 February, 2007



We want to be treated like a customer

- > Service guarantees
- > High berth productivity
- > Protection of future growth
- > Safe operations
- > Cost transparency
- > Flexibility
- > EDI
- > Win-win approach



The Philippines ports must improve

What

- > Productivity
- > Security
- > Dredging
- > Combine international/domestic cargo
- > Uniform country-wide rules
- > EDI

How

- > Privatisation
- > Increased competition

We need tighter procedures

- Deadlines
- Longstanding equipment
- Planning and coordination
- Inter-modal connections
- Data quality improvement
- Labour planning



Price, place and product are all important



PRODUCT

Productivity
Growth plans
Service guarantees
Safety & security

PLACE

Location
Draft
Network impacts
Infrastructure
Consolidation

PRICE

Rates
Sliding scale tariffs
Credit terms
Legal terms