



Company Profile

EURO-PHIL INTERNATIONAL MARITIME AGENCY, INC. was incorporated on November 30, 2006. What began as an idea shared by a European and Filipino businessman, became a fully operational venture on January 22, 2007.

EURO-PHIL Management is armed with 35 years of Shipping related experience and expertise in various local and international Ports in the Middle East (Basrah Oil Terminal, Khor Al Amaya and Umm Qasar in Iraq), Europe (Port of Rotterdam), the Caribbean, West Africa and the Philippines (Bataan, Batangas, Subic, Manila, Cebu, Iloilo, Davao and Palawan).

EURO-PHIL is managed with European accuracy and is powered by Filipino dedication, resulting in excellent Ship Agency services.



Our Mission

We, the Management and Officers of EURO-PHIL, commit to deliver a wide-range of quality-assured maritime services to our clients in adherence to the highest ethical standards of the industry.

We strive to fulfil all the needs of our clients - whether a fully integrated global package, the handling of a local port call, or the ad hoc delivery of a single spare part.

To reach the highest standards, we depend upon our people - their training and expertise supported by the leading technological resources we have.

We foster strong ethical values and a team spirit that rewards commitment and initiative.

By committing to excellence, accountability and transparency, EURO-PHIL can best serve its valued customers - efficiently and competitively.

INTERNATIONAL MARITIME AGENCY, INC.

Our Vision

To become the leader in the field of Maritime Services committed to meeting the demands of the customers through our manpower expertise and dedication complemented by superior technology and innovation.

Services Offered

We offer various Shipping related services such as:

1. Ship Agency – with local partners working in the Ship Agency business that attended to VLCC's, LPG/Chemical Carriers and Product Tankers, Bulk/Breakbulk, Containers and Heavy-Lift Carriers for almost 15 years.

We can provide you with the following

- 1.1 Inward and Outward Clearances
- 1.2 Deliveries and redeliveries
- 1.3 Husbandry services
- 1.4 Surveys
- 1.5 Stevedoring supervision during loading and discharge
- 1.6 Ship chandelling
- 1.7 Crew changes
- 1.8 Handling and Custom clearance of Spare parts
- 1.9 Freight forwarding

Exclusive Agent for:

- Nectar Group Ltd.

Agents for:

- Pilipinas Shell Petroleum Corporation
- Philippine Airlines, Inc.
- Air Philippines Corporation

2. Shipbrokers – engaged in dry cargoes such as rice, fertilizer, sugar and corn.
3. Project Consultancy – survey of ports prior to acquisition, equipments necessary for efficient operation, port management, and other related services.

Key Personnel

The General Manager

Mr. Patrick JAM Welter is a graduate of the Higher Nautical Academy in Rotterdam with a degree in Higher Professional Education and Port Management.

He commenced his career in 1970 working as a Ship's Radio Officer on Container, Tanker, General Cargo and Heavy Lift vessels. In 1974, he joined a shipping agency in the Port of Rotterdam where he handled all kinds of vessels.

In 1988, he actively aided in setting up Europe West Indies Lines to operate a general cargo and container shipping line through 3 Western European and 9 Caribbean Ports in the capacity of Supercargo, Operations Manager and Owner's Representative.

In 1997, he took up a Shipping Manager post for 3 offices of Sealand Inc. in Saudi Arabia. He then moved to various West African countries for 4 years, where he set up operations and agency networks.

He returned to the Middle East in 2003 to set up and manage an office for Inchape Shipping Services in Iraq.

Mr. Welter left Iraq in 2006 and set up his own company in the Philippines in the areas of ship agency, port development and management.

Patrick Welter is also Senior Advisor Port Operations for a Kuwait based Private Equity Company.



The Finance Manager

Mr. Jerome G. Manalad is a graduate of Pamantasan ng Lungsod ng Maynila (PLM) in Intramuros, Manila, Philippines with a Bachelor of Science degree in Business Administration.

He commenced his shipping career in 1996 with Petro-Bulk Maritime Services, Inc. where he worked as a Billing Staff in the Finance Department.

Through his exposure in the Ship Agency business backed with the Trainings and Seminars he attended, he was promoted to the position of Asst. Finance Officer in 1999. He also studied Internet Professional and Website Development at the Systems Technology Institute (STI Academy).

In 2001, he was assigned as the Special Logistics Agent concurrent with his present position and handled all relevant matters pertaining to Seafarers.

He further worked for MCC – People Care Training Centre, Inc. as Financial Consultant in 2001.

He was introduced to the Agency Operations in 2002 where he was trained as a Marine Agent.

In 2004, he was appointed Officer-In-Charge of the Logistics Department where he handled loading/discharging of VLCC's, LPG/Chemical Carriers and Product Tankers of various types and sizes for Petron Corporation. In spite of the workload, he managed to study CISCO Networking Academy Program in Mapua I.T. Centre.

He was promoted to Administrative Officer in 2005 contemporaneous with his position as the Asst. Finance Officer.

On September, 2006, he was on-board M/T Shin Sei Maru during its underwater survey for the possible salvage of M/T Solar I which sank at the Island of Guimaras.

Due to the experience and exposure that he gained, Mr. Manalad joined Euro-Phil International Maritime Agency, Inc. specializing in Ship Agency, Shipbrokering and Project Consultancy.



Manager, Logistics & Business Development

Mr. Nelson A. Romero has studied his Mechanical Engineering course at Technological Institute of the Philippines (TIP) in Manila.

He started his shipping profession at Philippine National Oil Company Shipping & Transport Corporation (PSTC) as Marine Agent from 1979 to 1994. After 15 years, he left the company and availed the early retirement program.

He joined Petro-Bulk Maritime Services Inc. as Logistics & Operations Manager and at the same time assists Top Management in their Marketing functions inside and beyond Philippines for the period of eight (8) years from 1996 to 2004.

He joined Acelink Maritime Services Inc. as Managing Director from 2004 to 2006 (2 years).

January of 2007, he was requested by his associates to join, assist their other ship agency company CB Ships Services Corporation.

And on August 15, 2007, he left CB Ships and joined Euro-Phil International Maritime Agency, Inc. as Manager for Logistics & Business Development.

He handled various types of vessels of all sizes from VLCC, Panamax, LPG, Chemical Tankers, Product Tankers, Specialized vessels, Heavy lift cargo vessels & Dry cargo vessels.

Our Clientele

- ❖ Nectar Group Limited
- ❖ S.K. Networks Co. Ltd. (Korea)
- ❖ S.K. Shipping Pte. Ltd. (Singapore)
- ❖ Khai Hoan Marine Corporation (Vietnam)
- ❖ Heung-A Shipping Co., Ltd. (Korea)
- ❖ HAS Management Co., Ltd. (Korea)
- ❖ Sena Shipping (Korea)
- ❖ Hong Lam Marine Pte. Ltd. (Singapore)
- ❖ PT Wahana Rahmah (Indonesia)
- ❖ Odyssey Maritime Pte. Ltd. (Singapore)
- ❖ Pranedyta Maritime, Inc. (Singapore)
- ❖ Morgan Stanley Capital Inc. (Singapore)
- ❖ Pegasus Maritime & Development Corp. (Vietnam)
- ❖ Heng Fu Kot Agencies Pte. Ltd. (Singapore)
- ❖ P.T. Marine Tirta Samudera (Indonesia)
- ❖ Northern Shipping Joint Stock Company (Vietnam)

- ❖ Pilipinas Shell Petroleum Corporation
- ❖ Philippine Airlines, Inc.
- ❖ Air Philippines Corporation
- ❖ Total Bulk Corporation
- ❖ Himmel Industries, Inc.
- ❖ Midasia Shipmanagement, Inc.
- ❖ APO Cement Corporation
- ❖ Fuel and Raw Materials Corporation



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