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TERMINAL CONTAINER RAVENNA VALUE ADDED SERVICES



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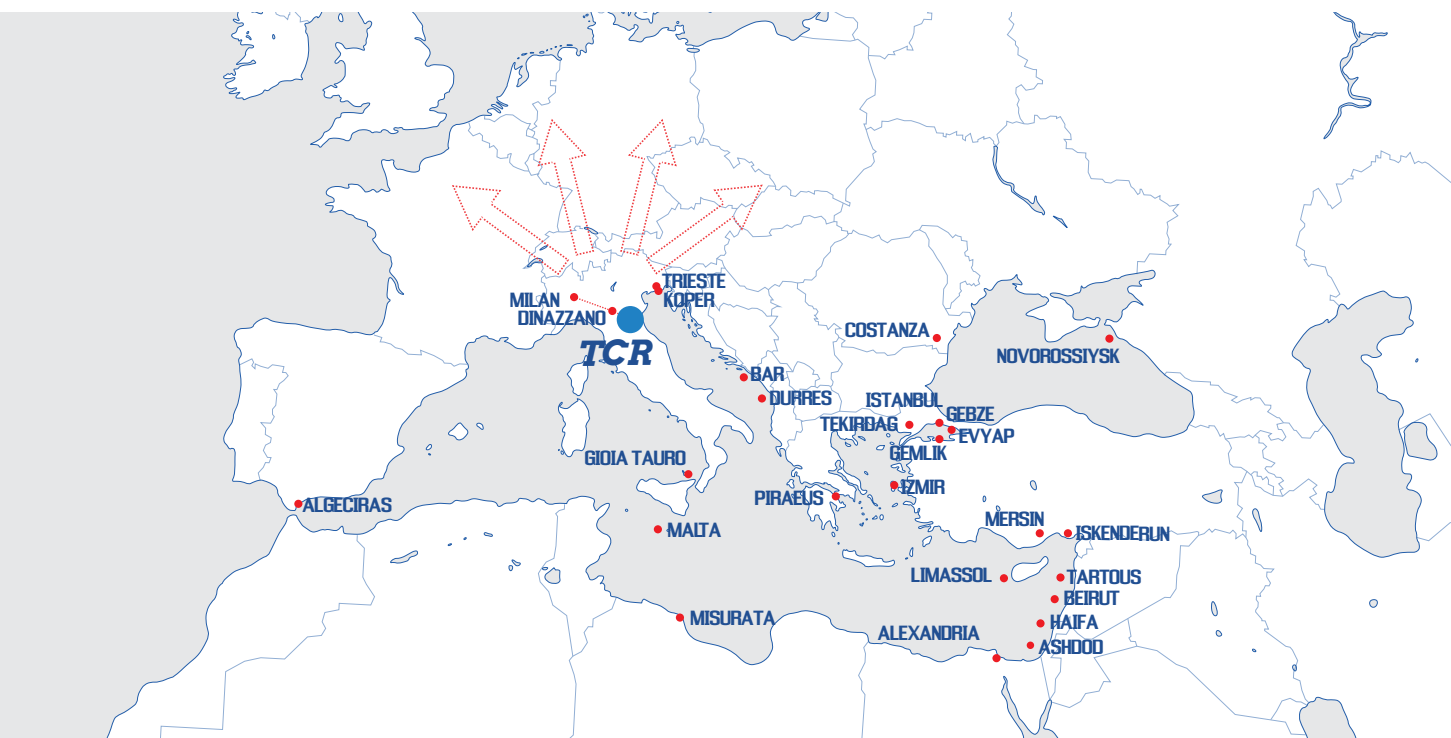
WELCOME
TO
RAVENNA

TCR at a glance



Handling Capacity	Length of Quay	Terminal Area	Water Depth
380,000 TEUs 650,000 TEUs*	670 m 1,000 m*	250,000 m ² 500,000 m ² *	10.5 m 14.5 m*
Quay Cranes	Yard Equipment	Rail Tracks	Reefer Plugs
4 Gantry Crane (up to 18 rows) 1 Mobile Crane 10 Gantry Crane*	7 Reach Stacker 8 Front Loader 5 RMG 6 RTG - 3 RMG*	5x420 m 4x750 m*	180

*FUTURE TERMINAL



Ravenna: the fastest link to the East Med and beyond.



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TCR ONE STOP SHOP SOLUTIONS



ALL WITHIN A FOOTSTEP

- CFS WAREHOUSE STUFFING & STRIPPING
- EMPTY DEPOT CLEANING & WASHING AREA
- REEFER WAREHOUSE (FRIGOTERMINAL)
- REEFER MANAGEMENT AREA
- IMDG CARGO DISPOSAL MANAGEMENT
- DEDICATED PARKING AREA RO-RO AREA
- GENERAL & PROJECT CARGO TRAILER PARK FOR CONTINENTAL TRADE
- CUSTOMS INSPECTION ACTIVITIES
- HANDLING OF STEEL PRODUCTS

Special products require a SPECIAL PORT

TCR supports its valued customers with efficient and time effective Value Added solutions: all provided from within the footprint of the facility and specifically designed to fulfil a vast range of requirements for the handling of standard and special products, including but not limited to fresh and perishable goods, wheeled equipment, industrial machinery, general and project cargo.

With a historical tradition of specialized handling techniques and experienced personnel - TCR delivers a comprehensive and reliable portfolio of services, with the ability to exploit a vast network of rail and road connections with intermodal connectivity provided by - amongst others - the Contship Intermodal & Logistics division.



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Your One-Stop-Shop solution in the Adriatic supporting Your logistics needs

A complete logistics platform designed to provide value added services within the terminal premises.

LO-LO and RO-RO operations.

On-site service delivering efficiency benefits.

Seamless flow of goods combined with depot services for management of empty containers and simplified export booking procedures. Purchase, sale and hire of containers, MAFIs, trailers, mobile tanks etc...

Optimization of stuffing/stripping operations - cargo directly handled at the CFS station.

Just in time import and export operations for cargo consolidation: prior to loading or upon discharge.





**CFS WAREHOUSE
STUFFING & STRIPPING**

Service Description

The CFS Container Freight Station is fully integrated in the TCR cargo processing services supporting our valued customers. Cargo is received/delivered, stored, stuffed and stripped as well as being inspected by local competent authorities when required.

Hot rolled coils, steel plates, palletized products, food and beverage, machinery and industrial equipment are typical of the cargo typology handled.

The warehouse is 2,800 square meters in size, supplemented by a 20.000 square meters open area, easily accommodating larger single unit load pieces. The facility represents one of the strongest value outputs of the TCR business portfolio handling 130,000 k/tonnes of cargo on an annualized basis and is fully equipped to respond to the variable needs of the supply chain.

Case History



Mr. Pietro Luciani
Managing Director
CASADEI & GHINASSI
(SHIPPING & FORWARDING AGENCY)

"We often use TCR CFS Warehouse to handle steel coils, benefiting from its convenient positioning inside the terminal area, as well as taking advantage of the many different Value Added services available within the same premises."

The most important factors for our activities are the availability of specialized handling equipment, the continuity and flexibility of service, and the rail connectivity of the terminal."

Unique Selling Proposition

On-dock location, safe, reliable, efficient.

Experienced and motivated personnel, supported by the necessary cargo handling equipment.

Integrated and co-ordinated service with quayside operations to optimize send to end supply chain requirements.





CONTAINER MAINTENANCE, REPAIR & TECHNICAL CUSTOMIZATION



EMPTY DEPOT
CLEANING & WASHING AREA

Service Description

Providing a considerable range of services in supporting the ready availability of equipment for the transportation of cargo, domestically, internationally.

With a covered workshop of 1.300 square meters dedicated to container repair, washing and cleaning, customization, conveniently located in close proximity to the CFS and reefer area for any last minute requirements.

Some key figures are:

Daily number of repaired containers	20
Daily number of washed containers	25
Daily number of PTI containers	18
Empty container handling share	26%
Reefer container handling share	5%



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Unique Selling Proposition

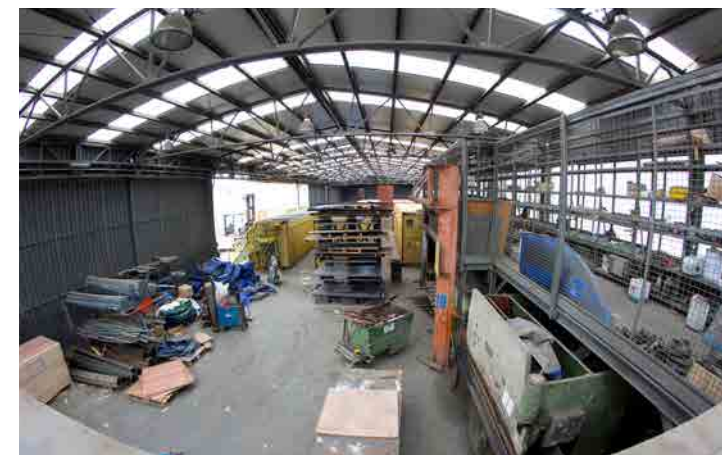
Qualified and accredited personnel Service for inspection and selection of suitable/unsuitable containers, based on customer needs.

Comprehensive depot service - inspection, M&R, Repair, PTI and preparation of all reefer and specialist containers.

Preparation of containers requiring customized solutions for specific commodities - flexi - tanks, interior lining, food quality, floor strengthening.

Sale and Purchase.

Customized manufacturing of special unitized equipment intended for the purpose of transportation of any kind.





SUPPLY CHAIN CENTER FOR REFRIGERATED & PERISHABLE CARGO

REEFER WAREHOUSE
(FRIGOTERMINAL)

REEFER
MANAGEMENT AREA



Service Description

TCR performs a vital role as an Adriatic gateway in the modern produce and reefer supply chain – indeed since Byzantine times, traders and merchants have transported a variety of commodities including fruit and vegetables, herbs, olive oil and seeds into the Adriatic, and a 21st century TCR has adapted modern techniques, evolving from centuries old practices and has transformed the supply chain enabling an increased variety of products that the European consumer now expects as being the “norm”.

Equipped with 160 reefer connections, a warehouse of 5,000 square meters and the presence of internal structures dedicated to quality control on food products, TCR – in cooperation with local enterprises specialized in the handling of fresh products – is well placed to ensure a tried and tested shortest route to market. Today more than 50% of imported products are stripped on site for immediate onward transfer by truck, allowing for a final delivery to shops and supermarkets, both in Italy and in Europe 24/48 hours, serving end markets in Germany, Holland, Belgium and even the United Kingdom, after being discharged from a ship. This short lead time is crucial to the supply chain, ensuring that the end consumer enjoys the highest quality and freshness with consumption now increasingly being satisfied with products being sourced 365 days a year from distant continents such as South America, South Africa, the Indian sub-continent, as well as nearer to home from East Mediterranean countries.

Case History



Mr. Paolo Triossi
Partner
TRAMACO TRANSIT AND MARITIME COMPANY

“TRAMACO and TCR operate side by side to support the value chain of fresh and perishable goods: a long-term partnership, based on fast and efficient communications and joint planning. Above all we appreciate the fast transit times provided by East Med and Black Sea services calling at TCR, the concentration of different services within the same terminal area, and the capacity to engage customs authorities, to organize faster and more efficient inspection activities.”

We move fresh products, and time is a crucial factor for our business: TCR proved to be able to adapt to peaks in volumes and workloads, and to guarantee a “fast lane” for our fresh and perishable goods.”



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Unique Selling Proposition

Short route to market – multiple weekly ship networks with direct connections to regional supply chains as well as global hubs for global sourcing.

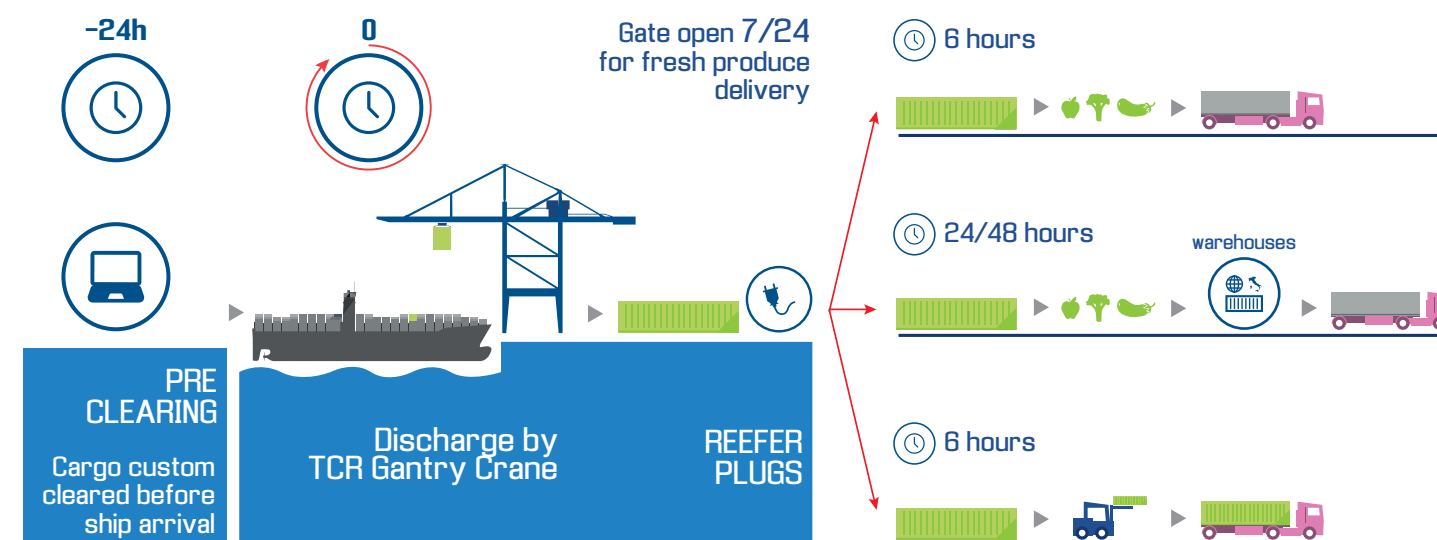
Skilled and experienced personnel.

Long established infrastructure with on-dock facilities.

Long established superstructure – coordination of institutional regulations managed by public local competent authorities in close interaction with private enterprise. Transport services and resources.

Value added services – sampling, quality controls.

Unblemished cargo claims record.





HAZARDOUS/ IMDG CARGO



Service Description

Hazardous cargo is handled under a very different management regime compared to other container terminal facilities in Italy, providing benefits ranging from a more flexible set of commodity and storage restrictions to an extended quantity restriction, without compromising health and safety. Being physically located in an industrial area characterized by the presence of major chemical and other industrial plants, TCR operates under the requirements of the “Seveso Directive” (Directive Seveso III 2012/18/UE). TCR’s accident record involving IMDG cargo is second to none – an achievement supported by intensive specialist training. All of these attributes ensure TCR’s highest reputation in being able to handle an increasing volume of IMDG classified cargo, supporting a thriving import and export trade to meet increasing demand. Currently Hazardous IMDG cargo represented by 5% of the total containers handled.

Case History



Mrs. Sandra Cricca
General Manager
SEA FREIGHT & CARGO SERVICES

“S.F.A.C.S. is particularly interested in TCR IMDG goods management: here in Ravenna we can find dedicated areas, where the different kinds of potentially dangerous products can be safely stored, in full compliance with the “Seveso” legal framework.

For us, besides quality and safety, the most important aspects of IMDG goods management at TCR are the competitiveness and the certainty of service tariffs, which help us in keeping price variables under control.”



Mr. Giancarlo Fulgini
General Manager
ITALTERMINAL

“Our Companies, Fidema and Italterminal, handle the blending and bagging of fertilizers, class IMDG 5.1. In this market Ravenna holds a leading role in Italy and Fidema and Italterminal cover 20% of the local market and almost the 80% of the national market, handling 250.000 tons of processed fertilizers every year. Besides fertilizers, we handle various types of goods and provide logistics solutions for chemical products used in the drilling and oil extraction sectors. To maintain our leadership in this market, we rely on trustworthy partners like TCR, that allows us to benefit from fast transit time from Far East, Middle East and East Med, and gives us the possibility to stack large quantities of IMDG containers within the terminal area, providing us with the perfect logistics solution for our business.”



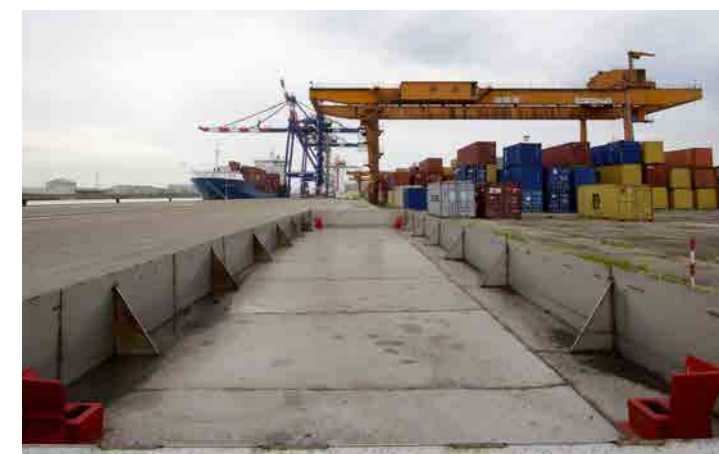
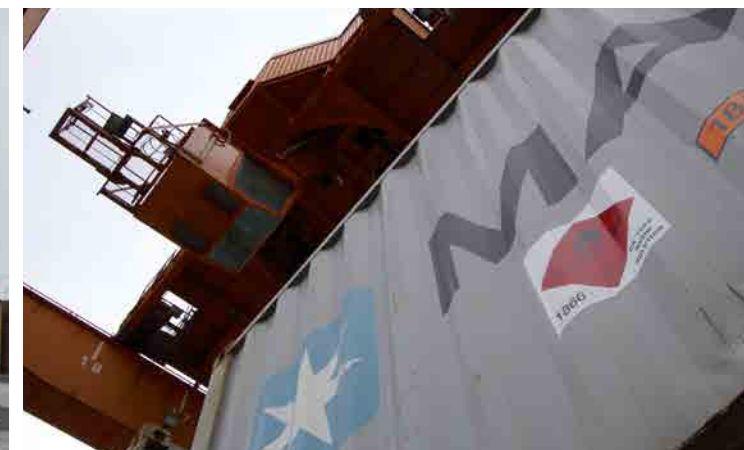
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Unique Selling Proposition

Ravenna port – number 1 Italian port for bulk commodities including chemical products provides the backdrop to support the handling of IMDG products for transportation by container.

Fully trained and accredited personnel in the handling of IMDG cargo in full compliance with a more severe health and safety regime, paradoxically enabling a greater flexibility and adaptable supply chain flow for chemical products, both non-hazardous and hazardous.





Service Description

Adriatic trades still retain a large level of a variety of wheeled and RORO activity with a multitude of variable kinds of ships handling a mix of cargo and indeed passengers. TCR also operates in these trades, with hundreds of ship calls equipped with both side ramp and rear ramp, using a dedicated RO-RO ramp at the berth.

These trades still require specialist single load and wheeled and heavy lift cargo handling facilities and TCR responds to this on-going demand in abundance – MAFI units, project cargo, machinery, wheeled equipment and any kind of outsize cargo requiring transportation by sea.

Automotive cars and products also feature highly in TCR – with a changing demographic and manufacturing base some 27,000 units were handled in 2014, for further distribution to central and north Italian markets.

Case History



Capt. Mariano Arato
GRIMALDI GROUP

In our long experience of collaboration with the TCR, We have found a high level of professionalism in the containers handling and in the heavy cargo management on our RO-RO Multipurpose ships.

Thanks to our common synergies we have also extended and improved the rolling cargo traffic and developed the automotive sector

UP TO 30.000/YEAR IMPORTED CARS



11,500 TONS
PROJECT CARGO

14,000 M
OF WHEELED CARGO

15,000 SQM OF AVAILABLE YARD





GENERAL & PROJECT CARGO



Service Description

Complimenting wheeled and RORO capabilities, there remains still a demand for TCR to handle regular quantities of general and project cargo on the many weekly containership services calling at the terminal. Italy and the Adriatic in general still produces specialist cargo as well as luxury yachts and other floating palaces that have one thing in common: HIGH VALUE.

In turn TCR, ensures attention to detail with a team of highly skilled and experienced resources that analyzes each shipment requirement creating a customized handling plan.

These commodities are usually located as close as possible to the ship working area, not simply for reasons of ease of access to and from the ship, but more importantly, they are kept separate from other cargo and containers where the stacking area is more dynamic and subject to change as volumes are processed through the terminal, providing a higher degree of both safety and security for both cargo and workers. TCR deems both cargo and its workers to be; HIGH VALUE.

Case History



Mr. Luciano Rivalti
CEO
IMS INTER MARINE SHIPPING AGENCY

"We often transport for our clients General and Project Cargo: at TCR we find the equipment and skills needed to manage roller trailers and MAFLs, as well at the capability to deal with special, oversized and heavyweight cargo."

The reliability and flexibility of TCR teams in preparing and handling these special products reflects on our ability to develop new business, always meeting and exceeding our customers' expectations."



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Unique Selling Proposition

General and Project Cargo handling.

Customized project prepared for each phase of Loading/Discharge and Receipt/Delivery operations.

Highest safety standards.

Wide portfolio of services dedicated to cargo: assembly on flat racks, securing operations, wheeled operations to remove/apply Specific Securing devices.





Service Description

As global trade evolves and progresses through various stages of change, the CFS warehouse has adapted its skillsets and equipment to supporting local steel and steel manufacturing and processing sites.

As in all European countries, Italy and its' neighbors have exported these products overseas, but now due to an increasing shift of production, containers from China, India, Korea, Egypt and Turkey, are arriving in TCR requiring to be stripped and made available for delivery to the receivers in accordance with their production plans.

As well as destined for domestic requirements, steel and other metal based products are still both manufactured for export as well as reprocessed as finished export products for final export.

Ravenna's handling of import and export products are regularly combined with the import of unfinished products and specialist materials being reprocessed locally for export, increasing the efficiency of the overall process.

Case History



Ing. Aldo Fiorini
Plant Manager
GRUPPO MARCEGAGLIA

"The Marcegaglia Group is a global leader in steel manufacturing and transformation, which uses TCR to import and unload containers transporting coils."

Only higher quality coils are containerized, to preserve cargo integrity during transport and handling.

The Marcegaglia Group found in TCR an efficient terminal operator, capable of delivering high quality services and providing customers with a wide array of value added logistic solutions (i.e. coils loading on trucks and trains) that help us reach on time all our plants in Italy."

Unique Selling Proposition

Geographical proximity to steel producers and manufacturing sites.

Generations of handling expertise with multi – skilled personnel.





CUSTOMS INSPECTION
ACTIVITIES

Service Description

All local competent authority entities, administering national and EU regulations are located on site – public health, veterinary, X-Ray, barometric inspections. A number of services are provided for the port of Ravenna, providing the added advantage of TCR users of avoiding additional inter-terminal transportation expenses.

Upon request containers are transferred to the inspection area where cargo is made available for any inspection that may be required by the competent authorities. As a result of “single window” procedures now in place, individual inspections by individual agencies are co-ordinated to take place simultaneously, reducing both cost and time.

All resources and equipment are provided by TCR, a further convenience to avoid additional time and expense.

Unique Selling Proposition

On site location ALL inspection equipment, personnel, local competent authorities.

Single customer window – coordinated inspections procedures.





RAIL AND ROAD CONNECTIVITY



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FLEXIBLE SHIFT HOURS	ISPS compliant AEO compliant	GATE RAIL 24 /7	FAST & RELIABLE 2 Combined receiving and delivering operations completed in 15 minutes
			
06:30 - 13:00 13:00 - 19:30 19:30 - 01:00 01:00 - 06:30	TERMINAL OPERATIONS 361 Days/Year	GATE TRUCK Mon - Fri 07:00 - 20:00 Sat 07:00 - 13:00	

TCR: Your strategic gateway in the Adriatic Sea

RAIL LINKS

Trains/week

RAVENNA	DINAZZANO (REGGIO EMILIA)	6
RAVENNA	SEGRATE (MILAN)	2
RAVENNA	MELZO (MILAN)	4

12 TRAINS/WEEK

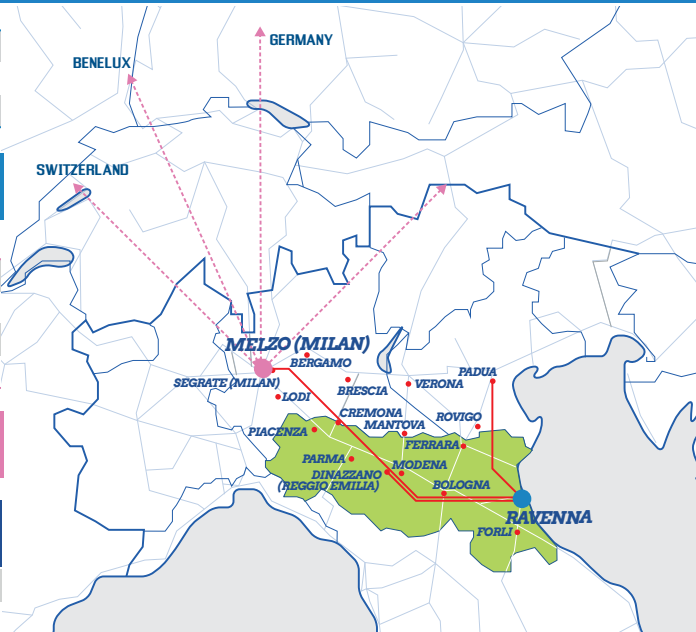
INTERNATIONAL RAIL LINKS

Trains/week

MELZO	ROTTERDAM	26
MELZO	VENLO	10
MELZO	FRENKENDORF (Basel)	10
MELZO	DUISBURG	6

OVER 50 TRAINS/WEEK

REGION	GDP (% of Italy)	IMPORT* (maritime)	EXPORT* (maritime)
EMILIA ROMAGNA	9%	11,000,796 ton	5,034,990 ton
VENETO	9%	6,483,437 ton	4,046,832 ton



NOTES

THANK
YOU



CONTACTS



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**CHANGE
your point of
VIEW**