



Paranaguá Container Terminal Reference in refrigerated cargo export

Logistics

The infrastructure, the agility and the high quality of its operations, as well as its high investments in new equipment, mainly those intended for perishable cargo, are some of the factors that have transformed the Paranaguá Container Terminal (TCP) into a reference in meat and fruit exports in reefer containers.

The figures show that growth. From 2007 to 2008, there was an expansion of 18.5% in the movement of those cargoes, passing from 50 thousand reefer containers to 59 thousand units. In the first semester of 2009, the number

of containers continued to increase.

INTERMODAL TRANSPORTS

One of the competitive advantages of TCP that attracts exporters more and more is the movement of containers by railway. Due to the easy access, TCP moved 1,333 containers by railway only in July and the accumulated of the year presents a growth of 26.8% as compared to the same period of last year.

Since the opening of the second daily window of loading and

unloading to/from the freight train in the primary area in May, meeting a demand from the shipowners and exporters, intermodal operations have increased. According to the commercial manager of TCP, **Marcelo Dias**, that is one of the competitive advantages of the Paranaguá Terminal and a new trend of the port market. "TCP meets a market demand for reliability and cost reduction in transport operations. Several sectors have already discovered the advantages of the intermodal transport and they are increasing

significantly the volumes moved by train, starting from the Cambé and Cascavel Terminals, in the interior of the State of Paraná - and other terminals should be created”, says Dias.

For those companies that use the truck as cargo transport, the Terminal is linked to the other Brazilian Regions and MERCOSUR through important road axes, what offers to customer a significant reduction in the logistics time.

AREA FOR REEFER CONTAINERS

The importers and exporters of refrigerated cargoes also have an area for storage of reefer containers. The reefer storage area has three 13.8 KV power stations. Another differential of TCP is the number of electric plugs for reefer units. It is the highest number on the Brazilian coast in that, adding up to 2,456 units, what means tranquility for the customer even in times of reduced slots, since the Terminal is able to supply a much higher demand than the current one.

With this number of plugs, the Terminal can supply with more reliability and quality the customers that need to store reefer containers, without any concern about infrastructure and physical space. “We have about 2,500 electric plugs, and yet we already study an enhancement of that number for the next year, because the demand of the meat sector and other perishable products is growing all over the country”, informed Dias.

In addition, TCP is the only Brazilian terminal to offer free storage during 14 days, concerning export, and 10 days, concerning import, contributing directly to the reduction of costs and increase of profitability of each unloaded or shipped

container in the Terminal.

INVESTMENTS

Another investment likely to come true is the construction of the third berth for mooring full container vessels. That construction as well as the purchase of new equipment have been already approved by the “Agência Nacional de Transportes Aquaviários (ANTAQ)”, and the disbursement just depends on the environmental permission. The Terminal needs that expansion in order to meet the demand for public berthing windows for ships with higher length and width, the super-panamax, whose dimensions affect directly the volume of cargo moved at each call.

In July 2009, 87 ships moored in TCP, breaking the previous call record, which had been established in December 2005. In this figure, there were ships from all over the world, since the Terminal receives weekly vessels to all tradelanes. One of the reasons for the significant growth is that TCP doesn't work on a “by ship” gate entrance system like its competitors.

The investments applied during the 10 year of the Terminal existence contributed to turn TCP one of the best equipped and most efficient container terminals in Latin America, with agility and international standard services. Higher productivity, agility in the services, training of the operational teams and an efficient administration of information have been the main results obtained by the company in that period, as a consequence from the investments and the know-how offered by TCP. “Besides the equipment purchased, which is fundamental for a modern and agile port operation, we have given priority during all those years

to the relationship with the customers, the quality of the administration, the integration of all parts of the logistics chain and the continuous improvement of the services rendered to our user”, explained the superintendent director, **Juarez Moraes e Silva.**

In the short term, in order to meet new, growing demands of the market, the Terminal has invested in improvements, logistics infrastructure and acquisition of new equipment. Four new transainers have been acquired to equip this expansion area. With the purchase of the equipment, the Terminal has today 14 transainers (RTG), speeding the service up for the trucks that operate in the Terminal, 3 portainers (STS), 2 movable cranes (MHC) and 24 terminal tractors, with the respective trailers, 3 reach stackers and 3 empty lifts.

COMPETITIVE ADVANTAGES

Another essential point for the improvement of the service was the construction of an integrated building for the Ministry of Agriculture, Livestock and Food Supply (MAPA) and for the IRS, inside the own TCP. That proximity has generated a higher agility in the customs forwarding processes and sanitary inspection, what is an important differential in relation to other ports.

To guarantee safety and agility in the operations with containers, TCP has a computerized system that integrates the segments of documentation, reception and expedition of containers, thus providing information in real time for customers through the internet or EDI involving all movements. The system also offers value-added services such as temperature control of reefer containers. 