

# Jol Consultancy – representing ports in Italy and beyond

Dutch native Frans Jol is a major presence in the shipping industry, having worked with major companies in the industry since the tender age of 16. For a full, in-depth profile, please see pp36–37 of the October 2010 issue of *DCI*.

Jol is now using his extensive experience to serve a varied group of customers through the consultancy business that he has founded — Jolconsultancy.

Jolconsultancy's clients are wide-ranging and include the following general cargo and bulk cargo terminals:

- ❖ Solacem: Torre Annunziata, Italy;
- ❖ Intergroup: Gaeta and Civitavecchia, Italy
- ❖ Lorenzini & C. Srl : Livorno, Italy
- ❖ Camorani: Salerno, Taranto, Italy
- ❖ Gallozzi: Salerno, Italy
- ❖ Compagnia Portuale Srl di Monfalcone, Italy
- ❖ Burke Shipping Group: Ireland, all ports
- ❖ Forlog – RCT, Willebroek, Belgium.

In the dry bulk market, Frans Jol also helps Versteegen Grabs (which supplies grabs for bulk handling) and LogSys (which offers software that specializes in bulk handling). He has taken the time to talk to *DCI* and to give details on some of the above ports and terminals.

## SOLACEM AT TORRE ANNUNZIATA

Solacem SpA (part of the Rocco Group) is an integrated harbour logistics company that has been operating at Torre Annunziata since 1967. It specializes in the handling of grain and flour, and also retails these in South Italy and around the Mediterranean basin. Within the port, the company owns



*Solacem at Torre Annunziata.*

20,000m<sup>2</sup> and has extended the space it holds in concession by a further 3,000m<sup>2</sup> set aside for the handling of large cargoes that do not need indoor covering. Over the years, Solacem has diversified the range of its activities. It won its licence for grain storage in 1967; in 2001 it received its flour-storage licence; and in 2009 it was awarded a licence to unload, store and transport iron metals, pulp, fertilizers, food products and other goods.

Solacem now manages a great deal of the total traffic at Torre Annunziata, operating with the Italian branches of leading multinationals in the cereals and agro-industrial sectors, as well as with Italian and foreign companies in the metallurgical and logistic sectors. The company is exclusively responsible for managing the Eastern Pier (260m long, 40m wide, 8.6m draught). The harbour logistics platform includes: silos that are 40m or 50m high, 900-tonne capacity, comprising 32 starbeans, with a total capacity of 600tph (tonnes per hour); three sheds with seven metallic refrigerator-cooled compartments in a total area of 6,500m<sup>2</sup>, ideal to store goods including flour, pulp, copper, fruit and more; and a completely enclosed open area under video surveillance, for storing and handling goods including iron and

steel products, non-ferrous metals, timber etc.

All areas conceded to Solacem are directly linked to the Eastern Pier, and all operations are carried out using 40-tonne-capacity cranes and forklift trucks of various capacities. Solacem uses highly sophisticated software for discharging the vessels, loading and controlling the silos and loading the trucks to the maximum allowed weight .

#### INTERGROUP: GAETA AND CIVITAVECCHIA (PORT OF ROME), ITALY



Logistics company 'intergroup' has been in business since 1986. It offers the global management of goods for its customers, including services such as national and international transports, marine terminals (it operates in Gaeta and Rome's seaports), packaging, warehousing, project cargo handling (such as windmill components), ferries, ro-ro and cruises. It also offers packaging, labelling, Customs and VAT services, intermodal services and outsourcing of logistics services.

Among major companies that intergroup has worked with are: Basf, P&G, Barilla, Henkel, Italcementi, Unilever, Acciona, Vestas, Caronte & Tourist, Tirrenia, Cristal Co, Edf Man, and many more). Today the group has a direct staff of 90, and it handles more than 4mt (million tonnes) of cargo per year.

#### Gaeta

A wide range of stevedoring services are available at Gaeta, which has high-tech equipment as well as trustworthy and efficient staff.

#### Civitavecchia terminal

intergroup is also active at the Civitavecchia terminal in the Port of Rome, using its own equipment and staff. Activities there include daily ro-ro and passenger services.

Within Civitavecchia, intergroup operates its Distriport, a 20,000m<sup>2</sup> facility within the port, 200m from berth no.23. It is connected to the railway, less than 1km from the country's major highway, where the company can handle and store containers, special cargo, packages, vehicles, and trailers. In this area, other services are available, including: packaging, assembling, quality control, labelling and degasification of containers.

#### WAREHOUSING

The Gaeta warehouse specializes in intermodal services for goods deposited in a foreign state and/or denationalized; VAT and excise are suspended.

As a port warehouse, it offers temporary storage and transit functions for goods subject to embarkation and disembarkation operations.

The Formia warehouse specializes in integrated logistics services for goods arriving by sea and by road. It supplies global management services for finished products, from production to the final destination, including packaging and further processing. It is situated 4km from Formia's harbour and 7km from Gaeta's harbour.

The Sessa Aurunca warehouse covers an area of about 6 hectares and is dedicated mainly to the logistics of coal products, supplied just-in-time from this distribution point to major cement factories in central/southern Italy, including Colacem, Sacci, Italcementi, Cementir. It can store 110,000 tonnes of coal.

The food terminal warehouse is one of the newest and most technologically advanced in Italy. It has been designed from the outset solely for the warehousing and handling of agri-food products and therefore satisfies all regulatory requirements.

The Frosinone warehouse is part of a modern rail terminal situated in the central part of Italy and connected with the most important intermodal infrastructures. It has also 40,000m<sup>2</sup> of storage and handling area and 7,000m<sup>2</sup> of warehouses.

#### PROJECT CARGO

From 2002, intergroup has become specialized in the handling of project cargo, especially windmill components. It has great expertise in logistics, transport and sea port issues.

#### LORENZINI COMPANY, LIVORNO PORT, ITALY



The Lorenzini Company, based in Livorno Port in Italy, is located in Leghorn on the Addis Abeba Docks. It was created as a private entity in 1979 and, over the years, has grown significantly. Starting with a dedicated area of just 1,000m<sup>2</sup> in 1985, it now has 92,000m<sup>2</sup>.

For over ten years, Lorenzini's activities have been focused on Darsena I in Livorno Port, and it is continually gaining more and more national and international shipping companies as clients.

The company is ISO9001-2001 accredited. It offers a 24/7 service year-round, enabling fast and efficient services in loading/unloading of ro-ro, lo-lo of all types of goods, including forest products, general cargo, heavy lifts, rolling cargoes and containers.

For operational management, administration, accounting and communications, the company uses specific computerized system software. The systems is constantly updated by qualified staff using the most sophisticated computer technologies. Messages used by the terminal are in an international standard form and data exchanges are performed according to international standards, based on United Nations Economic Commission for Europe (UN/ECE) directives. Standard messages managed by the terminal are: for operating vessels, BAPLIE and COARRI; and for

the operating terminal, CODECO.

Lorenzini has a wide range of equipment on the terminal, including forklifts (handling goods from 4 to 25 tonnes) and four mobile harbour cranes (one Gottwald HMK 300 and three models from Fantuzzi Reggiane — the MHC 115, MHC 130 and MHC 5130).

#### CAMORANI: SALERNO, TARANTO, ITALY



The Camorani family has been in the maritime business for decades, with its earliest activity in the 'Furio' workshop taking place in 1920. Over the years, new parts of the company were devoted to shipbuilding, ownership and chartering of vessels and general shipping.

Back in his youth, in 1966, Giuseppe Camorani followed his passion for the sailor's way of life and boarded a Liberty ship going from Vasto to Rotterdam. Even while aboard he carried on his studies, and can now boast over 40 years of disparate maritime and mercantile experience. He is now a steady and inexhaustible source of knowledge for his sons, partners and assistants.

Today, the Camorani Shipping Group is a modern company with a thorough, qualified network. It offers services in: maritime shipping agency; rent and brokerage; stevedoring; project cargo handling; customs formalities; LCL and FCL container handling; trucking/haulage; 'door-to-door' delivery; cargo insurance; trading; travel and tourism; warehousing; storage; packing; crating; and distribution.

#### GALLOZZI: SALERNO, ITALY



Salerno Cargo Service (SCS), part of the Gallozzi Group, was specifically created to handle any non-containerized cargo which is handled by its sister company Salerno Container Terminal.

SCS is able to handle breakbulk, general cargo, steel and heavy lift and project cargoes. It offers services in logistics, stevedoring and warehousing. It has a port area of 2.2km; stacking area of 10,000m<sup>2</sup>; covered warehousing of 3,000m<sup>2</sup> and offers a maximum draught of 10.25m. Among the equipment it has is a mobile workshop; one mobile M&R van; five goosenecks and several slings; lifting equipment for heavy cargo and steel pieces; five cranes with maximum lifting capacities of 100 tonnes; six tug masters and ten trailers and ten forklifts.

It operates year round, 24 hours a day, seven days a week.

#### COMPAGNIA PORTUALE S.R.L. DI MONFALCONE, ITALY

Another Italian company represented by Jolconsultancy — via the agreement with A. Maneschi to help the whole Group including Sisam, ToDelta, Capital Logistic — is Compagnia Portuale S.R.L. di Monfalcone (CPM).

CPM benefits from the advantageous geographical location of Monfalcone, which is strategically situated for many commercial trades. Multimodal transport is available, with nearby roads and railways available for onward transportation of goods. The port is about 1 km from the A4 (Venice to Trieste) motorway, and the A23 (Palmanova–Udine–Austria) is also nearby.

Rail connections are good. The port has its own railway siding with a non-electrified line which is directly connected to the Monfalcone railway station, from where the Venice–Trieste and Udine–Tarvisio lines start.

Monfalcone also has other powerful logistical infrastructures, including the Ronchi dei Legionari airport and the intermodal hub Interporto di Cervignano del Friuli with has a large railway junction.

Monfalcone handles a wide variety of goods, including iron ore, clay, coal, various bulk minerals, cement, grain, cellulose and cars.

Monfalcone has a draught of approximately 12m, which means that it is able to handle various ship sizes carrying heavy tonnage.

Equipment at the port enables the handling of a variety of goods, and includes cranes, diggers, tractors and electric locomotives.

Storage is possible in public and private warehouses either as temporary storage or as bonded warehousing. There is covered warehousing on the quay for transit goods. Free zones are available for the development of new projects.

There are two pneumatic towers for loading and unloading of cereals and bulk meal, with maximum capacities of 200tph, connected to silos. The silos are also linked to the rail line, with a 120m link with a carrying capacity of 70,000 tonnes.

#### BURKE SHIPPING GROUP: IRELAND

Burke Shipping Group is the principal operating subsidiary of the Doyle Group. It is a privately owned total shipping service provider, which has been operating in Ireland since 1886.

In terms of marine services, Burke offers: terminal operations; stevedoring; ship repair; tug hire; and harbour services. Its shipping services include: ships' agency; liner agency; and cruise agency. Its logistics services are: ship chartering; forwarding; project cargo; distribution; and transport and major infrastructure project solutions.

In the last year, Burke has handled a total of 5,050 ship calls as a ships' agent: 3,000 at Dublin; 1,600 at Cork; 250 at Foynes; 100 at Belfast; and 100 at Waterford. Its agency services are nationwide in Ireland.

Burke also handles a great deal of breakbulk cargo, totalling 2.6mt in the last year — 1mt at Dublin, 850,000 tonnes at Cork,



640,000 tonnes at Foynes and 160,000 tonnes at Waterford.

Project cargo is also a significant part of the company's responsibility. In the last year, it has dealt with 575 turbines — 150 at Dublin, 150 at Cork, 200 at Foynes and 75 at Belfast.

Burke is also responsible for a total of 930,000ft<sup>2</sup> of warehousing — 350,000ft<sup>2</sup> at Dublin, 350,000ft<sup>2</sup> at Cork, 200,000ft<sup>2</sup> and 30,000ft<sup>2</sup> at Belfast.

The Burke Shipping Group has offices in Belfast, Dublin Port, Waterford, Cork, Cobh, Fenit, Foynes and Limerick.

Burke offers tailored, integrated shipping solutions to match the specific needs of its customers, and boasts over 100 years of industry experience. The company is committed to service excellence and strict adherence to best practice in health and safety — it has external safety and quality system auditors.

**FORLOG – RCT, WILLEBROEK, BELGIUM.**



Forlog is a specialist in freight forwarding, warehousing, custom brokerage and integrated logistics. It offers integrated logistic solutions and order tracking and tracing through its web application. All documents related to a customer's shipments are available via the web application, as well as an online 'freight rates system' and a 'stock management system'.

R.C.T. Stevedoring loads and unloads vessels ranging in size from 5,000dwt to 10,000dwt. It also deals with trucks (handling both pallets and bulk); and breakbulk cargo. It offers a significant amount of warehousing — 30,000m<sup>2</sup> of covered warehouses, and 40,000m<sup>2</sup> of outside storage. R.C.T. specializes in forest products, metals and ore, construction materials, steel and aluminium products and general cargo.

