



# NAVEIRO TRANSPORTES MARÍTIMOS



***IBERLIM***  
***SCAPEMED***

## IBERLIM

TREN-O5-MP 026-S07.53979  
MARCH 2005 / FEBRUARY 2008

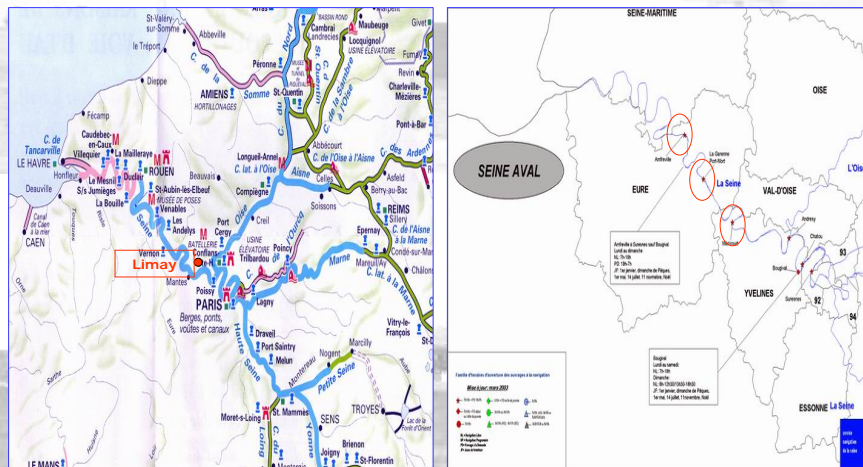


# THE IDEA

- Shift cargo from road to sea
- Southbound cargo: Steel products from Limay to Portugal and Spain (Riva Acier)
- Northbound cargo to the Paris Area: Woodpulp (Portucel and Ence)



# THE CHALLENGE



## THE INNOVATION



## THE NEW ROUTE

- Making use of the vessels' unique features we obtained actual cargo shift from road on to the sea
- Avoiding the difficult Pyrenees crossing and reducing traffic in high density areas such as Paris and the Iberian Peninsula



# ACTUAL FIGURES

- Vessels' max.cargo capacity on the Seine River:
  - 1950 Metric Tons = 81,25 Standard Trucks
- Voyages performed in 3 years:
  - 127
- Total Cargo Shifted in 3 years
  - 232.091,095 Metric Tons
- Truck voyages avoided in 3 years:
  - 9.672
- Total Budget for the action: € 6.240.769,33
- Final EC Subvention received: € 762.949,80

# ACTUAL FIGURES

MODAL SHIF ACTION										
Actual shift during the Iberlim Project										
Southbound Cargo Flows										
Route	With MV* Brags* & MV*Leiria*		Total Cargo Flows	Distance (km) Via Old Route	Modal shift Tonn	Distance (km) via New Route SSS	Distance (km) via New Route IW	Volume Flow k SSS	Volume Flow k IW	
	N° Voyages	Average per Ship (Tons)	Total (Tons)							
Limay - Sebast	9	1639.10	14.751.89	1.894	27.948.361	1.879	82	27.718.781	1.289.656	
Limay - Scilha	20	1926.45	38.528.94	1.835	70.700.605	2.219	82	85.495.710	3.159.373	
Limay - Avadio	7	1777.10	12.439.73	1.649	20.513.115	1.537	82	19.119.865	1.020.058	
Limay - Faro	4	1623.71	6.494.84	2.078	13.496.278	2.029	82	13.178.030	532.577	
Limay - Lisboa	2	1478.07	2.956.14	1.816	5.388.350	1.761	82	5.205.763	242.405	
	42		75171.53		138.016.408			138.718.152	6.164.063	
Northbound Cargo Flows										
Route	With MV* Brags* & MV*Leiria*		Total Cargo Flows	Distance (km) Via Old Route	Modal shift Tonn	Distance (km) via New Route SSS	Distance (km) via New Route IW	Volume Flow k SSS	Volume Flow k IW	
	N° Voyages	Average per Ship (Tons)	Total (Tons)							
Sebail - Limay	18	1982.99	35.693.73	1.894	67.603.925	1.879	82	67.068.519	2.928.888	
Avadio - Limay	13	1924.17	25.062.62	1.649	47.594.460	1.537	82	44.261.807	2.366.725	
Roadado - Limay	38	1957.63	74.162.00	1.327	98.412.974	1.211	82	89.810.182	6.087.284	
			138718.35		213.611.359			201.240.548	11.374.905	
With Chartered Vessel										
Route	With Chartered Vessel		Total Cargo Flows	Distance (km) via old Route	Modal shift (kton)	Distance (km) via New Route SSS	Distance (km) via New Route IW	Volume Flow SSS	Volume Flow IW	
	N° Voyages	Average per Shipment	Total (Tons)							
Roadado - Limay	1	1.521.00	1.521.00	1.894	2.688.374	1879	82	2.857.959	124.272	
Avadio - Limay	10	1.500.00	15.000.00	1.649	24.735.000	1537	82	23.855.000	1.230.000	
Roadado - Limay	1	1.680.00	1.680.00	1.327	2.229.360	1211	82	2.034.480	137.760	
	83		18.201.00		29.645.134			27.947.439	1.492.482	
			232.091		881.674.901			879.766.140	19.031.456	
Calculation of Environmental Benefits										
Totals	W (tonnes)	Fold (km)	Fnew (km)	Cold	Cnew					
Southbound	75.172	138.016.408	156.882.226	4.830.644	1.418.104					
Northbound	156.919	243.456.473	242.055.373	8.530.977	2.191.366					
Totals	232.091	381.472.881	398.937.599	13.361.622	3.609.470					
	B=	9.742.152		EUR						

## MAIN DIFFICULTIES

- OPERATIONAL OBSTACLES
  - Vessels were prototypes
  - The Seine River
- COMMERCIAL OBSTACLES
  - Steel market modifications
- EXOGENOUS OBSTACLES
  - 3 Years in a Global Economy

## SCAPEMED

TREN/06/MP051/S07.63466  
MARCH 2006 / FEBRUARY 2009



## THE IDEA

- Shift cargo from road to sea
- Westbound cargo: Steel products from Italy to Portugal and Spain (ILVA Spa.)
- Eastbound cargo to Italy: Woodpulp and paper products (Portucel and Ence)



## THE CHALLENGE

- COMPLETELY NEW MARKET FOR NAVEIRO
  - Using strong partners enabling market penetration (Ceferino Nogueira and Aquila Shipping)
- LOGISTIC CHAIN REDESIGN
- MODERN, SUITABLE, ECONOMIC VESSELS (SCALE ECONOMIES)
- CONECT CONTINENT AND MED THROUGH THE SEA

## THE VESSELS



## THE VESSELS

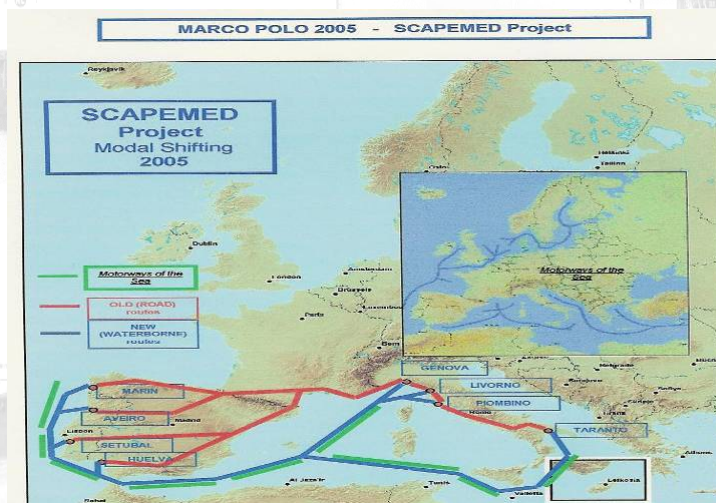


## THE NEW ROUTE

- Crossing the heart of south European Motorways of the sea, the Scapemed soon became a valuable and credible alternative for cargo transport.
- Avoiding the difficult Pyrenees and Alpine crossing and reducing traffic in high density areas such North Italy, South France and the Iberian Peninsula



## THE MOTORWAYS OF THE SEA AND SCAPEMED



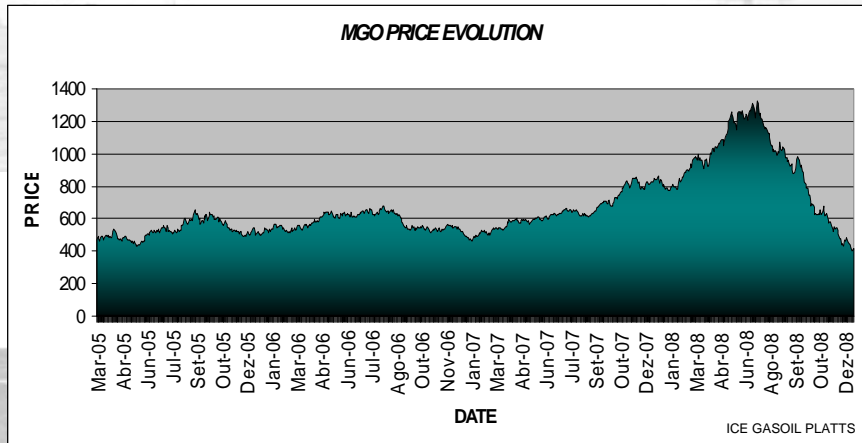
## THE FIGURES

- Vessels' max.cargo capacity:
  - 3.550 Metric Tons = 148 Standard Trucks
- Voyages performed so far:
  - 100
- Total Cargo Shifted so far:
  - 320.228 Metric Tons
- Truck voyages avoided in 3 years:
  - 13.343
- Subvention received: € 630.900

## MAIN DIFFICULTIES

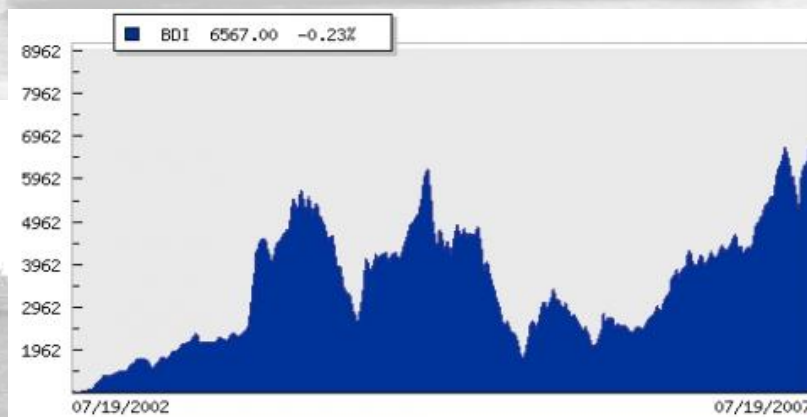
- Steel market modifications
  - Cargo payment terms
  - Global Economy
- Installed Capacity Shortage

# MAIN DIFFICULTIES



# MAIN DIFFICULTIES

## BALTIC DRY BULK INDEX



## THE PROJECTS

- Learning experiences

- Solid projects with actual development

## THE PROJECTS

- Since the Iberlim Project was “complete” we shifted 34.176,099 Metric Tons in 18 voyages both Northbound as well as Southbound
  - The equivalent to almost 1.500 Trucks
- Naveiro’s commitment to a better and safer Europe doesn’t end with Marcopolo

# THANK YOU FOR YOUR ATTENTION



[www.naveiro.com](http://www.naveiro.com)

[operations@naveiro.com](mailto:operations@naveiro.com)



MARCO POLO  
NEW WAYS TO A GREEN HORIZON