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monthly

# porto di ravenna

*il porto dell'Emilia Romagna*

## FOCUS MACFRUT RAVENNA, THE AGRIFOOD PORT

Rimini 8-9-10 May 2024



# 16 billion

## THE AGRICULTURAL TURNOVER

# 12 billion

## THE EXPORT OF 2023

# Global fruit and vegetable ind

The global fruit and vegetable supply chain will gather at Macfrut, Rimini Expo Centre, from 8 to 10 May 2024. A 41st edition with record figures: 1,400 exhibitors representing the entire supply chain (+22%); an increased exhibition area of 34,000 net square metres (+20%), which was sold out three months ago; a growing number of foreign exhibitors, accounting for 40% of the total, making Macfrut the most international agrifood event in Italy. In addition, 1,500 top buyers from all over the world thanks to the decisive support of ICE - Italian Trade Agency, themed exhibitions on the sector's trends coordinated by a team of experts, a double test field of approximately 3,000 square metres dedicated to innovations in the fruit and vegetable sector, and about 100 events scheduled during the three-day trade fair. The main theme of the event is the three assets that make Macfrut a unique event on the international scene, thanks to its ability to combine business, knowledge and networking through a dedicated B2B platform.

### SPOTLIGHT ON THE FRUIT AND VEGETABLE SECTOR

The focus is on the fruit and vegetable supply chain, a strategic sector of the Italian agri-food industry. According to ISMEA (Institute of Services for the Agricultural Food Market), the production of fruit and vegetables in 2023 was estimated at around 24 million tonnes, on an area of around 1.3 million hectares of fruit and vegetables, involving 300,000 farms.

The agricultural turnover exceeded €16 billion, and the agro-industry also plays an important role with a turnover of more than €10 billion. In 2023, the export earnings from fresh fruit and preserves amounted to €11.6 billion, of which € 5.7 billion came from fresh produce. The trade balance for fresh fruit and vegetables was positive at €550 million, lower than in 2022 (€620 million). The entire fruit and vegetable supply chain (from the field to the table) is valued at approximately €50 billion, which is about three times the value of production.

In terms of consumption, the ISMEA data also shows a decline in purchases. The two years of the pandemic (2020-2021) had raised hopes for an increase in fruit and vegetable consumption, but the gradual return to pre-pandemic life outside the home brought purchases to a halt in 2023. In particular, bulk purchases of citrus fruits (-7%), potatoes (-4%) and fresh-cut salads (-4%)

decreased. Sales of fruit remained stable (-0.1%), while sales of vegetables increased by 1%.

### MACFRUT, AN INCREASINGLY INTERNATIONAL TRADE FAIR

This is the hallmark of this edition, as evidenced by the fact that more than a third of the exhibitors come from abroad. The international focus will be on the Arabian Peninsula, where an initiative launched three years ago will see the participation of around 100 buyers from the region, mainly interested in apples, kiwis and table grapes. According to data from ICE - Italian Trade Agency, Italian exports to the region have increased in four years, from €73 million in 2020 to €114 million last year (+56%). The market is almost exclusively concentrated in two areas: Saudi Arabia, worth €76 million, and the United Arab Emirates, worth €29 million.

Also from the Arabian Peninsula, Emirates SkyCargo will be attending the trade fair with around 100 buyers to highlight the opportunities for business in the region as a logistics hub. Silvia Tagliaferri, Cargo Manager for Italy at Emirates SkyCargo, said: 'Italian products are among the best in the world and, to fully appreciate them, it is essential to maintain their quality and freshness throughout the transportation process and at every point of contact. With our technology, which ensures a constant temperature, facilities, equipment and highly trained staff, Emirates SkyCargo is able to transport 900-1,000 tonnes of perishable goods every day. We look forward to meeting with our customers and growers at Macfrut 2024 to show how our global experience can help them expand their business to over 140 destinations across our global network, while maintaining optimal taste and freshness.'

At the trade fair, there will be a pavilion dedicated to the African continent. Macfrut has been focusing on Africa for years and, with the implementation of the 'Mattei Plan', it has become increasingly strategic in the government's international policy. The trade fair will host 400 exhibitors from 24 African countries, mainly growers, but also importers of agricultural technology and technical products for agriculture. Rwanda, the Democratic Republic of Congo, Morocco, Namibia and Togo will be taking part for the first time. Larger exhibitors include Egypt, Algeria, South Africa, Nigeria, Mozambique and Mali with 37 companies.

# 300 thousand

## FARMS INVOLVING

# Industry to meet at Macfrut 2024



Many exhibitors will also come from South America, with groups from Chile, Panama and the Dominican Republic, Venezuela, Cuba and Argentina.

There will also be 22 wholesalers from Spain, representing the two leading European markets (Madrid and Barcelona), who are particularly interested in meeting exporters of apples, kiwis and table grapes from Italy.

India is one of the new participants, with 50 top buyers attending, along with Turkmenistan, Uzbekistan, Azerbaijan, Lebanon, Brazil and Argentina. In total, there will be 1,500 top buyers from around the world representing various product categories, technologies and the supply chains.

Around fifty presentations were held around the world, both in person and via streaming, which were crucial to Macfrut's internationalisation efforts. This was made possible thanks to the invaluable support of ICE - Italian Trade Agency. The collaboration of AICS (Italian Agency for Cooperation and Development) has also been invaluable, with 13 of the Agency's 19 international offices (Albania, Burkina Faso, Niger, Senegal, Mozambique, Tunisia, Egypt, Lebanon, Vietnam, Palestine, El Salvador, Cuba, and Colombia) represented at the trade fair.

## APULIA TAKES CENTRE STAGE

Apulia, famous for its excellent fruit and vegetables, will be the partner region of Macfrut.

The region will have a major presence at the trade fair, promoting Apulia's agri-food products through conferences, events, and tastings, and showcasing itself on the international stage.

The focus will be on certified fruit and vegetables, in particular PGI products such as 'Uva da Tavola IGP' (PGI table grapes), which account for 60% of national production, and 'Cipolla Bianca di Margherita IGP' (PGI white onion), 'Arancia del Gargano IGP' (PGI orange), 'Lenticchia di Altamura' (PGI lentil), 'Patata Novella di Galatina DOP' (PDO new potato), 'Carciofo Brindisino IGP' (PGI artichoke), and 'La Bella della Daunia DOP' (PDO olive).

In the first three quarters of 2023, the Apulian fruit and vegetable sector maintained its highly active status on international markets, with exports worth € 623 million. The sector boasts a large number of companies and employees, with 32,552 companies employing 61,139 people (source: INPS).

## THEMED EXHIBITIONS

This is one of the distinguishing features of Macfrut. With a production of 1 million tonnes, Table Grapes are the star product and an excellent example of Made in Italy excellence in the fruit and vegetable sector, making Italy the leading table grape producer in Europe. Table grapes will be the focus of the Macfrut Table Grape Symposium, the world's leading symposium that will bring together major experts and global players during the three days of the trade fair to take stock of research, market trends, production performance, product innovation and business strategies.

Two new exhibitions are planned: the Innovation Hub for Healthy Food, dedicated to sustainable products and processing technologies for the production of foods with high nutritional value, and the Agrisolar Systems & Technologies, showcasing the opportunities offered by photovoltaic energy generation to support agricultural production.

There is also the Biosolutions International Event with around 60 exhibitors, making Macfrut the leading event in Europe for natural plant protection, nutrition and biostimulation products. Also in terms of innovation, the Plant Nursery area, dedicated to the plant nursery industry, will also host the International Rootstocks Symposium (IRS). Also confirmed are the Spices & Herbs Global Expo, the European exhibition dedicated to spices, aromatic and medicinal herbs; Pianeta Rosso, dedicated to the tomato supply chain; and Acqua Campus, dedicated to water-saving innovations and technologies.

A double test field will be set up at the trade fair, covering an area of approximately 3,000 square metres and divided into two halls: one dedicated to fruit growing (Hall C1 - Agri Field Solution) and the other to soilless production techniques, commercial and industrial horticulture, and mechanisation (Hall A1 - Machinery Solutions).

All exhibitions are coordinated by a team of internationally renowned experts.

## POULTRY FORUM

The Africa & Mediterranean Poultry Forum, an international event for the poultry industry, will take place on the same days as Macfrut (8-10 May), promoted by Fieravicola in collaboration with Assoavi (Association of Italian egg producers) and Unaitalia (National Union of Meat and Egg Food Chains).

# THE PORT OF RAVENNA LEAD

The port of Ravenna is the first Italian port for agri-food products.

In 2023 it handled 5.2 million tonnes of agri-food products (foodstuffs and agricultural products), a slight decrease compared to 2022.

A number of events have substantially affected the Port's results in 2023, in particular the war between Russia and Ukraine, the May 2023 floods and finally the Red Sea crisis following the war between Israel and Hamas, causing a reduction in the import-export of goods originating from the Far East and a surge in maritime transport costs.

Of the 5.2 million tons of agri-food products, almost 1.4 million tons, especially soybeans and flour, originate from Brazil and Argentina, over 1.1 million tons, especially cereals, flours, oilseeds and oils from Ukraine, thanks to the "solidarity corridors" and the "Black Sea Grain Initiative" agreement, while 740 thousand tons are imported from North America (mainly US soybeans and Canadian wheat).

In fact, Ravenna has always been the port of reference for the countries bordering the Black Sea and, in particular, for Ukraine, from which large quantities of cereals, flours and vegetable oils have historically been imported.

Following the expiration, in July 2023, of the Ukrainian wheat export agreement otherwise known as the Black Sea Grain Initiative (signed between Russia and Ukraine, with the mediation of Turkey and the UN, in

June 2022 and renewed several times thereafter), only the EU-Ukraine solidarity lanes have become the only available and safe route for the export of Ukrainian cereals to Europe and the rest of the world allowing traffic of a certain importance to be maintained with the Ukraine.

Analyzing the performance of individual product categories, the import of cereals ends 2023 with 1.9 million tonnes and -6.7% compared to 2022.

The main countries of origin were Ukraine with 891 thousand tonnes (+34.1%), Canada with 220 thousand tonnes (-11.5%) and Romania with 185 thousand tonnes (-23.0%).

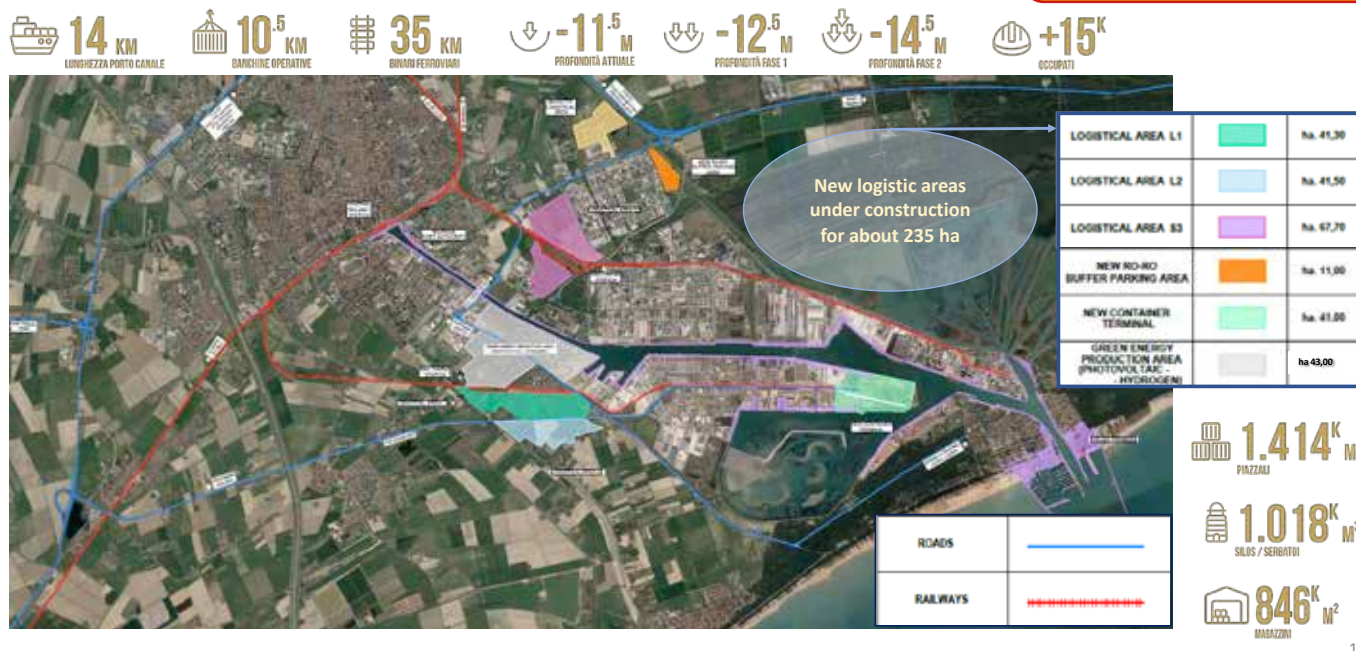
As regards the import of oilseeds (1.1 million tonnes), it grew by 1.6% compared to 2022, while the handling of oil seed and oleaginous fruit flours decreased, with 0.9 million tonnes (-15.2% on 2022).

Animal and vegetable oils also declined to 0.7 million tonnes, a drop of -25.6% in 2023 compared to 2022, mainly attributable to the floods that heavily hit the Unigrà plant in Conselice, which is specialized in the transformation and sale of high quality edible oils and fats, and which suspended its activities due to extensive damage to its offices and plants, compromising the production and import of raw materials through the port of Ravenna.

The Port of Ravenna is involved in infrastructure works worth almost 900 million euros. Currently the seabed has been deepened to -11.50 and at the end of 2024,

## Ravenna Port Intermodal Logistic District

**16.000 employees**



# ER IN AGRIFOOD PRODUCTS

## AGRIFOOD TRAFFIC 2023

In 2023, the Port of Ravenna handled **5,2 Mio/Ton of Agri-food products** (foodstuff, agricultural and animal products):

In 2023, 407 fully loaded trains (+29 trains; +7,7% compared to 2022) were handled, including 457.651 tons (+91 thousand tons; +25%) of **FLOURS** and **CEREALS**



a year early, the project's first phase will be completed with -12.5 (to reach -14.4 in 2026) "Ravenna Port Hub" means deepening of the seabed, but also restructuring of the existing quays and construction of a new quay to be used mainly as a container terminal, launch of the port energy community, over 200 hectares of productive – logistic areas to support port and hinterland development. Several expressions of interest were received for these areas, some from companies already active in the port of Ravenna, others from companies located in the centre-north of Italy with an agricultural vocation and specialization in the food and refrigeration industry. The objective is to strengthen and develop the Port's logistical capacity in favour of the agri-food supply chains, offering new warehouses, including refrigerated ones, within the port area; storage services for companies that export their products and need to carry out consolidation at port; post-emptying storage services for companies that import products and need to distribute the goods to national and/or international markets; customs warehouses and other high value-added services for the development of import and export flows.

## LOGISTICS AREAS L1 & L2 - DEVELOPMENT



### Description:

The areas are part of the POC (Municipal Operational Plan) called L1 and L2. They consist of large areas for the development of port logistic-productive activities. The first area called L1 is owned by SAPIR S.p.A. and totally private, while the second area called L2 is owned by the Port Authority of Ravenna. The central road axis is the SS67 Via Classicana which connects the port to the motorway arteries for the North and South of Italy. The two areas (total 80 ha) represent the natural expansion of the port logistics-productive areas and will be characterized by high intermodality; both areas will be connected to the south railway freight station adjacent to the L1 area as well as to the Classicana road. The L1 area has already obtained the planning authorizations necessary for development, while the L2 area is directly managed by the Port Authority.



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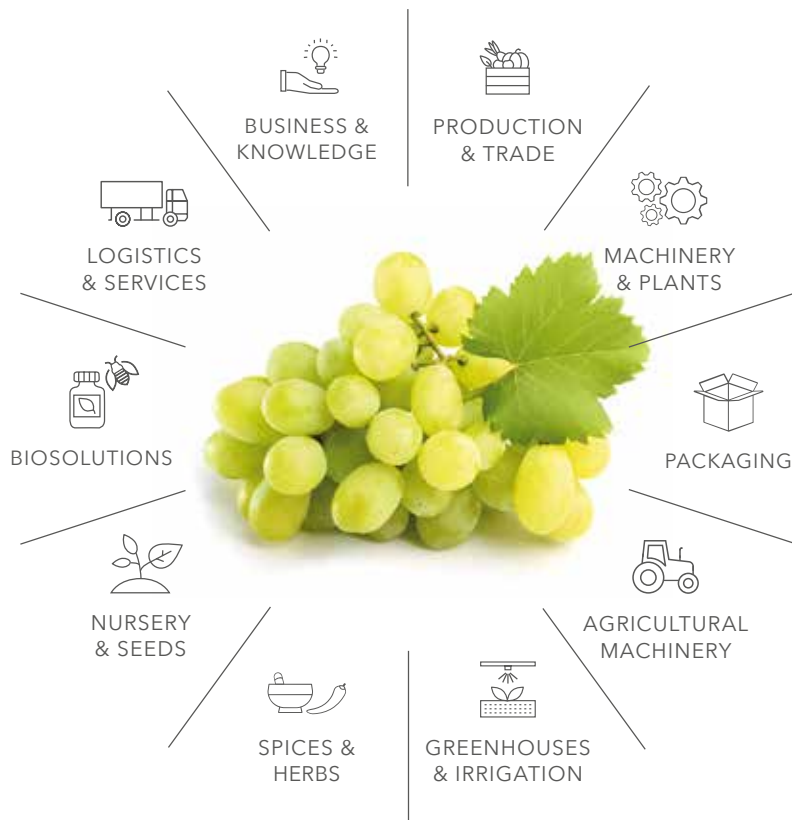
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# PGI products Romagna



# MACFRUT 2024



## FRUIT & VEG PROFESSIONAL SHOW

8-9-10 MAGGIO 2024-RIMINI EXPO CENTRE-ITALIA

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EDITION 2024

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# TERMINAL CONTAINER RAVENNA

## Excellence in the Management of Refrigerated, Perishable, and Dried Fruit Products

Over the years, Terminal Container Ravenna has established itself as a specialist in handling time-sensitive goods, with a particular focus on refrigerated and perishable products, which have recently become one of the most important resources in the markets.

Among its key features, the terminal boasts ample space and equipment that allow for the direct execution of all handling and consolidation operations for subsequent distribution. This ability to concentrate logistics activities within limited timeframes is made possible both by the terminal's internal facilities and adjacent areas. Once inspection and control phases are completed, the goods are loaded onto refrigerated trucks that reach destination markets within 24 hours of landing.

TCR has over 260 reefer plugs, with the possibility of expansion in case of high concentrations of refrigerated traffic. Another key element is the presence within the terminal of dedicated facilities and spaces for quality and suitability checks of the goods.

The frequency of connections and short transit times to ports in the Eastern Mediterranean (such as Egypt,

Cyprus, Lebanon, Israel, Turkey, and the Black Sea) allow for rapid and efficient end-to-end management, punctually supplying Italian and European fruit and vegetable markets. Recently, there has been increased interest in intermodal solutions for perishable goods as well, and TCR, thanks to its network of railway connections, is able to meet this need as well.

In conclusion, for this edition of Macfrut 2024, the Port of Ravenna presents itself as an integrated "system." The stand, organized by the Port Authority System, hosts the presence of various local operators, confirming the port's systemic approach in handling refrigerated and perishable goods.



**Terminal Container Ravenna**

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Hall B-5 - Stand 196

# OLYMPIA, FOR OVER 40 YEARS

## INTERNATIONAL SHIPMENTS

Olympia di Navigazione offers to import and export companies a complete consulting and freight organization service designed specifically to achieve maximum efficiency and effectiveness for the customer, all while optimizing time, procedures and costs of each individual shipment.

In our offices, a team, able to communicate in all the main languages of the business trade (Italian, English, Spanish, French, German, Russian, Moldavian and Polish) is focused on providing 360° assistance and support along the logistics chain, being able to follow the shipments from the moment of the offer to the customer, to the tracking of the shipment, passing through all the documentation procedures.

Our mission is to meet the demand of informed customers by providing solutions and consolidating relationships based on trust.



## SEA SHIPMENTS

Thanks to our widespread presence in all major Italian and foreign ports, we can guarantee a competitive and focused service for sea transport of any type of goods, from general cargo to refrigerated shipments and ADR/IMO cargo.

We offer a door-to-door service in both import and export, anywhere in the world, ensuring your cargo accurate tracking at all times carried out by competent and helpful personnel, able to professionally fulfill bureaucratic (Letters of Credit, Multimodal, Certificates of Origin, Sanitary Certificates, etc...) and organizational paperwork to bring each shipment to a successful conclusion.



**Olympia di Navigazione**

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## PERISHABLE LOGISTICS

Over the past 20 years, Olympia di Navigazione has specialized in the transport of fresh refrigerated goods from around the world with a focus on fresh and preserved fruits and vegetables. As a result of ongoing relationships and growing demand, Olympia has been dedicating for years a team exclusively on the purpose of providing effective and efficient service to its partners operating in the food industry. This ensures supervision at all levels by trained personnel capable of handling all the complex procedures involved in this delicate kind of traffic.

## WE GUARANTEE THE FOLLOWING SERVICES

- Handling and lashing of reefer containers in port and in our warehouses
- Close and constant contact with key regulatory bodies to keep abreast of EU regulations, licenses and quotas
- Customs and non-customs advice in relation to the type of perishable goods to be imported
- Storage in reefer and non-reefer warehouses
- Quality control, sorting, packaging and labeling
- USM sanitary formalities
- Phytopathological formalities
- AGE CONTROL quality control
- Delivery by refrigerated truck or by temperature-controlled container either FCL or LCL

# SAGEM, "WITH US, IN GOOD HANDS"

## AN INTERNATIONAL NETWORK FOR COMMODITY LOGISTICS

SAGEM, led by Alessandro Santi for over half a century, operates as a maritime and land freight forwarding company, maritime agency, goods inspection and sampling in the major Italian and European ports, specializing in commodity logistics and activities related to all sectors of transportation, including containers and Ro-Ro.

What makes us the ideal and reliable partner, chosen by industry operators, is our deep market knowledge and forward-thinking vision; our commitment to customer support and tailor-made solutions; our extensive presence on the territory and international networking. In addition to our two main operational bases in Venice and Ravenna, we manage operational units in Chioggia, Livorno, and Molfetta. The Group includes freight forwarding companies such as: Sagem Koper doo, based in Koper, Slovenia, with two operational sites in Rijeka and Ploce, Croatia; Lisec, based in Savona, also operating in Vado Ligure and Genoa; SG Logistica, operating in Trieste, San Giorgio di Nogaro, and Monfalcone.

With the aim of constantly offering customers a differentiated merchandise and service search, the team, including SAGEM, consists of over 100 people dedica-

ted to the daily management of various import/export activities for over 4 million tons per year, through truck re-delivery services, shipments, customs clearance, warehouse management, inspections and controls, investing in innovative tools and technologies that guarantee the safety and traceability of products and services in real-time.

Furthermore, through Group companies, we provide typical maritime agency services for approximately 1,200 calls/year and maritime charters, consultancy, insurance brokerage, and risk management. Thanks also to the recent acquisition of SFACS and SABE, we offer complete global logistics solutions that include railway, land, and maritime shipments of containerized goods for over 20 thousand Teus/year. Certified ISO 9001, GMP+ B3, GAFTA Superintendent, and FOSFA Member, qualified as AEOC, authorized economic operator for customs facilitation, SAGEM is a constant presence at international fairs and events.



**Sagem**

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# DCS TRAMACO, A LEADING COMPANY IN REFRIGERATED SHIPPING

DCS Tramaco is an Italian freight forwarder, leader in refrigerated logistics, that is mainly handling perishable goods like fruits, vegetables, frozen meat and dairy products. These goods are shipped by sea and, when necessary, are also stored and distributed all over Italy and Europe, thanks to owned cold store facilities. DCS Tramaco is the reefer division of DCS Group (Del Corona & Scardigli), a global forwarder based in Leghorn and this allows us to offer customized services on a global level, being able to count on DCS offices present all over the world. Also thanks to these synergies, our growth is constant and has allowed us to handle around 30.000 reefer teus in 2023. We are daily shipping all around the world the best Italian fruits from every port, offering the best solutions, thanks to our thirty years of experience in reefer transport, together with a deep knowledge of exported products.

DCS Tramaco, for decades, is a safe reference point for all the main exporters of the Eastern Mediterranean, like Egypt, Israel, Turkey, providing them with door to door refrigerated logistics services to reach all European destinations in the shortest possible time, ensuring the freshness of the product on the final markets. These services make



use of the DCS Tramaco refrigerated logistics platforms in the ports of Ravenna, Venice and Koper, which guarantee the cold chain thanks to the availability of bonded cold rooms for storage and subsequent distribution. In recent years the same transit services, with the same methods and through the same DCS Tramaco port facilities, but in the reverse direction, are provided to Polish, Austrian and Central-Eastern European exporters of perishable food and fruits, for whom it offers a faster way to reach East Mediterranean markets. We always look forward, to be ready to meet the new needs of our customers. With this perspective we are investing to prepare ourselves

for the energy transition. We have in fact completed the installation of a photovoltaic system, which now guarantees self-produced energy, on Logipark warehouse, our refrigerated facility in Ravenna Port and we are completing the project for the same investment in Venice Cold Stores, our refrigerated warehouses at Venice port.

We believe, in fact, that in a near future the main international companies will favor service providers in possession of the green certificate and we will be happy to be part of this virtuous process in favor of the environment.

Hall B-3 - Stand 193

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