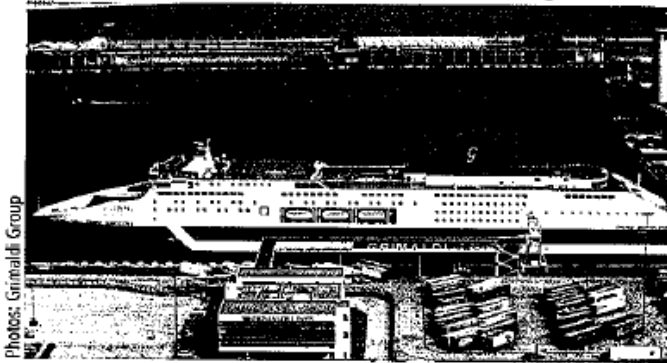


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Grimaldi expands Iberia services

Building a bridge to Spain

The Italian Grimaldi group is focusing its attention on the Spanish market and has brought two new ships into service in order to reinforce its liner services between Italy and the Iberian peninsula. Thanks to the Grimaldi Lines network, customers from Greece, Turkey or the Balkans also have the opportunity to ship freight bound for Spain or Portugal over the «Long Bridge» via Italy.



Photos: Grimaldi Group

The Grimaldi Group serves its terminal in Barcelona with routes from Civitavecchia, Livorno and Savona (Italy) for instance.

With its «Motorways of the Sea», the Italian Grimaldi shipping line is widely represented in the Mediterranean region. In this connection the company focuses special attention on the Spanish market. In an interview with the *ITJ*, Guido Grimaldi, Corporate Truck and Trailer Commercial Director of the Grimaldi Group, explained the *ITJ* that one of the company's main objectives was to expand its business relationships in the Spanish market.

celona. Grimaldi serves the Savona-Barcelona and Salerno-Cagliari-Valencia routes with three departures per week.

In this connection the imbalance between imports and exports recorded in the transportation routes between Spain and Italy continues to be an important matter. «We have taken

various commercial and logistical measures in this area with a view to promoting exports from Spain,» said Grimaldi. «One example here is that we offer our customers attractive rates for the transport of cargo to Spain. We have also scheduled our departure times from Italy in such a way that we are able to receive cargo arriving from northern or southeast Europe and to then ship it onwards to Spain.»

Through its network of different lines, the Grimaldi Group is also in a position to provide its customers with the additional option of transporting cargo from Greece, Turkey or Portugal to Spain or Portugal via its «Long Bridge». Customers using this system pay only a single, reduced charge for both legs of the maritime journey. Shippers can take advantage of this possibility on the routes from Patras/Igoumenitsa (Greece) to Brindisi (Italy) and from Civitavecchia (also Italy) to Barcelona (Spain) and in the opposite direction.

But Grimaldi is also convinced of Spain's potential in other respects. In July 2013 the group inaugurated its new terminal in the port of Barcelona. With a surface area of 63,000 sqm, it can handle ferries carrying up to 3,000 passengers, 180 truck and trailer units and 250 cars. Grimaldi's has invested a total amount of EUR 20 million in development of the terminal.

Antje Veregge