

**Samer & Co. shipping**

**SAMER**  
GROUP



## services

- Steamship agents and brokers
- International forwarders
- Port terminal operators
- Heavy lift operators
- P&I correspondents
- Claim settlements agents
- Lloyd's of London agents

## contacts

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## company profile

**Samer & Co. Shipping** traces its origins back to the year 1919, when Ellerman & Wilson Lines Agency Company Limited of Trieste was founded by the British sea transport giant EWL.

For many decades "Ellerman & Wilson" operated with their own vessels to many international destinations.

In 1932, the Trieste branch office was appointed Lloyd's of London Agent and in 1972 obtained appointment from the Institute of London Underwriters.

In 1981, further to an overall reorganization of the international EWL group, the capital shares of Ellerman & Wilson Lines Agency Co. were taken over by the Trieste shareholders, under the guidance and direction of the Managing Director Mr. Dario Samer, who had joined the company already in 1952.

In 1985, the company name was changed into Samer & Co. Shipping S.r.l., Trieste.

Today the company, managed by Enrico and Lilli Samer, is operative with own **offices** at the Italian ports of Monfalcone, Porto Nogaro and Ravenna, and airports of Milan, Rome and Naples. Overseas subsidiary companies are located in Koper (Slovenia), Rijeka (Croatia), Zagreb (Croatia), Sarajevo (Bosnia Erzegovina), Belgrade (Serbia), Bar (Montenegro), Durrës (Albania), Ulaanbaatar (Mongolia) and Tokyo (Japan) all of which are appointed Lloyd's of London Agents, together with a branch office in Tokyo (Japan).

Samer & Co. Shipping acts as correspondent to the most prestigious International P&I Associations and claim-settling agents to

cargo underwriters.

As **ship agents**, Samer & Co. Shipping represents various shipping lines and the organization is fully acquainted with all aspects of the most modern methods of cargo handling and shipping and is well introduced with the importers, exporters and forwarding agents throughout the central European hinterland.

As **terminal operator**, the Company operates the **Ferry Terminal of Riva Traiana** in Trieste. The terminal has an open area of 150,000 sqm. and operative berths and ramps to host three ro-ro vessels.

The following ferry lines are operated at the Ferry Terminal: **Trieste/Pendik** (Istanbul, Asian side), **Trieste/Ambarli** (Istanbul, European side), **Trieste/Cesme** (Izmir) and **Trieste/Mersin** mostly dedicated to TIR trucks moving between Europe and Turkey, for a total transit of more than 250,000 vehicles per year.

The ro-ro ferry line is served by 13 vessels offering 15 sailings per week.

Regarding intermodal services, the company's offer is multifold in order for its customers to reduce their carbon footprint and be environmentally friendly: RoLa trains to Salzburg (Austria), ISU system trains to Wels (Austria) and multimodal services to Duisburg (Germany), departing with different weekly frequencies directly from the port terminal.

The strength of almost a century of experience is powered by a spirit of improvement and innovation, so that the Samer Group is in perpetual growth and evolution.



**Samer & Co. *shipping***

**Global Forwarding**

**SAMER**  
GROUP



## services

- Ocean/Air freight
- Worldwide door-to-door service
- FCL/LCL/NCL
- Project cargo
- Reefer cargo
- Custom brokerage
- Logistics and warehousing
- LME/LIFFE approved

## company profile

Samer & Co. Shipping also specializes in **international freight forwarding**, with a dedicated team that can offer a door-to-door service worldwide, managing the whole traffic flow, i.e. integrating international transport, logistics, warehousing and distribution.

The skilled staff of this business unit is able to handle ocean, air, rail and road transport inquiries, entailing full loads or groupage cargoes, project cargo, heavy lifts and reefer cargo, and can also act as custom brokers. In particular, the company has a long-established expertise with commodities like timber, plastic, granite, steel, that are disembarked, stored and distributed; non-ferrous metals and green coffee, which are operated and stocked in the owned bonded warehouses, approved by the LME and LIFFE for stock exchange materials; wine and alimentary goods that need to be stored in the refrigerated warehouses and semi-automated, temperature-controlled slots for pallets and big bags.

Moreover, regarding logistics, goods can also be handled in the state-of-the-art warehouses as for technology, stock capacity and process organization, and/or in a warehouse certified by IATA to manipulate air cargoes. All facilities are strategically located in the heart of trans-European corridors and intermodal hubs. On top of that, thanks to a partnership with a major Italian player in distribution, according to the customer needs, wares can be stored anywhere among seventy warehouses spread around Italy, whereby a comprehensive service including the last mile leg is granted.

The daily activities are managed directly at the company's own Italian offices of Trieste (headquarters), Milan, Monfalcone, Ravenna, Rome and Naples, abroad at the subsidiary companies of Koper (Slovenia), Rijeka (Croatia), Sarajevo (Bosnia Erzegovina), Belgrade (Serbia), Bar (Montenegro), Durrës (Albania), Ulaanbaatar (Mongolia) and Tokyo (Japan) and also thanks to a network of strategic international partners, sharing the same values of service efficiency and quality.



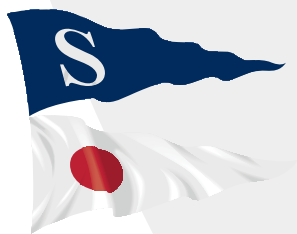
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**Samer & Co. shipping**



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# SAMER SEAPORTS & TERMINALS

## SAMER SEAPORTS & TERMINALS SRL



### services

- 3 Ro-Ro berthing ramps
- 870 m. quay
- 40' draft
- 150,000 sqm storage area
- 15 sailings per week
- 3 ROLA trains per day
- 250,000 heavy vehicles per year

### company profile

**Samer Seaports and Terminals** was established in 1988 operating the **ferry terminal of Riva Traiana** in Trieste, Italy. In 2013 the ship owner U.N. Ro-Ro Isletmeleri A.S., the main customer of the terminal, acquired 60% of the company shares from Samer & Co. Shipping SpA, which kept the remaining 40%. An important acquisition which strengthened a relationship already existing since many years.

The terminal has an open area of 150,000 square metres, with operative berths equipped with 3 ramps capable of hosting three ro-ro vessels.

Ro-ro connections between Trieste and Turkey started in 1987 and presently connect the city to **Pendik** (on the Asian side of Istanbul), **Ambarli** and **Mersin** (South-Eastern Turkey).

13 ro-ro ferries operate on these routes, sailing daily to Pendik and twice a week to Tekirdag and Mersin for a total of 15 sailings per week, mostly dedicated to

TIR trucks moving between Europe and Turkey, presently set over 250,000 trucks per year.

Since they do not carry passengers, drivers, once they have loaded their trucks, use a shuttle service from the Trieste Port to Ljubljana International Airport and fly directly to Turkey.

Regarding intermodal services, the company's offer is multifold in order for its customers to reduce their carbon footprint and be environmentally friendly: RoLa trains to Salzburg (Austria), ISU system trains to Wels (Austria) and multimodal services to Duisburg (Germany), departing with different weekly frequencies directly from the port terminal.

Thanks to its experience, Samer Seaports and Terminals is able to coordinate an efficient and flexible terminal service which is constantly updated to the new demands of the logistics and intermodal transport system.

### contacts

#### Samer Seaports & Terminals Srl

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artoni &amp; samer srl



## services

- International freight forwarding
- Project cargo
- Exceptional cargo delivery
- Storage and warehouse

## company profile

**Artoni & Samer** is the result of a **partnership between the Artoni and Samer families**. As an **international forwarder**, A&S offers **specialised transport services** to important international industrial interests.

Through its subsidiary company **Frigomar** (port terminal, cold store operator and heavy lift cargo handling), Artoni & Samer offers a complete and wide range of services for the transport, storage and loading operations for both standard and out-of-gauge exceptional units.

In order to meet customer's requirements and offer an excellent service, Artoni & Samer has acquired new equipment and structures to guarantee a complete intermodal service. Logitruck uses a 36-axle special trailer to handle exceptional transports whilst Frigomar has controlled temperature cold stores, an ample storage area and a 450 tons capacity shore crane.

Artoni & Samer thus offers a specialised transport service to its clients, among which the most important are the Finnish company **Wärtsilä** and the Italian **Redaelli**.

## contacts

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## port terminal

- 450 tons capacity shore crane
- 180 m. berth
- 50,000 sqm. storage area
- 8,000 sqm. warehouses
- 7,000 sqm. refrigerated warehouses
- LME/LIFFE approved

## services

- Heavy Lifts
- Project cargo
- Reefer cargo
- Industrial breakbulk
- Sampling/sorting
- Cargo inspection

## company profile

**Frigomar** is entirely owned by Artori & Samer and offers its customers an **“all-inclusive” service** of port terminal, warehousing and custom depot.

As **terminal operator**, Frigomar is specialized in all port processes related to heavy lift cargo. The terminal operates a berth of 180 metres length and is equipped with **a shore crane of 450 tons** lifting capacity.

The plant has a **storage area of 50,000 sqm**, 3,000 sqm. warehouse equipped with a 50 tons gantry crane and another 5,000 sqm. warehouse.

Frigomar is thus fitted to perform a wide range of operations such as handling and selection, barcode scanning, labelling, weight checking, cargo inspections, sampling and sorting as well as stuffing/unstuffing

of containers. The terminal is equipped with platforms and forklifts of 45 tons capacity.

Frigomar operates a **refrigerated warehouse** consisting of two cold stores for a total area of 4,500 sqm. subdivided into 4,100 slots (semi-automated compact shelf system) for pallets or big bags, with controlled humidity and temperature and an additional cold store of 2,500 sqm, for a total of 7,000 sqm refrigerated warehouses. A customs depot is available for handling of goods on behalf of clients without incurring import duties, and a VAT depot is also in place. Customs clearance is performed on the spot.

Frigomar guarantees a reliable and complete service, meeting the new requirements of the modern cargo conveyance and shipping market.

## contacts

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# Trieste *intermodal* maritime terminal



## services

- 1 ro-ro berth ramp
- 30,000 sqm parking area
- 4 sailing per week
- 50,000 road transport vehicles handled per year

## company profile

**T.I.M.T. Trieste Intermodal Maritime Terminal S.r.l.** was established in 2001 as a port terminal operator in Trieste.

The terminal has an open yard of over 30,000 sqm used as a parking space for vehicles in arrival and departure and a ramp suited to accommodate ro-ro ships. At present, T.I.M.T. operates the ro-ro line connecting the ports of Trieste and **Cesme** (90 km away from Izmir), 4 times a week. The last generation ships on this route have the capacity of up to 280 trucks and heavy vehicles, and the terminal serves a total of over 50,000 vehicles per year.

T.I.M.T. is an important part of the most developed Highway of the Seas in the Mediterranean, connecting Trieste to Turkey, thus making a significant contribution to the continuous development and improvement of this unique example of intermodal traffics.

Vehicles indeed are not accompanied by their drivers, who are served by an airline service every night at the two base ports of the maritime route of their vehicles' voyage.

Regarding intermodal services, a daily ROLA connects the Ferneti terminal to Salzburg (Austria) with 3 trains couples, for a total of 38 departures per week, travel time is approximately 8 hours and all trains can carry up to 20 trucks (tractor+semitrailer). ISU system trains connect 3 times a week the Port of Trieste to Wels (Austria) and are able to load any kind of semitrailers.

## contacts

**T.I.M.T. Trieste Intermodal Maritime Terminal**

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# SEAWAY S.r.l.



## services

- Stevedoring company
- Port operations
- Handling, manipulation and lifting of goods
- Project cargo

## company profile

**Seaway Srl** was established in Trieste in 1992 as a **stevedoring company** specialised in the handling and manipulation of all types of goods, including heavy cargo units.

The company fulfils all specific port operations such as lashing, unlash, dunnage and stowage, packing of general cargo, cleaning and repairs of all types of containers, including refrigerated tanks, welding and unwelding of goods on board. The company also supplies an efficient service for any type of assistance needed in port areas,

both for ordinary and extraordinary maintenance.

Seaway Srl operates at Trieste with qualified personnel and a wide range of equipment suited to the handling, manipulation and lifting of all types of cargo transiting at the port of Trieste.

The company is always at the forefront in being able to organise and plan instruments and equipment to satisfy the most varied market needs in terms of assistance to operators and customers, also thanks to the expertise of their personnel and the know-how acquired up to now.

## contacts

### Seaway Srl

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# EDGAR H. GREENHAM & C<sup>o</sup> s.r.l.

## INSURANCE AGENTS-STEAMSHIP AGENTS & BROKERS



### services

- Insurance agents
- Tailor made insurances
- Claims settling agents

### company profile

The origins of **Edgar H. Greenham & Co. S.r.l.** date back to 1826 when two British brothers, John and Isaac Grant Greenham, arrived at Trieste and started their activity by opening a shipping agency.

The company started to act as insurance agents related to maritime traffics in 1896 when Isaac Grant Greenham was appointed agent of Lloyd's of London. At his death he was succeeded in the activity by his grandson Richard and, subsequently, by Edgar Henry, who still gives the name to the company. His widow continued the activity until 1973, when the company was taken over by Ellerman & Wilson,

and at present by Samer & Co. Shipping, though still maintaining its independence and presence in the insurance world. At the time of Edgar Henry in the first decades of the last century numerous Insurance companies, mainly British and American, used the service of Edgar H. Greenham & Co. as their agents in the field of maritime underwriting. On the basis of this long-established tradition, Edgar H. Greenham & Co. has today resumed and strengthened its traditional role and heritage of experience by becoming representatives of "**UnipolSai Assicurazioni**".



### contacts

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# Billitz



## containers

- Stuffing and unstuffing operations
- Worldwide, containers despatch
- Import-export forwarding
- Transport by truck or railway
- Groupage service

## maritime services

- Competitive sea freight quotations
- Shipping to unusual destinations
- Assistance in shipping operations
- Issuing of all shipping documents
- Customs clearance
- Coordination of combined transport to and from Ro-Ro ships
- Assistance to truck drivers

## general cargo

- Sea, rail, land freight quotations
- Private warehouses and transit depots
- Transit forwarding
- Assistance in loading/discharging operations
- Issuing of shipping documents

## company profile

Founded in 1895 in Budapest **Billitz Company** established its first branch in Fiume (Rijeka): the seaport of Hungary. In 1898 Billitz opened a new office in Trieste, one of the most important ports of the Mediterranean and, at that time, the port of Austrian-Hungarian Empire.

Since the beginning of the XX<sup>th</sup> century Billitz, became the shipping agent of the Mediterranean and New York Steamship Company Limited and entered the Insurance field as Agent of the Ungarisch- Franzoesischen Versicherung Aktiengesellschaft. At the same time Billitz engaged in commodities business as Agent of Refined Sugar Association of London.

Between the World Wars the company specialized in **freight forwarding**, and improved its relationship with important Austrian industries such as Veitscher Magne sitwerke (Refractory materials) and Leykam A.G. and Papier A.G. (paper mills).

In the course of the following ten years, Billitz became a specialized fruit forwarder controlling the distribution of fruit from Trieste all over Europe through the Israeli Citrus Marketing Board. Billitz, traditionally operating on the markets of Central Europe, extended its sphere of interest to the Italian market.

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## services

- FORMULA 1
- GP2 – GP3
- LE MANS SERIES
- DTM
- WORLD RENAULT SERIES
- MOTOGP
- FIA GT
- WTCC
- POWERBOAT P1

## company profile

Founded in 1895 in Budapest Billitz Company established its first branch in Fiume (Rijeka): the seaport of Hungary. In 1898 Billitz opened a new office in Trieste, one of the most important ports of the Mediterranean and, at that time, the port of Austrian-Hungarian Empire. Since 2004, with new shareholders, **Billitz Triestemotorsport** branch offers a complete product with a motorsport division providing logistic and organization support to all teams and customers attending motorsport events in the world. The branch guarantees **the best service for motorsport in Turkey** under daily connections to Istanbul, (Pendik port - Ro-Ro Teminal)

reserved spaces and priority treatment, and offering a complete variety of services.

Billitz has the necessary experience and having successfully followed several events in the course of the seasons 2005-2006-2007-2008-2009-2010. Billitz is also present in the Istanbul Park Circuit with its own offices and staff for full-time assistance. Services, offered by the branch, include all customs operations.

Billitz Triestemotorsport guarantees reserved space and priority for loading and its European Network will provide complete service for all services (transfer –hotels –helicopter – mega yacht).

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TRIESTE • YACHT • SERVICE



## services

- Yacht clearance
- Berth reservation
- Technical repairs/spare parts
- Sail repairs
- Provisioning and supplies
- Medical assistance
- Bank transaction
- Transportation & travel arrangements
- Tour guide/private excursions
- Courier service
- Bunkering
- Jet fuel for helicopters
- Helicopter arrival and departure from berths

## company profile

**Trieste Yacht Service** is the natural outcome of the joining of Samer & Co. Shipping and the Trieste Passengers Terminal (TTP). Together with the vision of the Samer Group and the dynamics of the port, TYS offers a service that can truly satisfy the captain needs. This project offers a touristic development of Trieste, inserting the city between exclusive ports such as Capri, Portofino, Venice, Naples. All berths are centrally located and within a short walking distance to the downtown area. The international airport is located 30 minutes from the berths, making it very convenient for picking up and dropping off guests. The exclusive Scala Reale berth is located directly in front of the main

square "Unità d'Italia", the historic epicentre of the city of Trieste. But what makes Trieste unique is its **historic yachting tradition**. Any engineering or mechanical problems can be taken care of swiftly by local teams who have a long tradition of yachting expertise.

TYS has a lengthy list of extremely qualified technicians to help solve problems in areas such as refrigeration, engine and generator trouble, HVAC, sail repair, jet ski repair and yacht interiors. Trieste is an Italian city with Austrian architecture, a perfect stopover for charters that have Croatia or Venice on their itinerary, but also as a destination, since the city offers several touristic rounds.

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# WORLD TRADE CENTER® TRIESTE



## services

- Promotion of trade and investments
- International business relations
- Mutual assistance/cooperation among WTC members
- WTC Business Academy
- WTC Business Club



## company profile

The **World Trade Center Association (WTCA)** was created in New York City in the 1960's, thanks to an agreement between the businessman David Rockefeller and the Port Authority of New York and New Jersey, encouraged both by the economic growth throughout the United States and the need for a service to foster investments at international level.

In December 2014, the Samer Group, through its main company, Samer & Co. Shipping SpA, acquired the license for World Trade Center Trieste, and in July 2015 it established the company WTC Srl to operate in the network.

World Trade Center Trieste pools together a group of professionals in order to offer tailored and competitive international services, within a network of economic relations and professional proficiencies which nowadays numbers over 330 structures.

This project aims at boosting and developing a strategic center for international trade and relations in Trieste, capable to promote and strengthen the footprint of local businesses on the international market, and vice versa to attract international investors.

Moreover, World Trade Center Trieste also endeavors to involve additional economic stakeholders in customs free zones, within port areas, where other WTCs are located, thus creating an economic force mainly focused on trade.

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WE GROW TRADE™