

## Marseilles Fos to boost Brazil trade links

Leading French and Mediterranean cargo port Marseilles Fos - which handled 83 million tonnes last year to rank fourth in Europe - is establishing commercial representation in Brazil to further enhance links with its main trading partner in South America, which currently contributes some 4.5MT a year.

The announcement by newly appointed development director Dirk Becquart came last week during a three-day trade mission in Brazil, when he led a delegation of port users and port authority personnel attending the Sao Paulo Intermodal trade show.

Marseilles Fos – twinned with Santos since 2006 - was promoting its multimodal waterways, rail, road and pipeline networks as strategically located gateways to European markets offering cost-effective alternatives to ports in the northern range. Key trade targets include the container, foodstuffs, biofuels and 4MT per year dry bulks sectors.

Port officials presented details of the three new container terminals that are being developed – the twin facilities at Fos 2XL due on stream in 2011 and the Fos 4XL project to be operated by world leader Hutchison Port Holdings from around 2017/2018. They also described progress at the Fos Distriport logistics zone, where a third of the initial 600,000m<sup>2</sup> warehouse space is now in service.

The potential for Brazil's biofuels traffic was underlined by stressing that, as the world's third largest oil port with annual throughput of 60MT, Marseilles Fos offers major production and storage capacity.

## Port aids UN's Africa training scheme

Marseilles Fos is about to host its fourth United Nations TrainForTrade seminar helping to strengthen the port management training capabilities of port executives from French-speaking African nations.

Under a scheme run by the UN Conference on Trade & Development (UNCTAD), 15 delegates from Togo, Senegal, Benin, Cameroon, Djibouti and Guinea will attend from April 21-May 5 for a 'modern management' syllabus covering the present and future role of ports, user requirements, daily functions, improving efficiency and innovation to integrate the activities of port-based companies. Port authority experts and port community representatives will lead many of the sessions.

In supporting the UNCTAD initiative since 2005, Marseilles Fos has previously delivered the programme to 63 personnel from 11 African countries.

*For port images, see Espace presse/Phototheque at [www.marseille-port.fr](http://www.marseille-port.fr)*