



## SECTOR

# Cereals

With a rich, grain producing hinterland, Atlantic Port La Rochelle and its operators have together developed a steady and continuous growth strategy in the sector, which focuses on operational expertise and the quality of nautical and rail access.

### A VERY SPECIAL GEOGRAPHICAL LOCATION

Enjoying a location at the outlet of the 4<sup>th</sup> largest cereal producing region of France, a wide range of grain products pass through the port, such as soft and hard wheat, corn, brewing or fodder barley, sunflower, rapeseed and alfalfa. On the export market, products from this region are reputed for their high quality.

This recognition, coupled with the development of facilities for pre-carriage in bulk by rail, gives French grain farmers access to a market with very high added value.

Leader on the Atlantic coast and 2<sup>nd</sup> French Port in cereal exports, the Port regularly exports to North Africa, Middle East and West Africa. Each year, new destinations complete this list, such as Yemen and South Korea in 2013.

These remarkable results are the fruit of complementarity between the two operators, one being private (Socomac - Soufflet Group), the other being cooperative (SICA Atlantique), who regularly invest in increasing their capacities and modernising their production tools.



**+ 19 %**  
increase in traffic  
between 2010 and 2014

### MAJOR ADVANTAGES THAT CAN BOOST PERFORMANCE

The Port of La Rochelle is the only one on the Atlantic coast to offer secure and fast access to deep water Panamax type ships.

Its loading stations dedicated to the cereal industry allow high loading rates of up to 1,500 tonnes/hour per station.

In a process of continuous development, the Port will witness the arrival in 2016 of a new grain silo with 63,000 tonnes of storage capacity in 32 cells, on the Chef de Baie terminal.



**4.3<sup>MT</sup>**  
exported  
in 2014



SECTOR

# Cereals



## OPERATORS OF THE CEREAL PRODUCTS INDUSTRY

Operators	SICA Atlantique Group Storage and handling	Socomac (Soufflet Group) Trading and storage
Characteristics		
Terminals	Quai Lombard	Chef de Baie, Môle d'Escale, Lock basin
Total storage capacity	310,000 t	125,000 t
Types of products	Cereals, oil and protein seed crops	Cereals, oil and protein seed crops
Handling equipment	Railroad spur track, 1 rail pit, 1 mixed pit, 6 truck pits, 3 approval stations	Railroad spur track, 5 road pits, four road weigh bridges
Pace of unloading work	2 gantries, one with 1,000 t/h and the other with 1,500 t/h capacity	1,200 t/h (conveyor belt)
Certifications	ISO 9001 and GTPCOCERAL Authorised Economic Operator. Member of the Maize Quality Charter Association, greater south west region of France	CSA-GTP, OHSAS18001. Member of the Maize Quality Charter Association, greater south west region of France

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### Hinterland



### Destinations





## SECTOR

# Oil products

### Atlantic Port La Rochelle, an indispensable player in the French market.

Because of its ability to accommodate deep draft oil tankers and also the quality of its infrastructure and its specialised handling tools, the Port is working with its two operators to meet the consumption needs of refined products in a continuously growing hinterland.



### EXCELLENT MARITIME ACCESSIBILITY

The only deep water port on the Atlantic coast offers its tanker jetty, secure terminal, to ships of up to 120,000 tonnes deadweight and up to 16 metres draft. Access, located 1 km from the coast, is easy and protected by the islands of Ré and Oléron.

### A KEY PLAYER IN DISTRIBUTION FOR WEST, SOUTHWEST AND CENTRAL FRANCE

Internal changes to the hydrocarbons market in France contribute to the development of traffic in the oil storage facilities of the port.

Because of the excellent facilities of its operators and its infrastructure, the Port of La Rochelle takes advantage of these dynamics, strengthened by a total storage capacity of 545,000 m<sup>3</sup>.

These advantages make the Port of La Rochelle the leading supplier of Poitou-Charentes and Limousin regions for petrol and diesel, for both industries and supermarkets.

### PERFORMANCE OF THE OPERATORS: A CONTROLLED PROCESS

The two operators, Picoty and SDLP, major players in the distribution of oil products, provide specialised storage and handling services, round the clock, 365 days a year.

Refined products are routed through three pipelines with discharge rates of up to 4,000 m<sup>3</sup> per hour. Buried, these pipelines guarantee respect for the environment and the highest level of security.



SECTOR

# Oil products



## OPERATORS OF THE OIL PRODUCTS SECTOR

Operators	Picoty	SDLP
Characteristics		
Terminals	Tanker jetty	Tanker jetty
Total storage capacity	240,000 m <sup>3</sup>	245,000 m <sup>3</sup>
Types of products	Diesel, fuel oil, petrol, FAME (fatty acid methyl esters) and ethanol	Diesel, fuel oil, petrol, FAME (fatty acid methyl esters) and ethanol
Handling equipment	2 pipelines – resp. 24 inches and 12 inches	1 pipeline – 16 inches
Discharge rate	24-inch pipeline: 2,800 m <sup>3</sup> /h 12-inch pipeline: 800 m <sup>3</sup> /h	1,200 m <sup>3</sup> /h
Certifications	ISO 9001 - ISO 14001	ISO 14 001

### Picoty

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### Hinterland



### Sources





SECTOR

# Forestry products

## Atlantic Port La Rochelle, the best solution for importers of forest products.

Because of the presence of industrial units capable of managing the entire chain of processing activities in the timber industry, Atlantic Port La Rochelle is the top-ranking port for the importation of forest products in France.

### THE REFERENCE PORT WITH MAJOR ASSETS

The high capacity of covered storage (70,000 m<sup>2</sup> of buildings), the maritime access in deep water (the only port in the French Atlantic coast) and the natural outlet from South America and West Africa are assets that make Atlantic Port La Rochelle the preferred solution of forest products importers.

With regard to paper pulp, a vast and efficient rail network supplying a large hinterland reaching the Rhône-Alpes region may be added to these assets.



### ATLANTIC PORT LA ROCHELLE LEADS IN VALUE ADDITION

From logs to processed products, from tropical timber to country wood, a full range of wood-processing services is available on-site: sawing, storage, lamination and planing.

**1<sup>st</sup> European port for the import of logs**      **1<sup>st</sup> French port for import and processing of forest products**      **1/3 of pulp imports passes through La Rochelle**



### THE REFERENCE PLACE OF THE PULP MARKET IN FRANCE

Ideally positioned in the centre of Europe and directly connected to South America, the Port of La Rochelle is the first French port and the second European port for unloading pulp.

In view of high growth prospects of this market, Atlantic Port La Rochelle will invest 25 million euros by 2019 for developing the nautical capacities of the Chef de Baie forestry terminal. This will allow the ship owners to make it an Europe-wide distribution platform by the year 2020.

### THREE TERMINALS DEDICATED TO THIS SECTOR

Three terminals of the Port can receive forest products: Chef de Baie and Môle d'Escale for ships to deep draft, and the Lock Basin for small and medium carriers.



SECTOR

# Forestry products



## FOREST PRODUCTS SECTOR, HEADING TOWARDS GROWTH

Increase in traffic:

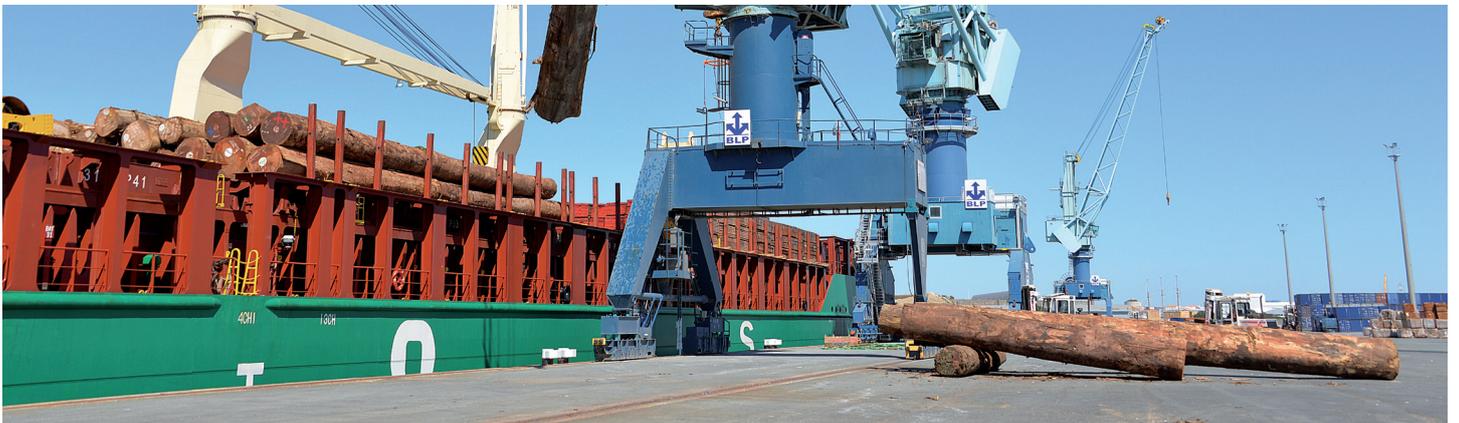
**+ 9 %** in 2014 compared to 2012

**+ 7 %** for the pulp

### Hinterland



### Sources





SECTOR

# Solid and liquid bulk

## Atlantic Port La Rochelle, a modern port for optimal competitiveness.

Through its specialised materials handling experience, the port area of La Rochelle responds to market constraints of the bulk sectors by offering high levels of mechanisation and operating speeds.

The development of agricultural bulk (cattle feed and fertilizers), in flow synergy with the grain producing hinterland, is the cause of La Rochelle Port positioning in this sector.

By pursuing the development of its specialised terminal Anse Saint-Marc, the Port and its operators are promoting a product diversification targeting highly specialised niche traffic of all types of bulk (wood pellets, sodium carbonate, methanol, acids, mineral oils and kerosene).



## FOR SOLID BULK, READY TO USE MODERN INSTALLATIONS

A terminal specialised in the reception of heavy dry bulk materials, the Anse Saint-Marc site received recently investments of 60 million euros, which is continuing in 2015 with the delivery of an additional 200 metres of quay and the opening of an additional 10 hectares land space quayside.

Port operators and companies have invested in new industrial tools dedicated to bagging operations, investments that meet the growing demands of regional and national economic players.

Anse Saint-Marc terminal:

- **360 metres** of quay: 160 m current + 200 m of extension with delivery expected in 2015;
- **20 hectares of land space:** Current 10 hectares + 10 hectares under development;
- **14.50 metres maximum permissible draft.**

Two other terminals, the Môle d'Escale, which docks vessels with deep draft, and the Lock Basin, for small and medium-sized vessels, complete the offer in the bulk sector at the Anse Saint-Marc terminal.

## LIQUID BULKS: ACTIONS FOR PROMOTING HIGH PRODUCTIVITY

Long regarded as the reference liquid bulk, the ready-to-use liquid fertilizers are gradually being complemented by a wider range of fine chemicals products for the industry: acids, methanol, kerosene. A new multifluid pipeline of the SISP company put in operation in early 2014 is now accelerating this product diversification phenomenon. The Lombard dock and the tank jetty handle 24h/24 and 7d/7 the high speed unloading and reloading of liquid bulk.



# Solid and liquid bulk

## MAJOR OPERATORS OF SOLID AND LIQUID BULK

The port operators handle, with a high level of environmental requirements, all types of solid and liquid bulk, using tools specially adapted for each product (dust removing loaders, conveyor belts and pipelines in particular).

Operators	BLP La Rochelle (SGMT)	Groupe Maritime Kuhn (FAST/ EVA)	Groupe SICA Atlantique (SISP/ATENA/Delpech Maritime/EVA)
Characteristics			
Terminals	Lock Basin and Môle d'Escale	Anse Saint-Marc and Môle d'Escale	Anse Saint-Marc / Môle d'Escale / Tank Jetty / Lombard Dock
Total storage capacity	29,000 m <sup>2</sup>	<ul style="list-style-type: none"> <li>. 1 approved scrap yard (FAST)</li> <li>. 30,000 m<sup>2</sup> of covered area (EVA)</li> <li>. 11,000 m<sup>2</sup> of land space (EVA)</li> <li>. 8 buildings (EVA)</li> </ul>	<ul style="list-style-type: none"> <li>. 75,000 t (ATENA)</li> <li>. 40,000 t (Delpech Maritime)</li> <li>. 90,000 m<sup>3</sup> (SISP)</li> <li>. 30,000 m<sup>2</sup> of covered area (EVA)</li> <li>. 11,000 m<sup>2</sup> of land space (EVA)</li> <li>. 8 buildings (EVA)</li> </ul>
Bagging capacity			1200 t/day (ATENA) 300 t/day (Delpech Maritime)
Handling equipment	1 16-inch pipeline	<ul style="list-style-type: none"> <li>. Loaders and forklift trucks.</li> <li>. 3 mobile cranes from 40 to 104 t capacity (EVA)</li> <li>. Bulk bins from 12 to 26 m<sup>3</sup> and scrap grapples (FAST)</li> <li>. 300 linear metres of belts and other conveyors (EVA)</li> <li>. 2 loaders including 1 dust remover (EVA)</li> </ul>	<ul style="list-style-type: none"> <li>. 12 loaders and big bag trolleys (ATENA)</li> <li>. 5 transport pipelines of 8 to 12 inches diameter, flow rate of 500 to 700 m<sup>3</sup>/h (SISP)</li> <li>. Loaders and forklifts (Delpech Maritime)</li> <li>. 3 mobile cranes from 40 to 104 t capacity (EVA)</li> <li>. 300 linear metres of belts and other conveyors (EVA)</li> <li>. 2 loaders including 1 dust remover (EVA)</li> </ul>

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## Hinterland



## Sources and destinations





SECTOR

# The containers

**Atlantic Port La Rochelle, connected to major European hubs.**

With the regular lines serving it, the port is connected to the world via the hubs of major European ports: Le Havre and Antwerp.

## TOOLS THAT ARE ADAPTED TO THE NEEDS OF CONTAINERS IMPORT/EXPORT IN THE REGION

- A port served and connected to the world through regular lines:

**CMA CGM**, the leader for French container shipping, provides connections to the world via the hub of Le Havre and to the West Indies via the Nantes/Saint-Nazaire hub.

Atlantic Port La Rochelle is also preparing the development of new feeder lines connecting with other hubs in Europe, through attractive pricing, with the objective of having at least a weekly passage, particularly suitable for industries of the Cognac region.

By 2020, the Port will reorganise the Chef de Baie terminal and a dock will be reserved for handling regional containers.

- Economic and environmentally friendly solutions

Moving containers to major transshipment hubs by sea rather than by land significantly reduces transportation costs.

With the expected higher cost of road freight, savings available from marine transport can reach 20%.



**CMA CGM:**  
1 vessel every 15 days



Two AEO operators for greater reliability and speed in customs procedures

**-20%**  
savings in the transport cost by choosing the sea

SECTOR

# The containers



## FACILITATE CUSTOMS PROCEDURES AND CONTROL THE INTEGRITY OF GOODS

Both BLP and FAST operators are Authorised Economic Operators (AEO). They meet optimal safety and security criteria and are therefore safe and reliable supply chain partners.

This status, granted by the customs authorities, facilitates smooth customs procedures: priority treatment, choice of the place of inspection, reduced inspection cost of suppliers and strengthening of cooperation.

They reduce by up to three days the time required for the entry of goods in the countries participating in the scheme, while ensuring the integrity of goods.

## OPERATORS FOR CONTAINER TRANSPORT

Characteristics \ Operators	BLP La Rochelle	Groupe Maritime Kuhn (FAST)
Terminals	Chef de Baie, Môle d'Escale, Lock Basin	Anse Saint-Marc and Môle d'Escale (EVA)
Handling equipment	<p><b>CHEF DE BAIE:</b></p> <ul style="list-style-type: none"> <li>- 2 cranes on rails REGGIANE of a capacity of 40 t at 4m, equipped with Broma telescopic spreaders</li> <li>2 mobile cranes REGGIANE 63 t, equipped with Broma telescopic spreaders</li> </ul> <p><b>LOCK BASIN:</b></p> <ul style="list-style-type: none"> <li>- 2 mobile cranes REGGIANE 63 t, equipped with Broma telescopic spreader</li> </ul> <p><b>MÔLE D'ESCALE:</b></p> <ul style="list-style-type: none"> <li>- 1 crane 100 t GOTTWALD, equipped with Broma telescopic spreaders</li> </ul>	3 mobile cranes from 40 to 104 t capacity (EVA)
Work pace	Loading: 16 to 20 containers per hour Unloading: 25 to 26 containers per hour	

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## SECTOR

# Industry and other products

## Atlantic Port La Rochelle, the industrial future of the Atlantic seaboard.

### EXCEPTIONAL ADVANTAGES...

- Up to 60 hectares of available development spaces, including quayside
  - A proven expertise of its operators in specialised handling (particularly bulk and project cargo)
  - Deep water nautical access
  - Possible synergies with industrial players close to the Port.
- ...are making Atlantic Port La Rochelle the ideal high added-value platform for setting up industries in the West of France.



### AN ULTRA-MODERN PORT FOCUSED ON TOMORROW'S PRODUCTS

The richness of the Port of La Rochelle derives also from the diversity of goods it handles: conventional products and project cargo such as steel coils, wind turbine components or aluminium coils for example. The tonnage of such products recorded a significant leap in recent years.

This major growth, combined with the forces of offshore industries that are developing on the Port of La Rochelle and the know-how of the port community in the handling of delicate cargo, makes Atlantic Port La Rochelle the ideal location for the green sector, as evidenced by the recent interest from energy companies in the context of tenders for offshore wind turbine farms issued by the French government.

### DYNAMICS OF TRANSFORMATION OF THE COMMERCIAL PORT INTO INDUSTRIAL PORT, WHICH IS INTENSIFIED BY RECENT SUCCESSES:

#### HOLCIM

One of the largest global producer of cement, Holcim has strengthened its position in western France by setting up a cement mill unit in quayside on the site of Anse Saint-Marc, with a cement production potential of 580,000 t per year for a total investment of 60 million euros.



**Interview with Ahmed Mansouri,  
Manager, Holcim Site of La Rochelle:**

*"The choice of Atlantic Port La Rochelle to set up our cement mill is obvious: availability of land, the new port terminal with quality infrastructure and synergies with port operators.*

*The partnership with our material handling contractor enables the mechanised and high speed unloading of clinker from ships with the greatest respect for the environment."*

#### REEL

Located within the limits of the Port of La Rochelle, REEL offers turn-key design solutions for pipeline laying. Recognised specialist for high capacity winches, hoists of risers and abandonment and recovery systems, REEL provides its specialised know-how to offshore operators worldwide. The towers are delivered directly quayside next to the deep waters of Atlantic Port La Rochelle, with the handling requiring a high level of expertise.



SECTOR

# Industry and other products



## A PLATFORM SUITABLE FOR HANDLING HEAVY PACKAGES

The sheltered seas and the quality of specialised handling equipment make the Port of La Rochelle a very suitable platform for project cargo traffic of various kinds: trains, boats, handling towers, wind turbine blades, towers and nacelles are common examples of the loaded or unloaded products.

Buffer storage areas, covered or open in the Lock Basin, provide industrial solutions to reduce storage costs and allow "just in time" deliveries on-site.

## OPERATORS HANDLING PROJECT CARGO

Characteristics	Operators	BLP La Rochelle	Groupe Maritime Kuhn (FAST)
Terminals		Chef de Baie, Môle d'Escale, Lock Basin	Anse Saint-Marc and Môle d'Escale (EVA)
Handling equipment		<p><b>CHEF DE BAIE:</b></p> <ul style="list-style-type: none"> <li>- 2 cranes on rails REGGIANE of a capacity of 40 t at 40 m, equipped with Broma telescopic spreaders</li> <li>- 2 mobile cranes REGGIANE 63 t, equipped with Broma telescopic spreaders</li> </ul> <p><b>LOCK BASIN:</b></p> <ul style="list-style-type: none"> <li>- 2 mobile cranes REGGIANE 63 t, equipped with Broma telescopic spreaders</li> </ul> <p><b>MÔLE D'ESCALE:</b></p> <ul style="list-style-type: none"> <li>- 1 crane 100 t GOTTWALD, equipped with Broma telescopic spreaders</li> </ul>	3 mobile cranes from 40 to 104 t capacity (EVA)

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