



“The new diesel-electric straddle carriers will help us decrease fuel and maintenance costs.”

NICOLAS GAUTHIER
CEO, EUROFOS

Eurofos goes for growth

France’s largest container terminal near Marseille has relied on Sisu and Kalmar machines since 1998.

Terminal

The Eurofos terminal is located at the Port of Fos-sur-Mer in southern France. It is responsible for some 60 percent of all container activity at the Port of Fos, handling 600,000 TEU annually.

The terminal has direct access to the Rhone River going north to central France with excellent road and rail links to western Europe. Eurofos is owned by PortSynergy, France’s number one container terminal operator.

All the straddle carriers at Eurofos are either Sisu or Kalmar machines, and Eurofos also has Kalmar reachstackers.

Challenge

France, like the rest of the European Union, was badly hit by the 2008 economic crisis that still dampens overall growth.

The key focus for Fos now is on recovering and increasing its market share. The biggest challenges are rebuilding its partnership with shipping lines and boosting future expansion.

Solution

Eurofos has recently added 12 new diesel-electric Kalmar straddle carriers to replace some older machines and pave the way for future growth. The new straddle carriers will help to develop and modernise operations. The order also included the SmartFleet process automation solution.

Nicolas Gauthier, CEO of Eurofos, says, “Kalmar is a key player in the industry and has an excellent reputation for sustainable, efficient performance and high operational safety. The new electric straddle carriers will provide our employees with an even safer and more comfortable working environment. Expanding and renewing our fleet with the best solutions available is an important part of our plans for future growth and will ensure that we can continue to provide our customers with high productivity and quality of service.”





Technology

The new diesel-electric straddle carriers are capable of lifting and stacking 40 tonne containers to a height of three containers.

SmartFleet remote monitoring provides real-time analysis of on-board performance data, predictive maintenance capability and remote maintenance analysis abilities.

“The new machine is diesel-electric powered, which is a real plus for both the environment and our operational costs. They also have a new glass drivers’ cabin with improved ergonomics for greater safety and comfort for our drivers. All these machines are highly valued by our maintenance team for their robustness – machines from 1998 are still running – reliability and efficiency,” says Gauthier.

In order to further improve operating efficiency, reduce costs and support evolving business requirements, Eurofos has also chosen the Navis TOS and optimisation system.

Added value

Eurofos recruited Kalmar’s personnel for its own maintenance team and further strengthened the relationship with Kalmar’s local branch.

“In the Port of Fos, Kalmar has a small facility with a dedicated team working closely with our team. It is highly valuable for PortSynergy/Eurofos to have direct and fast support, close to our operations,” Gauthier says.

Results

Since 2012, the Port of Fos has registered strong growth in its market share. In 2014, the throughput rose for the fifth consecutive year. PortSynergy/Eurofos welcomed eight new clients in the last year and a half.

“Thanks to the investments and the reorganisation of the Port, operations have grown and market share is improving. The twelve new straddle carriers will help to underpin the development and modernisation of operations at PortSynergy/Eurofos.”



Contact

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Kalmar is the industry forerunner in terminal automation and in energy efficient container handling, with one in four container movements around the globe being handled by a Kalmar solution. Kalmar is part of Cargotec.

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