

Customer case

A Strategic Partnership Fuels Ferpinta's European Expansion

Interview with

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Ewals Cargo Care

in cooperation with **Ferpinta**



A Need for Cost-Efficiency

Ferpinta, a leading European steel producer, faced a critical challenge: maintaining cost-effective transportation for their high-volume steel tube and plate bundles. With a focus on expanding in European markets, and high volumes of 60 loads per day, Ferpinta required a logistics partner who could deliver on both affordability and reach. Traditional road transport, while reliable, limited their cost competitiveness and loading capacity.

FERPINTA

A Multimodal Solution for a Multifaceted Challenge

Ewals Cargo Care (ECC) stepped in as a strategic partner, offering a multimodal transportation network that addressed Ferpinta's specific needs. This network encompassed:

- ✓ **Road Transportation:** Providing direct road connection with sustainable trucks.
- ✓ **Short Sea Shipping:** Enabling larger loads with 12% more loading capacity, in comparison to road freight, due to higher weight restrictions

"The multimodal solution lets us maximize volumes at low prices. For example, by short-sea, we can load 28 tons per load, whereas by road, this is only 25 tons. Thanks to short-sea connections, we have 12% more loading capacity."

- ✓ **Mafi (Trailer-on-Ship) Solutions:** A game-changer for Ferpinta. Mafi solutions offered a staggering 320% increase in loading capacity due to increased loading capacity. When road transport allows 25 tons and shortsea 28t, Mafi loading capacity runs up to 80 t.

"The volume we can ship is very important to us. This is why we are happy that ECC provides us with such a unique solution as Mafi. We can place 80 tons instead of 28 like with a shortsea solution or 25 like with road transport. Mafi Solutions provides us with a 320% higher loading capacity than road transport."

Beyond Cost Savings: A Partnership Built on Collaboration

The partnership between Ferpinta and ECC transcended mere cost optimization. It fostered a collaborative environment focused on continuous improvement:

- ✓ **Joint Performance Evaluations:** Regular meetings focused on assessing success metrics, such as achieved average 97% of successful deliveries in Q1 2024. It ensures continuous improvement of its transportation performance.

"ECC provides what our customers expect - that goods arrive safely, undamaged, and on time."

- ✓ **Innovation Through Collaboration:** Ferpinta and ECC didn't settle for the status quo. They explored new solutions together, such as expanding Mafi connections between Portugal and Ireland and increasing implementation of multimodal network wherever possible.

"We quickly transformed from client-supplier relations to long-term business partner relationships, where we work together on transport solutions for Ferpinta."

- ✓ **Shared Sustainability Goals:** Both companies prioritized environmental responsibility. ECC's modern fleet of Euro 6 trucks and partnerships with short sea carriers utilizing new equipment minimized Ferpinta's overall CO₂ footprint, aligning with their sustainability initiatives.

Measurable Success and a Look Towards the Future

The partnership's impact is undeniable:

- ✓ **Cost Reduction:** ECC's multimodal solutions allowed Ferpinta to maintain competitive product pricing, a key factor in their European expansion strategy.

“Our cooperation is excellent. We can maintain a low price for our product while providing excellent quality transportation services.”

- ✓ **Increased Efficiency:** Mafi solutions, alongside short sea shipping, maximized loading capacity and delivery efficiency by 320% and 12% accordingly.
- ✓ **Market Expansion:** The partnership empowered Ferpinta to reach new markets and remain competitive in far-away markets which were previously cost-prohibitive with traditional road transport.

“Sustainability is very important for Ferpinta. At Ferpinta, we have many ongoing projects on this topic, installing solar panels at all our facilities. Also, our steel tubes products have a Environmental Product Declaration (EPD). This is also why we prefer partners like ECC with Euro 6 trucks and track our CO₂ footprint. Also, with the short sea solution, we are glad that ECC picks partners with new equipment, so we reach the lowest possible CO₂ footprint.”

With a foundation of trust, continuous collaboration, and a commitment to mutual success, Ferpinta and ECC are poised to achieve even greater results in the years to come. Their sights are set on expanding their partnership to new countries, further leveraging Mafi connections, and solidifying Ferpinta's position as great European steel supplier.



Are you curious about ECC as a Strategic Partner?

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