

METALTRADE
GROUP

METALTRADE INTERNATIONAL S.R.L.
PORT BAZINUL NOU
DOCURI
PBN LOGISTICS

I pledge my full authority to meet the quality objectives, to put into practice all that is new and to allocate the necessary resources to continuously improve the quality of our products and services.

We are always concerned about satisfying the current and future needs of our customers in terms of quality, made in the context of protecting the health of our employees and the environment.

The motto "Quality First" prevails in all our activities.

Corneliu Gavaneanu
President & CEO

METALTRADE
GROUP

METALTRADE
INTERNATIONAL srl

Port Bazinul Nou sa

PBN
Logistics

Galati - Romania
DOCURI s.a.

LOCATION

Located in the Eastern part of Romania and in the South of the historical region of Moldova, Galati is the capital of Galati County, built up on the Danube River's left bank. It is the second largest Romanian port and it is situated at 80 nautical miles (150 km) from Sulina city, the place where the Danube Delta meets the Black Sea. Galati is very closely situated to the Romanian/E.U. border with the Republic of Moldova and Ukraine.

OVERVIEW

Headquartered in Galati, METALTRADE is a Romanian Group, 100% privately owned by Mr. Corneliu Gavaneanu, that comprises several companies with a wide business portfolio, ranging between harbour and transport services (PORT BAZINUL NOU, PORT BAZINUL NOU LOGISTICS and DOCURI), the processing/production of steel and wood products, and the manufacturing of precast concrete products (METALTRADE INTERNATIONAL S.R.L.).

Due to the top management's constant concern sustained by the hard work and dedication of every single employee, METALTRADE GROUP offers highest quality products and customer tailored services, being always interested in developing long-term and solid business relationships with its partners.



TRANSPORT & LOGISTICS

The METALTRADE GROUP is headquartered in Galati, on the VIIth TEN-T European transport corridor (Rhine – Main – Danube), which connects the North Sea with the Black Sea and comprises railways, roads, airports, ports, RRTs and the inland waterway system.

The METALTRADE GROUP could be considered as one of the European Gates ready to provide reliable connections between the EU and all other countries of the world.

Through its facilities and the continuous infrastructure development, the METALTRADE GROUP becomes a most valuable Pentamodal knot for international transport.

For efficiency and convenience of our partners, the Group provides transport of goods to destination with its own river and road fleets.

The river fleet consists of self-propelled vessels, pushers and barges with a total transport capacity of 22,250 tons.

The Group owns a road transport fleet consisting of trucks for general cargoes and some others specialised for concrete (poured concrete mixers and pumps).

As far as the railways transportation is concerned, the internal shunting within the port area is performed by the Group's own locomotives.





PORT BAZINUL NOU

METALTRADE GROUP

OVERVIEW

Built between 1909 and 1923, the Bazinul Nou Port is the largest Romanian port on the Danube River, providing forwarding and chartering services for a wide range of products.

It is located within the maritime sector of the Danube River, on the left bank at the 79th sea mile, near to the border with Moldova and Ukraine and next to the Free Zone of Galati.

By its geographical position, the Bazinul Nou Port is an important strategic point, that provides the connection possibilities between Asia, C.I.S. and Europe.

In Bazinul Nou Port activate Bazinul Nou Port and PBN Logistics.



Facilities:

The total area of the Bazinul Nou Port amounts to 33 hectares out of which 7.4 hectares are located within the Free Zone of Galati.



Pentamodal Logistics / Access ways:

- Maritime: vessels up to 15,000 dwt with a draft of max. 24 ft (7.3 m);
- River: inland navigation on the Danube-Main-Rhine corridor;
- Railways: European standard-gauge;
- Railways: C.I.S. wide-gauge;
- Roads: access for both regular and oversized cargo.



Technical equipment:

- Floating cranes: up to 32 tons;
- Handling capacity: up to 64 tons;
- Quay cranes: up to 16 tons;
- Mobile cranes: up to 50 tons;
- Forklifts: up to 28 tons;
- Loader: up to 3.5 tons.



Fleet:

- 1 self-propelled river vessel with a capacity of 1,550 tons ("Metaltrade 1");
- 1 self-propelled river vessel with a capacity of 1,200 tons ("Metaltrade 3");
- 1 river pusher of 1,200 HP ("Metaltrade 4");
- 2 river pushers of 800 HP each ("Metaltrade 2" and "Podeni-1");
- 13 barges with a total cargo capacity of 19,500 tons, of which 9,750 tons covered units.

Services:

- Specific harbour services like loading/ unloading/ handling/ storage/ stowage/ lashing/ dunnaging for a wide range of bulk goods (steel products, coal, coke, ore, gravel and quarry products, construction materials, timber, ferrous scraps), containerised goods, general cargo, various industrial equipment, foods;
- River transport on the Danube, the second largest European river in terms of freight traffic, which connects the Black Sea with the North Sea, through Main and Rhine.

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PORT BAZINUL NOU S.A.

Projects in Bazinul Port Nou:

- Intermodal Container Terminal: 2019-2021;
- Terminal RO-RO: 2020-2023

Project description:

- The Project called “Multimodal platform of Galati – removing major bottlenecks by substantially upgrading existing infrastructure and bridging missing links for the Rhine Danube/Alpine Core Network Corridor”, part of the Romanian General Transport Master Plan.

-The Project will enable the port of Galati to fulfil multimodal transport and transshipment operations reinforcing the contribution of Romanian inland waters and ports to a sustainable European freight transportation network (Rhine-Danube Core Network Corridor).

-For the Project completion a partnership between the National Company APDM (public entity – port administrator in the Port of Galati), SC Port Bazin Nou SA (PBN, private entity) and SC Metaltrade International SA (MTI, private entity) was concluded in the form of a Cooperation Agreement.

-The Project involves the development of an intermodal terminal (with a maximum capacity of 150,000 TEU) in the Port of Galati.







Project's Financial Overview:

-Providing a modern multimodal terminal in the Port of Galati is a prerequisite to ensuring the port's role as an international trade and transport hub and thus its economic future.

-There is need for investment in technology and equipment for multimodal operation. Currently the port operator is able to transfer containers from land to water and vice versa in a very limited number, and with the help of a single reach stacker. The existing equipment is now obsolete, and therefore no longer suitable for a high capacity container handling.

-The total value of the Project is amounting approximately EUR 74 m (without VAT) and is divided in 4 modules ("objects") that are essential to the Project: (i) Wharfage, (ii) Road access, (iii) Terminal and (iv) IN-/OUT Gate.





KEY INVESTMENT CONSIDERATION

Strategic Location

The Project is located strategically from a commercial and geographical point of view.
The port's strategic position makes it well connected to the Romanian rail and road network and allows the link between Europe and the Black Sea countries.

The Port of Galati is of high importance due to its position on TEN-T, corridor IV, Rhine-Danube corridor, as well as TRACECA network, being situated at the border between European Union and Moldova.

Alongside Constanta, Port of Galati is representing the second maritime connection on the Rhine-Danube corridor, linking Europe and Asia

Strong Financial Prospects

The solid financial performance and strong cash generation enables the company to sustain growth and debt service capacity.

The investment in port's infrastructure will bring reduction in handling fares together with handling time savings as a result of speeding up the process.

The investments in Galati port will generate lower transportation costs becoming in incentive for the companies to turn from rail and road transportation to waterway.







One of the most modern infrastructure

The Project's aim is to upgrade and improve the .port infrastructure by:

- developing an intermodal terminal with a capacity of 150,000 TEU/year

- procuring and installing modern intermodal facilities and equipment such as ship-to-shore (STS) crane, RMG crane, reach stackers, etc.

- integrating modern intermodal facilities into the terminal concept, capable of handling intermodal loading units such as ISO-containers, crane-able swaps bodies and crane-able semi-trailers.

Competitive advantages

Galati port is strategically located with the shortest route along the Pan-European corridor IX that passes through Galati.

Galati is better positioned for attracting traffic from Western – Eastern Europe corridor.

Galati is the only port in Romania having two types of rail systems – wide (1,520 mm) and narrow (1,435 mm)

An improved infrastructure of Galati port will generate a competitive advantage in terms of improved services, reduced wharfarge time and improved cost for the companies transiting the port.




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Ljubljana
SLOVENIA
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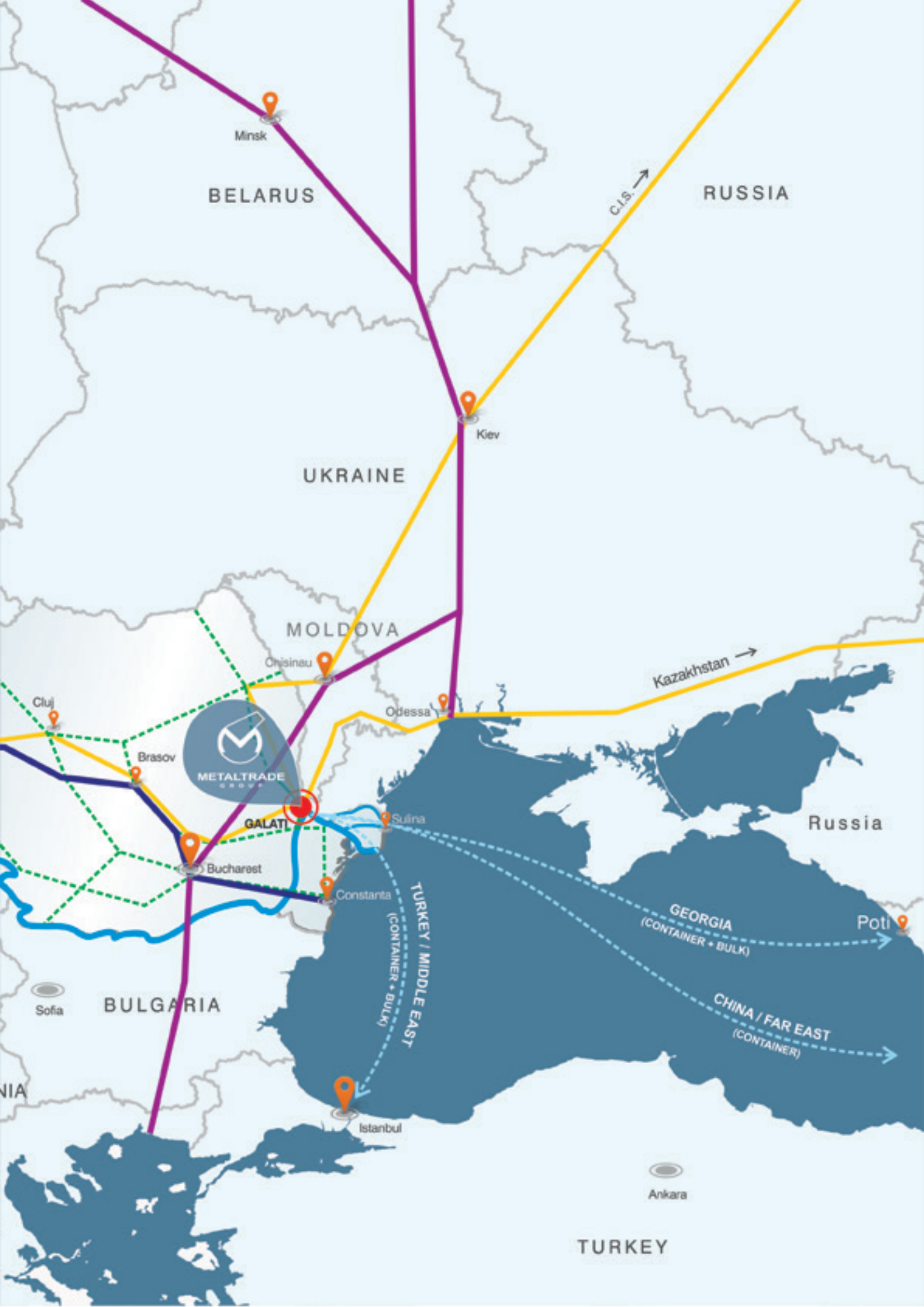
ITALY
BOSNIA AND
HERZEGOVINA
Belgrade
Sarajevo
SERBIA
MONTENEGRO
Podgorica
Rome
Skopje
MACEDON
Tirane
ALBANIA
GREECE
Corridor VII TEN-T (Rhine - Danube)
European Railways Network
Corridor IV TEN-T
Corridor IX TEN-T
National Highways Network (Project)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Odessa
Brasov
METALTRADE
GROUP
GALATI
Sulina
Russia
Bucharest
Constanta
TURKEY / MIDDLE EAST
(CONTAINER + BULK)
GEORGIA
(CONTAINER + BULK)
Poti
Sofia
BULGARIA
CHINA / FAR EAST
(CONTAINER)
Istanbul
Ankara
TURKEY

Project RO-RO Terminal

1. LOCATION

PBN Logistics Galati (Romania), located at the 79th maritime mile on the Danube River.



2. EXISTING FACILITIES:

2.1. Storage capacity of about 30,000 sqm, out of which:
abt.10,000 sqm covered warehouses;
abt. 20,000 sqm open area platform suitable for parking and/or trucks transit.

2.2. Access ways:
by road : direct access to the E87 European Road;
by rail : abt. 750 meters of railways, located in the RO-RO terminal (standard gauge);
the transit can be inter-connected with the large gauge railway which is situated in
the proximity of the RO-RO terminal;
by water : two quay berths (nos. 39-40 and part 41) planned to be modernized/upgraded in order to be
suitable for the RO-RO operations.

3. PLANNING / PROJECT:

One of the PBN Logistics' short/medium term projects is to modernize/upgrade the existing berths nos. 39-40 and part 41, in order to be suitable for RO-RO operations, which would create one of fastest ways of connecting Europe with the Black Sea and Middle East countries (see map on the right).



Project RO-RO Terminal

This project of developing a RO-RO terminal in PBN Logistics is included in the General Master Plan of Transport issued by the Romanian Ministry of Transport, which allows the "Maritime Danube Ports Administration" (APDM) Galati to access financial grants of maximum 75% for the quay berths modernization from European funds.

For developing this project we are willing to create a partnership between APDM Galati, PBN Logistics,
that will be involved in the realization of the floating linkspan, and any third parties that might be interested.

4. CHARACTERISTICS OF THE RO-RO VESSELS SUITABLE FOR THE PROJECT:

Length: 185 metres
Width: 23,6 metres
Draft: 6,37 meters
GT: 16776 / 21162
Speed: 16,5 knots
Truck capacity: 130
Passengers: 166
Cabins: 44
Reefer plugs: 22 (440 volt)

Also, this new RO-RO terminal will be suitable for all existing vessels, which already operate in the Black Sea terminals.





DOCURI

METALTRADE
GROUP

OVERVIEW

The Docuri Port was built in the last decade of the XIXth century (1886 - 1892) on the left bank of the Danube River, at the 80th maritime mile and offers a wide range of port services, focusing on bulk cargo and grains.









Facilities:

The total area of the port amounts to 17 hectares and comprises open area storage, covered warehouses and grains silos of 10,000 tons capacity.
Docuri S.A. owns one berth in Oltenita Port, specialised in handling of river aggregates and ballast products.

Pentamodal Logistics / Access ways:

- Maritime: vessels of max. 8,000 dwt;
- River: inland navigation on the Danube-Main-Rhine corridor;
- Railways: European standard-gauge;
- Railways: C.I.S. wide-gauge;
- Roads: access for both regular and oversized goods.

Technical equipment:

- Floating cranes: up to 32 tons;
- Quay cranes: up to 25 tons (bridge crane - transcontainer);
- Mobile cranes: up to 63 tons;
- Auto handling cranes for scraps / logs;
- Forklifts: up to 28 tons;
- 20 ft / 40 ft container spreaders;
- Wheel loaders: up to 3.4 cbm.

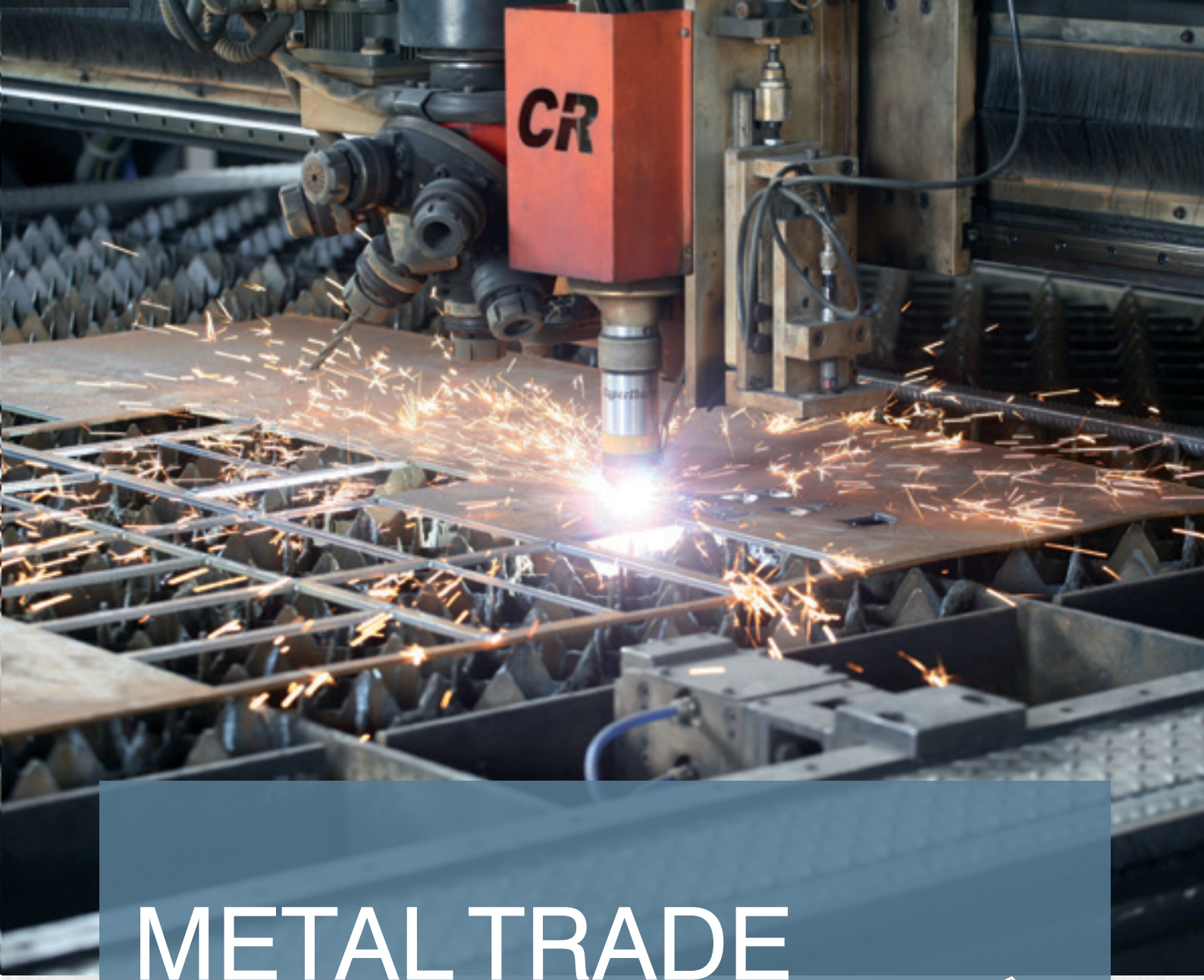
Services:

- Container Terminal;
- Specific harbour services like loading/ unloading/ handling/ storage/ stowage/ lashing/ dunnaging for a wide range of bulk goods (steel products, coal, coke, ore, gravel and quarry products, construction materials, timber, ferrous scraps), containerised goods, general cargo, various industrial equipment, foods, grains.

Projects:

- Silos 30.000 T
- Upgrading Platform 20 000 m^2 – 2019 – 2021





METAL TRADE INTERNATIONAL S.R.L.

METALTRADE GROUP

OVERVIEW

METALTRADE INTERNATIONAL S.R.L. was founded in 1994 and, considering the increasing demands of its partners, the company has diversified its products portfolio, becoming a leading regional trader and producer of primary building materials such as carbon steel products (plates, hot / cold rolled and galvanised coils, profiles), timber and wood joinery, stones and quarry products, concrete and aggregates.

Meantime, the company has diversified its activities too, running and developing port operations through Port Bazinul Nou and Docuri , and spirally welded steel pipes production.

FACILITIES

1. STEEL SERVICE CENTER

In order to achieve a wide range of products, the Steel Service Center has been endowed with modern equipment, able to perform various processing operations, as:

- continuous cut-to-length line for hot / cold rolled, galvanised and pre-painted steel coils;
- slitting lines for hot / cold rolled, galvanised and pre-painted steel coils;
- line for processing cold rolled, galvanised and/or pre-painted steel coils into corrugated sheets (trapezoidal shape);
- CNC plasma cutting machine for hot / cold rolled steel sheets;
- continuous line for galvanised steel plasterboard systems;
- steel sections lines (“L” angles and “U” profiles formed by cold drawing).





2. BALLAST AND AGGREGATES SORTING FACILITY. PRECAST CONCRETE PLANT

At the confluence of the Danube and Siret Rivers are located a processing and sorting facility for stone ballast / aggregates and a precast concrete plant.

Another section is located within Bazinul Nou Port and produces all kinds of precast concrete for industrial and civil constructions.

The necessary steel reinforcement for the execution of these items is manufactured in the same plant.



3. WOOD FACTORY

The production chain starts with the logs processing and ends up by obtaining finished products of high added value.

Machines & equipment:

- Ribbon saw for logs processing;
- Automatic machines for forming and processing triple layers billets;
- Wood multilayer presses;
- Dryers and steamers for beech wood essence;
- Thermal treatment units for wood products;
- Pellets production unit.



METALTRADE GROUP

PRODUCTS



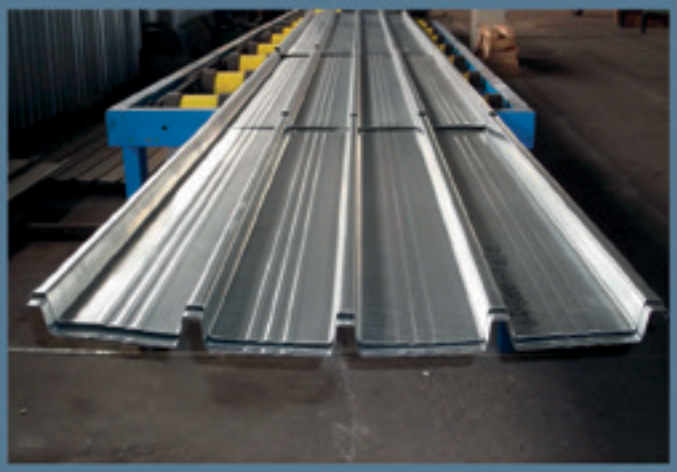
FLAT STEEL PRODUCTS:

Heavy plates and hot rolled coils / strips:
- Size-range:
  HR Plates: 15-60 x 1000-3000 x 2000-12000 mm;
  HR Coils / Strips: 1.50-15 x 200-2000 mm;
- Steel grades: from S235 to S355 acc. to EN 10025 / EN 10051 (or equivalent).

Chequered steel sheets – teardrop or diamonds:
- Size-range: 3-8 x 1000-1500 x 2000-12000 mm;
- Steel grade: S235JR acc. to EN 10025 / EN 10051.

Cold rolled coils, sheets and strips:
- Size-range: 0.30-3.00 x 20-1540 x 2000-12000 mm (or coils);
- Steel grades: DC01 acc. to EN 10130 / EN 10131 or St08KP acc. to GOST .

Galvanised coils, sheets and strips:
- Size-range: 0.25-3.00 x 20-1540 x 2000-12000 mm (or coils);
- Steel grade: DX51+Z100-275 acc. to EN 10142 / EN 10143.

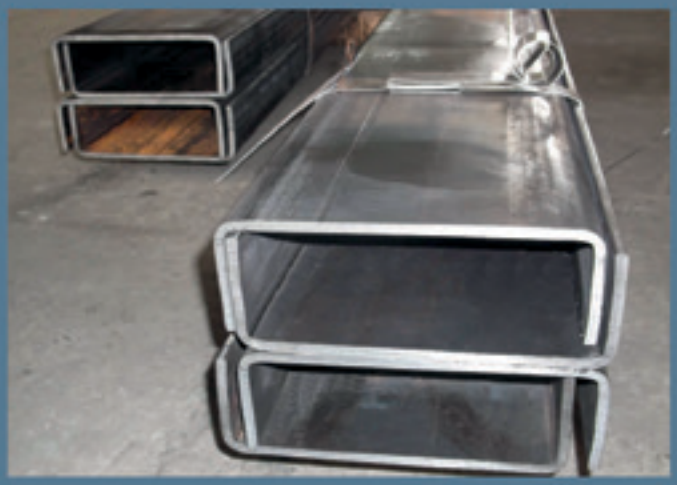


Trapezoidal corrugated sheets:
- Size-range: 0.30-0.90 x 735 x 2000-13000 mm;
- Profile height: 40 mm.



LONG STEEL PRODUCTS:

Cold-formed open sections, type „L" and „U":
- Size-range:
  „L" / "U"- light: 1.50-3.00 x 20-50 x 1000-6000 mm;
  „U" - medium: 3.00-6.00x200-420x100-240 x 6000 mm;
- Steel grades: from S235 to S355 acc. to EN 10025 / EN 10051.



Hollow sections for wall / ceiling support:
UW 20-100;
CW 50-100.

Plain and ribbed reinforcing steel coils and bars:
Ø 6-25 x 12000 mm.



AGGREGATES FOR CONSTRUCTIONS:



Our production range includes the following products:

- sand: 0-3 mm;
- pearl: 3-7 mm;
- small gravel: 7-16 mm;
- large gravel: 16-30 mm;
- crushed stone;
- refusal screen;
- extraction ballast.

PRECAST CONCRETE:



Our plant's offer comprises the following products:

- all types of concrete;
- reinforced concrete with plain and ribbed steel bars;
- prefabricated structural components for industrial and civil construction: floor slabs and beams;
- elements for bridges, piles and foundations;
- poles, fence boards, curbstones, slabs and tetrapods.

All our products are complying to the current regulations and are tested in a class II certified laboratory.







TIMBER

The production flow has been modernised and continuously improved, allowing both softwood (fir, willow, poplar) and hardwood (beech, oak, walnut etc) processing.
The timber is manufactured with trimmed edges, steamed and dried, being intended for domestic and foreign markets.

WOOD JOINERY

It has a modern design and can be executed in various shapes and colours tailored to the customers' needs. Our products are of the best quality and perfectly fit the environment. As an organic raw material, the wood is subject to additional treatments for protecting it from damage caused by insects, moisture and decay fungi. The main products are windows, doors and hand railings for stairs.

PELLETS

They are manufactured from waste products resulting from fine woodworking (sawdust), dried at high temperature and pressed. The production process doesn't require further additives or binders, as the base material (logs) is embedded in natural resin structure.

MISCELLANEOUS

We manufacture various pieces for domestic use and garden furniture as benches, tables, chairs etc.

SERVICES

METALTRADE
GROUP

- Metallic confections, warehouses, welded assemblies for construction of roads and bridges;
- Logistic transport for roads, railways and waterways;
- Storage facilities for all types of goods;
- Forwarding and customs formalities (export, import, transit, customs warehouse);
- Collection and preparation of metal scraps (ferrous and non-ferrous);
- Port services through Port Bazinul Nou S.A. and Docuri S.A.;
- Design, consulting and execution of civil and industrial construction assemblies;
- Execution of hydro-constructions (earthworks and special platforms, hydraulic components, flood-protection, regulation and damming of rivers, consolidation of banks, corrections of torrents, port berths);
- Demolition of buildings, vehicles and industrial equipment.









OTHER PRODUCTS

The pipes are manufactured from hot rolled steel coils and strips, cold formed to spiral shape and double side welded (SAW procedure).

Size-range:

- Outside diameter: Ø 273.1 – 1626 mm;
- Wall thickness: 4.2 – 14.2 mm;
- Length: 6000 – 13500 mm.

The company produces steel pipes for many purposes: main energy-fluids pipelines (water, steam, gas, oil), civil and industrial constructions etc.









The pipes are delivered bare, without any surface protection. They are tested by non-destructive methods (X-ray, ultrasonic, hydrostatic) guaranteeing them a high quality.

The pipes are delivered upon customer's request and according to the European and Romanian fabrication standards: SR EN ISO 3183:2013, SR EN 10217; SR EN 10219, SR 6898-1.

QUALITY MANAGEMENT

As part of their overall policy of improving all products and services, the companies of the METALTRADE GROUP implemented quality management systems according to the requirements of ISO 9001, certified by Germanischer Lloyd Certification GmbH and Certind SA.

At the same time, being concerned about the employees' health and environment protection, the Group implemented the SR OHSAS 18001 and ISO 14001 management systems.



















PORT BAZINUL NOU Project Partners:

NATIONAL COMPANY OF THE DANUBE MARINE PORTS
www.romanian-ports.ro

PORT BAZINUL NOU
www.portbazinulnou.ro

METALTRADE INTERNATIONAL
www.metaltrade.ro

Consultant

EKKOU VP
www.ekkou.ro

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