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Navis Increases Foothold in LatAm with Terminal System Upgrade at Terminal Puerto Arica

TPA signs licensing agreement for Navis N4 for improved efficiency and customer satisfaction

Oakland, CA—April 4, 2017—[Navis](#), a part of [Cargotec Corporation](#) and provider of operational technologies and services that unlock greater performance and efficiency for the world's leading terminal operators, today announced a new N4 terminal system licensing agreement with Terminal Puerto Arica (TPA), one of the leading ports on the Pacific Coast supporting the international trade of Bolivia. TPA is the 56th terminal in Latin America to select Navis as a terminal software partner and chose N4 to support its primary goals of optimizing its operational cycle and implementing a more modern platform to adapt to new shipping supply chain trends impacting ports in the region.

Located in northern Chile, TPA is a multipurpose terminal currently handling containers, bulk and break bulk cargo, supporting the trade industries of Bolivia, Chile and Peru. Given its proximity to Bolivia, TPA is the natural choice for managing Bolivia's foreign trade, which accounts for 85 percent of the cargo transferred by the terminal. Bolivian cargoes that are transferred to TPA receive special benefits including free transit from the port to the border without taxes and 365 days of free storage for import cargoes and 90 days for export cargoes. This often creates dwell time cargo and a series of other operational challenges, which the terminal is seeking to address with the help of Navis N4.

“TPA is one of the most innovative terminals in Latin America and as such, they understand the benefit of embracing technological advancement to modernize operations as it directly impacts their ability to compete in a crowded and evolving marketplace,” said Chuck Schneider, Navis VP and General Manager, Americas. “Unlike many of their industry peers, TPA is committed to tackling their operational challenges head on with the help of sophisticated technology to maintain the highest levels of productivity and support their overall growth objectives. We're excited to work closely with the TPA team during the N4 implementation process and beyond to satisfy their optimization needs while supporting their customers through a seamless transition.”



Managing an annual TEU of 220,000, TPA signed with N4 to address operational challenges such as improving crane performance (mph), minimizing time per transaction at the gate, improving management of the yard and better optimizing management of resources, among others. TPA will also utilize Navis' Expert Decking and Autostow optimization modules to support their primary objective of improving productivity and level of service to its customers.

“Our decision to select N4 is part of a larger plan to enhance operations including, a project to improve our gate infrastructure and construction of a new operational building,” said Dante Battaglia, Project Manager TOS, TPA. “As one of the most advanced terminals in the region, these are just a few examples of our commitment to adding value to our customers as a strategic partner in their trade logistics chain. N4’s flexibility and advanced configuration capabilities, as well as its successful deployments in terminals of different types and sizes around the world clearly demonstrate why it is the perfect fit for our modernization efforts. We’re confident that Navis’ solution will increase our capabilities to provide an efficient and timely response to our clients in the Andean Macro Region and we’re honored to be one of the first multipurpose ports in Latin America to implement N4.

About Navis, LLC

Navis, a part of Cargotec Corporation, is the global technology standard for managing the movement of cargo through terminals, standing the test of time. Navis combines industry best practices with innovative technology and world-class services to enable our customers to maximize performance and reduce risk. Whether tracking cargo through a port, automating equipment operations, or managing multiple terminals through an integrated, centralized solution, Navis provides a holistic approach to operational optimization, providing customers with improved visibility, velocity and measurable business results. www.navis.com

About Cargotec Corporation

Cargotec (Nasdaq Helsinki: CGCBV) is a leading provider of cargo and load handling solutions with the goal of becoming the leader in intelligent cargo handling. Cargotec's sales in 2016 totalled approximately EUR 3.5 billion and it employs over 11,000 people. www.cargotec.com

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