



**BRUNONI**

AGENCE MARITIME | EST.1946



[www.brunoni.ch](http://www.brunoni.ch)

# COMPANY HISTORY

O. Brunoni S.A. was founded in **1946** by Oskar Brunoni in Switzerland, with the primary goal of representing foreign shipping lines within the country.

Over the years, the company has established itself as a key player in maritime services, specializing in handling marine cargo and offering transportation-related services.

Since its founding, O. Brunoni S.A. has grown and adapted to the evolving needs of international shipping. The company played an important role in facilitating the movement of goods to and from Switzerland and worldwide, taking advantage of the country's strategic location at the heart of Europe.

In **2011**, O. Brunoni S.A. underwent a management buyout, ensuring the continuity of its operations and maintaining the high quality of its services. Following this transition, the company has continued to represent a wide range of first-class shipping lines, catering to both containerized and uncontainerized cargo across global trade routes. Under the new leadership of Nenad Milutinovic, O. Brunoni S.A. has continued to build a reputation for quality, flexibility, and competitiveness in the maritime industry.

At peak times, O. Brunoni S.A. generated a revenue of around USD 150 million and handled more than 100,000 TEU per year.

Today, the company continues to operate out of its headquarters in Dübendorf, Switzerland, where it remains a key player in the shipping and logistics industry. O. Brunoni S.A. has taken significant steps toward digitization in recent years.

In **2020**, the company introduced a new online booking and quotation tool developed in collaboration with partners to automate and improve the booking and offering processes. This system aims to increase transparency and visibility of internal processes while enhancing the customer experience.

One of the key milestones in the company's recent history was the merger of business operations with Allmarine AG which took place end of **2023**. Over its long history, O. Brunoni S.A. has built a reputation for reliability and professionalism, serving not only as an agent for foreign shipping lines but also contributing to the efficiency of cargo handling and international trade.

As the maritime industry faces increasing demands for efficiency, sustainability, and digital transformation, O. Brunoni S.A. continues to invest in technology, expanding its service offerings, and exploring strategic partnerships.

The company's ability to adapt to these trends will play a key role in shaping its future.



# OUR VALUES



## Quality

**We commit ourselves to provide an excellent customer service, consistently focusing on the needs and requirements of the shipping community.**

**We believe in the importance of a skilled, motivated staff and the advantages of a sophisticated organisation, supported by state-of-the-art EDP tools.**



## Flexibility

**Flexibility is key in today's world. Due to our flat organizational structure and in-depth expertise, we are able to identify and implement any changes quickly.**

**We also understand that not every shipment is the same, and we must adapt to the needs of all stakeholders.**



## Competitiveness

**We recognize that competitiveness drives success in the shipping industry, and we strive to provide the most cost-effective solutions without compromising on quality.**

**For this reason, we have been active in the Swiss market for almost 80 years.**



# SERVICES AT A GLANCE



**FCL LINER SERVICE**



**BREAKBULK LINER SERVICE**

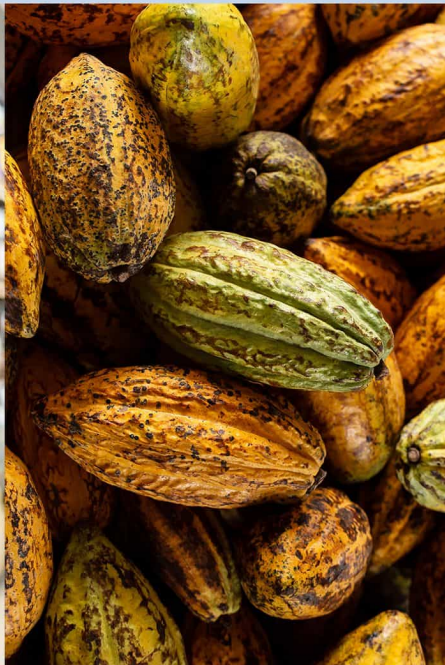


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# CARGO WE MOVE

## 1 DRY CARGOES



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# CARGO WE MOVE

## 2 REEFER CARGOES



TEMPERATURE RANGE  
**-35°C / +35°C**

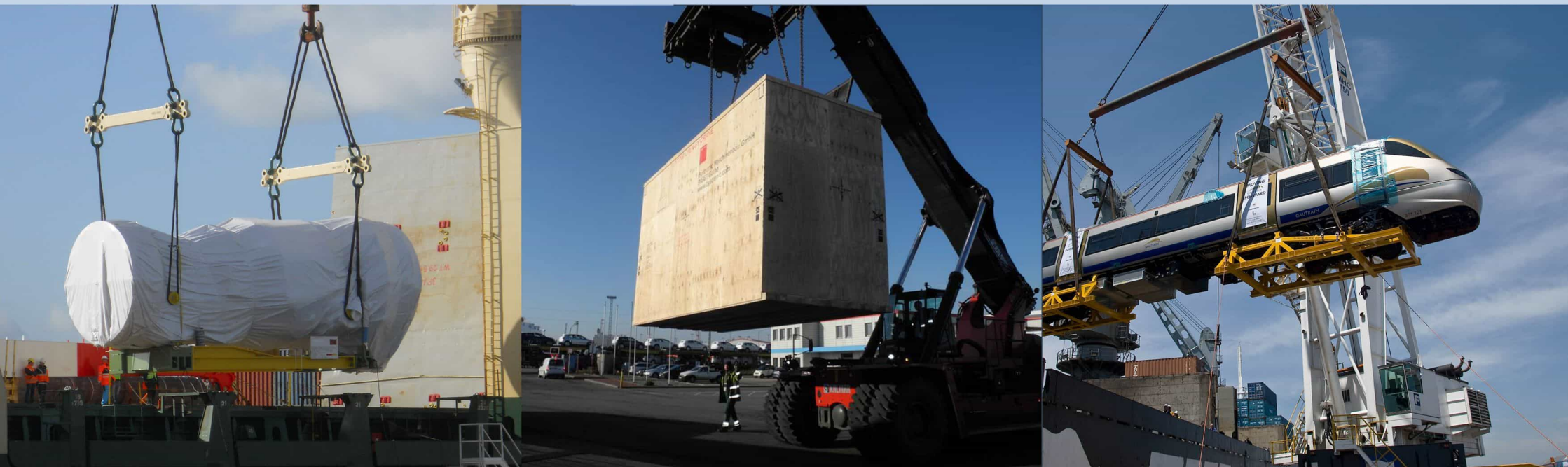


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# CARGO WE MOVE

## 3 SPECIAL CARGOES



SPECIALIST FOR **OCEAN TRANSPORTATION** OF  
BREAKBULK, HEAVY LIFT AND PROJECT CARGO



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# O. BRUNONI S.A. AGENCE MARITIME

AS AGENTS OF

MACS



HMM



ZIM  
SHIPPING LINE



H. STINNES  
LINES



TARROS



GOLD STAR  
LINE



UAL



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**MACS** Maritime Carrier Shipping GmbH & Co. has been a trusted name for over 35 years by customers in Southern Africa, Europe, the UK and USA/ Mexico.

We offer specialised shipping solutions within our three dedicated trade routes on our multipurpose fleet which can accommodate almost any load, from bulk and breakbulk, project cargoes and containers.

Our vessels are all equipped with their own cranes with a lift capacity of up to 240 tonnes, giving us the ability to load and unload a multitude of cargoes effectively and safely.

The open hatch configuration and movable horizontal and vertical hold separations and the bulk-head design of our vessels enables the flexibility to cater for a wide range of cargoes in an optimally efficient and safe manner.

We will get your cargo to where it needs to go, professionally, on time and with a personal touch.



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**HMM** is a global integrated logistics and shipping company connecting customer values. The company provides customized services for different cargo including container cargo (dry, reefer and special cargo) and bulk cargo for raw materials, oil and plants. Equipped with over a hundred various vessels, including small ships, mega containerships and VLCCs\* and global seaway networks linking logistics facilities of each country and the globe, HMM has the foundation for stable shipping services anytime and anywhere. In addition, our shipping and logistics experts propose optimized solutions based on diverse maritime transportation experiences and precise market analysis.



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**ZIM** Integrated Shipping Services Ltd. is a global leader in container shipping, with a rich history spanning over 75 years. Established in 1945, ZIM has evolved into a forward-thinking and innovative shipping company, offering comprehensive logistics solutions that connect businesses and communities around the world.

ZIM's extensive global network ensures efficient and reliable shipping services across all major trade routes, providing customers with flexibility, competitiveness, and the highest standards of service. The company leverages advanced technologies and digital tools to enhance its operations, making it easier for clients to track and manage their cargo efficiently.

Committed to sustainability, operational excellence, and customer-centric solutions, ZIM's team of experienced professionals works diligently to tailor services to meet the unique needs of each customer, ensuring safe, timely, and cost-effective shipping solutions.



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**HUGO STINNES**  
SCHIFFAHT



**Hugo Stinnes Schiffahrt GmbH** is a modern ocean carrier with a history of more than 200 successful years. In 1820 Mr. Mathias Stinnes established the company with a fleet of 66 vessels. Today the company's headquarters is situated in Rostock, Germany.

**HUGO STINNES Schiffahrt GmbH** offers a variety of tailor-made shipping solutions and optimized services for a broad range of break bulk, containers, heavy lifts, project and bulk cargoes. With our regular liner sailings, short transit times and reliable schedules we set standards within the industry. We combine our well-established key competence in ocean transportation with the knowledge and expertise of our leading partners, which results in transportation well-orchestrated solutions from origin to destination regardless of the cargo mix.



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mediterranean  
LOGISTICS SOLUTIONS

**Tarros Logistics Solutions** is a Mediterranean-based logistics provider with a history dating back to 1828. The company connects 16 countries and 31 ports across the Mediterranean Sea, serving over 450 million people. With a focus on door-to-door services, container tracking, and intermodal transport, Tarros offers a flexible and efficient logistics network. Their services include shipping, container supply, port terminal handling, and special cargo transportation. The company emphasizes sustainability and efficient processes to meet clients diverse needs.



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**Gold Star Line Ltd.** (GSL) is one of the leading carriers in the Asia container shipping industry. With a modern fleet and an extensive network of shipping lines, GSL offers cargo transportation services on all major trade routes. They have a global presence, supported by local offices and representatives around the world, ensuring efficient and reliable service for their customers. Gold Star Line is headquartered in Hong Kong, focusing on containerized cargo transportation, reefer, and out-of-gauge cargo services, particularly in the Intra-Asia and African regions.



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**UAL (United Africa Lines)** is a global shipping line that has been servicing the Oil & Gas industry since 1973, focusing on transport between Europe, America, and West Africa. They offer direct liner services for break bulk, project cargo, and containers, as well as intra-African service throughout West Africa.

UAL America, established in 1992, serves as the North American General Agent for UAL. They manage liner sailings connecting the US Gulf, West Africa, Latin America, and the Caribbean, specializing in providing tailored shipping solutions for the Oil & Gas sector, renewables infrastructure development, mining, steel, and commodities.



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1 Europe – South Africa

2 US Gulf – South Africa

3 Europe – St. Helena

4 Europe – Namibia

5 Europe – Mosambique



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- 1 Asia – Europe
- 4 Asia – Oceania
- 7 India – Europe
- 10 Middle East

- 2 Asia – Mediterranean
- 5 Asia – North America
- 8 Intra Asia
- 11 India Sub Continent

- 3 Asia – India
- 6 Asia – Caribbean
- 9 Intra Europe
- 12 US – Europe



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1 Asia – Africa

4 Asia – Oceania

7 Intra America & The Caribbean

10 Mediterranean – North America

2 Asia – America

5 Asia – South America East Coast

8 Intra Asia

11 Mediterranean – North Europe

13 South America – North America

3 Asia – Europe

6 Asia – South America West Coast

9 Intra Mediterranean And Black Sea

12 Mediterranean – South America East Coast



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1 Europe – South Africa

2 Europe – US Gulf / Mexico

3 US Gulf – South Africa



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1 South Europe - North Africa

2 Mediterranean Area



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 **GOLD STAR LINE**

1

Asia – Africa

2

Asia – India

3

Intra Asia

4

Oceania



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1 Europe - West Africa

2 US Gulf - West Africa

3 Europe - Caribbean



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# MEET OUR EXPERTS



**YACINE ZIANI**  
*Line Manager*  
*On Board since 2008*



**VIOLETTE GEGENSCHATZ**  
*Line Manager*  
*On Board since 2000*



**NENAD MILUTINOVIC**  
*Managing Director*  
*On Board since 1998*



**EVA BILLETER**  
*Customer Service Manager*  
*On Board since 2011*



**IRIS KRAGOLNIK**  
*Customer Service Manager*  
*On Board since 2017*

## **O. Brunoni S.A.**

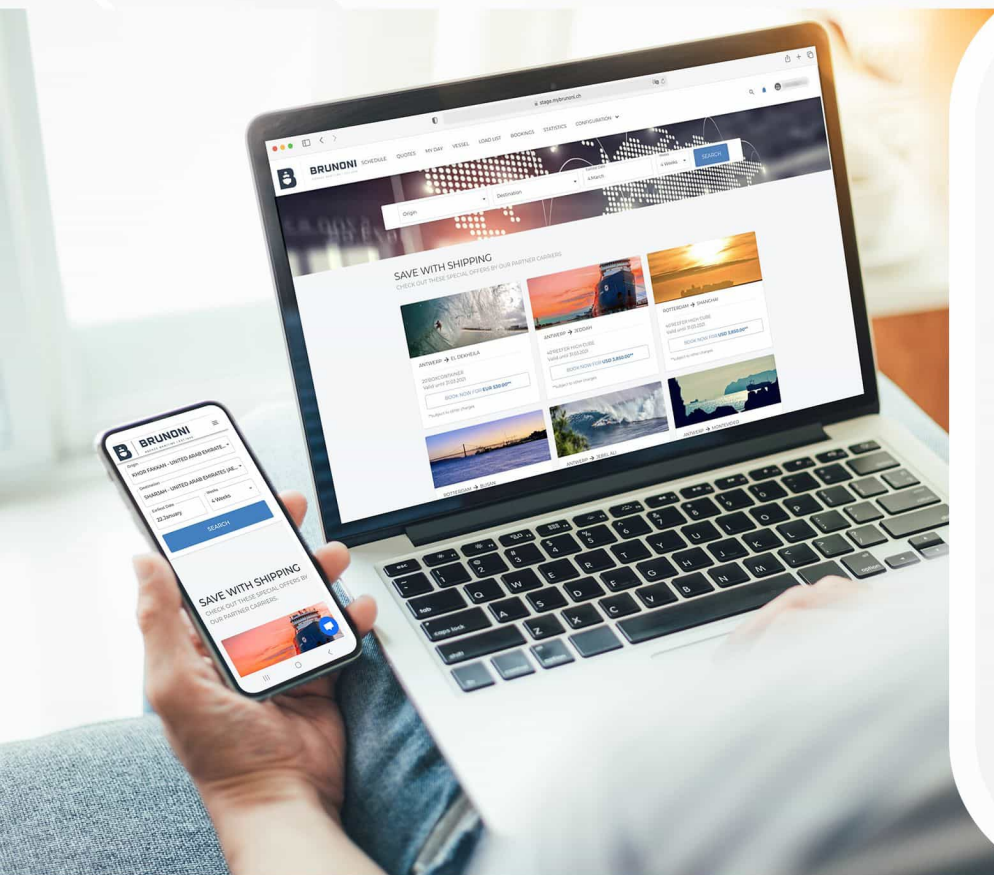
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# COMPLETE DIGITALIZATION OF CORE SHIPPING OPERATIONS



**Brunoni, a shipping industry leader and the largest independent liner agency in Switzerland, has built together with its partners a quotation and booking system that would automate and improve these key business processes. The goal was to increase transparency and visibility throughout internal processes, deliver a better experience for customers, and reduce OPEX costs in the long run.**

**The main goal was to develop a system that would bring together a number of shipping line companies for customers to easily search, get a quote, and make the booking, while at the same time enabling smooth collaboration between employees so they can access, share and act on timely information.**

**Over time, the platform grew to an overall operational management system and is constantly evolving into new fields, further improving operational efficiency. The system is used by employees internally, by customers, as well as expansion points for shipping lines and shipping operators.**



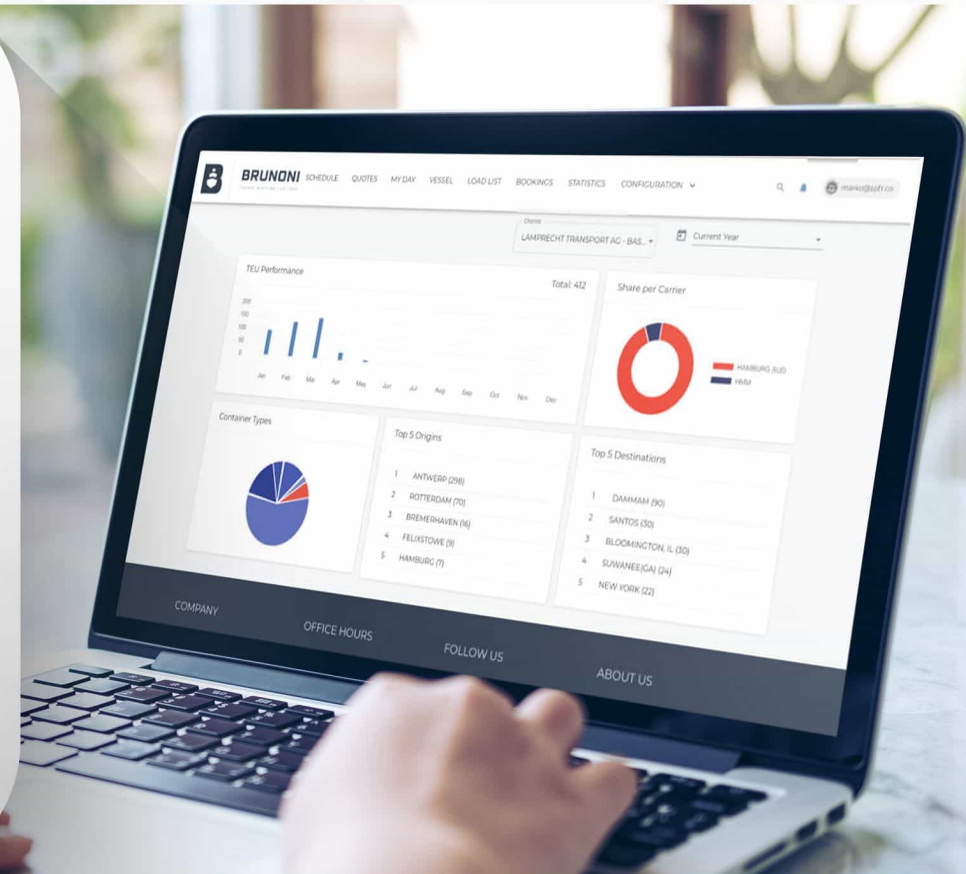
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# AUTOMATIC GENERATION OF QUOTES AND BOOKINGS

The customer portal enables customers to log in, search ships, request a quote, and generate a booking. To make the process from finding the right ship to getting the best quote painless for the customer, we've introduced a search function and enabled automatic generation of quotes and bookings in the system.

This enables the customer to quickly get shipping prices for their needs and to book immediately. When they generate the booking, customers can see a related checklist that needs to be completed (e.g. uploading relevant documents, reviewing shipping instructions, etc.).



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**OUR BUSINESS IS SHIPPING - WE ARE HERE TO SERVE YOU**

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