

Wilson Sons Shipping Agency serves 70% of the chartered FPSO market in Brazil

Estimates of the oil and gas sector indicate growth, with new units coming into operation in the next five years

With 70% of the national market, Wilson Sons currently leads the shipping agency sector for attendance of FPSOs (Floating, Production, Storage and Offloading) chartered in Brazilian waters. Of the 26 platforms in operation in Brazil, 19 are served by the company.

“The FPSO market has great growth prospects in the country. Industry estimates show that up to 26 units are expected to start operating in the next five years. This is without considering the oil exploration areas acquired in the 2017 to 2019 rounds. Wilson Sons has a strong presence in this market and we are preparing for the increase in demand”, emphasizes Marcio Panisset, Agency regional manager.

Currently, Wilson Sons serves production units in the Campos, Santos and Espírito Santo basins. This year, in addition to the contracts for continuous service, the company participated in the mobilization (arrival) and demobilization (departure) of FPSOs for the Brazilian pre-salt. “These are complex and very challenging operations, especially with the various restrictions imposed by the pandemic”, explains Marcio Bragança, Operations supervisor in Rio de Janeiro.

Among Wilson Sons' clients in the segment is BW Offshore, a Norwegian company with one of the largest fleets of FPSOs in the world. In Brazil, the company operates one production unit. “Wilson Sons' experience and strength in the port and maritime market gives us the necessary security for the size of our operations”, highlights Leonardo Tannure, the company's Supply manager.

The Shipping Agency acted as manager and coordinator for all the necessary procedures in order to obtain the relative authorizations from the port authorities, also controlling all certificates and relative inspections as well as assisting in the purchase of material and equipment in general.

A Wilson Sons customer for approximately 10 years, BW Offshore also uses the maritime support services of the Company's tugboats. “In addition to trust in quality, the synergy between services speeds up communication, eases decision making and brings commercial benefits”, says Tannure.

Shipping agency was Wilson Sons' first business more than 180 years ago. Today the company is the largest and most experienced shipping agency in the country, present in the main Brazilian ports, with 18 own branches. In 2020, it attended to more than 4,000 port calls in various segments such as ore, coal, steel, sugar, grains, fertilizers, chemicals, liquids and offshore.

About Wilson Sons

Wilson Sons is the largest integrated port and maritime logistics operator in the Brazilian market and offers supply chain solutions, with over 180 years of experience. The Company provides a complete range of services to companies operating in the oil and gas industry, in international trade and in the domestic economy. With national presence, it acts in an innovative way, following market trends.

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