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Cambiaso & Risso and Silversea Cruises reach port services & logistics agreement

The quick expansion of the Montecarlo based Cambiaso & Risso group in the global logistic market has led to an appointment by Silversea as port and logistics partner.

The cruise ships involved with the agreement are 5 out of the 8 luxury cruise vessels that are part of Silversea's fleet: Silver Cloud, Silver Shadow, Silver Spirit, Silver Wind and Silver Whisper.

"The agreement will allow us to offer our primary Client a 360° degree service including: services arrangements, berth reservations for planned changes or itineraries, quotations and proformas requests, DAs formats, direct negotiations on site with Vendors, tenders on specific services, etc..." specifies Giovanni Paolo Risso Ceo of the Italian shipping services and tour operator provider.

In ports where it has its own branch offices, C&R will take direct care of the activity; while in other ports called upon by Silversea's vessels, C&R will act as a supervisor of the local subagent designated by Silversea. This is an innovative approach between the relation within a cruise line and a port agent.

"The agreement does not foresees the birth of a joint venture or any specific newco, but however it can be considered the first such type in the cruise sector", claims C&R. "We have established a common teamwork with staff from the two companies who will work in full synergy on a continuous basis".

Cambiaso & Risso, founded in 1946 in Genoa, boasts offices in Monaco, Italy, France, Spain, Slovenia, Singapore and Hong Kong, recording overall 150 million euro sales, recruiting over 200 staff, taking care of some 4.000 shipcalls of any kind of passenger and freight vessels.

C&R has developed plans aimed at implementing a more international structure, a global plan to complete on all markets and export his philosophy to provide tailor-made services.

After the considerable growth achieved on the Italian and Monegasque markets over the last twenty years, from November 2013 the multi-faceted company has increased its presence in the Far East by launching a new Hong Kong-based branch, after having strengthened its Singapore office that's been providing full port logistic services to cargo and cruiseships.

Over the next few months branches will be opened by C&R in Panama, Shangai and UAE.

C&R is able to assist all kind of ships in any part of the world having set up own offices in many strategic ports of the world, but also thanks to a network of agencies and a fully dedicated staff with great experience in shipping activities. Having a wide range of action, its aim is to offer diverse and high level assistance and service to the Tramp, Cruising, Yachting Industries.

“Our final goal is to grant a smooth and profitable cooperation among all parties involved (owners, captains, passengers, crewmembers, suppliers and port authorities)” concludes C&R.

Silversea which is chaired by Manfredi Lefebvre d'Ovidio, is recognized as an innovator in the ultra-luxury cruise line industry, offering guests large-ship amenities aboard its intimate, all-suite vessels: *Silver Cloud*, *Silver Wind*, *Silver Shadow*, *Silver Whisper* and *Silver Spirit* – all designed to offer an atmosphere of conviviality and casual elegance.

With the inclusion of expedition ships *Silver Explorer*, *Silver Galapagos*, and *Silver Discoverer*, Silversea Cruises' itineraries encompass all seven continents and feature worldwide luxury cruises to the Mediterranean, Caribbean, both polar regions and reach over 700 fascinating destinations in between.

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