

## Modern Logistics Brazil keep growing

From Sao Paulo to Amazon and all Brazil



**New York City, New York Jul 24, 2022 ([Issuewire.com](https://www.issuewire.com)) - Modern Logistics Sao Paulo**, the Brazilian integrated logistics company, reported a 150 percent increase in revenues during the first half of 2021 compared to the same period last year., and is expected to continue growing in 2022. The surge in revenues reflects a robust demand for the company's integrated multimodal logistics services and its expansion into previously underserved markets. Ongoing investments in logistics technology are also propelling the company's growth. Much of Modern Logistics' capital spending is focused on the firm's proprietary and innovative Mojo platform that provides a "one-stop-shop" model that creates a dynamic marketplace that connects consumers and high-value fresh food producers. The company is betting heavily on this market valued at more than US\$ 280 billion per year. The company's pioneering expansion into lucrative perishables shipments, the first service of its kind in Brazil, is positively underpinning the firm's bottom line. Company CEO Gerald Lee states "Modern has innovated and implemented high technology for transport through sophisticated platforms that have obtained the approval of the International Air Transport Association (IATA)".

Modern Logistics, which has an air fleet of four Boeing 737-400 jets, recently announced a new direct air route every Saturday between Viracopos Airport in Campinas, SP, and Manaus connecting the two cities. As Manaus hosts Brazil's largest free trade zone, Modern Logistics is well positioned to connect the region's 600 industries with the rest of the country and abroad. Modern Logistics' launch of the Manaus-São Paulo service, together with its investment in distribution centers in both cities, is a critical part of the company's objective of integrating the country with regular flights between a number of destinations. This significantly enables widespread access to high-value-added logistics services that were previously unavailable.

The goal is to bring companies closer to customers in a fast, safe, quality, availability for cargo, and with the lowest possible cost. The choice for the region is due to the fact that the Manaus Free Trade Zone is the largest industrial hub in the country, where one of the most modern technological devices is located and houses an enormous production line in several industrial areas. Currently, the region has around 600 industries that sell throughout Brazil and to several other countries. Modern Logistics' objective is to integrate the country with regular cargo flights to different destinations, democratizing access to the high added-value air mode, a complex, disruptive, and innovative operation, which the company has mastered for years, with the regularization of technical standards and certifications. Currently, the company has a fleet of four Boeing 737-400F jets, dedicated to cargo, with a capacity of 20 tons each, and eight distribution centers located in Jundiaí, Campinas (two centers), Rio de Janeiro, Brasília, Manaus, Goiania, and Recife and a network of 14 thousand partners to carry out the first and last miles overland. Also for this year, the incorporation of two ATR turboprops is planned, which will allow landing at smaller airports. This is possible because the company has been investing heavily in technology. "Modern has innovated and implemented high technology for transport through sophisticated platforms that have obtained the approval of the International Air Freight Transport Air Cargo (IATA)", explains the CEO and founder of Modern Logistics, Gerald Lee. Modern is an integrated logistics company, which has its own air fleet. This differential, combined with the bold technologies of warehouse management (WMS), air modal management (LMS), land modal management (TMS), and administrative, financial, fiscal, and accounting management (ERP), enables Modern to provide greater speed, quality, safety, and cost reduction for its customers in the multimodal operation. The company has expertise in the transportation of animals, food and perishables, pharmaceuticals, HPC and cosmetics, electronics, automotive, consumption, and luxury, among others. Among the company's customers are DrogaRaia, Motorola, Lenovo, Samsung, Harley-Davidson, and Boston Scientific. The executive recalls that Brazil is a regional power, but only 15% of the roads are paved, which strongly increases product costs, in addition to delaying trade for local and global companies. Modern Logistic's objective is to supply this demand, becoming a reference in the transport of any type of cargo. Proof of this is that while several companies slowed down during the Covid-19 pandemic, Modern Logistic continued to grow. To give you an idea, last year, the company's revenue grew by more than 80% compared to the result in 2019. This year, until June, the increase is even more expressive, 147% compared to the same period in 2020. "Even in the face of a challenging environment caused by the Covid-19 pandemic, we are achieving surprising results, a movement that should be even more accentuated, with the advance of vaccines in the world and the return to economic activities", explains Lee. Modern is a pioneer in One-Stop-Shop solutions Modern has just launched the Mojo platform, the first is the only one focused on One-Stop-Shop solutions (a virtual or physical environment where consumers can shop for different items in one place). The platform was developed to function as a marketplace, connecting high-value fresh food producers. The company is betting heavily on this market that moves more than US\$ 280 billion a year. Modern is the only supplier in the supply chain with a fleet of cargo aircraft and a network of 14,000 integrated trucks, serving more than 200 cities in Brazil. With Mojo, the goal is to gradually expand destinations. For this, the company intends to expand its fleet to between 35 and 40 aircraft in five years. Currently, there are already four in operation serving more than 100 clients in the telephony, biotechnology, automotive, electronics, pharmaceutical, and financial sectors. With the platform, our objective is to start operating with flowers, fruits, and fish, among others.

According to Lee, today the price of shrimp, for example, is very expensive due to logistical inefficiency. "If we have demand to make more regular flights connecting the Northeast to the South of the country, for example, we can make shrimp from the Northeast reach the consumer's table in the Southeast in 12 hours and for a much fairer price," he says. With the existing three-week flight to Recife today, the company is already able to serve producers from João Pessoa and Natal, with deliveries within 24 hours. By 2022, the company intends to attract new global investors and expand its business.

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