

A portal to the world that is located in Sao Bernardo do Campo



Agesbec completes 50 years of activities, modernizes with an eye on the future and plans to grow 30% in 2022

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1 Comments



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The experience in the cargo storage industry gave the Drago family the conditions to analyze the performance of the Brazilian economy from the goods received in the 65 thousand square meters - being 20 thousand square meters of sheds - managed in Sao Bernardo do Campo. "If machines start to arrive, we know that the industry goes well. If finished products, production will be low," says the head of family Filippo Drago, 81 years old, who in 1999 was responsible for the acquisition of Agesbec (Armazens Gerais Entrepósitos Sao Bernardo) S/A, a company that has just turned 50 years old, aims the future and, next year, plans to grow 30%.

A diversity of cargo is stored in the terminal under Drago's family management, in the Demarchi district. "From powdered milk to screw," says Ricardo Drago, 44, the son who succeeded Filippo as CEO in 2012. "We receive all kinds of product. We are accredited to all kinds of goods", he explains, highlighting the items destined to the treatment of Covid-19, such as ventilators, stretchers and materials focused on chemical research that were stored in the company since the beginning of the pandemics.

Although it is a particular area, the area is tightly controlled by the Federal Revenue Service. "It's like the body and the spirit," says Ricardo. "One without the other does not work. Here is a decentralization of Customs itself, which, in theory, should be the provider of such a space, but gave the chance to the private sector to be a depositary for cargo in tax suspension", he adds.

There is a Customs Station inside Agesbec, which is under the coordination of the Federal Revenue office in Sao Paulo. This office is in charge of imports and exports in this State, either by the Port of Santos or by the airports of Cumbica, in Guarulhos, or Viracopos, in Campinas.

Some BRL 4 billion in goods per year have been stored in the company, but they want more. "We are a border between Brazil and the rest of the world. However, we also want to take the products into the customer's home or be part of this process. Companies can have an exclusive space within our structure" says the president. It projects a 30% growth in 2022.

Empowerment

In addition to Sao Bernardo's warehouse, Drago family manages another logistics business in Miami, USA. And these examples from abroad inspire Ricardo in planning the future. "I intend to reach the level offered in other countries, where the warehouses are automated."

Agesbec is an avant-garde company since its inception in 1971. It pioneered in providing bonded warehousing services in the country. It was born as a mixed economy company, with 51% of the shares owned by the Sao Bernardo do Campo's Township, and the remaining by large companies in the region, mainly the car manufacturers. At the time, it was operating in Jardim do Mar, where today is Poupatempo, Bom Prato and IOC (Integrated Operations Center).

In 1994, when the federal government ended with the protectionist policy for the Brazilian industry and opened the country's borders, the terminal needed to work 24/7. The operation was so intense that it caused a traffic jam in the surroundings and even Rodovia Anchieta. Even the Vera Cruz Pavilion ended up being used to store items that arrived from all over the planet.

In 1999, at an auction held at the then Bovespa (Sao Paulo Stock Exchange, current B3), the Drago Group offered the winning bid of BRL 4 million and took Agesbec.

And when they look at the future of the business they own, in addition to being reflected in Agesbec's successful story, the Dragos have the family example as a role model.

Filippo arrived in Brazil in 1951, at the age of eleven, when the family left Italy because of World War II. "I remember the bombs."

His father, Lorenzo Drago, intended to go to the United States, but as the ports were closed, he came to Brazil and made his life in Sao Paulo.

Filippo became a businessman in the metallurgy industry for 35 years. He set up a company in Sao Bernardo to be able to supply to car manufacturing companies in the city. In 1992, due to the economic crisis, he migrated to the storage and logistics industry. Initially as a minority in Agesbec, until he became owner.