NITAI LAB

Logística e Operações

NITAI MORAIS · 16 YEARS IN COMMERCIAL, LOGISTICS AND OPERATIONS ROLES AT VALE AND VLI

Bulk and industrial cargo logistics in Brazil, from origin to port.

Decisions on route, cost and risk for bulk shippers, and terminal, warehouse and plant operations with fewer losses.



Company overview

nitailab.com.br

WHO LEADS THE WORK

Nitai Morais

16 years at Vale and VLI: commercial roles, planning of terminals integrated with rail and port, and operations management, leading teams of up to 250 people. TPS implementation with TSSC, Toyota's own consulting arm.



BRL 500M
in annual revenue from the terminal operations he planned

15 Mt
of grain exported under plans he drew up

3.2 Mt
of pig iron exported in the account portfolio he managed, over two years

16 years
at Vale and VLI, with 18 promotions

AREAS OF WORK

Three areas, one foundation: operations seen from the inside

LOGISTICS STRATEGY AND STRUCTURE

Route, cost and risk of the cargo

Route and mode studies, alternatives, feasibility and netback, logistics risk, supply chain structuring and support for foreign companies.

OPERATIONAL PERFORMANCE · TPS

Losses quantified in money

A 5-day diagnostic at a terminal, warehouse or plant, using the Toyota method, with a 90-day plan and a readout to the team.

VERIFICATION

Before signing

Mine, parcel and counterparty documented against official sources, for buyers and for sellers, with the lab report read and the real capacity to move the cargo.

ORIGIN
mine, farm, plant

ROAD
truck, B-double

TERMINAL
transhipment, storage

RAIL
wagon, slot, tariff

PORT
queue, vessel, loading

Most common setup for bulk exports. Some chains are road-only, coastal or inland waterway.

CLIENTS

Clients I served

Over 16 years at Vale and VLI, in the iron ore, grain, fertiliser and fuel chains.

IRON ORE AND STEEL

GRAINS

FERTILISERS

FUELS

CASES

Two cases from my career

IRON ORE AND STEEL

The pen on the glass

A terminal designed for single-trailer trucks started receiving B-doubles. Instead of adding staff, roles were reassigned by step, drawn on the glass wall with the shift leader. Result: close to 50% more unloading capacity, with the same team and no investment.

GRAINS

Every wagon at its own 100%

A mixed fleet of wagon types and loading without a standard at the peak of the harvest. Each wagon got its own weight target, and the production meeting moved inside the operation. Result: over 100 tonnes more per train, with the same assets.

More cases at nitailab.com.br/en/casos.

NEXT STEP

An initial assessment of your case

Describe the cargo, the operation or the deal in a few lines. I will reply with a first assessment and the recommended next step.

- Scope, timeline and fee agreed before work starts
- Confidentiality and non-circumvention both ways
- First conversation free of charge

nitai@nitailab.com.br

linkedin.com/in/nitai-morais

WhatsApp +55 31 98297-6006

nitailab.com.br



NP Consultoria e Serviços Ltda · CNPJ (Brazilian company tax ID) 68.698.300/0001-20 · Minas Gerais, Brazil