

EDITORIAL

With enthusiasm and affection



Recently we celebrated the 25th birthday of TransNatur SA and we did so with a memorable meeting in the city of Barcelona with correspondents from all over the world and with a good representation from all the TransNatur offices in the Iberian Peninsula.

From here I would like to take the chance of expressing my thanks for having taken part in that event and of congratulating our dear public relations officer, Ángel Casanovas, for the magnificent job he did in the organisation of it. Everything was foreseen down to the last detail with a perfection that is only possible with the enthusiasm, affection and ability of identifying with the company.

Enthusiasm and affection are magic ingredients which, when

you have them, make real projects with positive results, both in private life and in the professional sphere.

Another new project is now up and running: the opening of the new office of TransNatur in the Canary Islands in January 2005 has the same ingredients.

The office in Valencia, with the support of the Management, enthusiastically proposed and affectionately prepared the way to bring the Canaries project into existence, convinced that it will be a great support for other offices of TransNatur and for our correspondents.

The representative in the Canaries, Martín Pérez, is a young 33-year-old professional, trained in TransNatur Valencia, in the maritime traffic. He has a good knowledge of international trade, is fluent in languages, and since the start of December he has been

making all the necessary arrangements for the opening in January 2005.

From the moment when we told him that we were relying on him for this project, his head and his heart have been a whirlpool of ideas and emotions focused on, making it a success. His enthusiasm and affection (the magic ingredients once again) have led him to suggest continual improvements in the operation with the aim of improving the quality of our service to our customers.

Thoughts and emotions are what make people. People make companies. Ours has everything necessary to grow and to give what we are asked for: service with quality and satisfaction for our customers.

Nobody will stop us being "an hour earlier in the Canaries".

Leonardo Valenzuela
Director of TransNatur Valencia

25th BIRTHDAY

1979 **25 años** 2004

At the end of the year TransNatur SA is 25 years old. The celebration of this anniversary has been possible thanks to the efforts of the whole team that makes up TransNatur, to all our customers, for the confidence they have placed in our work, to each of our correspondents and providers, and to those who, despite not being in the company, joined actively in this project.



We wanted to celebrate this event with all our correspondents, whose presence exceeded all expectations. Almost all the guests were present, as well as senior management of the TransNatur Group and all the Barcelona staff.

A Gala Dinner was held in the Juan Carlos I Hotel in Barcelona with 212 guests. It was a night to remember.

WE CONTINUE TO GROW...

Special transports

North

Irún. In co-operation with our agent NATURAL AG, a special transport was carried out for the well-known firm ALSTOM. To perform this transport in addition to all the official procedures, a special trailer had to be adapted.



Bilbao. Obtained the contract to move 1,270 m³ from the company CEPSA to the new refinery in Guadarranque (Algeciras). Some of the tanks to be transported were more than 21 m in length.



Both operations were carried out in the required time periods. Our success was to the full satisfaction of our customers. □

Madrid

TransNatur was also commissioned by the company Dragados with the aim of transporting a piece of a tunnelling machine, 462 cm in diameter and weighing 21 tonnes, to a destination in France for repair. This piece is expected to return at the end of December.

The transport was performed in co-operation with the special transports department of NATURAL Basel (Mr Daniel Steiner). □



Barcelona

Performed the transport by air from The Angeles (USA) to Barcelona of the complete equipment of a gymnasium (80 m³ – 7,316 Kg). It is the largest item transported to date. □



■ Ms Mercè Alarcón, Jana García and Guillem Neira.

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■ **Meeting in Hong Kong** with our Agent Korman and MSC Hong Kong on 3 August.

It was attended by Ms Loretta Au, General Manager of MSC Hong Kong & South China and her Sales Manager for the same area, Mr Edmond Ho and Bowie Tsang, As-



■ Ms Loretta Au, Mr Bowie Tsang, Mr Edmond Ho and Mr R. Glaenzel.

sistant General Mgr. of Korman and for our part Mr Ruediger Glaenzel.

Background, MSC have evolved to become one of our main carriers, with a tendency to provide us with around 5.000 Teus/year.

■ **New people.** Here we welcome Sonia Gallardo (Maritime Dept), Melanie Nacarino (TIR France), Laurence Nadal (Fairs Dept), Laura Lorenzo (Germany Dept), Lea Dork (Practicals), and Jaime Artola, Moustapha Kaichouch, Alonso García and Pedro Sánchez (Warehouse).

NEW AGENT

Bulgaria

WERTA

The company Werta Ltd., a family company located in Sofia, has signed a co-operation contract with the TransNatur group. In this

way we will be able to offer direct services, both import and export, with a weekly departure in both directions. □



■ Ms Kojouharova and Mr Javier Pagés, directors, shake hands on signing the contract.

NEW SERVICE

Tunisia

TransNatur has been a pioneer in Spain making the first direct shipment from Barcelona to Tunisia. All the management is handled and controlled from TransNatur Alicante, with the efficiency that characterises them. □



■ The first direct TransNatur lorry entering Tunisia. □

OTHER NEWS

Fairs in Valencia

Valencia is now one of the most important sites for fairs and international events. For that reason TransNatur Valencia began operations alone in September 2003, with the unconditional support of the Barcelona team.

These are some of the fairs they have been involved in: FIM/FIAM, IBERFLORA, FIMMA/MADE-RALIA, TEXTILHOGAR, CEVIMASA AND MÁRMOL. Through this they have acquired the experience necessary to excel themselves. □



New see in Zaragoza

TransNatur North is on the point of opening its new premises in Plaza. We would like to be ahead of things and congratulate their Director, Mr Agustín López, and all of his team. □



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■ **TN NORTH-Galicia** continues to grow! E. Lopetegui with all the team of TransNatur Norte/Vigo.



■ Messrs Eduardo Bascuñan and Javier Peiró visited Revival Svoris in the Baltic countries and Russia. In the photograph, from left to right, apart Messrs Bascuñan and Peiró, Mr Bertasius D.G., Mr Viskontas, Ms Giliunaité and Mr Burbulis are present.



■ Our friend Ruediger Glanzel, Maritime and Air Co-ordinator of TransNatur Valencia completed 15

years with the company and celebrated in style. Congratulations Rudy!



CONGRATULATIONS

■ We are still breeding. Our colleagues Magali Pagés and Jordi Domingo, of TN Barcelona, introduce us to their babies Lea and Pol, respectively.



In TN Valencia they are still breaking records with two new "Dads". Our colleagues Paco Hueso introduces us to his son Javier and Franklin Meen introduces us to his son Ethan.



Our congratulations to all of them and a warm welcome to Lea, Pol, Javier and Ethan.

OFFICES IN SPAIN

TransNatur with sport

TransNatur is still involved in sport and is committed to the future: Mr Ion Areitio, current World Champion in the junior category for the second time running. We would like to congratulate him here and encourage him effusively. "ZORIONAK!"



Our director general, Javier Pagés, was the new champion of the Sixth Diario Marítimas Golf Tournament in October.



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