

EDITORIAL

Galicia and the spirit of TransNatur



Four years ago, in the TransNatur's Bulletin one could read about the opening of the delegation of Galicia,

showing a photo of two "lads" in a small and humble 15 m² office. I remember well Eduardo Lopetegui's words (Branch Manager of TN Irún), my colleague and "motor" of this project, who predicted good premises with our own warehouse and a human team of minimum 10 people in the next five years. I must admit that even though being an optimistic person myself, I didn't take his words very seriously. Still a year to go to the end of that period, and at the beginning of 2006 we opened 2.000 m² new premises in which a staff of 9 young people are currently work-

ing. Needless to say I feel very proud of them and I want to take advantage of this editorial to congratulate them for their extraordinary work these past years.

However, for those of you who don't know Galicia and the Galician people, I can assure you there's more to it than good seafood and Albariño wine. As an "adopted Galician" that I am, I'm impressed at the fighter's mentality of my fellow countrymen from Galicia. We've had some havocs lately (oil spillage, fires, floods, and so on), but the Galician get over difficulties in relatively no time, and with humility and group sacrifice are able to quickly go back to normal life. Such an attitude reminds me of the "spirit of TransNatur", that being great confidence

passed on by our Managing Director in Barcelona and big help received by the rest of Delegations. I would particularly like to mention our colleagues in TN-Irún who have supported us enormously over the past years. It is a pleasure to work in The TransNatur Group, and I'm convinced that both our partners and clients also appreciate this fact which makes us different from the rest of companies.

I would like to finish this editorial with a thought for all those friends and colleagues who have gone through a bad patch this year... we were sorry to hear about serious illnesses and family deaths. May my best wishes for 2007 go especially to you.

Christian Troska
General Manager of TN Vigo

NEW PREMISES

Alicante

On 20.02.06 TransNatur Alicante opened new premises in Torellano (Alicante). They have 24.000 m² warehousing and 2.000 m² of office space. We'd like to congratulate Mr Luis Sogorb and his team who made this objective possible with their daily effort.



NEW AGENTS

The Balkans

INTEREUROPA

On 17.07.06 Intereuropa/Slovenia signed a contract as exclusive agent with TransNatur España and Portugal, thus reinforcing our existing collaboration with Schneider & Peklár (Intereuropa) in Austria.

Founded in 1947 with only three employees, has nowadays grown to employ 2.250 people. The most important growth happened between 1965 and 1990, when they opened branches in all major cities of the former Yugoslavia: Slovenia, Croatia, Bosnia Herzegovina, Macedonia, Serbia and



Montenegro. They are also present in Russia, Czech Republic, France, Austria, Ukraine, and Germany. They have over 450 company owned trucks, and 1.373 m² of land and handling facilities. □

Romania

CETA

Last May 2006, TransNatur España and Portugal signed an exclusive collaboration contract with the prestigious company CETA in Romania, allowing us to offer direct and regular services.



CETA was founded in 1991 and has 450 workers. They have 140 owned trucks and 400 sub-contracted haulers. Their turnover at the end of 2005 was 32 millions €. □

Germany

ERKA

On 01.01.07, TransNatur España started its collaboration with the Company Erka GmbH in Germany. Placed in the area of Stuttgart, it is a family-run company (the Klaschka family) founded in 1977, and currently leaders in their



area for the Italian, English and Spanish markets. They employ 130 workers and have 12.000 m² facilities. Their turnover was 28 millions €. □

HC SCHMIDT

We have also extended our collaboration with HC Schmidt N./Ense to all TransNatur España. Up until now, this German company, placed in the area of the Ruhr, had only been collaborating with TransNatur Norte, S.L.

HC Schmidt N. was founded in 1900 in Hagen. They have 200 employees spread between their offices in Gelsenkirchen and Ense-Höigen, the latter being their Headquarters at present. They have 130 owned semi-trailers and 50 combi-trailers, 50 swap-bodies, and 35 distribution lorries. Their turnover in 2005 was 50M €. □



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■ We have been visited by:
• CS Cargo S.r.o, exclusive agent from the Czech Republic visited us on 31



March 2006 at our Headquarters in Barcelona.

In the photo, the Board of Directors who attended the meeting.

• Mr Heimo Schwarzbauer from Schenker, Austria, visited us at our premises in Barcelona last September. TN is its official Exhibitions representative in



Spain. In the photo, with the people in charge of the Exhibitions dept. at our delegations in Barcelona, Madrid and Valencia.

• The Board of Directors from our agent Revival, Mr Roland Schüller, Ms Anna Ozeretszaja, and Mr Arunas Bertrasus visited



NEW BRANCH

Tarragona

On 1st January 2007, TransNatur opened a new branch in Tarragona. Ms Mónica Rosell and Mr Martí Rosell are the people in charge of this new Delegation, TransNatur Tarragona, S.L.

We all encourage them and give them all the support they need in their new task. □



LOCAL OFFICE

Prize to Alicante

On 23 November, Cargolux Airlines International offered all their clients in Alicante a dinner to thank them for the trust placed in them. Cargolux's three first clients in Alicante, amongst them, TransNatur, were given a special mention and a plane ticket and free staying in Hong Kong. □

OTHER NEWS

Food exhibition Alimentaria

After many protocol and institutional mishaps with the Customs and Health Authorities of El Prat Airport, and thanks to the effort and cooperative work of the Exhibition, the Airport and the Customs departments of TN Barcelona, on 06.03.2006 delivered the goods for the stand of Syria, which was exhibiting for the first time of the Food exhibition *Alimentaria*. The Syrian-European Consortium commanded by its Director, Mr John Baton, and coordinated by Mr Bassel Katabi were very pleased with the enthusiasm and determination shown by all the members of the exhibition department in Barcelona to carry out this very important project. □



Presentation in Tenerife

Our TN delegation in Tenerife coordinated the transportation of the Audi car for the event that car make carried out on the island of Tenerife on the occasion of the presentation of the Audi Q-7. It is worth pointing out that TN Tenerife showed great professionalism fulfilling in time all the required procedures despite the stivedores' strike. Audi congratulated our Company effusively on the good work carried out. (Vehicle + 9 FCL x40' + 10 full trucks).

We would like to take this opportunity to thank all of you who took part in the aforementioned event for such a good work, and especially Ms. Inge Engel from TN BCN and Mr José María López from TN Tenerife. □

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us last September in order to discuss new strategies for the increasing traffic in the CES Countries.

• Mr Enzo Attacalitte and Mr Marco Emili from Prioglio International in Montegrano (Italy) visited our delegations in Ali-

cante and Barcelona last October to coordinate the starting of weekly direct services from both delegations.



■ **TN Alicante stands out for their sea and air services.** Compared to 2005, the amount of Teus when importing moved by our delegation in Alicante has grown to almost 80%, reaching the figure of 1.500 Teus at the end of 2006. Likewise, the airfreights have grown con-

siderably. Now that we are a Customs Clearance Terminal, the airlines collect important cargoes directly from TN.



NEW STAFF

■ **Barcelona:** to the Sea Freight Dept., David Alesina and Estefanía Mier.

Tarragona: Mónica Rosell and Martí Rosell.

Irún: to the Traffic Dept., Unai Puebla, Carina González and Vicente Rodríguez.

Zaragoza: to the Traffic Dept., David Clos. To the Sea & Air Dept., Amparo Marín.

Bilbao: to the Sea & Air Dept., Carolina Izaguirre and Iker Ganuza. And to the Commercial Dept., Vanesa Saenz.

Galicia: to the Sea & Air Dept., Rosa María Campo.

Madrid: to the Sea & Air Dept., Sandra Lancis and Luisa Russel. To the Traffic Dept., Andrés Sanmillán and Maria Martín. At administration, Óscar Mayoral. To the reception, M.^a del Rosario Fernández Gutiérrez. And to the Commercial Dept., Carolina Carrera and Germán Acosta.

Valencia: to the Commercial Dept., Luis Aviñó Hurtado. To the Traffic Dept., Jorge Morales Gómez and Francisco Díaz Tercero. And to the Customs Dept., Daniel Roselló López.

Alicante: to the Logistic Dept., Rosario Gómez Navarro, Samuel Senpere Mañas and M.^a Magdalena Mondejar Sánchez. To the Traffic Dept., M.^a Teresa Martínez Pérez and Patricia Checa Mena. To the Sea & Air Dept., Elena Ríos Aracíl. And to the Canarias Dept., Mariano Martínez Sáez, Luis Manuel Vázquez Ballester and Jaime García Molina.

RETIREMENT

We are happy to send our best wishes to our colleague Ismael Mínguez from TN Valencia, who after 16 years of hard but magnificent work, retires this year deservedly. Thank you, Ismael.

TRANSNATUR WITH SPORT



On 9.04.06 our colleagues Albert Planas, Victor Pino, Xavier Charles and Jordi Domingo took part in the VIII Cursa de Bombers de Barcelona (local race organised by the Firemen Brigade). The distance covered was 10 km in a time of 49:43, 52:08, 50:07 and 44:19 respectively.



Golf Tournament in Lloret de Mar in May 2006 sponsored by TransNatur.

CONGRATULATIONS

■ Our colleagues from TN Valencia who had babies in 2006: Bernard Berthé a baby daughter Cloé-Inés; J.L. López, a baby daughter Alba and M. Mendiluce a baby daughter Paula.



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