

EDITORIAL

Dear Agents, Dear Friends,



Our clients, however a topic this may sound to you all, are the most important asset in our Company. We are what we are thanks to the trust they have put on us through the years, on the quality and fair price we offer, all of it thanks to the effort and professional attitude of each and everyone from the original team in 1969, to the human Team of the Transnatur Group today.

However, we could have not walked such a long path without our travelling companions, our Agents. Europe, Eastern Countries, Maghreb, in short, the whole world; it is of no importance whether they have thousands of collaborators, or a hundred, whether their warehouse has hundred thousands of square metres or just some thousand, whether they have a hundred trucks or just a few. We all have different cultures, religions and social habits, and although we have different languages, we all speak the same one, "the Forwarder", and share a common philosophy: responsible work, professional attitude, seriousness, and a common objective, which is not other than to offer a correct service to our clients, by road, sea or air.

The daily working relationship established with each and every Agent – as well as the one established with our own colleagues within our Company – with a high demanding level of commitment, with the prob-

lems and tensions generated by our everyday work gives us the opportunity to communicate, to know and learn from one another. In many cases, this relationship has become personal, which makes work more amusing and entertaining, without detriment of seriousness and efficiency.

I've been in this job for twenty-eight years, and every Agent, every person has somehow enriched me, both professionally and personally, and I feel fortunate to have learnt, and continue doing so, to be a better professional and a better person. It is impossible to get on with everyone – not that it is my intention – but I have indeed succeeded in developing a good relationship, if not friendship, with many of them.

As the philosopher said, *your best friend is the person you have yet to meet*. My wish is therefore to continue meeting up new people and learning. I'm convinced that we will carry on our long and successful journey, hand in hand, as friends do in Central Africa. Thank you for your collaboration and for sharing with me your knowledge, wisdom, and friendship.

Ángel Casanovas
Marketing & Foreign Relations Manager

PHOTONEWS



NEW PREMISES IN

TN SEVILLA

The new premises in TN Sevilla, placed in the Industrial Site called Los Llanos, in Salteras, near the motorway La Plata, and 15km away from the town centre, has 1.200 M2 and 150 M2 office space. There are two big entrances for trucks, one of them with a loading ramp. The staff at TN Sevilla currently consists of five people.

WE HAVE VISITED:

June 2008. KORMAN. China.

In 2008, The Sea Freight Coordinator of the Transnatur Group, Ruedi Glenzel, visited our Chinese Agent, Korman. This trip consisted of several meetings with many close collaborators - shipping companies and clients - in Hong Kong, Shanghai, Wuxi, and, for the first time, in the amazing capital town of the Canton province, Guangzhou, which along with Shenzhen, have replaced Hong Kong in the limelight.



November 2008. HYLAND SHIPPING. Irlanda.

Mr Eduard Bascuñán, Deputy Manager, and Ms Magalí Pagés, head of the Ireland Dep., visited our Irish agent Hyland Shipping last November. After eight years of collaboration, the existing traffic and the actual agreements needed some revising. Some clauses of the agreements were updated, as well as the rates which were brought up to date in order to adapt them to the present market situation. The cooperation between TN and HSA has been strengthened, and it is leading the groupage market between Spain-Portugal/Ireland.



WE HAVE BEEN VISITED:



September 2008. BEWESHIP. Finland

Mr. Pekka Hyvonen, from the firm Beweship visited us to talk about new commercial strategies, the present operations situation, and improvement of the service where possible.

In the photo, with Mr Xavier Pagés, and Bruno Laquêche from TN Irún.



November 2008. ZIEGLER ROUEN. France

Mr Scherer, Ms Crevon, and Mr Dupont visited us in November to strengthen the cooperation. This meeting was also attended by the Valencia and Madrid Delegations, represented by Agustín García, and Javier Fernández respectively.

December 2008. LEMAN. Denmark

Leman, the Danish agent visited us to analyse the present state of the collaboration, and establish new agreements for 2009.



September 2008. AGILITY. Switzerland.

At the end of September, the firm Agility visited our Delegations in Irún, Zaragoza, and Barcelona.



September 2008. NUNO FERREIRA. Brasil.

Mr Paulo Ferreira and Ms Denise Alves visited our Headquarters in Barcelona last September to review the terms of our present collaboration, and agree on new parameters for the future.



October 2008. UTC. United States.

Our agent in the United States, represented by Mr Jose Quesada, visited some of our Delegations during week 43.

He started in Zaragoza, and went on to Alicante, Madrid, and Barcelona.



November 2008. BALLAUF.

Switzerland. Last November, our Zaragoza Delegation received the visit of Mr John Aslanis, from the Greek Company BALLAUF on sales campaign.

NEWS:

TN IRÚN

September 2008. HC SCHMIDT. Germany. HC Schmidt (Rüdiger Senger) and HDW (Heino De Waal) visited our Irún Delegation last September with the aim to start a new direct DAILY service with Galicia. This is a traffic for the car industry from our client TRW - Gelsenkirchen with destination PSA (Citroen) in VIGO, where our warehouse in Porriño will serve as logistics platform. JDW Gelsenkirchen (HC Schmidt's sister company) is the partner with whom we will coordinate this project. This operation will be carried out via EDI connexion. The megatrailers have already been labelled RUHR - GALICIA, and they are ready to start this traffic in February.

The meeting was attended by Christian Troska, Eduardo Lopez-tegui, Marcel Van Noorloos, Bruno Laquêche and Mikel Diez.



TN ZARAGOZA

Transnatur Zaragoza has been collaborating with the ONG Familias Unidas from 2005; they have been sending humanitarian aid material in 2 or 3 40' containers per year to the ONG Familias Unidas in Managua, Nicaragua. The material sent goes to schools and hospitals in Nicaragua mainly, and it consists of stationery for schools, beds, and other items. During 2008, Transnatur Zaragoza loaded three containers in their warehouse in PLAZA.

Transnatur Zaragoza organised the recollection of donations from private individuals, companies and organizations from all over Spain, which were stored in their warehouse. When they had enough stuff to consolidate a container, they sent it to the Port of Managua via the Port of Barcelona. Once there, the Foundation distributed the aid amongst the most deprived population.



TN VIGO

As from mid October 2008, our Delegation in Vigo has a new Sales Manager, Mr José Salcidos. With him, the office has now grown to twelve employees. Our Sea Freight Coordinator of the Group, Ruedi Glaenzel, visited this Delegation with our agent from India, Expofreight, on sales campaign.



TN AIRPORT



Last October, our colleagues from the Airport Office, Ms Merche Alarcón, and Manuel Garcia, were invited, together with a group of Cargo Agents, by GSA, Air Logistic and its representative, Singapore Airlines, to a breakfast and to visit their plane Boeing 777-300. Once there, they were present at the whole process of loading a plane on the runway. This plane is palletised inside and has great freight capacity. It is also a luxury passenger aircraft.



TN TARRAGONA

Photo of Transnatur Tarragona with the new Branch Manager, Mr Jordi Flores (left of the photo).



NEW RECRUITS

In Barcelona: Warehouse Office: Javier Aragonés

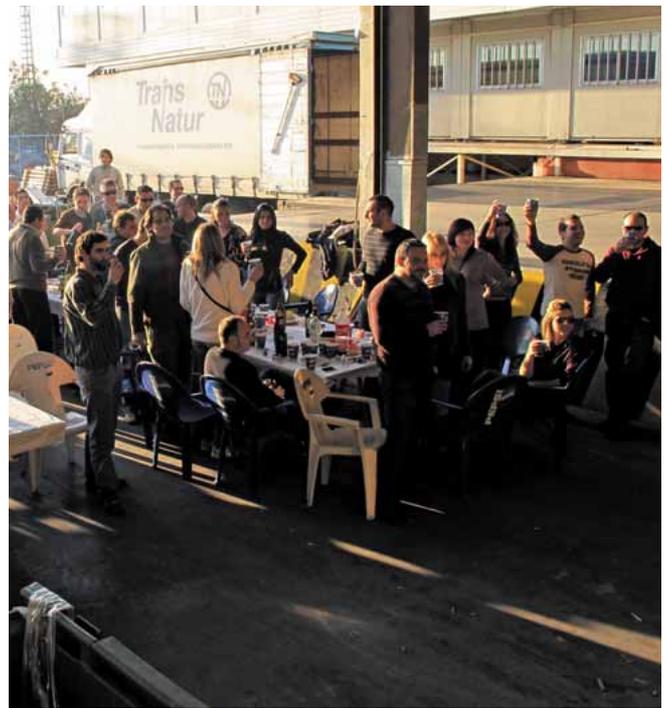
In Valencia: Road Traffic Dept.: Olivier Girogyu;
Sea Freight Dept: Valeria Klymenko

CHRISTMAS

The General Management of Transnatur would like to thank all the children who took part in the drawing contest to decide on a Christmas Card for 2008 for their effort, their ideas, and their time.



CHRISTMAS DUE IN VALENCIA



www.transnatur.com



BARCELONA (+34)
T. 934 804 500 | F. 934 804 501
transnatur@bcn.transnatur.com

BARCELONA AIRPORT (+34)
T. 934 785 925 | F. 933 788 920
air@bcn.transnatur.com

ALICANTE (+34)
T. 965 111 868 | F. 965 115 550
transnatur@al.transnatur.com

VALENCIA
T. 961 322 262 | F. 961 325 496
transnatur@vlc.transnatur.com

MADRID (+34)
T. 916 707 900 | F. 916 707 929
transnatur@mad.transnatur.com

SEVILLE (+34)
T. 955 634 444 | F. 955 630 163
transnatur@sev.transnatur.com

IRÚN (+34)
T. 943 610 303 | F. 943 613 863
transnatur@iru.transnatur.com

ZARAGOZA (+34)
T. 976 108 788 | F. 976 108 771
transnatur@zag.transnatur.com

BILBAO (+34)
T. 946 611 960 | F. 946 612 022
transnatur@bil.transnatur.com

VIGO (+34)
T. 986 342 205 | F. 986 342 058
transnatur@gal.transnatur.com

TENERIFE (+34)
T. 922 532 400 | F. 922 152 639
transnatur@tnf.transnatur.com

LAS PALMAS (+34)
T. 928 466 842 | F. 928 466 839
transnatur@lps.transnatur.com

TARRAGONA (+34)
T. 977 524 492 | F. 977 520 690
transnatur@tgn.transnatur.com

PORTO (+351)
T. 229 982 970 | F. 229 966 522
transnatur@prt.transnatur.com

LISBONE (+351)
T. 219 839 910 | F. 219 830 809
transnatur@lis.transnatur.com