

EDITORIAL



OVERCOMING THE CRISIS

Dear customers, agents and collaborators in general,

After many months of darkness, we are faced with a scenario that we would have hardly imagined when we started feeling the first lashes of the crisis, some time back in the summer of 2008.

Although it is true to say that daily efforts and tenacity are still happening and have been even increased lately, it is also true that our Company faces the future optimistically.

Broadly speaking, we mustn't overlook the fact that there has been a general decrease in average profitability due to natural tendency of the market which has forced us to re-identify the different elements comprised in it and place them in accordance with the real situation of the economy of our country.

However, our Management team has been extremely aware of such an adverse situation right from the beginning of the crisis, and that has helped to face it with some reassurance.

We have found the way to adjust to the new market needs quickly and in all aspects: expense reduction / cost adjustment, aggressiveness on sales and diversification of activities.

This last point deserves special attention. When some years ago, the General Management committed to the development of Logistics services as a business area differentiated from the transport but at the same time linked to all the elements comprised in it, success came about to platforms like Alicante, and it spread to Irún, Barcelona and Valencia; others like Zaragoza will shortly join the aforementioned.

We can be pleased for the path we have already walked, but we mustn't fall into self-indulgence as it has proved to be a terrible mistake that we would regret forever.

So we must continue being loyal to the style that has brought us success, that has made Transnatur a leading Company of our sector, and which is none other than the continuous effort and daily dedication of each and every one of the people that work at TRANSNATUR, whilst bearing in mind that there is always room for improvement.

Sr. Javier Pagés
Managing Director

WE HAVE VISITED

March 2011 - ZIEGLER GROUP - Holland

Visit by the Managing Director and Deputy MD, Mr Javier Pagés and Eduard Bascuñán respectively, to our Dutch agent Ziegler in Rotterdam. This visit helped boost the commercial activities as well as lay down new strategies for future cooperation and growth.

May 2011 - SPEDICAM - Germany

On 3.05.11, the Irún and Zaragoza delegations visited our agent SPEDICAM in the city of Nuremberg with the aim to increase the number of round trip trucks whilst consolidate the grupage line with the north of Spain.

In the photo, from left to right Bruno Laquêche (Irún) Reinher Hörner (Spedicam), Marcel Van Noorloos (Irún), Rüdiger Haas and Olivia Hinz (Spedicam), Victor Artero (Zaragoza), Martin Winkler (Spedicam).



Photo: TN Irún

May 2011 - CHARTER CARGO - Germany

On 4.05.11, Transnatur Norte visited the fantastic premises that our agent CHARTER CARGO has placed inside the football stadium in Bielefeld. The meeting, which was focused on technical and commercial aspects, was used as reinforcement of our presence in this city.



Photo: TN Irún

May 2011 - BHS - Germany

On 05.05.11, Transnatur Norte visited Hamburg in order to hold a technical meeting with the three agents that we have in the north of Germany.

In the photo from left to right: Bruno Laquêche (Irún) Marcel Van Noorloos (Irún), Agustín López (Zaragoza), Holger Schmidt (Köster&Hapke Hannover), Daniel Mojescik (BSH Bremen) and Sven Gehbaeur (Bursped Hamburg).



Photo: TN Irún

NEW AGENTS

On 01/05/11 Transnatur started a collaboration with **Hankyu Hanshin Express Taiwan** for all the importation and exportation traffics both sea and air-freight with Taiwan.

The aim of this change in agents is to have a wider commercial development with this country. This company has a sales team devoted exclusively to sales and a solid structure as far as coverage of the country and relationship with Airlines and Shipping companies are concerned.

SPECIAL OPERATIONS

TN Alicante

Last December, our colleagues from Alicante handled the transport of a 40' flat rack containing an extra-sized freeze-drying machine with destination Port of Bandar Abbas (Iran).



Photo: TN ALC



Photo: TN ALC

NEWS

TN MADRID:

Transnatur Madrid was invited to the opening party of VANGUARD Madrid, celebrated in the Night Club MOMA on 8 April. All the office Directors of the Firm, both national and international were there. The people in charge of Vanguard Madrid are Isabel Sánchez (Manager) and Sonia Cobian (Head of the Road Dpt.). The anecdote of the night was that Transnatur, represented by Carmen Garrido, became centre stage of the party when winning the prize of the ruffle amongst two hundred agents.



Photo: TN Madrid

TN IRÚN:

Last March, the sales teams of Transnatur Norte and our collaborator Guttrons got together to evaluate the business handled during 2010, and lay down joint strategies for 2011.



Photo: TN Irún

TN BCN:

Last March, Ms Arantxa Perà, head of the Sea/Air-freight Sales Dpt., was on a sales campaign in the States together with our American agent Mainfreight USA to develop the business with this country. She visited areas of New York, Chicago and Los Angeles.



Photo: Mainfreight



Photo: Mainfreight

TN BCN:

Our Sea/Air-freight Coordinator, Mr Jorge Martínez, visited China and Taiwan last April accompanied by José Algarra from our Valencia Delegation. Amongst several activities carried out, we can point out their visit to the MSC Terminal in Ningbo. In the photos, we can see our colleagues Jorge and Pepe with staff from the various Korman offices.



Photo: TN VLC



Photo: TN VLC



Photo: TN VLC



Photo: TN VLC



Photo: TN VLC

WE HAVE BEEN VISITED

February 2011 - FATTON - France

Our French agent for the Lyon area visited us in February to revise the agreements.

March 2011 - AGILITY - Switzerland

Last 23.3.11 our Swiss agent visited us in the Headquarters in Barcelona.

March 2011 - ITELLA - Baltic Countries

Visit of Mr Bruno Poulsen and Hans G Olofsson to our premises last 29.03.11.

April 2011 - EXPOFREIGHT - India

Last april, Mr Arjuna and Mr Sanjay from Expofreight visited all the exhibitors of the Leather Exhibition held in Madrid. They were guided by the Sales Manager of our Delegation in Madrid, Mr Juan Rodríguez.

In the Fair itself, they got pre-confirmations of bookings via Valencia, as well as commercial information which will be followed up directly from India.



Photo: TN Madrid

May 2011 - MTI - France

Review of the current collaboration with this agent for the north area of France.



Photo: TN Barcelona

June 2011 - KORMAN - China

Visit of our Chinese agent Korman to try and boost the commercial relationship between the two companies and to revise the present rates.

June 2011 - ALOG - Bulgaria

At the beginning of June, our agent in Bulgaria visited our Delegations of Valencia, Alicante, Madrid, Zaragoza and Irún.

In the foto from left to right: Jesús Crespo (TN Zaragoza), Sr Hristo Manov (ALOG), Victor Artero (TN Zaragoza).



Photo: TN Zaragoza

In the foto from left to right: Tsvetin Todorov, Juan Rodríguez and Hristo Manov.



Photo: TN Madrid

INTERVIEW SITO LUIS SALAS

(Logistics & IT Manager de CAMPER)

1. How did the working relationship between Camper and TN start?

The relationship between Camper and Transnatur started in 1994 with the importation of shoes from Portugal.

Later on in 1998, it continued in Alicante when we subcontracted the storage process for leather and other components. This material was transported and exported temporarily to the factories in Morocco to be subsequently imported back into Spain as finished shoes.

Some time later, Transnatur started organising the sea-freight shipments and the importations from the manufacturing areas in Asia for Camper.

2. What drove Camper to entrust Transnatur as a "strategic partner" with your logistics activity?

The decision to work with Transnatur was taken because of the references that came to us from the shoe sector as well as their logistics and transport capacity both for export and import.

3. What benefits has the DA warehouse in Transnatur Alicante provided your company?

Transnatur Alicante has been handling the import shipments from Asia and Morocco and the logistics operations as Bonded warehouse for the sales process at Camper from 2010.

We took the decision to subcontract the warehouse and Customs operations because of the experience that Transnatur had in the same type of processes with other companies of the shoe-ware trade. Besides, the process of reception, storing and shipment for our initial season sales was very efficient. The income and outcome flow allowed us to absorb the current peaks of activities.

From the economical point of view, the DA meant great savings in cost and Duties, and antidumping for those products which up to date had been imported to Spain to then be exported to non-EEC countries.



Sito Luis Salas (Mallorca 1974)

Telecommunications Engineer by the UPC and a Continuing Professional Development for Managers at IESE Business School. 6 years as a process and SAP consultant at Arthur Andersen. 7 years experience at Camper, currently as Logistics & IT Manager



4. What special connection is there between two family-run companies like Camper and TN?

From my point of view, both companies share the same values such as authenticity, predisposition to a long-term relationship, commitment and readiness to develop our work showing as much quality as we can.

A good working atmosphere and the teams' personalities make it easier and allow for flexibility, capacity of response, communication and prompt action when it comes to solve problems that may arise.

5. What percentage of importations and exportations does Transnatur handle for Camper at the moment?

Transnatur is currently handling all the importations from the manufacturing areas in Morocco and Asia with destination to the DA in Alicante, as well as the reception of this merchandise, storage and shipment preparation. Apart from the Alicante warehouse, Camper also has its own warehouse in Barcelona plus two sub-contracted ones to other logistics operators in Yantian (China) and New Jersey (USA).

Transnatur is also handling our shipments to countries such as Greece, Switzerland, Eastern Europe, Turkey, Belgium and Austria.

6. What can Transnatur contribute with to Camper's logistics future?

It can continue giving us support in the important processes as it has done to date.

ANNIVERSARIES 2011

35 years: José Antonio Fillol (Road Traffic, ALC)

30 years: Javier Zafón (Accountancy, VLC)

25 years: : M Carmen Blasco (Road Traffic, BCN); Miguel Pedrós (Customs, BCN);

20 years: Toni Baldó (Sales, BCN); Jordi Casademont (Sales, BCN); Vicente Gallart (Air-freight, VLC);

15 years: Arturo Durán (Air/Sea-freight, MAD); Trinidad García (Switchboard, VLC); Roberto Mata (Road Traffic, VLC); David Sogorb (Management, ALC); Diego José García (Traffic, ALC); Miguel Azorín (Warehouse, ALC); Eduardo Grande (Warehouse, ALC); Pedro Luis Aguilar (Warehouse, ALC);

10 years: David Navarro (Warehouse, MAD); Mercedes Alarcón (Air-freight, BCN); Loli Villar (Administration, BCN); Elena Hervás (Road Traffic, BCN); José C Gatón (Road Traffic, BCN); Guillem Neira (Air-freight, BCN); Karin Walter (Personal assistant, VLC); José Manuel Dolz (Warehouse, VLC); Javier Sánchez (Road Traffic, VLC); Julia Truque (IT, VLC); M^a José Revert (Exhibitions, VLC); Abdelalziz Mourad (Road Traffic, ALC); Alfonso García (Administration, ALC); Ismael Verdú (Air-freight, ALC); M^a Dolores Rodríguez (Sea-freight, ALC); Sonia Muñoz (Road Traffic, ALC); Nancy Castell (Sales, ALC)

TRANSNATUR WITH THE SPORT

T-shirt given as a birthday present to our Director of Transnatur Norte, Eduardo Lopetegui, by the Trial Bicycle world champion, Ion Areitio, whom Transnatur has been giving support and has been sponsoring since he was seven!



Photo: TN Irún



Photo: TN Irún

Again this year, Eduardo Lopetegui took part in the San Silvestre 6km race of Hondarribia. Average speed: 4,17minutes/km.



Photo: TN Barcelona

Our colleagues Jaume Vila and Jordi Domingo took part in the 33 edition of the Marathon of Barcelona last March. 15,075 people enrolled in it this year. The times to run the 42 kms 195 mts were 3hr 26 min 18 seg and 3 hr 06 min 17 seg respectively.

The son of our colleague Vicente Girona from the Valencia Delegation, Sento Girona, took part in the Aerobics championship held in Logroño (Spain) and Bulgaria in May. He won the gold and silver medal respectively.



Photo: TN Valencia



Photo: TN Valencia

This year Transnatur took part in the ADEGI Race (Businessmen Association in Guipúzcoa-Spain) with four groups, sixteen people in total amongst whom we would like to specially mention our woman-colleague Lupe Quesada from Transnatur Irún.



Photo: TN Irún

NEW RECRUITS

In Barcelona: M^a Rosa Brunés (Road Traffic Dpt); Laura Arancón (Sales Dpt); Teresa Ayora (Sea/Air-freight Coordination); Jordi Camprubí (IT Dpt) Amadeu Viladot (Sea-freight Dpt.)

In Madrid: Elena Peña (Road Traffic Dpt); Maria Lourdes Benito (Road Traffic Dpt); Elena Hernández (Road Traffic Dpt)

In Valencia: José Greses (Customs Dpt); Isabel Jiménez (Sea-Freight Dpt); Ana Moya (Sales Dpt)

In Sevilla: Eustaquio Castaño (Road Traffic Dpt); Pascual Bartes (Warehouse)

In Lisboa: Paulo Azevedo (Sales Dpt)

INTERESTING PHOTOS

When the sun chooses to raise in the most beautiful place...



Photo: TN IRÚN

INTERESTING NEWS

This year the paella contest held at Transnatur Valencia was won by our colleagues from the accounts Dpt, Antonio Vera and Paco Rubio.



Photo: TN VLC



Photo: TN VLC



Viajes El Corte Inglés has granted all the Transnatur workers a Social Bonus for holiday packs. This is thanks to the commercial relationship established recently between the two companies.



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