

EDITORIAL

A dream come true



Dear customers, co-operating companies and friends.

It is an honour for me to address these words to you at a historic moment for our organisation TransNatur and, especially to do so from her daughter TransNatur Norte.

This month is our 11th birthday and we are starting a new stage with the construction of our new building in Irún, which was opened on 1 May, and the one in Zaragoza, where we hope shortly to lay the foundation stone.

Together with Bilbao and Vigo, we are the body and soul of TransNatur Norte and with the rest of the TransNatur platforms we are strengthening our presence

throughout the country. With more and improved resources, we will face up to the challenges that fate has in store for us.

For us it a matter of pride to have participated in this project that seemed a dream just a few years ago. Today, only a decade later, I have accomplished a dream, my dream, managing to help this organisation, with the work of all my team, to become greater and, without, better. In addition, this effort, this sacrifice, this achievement that has brought with it both good and bad times, has given me, firstly, great professional and personal experience, and I have come out strengthened from all of them, and secondly I remember a few marvellous moments that I have always been able to share with

the wonderful people of this organisation, who are no longer companions but true friends and who will always be in my heart.

It is thrilling to face up to new objectives and to have the best resources, both human and technological, so that with all our strength and with a bit of luck the job can be done.

We are an example of brotherhood and of unity, and that accounts for the success of our organisation in which we all move in unison and work with humility, professionalism and without looking back, like a real family and in which all of you, companions, collaborators, customers and friends are of key importance.

Yours very sincerely,

Eduardo Lopetegui
Director TransNatur Norte

NEW PREMISES

The excitement of a project

On 1 May, Labour Day, TransNatur Norte SL / Irún opened its new premises with 3,000 m² of warehouse, 1,000 m² of offices, and 14 loading/unloading bays, with a total of 5,000 m².

This investment will make it possible to optimise the services required by our increasingly important, portfolio of customers.

I would like to take this opportunity of thanking its director, Eduardo Lopetegui, and all of his team for the excellent work that has made it possible to bring this project to fruition.



NEW AGENTS

France

FATTON



Fatton/69800 Saint Priest, a very prestigious French family company, has signed a co-operation contract with TransNatur/España, to cover the Rhône Alpes area. □



■ Mr S. Fatton and Mr Pagés.

ZIEGLER



Also, TransNatur has signed a co-operation contract with three companies of the Ziegler Group, Ziegler-Paris, Ziegler-Toulouse and Moiroud-Saint Louis, thus completing its coverage of the Paris, Toulouse/south-west areas, and the Strasbourg area.

The picture shows the moment of the signing of the contracts. □



■ Mr Joseph Boffi Mr Izard, Mr Froment and Messrs Pagés.

NEW AGENTS AND SERVICES

France

FLYTRANS



The company Flytrans, based in Biot (Nice) has reached a co-operation agreement with TransNatur to cover all of the south-east of France.

Flytrans can cover land services, as well as maritime and air transport. □



■ Mr Philippe Lamarca and Mr Javier Pagés, general directors of the two companies.

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■ Visits received:

• In February 2004 we had a visit from our Korman agent, Mr Ray Chu, General Manager and his assistants Mr Melvin Wong and Mr Bowie Tsang.



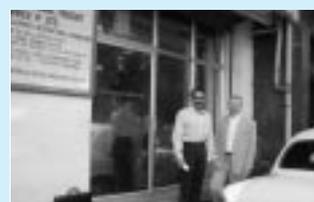
• We were also visited by Natural AG to introduce us to the new structure of the company, which was



■ Mr Peter Crowe of Natural AG with Messrs Pagés.

set up at the beginning of this year, to optimise resources and customer services.

■ Commercial campaign of the TN maritime division.



Mr Ruediger Glaenzel, director of our maritime division, visited our Sikkas /India agent. In the photo with Mr Sikkas, general director of the company.

■ New network of overseas agents.

In mid-March we joined an Alliance (www.apln.net) with the aim of finally be-

NEW AGENTS AND SERVICES

Czech Republic

C.S. CARGO



CS Cargo, the prestigious company based in Jicin and with 10 local offices in the most strategic points of the country has signed an exclusive co-operation contract with TransNatur, which will come into effect on 1 June this year, with regular direct import and export services. □



■ Above, the general directors, Mr Zbynek Kares and Mr Javier Pagés, congratulate each other after the signing of the contract. Below, Messrs Kares, Satrap, Hake and Mr Pagés in Jicin.

OTHER NEWS

From Zaragoza

The managing board of the Asociación de Transitarios (Atea) of Aragón was recently constituted. The president elect was our friend Agustín López, director of the TransNatur Norte / Zaragoza.

Also, our president visited the premises of TransNatur Norte SL / Zaragoza. In the photo, speaking with the director of the office, Mr Agustín López. □



New faces

In recent months the following have joined the company: in Barcelona, Ms Isabel Latre, Head of the France Dept, Ms Pepa Pérez, Employee France Dept, Mr Valentín García, Warehouse Manager, Álvaro Martínez, Controller, and Messrs Jaime García, Sergio Vila, Raúl Bermejo and Carlos Ramírez as Warehousemen; Mr Ángel Rivera, as Deputy Director of TN Madrid; and Ms Gemma Franch, Employee of the Italy Dept.

On behalf of everyone we extend a welcome to them. □

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ing able to offer our customers worldwide cover, with sound agents and true efficiency, thus being able to provide an unbeatable service in all continents.

■ New collaborating company.

We have signed a co-operation agreement with the company Intermar

(Havana) and are now in a position to offer regular direct services with Cuba. This important company,



■ Mr Raul Lías / Intermar Director with the general management of TN and maritime management team.

one of the most prestigious in Cuba, will be able to cover all the provisions necessary for the coverage of the island.

■ Special transport.

TransNatur Alicante handled the special transport of a sewage treatment plant, 14.11 x 3.75 x 4.18 m in size, with the ship «Zim Asia», and with destina-

tion Long Beach (CAUSA). The transport was co-ordinated by the Alicante office, from origin to destination.



CONGRATULATIONS

■ **Marriages.** Congratulations to Messrs Luis Carlos Palma and Iván López Muñoz on their recent marriages. And we must not forget Silvia de Miguel who will get married on 11 June. We would like to take this opportunity of sending all of them our best wishes.

■ Our friend Óscar Bastida has become a father. Congratulations Marcel!



■ A whim of Ángel Casanovas's: "Saying so much about my wonderful 6-year-old daughter Carla, at least I can introduce her to those who don't know her."



LOCAL OFFICES IN SPAIN

TransNatur with sport

Xavier Carreras of TN Barcelona is the new Catalan champion in BIKETRIAL.

Here we see him collecting his trophy as the Senior Champion of Catalonia 2003 (over 18 years), in the last trial of the championship held in December of 2003 in Sant Llorenç Savall (Sabadell).



HAPPY BIRTHDAY



We are celebrating the birthday of our dearly appreciated Ms Adela, who takes so much trouble to make sure that our workplaces are, as always, in a perfect state. Thank you for your important work well done and... HAPPY BIRTHDAY!



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