

EDITORIAL

Ten years with humility, constancy and good luck



This year we are celebrating the tenth anniversary of our branch office in Zaragoza. Having the opportunity to write this article fills me with pride and satisfaction, though I have to recognise the fact that when you sit down facing a blank sheet of paper it is not easy to write everything that you want to say and to put it the right way.

I would like to make a brief summary of these ten years for our customers, colleagues, collaborators and friends.

Our branch started work in 1996, with two people in a small office in the transport city of Zaragoza. Soon afterwards, thanks to the growth that we experienced, we were able to move to a larger office in the industrial area of La Puebla de Alfindén, where we already had a warehouse and loading/unloading bays. There we continued growing little by little with great humility and constancy, developing and increasing grouped import and export lines directly between Zaragoza and Europe.

In 2001 we decided to offer our customers a new product that was complementary to the overland service, and we created the Maritime/Air Department.

At the beginning of 2003 we decided also to involve ourselves in national and international exhibition and at the end of that year we began to develop our distribution with our own vehicles in Aragon.

All of this led to considerable growth in our local office and the consolidation of TransNatur in the Aragonese market, to the point that in 2003 the General Management took the decision to invest in new premises that would meet current needs while taking future growth into account.

In February last year we were finally able to open them thereby achieving the great goal of having our own premises.

Their location inside the Zaragoza Logistics Platform (PLA-ZA), assures us a presence in the most important industrial area in the whole of Zaragoza and even Aragon.

Ten years have gone by and we have 3,500 m² of warehouse space and 1,500 m² of offices that we own and with a work force of 25 professionals, in the service of our customers and collaborators. With their commitment and enthusiasm every day these people make it possible for us to meet our commitments to our customers, collaborators and correspondents in a satisfactory manner.

This record is not the result of chance but is the outcome of work done from humility, constancy and a stroke of luck... *good luck* that is.

Good luck can be achieved when the effort is made every day to seek the circumstances in which to triumph, and if they are not found, they are created. *Good luck* must be sought out and caused; it will only depend on ourselves, on each of us. We can all create *good luck*!

It is said that you should never look back but I think that sometimes it is necessary so as not to forget how we started out and in that way to keep on facing up to the future, a future that in part is now the present and which is filled with new projects and exciting ideas.

Our everyday work is aimed at continuing the consolidation of our current grouped lines, but not satisfied with that we are working on developing new lines with countries that are increasingly gaining in importance in the international market. We are very excited about our Maritime Department, where, as in Overland, we have more and more consolidated services.

Another strong commitment that we are making is, without question, the logistic support that we have been offering recently to our customers and collaborators. The recent decision of our General Management to incorporate a logistics head for the whole TransNatur Group will help us in consolidating and developing these business throughout Spain. I would like to take this opportunity to extend a warm welcome to David Sogorb, the Group's new Head of Logistics.

So my friends, I have filled my space. My intention is to continue creating *good luck* and that with humility and constancy we can continue prospering both professionally and personally.

Good luck to you all too!

Agustín López
Director of TN North/Zaragoza

NEW AGENTS

Germany

Overland



In January the prestigious company Terratrans GmbH with branch offices in Bremen and Hamburg started an exclusive collaboration agreement with the TransNatur Spain and Portugal Group, covering the Bremen and Hamburg lines with direct weekly services in import and export.



■ The general directors of the two companies, Mr Javier Pagés and Mr Peter Prinz.



The company Spedicam has signed a collaboration agreement with the TransNatur Group to cover the Nuremberg area in Germany, thus improving our services in this area with regular, direct weekly lines. □



■ The signing of the agreement, showing the general directors Mr Javier Pagés and Mr Emil Wendler.

Hungary

Overland



The prestigious Hungarian company Hungarocamion Forwarding has signed a collaboration contract with the TransNatur España

Group with the aim of strengthening and improving both the importation and the exportation services between the two countries.

Its director, Ms Palicska Judit Magdolna, also came to our offices for the signing of the agreement. □

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■ Our visitors:

• In October we were visited in Barcelona by Messrs Leif Arne and Tom Antonesen of Nor-Cargo AS Bergen to sign a new contract with TransNatur España and the start of the



collaboration with TransNatur Portugal.

• In December we received Mr Ulrik of Schenker/Germany for him to get to know our new premises in Barcelona, and also the reorganisation of the different Exhibition departments of the TransNatur Group. It will be recalled that TransNatur is the official agent of Exhibitions in Spain.



• Also in December, we had the pleasure of receiving in our Barcelona offices all the heads of the prestigious Swiss company Müller Martín AG.

■ **Special transport.** In November TransNatur, in co-operation with NAVIS-Hannover, co-ordinated and performed the transport of an antenna, two reels and their accessories, to be located on the mountain of Montserrat



NEW AGENTS

United States

Maritime



We signed a co-operation contract for the maritime service with the American company UTC Bachman/USA. With more than 25 offices throughout the country and with a presence in the most important ports of the country, we are thus improving our current cover in the country and the services to all our customers. □



■ The director Marta Rojas with our collaborators.

Air



In November we started exclusive co-operation with the company Service By Air for air services. Present in the most important cities of the USA, with 33 local offices of its own throughout the country the territory, it covers most of the most important airports in the country. □

OTHER NEWS

New branch office in Las Palmas de Gran Canaria

In January the company opened a new TransNatur branch office in Las Palmas de Gran Canaria, which, together with the existing Tenerife office, means that we cover the whole Canary archipelago with our own direct, weekly services. □

Annual Meeting

In January in our Barcelona offices there was the annual meeting of branch office managers. The aim was to analyse the previous financial year and its results, which were positive, and to plan and set the goals for 2006. □



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(Barcelona), with a gross weight of 1,350 kg. Delivering it by helicopter for its final positioning.

■ **Visit to Turkey.** The Irún branch office of TN North visited our Turkish agent Sittnak. Mention must be made of the warm welcome that we received from Mr Melih Kinaci and the good results obtained at that meeting.



In the photo, Mr Kinaci together with Eduardo Lopetegui and Bruno Laqueche.

■ Our Shanghai agent Korman opened new offices. Congratulations and



our most sincere wishes for success.

■ **We completed 10 years in Zaragoza,** and so we send our most sincere congratulations to Mr Agustín López, branch

manager, and to all his team for the magnificent work they have done.

■ At the end of the year Isabel Oliveira joined the Maritime Export Dept. It was a double celebration as it was also her birthday.



CONGRATULATIONS

■ **Births.** With these bonny babies the future is assured!



Irene (Mabely Rodríguez, TN Valencia).



Marc (Cristóbal Villalta, TN Valencia).



Pablo (Alicia, TN Zaragoza).



Álvaro (Silvia de Miguel, TN Zaragoza).



Agustín (Agustín López, TN Zaragoza).



Jaspi (David Palomo, TN Barcelona).

BRANCHES IN SPAIN

TN and sport

In the 5th Five a Side Football competition "La Patrona" in Barcelona, with 16 teams taking part, the TransNatur team came third beating (as always) Bofill and Arnau in the consolation prize in the last encounter.

Our colleague Rubén from the Customs Dept took the laurels as the top goal scorer with 16 "targets". Congratulations to all!



Good work in Valencia



As every year, the Three Kings filled all the children with excitement. And as every year, TN Valencia sponsored the horseback procession through the city, transporting and handing out smiles and happiness to all.



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