

EDITORIAL

The TransNatur assets



I am not going to speak about the economic assets of TransNatur, which are in very good health; or about the services it offers, which are many and quite consolidated; neither will I talk about its growth, which has been quite impressive in the last few years; finally, I will not speak about our clients, who have already become a part of our team. What I am going to speak here is about the people who make up our daily growing "human assets".

It is many of us already, more than 450 employees, spread in 15 delegations, and growing; all of us with a different personal and professional story to tell, but all of us with the same point in common: TRANSNATUR.

We all live our time in the company in a different way – for some, it's just a job that enables them to survive, for others, apart from surviving, enables us to enrich ourselves with daily work and personal experiences. Our daily routines have led many of us to friendship, sport mates, weddings, other work opportunities, emotional stability...

Some people have known each other for almost 40 years, others just met yesterday, but they still have something in common: they make TransNatur WORK.

Every single employee, no matter their different levels of dedication or involvement, makes it possible for TransNatur to be at the leading position of the group of prestigious international transport companies.

Together we will carry on with the TransNatur project because we know there's no stopping us now. Our service and quality will continue to grow, and so will the trust placed on us by our clients. We will also keep generating daily stories, which will be inevitably remembered and shared with others, both with the ones who will continue in TransNatur, and the ones who may find a different project to pursue.

We all, present, past, and future are the *TransNatur Assets*, and we must thank them for their contribution to getting us where we are; it would have not been possible without them. Thank you!

Eduard Bascuñán Assistant Director

THE DELEGATION SPEAKS

Humanitarian aid to Cape Verde

TN Tenerife collaborated with the Government of the Canary Islands in sending humanitarian aid to Cape Verde.

TransNatur coordinated the whole shipment from the beginning to the end, getting different professional people from the sector involved (haulers, warehouses, shipping companies, and Customs agents) who contributed altruistically to the success of the project.

Mr Rafael de Saja, Health Minister of the Regional Government of the Canary Islands, is the person who asked our Branch Manager of TN Tenerife, Mr José María López, to be in charge of the security measures required to carry out this project.

All this effort resulted in the shipment of a 40' container loaded with



school material and staple items to Cape Verde.

Here are some comments published about this operation:

"...I would also like to particularly send a thank you letter to the Com-

pany TransNatur, S.A. and especially to Mr. José M.^a López, its Branch Manager ..."

"...without TransNatur, S.A. and unselfish collaboration and the advice Mr López provided us at all times, we would have never been able to succeed with this shipment".

"...because it was the first one, we didn't have a clue how to start; TransNatur has guided us all through ever since the moment we contacted them...".

"...they got in charge of everything – they collected the various merchandise we had in different places on the island, they fitted out a warehouse to store it, they organised a 40' container on our behalf, and they did all the paper work at the Customs, all for free!"

AGENTS

Korman campaign

For the third time in a row, we were visited by our Sea Freight Agent Korman. Amax Kung and Ricky Yik visited various clients in Catalonia, Alicante and Zaragoza. They were accompanied all through by our Sea Freight General Manager, Ruedy Glaenzel, and by the salesmen from the different areas. One can say it was a good campaign, from which we expect new contacts and traffics.



CAPTIONS



First painted truck TN/Erka, Agent in Stuttgart.

13-ABRIL-2007

Visit to Bulgaria

Javier Peiró, Road Traffic Manager of TN Barcelona, as a representative of TN España, attended the official opening of the new offices and warehouse of our agent Werta LTD in Sofia / Bulgaria.

With this expansion and modernization, it will become one of the best equipped Forwarders in Bulgaria as far premises, offices and IT developments are concerned which, together with their team of professional people, makes up an ideal structure to face the development expected from this country after its integration in the EEC.



WE HAVE BEEN VISITED...



May-2007. SITNAK. Turkey. Ali Erkan spent two days in Zaragoza for the commercial campaign. In the photo, with all the Turkey commercial and road traffic department of TN Zaragoza.



July-2007. WABERER'S. Hungría. Ildiko Rakós visited TN Irún in order to boost the line with Hungary. This visit turned out to be a very positive one, which has already born fruit - TN Irún is sending a full grupage truck to that country every Friday.



July-2007. H.C.SCHMIDT. Germany. Some representatives of the company came to visit us at our Headquarters in Barcelona to comment on operation issues. The Directors of some of our delegations also attended this meeting.

June-2007. RH FREIGHT. Great Britain. Ian and Andrew Baxter, Directors of RH, visited us in our Headquarters in Barcelona. It was a meeting held by the Directors of both companies where they laid down new strategies for the future such as improving the service with Barcelona and Madrid, creating a daily line with these two cities which will start operating next October.

The key: Specialised Personnel and good management

When did you join TN Alicante?

At the beginning of March 2006 in Alicante. Their new premises had just been opened that year, and they had allocated 16.000 m² for logistics activities.

What is your job as Head of the Logistics Dept.?

At the beginning, it was very much the setting in motion of the logistics department (staff, computer section, setting up the warehouse, etc), and recruiting clients in order to start out this new project. Nowadays, even though still involved with commercial tasks, my main jobs are to coordinate our department with the road traffic department, to plan the campaigns, and to optimise the working procedures of the clients in order to lower the costs.

Our intention in the short length is to export our experience to the rest of the TN platforms, both in Spain and Portugal.

What are the requirements for the good running of a logistics warehouse?

The key to success in logistics is undoubtedly the specialised personnel and a good IT management so there is no room for mistakes. The only way about it is a contrasted working procedure, experienced staff and the incorporation of new



Alicante 25.03.77

Bachelor of Laws by the University of Alicante.

Italian Language Certificate CELI 3 by the University of Perugia-Italy.

English Language Certificates FCE, CAE and IELTS by the University of Cambridge – Great Britain.

MBA in Logistics Systems Management, by the EPFL (Ecole Polytechnique Federal de Lausanne) Switzerland.

Logistics Company Consultor for G.E.A. Italia srl. Milano.

technology in order to avoid and/or detect possible errors.

What development has your warehouse undergone since the moment you became in charge of it?

At the beginning, the warehouse was set up to manage clients who were commercialising shoe-ware only. Because we now have clients with other kind of products, we've had to modify and extend areas within the warehouse in order to manage them adequately.

Two thirds of our clients are "regular clients", which means that we work with them every month

all year round. The rest of the clients are what we call "seasonal clients", with whom we work only during their product selling seasons.

Our fixed team already consists of 12 people in the administration, control, IT, and warehouse departments, plus 12 other temporary people who are trained by us before the beginning of each campaign.

What are your objectives for immediate and future development for TN Alicante? And for the Group in all Spain?

In Alicante, and thanks to the trust placed on this project by our Managing Director, a conveying belt with a barcode reading frame is being installed so we can move the goods to the 2nd and 3rd floors, thus improving the ingoing and control process of the merchandise. We hope it will start operating at the end of November.

Nationally speaking, we should sound out the rest of delegations to see how many of them have space available, and would be interested in offering logistics services. Then we would put our 2-year experience at their disposal in order to set up, in a short period of time, and with total guarantee of success, several departments aimed to this activity.



NEW RECRUITS

In Barcelona:

Sea Freight Dept.: Diana Huidobro
Exhibitions Dept.: Albert Marcos
Accounts Dept.: Eva Vizcaino

In Irún:

Road Traffic Dept.: Brenda Barbería, Joaquín García
Administration Dept.: M.^a José Figueroa, Jon Castel-
ruiz, Marta Diego, M.^a José Vivanco

In Valencia:

Commercial Dept.: Marie Laure Grange
Sea & Air Freight Dept.: José Greses

In Vigo:

Sea & Air Freight Dept.: María García

In Zaragoza:

Comercial Dept.: Vanesa Bergasa

ANNIVERSARIES IN TN

25 years:

Toni Cortés (Road Traffic, BCN)

20 years:

Pedro Juan Moya (Administration, ALC)

15 years:

Juan Carlos Belmonte (Administration, ALC); Enrique Azorín (Road Traffic, ALC); M.^a Àngels Garcia (Canary Islands Dept., BCN); Rosa Aranda (Sea Freight, BCN); Rafael Capdevila (Customs, BCN); Miguel Mateu (Customs, BCN); Fernando Muñoz (Customs, BCN)

10 years:

África Pastor (VLC); Jesús F. Romero (Road Traffic, ALC); Félix Ligorio (Administration, ALC); Benjamín Dobao (Road Traffic, ALC); David Corral (Road Traffic, ALC); Ana Arbiol (Administration, IRN); Silvia Bachiller (Road Traffic, ZAG); Luis Javier Llorente (Administration, ZAG); Eduard Bascuñán (General Management, BCN); Albert Echevarría (Administration, BCN); Jordi Domingo (Road Traffic, BCN)

TRANSNATUR WITH SPORT

Some colleagues from TN Barcelona took part in the 8th edition of the football Tournament "La Patrona" celebrated between 28 May and 14 June of 2007. 16 forwarders from Barcelona took part in this tournament. TransNatur didn't win this year. Next time lucky!



Yet again football...

Last 13 June, some colleagues from TN Barcelona played a friendly football match. The blue team thrashed the white team 13 to 5. Looking at the photo one could say the white team let themselves get beaten *to make a good impression on the boss...*



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