

EDITORIAL

Roots in Seville, what a great deal!



It seems only yesterday when I took my first steps in the transport field; it was 1981, in Switzerland, some 27 years ago. A lot of water has flowed under the bridge since then, and this sector has also experienced quite a lot of change. Things were different then – we didn't have e-mail, nor fax, nor mobile

phones, and all shipments had to be cleared at the Customs; the way of working was very different to the way we work nowadays; but to my mind there's one thing that remains unchanged, the enthusiasm and the excitement shown in the struggle to overcome the day to day problems that we are faced with. Our work is very enjoyable indeed and time passes so quickly that we almost don't realise how much we are doing, however much we do.

My first important jump was from our partner in Switzerland to TransNatur Alicante in 1990, where I lived for almost twelve years, and where I still have very good friends and memories. My second jump was from TN Alicante to TN Seville, where I've been for more than five years now. Although I arrived in TN Seville in 2002, it had been opened in 2001; two years later there were changes of personnel, and so it was in 2004 when Javier Pagés asked me to run the Delegation. With effort, enthusiasm and hard work from my team,

whom I thank for their constant sacrifice and hard work, we've gradually lifted the company off the ground humbly. I count on this very same team for the future, for we still have many projects ahead of us.

Thus at the beginning of 2008, we are going to move to a new warehouse of almost 1,200 m² with a loading bay and some 150 m² of office space. With this new warehouse, and the 5 people who are working at the moment, we will have more tools in our hands to be able to offer our customers and partners a better service, and also to be able to start a new phase of development, with the objective of reaching a point in the near future when our warehouse is again too small for our needs.

Alter all these changes, I reckon I am putting down roots in Seville, and here's where my future lies, though you never know ... I am very happy to live in Andalucía, it is a good land and there's something special about it. As the song goes 'Sevilla tiene un color especial' ('Seville has a special colour'), and also a special heat, particularly in the summer when we hit 50 degrees, and that heat remains in its people for the rest of the year.

I don't want to finish without wishing you all, friends, customers, colleagues, and collaborators health and the best for this new year 2008, which we from Seville are looking forward to with great enthusiasm.

Enrique Ferreras Branch Manager of TN Seville

NEWS

Alacat Exhibition in Valencia

Again this year Transnatur participated in the ALACAT Exhibition in Valencia which took place between 17 and 19 September 2007. The fact that we have been increasingly present in the South and Central-American market, and that we belong to the APLN (WCAfamily), makes it compulsory for Transnatur to attend this Faire Trade every year. ALACAT offers us the possibility to find potential new collaborators, as well as meet old friends again.

We all know about the importance of the crosstrade business; the coin-



idence of ALACAT and WCAfamily gives us the perfect scenario for us to focus on this matter. The crosstrade shipments will boom in the next few years and so it is essential that all the countries involved are present in it (e.g. Far East/China and Central/South-America).

We would like to thank all our colleagues who contributed, each one of them in their field, to make the Transnatur stand a success of visitors. Proof of it, the photo showed in the article about the Fair published in the newspaper *Valencia Marítima*.

NEW AGENTS

GERMANY

Ulrich Rieck & Söhne

Last September, the TransNatur Group signed a collaboration contract for the area of Berlin, with RIECK. A family-run Company with Headquarters in Berlin, has 458 employees, they move 500 trucks a day, and about 560.000 tones of goods annually. Aleksander Schromek, Managing Director, with Xavier Pagés.



The Bursped Group

In September 2007 we started collaborating with this partner in order to cover different parts of Germany.

Bursped Speditions

Hamburg area. In 1948, with the war finished, Mr Brümmer and Mr von Rautenkranz got together to set up this company. At the time they had only one truck. Nowadays, they have 13,500 m² of office space and a 26,000 m² warehouse. 295 people are employed at the Hamburg office and they move 600,000 shipments per year.

Köster & Hapke

Hannover area. In 1988, Bursped took control of this company. In the photo, Mr Matthias Welter (right), Managing Director of



Bursped Spedition and Mr. Lutz Gimbel (left), Managing Director of Köster & Hapke with our Managing Director, Xavier Pagés, the day they signed the contract in the Central Office in Barcelona.

BHS Spedition und Logistik

Bremen area. In 2004, the companies Bursped, A. Hartrödt and Schmidt-Gevelsberg merged to form BHS in Bremen. 100 employees work in this office nowadays and they have a 6,000 m² warehouse, and a fleet of 80 trucks.

HOLLAND

Ziegler Holland

In September 2007 we started collaborating with Ziegler in Holland. Ziegler, with whom we already collaborate in France, is a solid company founded in Brussels in 1908 by Mr Arthur J. Ziegler. Ziegler Holland was set up in 2000, when the Ziegler Group fused the Dutch company Dobber's Transport, that was specialised in national distribution. By working with Ziegler Holland, we have become a market leader.



WE HAVE BEEN VISITED...



September 2007. NUOVA TRANSPORTS. Italy. Walter Benassi, Road Traffic Manager, and Patricia Suppa and Lucia Facchetti from Nuova Transports visited our Delegation in Irún with the aim to assess the situation after the Milano-Irún DAILY service started last May. Our colleagues from TN Zaragoza and TN Galicia (not in the photo) also attended this meeting.



October 2007. AGILITY. Switzerland. A representation of the three Delegations that this partner has in Switzerland, Basel, Bussigny and Novazzano, visited our Headquarters in Barcelona last October. This was the first visit of Agility as such after Natural AG disappeared. This visit was used to establish operational systems, to better the service and plan future commercial campaigns. The new LSVA-RSPL tax applicable as from 2008, was also discussed in the meeting.



October 2007. C.S. CARGO. Czech Republic. Mr Radek Schnider, Branch Manager of C.S. CARGO, visited our office in Zaragoza on commercial campaign. Jesús Crespo, Road Sales Manager of the office, accompanied him all through.



November 2007. ERKA. Germany (Stuttgart). The operations people for the Spanish traffic of the company Erka got together with their counterparts from our BCN, VLC, ALC, ZAG, MDR, IRU, SEV, and VIG delegations to coordinate and establish the operation system for this traffic.

October 2007. CTO. Italy. This sea-freight agent with Headquarters in Italy, but with several offices in the Far East and other places in Europe, visited us in order to boost the traffic from and to Korea.

November 2007. HYLAND SHIPPING. Ireland. Tino Hyland and Jimmy Miller visited our Office in Barcelona last November in order to establish new operational and commercial strategies.

NEW AGENTS

BALTIC COUNTRIES

Itella Logistics

This new agent, with whom we started working for the Baltic Countries in November, belongs to the Itella Group. They operate in nine countries from the North of Europe and they employ about 25.000 people. In the photo, Ms Soren Grubbe Managing Director of Itella Logistics (Estonia), Mr Aleksandrs Avdeikins (Lithuania) and Mr Risto Merisalu (Latvia).



INDIA

Export Freight, Ltd

New sea and airfreight agent from India with whom TransNatur started collaborating 21 November. The Headquarters is in



Chennai, and they employ 350 workers spread around the 14 branches they have all through the country. They took 4th place in the IATA ranking of 2006. They are 5th down the list of Forwarders in India. In the photo, Mr Xavier Pagés with Mr Senthilnathan, Managing Director of Export Freight.

CAPTIONS



Barcelona opened new premises at the Airport in September 2007. Their new location: A308.

INTERVIEW ADOLFO WYSS General Manager of Müller Martini, S.A.

Spirit offered with initiative and responsibility

Presentation of Müller Martini

Subsidiary of the Swiss Company MÜLLER MARTINI, SA, we commercialise machinery for the graphic arts sector, especially for the pre-impresion process. Our revolutionary technology applied to the manipulation process of documents fits the Spanish market perfectly, which is immersed in a process of change and updating of equipment.

What was the beginning of MM?

Since it was set up in Spain in 1964, MM has been equipping printer's, binding departments, and newspaper finishing rooms non-stop.

Thanks to a team of fifty collaborators, we provide our clients technical assistance and a professional consultancy service. Once we receive confirmation of a project, we take the necessary steps to install and bring into operation the production lines.

What changes has the concept of graphic arts undergone from the 60s until now?

The supplement in newspapers, magazines, mailings and books are more and more frequent. In a sector



Born in Lima but of Swiss nationality and education, he is a mechanical engineer who joined MÜLLER MARTINI in 1993 after

several professional experiences in Switzerland, Germany, South Africa, and South America.

He has been running the subsidiary with Central Office in Barcelona since 1996.

in which every minute counts, MM's techniques allow stapling, binding, inserting, cutting and palletising different products such as newspapers, magazines, books, and catalogues in record time. The high performance of the manufacturing lines prove the statement **time is money**...

Is there a machine that can be "blamed" for the revolution in the graphic arts sector?

The machine that revolutionised the graphic arts market worldwide is, no doubt, the wire binding machine.

MM recycles its own machinery to sell it second-hand, ¿how does the market quota for recycled machi-

...nery in our country compare with other European Countries?

We at Müller Martini, who are very active around the world, multiply our efforts day after day and we attach great importance to the D+I (Development and Investigation). Considering that the printed paper will never disappear, I am very optimistic about our future.

How would you define your professional collaboration between MM and TransNatur?

TRANSNATUR is a strong collaborator and leader in the logistics field which gives us a comprehensive door-to-door service, with all the advantages that such a service implies.

Our relationship is ruled by the spirit of customer care, offered with initiative and responsibility. We accompany them all through the decision-taking process, for our responsibility goes beyond that, we are also compromised with the success of Transnatur. Before we take any decision, we have the possibility of visiting the various factories in Switzerland, so that the technicians can assess the advantages of our technical solutions properly.

NEW RECRUITS

In Barcelona: *Sea Freight Dept.:* Isabel Mateu; *Sales Dept.:* Arantxa Perà; *Road Traffic Dept.:* Mauricio Capriglione; *Administration:* Cristina Steliana Mihailovici

In Tarragona: *Road Traffic Dept.:* Fernanda Castro

In Irún: *Road Traffic Dept.:* Thais Martínez, Juncal Carrillo, Mikel Fernández, Marta Melín, Olatz Wanba; *Administration Dept.:* Andrea Gutiérrez

In Bilbao: *Road Traffic Dept.:* Leire Merino, Alain Salazar, Cristina Alonso; *Administration Dept.:* Ibón Martínez

In Valencia: *Sales Dept.:* Marie Laure Grange, Nuria Fernández; *Sea Freight Dept.:* Herminia Martínez, Patricio Misson, José Greses; *Road Traffic Dept.:* Jorge Morales, Claudia V. Roa; *Administration Dept.:* Francisco Rubio

In Vigo: *Road Traffic Dept.:* Noemí Parada; *Administration Dept.:* Tamara Pérez

In Zaragoza: *Sea & Air Freight Dept.:* Beatriz Monreal

In Sevilla: **1st WAREHOUSE ASSISTANT:** Agustín Camacho

In Las Palmas: *Management:* José Manuel Martínez; *Administration Dept.:* Carolina Evana

In Tenerife: *Administration Dept.:* Aleida Rodríguez; *Road Traffic Dept.:* M. Dolores Mesa

CULTURAL FACTS: THEATRE

CARGO SOFÍA-BARCELONA by Stefan Kaegi
Directed by: Jörg Karrenbauer / Rimini Protokoll
Teatre Lliure in Barcelona, from 25 April to 7 May.
From Monday to Saturday, 7:00 pm. Performance in Bulgarian and German with translation into Spanish. Documentary theatre which brings the public to the life of truck drivers who do the run from Sofia to different cities in Europe. *Hey, guys, does it ring the bell?*



ANNIVERSAIRES 2008

Omission: **15 years in 2007:** Javier Gaona García (Road Traffic Dept., VLC)

40 years ago, on 01.02.1968, Mr José Pagés, Mr Josep Maria Franch and Ms Rosa Cadaval, started their careers as International Forwarders in Ausias March St., 26, first floor / Barcelona.

40 years: José M. Franch (Management, BCN), Inge-traut Engel (Road Traffic, BCN)

35 years: Lluís Farrarons (Road Traffic, BCN)

30 years: Montserrat Muñoz (Administration, BCN)

25 years: M. del Mar Cazorla (Sales Dep., BCN)

20 years: Roser Alcaraz (Administration, BCN)

15 years: Eduardo Lopetegui (Management, IRU), Magali Pages (Road Traffic, BCN)

10 years: Iñaki Azurmendi (IRU), Marcel Vannoorloos (Sales Dep., IRU), Óscar Fernández (Road Traffic, IRU), Rosa M. Duro (Road Traffic, IRU), Pedro Vicente (IRU), Jesús Daniel Crespo (Sales Dep., ZAG), África Pastor (VLC)

TRANSNATUR WITH SPORT

Once again we mention our Trial Bicycle champion, Ion Areitio, who at the age of 15 has already been World Champion in his category once, and champion of Euskadi in many other occasions. Such a career leads us to believe that future success is guaranteed.



TRANSNATUR IRÚN



A group of colleagues from TN Irún climbing Mountain Mendaur

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