

## EDITORIAL

# 22 years, half my life in Transnatur...



I arrived in Transnatur in Barcelona on 16 October 1986, after doing an English test. I must have done it well, for I was called in the next Monday and I was told the job was mine. I started in the Road Traffic Dept. for Austria, run by Mr. Salvador Benages. After three months, I moved on to the Germany Dept., run by Ms. Ingetraut A. Engel. She instilled in me a sense of personal effort, perseverance, dedication and abnegation for this Company, values all of them, which have enabled me to get to where I stand now – to run Transnatur in Madrid.

In 1989 I asked to go on a training year to our partner in Germany, the extinct Lassen GMBH, for I thought that since I was working in the Germany Dept., besides English, German would complement my professional life as a forwarder. But it was the year 1990 the one that marked my life. Our president, Mr. José Pagés Riera, gave me the opportunity to become part of his management team as Director of the new Branch that was about to open in Madrid.

So I started in January 1991, with my wife as a telephone operator who altruistically gave me support and stayed by me for four months, 24 hours a day. After that, and with a team of only four people, I started the road traffic to and from Europe. Little by little we grew and expanded the Transnatur business lines: Customs Dept, Sea Freight, Air Freight, and finally, our own warehouse.

At the beginning of the year 2000, Transnatur Madrid opened premises in a fantastic location, the Transport Centre in Madrid, in Coslada; 550 m<sup>2</sup> of office space, 2,800 m<sup>2</sup> of warehousing and with a staff of thirteen people. Nowadays, almost eight years later, an impressive team of fifty people have made me very proud when informing our Managing Director, Mr. Javier Pagés, that we cannot fit there any more, neither in the office nor in the warehouse. All this thanks to my wonderful team which has been joining the company year after year, as well as to the strong structure that Transnatur has around the world, and above all, thanks to a long list of collaborators and clients without whom this project would have not been possible.

After twenty-two years, I must confess I've always felt a Transnatur man; in the past, thanks to the good advice given by José Pagés, and more recently, thanks to our Managing Director's farsighted approach and *savoir faire*, who has passed on to us his experience, patience and dynamism.

I cannot finish without expressing my recognition and gratitude to both of them for their contribution to put TN Madrid in the map. Stemmed from the enthusiasm and effort of my team, I'm hoping to be able to shortly break the good news that we need to move to new premises where to continue offering our clients the level of quality and efficiency they are used to receiving from us.

**Miguel Olaya** Branch Manager of TN Madrid

## CAPTIONS



TN Madrid's Special Project, April 2008. The Spanish football selection, host to the next EuroCup presents their programme. The team of the Exhibitions dept. helped this event take place once again this year.



Mr. José Pagés with the executive board of TN Valencia visiting the works that are being carried out on their new premises which are expected to be finished by December 2008.

## NEW AGENTS

### FRANCE

#### Ziegler Normandie

In January, The Transnatur Group signed an exclusive collaboration contract for Spain and Portugal for the area of Rouen (Normandie) with our French partner Ziegler.

Ziegler Rouen has a total 6,500 m<sup>2</sup>, 3,600 m<sup>2</sup> of which are used for storing and logistics, and 2,400 m<sup>2</sup> for the transit of goods. Their annual turnover for 2006 was 21 M€.



#### Fatton - Marseille

A collaboration contract with this French agent for the area of Marseille was signed last April; we already work with Fatton in the area of Lyon. Located by the autonomous Port of Marseille, their new premises have a 3,000 m<sup>2</sup> warehouse and a staff of 10 people.



## NEWS

### TN BARCELONA

The annual meeting of the General Managers from all the TN Delegations took place last January. They assessed the financial year 2007, and they talked about planning, strategies and development of our current services, and new projects for 2008.

### TN ZARAGOZA

Last February, TN Zaragoza was awarded the ADT (Temporary Warehouse) and the LAME (Authorised Premises for Exportation of Goods) authorisations by the Customs and Special Duties Department.

TN Barcelona has also been authorised to act as a "Deposit different from Customs".

### VISIT AT CHUANGHE

On 19 February, the COSCO Company invited members of our operational staff to visit their ship 'CHUANGHE', a 5,000 TEUS ship which, from the beginning of 2008, has included Barcelona as port of call.



In the photo, staff from Transnatur, from our client Industex, representatives of other forwarders, amongst other guests, the captain of the ship, Mr. Witty, the salesman from Cosco and the person responsible for our visit, Mr. Juan Payá.

### BIEMH EXHIBITION

From 3 to 8 March took place the exhibition BIEMH in Bilbao for professional people of the construction and machinery design industry for different sectors. The event, which celebrated its 25th anniversary this year, comes 2nd in the international ranking of its sector, and the Exhibitions Dept. of Transnatur acted as logistics operator there. Transnatur had the largest number of exhibitors (45%), with more than 300 thousand kilos of goods and some 1,400 m<sup>3</sup> of road, sea and air transport, and represented more than 11 countries from the whole world.

## WE HAVE BEEN VISITED...



**January 2008. AIR SEA GLOBE. Italy.** At the beginning of this year we were visited by the executives of this new partner for the area of Civitanova Marche with the aim to lay down new strategies and agreements to guarantee the smooth running of our collaboration.

**February 2008. ZIEGLER HOLLAND. Holland.** Ziegler Holland's visit was focused on operational aspects. The operations people from both companies agreed on quick and efficient working systems.

**April 2008. NUOVA TRANSPORTS. Italy.** Mr. Walter Benassi and Ms. Lucia Facchetti visited us again last April. The issues dealt with in this visit were all operative.

## The transport of medicines must comply with the GDP

**How and when did the activity start for Sanofi-aventis in the pharmaceutical world?**

In 1973, the company Elf Aquitaine founded Sanofi with the aim to create a new company that were to expand worldwide. The two first therapeutical areas were epilepsy and arrhythmias.

**What is Sanofi-aventis' contribution to the development of the pharmaceutical market?**

The activity of Sanofi-aventis is comprised in seven important therapeutical areas: cardiovascular, thrombosis, oncology, metabolic diseases, central nervous system, internal medicine and vaccinations.

In 2006, 4,400 M euros were invested in the I+D area. 11,000 scientists work in more than 20 investigation centres in order to create innovative therapeutical treatments.

**Present in more than 100 countries and with almost 2,000 employees only in Spain, what position does Sanofi-aventis occupy in the world sales chart?**

Sanofi-aventis is n. 1 in the pharmaceutical industry in Europe, and third in the world. It trades on the stock markets in Paris and New York.

It certainly is present in more than 100 countries around the five continents; it has more than 80 industrial plants and almost 100,000 employees in the whole world.



Joan Casajuana, Tarragona 1961

Industrial Engineer and MBA by the University Rovira i Virgili of Tarragona.

His professional career has developed around productive work environments in sectors like chemistry and the food industry.

He joined the Pharmaceutical company Sanofi-aventis in 2002, and became Head of the Logistics and Purchase Dept. of the plant located in Riells i Viabrea (Girona).

It has two industrial plants in Spain, one in Alcorcón (Madrid) and another one in Riells i Viabrea (Girona). The Headquarters are in Barcelona.

**What different stages does a drug go through from the moment when it's under the lenses of a microscope in a lab, to the time it reaches the consumers?**

The 1<sup>st</sup> stage is investigation; this can take between 2 to 4 years, and at this stage the molecules are conceived, synthesized and optimised. The 2<sup>nd</sup> stage consists of the pharmacological development and it takes between 7 and 10 years. This stage subdivides into 2 main phases: in-vitro preclinic evaluation, done with animals, and clinic evaluation carried out in men.

The last stage is the presentation of the drug registration report to the Health Authorities, which

takes about one year. Once the drug has been registered, it can then be industrially produced and commercialised. The development of a drug takes from 10 to 15 years in total. From 10,000 molecules investigated in the first stage, only 1 or 2 are eventually commercialised.

Nowadays, Sanofi-aventis has nearly 30 I+D projects in advanced stages of development.

**What is the difference between the transport of medicines to that of any other type of merchandise?**

The whole productive process of a medicine must comply with the GMP (Good Manufacturing Practices) regulation. It would not make any sense to jeopardise the quality of the product while being transported to the distribution centres; that is why the transport of medicines must comply with what we call GDP (Good Distribution Practices).

**What requirements are needed to transport medicines?**

Any transport company that works with Sanofi-aventis has previously been audited; the state and the running of the warehouse, vehicles, handling of documentation, personnel's training, quality systems, use of sub-contracted people, security and environmental aspects are evaluated.

The final objective is to ensure that the products reach the customer in good quality conditions.



We thank Joan Casajuana from the company Sanofi-aventis for the information provided and the interest shown in the Transnatur's Newsletter.

## NEW RECRUITS

**In Barcelona:** Sales Dept.: Mercè Rodulfo; Customs Dept.: Judit Bosch, Carlos Martín; Road Traffic Dept.: Rosa M. Fernández, Mayte Galán; Accounts Dept.: Beatriz Fuentes

**In Tarragona:** Management: Benito Paredes

**In Madrid:** Sales Dept.: Miguel Muñoz; Road Traffic Dept.: Tamara Gail, Sandra Álvarez; Exhibitions Dept.: Raquel Leyva; Accounts Dept.: Joaquín Casas; Sea Freight Dept.: Ángel Cabrera

**In Valencia:** Sales Dept.: Gabriela González; Customs Dept.: Ignacio Requeni

## TRANSNATUR IRÚN

Our colleagues from TN Irún persist in their mountain-going attitude. In this photo, on the top of the Monte Peñas de Aia, a beautiful nature Reserve.



## TRANSNATUR VALENCIA



Paella contest in Transnatur Valencia, as it is usual every year. This year the winners were the members of the Sea Freight Dept. with the chef Raúl in front of the team, proud to collect the trophy.

## ANNIVERSARIES 2008

**20 years:** Agustín García Ros (VLC),

**15 years:** Steven Salazar (MDR)

**10 years:** Nieves de la Calle (MDR), Francisca Soler (VLC), Fco. José Aguilar (VLC)

## TRANSNATUR WITH SPORT



Yet more information about our sponsored champion, Ion Areitio, who at the age of 15 is competing with his senior group in the Spanish Championship. He came 5<sup>th</sup> in the first race. Ion (down on the left) is gradually growing out of his boyish appearance to become a real *mutxatxote!* (Basque expression for "big strong boy").



Success for Mr. Pedro Benito from TN ALC who, sponsored by Transnatur, took part in a cycling race.



On 6 April, our colleagues from TN BCN, Xavier Charles and Jordi Domingo, took part in the X Cursa de Bombers (Firemen Brigade local race) in Barcelona. Their time to cover 10 km was 55:00 and 44:12 minutes respectively.

[www.transnatur.com](http://www.transnatur.com)



BARCELONA (+34)  
T. 934 804 500 | F. 934 804 501  
transnatur@bcn.transnatur.com

BARCELONA AIRPORT (+34)  
T. 934 785 925 | F. 933 788 920  
air@bcn.transnatur.com

ALICANTE (+34)  
T. 965 111 868 | F. 965 115 550  
transnatur@alc.transnatur.com

VALENCIA (+34)  
T. 961 322 262 | F. 961 325 496  
transnatur@vlc.transnatur.com

MADRID (+34)  
T. 916 707 900 | F. 916 707 929  
transnatur@mad.transnatur.com

SEVILLE (+34)  
T. 955 634 444 | F. 955 630 163  
transnatur@sev.transnatur.com

IRÚN (+34)  
T. 943 610 303 | F. 943 613 863  
transnatur@iru.transnatur.com

ZARAGOZA (+34)  
T. 976 108 788 | F. 976 108 771  
transnatur@zag.transnatur.com

BILBAO (+34)  
T. 946 611 960 | F. 946 612 022  
transnatur@bil.transnatur.com

VIGO (+34)  
T. 986 342 205 | F. 986 342 058  
transnatur@gal.transnatur.com

TENERIFE (+34)  
T. 922 532 400 | F. 922 152 639  
transnatur@tnf.transnatur.com

LAS PALMAS (+34)  
T. 928 466 842 | F. 928 466 839  
transnatur@lps.transnatur.com

TARRAGONA (+34)  
T. 977 524 492 | F. 977 520 690  
transnatur@tgn.transnatur.com

PORTO (+351)  
T. 229 982 970 | F. 229 966 522  
transnatur@prt.transnatur.com

LISBONE (+351)  
T. 219 839 910 | F. 219 830 809  
transnatur@lis.transnatur.com