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Issue 31



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QUARTER CENTURY WITH AYSBERG

Aysberg Press and Publishing was founded in 1994 by Mr İlker Altun, who had worked for International Transporters' Association (UND) between 1985 and 1994 for preparing and publishing the corporate magazine of the association - UND'nin Sesi (The Voice of UND). When Aysberg was founded in the building which is its own property for the moment, the entire equipment was three Macintosh, one PC, two cameras and one video camera. The first steps were towards preparing high-quality sector magazines that would also light up the path of the transporters which lead to a number of different destinations all over the world. KargoHaber was the first of them. In years the number of the periodicals as well as other printed media grew up and Intermodal Magazine appeared as a must with the vision of Aysberg always targeting the international markets. When Intermodal Magazine was declared to be prepared and published only in the English language, the visionary industry leaders liked the idea very much and showed interest to use the medium as an expansion to international markets. Since then Intermodal Magazine has acted as the voice of transporters and logistics operators not only from Turkey but from all around the world. A specific feature of the magazine made it distinguished - every single issue of Intermodal is associated with a worldwide logistics event. That makes the magazine reach a very wide range of readers varying from students to high-level decision-makers who are from different industries; both from logistics and target branches directly. Thanks to the long-term relations and deep experience of dedicated Aysberg team, the valuable content has always found the right addresses.

25 years of existence and experience means quite a lot not only for the corporation itself but also for the industry it serves. The task of Aysberg was not limited to recording the history of transportation and logistics of Turkey. The products and services of the company today vary from corporate services to social media management, events organization to video productions. The large and valuable archives and memory of the company make us strong in offering more than our clients can imagine. Having the privilege of travelling back to significant scenes in the large stock of photographs or being able to read what happened to Turkish trade and logistics during the times of Yugoslavian war for example, make us self-confident. Another important value we rely on is the stability and credibility we have obtained in years.

Today, celebrating the quarter-century pride of Aysberg, we would like to thank all our readers, content contributors, advertisers and supporters who have walked with us and gave us the courage to work harder and achieve the better. ■

Altınay Bekar
Editor-in-chief

Issue 31

Publisher

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Aysberg Basın Yayın San. Tic. Ltd. Şti.

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Type of Publication

Local periodical

Published by**AYSBERG**

Aysberg Basın Yayın San. Tic. Ltd. Şti.
Biraçılar Sk. No:10 Mecidiyeköy / İSTANBUL
Tel : +90-212-217 49 59
Fax : +90-212-211 62 77

Printed by

Özgun Ofset

Yeşilce Mah. Aytekin Sok. No:21
Seyrantepe Sanayi - 4.Levent/İSTANBUL

ISSN: 1306-7419

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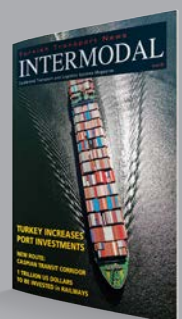
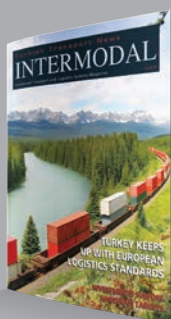
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UPDATE ON THE LOGISTICS SECTOR

Şekib AVDAGIÇ
President



► The Latin has a saying: “Via est vita”, i.e. “The road is life”. It is of great importance that this saying is from a geography which raised the leading nations of the international trade such as the Genoese and Venetians. These nations have established their trades on a strong transport infrastructure comprised of strong ships and strong logistics centers located on various places. This policy implemented by them to dominate the international trade still applies today. Increasing the foreign trade activities of a country is directly related with having a strong transport and logistics sector of an equivalent importance with having a major production infrastructure. Being a valid fact for Turkey, its results can be seen in the figures. The logistics sector takes the second place among the foreign exchange generating sectors of the Turkish economy with its revenues of exceeding 15 billion US dollars. The sector comprises around 12 percent of the Gross Domestic Product. These rates and figures could have been different. However, in 2018, we have experienced a period with increased pressures on the Turkish economy. Moreover, other countries have increased their protective policies and started to impose additional customs duties, thus affecting the goods trade

performance of other countries. Besides, geopolitical uncertainties and trade wars have also emerged. The Brexit decision of the UK has also caused a fluctuating process in EU countries. All these external factors have affected Turkey and therefore, the logistics sector. That is because the logistics sector has a high sensitivity to the foreign trade contraction. Especially in the second half of 2018, the logistics sector had to fight against challenges in the logistics sector with the reflection of the shrinking economy. While the increase in the FX rates and energy prices increase the costs, the fluctuations in the exchange rates have caused a serious shielding before the sector. While the increase in the exports have positive impacts on the number of transports, the decrease in the imports have caused empty returns by vehicles, thus decreasing the profitability. It should be emphasized that the number of trailers returning empty from Europe in land transportations has increased by up to 73 percent. The sector has tried to deal with this process with the support of the increasing exports. There is a strong connection between the trade volume and the logistics sector. If the trade volume

decreases, the logistics sector would suffer from this the most. If otherwise, the sector would be improved. Although the global trade volume increased by 4 percent per year in the first quarter of 2018, it has only increased by 2.5 percent in the second quarter of 2018. In 2019 Q1, the trade discussions between the USA and China and the Brexit process have continued to be top of the agenda like in the first quarter of 2018. Taking all these developments and the current situation into consideration, we can say that the implementation of the new structural reform steps at macro levels are of great importance. In the micro level, however, the transport and storage activities have to be organized as integrated logistics services. Moreover, development of railway transport, activation of the storage services, improvement of the port infrastructures and decreasing the number of waiting times at the customs offices are of great importance. All these actions will ensure the logistics sector to achieve a sustainable growth. One thing should never be forgotten: The logistics sector touches every sector. Therefore, any support and facilitation to be provided to the sector will have a positive impact on the other sectors. ■

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TURKEY USES INTERMODAL TRANSPORT EFFECTIVELY

Çetin NUHOĞLU
Chairman



► The intermodal transport is under continuous development in Turkey where road transport is mostly preferred for international transports. Turkey can reach 70 countries directly with its current fleet and transport commercial goods of around 50 billion US dollars every year.

Most of the road transportations are destined to the European countries topping our exports. Transporters also prefer Ro-Ro for transports to Europe. Today Ro-Ro is used for 4 out of 10 transports. The Turkish transporters transporting goods to Europe now regularly use Ro-Ro and make their investments accordingly.

Delivery to destinations in Europe with Ro-Ro and railways

The number of companies providing Ro-Ro service in Turkey increases day by day. The services provided to different countries from Black Sea, Aegean and Mediterranean regions to different countries increase the competitive power of the Turkish transporters. The transporters that carry out transports with Ro-Ro vessels from especially Istanbul, Mersin and İzmir then reach Italy and France and then further parts of Europe. The ratio of Turkish vehicles using Ro-Ro is around 40 percent while it is only 4 percent for foreign vehicles for the transports from

Turkey to Europe. This is because the foreign transporters prefer the road transport which is more advantageous in terms of time and cost as compared to Ro-Ro transport since they do not have any quota problem.

Turkish transporters see "intermodal" as solution

Turkish transporters prefer Ro-Ro in order to eliminate the quota problem for transports to Europe. Due to the quotas and Transit Certificates, the Turkish companies have a disadvantage of 1,000 Euros as compared to European transporters. This difference is caused by non-tariff barriers called taxes and measures with equivalent effect. It is clear that when the barriers before trade are eliminated, the trade between Turkey and Europe will grow fast. The barriers before Turkish transporters in Europe such as quotas and visas also affect the European companies. The companies carrying out manufacturing activities in Turkey have to struggle with the challenges introduced by their countries. This problem is therefore the problem of the trade and prevents the growth of the trade.

Turkey strengthens its intermodal structure

Turkey carries out works to strengthen her transport

infrastructures. Intermodal transport offers major opportunities for Turkey. Significant developments occur in road, sea and railway transports in order to position Turkey as a logistics hub and center. OBOR project with its middle corridor passing through Turkey which will be one of the biggest lines of the Eastern-Western trade is one of these significant developments. A train starting from China can reach Europe without any interruption by passing through Marmaray under the Bosphorus. With the completion of the construction of the Northern - Southern highway in 2019, the road transport connection for the railways will be completed. The establishment of a road connection between the Black Sea and the Mediterranean will bring a new alternative to the Eastern - Western trade.

The Ministry of Transport and Infrastructure signs combined transport agreements with countries that Turkey has advanced commercial relations including her neighbors and aims for establishing intermodal transport lines/chains such as road-sea (Ro-Ro, Sea Highways) and road-railways (Ro-La) lines with these agreements in order to develop international transport and trade, facilitation of processes at certain transit points and develop infrastructure. ■

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TURKEY SHOULD WORK HARDER TO GET MORE SHARE ON TRANSPORT

Emre ELDENER
President



► As in all industries, we are going through a period in which the negative effects of both world trade wars and the global economic bottleneck being felt also in the transportation and logistics industry. However, we think that this situation, which is affecting global trade, will be temporary. When we examine the logistics industry throughout our country, we can say that so many important steps have been taken. One of the important developments which its effects will be seen in the coming period appears to be a memorandum of understanding signed between Turkey, Azerbaijan and Russia. With this agreement, the volume of shipments over the Baku-Tbilisi-Kars (BTK) railway line will increase and this development will give the railway line a commercial acceleration. We foresee that this line connected to Europe, Middle East and Africa through Turkey, will directly contribute to the economy of the countries on the new Silk Road as also in the old Silk Road.

In addition to this, the agreement signed between Turkey and China will be a big gain for the industry in the matter of opening up to new markets. If the road transport agreement signed between China and Turkey, and the road transport agreement renewed with Uzbekistan passes through parliamentary consent, it is a fact that the importance of the region will increase more. By means of this, we also think that Turkey's foreign trade will improve along with the number of transport. Istanbul Airport is also an important step with regards to the logistics industry. Turkey, with Istanbul Airport, aims to become one of the largest cargo hub in the world. In this

respect, the investments of the New Airport for connection with other modes of transport continue simultaneously. In order Istanbul Airport which will have a cargo capacity of 5.5 million tons when all of its phases are completed, to have a larger share in European market, also at our other airports, plans should be made to increase and encourage air cargo activities and fleet structures and operations should be expanded.

Another mode demanded for transportation between Turkey and the European Union countries, emerges as the highway. However, the long wait at the border gates, speed and cost are considered as disadvantages of this mode. These long waits cause great losses for the industry, it harms the economy and foreign trade of Turkey - EU countries. Despite the Customs Union Agreement concluded between Turkey and Europe, quotas and high amounts of penalties are still imposed in the free movement of goods. These negative factors hinder the achievement of the expected targets in transport rates. For example, Kapıkule Border Gate has a critical importance for our country in terms of exports. In respect of this, we hope that additional platforms, increasing the capacity of TIR parks and works for shortening waiting times will reduce waiting times.

Surely, expectations of the industry will not be cut off there. According to the Logistics Performance Index (LPI), Turkey, who ranked at 34th in 2007, moved up to 27 in 2012, however it experienced a decline after this year. In 2018, Turkey ranked at the 47th place. Accordingly, there are primary issues that Turkey should show progress. Many studies,

such as the improvement of logistics and customs processes, the facilitation of transit trade and Turkey's relieving the share it deserves in this respect, promoting combined transport, the development of e-commerce and the completion of Logistics Master Plan of Turkey, are of great importance for the logistics industry.

At the same time, we also have major goals in the global logistics industry, this figure is expected to exceed \$ 15 trillion in the year 2023. The size of the logistics industry in Turkey corresponds to 300 billion Turkish Lira, this figure constitutes approximately 12% of GDP. Logistic activities should be strengthened for Turkey to approach close its 2023 visionary goals.

For this purpose, in order to determine the needs of the logistics industry correctly and to meet the identified needs, a common understanding between the industry and the public administration should be ensured through the coordination and cooperation. Meanwhile, it is of utmost importance that legislative arrangements should be made in the manner of supporting and strengthen the industry's activities. It is crucial to abandon the approaches of tariff restrictions, public intervention, and high cost document fees which will disrupt the work peace and investment environment of the industry and prevent entrepreneurship.

As UTİKAD, we continue our activities towards to develop of the Turkish logistics industry and to facilitate its integration into the global economy. And surely, we hope that our country will become an international hub in the coming years. ■

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TURKEY TO BECOME THE RAILWAY TRANSIT CORRIDOR AND LOGISTICS CENTER OF THE WORLD

Ali Ercan GÜLEÇ
Chairman of Board



► Countries have learned from experience that the world should be kept green and clean for the future generations. The "railways were re-discovered" in the last quarter of 20th century. Along with this, a new mission is set for the railways, i.e. "Integration of the world, leading the way for development".

This is where the world and Turkey stand now. Turkey has to make a crucial decision at this point. It is to turn the railway sector into the main axis for the transport system and to ensure the use of the "combined transport" system based on the railways. This change is in fact an inevitable requirement for our country extending on an area of 2000 kms on the Eastern-Western axis and surrounded on four sides by the sea (Mediterranean, Black Sea, Aegean Sea, Marmara Sea). Turkey is surrounded by the sea on three sides thanks to her geographical position. The "One Belt One Road" (OBOR) Project of China will allow reaching all the countries in the world especially those in the Mediterranean basin via the direct railways or ports with railway connections in Turkey, which connects to the middle corridor comprised of a railway passing through the Caspian Sea and the Southern corridor passing through Iran from China.

This Project will turn Turkey into transit corridors for all world countries and the logistics hub of the region.

Turkey has set opportunities, means and initiatives to lead the way for the transport and logistics sector in order to

position herself as the most important connection point and logistics hub for the trade between the rich and developed countries and the enriching and developing countries via the "international railway trade corridors". Turkey places railways to the top position before everything among her priorities in future. This will ensure the development of Turkey, extending all social and cultural developments to the entire country on time, reaching any part of the country at any time, distributing products to the areas needing them and making Turkey the hub of the surrounding countries by reaching the seas and integrating the ports in the Black Sea and Mediterranean to the railways. Turkey also sees the railways as the uniting element of the countries in addition to its being a transport mode. The recent developments in the world and their political results turn Turkey into a hub for the "Railway Trade Roads" and therefore, the "Global Logistics".

In the early 21st century, Turkey saw the need for the establishment of a free, competitive, affordable and socially sustainable railway sector in order to revive the railways being a definitive factor in the development of countries and improve their role in transport sector.

To satisfy this need, Turkey decided to de-monopolize the railways and privatize the railway sector in order to create a free, transparent, fair and sustainable competition environment, to

more efficiently use the existing country resources in the railways sector and to allow the use of the idle capacity, as the first precautions to better utilize the advantages of the railway transport system within the integrated transport system.

To benefit from the privatization of the railways, Turkey initiated the "Turkish Railways Reform" project and promulgated the "Law on Liberalization of Railway Transportation in Turkey" on May 1, 2013.

This has ensured the Public and Private Sector to carry out Railway Infrastructure and Train Operations Services.

Turkey has enacted regulations to promote the Combined Transport System in order to ensure that duties are carried out at higher service levels, instead of competition against all transport modes. The Combined Transport approach will ensure the balance between the transport modes. The national and international transport chain to be created with the better aspects of each mode will lead the way for the competitiveness. This will provide benefits to all countries to use the Turkish trade road corridor and the companies in the transport system. This approach by Turkey will also ensure that all transport modes will be strongly integrated, the connections especially facilitate the transfers to the railways being the most environmentally friendly transport mode and the sustainability and integration principles are improved. ■



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TURKEY AS AN ECONOMIC CORRIDOR

Hakan GENÇ
Chairman, Türklım



► Silk Road was the outcome of a prerequisite then necessary in the history to increase the connectivity between China and the Roman Empire. It served well boosting flow and exchange of goods, information and culture. Anatolia was on the cross roads corridorizing trade between the East and the West. Centuries past however the prerequisite for increased and versatile connectivity remains. Particularly, after One Belt One Road Project, now called Belt and Road, an initiative China has taken, became and will become influential on high income economies of Europe through several corridors covering almost 70 economies in Africa, Asia and Europe. The ambitious "Made In China 2015" plan adds further stress on the connectivity issue. Creating trade corridors with network of agreements as well as railways and roads appears to have taken priority in BR strategy, understandably mainly because of the tensions in the South China Sea which may become a chokepoint for the Chinese energy requirements as well as the necessity of immediate industrialization of the western China to become a manufacturing region for exports to the West. Seeing Iran, Russia, Azerbaijan,

Turkmenistan and Kazakhstan finally agree on the terms of sharing Caspian Sea after 20 years of negotiations and thus anticipating increased cooperation in the region one may conclude that this will remove constraints on the Trans Caspian Pipeline in the near future. This agreement suggests further improvement on the Middle Corridor which will enhance capability of Baku-Tbilisi-Kars Railway provided that a full-fledged system linked to Europe is operational in Turkey. Having said this, one should also see that the Middle Corridor will be very busy with the energy requirements of China thus making it an energy corridor rather than a trade corridor.

Trade between the East and the West, particularly between the EU and China will grow boosting the volumes which will require increased transport infrastructure and those on the BR will partially cover the need. I believe, the ports capable of handling large container ships, will become more important and dependable. Those connected to efficient railway networks will be the centers of interest and are likely to attract investors.

Having well organised ports on the three seas surrounding it,

Anatolia is likely to shine again on the Silk Road provided that Turkey develops strategies timely to upgrade its railway network ensuring fast and reliable connectivity not only to inland country but also to its neighbours and beyond. With quite a number of countries so placed in the loop and being on the cross roads again between the East and the West, Turkey will evolve from a basic transport corridor to an economic corridor. This, however will naturally require investment in hard and soft infrastructure which will attract foreign direct investment. As more freight move on efficient network along the corridor, it will encourage further economic activity that will lead to further investment all of which will ultimately evolve Turkey into an ever growing economic corridor.

Throughout the afore mentioned process Türklım will be supporting the evolution with the extensive and versatile infrastructure that its 67 member ports and terminals are providing on all shores of Turkey. They offer opportunities to those who plan to grow their businesses or participate in new ones and swift decision making for taking positions on or along this economic corridor will be rewarding. ■



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REALIZATIONS, ESTIMATIONS AND EXPECTATIONS FOR AUTOMOTIVE SECTOR IN 2019

Adnan AĞAÇLI
Board Chairman



► The Turkish Automobile and Light Commercial Vehicle Market volume has decreased by 46% to 239.317 in the first eight months of 2019. While the volume of Automobile Market decreased by 44% to 193.320, the Light Commercial Vehicle Market decreased by 52% to 45.997. In the period from January to July 2019, the total production decreased by 12 percent while the automobile production decreased by 11 percent. The total production volume was 868 thousand and 945 and the automobile production volume was 578 thousand and 935. The total automotive exports decreased by 7 percent while the automobile exports decreased by 9 percent during the period from January to July 2019 as compared to the same period of the previous year. In this period, the total export volume was 752 thousand and 34 and the automobile export volume was 492 thousand and 644. In the period from January to July, 2019, the total automotive exports decreased by 5 percent in US Dollars and increased by 1 percent in Euro as compared to the same period of the previous year. In this period, the total automotive exports amounted to 18,5 Billion US Dollars while the automobile exports decreased by 10 percent to 6,9 Billion US Dollars. The automobile exports decreased by 4 percent to 6,1 Billion Euros. The number of registered vehicles

reached 23.086.900 during the period from January to July, 2019. As of the end of the related period, 54.1% of the registered vehicles are comprised of automobiles, 16.4% of lorries, 14.3% of motorcycles, 8.2% of tractors, 3.7% of trucks, 2.1% of minibuses, 0.9% of autobuses and 9.3% by private vehicles. The number of total vehicles in traffic increased by 220.979 in the period from January to July. Moreover, the net profit of the automotive sector companies traded in Borsa İstanbul increased by 1.13 percent to 1 billion and 768.6 during the first half of the year as compared to the same period of 2018. 3 out of 8 automotive companies recorded loss in the first half while 5 of them posted profits. The volume of the European and EFTA countries automotive market decreased by 1.9 percent to 9 million and 830 thousand during the period from January to June 2019, as compared to the same period of 2018. New automobile registration in EU decreased by 3.1 percent to 8 million and 183 thousand and 562 in the period from January to June, 2019, as compared to the same period of the previous year. While the automotive sector goes through a rough patch with the impact of the foreign exchange rate and high interest, the SCT and VAT discount in the first half of 2019 will not be implemented in the second

half of the year and will decrease the sales figure. That is because we have seen in the first half of 2019 that how the SCT reduction in automotive sales have affected positively the purchasing decisions of the customers. Therefore, the government should review the decision of cancellation of the SCT and VAT reduction. Reaching a volume of 956 thousand in 2017, the Turkish automotive market is expected to close this year with a volume of 400 thousand. The Turkish Automotive Sector is estimated to regain sustainability in 2021. However, the Sector is still not expected to reach a sales figure of one million before 2023. The major problem of the Vehicle Logistics sector is the business loss reaching up to 50% starting with the contraction in the market in the first eight months of 2019 and our being forced to undertake the burden of high costs for maintaining the current situation, not losing qualified personnel and the idle capacity. Since the general contradiction in the sector is caused mostly by economic reasons, the government being the solution authority should not delay in taking precautions. Otherwise, our self-sacrificing stance will not be of any use. Our sector needs urgent support for achieving a sustainable national business flow. ■



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Turgut ERKESKİN
Chairman, Logistics Business Council at DEİK



► The logistics sector, which takes the pulse of the economy and reflects the changing balance of global trade, is one of the most significant drivers of development. Thus, it is a sector to be followed closely and any obstacles in the path of development should be removed quickly. Today the road to success for both manufacturing economies and firms goes through well-planned and managed logistics services. The ability to deliver manufactured goods in shortest possible time at a reasonable cost gives you a competitive advantage. The sector presents great opportunities for Turkey with its significant geopolitical position at the intersection of East and West. In addition to its geopolitical position, which enables speed and efficiency required for the competition, Turkey's integration and infrastructure investments for technology and transport modes are promising. Thanks to these investments, Turkey is becoming more prominent in Europe, Africa and West Asia. In addition Turkey's position in the global market place, its high-production capacity, reasonable labor costs, and Turkey's ability to transform itself to a hub for global logistics will guarantee sustainable economic success. For this end, Turkey must

increase the share it gets from transit transportation. In global logistics industry, all players now concentrate on China. As the second largest economy, China needs transportation services in all transport modes for its global economic expansion. For easy access to global markets, reducing logistic cost, minimizing the delivery time, China developed Belt & Road Initiative (BRI), revitalization of the ancient Silk Road. The "Middle Corridor" which reaches Turkey through Caucasus, Kazakhstan, Azerbaijan and Georgia is a historic opportunity for Turkey within the Belt & Road Initiative. Logistics Business Council operating under the umbrella of Foreign Economic Relations Board of Turkey (DEİK) recently initiated a detailed study on the positioning of Turkey to the BRI. Initial findings of the study commissioned to a major global consulting firm shows that Turkey has chance to increase its export when it is fully integrated to the BRI. The initiative increase Turkey's competitiveness in Africa and evens brings opportunities stronger economic partnerships in Africa between Turkey and China. To strengthen its position on the BRI, Turkey continues to invest in mega projects such as the North

Marmara Highway, the Yavuz Sultan Selim Bridge, Istanbul Airport, Baku-Tbilisi-Kars Railway and Edirne-Kars High Speed Railway. Opportunities are plentiful for Turkey in logistics thanks to its location which can utilize road, sea and railway in an integrated. The recent investments in air logistics as well as its scale, connections between ports and railways, regional advantages of its ports transit transport and young maritime fleet brings new opportunities for Turkey. Within The 11th Development Plan of Turkey, the goals set for logistics have a great importance for the sector. Under the title of "Logistics and Transportation", the goals set as "to turn the geographical advantage of our country into an opportunity in favor of the sector, to increase the share of railway and maritime transport, to lower the logistic costs, to facilitate trade" coincide with the solutions proposed before by almost every actor of the sector. The mutual goal and the cooperation between the sector and the government will lead to an economic growth for Turkey, and a positive momentum for the sector within The Logistics Performance Index. ■



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VERBA VOLANT, SCRIPTA MANENT

İlker ALTUN

Managing Director - Aysberg Group



► Aysberg celebrates its 25th year of media and communication services for the transport and logistics industries. Back in those days, Turkish transporters were upgrading to ship owner status with their investment in RO-RO vessels. Events like ship naming and groundbreaking ceremonies, vehicle deliveries and other attractions enabled the transporters to travel abroad more often and come out of their shells. In parallel with the industrial improvements, International Transporters' Union (UND) was also undergoing rapid growth. Some of the services needed to be outsourced. We started this with the corporate magazine and consequently Aysberg was founded in 1994.

One year before – in 1993 – a computer had been placed in our office at UND headquarters. That would mean the end of typing sounds. But evolution was much faster than expected. The cell phone was heralding the start of the mobile age. But it was the internet that turned everything upside down. It then became very clear that the issue was not limited to the typewriter's faith and no one could predict how fast the digital and social media were approaching.

In the meantime, Aysberg not only achieved to keep up with the times in its sphere but had a leading role in generalizing the information technologies and trends. Today while being followed in wide range of social media through 19 corporate addresses, i.e. 6 on Facebook, 4 on Instagram, 4 on LinkedIn, 3 on Twitter and 2 on YouTube, we also give

social media management services to our clients. Aysberg TV, broadcasting on YouTube platform since 2015, was started already in 2006. We have a high quality and quantity of followers in digital and social media. And in every media, Aysberg focuses on useful, accurate and fair content. Our reliability has a great role in the strong relation with our advert and news resources.

Writing down is civilization and sector media serves this purpose. Although printed media undergoes hard times, the paper gets its strength from this important function. We believe in the Latin proverb 'verba volant scripta manent'. On the other hand we are more than ready for the change and new-era media. Our activities other than publications are enjoying similar developments. In the past years corporate identity works were one of the much preferred services that we offered. Such services and products that are especially related with exhibitions are still favored by our worldwide clients.

Logistics awards is another project that we give high value and today we are glad to see how much it has developed in 10 years. Continuous and dedicated efforts of our collaborators from UND and UTİKAD and also colleagues from sector publishers have great contribution to the wealth of the content of the awards. We intend completing a research that will study the data compiled during 10 years of competition before the 11th version of the awards ceremony.

Another noteworthy asset of Aysberg

is our photography stock. We have an archive of nearly 50 thousand printed or slide films that belong to the era before digital photography. The most important thing about our stock is that it has recorded the time. The photographs of Habur, Doğubeyazıt, Cilvegözü, Kapıkule border gates or Iskenderun or Mersin Ports have a lot to tell about history. Loads, vehicles, roads; each stands out as a witness of economic, social or political developments. And talking about the digital times, more than 200 thousand photographs are available on digital environment.

We have experienced an intense journalism adventure for long years. I have always worked as an active correspondent – during my 11 years of journalism experience before Aysberg and also at Aysberg. Still I follow up many events all over the world together with my team and we write thousands of articles every year. We shoot ten thousands of photos. We have reached annually 90-100 thousand turnovers. We have produced and continue to produce reference publications for the industry that are directly distributed to more than 5 thousand addresses. Up to now we have been a source, a model and have set the pace. We have established sincere and honest communication with our ad and news resources. The ever-open doors of the industry to Aysberg are an outcome of the attention we have always paid. Transporters have always been kind, faithful and friendly. I will always remain with them. ■



TURKISH CARGO FLIES HIGHER THAN THE MARKET

Turkey's "Rising Star", Turkish Airlines has started its journey in 1933 with just five aircrafts. Today, it has more than 300 destinations worldwide in 126 countries.

► The Company, which has been maintaining its cargo services and operations under the sub-brand Turkish Cargo since the beginning of the 2000s, stands as the internationally fastest growing brand offering air cargo services to the highest number of countries around the world. Turkish Cargo, has been continuing to grow along with Turkish Airlines in recent years. According to the data obtained by WACD, the international air cargo information provider, in August; Turkish Cargo, increased its tonnage rate by 7.5 percent, and grew substantially across the industry which shrank by -7.1 percent in the global air cargo market.

Its network and fleet expansion policy enables Turkish Cargo to launch high quality cargo services to new destinations and increase freighter cargo capacity in existing destinations as well. This enables Turkish Cargo to provide its customers with closer access to business opportunities and reach partners in many main commercial hubs, and also increased cargo delivery capacity to even more destinations. In addition to the growth of its cargo network capacity, Turkish Cargo is significantly revising its infrastructural and procedural processes. Turkish Cargo, extended the validity period of its IATA CEIV (Center of Excellence for

Independent Validators) Pharma certificate to 2022, proving its success in all processes throughout the air transportation of medicinal products. Turkish Cargo revised each step





of the process in order to ensure high level of reliability and security throughout shipment. Turkish Cargo plans to successfully maintain the rectification process which will be performed by IATA



every two years. Turkish Cargo plans to maintain its success in the inspections made in definite periods by world's leading pharma producers.

Turkish Cargo continuously improves its ongoing activities in order to realize the best transportation of time and temperature-sensitive pharma and healthcare products, to make the Turkish Airlines network even more integrated via Envirotainer operation requirements by adding QEP accreditation to its most important stations. It also regularly monitors sector requirements in order to transport according to Operational Quality and Pharma GDP standards, completes the

deficiencies and continues to realize activities in this direction. In this respect, the company is a member of Pharma Aero, which aims to achieve excellence in reliable end-to-end air transportation of pharmaceutical products. CEIV Pharma certificate is accepted as the standard by the Pharma Aero organization. Turkish Airlines has steadily grown over the past decade and Turkish Cargo is now well on the way of performing similar expansion along with passenger growth. ■



Lars Hoffmann
Vice President and
Head of Business Unit
Mediterranean, DFDS AIS

DFDS PLEASED WITH INVESTMENT IN TURKEY AND SEES POTENTIAL IN THE REGION

DFDS launched two mega freight ferry in Turkey, each of which can carry 450 units, offering 70 percent more capacity in comparison to current fleet average capacity. The vessels are the biggest ones sailing in the Mediterranean. The company also invests heavily in IT and Human Resources.

► DFDS has successfully completed its corporate transition period in Turkey. To put the finishing touches, Lars Hoffmann, Vice President and Head of Business Unit Mediterranean, evaluates the investment of DFDS into the Turkish market as satisfactory: "When we bought the company, we also looked at Turkey's economy and people would say that we bought it at the peak but we are quite sure that it was the right decision for us. We've seen opportunities in Turkey, and we see more of it." Lars Hoffmann says DFDS is not an 'industrial buyer', so they are not in Turkey to sell the company but to develop it. He proves their confidence about the market with the following words: "Turkey and the whole region have a potential down here, which we haven't fulfilled yet. The next one as a potential growth is to connect the rest of our network which we have done only for Ghent and UK business with the train connection there but of course we have a large operation in northern part of Europe which we would very much like to connect our Mediterranean service with. I think still there is a big potential and that's also what we have experienced so far in my short time in Istanbul with our customers but there is a potential there." DFDS is looking at every kind of possibilities but their main target seems to be to connect the rest of their network so that they could offer services all the way out to the Baltic States. "That could be interesting for us - not only Ghent to UK or Sweden," says Mr. Hoffmann and continues, "We have invested in Turkey, by bringing 2 of our new large vessels. Therefore, we hope we can be catalyser for growth with these large vessels. They can carry almost 450 units, so they have 70 percent more capacity. We introduced them to the Turkish market when the crisis reached here but in regard to performance, we are pretty fine."

In addition to the new vessels, the



company has established a large IT Development Centre in Istanbul. They hired a lot of well-educated and skilled people to develop IT systems to the entire DFDS network and DFDS offers new job opportunities in service centres, such as finance, IT and research and development. DFDS focused on also environment-related issues, which is a big agenda for DFDS and DFDS' CSR policy, they invest DKK 300m to install scrubbers on all the vessels that sails in Mediterranean. The investment ensures compliance with the new global rules that from 2020 aims to reduce sulphur emissions through limiting sulphur content in marine fuel oil to 0.5% or through other means, such as scrubbers, with at least a similar environmental effect. Related with any further acquisitions in the Turkish market, Lars Hoffmann says, "It is an ongoing process in our entire network in DFDS that we would like to expand our business by organic growth. In DFDS, we always seek for the new opportunities and new lines to expand our business in the regions. We are quite interested to expand down here within our business and in the region." The obvious changes in the corporate identity of the company started with changing the name of U.N. RO-RO into DFDS. Further to Ephesus Seaways and Troy Seaways, both named after UNESCO heritage sites in Turkey, the rest of the ferries that sails in Mediterranean will be renamed with other Turkish UNESCO heritage sites. However, Mr. Hoffmann underlines the fact that they still have



a lot left from the old identity like model ro-ro ships and paintings from UND and U.N. Ro-Ro. He says, "We have to remember our founders from 1994 because they are also our customers today. We have changed the name but we haven't forgotten our founders. I would say the integration has been quite successful for us. We have a way to go still. The task is to bring the company in Turkey to the rest of DFDS network in regards to systems, schedules and of course we want to align the rest of the business and we are missing that part. So that's what we are working on these days. We are very aware of our founders, who are our customers and who are extremely loyal to us. We are trying to bring the U.N. RO-RO into the DFDS system but with respect to founders and history. DFDS is a company that bought U.N. RO-RO to develop the company and to develop the region. We are quite sure that we did the right investment in Istanbul. We see this as a long-term investment and are quite sure that it will develop."

Lars Hoffmann, having worked for logistics sector for nearly 20 years, 5 of which in DFDS, describes his task in the company as 'taking the company to the last mile into DFDS system making it completely blue with respect to the cultural differences, which they are very aware of. ■



TRANSPORT LOGISTIC 2019 REACHED SENSATIONAL VALUES

Munich hosted the largest logistics fair in the world with new record values from June 4th to 9th, 2019. The top topics were the trade war between the USA and China and the shortage of drivers, but the New Silk Road was clearly noticeable at the same time.

► “transport logistic has confirmed its role as the world’s largest intermodal logistics hub. There were 2,374 exhibitors, an increase of 10 percent, and around 64,000 visitors, an increase of 5 percent,” Stefan Rummel, Managing Director of Messe München, reported. The trade fair has grown by one hall to ten halls and has once again become significantly more international, an increase of 3 percent points to 56 percent for exhibitors and also by 3 percent points to 47 percent for visitors.

“We saw strong growth from China, where the number of exhibitors almost doubled by 30 new ones to 64,” Mr. Rummel stated. “Chinese companies are increasingly looking for cooperation partners in Europe as part of the Silk Road Initiative.” The driver shortage was also one of the dominant topics. In addition to more attractive working conditions, artificial intelligence could help in the long term; this should make logistics chains more transparent and efficient overall.

The major challenges facing the industry were discussed at the opening of a high-profile round panel discussion. “We need to make the growing traffic flows more efficient and affordable as well as environmentally and climate-friendly,” Federal Minister of Transport Andreas Scheuer stated. In reference to the global economy, DHL head Dr. Frank Appel expressed restrained optimism, “even though current relations between governments in the US and China



logistic 2019. Representatives of the industry introduced the logistics capabilities of the country.

As 19th largest economy of the world, Turkey was introduced as a key production and distribution hub located at the cross-roads of Asia, Europe and also as one of the most competitive transit countries.

Having invested 22 billion dollars to the railway infrastructure over the last 15 years to reach 25,000 km railways in 2023, operating 172 ports on its 8,333 kilometers coastline and has recently opened the new Istanbul Airport that is planned to be the largest airport in the world with area of around 1,5 million square meters. Turkish companies had quite many words to tell to their counterparts coming from all over the world.

The exhibitors of the first Turkish Logistics Pavilion were; Galata Transport, Globelink Unimar Logistics, Oregon Technology Services, Railport Terminal Operations, Sarp Intermodal, Soft Business Solutions, Tur Transit Logistics, Ulustrans Logistics and Xinerji Technology Services. ■

are not conducive at the moment.” But: “Goods find their way despite customs disputes.” The situation is currently also challenging for air freight, “which is a very volatile business. We have to be open to options and think in the long term,” Dorothea von Boxberg stated, Managing Director Product and Sales at Lufthansa Cargo AG. Alexander Doll, Director of Finance, Freight Transport and Logistics at Deutsche Bahn AG, distinguished between global and intra-regional trade flows: “We still see decent growth in the latter.” And Rolf Habben Jansen, CEO of Hapag-Lloyd AG, explained that his company is well prepared: “We have been an active driver of consolidation in our industry over the past five years, enabling us to strengthen our overall market position significantly.” The exhibition covered ten halls and an outdoor area, totaling 125,000 square meters of exhibition space. The top ten exhibitor countries after Germany were: Netherlands, Italy, Belgium, France, Poland, China, Austria, Spain, United Kingdom, and the Czech Republic. New exhibitors included Fercam, Neutral Air Cargo, Hong Kong COSCO Shipping Lines, China Asia Shipping and Yuxinou Logistics. DHL returned as an exhibitor. There were twenty-

five international joint pavilions, including Sri Lanka, Romania, Lithuania, Poland and Turkey.

Turkish Logistics Pavilion for the First Time

First time ever, Logistics Business Council of the Foreign Economic Relations Board of Turkey (DEİK), chaired by Mr. Turgut Erkeskin, and supported by the Ministry of Commerce hosted 10 logistics companies and service providers at the Turkish Pavilion during transport



Ergin Kargalioğlu
Vice President

SOFT BUSINESS SOLUTIONS PLATFORM

SOFT Business Solutions has been developing software solutions for companies' evolving needs of The Business Transformation for more than two decades.

► SOFT Business Solutions is a technology and consulting company which was founded in early 1996. With an expert staff of 60, SOFT is providing service to more than 700 companies in Logistics and Transportation Sector. Ergin Kargalioğlu, the Vice President of the company said: "SOFT provides flexible, end-to-end business management solutions for organizations of all sizes, from accounting to a full featured ERP platform serving multinational companies. Our applications are continuously renewed and enhanced in accordance with changes in regulations, customer requests and requirements and with developments in Supply Chain, Logistics, Transportation and IT sectors. In addition to rapid progress towards becoming an R&D center, we also maintain our position as the leading provider in the sector with our solution. To maintain this leading and trendsetting position, we continuously invest in software innovation and development of functional solutions in close cooperation with our customers. With the flexible and integrated structure of SOFT ERP which consists of 148 modules, we are adapting the companies to Industry 4.0. We have been serving the Supply Chain, Logistics and Transportation sectors for 24 years by harmonizing our emphasis on sustainable work and innovative approach in our software, and we have become the number one Strategic Business Partner for Supply Chain, Logistics and Transportation Companies in Turkey."

How really efficient your ERP system?

According to Mr. Kargalioğlu, there can be several reasons for not getting enough efficiency from an ERP System: there may not be enough training or documentation for the employees who are going to use the system; data may not be backed up or may not be able to be analyzed, or may not be transferred to other departments. If the system is not renewed, it may not be able to keep up with the current technology. All this may reduce productivity in business processes, may increase workload, and



pose a barrier to reporting. SOFT provides assistance to prevent such situations.

Mr. Kargalioğlu said: "Customer satisfaction has always been a priority for us. With our software and hardware support services, we are consulting and solving every different type of problems that our customers may experience. Along with training and support at customers' offices, Help Desk and Electronic Customer Support services are provided in SOFT's offices. Customer training is carried out regularly at SOFT Training Center. Process and requirement analysis and corporate auditing are performed to enhance work processes."

"With the requirements of being a software company, we invest in latest technology and we provide support and consultation to our customers when necessary," said Mr. Kargalioğlu and continued: "SOFT Enterprise Resource Planning (ERP) solutions for enterprise-level and small and medium-sized businesses have been promising more traceability and sustainability. Operational, financial and managerial business processes work in harmony. Defining profit centers in a hierarchical structure, such as company, branch, section and operation group, it is possible to assign turnover and profitability targets as quantity and as amount, on week, month, period, and year basis, and to track company performance continuously. Thanks to SOFT's system robots which allow execution of some transactions automatically and with warning mechanisms, an effective system management can be performed. System robots are designed to complete daily processes which are repetitive. With the help of EDI, all data are captured and processed. Authorizations can be defined and logs are kept for all transactions on user basis. With our backup procedure, the data will never be lost. Data required for

strategic planning can easily be accessed with reporting, BI and analytics on company and user basis."

Data is important more than ever been!

Mr. Kargalioğlu said: "Most of the companies' data which are not digitalized yet, are waiting to become meaningful, actionable insights. To fulfill this action, IoT, IIoT and mobility solutions provide the answer that every company needs. Using this Big Data will help to increase sustainability and transparency for the companies. Recently developed Web-based SOFT applications promise to increase productivity, efficiency and real-time visibility. We can make well-informed decisions and enable automated actions by converting the data into advanced business reports. Thereby labor productivity will be increased and competitive advantage edge to get ahead in profitability will be provided."

What we need to focus on is to fulfill tomorrow's needs

"High speed internet is with us every second of our lives. Mobile devices, autonomous vehicles, cloud systems, ERP systems have become the most important parts of business processes. Drones have been playing an active role in the warehouses. Autonomous devices take part an increasingly important role in every aspect of our lives. Robotic technology is almost ready to be used. As all these developments continue, it is imperative that every company should follow up technological developments."

"As the world continues to evolve, the importance of pollution is significantly increasing. It is every companies' duty to pay attention to it. We are proud to say that daily processes can be completed without using any paper and fleets' carbon emission can be tracked with our software. A new era of digitalization brings along many issues. It has been our aim to provide the best solutions for changing needs of our customers for 24 years." ■

Şenol Taş
General Manager

SARP INTERMODAL SEEKS FURTHER SUCCESS WITH TANK CONTAINERS

Sarp Intermodal, carrying out transportation to 36 countries on 3 continents with the intermodal transportation network it has created, is the most precipitous company engaged in 45' HCPW transportation between the European countries and Turkey. The company's current goal is to achieve similar success in liquid transportation, where they have grown steadily over the last two years.

► Founded in 2014, Sarp Intermodal has become one of the most competent companies in Turkey's intermodal transport within a very short time. The company, which grows every year both in terms of transportation volume, turnover and human resources, attracts attention with its investments too.

The company, which attracts attention with 300 new 45' HCPW they have recently purchased, is also increasing its Tank Container investments. Sarp Intermodal General Manager Şenol Taş announced that they have invested 100 Tank containers last year and 100 Tank containers this year. Thus, the number of Tank containers in the pool reached up to 200. Stating that they have a professional staff in liquid transportation, Taş stated that they became one of the



important players of the market in a very short time. "We have been growing steadily in this field for two years. We are constantly increasing our equipment range. With both flexi tanks and ISO tanks, our goal is to play a leading role in liquid transportation," said Taş. He also added that they have made agency agreements with the most reputable companies in Europe in this field.

LCL intermodal operations bring 15% growth

Sarp Intermodal, which carried out only complete transportation until the end of 2018, has started to perform LCL intermodal transportation as of 2019. The company, collecting freight from all over Turkey to the consolidation center in Istanbul, transports loads to their destination with daily services.

Şenol Taş stated that they started to provide such a service for each company to meet with intermodal transportation and he said that they have reached dozens of new customers with this step they have taken. "This innovation also motivated small companies who wanted to pay more favourable freight when exporting," said Taş. He also explained that it gave them 15 percent volume increase.

Underlining that they have taken a serious share of road and sea transport, Taş emphasized that they reached up 20.000 band in 45' HCPW transports last year and stated that they could reach more than 2500 containers in cooperation and that 1000 of these were self-property.

It will continue to invest and grow in Europe: Next in UK

Sarp Intermodal, which continued its investments in offices and new companies in order to become stronger in Europe, opened an office in Italy in its first year of establishment. In 2018, the company underwent a new restructuring in Bulgaria under the name of Sarp Intermodal Bulgaria and it started to operate in Germany as Sarp Intermodal GmbH in 2019.

Noting that trade between Germany and Turkey is quite strong, Şenol Taş explained that with Sarp Intermodal GmbH, they can more easily manage transport organizations between the two countries.

Taş said that they will also activate their investments in the UK in the first quarter of 2020.

All across Turkey

Sarp Intermodal made investments to strengthen its infrastructure in Turkey as well as in Europe and following İzmir, Mersin and Bursa, it opened an office in Gaziantep



and started its services. Noting that Gaziantep is one of Turkey's most exporting 5-6 provinces, Taş said "The products produced here are exported to many countries of the world and Europe. We will also serve Kayseri, Kahramanmaraş, Adana and Mersin with our office here."

Taş said that they also aimed to introduce the exporters in the region to intermodal in order to support them and added: "We will be able to transport the exporters in the region from Mersin Port to Europe and North Africa via intermodal."

Investment in nearly 1000 units in one year

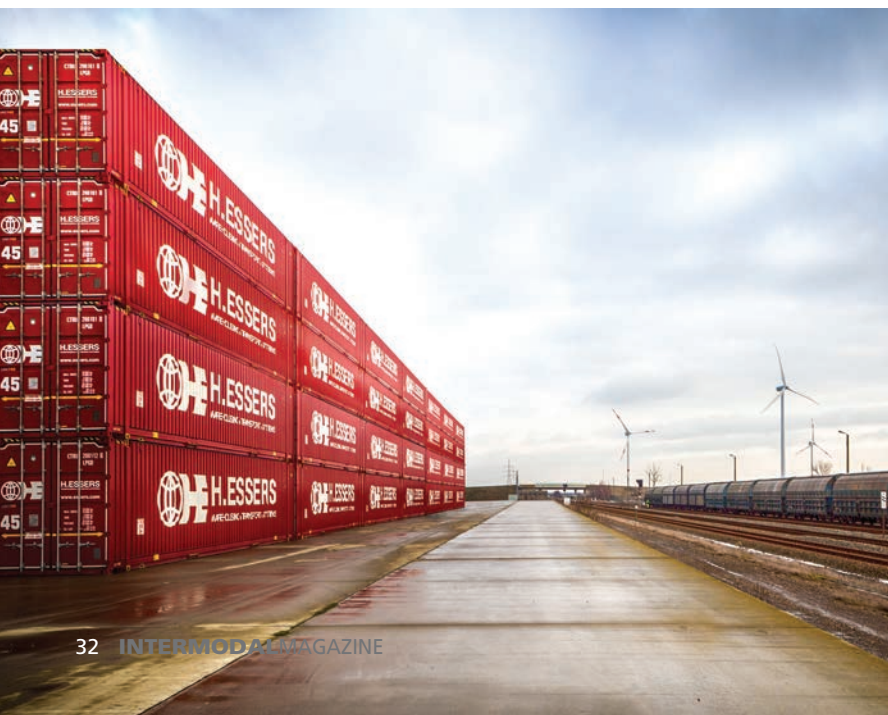
Sarp Intermodal, which continues its investments in equipment, has added nearly 1000 units to its fleet in the last year. The company bought 200 swap bodies from Tırsan just before the investment of 300 units of 45' HCPW.

Şenol Taş stated that at the beginning of their services, they were not able to provide services to every sector or customer due to the limited capabilities of the containers and that made them invest in swap bodies. Stating that it is more sustainable to include vehicles suitable for their business models into the fleet, Taş added that they will continue to increase their investments in equipment in the upcoming years. ■



H.ESSERS: FAMILIAL SERVICE WITH INTERNATIONAL KNOW-HOW

H.Essers is glad to take part in Logitrans Istanbul for the second year in a row. Continuous participation is a reflection of our continuous growth both internationally and in the Turkish market. Make sure to pay us a visit and find out how we can become your ideal logistics partner.



- The word partner is not chosen lightly. Creating long-lasting, solid relationships with our clients is the very essence of our company. H.Essers is still a family business at heart, even though we are a leading logistics player in Europe. We believe in the familial values of client engagement, reliability and commitment and in delivering an end-to-end approach, in which the clients' needs always take centre stage. Internationally, we have experienced a solid expansion during the last decade and have become one of the major transport and logistics companies in Europe



for such sectors as chemicals, pharmaceuticals, healthcare and high-quality goods. H.Essers currently has 1,060,000 m³ of warehouse space, a fleet of 1,475 lorries and 3,440 trailers. At the same time, we employ more than 6,560 employees across 73 branches in 17 countries in Western and Eastern Europe.

Continuous innovation to find new ways to improve our services plays a vital role in this. We can already disclose that we already started with tank container shipments, and in 2017, we introduced the Safebox, a container specifically designed by us for intermodal transport. This container is real state of the art, provided with the latest technologies to monitor the geographical location and to secure gprs controlled door locking system. H.Essers has also been present in the Turkish market since 1984 and we have experienced strong growth



over the past five years. This has been made possible by our local know-how and understanding of the Turkish market combined with the experience and support of our international structure, which is why we are the current market leaders in pharma and high-security transport in Turkey.

At the beginning of 2019, we launched a direct rail connection between our headquarters in Genk and Trieste in the north of Italy. This links our headquarters with Greece and Turkey, resulting in optimised transit times, more cost-effective transport and a CO₂ reduction of 90%. By shipping the goods to Italy by train and then to Greece and Turkey by ship also allows us to drastically reduce road transport. Starting as of September 2019 in order to cope increased

volume three weekly rounds trips are planned. We are thankful to our partners and clients.

At H.Essers, we strongly believe in intermodal and synchromodal solutions to improve our logistics and transport services. By intelligently combining road, rail and water transport we can offer faster, eco-friendly and more cost-efficient solutions to our clients. There is already a strong intermodal network between Greece, Italy, Germany, the Benelux and the UK and we are looking to further increase and improve the links between Turkey and Europe.

We hope you enjoy Logitrans and make sure to stop by our booth to find out how we can help you. Whatever your transport and logistics needs may be, it is in our DNA to find a solution that is tailored to your requirements. It's Transpossible! ■

ALIŞAN LOGISTICS GROWS BOTH IN TURKEY AND ABROAD

Alişan Logistics, being one of the well-rooted logistics companies of Turkey, carries out activities on an extensive geography from Turkey to Europe and Middle Eastern countries thanks to its expertise in dangerous goods and chemical goods transportation.

► Being among the leading logistics service providers of the Turkish market, Alişan Logistics is among the leading companies of the sector in the field of fast moving consumer goods and chemical goods logistics. Operating in the logistics sector for more than 34 years, Alişan Logistics has a respectable place in the field of integrated logistics services in Turkey and the region where Turkey is also located and is an

important part of the international transport network. Noting that "Being a global brand with 100% domestic capital, we



continue to provide our trust and quality based services with our customer oriented service approach, creative solutions,

technology and human resources investments", Alişan Logistics Executive Board Member Ayhan Öztekin added the following: "We provide services to Marmara, Thrace, Aegean and Çukurova Region and the entire Central Anatolia Region with a storage capacity of 300,000 pallets. We are a leader in the sector thanks to our "know-how" in especially dangerous goods logistics and chemicals. We have an extensive agency network in Europe and our international transports mostly focus on Central Europe. We started to carry out transports to Europe in 1985. We mostly transport goods to Benelux countries, Germany, UK, France and Italy. We also provide logistics services of CIS countries and the Middle East. We also have an intense transport potential in the Balkans with our liquid transportation fleet in the recent years."

A Successful Year despite Challenges

Telling that they carry out daily



Ayhan Öztekin
Executive Board
Member



our structure up-to-date in line with the global market needs and provide the most practical and innovative solutions needed by our customers with our expert teams. We place innovation with significant importance to the center of our development strategy. We have a successful year despite the economic problems in Turkey."

Expert in Dangerous Goods Transport

Stating that they carry out international transport, domestic distribution, storage and warehouse operations, liquid and energy logistics, intermodal transport operations and value added services, Öztekin emphasized that they have a serious expertise, a strong infrastructure and a successful work model for handling, transporting and storing dangerous chemicals being one of the significant fields of the chemical goods sectors.

New Warehouse with a Capacity of 15 Thousand Pallets in Gebze

Telling that they regularly extend their fleet comprised of 450 owned vehicles, Öztekin added that their storage capacity has increased to 300,000 pallets with the new warehouse of 15,000 pallets put into operation in Gebze. Stating that their R&D investments starting in 2017 continue with new additions, Öztekin added the following to his words: "We aim to digitalize our business processes with the innovative approach of our company in the R&D activities as well as develop our experience and mobilization opportunities we provide to our customers." ■

shipments and full and partial export and import transports to European countries with its extensive foreign agency network, Öztekin told that around 40 percent of their transports are comprised of foreign operations. Stating that they provide services to Germany, Italy, the Netherlands, Belgium, UK, France, Austria, Spain, Switzerland, Poland, Hungary, Czech Republic, Romania, Bulgaria, Greece, Middle East

and CIS countries with their own or leased vehicles, Öztekin continued his words as follows: "We as Alişan Logistics continue to make investments despite this difficult period for the sector. Being one of the leading companies in Turkey in the field of dangerous goods logistics thanks to our knowledge, experience and capacity, we continue to carry out our operations with high spirits and a high motivation. We keep



Mesut Cesur
General
Manager

ULUSOY SEALINES INCREASES ITS INTERMODAL INVESTMENTS

Organizing transport to Europe with 3 return journeys a week with 4 Ro-Ro ships including two ships with a capacity of 283 semi-trailers on Çeşme-Trieste line since 2000, Ulusoy Sealines continue to serve the international shipment sector.

► Starting to operate a shipping line by purchasing its first Ro-Ro ship in 1994 and organizing Ro-Ro transports between the ports of Samsun and Novorossiysk, thus being a bridge between Turkey and Russia, Ulusoy Sealines still continues to operate as one of the most important intermodal operators of Turkey. Ulusoy Sealines offers alternative solutions to the companies working with Europe, having the highest share in the commercial volume of Turkey, thanks to the regular journeys organized on Çeşme-Trieste line targeting the international transportation sector. Because of the location of Çeşme port, the company mostly works with the international road and intermodal transport companies based in Aegean and Western Mediterranean Regions organizing transports to Europe. Telling that the interest in their lines increases over the years, Ulusoy Sealines General Manager Mesut Cesur made the following comments: "We have made and continue to make necessary port and ship investments in line with the increasing demand. The most important reason in the increase in the interest of the lines we operate is the regular service provided. The regular and sustainable service provided in the international road transport and intermodal transport is of great importance for our exporters to make on time deliveries to the markets they serve, which provides them with new business opportunities in return. The quality service provided by Çeşme Port and the ships operating on our line which is capable of satisfying the market need has a positive impact on this increase. Moreover, another advantage of Ro-Ro transport that makes a difference is the same or higher number of journeys depending on the route with lower capital investment as compared to the road transport."

Intermodal Transport to Increase in Aegean Region

Underlining that the intermodal transports increase every year until today, Cesur told that the number of intermodal units transported on the related lines increased by 80 percent in 2019 as compared to the same period of 2018. Cesur noted that the intermodal transport continues to increase in the Aegean Region because of the problems experienced regarding the residence permits and transit certificates of the drivers and the driving restrictions imposed on road transport drivers, being one of the most important problems of the international road transport. Having accelerated their investments thanks



Telling that they will continue to make new investments to further increase the service quality including the ship fleet, port area, the equipment and tools used in the port area by taking into consideration the current and future market needs, Cesur has added the following to his words: "Acting with the mission to ensure the sustainability of the values provided to its customers, shareholders, employees, the society and the environment thanks to its effectiveness and efficiency, Ulusoy



to the impact of the increase trend and increasing its area in Çeşme Port to 85 thousand square meters with an investment made in 2018, Ulusoy has doubled its current 'rolltrailer' fleet in 2019 for intermodal transport. Noting that the ratio of sulfur in the fuels used by the ships will not exceed 0.5 percent as of January 1, 2020 in line with the resolutions of the International Maritime Organization (IMO), Cesur told that they made an investment of 9.0 million Euros in 2019 in order to establish funnel gas insulation systems on the ships.

aims to become the best brand preferred by the international transport sector in Ro-Ro transport in future. Our company carrying out activities in the Turkish Ro-Ro market for long years grows with firm steps for years by taking necessary actions on time to provide uninterrupted and regular services to its customers despite many new players entering the market. It continues to carry out its activities with a competitive and innovative approach in order to satisfy the needs of its customers in future." ■

INNOVATION FOR ZERO EMISSION LOGISTICS

VEGA, specialized in outbound logistic for commercial vehicle producers focuses on significant Co₂ savings and rail logistics in their solution oriented way of handling the complex flows.

- The challenges for modern logistics solutions are high these days, permanent cost pressure, high competitiveness, low margins are one side of the coin while the other is asking for high investments in order to achieve climate targets. There is the need of a magic stick to get all requirements under the same carpet. The Salzburg and Istanbul based logistics provider VEGA, specialized in outbound logistic for commercial vehicle producers focuses therefore on significant Co₂ savings and rail logistics in their solution oriented way of handling the complex flows. No matter if it concerns electro-busses to be delivered from the production facility in Wuhan/China to



Scandinavia or Turkish built trailers to be distributed all over Europe, VEGA is aiming to perform the job with the lowest possible Co₂ footprint. An own research and development department located in Salzburg / Austria is working in cooperation with different partners in Europe on new ideas in intermodal transport and is registering constantly new patents on different innovations. In close partnership with the Austrian car transporter manufacturer Kässbohrer

Transport Technik, VEGA has developed several different RoadrailLink adapters to load all kind of non-cranable rubber wheels vehicles on standard rail wagons. For the automotive industry it combines highly appreciated cost efficiency with the uprising demand for significant Co₂ saving. The innovation power of the company is very much appreciated by the customers, Daimler AG even has awarded the company with the title, "Most innovative Transport service provider globally," a great honour for the ambitious team of VEGA and an award which so far has only been dedicated once to a company.



Even in the transport of chassis trucks intermodal concepts are getting more and more important for the industry.

The Co₂ Balance of VEGA is Astonishing

Meanwhile the company runs 6 “VEGA trains” per week in the transit cross the Alps, which saves over 25.000 road Transit trips and over 20.000 tons of Co₂ per year.

The share of rail inside VEGA has meanwhile reached in the modal mix more than 50 % in land transport and is steadily increasing, due to the permanent improvements with innovations.

The target is already set: Till 2025 the whole logistic process shall be under the title Zero Emission Logistic, completely Co₂ neutral.

This very ambitious target will only be possible with intensive investments in

innovation and permanent education of the motivated employees.

RoadrailLink Enables Smooth Intermodal Operation

roadrailLink is an innovative cranable platform developed by VEGA. The adapters allow loading any kind of rubber wheeled trucks, buses, construction equipment like f.e. wheel loaders, tractors as well as all kind of none cranable trailers into standard bag wagons used in intermodal rail connections. All over Europe there are weekly several hundreds of such rail connections, which can be first time ever now used for the delivery of various new commercial vehicles too. ■

For the transport of Iveco Vans VEGA Team has developed a particular road rail Link platform, which achieves a much higher loading factor than usual flat wagon trains.



Mercedes trucks flying above the port of Trieste in order to be loaded on the domestic train to Novara nearby Milano.



TURKISH VEHICLES EXPERIENCE A BOOM IN EXPORTS

International Transporters Association has published its August 2019 Transportation Statistics Evaluation Report.

► According to the Report, Turkish transporters have organized 1 million and 52 thousand and 813 export transportations during the period from January to August with an increase of 4 percent, as compared to the same period of the previous year. This means that the transportation sector has for the first time organized more than 1

million export transports. 78 percent of exports have been transported by Turkish vehicles while 22 percent of them by foreign vehicles. The export transports by Turkish vehicles increased by 11 percent to 98 thousand and 558 from 88 thousand and 587 in August 2019 as compared to the same month of last year. The number of export

transportations by the Turkish vehicles has also increased in the period from January to August 2019 as compared to the same period of the previous year and increased to 818 thousand and 704 in total with an increase of 5 percent. The decrease in exports, however, in significant countries among European countries to which Turkey





exports to attracts attention among these increases. Especially the number of transports to Germany has decreased by 4 percent, to Italy by 14 percent and to France by 11 percent while the total decrease in export transports to European countries is 1 percent.

Leaving the export parameters aside, the examinations of the transports to the Middle Eastern and Western European countries reveal that the insufficient transit certificate quota for the transit corridors and transit transport obstacles continue to cause decreases. Due to the limited number of available Hungarian documents and the transit certificate problems experience in the countries on this route, the transports are carried out at high costs on different routes.

Transports to Turkic Republics on the Rise

The export transports to Turkic Republic witness a significant

increase. The lack of a sufficient number of transit certificates for Uzbekistan, remarkable among the Turkic Republics with a significant increase, and to Russia with a high potential and the visa problems for transports to/from Russia have prevented the improvement of the exports to this region. The recent solution introduced for the visas to Russia and the increase in the number of transit certificates for Uzbekistan has already started to show positive impacts. With the end of the Azerbaijan visa for Turkish residents as of September 1, the exports to and trades with these regions will increase in future periods.

Looking among the Middle Eastern countries, although the transports to Iraq, Syria and Iran continue in a more sustainable way, the number of transports to Gulf countries has decreased. The high transport costs and transit route problems with Gulf Cooperation Council Countries are still ongoing. Due to high costs

for the border gate between Syria and Jordan and security problems, Turkish transporters cannot use this alternative.

If a more affordable corridor is to be established between Turkey and Gulf Cooperation Council, the transports to these countries are expected to increase. The number of transports to the Middle East region has increased by 11 percent in the period from January to August in the same period of the previous year.

Number of Empty Foreign Vehicle Returns to Turkey Increased by 47 Percent

In terms of import transports, while there are decreases of 6 percent in import transports from European countries and of 19 percent in import transports from Middle Eastern countries, the increase of 20 percent from CIS and Central Asian countries attracts attention. The decrease of 6 percent in import transports for the period between

If a more affordable corridor is to be established between Turkey and Gulf Cooperation Council, the transports to these countries are expected to increase. The number of transports to the Middle East region has increased by 11 percent in the period from January to August in the same period of the previous year.

January to August signals that Turkish transporters have serious problems in terms of returns. This decrease has especially caused an increase of 14 percent in total in the number of empty returns from European countries while the number of empty returns of foreign vehicles from European countries to Turkey has increased by 47 percent. More than 76 thousand foreign vehicles have returned empty with no return goods in the period from January to August, 2019.

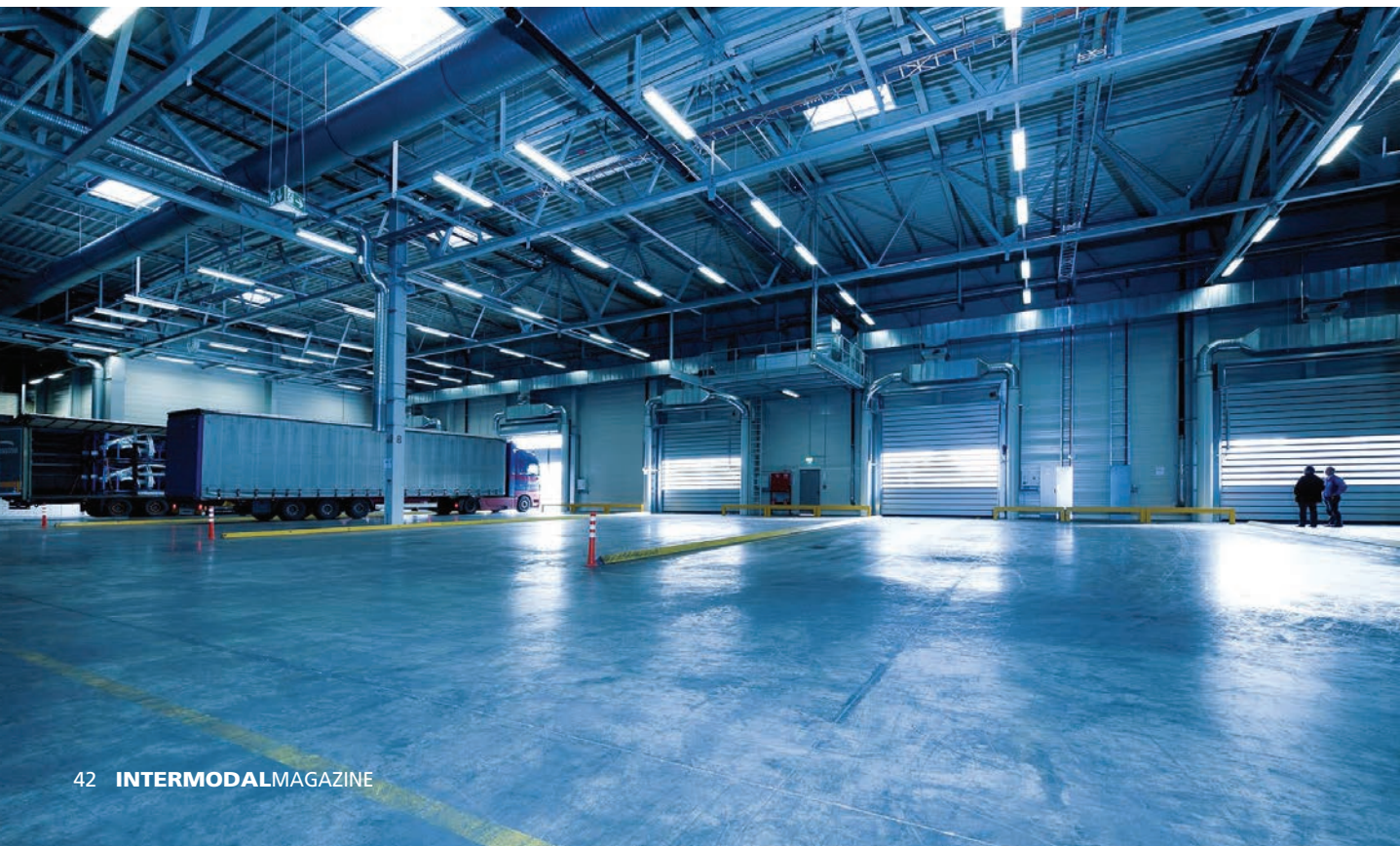
Transports Shift from West to East

The decrease in empty returns from the CIS and Central Asian countries and more sustainability in import and export transports to these countries are also evaluated as positive. The examinations have showed that the import and export transports have changed its course from European to Asian countries and the importance of this region and the number of transports to and trade with this region will increase thanks to the impact of the

improvements in the relation with Russia and the approval of the road transport agreements with China and Uzbekistan by the Turkish Grand National Assembly.

Details Regarding Export Transports

The export transports by foreign vehicles have increased by 3 percent to 234 thousand and 109 during the period from January to August as compared to the same period of the previous year. Turkish and foreign transporters have organized





1 million and 52 thousand and 813 export transportations during the period from January to August with an increase of 4 percent, as compared to the same period of the previous year, meaning that the transportation sector has for the first time organized more than 1 million export transports. 78 percent of exports have been transported by Turkish vehicles while 22 percent of them by foreign vehicles. Since there is a tendency of increase in export transports to Iraq and Syria as compared to the same period of the previous year, the export transports to Middle East countries have increased by 11 percent but the export transports to all other regions have decreased. Although the decrease tendency in Europe still continues like in the previous months, only the export transports to the neighboring countries are on the rise. The increase rates are 17 percent for Bulgaria, 10 percent for Romania and 16 percent for Greece. If we examine the transports

to Europe by border gates, the exits from the Western Ro-Ro gates decreased by 23 percent as compared to the same period of the previous year while the transports from the Western border gates increased by 9 percent. The decrease in Ro-Ro gates shows that the transport tendency has shifted to the road transport. The export transports by Turkish vehicles comprise 77 percent of the total market volume of the top 10 countries. The top 15 countries cover 85 percent and the top 20 countries by more than 90 percent of the export transports made by Turkish vehicles. Topping the foreign vehicles transporting the exports of Turkey during the period from January to August 2019, Bulgaria has increased the number of transports by 3 percent to 43 thousand and 403. Following Bulgaria, Iran has organized 33 thousand and 709 export transports with an increase of 14 percent. Montenegro, Turkmenistan and

Serbia attract attention with an increase of 87, 45 and 20 percent respectively, among the countries with an increase in number of export transports.

Details Regarding Import Transports

The import transports by Turkish vehicles increased by 10 percent to 26 thousand and 716 in August 2019 as compared to the same month of last year. The import transports by Turkish vehicles have decreased by 6 percent to 268 thousand and 134 during the period from January to August as compared to the same period of the previous year. The import transports by foreign vehicles, on the other hand, remained stable with 13 thousand and 415 transports in August 2019 as compared to the same month of last year when the number of import transports was 13 thousand and 391. However, during the period from January to August, the import transports by

In the first 8 months of 2019, while the number of empty returns by Turkish vehicles has increased by 7 percent, the number of empty returns by foreign vehicles to Turkey has increased by 22 percent.

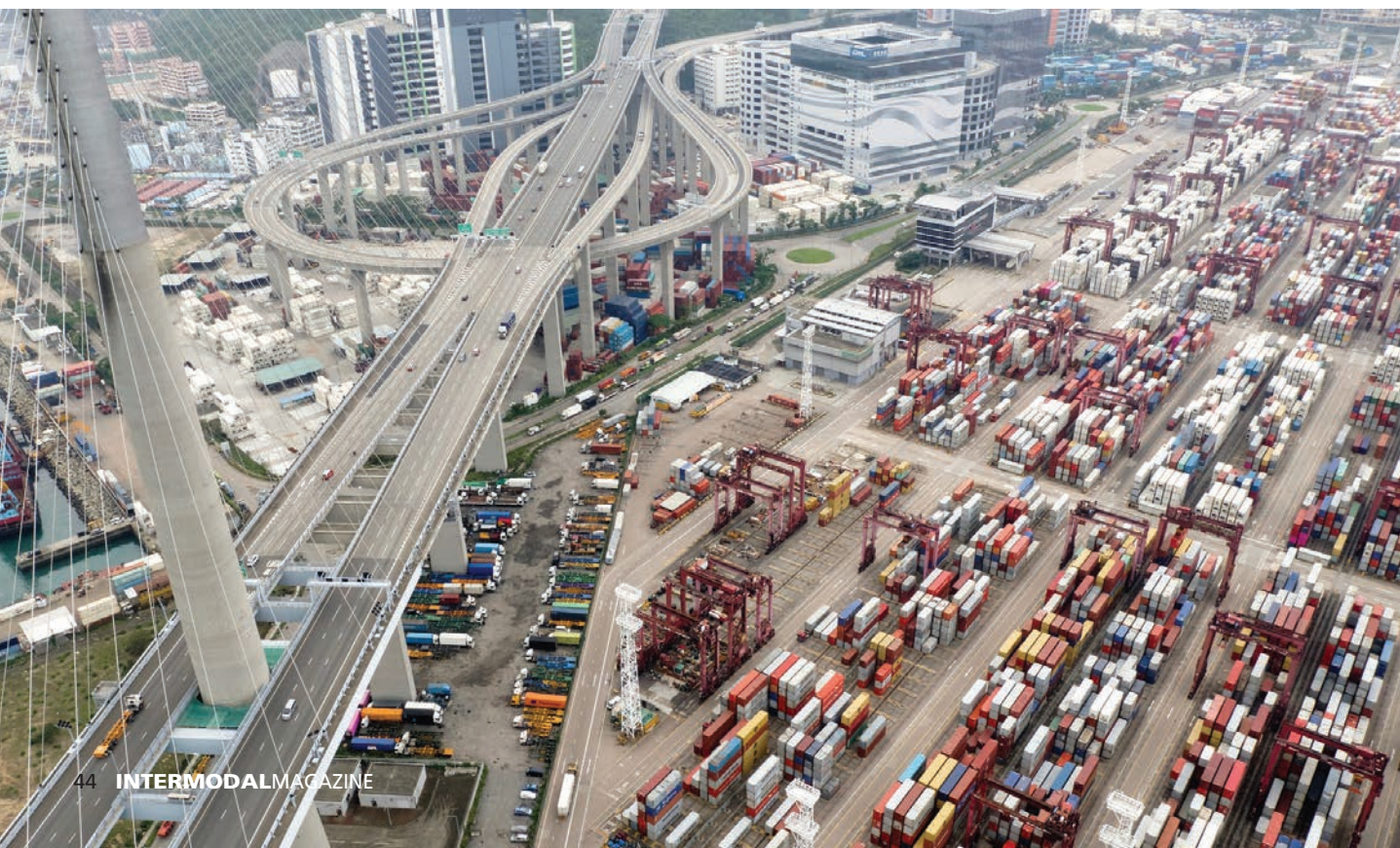
foreign vehicles have decreased by 10 percent to 130 thousand and 283 as compared to the same period of the previous year. In total import transports, the import transports by Turkish and foreign vehicles have decreased by 7 percent to 398 thousand and 417 as compared to the same period of the previous year. 67 percent of imports have been transported by Turkish vehicles while 33 percent of them by foreign vehicles. Iranian, Bulgarian and Romanian vehicles take the top among the foreign vehicles conducting import transports. Although the number of all foreign vehicles in the import market has

decreased, the Iranian vehicles have achieved an increase of 24 percent and Azerbaijani vehicles realized an increase of 21 percent. Looking at the countries from which Turkish vehicles transport import goods in the period from January to August 2019, Germany takes the first place with a decrease of 9 percent to 58 thousand and 277, Italy the second place with a decrease of 11 percent, Iraq the third place with a decrease of 35 percent and France the fourth place with a decrease of 14 percent.

The decrease in both the import and export transports to European countries still continues.

Number of Import Transports from Europe Has Decreased

The import transports from European countries have decreased by 7 percent to 189 thousand 694 from 203 thousand and 57 in the period from January to August 2018. The decrease trend in all European countries attracts great attention. The import transports from CIS and Central Asia countries have increased by 20 percent to 38 thousand and 336 during the period from January to August. While the increase has mostly affected Uzbekistan, Kyrgyzstan, Kazakhstan and Azerbaijan, other countries have witness a decrease. The





import transports from the Middle East countries, on the other hand, have reached 40 thousand and 049 during the period from January to August with a decrease of 19 percent.

The decrease is mostly comprised of the import transports to Iraq. The number of import transports from Iraq has decreased by 35 percent as compared to the same period of the previous year while the import transports from Iran has increased by 22 percent.

Major Increase in Number of Empty Foreign Vehicle Returns

In the first 8 months of 2019, while the number of empty returns by Turkish vehicles has increased by 7 percent, the number of empty returns by foreign vehicles to Turkey has increased by 22 percent.

Bulgaria takes the first place with 23 thousand and 761 vehicles returning to Turkey with no load, which is 55 percent higher as compared to last year. Georgia

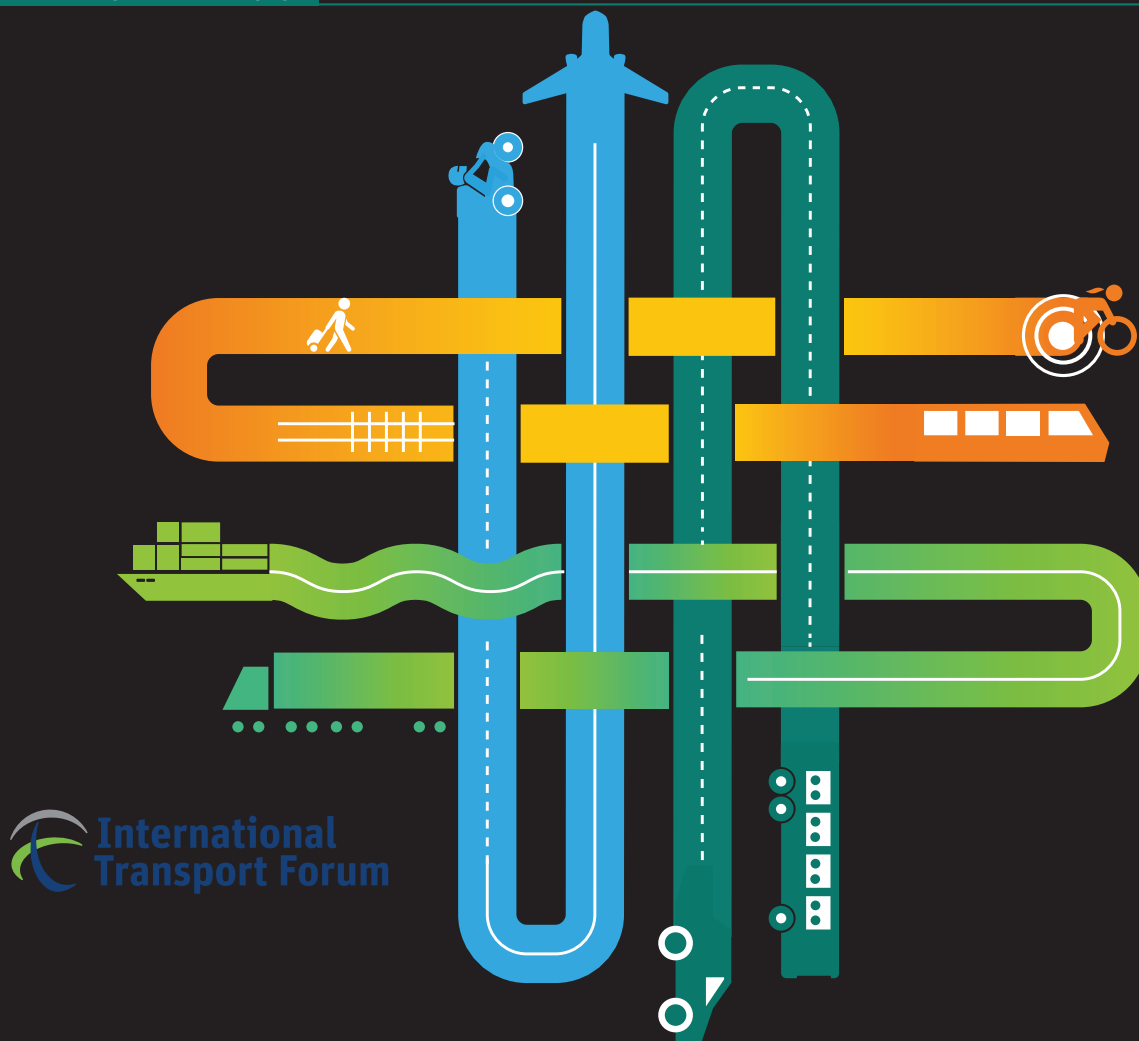
with 19.864 empty returns - with an increase of 2 percent and Romania with 14 thousand and 870 returns - with an increase of 38 percent follow Bulgaria.

Turkish transporters have experienced a decrease of 6 percent in import transports. This decrease has especially affected the number of empty returns from European countries in the period from January to August 2019, causing an increase of 14 percent in total. The empty returns of foreign vehicles to Turkey from European countries have increased by 47 percent, showing an increase both in terms of ratio and number. More than 76 thousand foreign vehicles have returned empty with no return goods in the period from January to August, 2019. The decrease in empty returns from the CIS and Central Asian countries and more sustainability in import and export transports to these countries attract attention as a positive development.

Germany Starts to Use Turkey as A Transit Route

According to the examination of the transit transports conducted via Turkey, Turkish and foreign vehicles organize transports to neighboring countries including especially Iran, Iraq, Georgia, Azerbaijan, Bulgaria, Romania and Greece. Iran attracts attention among the vehicles that organize transit transports via Turkey. Even though the number of transit transports decreased by 12 percent as compared to the same period of the previous year, the Iranian vehicles still organize the highest number of transit transports.

Germany has as well started to use Turkey as a transit route. Bulgaria, Georgia and Azerbaijan follow Iran and Germany. Turkish vehicles have also increased its share in transit transports by 23 percent as compared to the same period of the previous year. Turkish vehicles mostly organize transit transports to Iraq and Azerbaijan.



 International
Transport Forum

SILK ROAD STRIKES INTERNATIONAL TRANSPORT FORUM AS A NEW HOT TOPIC

► The International Transport Forum (ITF) is held in Leipzig, Germany, where Turkey is represented by Minister of Transport and Infrastructure Cahit Turhan. Minister Turhan told at the ITF that the launch of the One Belt - One Road Initiative known as the New Silk

Road with the 'win-win' approach is of great importance. Giving a speech at the ITF focusing on the New Silk Road, Minister Turhan explained the project as follows: "This initiative covering more than 65 countries is a giant project which

extends over an area of 40 million square kilometers and 4.5 billion of the world population. Therefore, the realization of this initiative with a 'win-win' approach is of great importance for the countries to benefit from bilateral, multi-national

and regional cooperation.”

Noting that the economic and trade relations between Asia and Europe develop and deepen fast, Minister Turhan continued as follows: “The intercontinental trade volume has reached a tremendous level. In 2050, the volume of trade between Europe and China is expected to exceed 800 billion US dollars. It is without doubt that the establishment of well quality and uninterrupted transport infrastructure is of great importance for the fulfillment of this volume. Telling that taking into consideration approaches with a “corridor” perspective is a requirement for the development of transport policies, Minister Turhan said that this is because the transport infrastructures form the backbone of a strong economy and transport corridors lay the foundation for the development of the logistics services, border crossings and multimodal transport opportunities on the route of the corridors.

The Middle Corridor Intersects at Turkey

Minister Turhan told that the success of a transport corridor allows economic development for all countries on the route and has continued as follows: “Therefore, we think that the Belt and Road Initiative will ensure economic development since it plans the establishment of multimodal transport infrastructure connections, power transmission lines and telecommunications networks. The initiative covering more than 65 countries is a giant project which extends over an area of 40 million square kilometers and 4.5 billion of the world population. Therefore, the realization of this initiative with a ‘win-win’ approach is of great importance for the countries to benefit from bilateral, multi-national

Turkey is one of the leading countries of the Silk Road geography thanks to her special geographical location.

and regional cooperation.”

Pointing out that Turkey is one of the leading countries of the Silk Road geography thanks to her special geographical location being at the intersection of Asia and Europe, Minister Turhan said that: “We are happy that the Belt and Road Initiative is integrated to the Trans-Caspian ‘Middle Corridor’ project of Turkey.” Emphasizing that they have placed great importance on the realization of shared financing mechanism for investments needed for the establishment of Eurasia connections, Minister Turhan told that Turkey is among the founders of Asia Infrastructure Investment Bank and has a participation share worth of 2.6 billion US dollar and a voting right of 2.48 percent. Minister Turhan also pointed out that the transport policies of Turkey has for the past 16 years been based on a complementary and comprehensive approach regarding transport corridors in her region and shared the following: “We have

made investments worth of 537 billion US dollars in the last 16 years in order to improve and extend our transport infrastructures and complete the missing connections on the international transport routes. We have effectively use the build-operate-transfer mechanism in addition to the public resources and achieved to complete big scale projects.”

Minister Turhan: “Obstacles increase costs and transportation times”

Minister Turhan underlined that the works carried out by Turkey regarding the Trans-Caspian Middle Corridor are not limited to the infrastructure and added the following: “I would like to emphasize the importance we place on the cooperation mechanisms regarding the development of this corridor. Eliminating the non-physical obstacles before the transport plays a key role in the development of transport corridors. Bureaucratic obstacles, quotations, queues at the border gates and high entry fees can cause more harm than the infrastructure deficiencies regarding international transport. Such obstacles increase costs and transportation times. Turkey has become of the most preferred countries for international transit transportation thanks to being a party to main transport agreements in addition to the modernization of border gates and facilitation of border gate entries. ■





UIRR PUBLISHED 2018 INTERMODAL TRANSPORT CARNET OF EUROPE

► Evaluating the activities by the sector and the Association in 2018, the UIRR President Ralf-CharleySchultze states that while quality-related transparency has improved, effective quality enhancement measures have yet to be implemented. Stating that several member states have adopted track access charge reduction schemes to bridge the gap between what trucks and trains pay for the use of the infrastructure, Schultze told that a proposal for an electronic freight transport document, promising to reduce the administrative burden of transport, has also been tabled by the European Commission. According to the evaluations, the European Combined Transport had a successful year in terms of traffic. A growth of 5 percent in terms of number of consignments and a growth of 0.7 percent in terms of tons-kilometers have been realized. This growth has been

achieved partly because the one-off corporate consolidation transactions by UIRR members. The UIRR member combined transport operators have transported truck freights of 4.3 million over a railway line of 841 kilometers in average. Moreover, the average non-road distance covered by intermodal transport decreased by 30 kilometers in 2018. This confirms the competitive power of the combined transport.

The UIRR Combined Transport Sentiment Index stood at slightly positive throughout 2018. However, the Road-Rail Combined Transport's profitability and marketing ability are challenged. Schultze remarked that UIRR, as the industry association of European Combined Transport, will continue to professionally contribute to delivering the policy measures and the legislative changes necessary to realize the needed modal shift objectives of the European Union

and added the following: "A broad coalition of politicians and visionary sector leaders will need to be forged to boost the market share of electric freight trains, barges and coastal navigation vessels to achieve ecologically improved surface freight transport in Europe through intermodality. There is no easier way to reduce the carbon footprint of freight transport. Moreover, Combined Transport is a low hanging fruit to help deliver the climate goals of the COP21 Paris Agreement."

Structural and Regulatory Factors Affect Quality

The 'quality performance of rail freight', the first of the three strategical headings for evaluating the sector, is conditional on the structural and regulatory factors such as locomotives, certified and qualified locomotive drivers and undisrupted train paths. Moreover, the

The 2018-2019 report issued by the UIRR indicates interesting data regarding the transportation activities in Europe. The Report focuses on three strategic headings regarding road-rail combined transport. These are quality performance of rail freight, fair, mode-neutral regulatory environment and enhancement of intermodal transport.

competition with the public passenger trains for access to the infrastructure, the maintenance and development works on the infrastructure, which are funded by the taxpayer, therefore subject to public procurement and oversight by political decision-makers and insufficient infrastructure parameters are emphasized as important matters regarding the development of quality while force majeure events such as three months of railway strikes in France from April 2018 have a significant impact on the sustainability of quality.

Emphasis On Fairness and Objectivity Between Modes

The price of transport is most easily influenced through the applied charging schemes, tax and toll levels - all of which are outputs of political decisions. Economists have been studying the effect of these decisions on transport modes and markets for several decades now. The latest update of the European Commission's Internalization Report indicates that the mix of charges, tolls and taxes levied on the four modes of land transport in the European Union shows a one-sided picture: While public subsidies to trucks amount to 5 cents per ton-kilometer, trains and barges receive only 3.5 cents. The 1.5 cent advantage enjoyed by road haulage over its modal competition translates to an annual subsidy of €30 billion (=2000 billion tkm x 0.015 euros). Expressed in truck kilometer prices, this amounts up to a 40 cent / vehicle kilometer advantage, which can be as much as 40 percent of the price.

Although, in combined transport which is the most efficient transportation mode, the trucks should be used as the connecting point of the goods transported by trains, barges and coastal navigation ships, the road haulage of the road transport has an increasing trend in the last 5 years. The reason of this is the competitiveness of the road in terms of costs determined with political decisions. The EU member states do not have a shared attitude regarding rail freight charges. Increases in charges are expected in some countries like Sweden and the Netherlands due to the track access charging regime while Germany, Italy and Austria decrease track access charges for freight trains. The European Commission's new Regulation for Electronic Freight Transport Information (eFTI) is considered as an initiative to boost efficiency via digitalization and decrease of the bureaucratic transactions.

Intermodal Transport Should Be Strengthened

As stated by the UIRR report, 'containerization' has revolutionized intercontinental trade after World War II. Dating from the oil crisis in the late 1960s, combined transport and the intermodal loading unit - containers, swap bodies and (craneable) semi-trailers - have made the advantages of intermodal transport available to continental transport chains. Multimodality has been a part of European freight logistics for over half a century. Combined transport defined as a sub-category of the intermodal transport

and aiming to keeping the road part of the transport chain at a minimum level has been a freely competing transport service in Europe since 1975, when the legal requirement for a permit to conduct the business were dropped. The sector has developed without much political interference, mostly on its own initiative while Switzerland and Austria excelled by making combined transport a main pillar of their transport masterplans.

The legislative process of the European Commission's proposed amendment of the 27-year-old combined transport directive was postponed in November 2017. A year and-a-half later, the European Parliament and the European Council shared their recommendations. However, no common decision has been made in this dialogue.

UIRR is hopeful that the now nearly seven-year-long process of amending the Directive will come to successful conclusion before the end of 2019. The 2020 goals of UIRR include increasing intermodal transport with the new European Parliament and European Commission, amendment of several decrees regarding the combined transport and road transport in terms of cross border movement in the Single Market, and revision of the new Regulation for Electronic Freight Transport Information (eFTI) and Rail Freight Corridor regulation.

Being an umbrella organization of the sector, the UIRR has 39 combined transport operators and terminal operators from 17 Member States of the European Union and Switzerland. ■



MANAGING DIRECTOR İLKER ALTUN: “WE ARE DEEPLY ROOTED”

- Starting that ‘logitrans reflects their 35-year old know-how in the sector’, EKO MMI Fair Managing Director İlker Altun tells the story of the evolution of the International logitrans Transport Logistics Exhibition.

“Certain companies and exhibition fields play a major role in the exhibition adventure of Turkey. Transport, commercial vehicles and logistics are among them. Even though other smaller exhibitions had been organized, the first attempted exhibition in the field of transport was made in the warehouse in Salıpazarı Port. Other attempts followed this and they were supported by UND managers including me”. Altun has reminded that these exhibition attempts did not satisfy the sector and the required number and quality of

visitors could not be achieved despite all good faith efforts and number and diversity of the participants and summarized how logitrans Exhibition was organized during that period:



international transport
logistics exhibition

“This process directed the sector representatives to new searches. In 2003, Eko Fair was established with the demand of the sector and the incentive of the non-governmental organization managers in order to organize a transport and logistics exhibition with

the vision of extending to international markets, which would satisfy both the participants and visitors.”

“The first logitrans was organized in 2004 at Hilton Convention Center”

Altun gave the following information regarding the transfer of the exhibition to its new area and the international cooperation initiatives: “We organized the first logitrans exhibition in 2004 at Hilton Convention Center in line with the needs and demands of the sector. Then, we organized the exhibition by establishing a project partnership with a local company in 2005 and 2006. However, due to the problems experienced in future years, we started to look for more professional international cooperation. In line with



"We as EKO MMI Fair Ltd. Co. will continue to bring together the world logisticians, whose number will increase throughout the years, by yielding this potential."

the steps we took and the studies we carried out, we moved our exhibition to İstanbul Exhibition Center, being an independent exhibition center, in 2010. We concluded a Letter of Intent with Messe München, being a 55-year old German company organizing the largest transport and logistics exhibition for 45 years, during the exhibition organized that year."

On January 27, 2011, Messe München, the world's logistics giant and the organizer of the largest logistics exhibitions in the world, and EKO Fair being the logistics memory and logitrans Exhibition organizer established EKO MMI, a Joint Venture planned carefully with all its structure and long term programs and the International logitrans transport logistics exhibition entered a new period as an important leg of the largest logistics exhibitions group of the world.

"We will continue to gather world logisticians in İstanbul"

Telling that EKO MMI, as an important member of a large and strong family of exhibitions, focused on the effective implementation of the logistics policies of Turkey and their priority was to carry out studies to include the high infrastructure investments made by Turkey to the global logistics networks, Altun said that Turkey had a potential for a larger and stronger logitrans which would utilize the roads, bridges, tunnels, ports, airports and railways that support the geographical advantages of Turkey and add value to the current value of the companies Altun. Concluded his statement as follows: "We as EKO MMI Fair Ltd. Co. will continue to bring together the world logisticians, whose number will increase throughout the years, by yielding this potential." ■

The transport logistics exhibitions including logitrans cover 10 different events in 3 continents and 5 countries:

transport logistic
Munich, Germany

transport logistic
the leading exhibition

International logitrans Transport
Logistic Exhibition - **İstanbul, Turkey**

logitrans
international transport
logistics exhibition

transport logistic Fair China Forum
Shanghai, China

transport logistic
CHINA

transport logistic India @ CTL
Mumbai, India

transport logistic
INDIA

air cargo Europe
Munich, Germany

air cargo
EUROPE
exhibition and conference

air cargo Turkey
İstanbul, Turkey

air cargo
TURKEY
exhibition and conference

air cargo China
Shanghai, China

air cargo
CHINA
exhibition and conference

air cargo India
Mumbai, India

air cargo
INDIA
exhibition and conference

air cargo Africa
Johannesburg, South Africa

air cargo
AFRICA

China International Transportation and
Logistics Expo - **Hangzhou, China**

AYSBERG CELEBRATES THE 25th YEAR OF SERVICE

► Aysberg Press and Publishing Co., the publisher of Intermodal Magazine and the communications service provider for transport and logistics industries celebrates its 25th year. Mr Ilker Altun, who founded Aysberg in 1994 informs on the history of the company as follows: "In the last 25 years, there have been people we worked together for more than 10 years. We boast about 10-15 years of average working period of our team. We published the first issue

AYSBERG

of KargoHaber magazine, which has now reached to 250th issue, with those friends in 1998. In the same year The Transportation Guidebook also started. Intermodal Magazine was an outcome of the idea to promote Turkish transportation market to the international markets and printed only in English language and associated with high-level international events, it

was very welcomed by the industry. Then followed Kasa Magazine, which focused on trailers and truck bodyworks – and recently on all range of commercial vehicles. Horse and Equestrian Magazine Truva, which continues its publication life on digital media, came out as a hobby-based magazine. As a consequence of our publication works we were following up and exhibiting at local and international fairs and making cooperation with counterparts. Our involvement in



the trade fair sector was based on that interaction."

Mr Altun also evaluates the reflections of technological changes on the industry as follows: "Internet changed everything. When we prepared our first web site, many large companies had not yet taken that step. Then we started to prepare and design their web sites. We started Aysberg TV long before people started to talk about internet television, already in 2006. Today we are very active on digital and social media."

Offering a wide range of communication and corporate services, Aysberg is specialized especially in social media management, publication of corporate magazines, video production and agency services.



ALL ABOUT AYSBERG

FROM THE INDUSTRY LEADERS



A successful background with consistent and scrupulous behaviors is always memorable and respected. I would like to thank you for the contributions you have made and will make to our business sector and wish you success on behalf of myself and UND.

Çetin NUHOĞLU - Chairman of the Board,
International Transporters' Association (UND)



NETLOG
LOGISTICS

For me, Aysberg and Ilker Altun mean the memory of logistics sector in Turkey. It is essential to support and improve the memory.

Şahap ÇAK - Chairman of the Board, Netlog Lojistik



ekol
LOGISTICS 40

Your contributions to our industry thanks to your deep know-how and experience are more rooted and deeper than it seems. Together with your team you really are really like an "iceberg" with your modest attitudes and presentation, which is not very common in our country.

Ahmet MUSUL - Chairman, Ekol Lojistik



KITA
LOGISTICS
moving ideas

Distinguished members of the Aysberg family have been supporting the sector with sectoral publications as well as excellent maps and calendars they have produced for 25 years, filling an important gap in our industry.

Emre ELDENER - Managing Director, Kıta Lojistics



DFDS

Your publications, which have been guiding the logistics sector for 25 years by maintaining its high quality line and leading the development of sectoral concepts, have been one of the biggest gains of our country in this field.

Fuat PAMUKÇU - Vice President Sales, Marketing, Business Development and Strategy at DFDS Group Mediterranean Business Unit, DFDS



QATAR
CARGO

Aysberg means the language, the mirror, the meeting point, the portal of the logistics industry in Turkey. It means the smiling faces of all managers and employees, their open-mindedness and openness to new ideas...

Serkan DEMİRKAN - Cargo Manager - Türkiye, Qatar Airways



Lufthansa
Cargo
Networking the world.

On behalf of all the sector and myself, I would like to thank Aysberg group – the sine qua non of our sector – and its entire team from the editorial staff to the management, whose publications, especially KargoHaber I look forward to every month.

Hasan HATİPOĞLU - Turkey General Manager, Lufthansa Cargo

CONTAINER TRANSPORTS CONTINUE TO INCREASE IN FIRST 8 MONTHS

Struggling with economic problems in the recent years, the container transportation in Turkey handles this process without serious harms. The number of containers handled by Turkish ports in the first eight months of 2019 has increased by 254 thousand and 138 TEUs to 7 million and 486 thousand and 166 TEUs as compared to the same period of the previous year.

► The number of containers handled by Turkish ports increased by 8 percent to 10 million and 843 thousand TEUs in 2018. Despite the economic contraction, the number of containers handled by Turkish ports during the first eight months of 2019 reached 7 million and 486 thousand and 166 TEUs. During the period from January to August of the previous year, the number of handled containers was 7 million and 232 thousand and 28. The sector has high spirits thanks to the increase by 254 thousand and 138 TEUs in the number of containers handled during the first 8 months of this year as compared to the same period of the previous

year despite the Turkish economy harmed by high exchange rates applicable especially since August of last year.

The Turkish ports handled 5 million and 883 thousand TEUs of export and import goods, 1 million and 98 thousand and 229 TEUs of transit goods and 504 thousand and 935 TEUs of coasting trade goods during the first 8 months of this year.

Ambarlı Port Tops the List

Ambarlı Port has topped the list in container handling with the number of containers handled in the first 8 months of 2019 like in the previous years. Ambarlı Port handled 2 million and 49 thousand and 352 TEUs of

containers in total and is followed by Mersin Port with 1 million and 195 thousand and 505 TEUs of containers handled. Kocaeli ports took the third place in the list with 1 million and 93 thousand and 309 TEUs of containers handled. In other words, the top three has remained the same this year.

In total number of handled containers, including exports, imports and transit, by country, Egypt was the first with 829 thousand and 147 TEUs of containers handled while Greece took the second place with 817 thousand and 32 TEUs of containers handled. Israel became the third with 564 thousand and 441 containers handled. ■

TURKISH NATIONAL PAVILION RECEIVES GREAT INTEREST

► The Turkish Pavilion opened at transport logistic in Munich for the first time with the support of Foreign Economic Relations Board of Turkey (DEİK) / Logistic Business Council. Pavilion participants developed new international business connections for four days. Robert Schönberger, the Exhibition Group Director of Messe München, commented on the Turkish Pavilion as follows: "Located at the intersection point of the continents, Turkey is a unique country in terms of global logistics. Opening a Turkish Pavilion for the first time at Transport Logistic is a great development. I am sure that the participants and exhibitors are also happy to meet Turkish companies for more business and cooperation." Emphasizing that it is a crucial step for Turkey being a global player of the logistics sector to open



a national pavilion at transport logistic for the first time, the DEİK / Logistics Business Council Chairman Turgut Erkeskin made the following remark: "The pavilion we have opened at transport logistic - the meeting point of all

the logisticians in the world - was an important opportunity to show the logistics power of our country. Our main goal for this exhibition where all layers of the industry are represented is to promote the logistics industry of Turkey to the world while focusing on her strategic importance on the global trade roads. We have achieved a success beyond our expectations with the guests we have hosted, the connections we have established and relations we have developed." Reminding that Turkey will be the host of the International logitrans Exhibition in the same cluster to be organized in İstanbul on November 13-15, 2019, Erkeskin said that the next international stop of the Turkish companies is the transport logistic Fair to be organized in Shanghai, China in 2020. Erkeskin told that they were planning to open a pavilion for at this event in China, as well. ■



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DFDS' NEWEST VESSEL TROY SEAWAYS READY FOR SERVICE

The 237-meter long Ro-Ro ship is named as "Troy Seaways" with an inspiration from the ancient city of Troy at the naming ceremony held at DFDS Pendik Port.

► Having acquired U.N. Ro-Ro, the largest Ro-Ro company of Turkey, the Danish marine and logistics giant DFDS has accelerated its ship investments. While the integration of U.N. Ro-Ro into DFDS is continuing at full speed, DFDS has brought another large Ro-Ro ship to Turkey.

DFDS' new vessel, which is equal in size to the 237-meter-long "Ephesus Seaways" (the largest mega freight ferry in the Mediterranean) brought to Turkey by DFDS last March, was put into service with the naming ceremony hosted by Peder Gellert Pedersen, Executive Vice President of DFDS' Shipping Division, and Selçuk Boztepe, Senior Vice President of DFDS' Mediterranean Business Unit. At the naming ceremony, which was held at the DFDS Pendik Port with the participation of Mars Logistics Chairman Garip Sahillioğlu and his wife Mine Sahillioğlu as the representatives of

the naming sponsor, the 6,700-linear-meter giant vessel was named as "Troy Seaways" with an inspiration from the ancient city of Troy. "Troy Seaways" will serve DFDS' customers on routes between Turkey and EU.

Speaking at the ceremony held at the DFDS Pendik Port, Peder Gellert Pedersen, Executive Vice President of DFDS' Shipping Division, said, "We are proud to have put yet another vessel into service. Equal in size to our "Ephesus Seaways" vessel in Turkey, Troy Seaways boasts a loading capacity of 6,700 linear meters-equivalent to 450 trucks—and will make a significant contribution to the operations of logistics companies based in both Turkey and Europe.

Troy Seaways, the new member of our fleet, is a powerful symbol of the today's world shaped by technology, efficiency and international trade. Its historical name creates a beautiful connection between the old and the

new and has a significant meaning for a ship to set sail in the same waters and call at the same ports as the ships trading thousands years ago.

This new ship will contribute to the Turkish logistics companies, the industry and employment in Turkey and the growth of trade between Turkey and USA and will yield positive results for the EU countries with whom we carry out trade activities."

Commenting on this recent development, Selçuk Boztepe, Senior Vice President of DFDS' Mediterranean Business Unit, said: "We brought the Mediterranean's largest Ro-Ro vessel to Turkey: Ephesus Seaways. It went into service on DFDS' existing route network on March 9, 2019. At DFDS' Mediterranean Business Unit, we hope that this significant investment will have a positive impact on DFDS customers' operations and Turkey's exports, just as in the legend of Troy." ■



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TRANSIT VEHICLE TRACKING NOW AVAILABLE AT CUSTOMS OFFICES

► Minister Pekcan announced that the "Transit Vehicle Tracking Programme" will be launched at all customs offices affiliated to the Regional Customs and Foreign Trade Offices as of May 28, 2019. This system will decrease the trailer queues before the border gates and allow real time tracking of international vehicles by the customs offices. The system will also introduce fast track services for the transporters carrying out transportation services with the simplified method as permitted senders. Telling that the customs offices can access information regarding vehicles

destined for themselves especially for the land border gates before the vehicles reach the customs offices, Minister Pekcan said that these will allow easier detection of the vehicles exceeding their transit periods. Noting that they have launched many projects such as Digitalization of Customs, Single Window, Container and Port Tracking System and Single Port Window System, Minister Pekcan stated that they have improved the technical infrastructure at customs gate in order to ensure the border security of Turkey and fight against smuggling. Minister Pekcan told that there are 18

active Regional Customs and Foreign Trade Offices and 30 land border gates affiliated to the Ministry. Pekcan reminded that 28 percent of the total exports in 2018 were carried out by roads.

New steps in customs tracking technologies

The Directorate General of Customs Enforcements of the Ministry of Trade has taken a new measure to accelerate the legal trade at customs gates and to prevent entry of illegal goods to Turkey. 5 Backscatter Van Mobile X-Ray System purchased with European Union fund in order to detect any smuggling made via containers at the ports have been put into operation at Ambarlı, Haydarpaşa, Mersin, Alsancak and Gemlik ports. Thanks to its being mobile, the system can be taken to the container area where the control will be performed within minutes and therefore, does not adversely affect the port traffic and the legal trade continues without any slowdown.

The system x-rays the vehicles and containers and allows finding of all illegal items threatening the public health and security of the country such as drugs, weapons, ammunitions and explosives concealed in goods, vehicles and containers without the need for any physical search.

Moreover, the Directorate General of Customs Enforcements has added 70 fully equipped patrol cars and detector dogs and 50 detector dogs with sensitive nose to its own inventory in order to increase the operational capacity of the organization within the scope of a separate project carried out with EU fund.

The detector dogs receive intense trainings regarding drugs, weapons, ammunitions and explosives, tea-tobacco and cash will play an important role both in goods and passenger controls to be carried out at the airports. ■

EXPORT TRANSPORTS OF TURKISH VEHICLES

COUNTRY	2016	2017	2018	CHANGE	JAN.-AUG.'18	JAN.-AUG.'19	CHANGE	SHARE
IRAQ	436.364	468.796	474.851	1%	288.352	318.295	10%	38,88%
SYRIA	154.330	149.836	119.111	-21%	73.969	84.770	15%	10,35%
GERMANY	94.404	96.418	96.126	0%	63.569	60.728	-4%	7,42%
ITALY	43.120	44.684	43.368	-3%	29.470	25.237	-14%	3,08%
ROMANIA	29.307	33.552	41.643	24%	26.191	28.741	10%	3,51%
GEORGIA	43.338	40.157	38.315	-5%	25.063	25.079	0%	3,06%
IRAN	48.385	49.833	38.043	-25%	26.077	30.564	17%	3,73%
NAKHCHIVAN	57.567	40.756	32.378	-21%	24.599	13.664	-44%	1,67%
AZERBAIJAN	26.553	31.358	34.718	11%	23.072	22.829	-1%	2,79%
FRANCE	31.142	30.755	33.358	8%	22.629	20.189	-11%	2,47%
GREECE	17.640	18.440	21.334	16%	13.552	15.712	16%	1,92%
UNITED KINGDOM	20.456	20.843	20.802	0%	13.239	12.172	-8%	1,49%
SPAIN	15.393	18.709	20.138	8%	12.979	14.001	8%	1,71%
BULGARIA	15.169	15.590	20.813	34%	12.392	14.560	17%	1,78%
UZBEKISTAN	9.048	11.984	18.452	54%	11.639	14.663	26%	1,79%
RUSSIAN FEDERATION	300	8.704	12.813	81%	9.148	7.872	-14%	0,96%
THE NETHERLANDS	13.100	13.999	15.070	8%	9.813	9.650	-2%	1,18%
POLAND	13.792	13.618	14.655	8%	9.553	9.640	1%	1,18%
TURKMENISTAN	28.052	24.770	12.767	-48%	7.557	9.458	25%	1,16%
HUNGARY	6.792	7.860	8.351	6%	5.497	5.804	6%	0,71%
AUSTRIA	7.514	7.659	8.191	7%	5.235	5.819	11%	0,71%
TRNC	4.516	5.950	7.406	24%	5.147	4.015	-22%	0,49%
BELGIUM	7.963	8.197	7.242	-12%	5.006	4.607	-8%	0,56%
SERBIA	5.386	6.250	7.602	22%	4.830	4.722	-2%	0,58%
UKRAINE	5.039	5.659	8.027	42%	4.720	4.301	-9%	0,53%
CZECH REPUBLIC	5.319	5.487	5.689	4%	3.675	3.340	-9%	0,41%
SLOVENIA	1.896	4.112	5.389	31%	3.500	3.835	10%	0,47%
SWEDEN	5.538	5.884	5.306	-10%	3.466	3.181	-8%	0,39%
KAZAKHSTAN	4.701	5.139	5.317	3%	3.442	5.113	49%	0,62%
BELARUS	9.267	7.952	5.280	-34%	3.165	2.035	-36%	0,25%
SWITZERLAND	3.991	4.315	4.426	3%	2.989	2.754	-8%	0,34%
LEBANON	4.282	5.284	4.616	-13%	2.767	2.447	-12%	0,30%
BOSNA HERZEGOVINA	3.279	3.231	4.295	33%	2.811	3.203	14%	0,39%
KOSOVO	2.536	2.900	3.826	32%	2.428	2.590	7%	0,32%
MACEDONIA	3.987	3.339	3.697	11%	2.332	2.487	7%	0,30%
ALBANIA	3.252	3.425	3.238	-5%	2.035	2.213	9%	0,27%
DENMARK	2.951	2.678	2.773	4%	1.804	1.704	-6%	0,21%
AFGHANISTAN	2.531	3.183	2.620	-18%	1.676	1.758	5%	0,21%
SLOVAKIA	2.173	2.109	2.304	9%	1.494	1.352	-10%	0,17%
CROATIA	1.671	1.922	2.324	21%	1.428	1.495	5%	0,18%
SAUDI ARABIA	2.576	2.375	2.029	-15%	1.397	1.071	-23%	0,13%
TAJIKISTAN	2.355	2.490	2.094	-16%	1.295	1.721	33%	0,21%
KIRGHIZISTAN	826	959	1.508	57%	881	1.504	71%	0,18%
MOLDOVA	1.226	1.328	1.754	32%	906	1.616	78%	0,20%
FINLAND	1.071	1.204	1.306	8%	816	839	3%	0,10%
NORWAY	1.166	982	1.101	12%	677	700	3%	0,09%
PORTUGAL	601	787	706	-10%	501	562	12	0,07%

Source: UND

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