

UTA Lojistik

INTERNATIONAL LOGISTICS MAGAZINE

SEPTEMBER 2023 YEAR 29 ISSUE 9

Ayşem Ulusoy

TURKISH LOGISTICS SECTOR SPREAD THEIR WINGS TO THE WORLD

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✓ Galata ✓ Genel Transport ✓ Hiper ✓ Konsped
✓ Militzer&Münch ✓ Pan ✓ Yeşilyurt Port
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Special issue for
FIATA WORLD CONGRESS

Architects of Transportation



Onur Küçükakdere

The pioneer of the railway
to be private sector

Kosta Sandalcı

A revolutionary point for
Turkish logistics Industry!

Mete Tirman

Thanks to
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grows by double digits
every year**



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Architects of Transportation

AYŞEM ULUSOY
President of UTİKAD



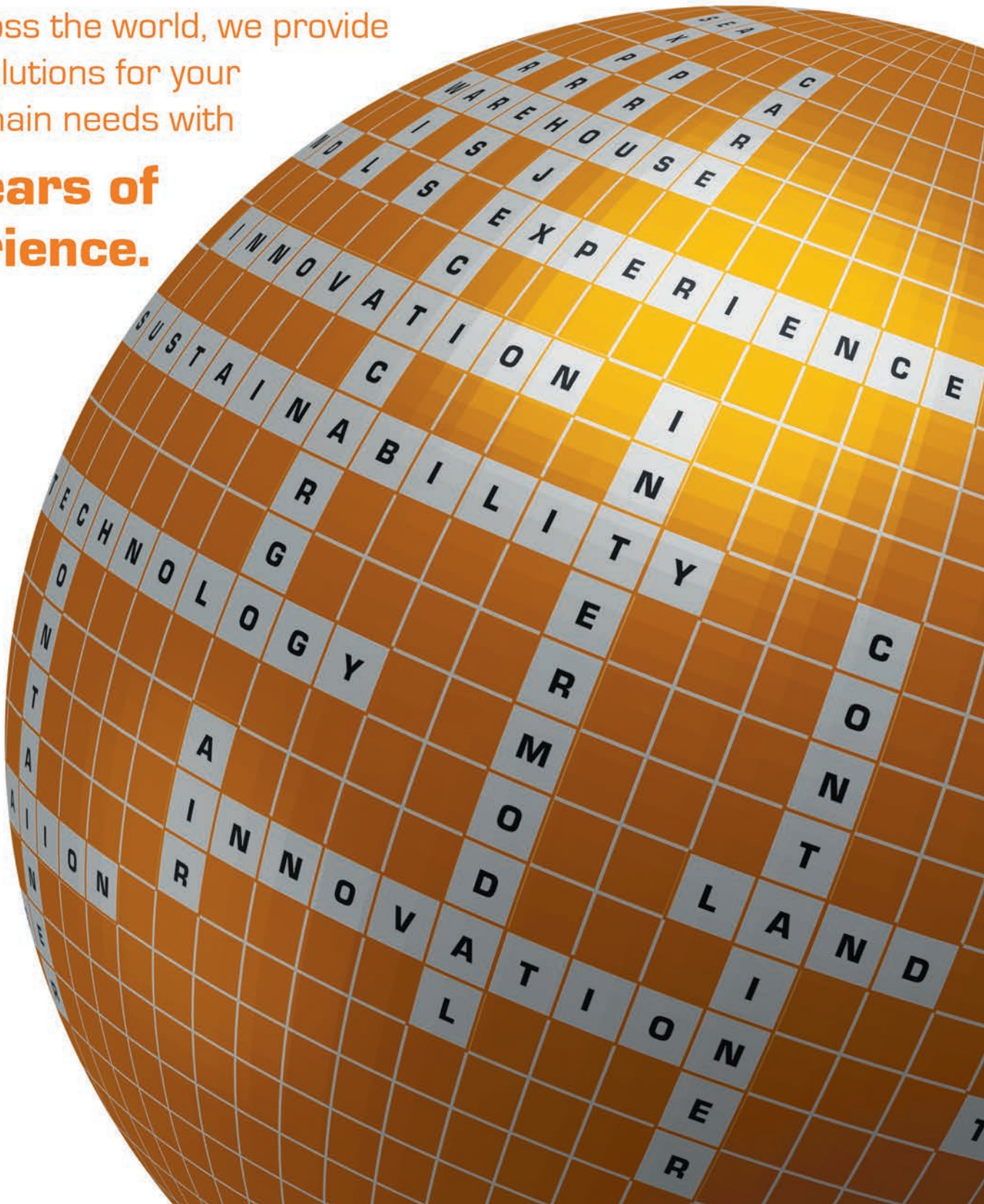
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NEW ERA IN FIATA

This year, the heart of the freight forwarder industry will beat in Brussels, also known as the de facto capital of the EU. FIATA World Congress, held in a different location, in a different country, in a different city every year, will bring together the world's forwarders in Brussels between 3-6 October.

Sustainability and climate change will be the most important agenda items at the congress, which will be held with the main theme of "The Changing Climate of Logistics". The meetings will discuss the main challenges, innovations and the latest developments in the changing global market after the pandemic. Focus will be on new trends within the scope of the logistics industry's adaptation and responsibility to climate change.

Brussels, famous for its Heysel Stadium, Atomium Monument, Schelde River, City Museum, Leopold I Mausoleum, Water Canals, Grand Place Square, Belgian Royal Palace, Chinese and Japanese Pavilions, Belgian Chocolate and Waffles, is also a political and diplomatic destination for Europe. A center where critical decisions are made in the field. It is also considered the de facto capital of Europe as it hosts the headquarters of various organizations such as NATO Central Headquarters, the EU Commission and the EU Council of Ministers. In other words, the heart of Europe beats in this city.

This time, a decision that will affect the Turkish logistics sector will be taken at the FIATA World Congress in Brussels on 3-6 October. A Turk will be expected to be elected as FIATA President for the first time. Turgut Erkeskin, FIATA Senior Vice President and Genel Transport CEO, who has made a significant contribution to the increase of the effectiveness of the Turkish logistics industry within FIATA, will be the only candidate for FIATA President at the congress.

Erkeskin, who took his first position at FIATA by joining the Maritime Working Group in 2010, was elected as Vice President in 2013 and European Regional President in 2015. He served as a member of the World Congress Organizing Committee and the Sustainable Logistics Working Group. Erkeskin, was appointed to the Presidential Board as Senior Vice President in 2017. With this task, Turgut Erkeskin opened the doors to the presidency of FIATA for the Turkish logistics industry.

Turgut Erkeskin, who will make his name in logistics history by being elected as FIATA President at the 2023 FIATA World Congress, will contribute to the global acceleration of the Turkish logistics industry with this success. We congratulate Turgut Erkeskin for this success and hope that his new position will be beneficial for both the world and the Turkish logistics industry.

Hope to see you in Brussels, symbolized by the historic Grand Place, where Victor Hugo wrote 'Les Misérables' and Karl Marx wrote the 'Communist Manifesto'.

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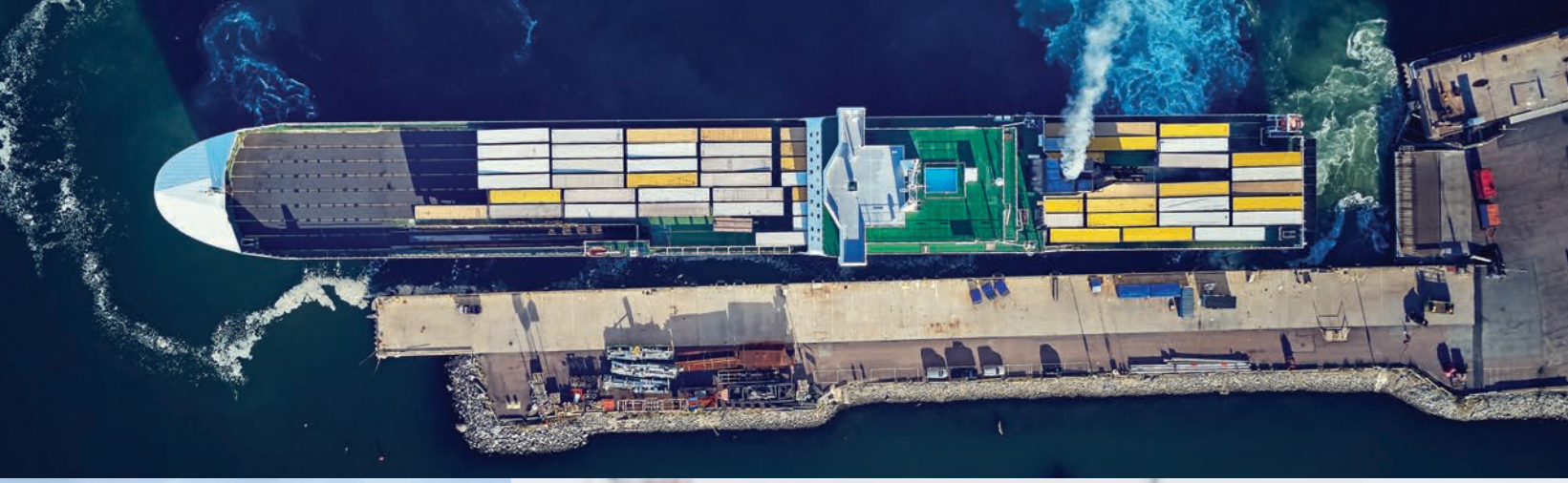
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AVRUPA'NIN EN KÖKLÜ YOLCU VE YÜK TAŞIMACILIĞI ŞİRKETİ 5 YILDIR AKDENİZ'DE!

DFDS Akdeniz İş Birimi olarak taşımacılık sektörünü daha güvenli, daha yeşil ve daha verimli hale getiren hizmetlerimizi sunarken bize güvendikleri ve yanımızda oldukları için müşterilerimize, paydaşlarımıza ve çalışanlarımıza teşekkür ederiz.

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Batu Logistics focus on renewable energy transportation

Increasing renewable energy investments have increased the demand for project transportation. Batu Logistics, 25% of whose transportation consists of project transportation operations, focused on developing its agency infrastructure in Africa, the Turkish Republics, the Middle East and the Balkans. Batu Logistics General Manager Efe Göktuna stated that

they offer sustainable solutions for the energy industry in international project transportation. Pointing out that project transportation in the energy sector continues to increase, Göktuna said, "It is very important to be respectful to the environment in the logistics operations of such investments. For this reason, we take care to use the highway as little as possible. We mainly use sea and railway. We deliver the out-of-gauge loads that we load from the port to low-beds, to their destination by road within the scope of the route we have planned in advance. "We have carried out serious transportation projects for factories, wind power plants, civil aviation and defense industries," he said. Göktuna emphasized that they worked with expert teams, including engineers, in project transportation and took precautions in line with the scenarios they prepared for unexpected problems.



Batu Logistics, yenilenebilir enerji taşımalarına odaklandı

Artan yenilenebilir enerji yatırımları, proje taşımacılığına talebi yükseltti. Taşımalarının yüzde 25'i proje taşımacılığı operasyonlardan oluşan Batu Logistics, Afrika başta olmak üzere Türk Cumhuriyetleri, Orta Doğu ve Balkanlar'daki acente altyapısını bu anlamda geliştirmeye odaklandı. Batu Logistics Genel Müdürü Efe Göktuna, uluslararası proje taşımacılığında enerji sektörüne yönelik sürdürülebilir çözümler sunduklarını belirtti.

Logista Global Logistics goes beyond traditional routes

The revitalized trade routes within the scope of the "New Silk Road" and the Russia-Ukraine war made Türkiye's position in Europe-Asia logistics even more important. Logista Global Logistics, which is among the important players of this line, carries out intensive transportation between Europe and Asia, both direct and indirect. Zeynep Akman, General Manager of Logista Global Logistics, said that they have made an expansion targeting Far Asia in addition to the Europe, Middle East and CIS lines where Turkish logistics companies work intensively. Stating that they can carry out land and sea + road transportation to all Asian countries thanks to their reliable cooperation, Akman said, "We



deliver the cargo from European countries to all Asian countries, including the Turkish Republics, from our transfer points in Istanbul and Mersin, on time. We also have a non-stop option. "We have transported to more than 50 countries since the beginning of the year," he said. Stating that they have a good command of the bureaucracy and customs clearance processes in the Eastern geography, Akman stated that they deliver the cargo they receive from Europe to their addresses, including Afghanistan and Mongolia, with their wide agency network and collaborations. Akman announced that they are aiming for faster growth in a short time by going beyond traditional transportation routes.

Logista Global Logistics, geleneksel rotaların dışına çıkıyor

"Yeni İpek Yolu" kapsamında canlanan ticaret yolları ve Rusya-Ukrayna savaşı, Avrupa-Asya lojistiğinde Türkiye'nin konumunu daha da önemli hale getirdi. Bu hattın önemli oyuncularını arasında yer alan Logista Global Logistics, Avrupa-Asya arasında hem aktarmalı hem de aktarmasız olarak yoğun taşıma yapıyor. Logista Global Logistics Genel Müdürü Zeynep Akman, Türk lojistik şirketlerinin yoğunlukla çalıştığı Avrupa, Orta Doğu ve BDT hatlarına ek olarak Uzak Asya'yı da hedefleyen bir açılım gerçekleştirdiklerini söyledi.



The share of air conditioning in electronic goods transportation has increased

With the effect of global warming, the demand for air conditioning is increasing around the world. According to TURKSTAT data, air conditioner exports rose to a record level with 541 million dollars in the first half of the year. Along with exports, international transportation demands also started to rise. Boltaş Sales and Marketing Director Müge Karahan stated that the demand for air conditioning transportation has increased significantly. "As temperatures rise in the world, the share of air conditioners in our loads in the white goods and electronic home appliances category has increased significantly," said Karahan, emphasizing that they offer a careful transportation and storage service in this field. Karahan explained that all the logistics processes of the white goods and electronic household appliances they undertake to transport, from factories and suppliers to the stores, are carried out by expert teams. Stating that they have made a difference in the sector with customer and cargo-specific logistics solutions, Karahan said, "We deliver our cargo door-to-door without any damage with our sector-specific vehicles and equipment equipped with the latest technology. "We carry out storage processes with our up-to-date digital infrastructure and state-of-the-art equipment," she said.

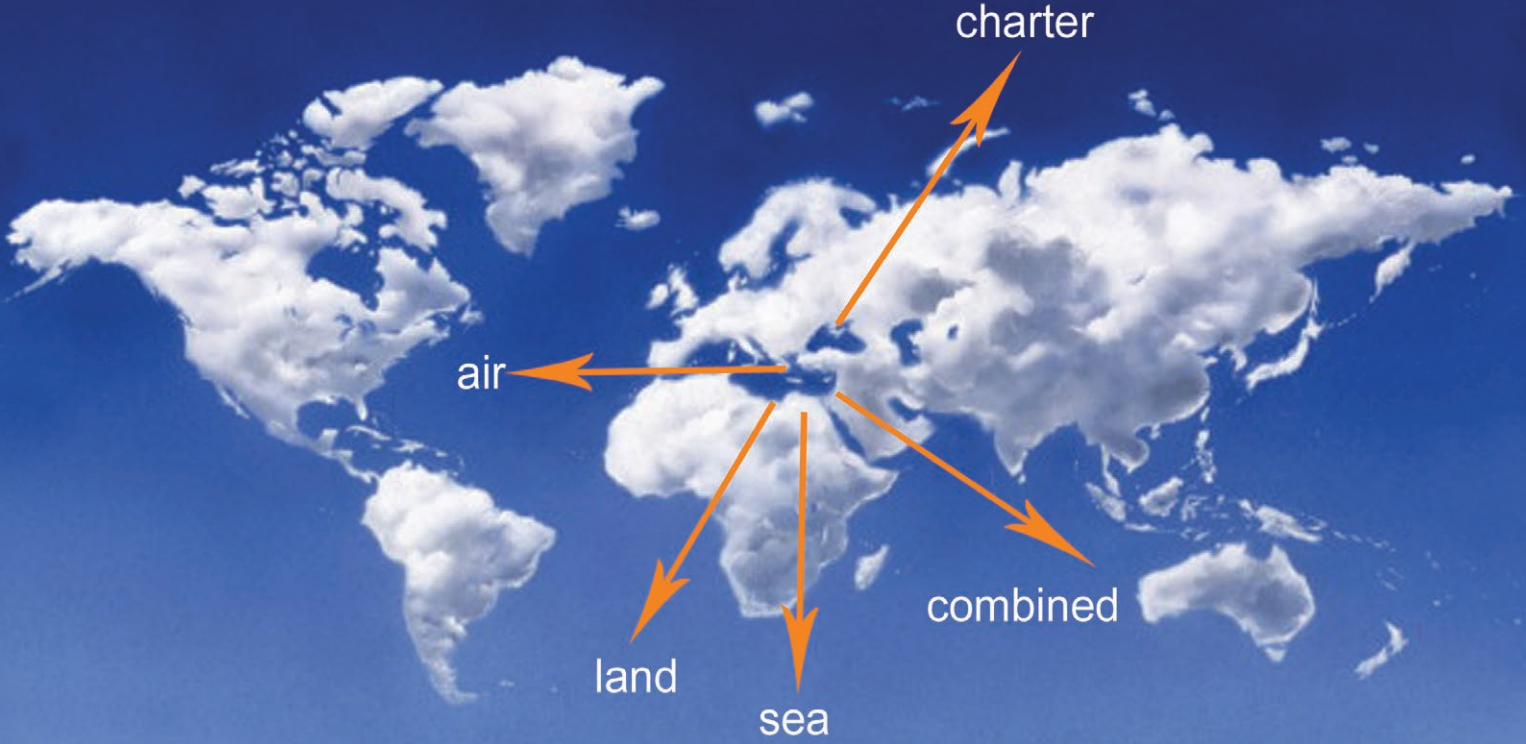
Elektronik eşya taşımalarında klimanın payı arttı

TÜİK verilerine göre yılın ilk yarısında klima ihracatı 541 milyon dolarla rekor seviyeye yükseldi. İhracatla birlikte uluslararası taşımacılık talepleri de yükselişe geçti. Boltaş Satış ve Pazarlama Direktörü Müge Karahan, klima taşımacılığı taleplerinin belirgin şekilde arttığını belirtti. "Dünyada sıcaklıklar yükseldikçe beyaz eşya ve elektronik ev aletleri kategorisindeki yüklerimiz içinde klimanın payı ciddi olarak arttı." diyen Karahan, bu alanda özenli bir taşıma ve depolama hizmeti sunduklarını vurguladı.

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Tahir Kapıcıoğlu became the General Manager of Transbatur Logistics

Tahir Kapıcıoğlu, who has 40 years of experience in the sector, has been appointed as the general manager of Transbatur Logistics, one of Türkiye's leading international refrigerated transportation companies. Tahir Kapıcıoğlu, who completed his university education in the business administration department, served in important positions at Ekol Logistics for 19 years. Kapıcıoğlu worked as a Fleet Manager at Ekol between 2005-2011 and as a Control Tower Manager between 2011-2019. Kapıcıoğlu, who lastly served as the Fast & Temperature Controlled Operations Manager at the same company, was appointed as the General Manager of TransbaturLogistics as of September 1.



Transbatur Logistics'in Genel Müdürü Tahir Kapıcıoğlu oldu

Transbatur Logistics'in genel müdürlük görevine, sektörde 40 yıllık deneyimi bulunan Tahir Kapıcıoğlu atandı. Kapıcıoğlu, Ekol Lojistik'te 19 yıl boyunca önemli görevlerde bulundu. Kapıcıoğlu, Ekol'de 2005-2011 yıllarında Filo Yöneticiliği ve 2011-2019 yıllarında Kontrol Kulesi Yöneticiliği yaptı. Son olarak aynı şirkette Hızlı & Isı Kontrollü Operasyonlar Yöneticiliği görevini yürüten Kapıcıoğlu 1 Eylül itibarıyla Transbatur Logistics'in Genel Müdürü olarak atandı.

Globelink Ünimar will expand milk run transports

Supporting transportation efficiency and cost optimization with Milkrun transportation, Globelink Ünimar aims to continue its growth in this field. Globelink Ünimar Executive Board Committee Member Fatih Baş said, "While managing our business processes with the efforts of our colleagues under the umbrella of Globelink Ünimar, we are able to take various actions to solve social problems, one step beyond physical requirements and

financial concerns. In this direction, we will be able to contribute to the development of stakeholder communication in the ecosystem and also to suppliers and "I think we should focus on the different benefits of milkrun transportation, which can increase cooperation between production units. Additionally, as stakeholders in the ecosystem, we can also consider achieving social benefits by reducing environmental impacts thanks to more effective routes and delivery planning," he said.

Evaluating the impact of the Milkrun transportation approach on efficiency, Globelink Ünimar Warehouse and Domestic Distribution Director Volkan Yalçın said, "The focus of the approach stands out as ensuring a regular flow in the production line and keeping the current stock levels of the enterprises to a minimum. In this way, the costs for the parties are seen to be significantly reduced. Because "Deliveries collected on a specific route ensure optimization of delivery times, which helps increase profitability in logistics costs" he said.



Globelink Ünimar milk run taşımaları büyütecek

Milk run taşımacılık ile nakliye verimliliği ve maliyet optimizasyonunu destekleyen Globelink Ünimar, bu alandaki büyümesini sürdürmeyi hedefliyor. Globelink Ünimar İcra Kurulu Komite Üyesi Fatih Baş, milk run taşımacılığın farklı getirilerine odaklanılması gerektiğini vurguladı. Globelink Ünimar Depo ve Yurt İçi Dağıtım Direktörü Volkan Yalçın, ise bu sistemin odak noktasında üretim hattında düzenli bir akış sağlanması ve işletmelerin mevcut stok seviyelerini minimumda tutulması olduğunu, bu sayede taraflar adına maliyetlerin ciddi boyutta düşürüldüğü söyledi.



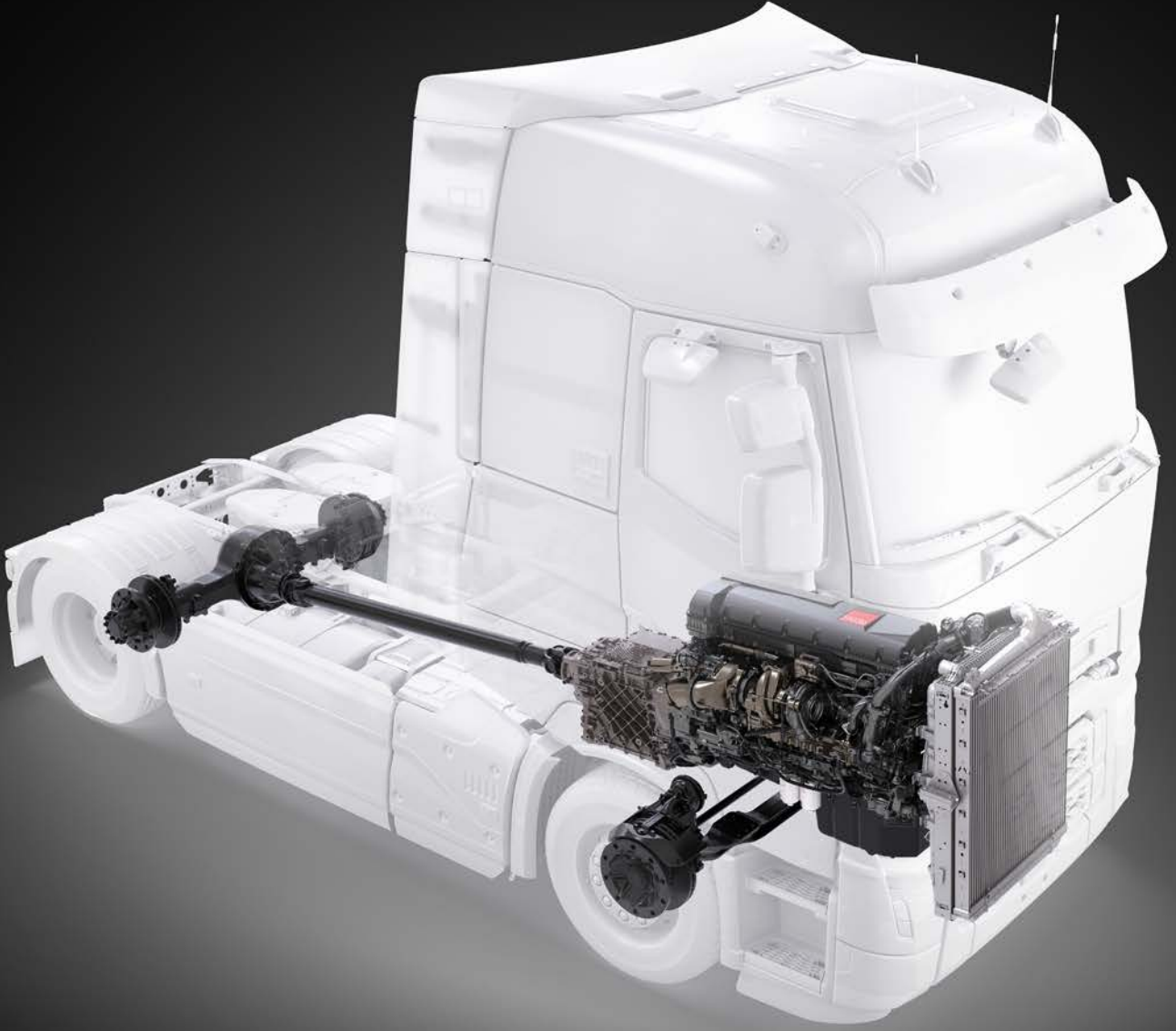
Transmot Logistics opened an office in Russia

Transmot Logistics, which offers services in the fields of road transportation, partial transportation, cold chain transportation, express transportation, 3rd country transit country transportation and fair transportation, opened an office in Russia. Stating that they work intensively with Russia, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan and Mongolia, Transmot Logistics General Manager Mehmed Onur Telci said, "Our office structure in Russia was created to make the company's operation more efficient and effective, to manage operations and to provide solutions suitable for customer needs. Our Russia office provides our customers there with the convenience of freight payment in local currency. With this, we reduce the financial problem a little bit. Our goal is to first implement our partial system with weekly departures in Russia. The Ukrainian war and changes in political relations influenced the dynamics of trade between the two countries. Political and economic developments may create increased opportunities or present some difficulties in trade. Opening an office in Russia allows Turkish companies to have a direct presence in this vast market and reach local customers. Having a physical presence can streamline logistics processes and support the creation of local supply chains."

Transmot Lojistik Rusya'da ofis açtı

Karayolu taşımacılığı, parsiyel taşımacılık, soğuk zincir taşımacılığı, ekspres taşımacılık, 3'ncü ülke transit ülke taşımacılığı ve fuar taşımacılığı alanlarında hizmet sunan Transmot Lojistik, Rusya'da ofis açtı. Rusya, Kazakistan, Kırgızistan, Özbekistan, Tacikistan, Moğolistan ile yoğun çalıştıklarını belirten Transmot Lojistik Genel Müdürü Mehmed Onur Telci, "Rusya'da ofis yapılanmamız, şirketin işleyişini daha verimli ve etkin hale getirmek, operasyonları yönetmek ve müşteri ihtiyaçlarına uygun çözümler sunmak amacıyla oluşturuldu" dedi.

Turbo Tasarruf



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* önceki modellere göre, ** sadece turbo compound teknolojisine sahip araçlarda

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DP World agreed on strategic partnership with Evyap



DP World and Evyap Group agreed on the establishment of a strategic capital partnership for DP World Yarımcı Port and Evyap Port. In the statement made by DP World, it was stated that after the transactions are completed, DP World will own 58% of Evyap Port and Evyap will own 42% of DP World Yarımcı. The new business will be

named DP World Evyap in the partnership, which aims to develop container ports and develop and expand the trade infrastructure in the Marmara Region. The Competition Authority's assessment of the process continues. DP World employs a team of more than 106,500 employees from 158 nationalities spread across 73 countries on six continents.

DP World, Evyap ile stratejik ortaklıkta anlaştı

Birleşik Arap Emirlikleri merkezli DP World ve Evyap Grubu, DP World Yarımcı Limanı ve Evyap Limanı için stratejik sermaye ortaklığı kurulması konusunda anlaştı. DP World'den yapılan açıklamada işlemlerin tamamlanmasının ardından DP World'un Evyap Limanı'nın yüzde 58'ine, Evyap'ın ise DP World Yarımcı'nın yüzde 42'sine sahip olacağı belirtildi.



eTA's ordering cockpit has been renewed

The ordering cockpit in eTA, established within Borusan Logistics and bringing together cargo and vehicle owners in a digital environment, has been renewed. With the updated site, the entire performance of spot or contracted operations can be monitored with dashboards on the platform. Complaints or suggestions can also be submitted via this channel. eTA brings together individual truck and truck drivers with cargo owners who want

to transport their cargo within the country. eTA platform; While it provides fast vehicles to its customers with loads via its website, it also finds loads for truck owners with vehicles via its mobile application, without having to go to the garage. Aiming to provide the best customer experience through multiple channels, both conventional and digital, Borusan Logistics provides services to 81 provinces out of 81 with a monthly business volume of 40,000 thousand trips with the eTA Platform.

eTA'nın sipariş verme kokpiti yenilendi

Borusan Lojistik bünyesinde kurulan, yük ve araç sahiplerini dijital ortamda buluşturan eTA'da sipariş verme kokpiti yenilendi. Güncellenen site ile spot veya kontratlı operasyonların tüm performansı platformda dashboard'larla takip edilebiliyor. Şikâyet veya öneriler de yine bu kanal aracılığı ile ulaştırılabilir.



BATI Innovative Logistics is assertive in ISO tank transportation

Specializing in ISO tank transportation, BATI Innovative Logistics aims to maintain its leadership in this field. BATI Innovative Logistics ISO Tank Director İstek Akbulut stated that the company operates successfully in this field thanks to its wide network, experienced and trained staff, technological infrastructure and reliable partners with whom it cooperates. Akbulut listed the important points that should be taken into consideration in ISO tank transportation as follows: "Safety: ISO tanks enable the safe transport of liquid or gaseous products. Compliance with safety standards must be carefully ensured, taking into account the nature and requirements of the product to be transported. License and Certification: A company operating in ISO tank and liquid transportation must have the necessary licenses and certificates. These documents demonstrate that the transportation was carried out in accordance with legal and regulatory requirements. Logistics Planning: Logistics planning is of great importance in ISO tank and liquid transport. All relevant factors, details such as route planning, customs clearance, transportation conditions and timing should be evaluated meticulously. Quality Control: Quality control processes must be effectively implemented in ISO tank and liquid transportation. Factors such as cleaning and maintenance of tanks, transportation temperature control and prevention of risks such as spillage and leakage should be monitored."

BATI Innovative Logistics ISO tank taşımacılığında iddialı

ISO tank taşımacılığında uzmanlaşan BATI Innovative Logistics, bu alanda liderliğini sürdürmeyi hedefliyor. BATI Innovative Logistics ISO Tank Direktörü İstek Akbulut, şirketin, geniş ağa sahip olması, deneyimli ve eğitilmiş personeli, teknolojik altyapısı ve iş birliği içinde çalıştığı güvenilir partnerleri sayesinde bu alanda başarılı bir şekilde faaliyet gösterdiğini belirtti.

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Yurtiçi Kargo will invest 1 billion TRY

Yurtiçi Kargo will make a new investment of 1 billion TRY only for operational projects in the next period, with the aim of providing faster and higher quality service. Yurtiçi Kargo General Manager Fatih Önyol said, "We are planning to build transfer centers equipped with new generation automation technologies in 6 metropolitan cities within the next year. "In order to provide much faster and higher quality service, we are making a new investment plan of 1 billion TRY only for operational projects in the coming period," he said. Önyol informed that they opened 19 new branches in 2023 and that the number of units has reached 1,300, and underlined that they have



produced many technologies in their R&D Centers to date. Önyol said, "We aim to provide a faster and more transparent service to our customers by establishing stronger infrastructures in the field of cargo operations and customer demands for 2023-2024. "Similarly, we aim to use more artificial intelligence support in analysis and reporting areas and to develop our own technologies in this field," he said. Stating that there is an investment plan for environmentally friendly cargo activities, Önyol said, "We are currently the company with Türkiye's largest electric cargo fleet. "While we are increasing the number of our vehicles, we are also continuing our work on branches that use clean energy," he said.

Yurtiçi Kargo, 1 milyar TL yatırım yapacak

Yurtiçi Kargo, daha hızlı ve kaliteli hizmet verebilmek hedefiyle gelecek dönemde sadece operasyonel projeler için 1 milyar TL yeni yatırım yapacak. Yurtiçi Kargo Genel Müdürü Fatih Önyol, "Önümüzdeki bir yıl içerisinde 6 büyükşehirde yeni nesil otomasyon teknolojileriyle donatılmış aktarma merkezleri inşa etmeyi planlıyoruz. Çok daha hızlı çok daha kaliteli hizmet verebilmek için önümüzdeki dönemde sadece operasyonel projeler için 1 milyar TL yeni yatırım planı yapıyoruz" dedi.

Gathered its technological solutions under the umbrella of 'Akca Teknoloji'

Akca Logistics gathered the technological solution development and application services it provides to its stakeholders under the umbrella of "Akca Technology". Akca Logistics Deputy General Manager Erkam Akça stated that they respond quickly and practically to the demands and needs of customers with the effective use of technologies in logistics; "We founded Akca Technology by combining all the software and hardware solutions we offer to our solution partners. "Thanks to the services we provide, we provide gains such as efficiency, flexibility, traceability, security and focus in all operations and processes," he said. Explaining that they provide software and hardware services under the roof of Akça Technology, Akça said; "The newest of our hardware solutions is that we are partners of smart gloves developed by Thread in Motion. Thanks to the wearable technology, we can see that much more efficient operations are carried



out in the warehouse handling processes. We also use smart gloves, which have great potential in areas such as stock management, data collection and communication, in our own operations, and prove their efficiency by testing the results before anyone else. We are working to be the pioneer of the transformation in our sector".

Teknolojik çözümlerini 'Akca Teknoloji' çatısı altında topladı

Akca Lojistik, paydaşlarına sağladığı teknolojik çözümler geliştirme ve uygulama hizmetlerini "Akca Teknoloji" çatısı altında topladı. Akca Lojistik Genel Müdür Yardımcısı Erkam Akça, lojistikte teknolojilerin etkin kullanımıyla müşterilerin istek ve ihtiyaçlarına hızlı ve pratik şekilde cevap verdiklerini belirterek; "Çözüm ortaklarımıza sunduğumuz tüm yazılımsal ve donanımsal çözümleri birleştirerek Akca Teknoloji'yi kurduk. Verdiğimiz hizmetler sayesinde tüm operasyonlarda ve süreçlerde verimlilik, esneklik, izlenebilirlik, güvenlik, odaklanılabilirlik gibi kazanımlar sağlıyoruz" dedi.



Hubtic reaches 15 routes within Europe

Hubtic, the digital logistics company that enables international transportation transactions to be managed through a single platform, continues to strengthen its service network in the European market. CEO, Hubtic, Abdullah Cansu, who said that they focus on reducing their customers' logistics costs and increasing their profitability, said, "In this direction, we launched a route between Germany and Italy last year by focusing on Europe, which has an important place in our country's exports and imports. The fact that our headquarters is in Germany provides significant advantages for us to get much more affordable prices. Thanks to our cost advantage, our logistics power and our innovative solutions, we managed to win the annual tender of three European companies operating in the fertilizer, metal and aluminum sectors. For these three companies, we carry out weekly transportation with a total of 60 trucks on a total of 15 routes between 7 countries, namely Germany, France, Switzerland, Italy, Czechia, Hungary and Romania. Our Turkish customers can also benefit from our advantageous prices. On the other hand, in line with the demands of our customers, we have the authority and capacity to transport at advantageous prices on all routes within Europe, apart from these routes."

Hubtic Avrupa içinde 15 rotaya ulaştı

Dijital lojistik şirketi Hubtic, Türkiye'nin en büyük ihracat pazarı olan Avrupa'da faaliyet gösteren müşterileri için kıta içindeki rotalarda hizmet veriyor. Geçtiğimiz yıl Almanya-İtalya arasındaki tek rotada iki tır hizmet vermeye başladıklarını söyleyen Hubtic CEO'su Abdullah Cansu, "Şu anda Almanya, Fransa, İsviçre, İtalya, Çekya, Macaristan ve Romanya olmak üzere 7 ülke arasındaki toplam 15 rotada, 60 tır taşımacılık hizmeti sunuyoruz. Ayrıca müşterilerimizden gelen talepler doğrultusunda bu rotaların haricinde Avrupa içindeki tüm rotalarda avantajlı fiyatlarla taşıma yapabilecek yetki ve kapasiteye sahibiz" dedi.



EŞSİZ İZOLASYON TIRSAN FRİGO

Tırsan Frigo, soğuk zincir taşımacılığında çıtayı zirveye taşıyor.

T.SRI C, kompozit profiller ile güçlendirilmiş panel yapısı ve genişletilmiş rampa dayama takozları ile zorlu yükleme boşaltma operasyonlarınıza uzun yıllar göğüs gerecek.

2.65 metre - 2.90 metre aralığında iç net seçenekleri, ara bölme, çift kat, ve pharma sertifikası ile operasyonlarınız rahat bir nefes alacak.

Tırsan Frigo gücünün zirvesinde!



➔ FedEx is establishing a transit center at Istanbul Airport

FedEx Express Europe has signed an agreement with İGA Istanbul Airport to build a new global air transit facility at Istanbul Airport. With the new facility expected to be completed in November 2024, the company will more than double its current operating size (more than 25,300 square metres). Providing information on the new facility investments, FedEx Vice President of Southeastern Europe, Israel and Türkiye Operations Eser Sezek said, "We are excited about our expansion at Istanbul Airport, which provides an even stronger foothold in this strategic location and opens up growth opportunities for customers doing intercontinental trade. This also demonstrates our strong and constant commitment to our business and customers in Turkey, which is getting stronger day by day as a major cargo and logistics player."

Kadri Samsunlu, CEO of İGA Istanbul Airport, talked about the project as follows: "We are happy to announce our cooperation with FedEx. The fact that FedEx is opening its new global air cargo facility to our area supports the position of İGA Istanbul Airport as a strategic center not only for passengers but also for the cargo and logistics industry. We believe that this new facility will further strengthen the vision and mission of İGA Istanbul Airport and its determination to become a global center and gateway to the world."



FEDEX, İSTANBUL HAVALİMANI'NA TRANSİT MERKEZ KURUYOR

FedEx Express Avrupa, İstanbul Havalimanı'nda yeni bir küresel hava transit tesisi inşa etmek için İGA İstanbul Havalimanı ile anlaşma imzaladı. Kasım 2024'te tamamlanması beklenen yeni tesisle beraber şirket, mevcut operasyon büyüklüğünü iki katından (25.300 metrekareden fazla) fazla artıracak.

➔ Italian Savino Del Bene buys company in Türkiye



Savino Del Bene is preparing to make a rapid entry into Türkiye by acquiring two Turkish companies in the maritime field. If the deal is reached, Savino Del Bene S.p.A. and its affiliate SDB Benelux S.A. Istanbul-based Trans Ocean Maritime International Transportation and Foreign Trade Joint Stock Company will purchase 80 percent of Boğaziçi Ekspres Maritime Logistics Joint Stock Company. The Italian giant, whose full name is Agenzia Marittima Trasporti Internazionali Savino Del Bene, is one of the largest shipping companies in Europe. The company, which has 306 offices and 5,300 employees in the world, has a turnover of 4.5 billion euros.



İTALYAN SAVINO DEL BENE TÜRKİYE'DE ŞİRKET SATIN ALIYOR

İtalyan Savino Del Bene, denizcilik alanında iki Türk şirketini satın alarak Türkiye'ye hızlı bir giriş yapmaya hazırlanıyor. Anlaşma sağlanırsa

Savino Del Bene S.p.A. ve bağlı iştiraki SDB Benelux S.A. İstanbul merkezli Trans Okyanus Denizcilik Uluslararası Taşımacılık ve Dış Ticaret

Anonim Şirketi ile Boğaziçi Ekspres Denizcilik Lojistik Anonim Şirketi'nin yüzde 80'ini satın alacak.

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FOOD



Export record of \$62 million from Süttaş

Süttaş, which increases the product diversity in its exports, continues to develop its brand in world markets. The company reached 47 countries to which it exports in 2022, and realized the highest export ever in milk and dairy products with **\$62 million**. With this result, Süttaş was ranked 469th in the '2022-Türkiye's Top 1000 Exporters' list prepared by the Turkish Exporters Assembly (TİM). Süttaş has added Serbia, Saudi Arabia,

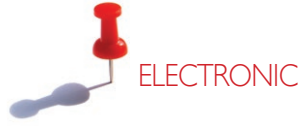
Switzerland, China, South Korea, Pakistan, Uzbekistan, Democratic Republic of Congo, Nigeria and Maldives to the countries it exports to with new connections established in 2022. Süttaş; It showed a strong growth with the

new connections it established and the innovative products it produced in the industrial products market as well as consumer products in the European Union, England and the Balkan countries.

It continued to grow in the markets of Iraq, Israel, Jordan, Libya, UAE and Oman in the MENA (Middle East-North Africa) Region and increased its exports to the region.

SÜTAŞ'TAN 62 MİLYON DOLARLIK İHRACAT REKORU

İhracatında ürün çeşitliliğini artıran Süttaş, dünya pazarlarında markasını geliştirmeye devam ediyor. Şirket 2022'de ihracat yaptığı ülke sayısı 47'ye ulaştırırken, 62 milyon dolarla süt ve süt ürünlerinde bugüne kadarki en yüksek ihracatı gerçekleştirdi. Süttaş bu sonuçla Türkiye İhracatçılar Meclisi (TİM) tarafından hazırlanan '2022 Yılı-Türkiye'nin İlk 1000 İhracatçısı' listesinde de 469'uncu sırada yer aldı. Süttaş, 2022'de kurduğu yeni bağlantılarla ihracat gerçekleştirdiği ülkelere Sırbistan, Suudi Arabistan, İsviçre, Çin, Güney Kore, Pakistan, Özbekistan, Demokratik Kongo Cumhuriyeti, Nijerya ve Maldivler'i de ekledi. Süttaş; Avrupa Birliği, İngiltere ve Balkan ülkelerinde tüketici ürünlerinde olduğu kadar endüstriyel ürünler pazarında da kurduğu yeni bağlantılar ve ürettiği inovatif ürünlerle güçlü bir büyüme sergiledi. MENA (Ortadoğu-Kuzey Afrika) Bölgesi'nde de Irak, İsrail, Ürdün, Libya, BAE ve Umman pazarlarında büyümeye devam ederek bölgeye yönelik ihracatını artırdı.



ELECTRONIC

EasyCep expands abroad with Qatar

EasyCep is expanding abroad with the goal of becoming a regional player by continuing its rapid growth. EasyCep, which first started operating in Qatar, signed an agreement with three retail 'giants' of the country. EasyCep, which will provide service in 21 stores of Ooredoo, the country's largest telecom operator, is also collaborating with Starlink, the electronic device and technical service supplier with the country's widest network, with 18 stores. In addition, Lulu Hypermarket, one of the largest hypermarket chain brands in the region, operating in **10 countries** including Qatar, will also strengthen EasyCep's Qatar operation. EasyCep Co-Founder and Chief Executive Officer (CEO) Mehmet Akif Özdemir stated that they will continue to evaluate opportunities in the nearby geography and added: "We are now taking the advantageous services we provide to consumers globally, starting with our nearby geography, with the experience we have gained in our country. With the aim of becoming a global player, we started our international operations from Qatar. We aim to introduce EasyCep's renewed device expertise to other countries and expand our market in the near future. "Our goal is to become a global player."

EASYCEP YURT DIŞINA KATAR'LA AÇILIYOR

EasyCep, hızlı büyümesini sürdürerek bölgesel oyuncu olma hedefiyle yurt dışına açılıyor. İlk olarak Katar'da faaliyet göstermeye başlayan EasyCep, ülkenin üç perakende 'devi' ile anlaştı. Ülkenin en büyük telekom operatörü Ooredoo'nun 21 mağazasında hizmet verecek olan EasyCep, 18 mağazasıyla ülkenin en geniş ağa sahip elektronik cihaz ve teknik servis tedarikçisi Starlink'le de iş birliği yapıyor. Bunun yanında, Katar dahil 10 ülkede faaliyet gösteren bölgenin en büyük hipermarket zincir markalarından Lulu Hipermarket de EasyCep'in Katar operasyonuna güç katacak. EasyCep Kurucu Ortağı ve Üst Yöneticisi (CEO) Mehmet Akif Özdemir, yakın coğrafyadaki fırsatları değerlendirilmeye devam edeceklerini belirterek, şunları kaydetti: "Tüketicilere sağladığımız avantajlı hizmetlerimizi, ülkemizde edindiğimiz tecrübeyle artık yakın coğrafyamızla başlayarak globale taşıyoruz. Küresel oyuncu olma hedefiyle yurt dışı operasyonlarımıza Katar'dan başladık. Yakın zamanda başka ülkeleri de EasyCep'in yenilenmiş cihaz uzmanlığı ile tanıştırmayı ve pazarımızı genişletmeyi hedefliyoruz. Hedefimiz küresel oyuncu olmak."



TEXTILE



Sayki aims to open 10 new stores on global area

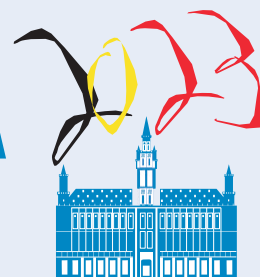
Turkish retail ready-to-wear brand Hatemoğlu will continue to grow both domestically and abroad. While the brand aims to open 10 more stores abroad within three years, it also plans to complete the number of stores in **Türkiye to 100**. Hatemoğlu Sales Director Engin Yılmaz said that the brand has taken Europe into its radar with its strategy of becoming a global brand. Stating that they currently have 1 store under the Sayki brand, Yılmaz said, "We opened this place 2 months ago in Piyalepaşa AVM. We are considering increasing the number of both Hatemoğlu and Sayki's wherever possible in our retailing plan in Turkey. In particular, we want to grow our Sayki brand. Hatemoğlu has already reached the saturation point in certain places. With our Sayki brand, we aim to take place in prestigious places where we are not. We opened 10 stores under the name Sayki in America. We want to open stores with the Sayki concept in Europe as well. We are also investigating that market, with Germany being the priority. We aim to open at least 10 stores in Europe," he said. Stating that Hatemoğlu is their main brand, Yılmaz also gave the following information about other brands: "Hatemoğlu is the brand we move forward with classic models. We have revised our Hatem Sayki brand directly as Sayki. Our Sayki brand is a slightly higher-end group where we use Italian and English fabrics. We have two more brands, H-Teen and Html. Html covers youth-oriented narrow patterns and more sports products. Our H-teen brand is the brand that we have produced for young children who are still in high school and middle school age."

SAYKI, YURT DIŞINDA 10 YENİ MAĞAZA AÇMAYI HEDEFLİYOR

Türk perakende hazır giyim markası Hatemoğlu, hem yurt içinde hem de yurt dışında büyümeye devam edecek. Marka, üç yıl içinde yurt dışında 10 mağaza daha açmayı hedeflerken, Türkiye'deki mağaza sayısını da 100'e tamamlamayı planlıyor. Hatemoğlu Satış Direktörü Engin Yılmaz, markanın, global bir marka olma stratejisiyle birlikte Avrupa'yı radarına aldığını söyledi. Sayki markasıyla şu anda 1 mağazaları olduğunu ifade eden Yılmaz, "Piyalepaşa AVM'de 2 ay önce burayı açtık. Türkiye'de mağazalaşma planımızda hem Hatemoğlu hem de olabilecek yerlerde Sayki'ların sayısını artırmayı düşünüyoruz. Özellikle Sayki markamızı büyütme istiyoruz. Hatemoğlu zaten belli yerlerde doyum noktasına ulaştı. Sayki markamızla da olmadığımız prestijli yerlerde yer almak amacındayız. Amerika'da 10 tane Sayki ismi altında mağazalar açtık. Avrupa'da da yine Sayki konseptinde mağazalar açmak istiyoruz. Almanya öncelikli olacak şekilde o pazarı da araştırıyoruz. Avrupa'da da en az 10 mağaza açmak hedefindeyiz" diye konuştu.

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grows by double digits every year

C.H. Robinson celebrates its 10th year in Türkiye with great success. Creating added value with its advanced technology and unique supplier network, C.H. Robinson has been growing uninterrupted every year since 2013, when it started its operations in Türkiye. Stating that Türkiye, an important player in global trade, serves as a critical link between Europe, Asia and the Middle East, C.H. Robinson Türkiye General Manager Gökalp Kobe Ertuğrul said, "As C.H. Robinson, we will continue to maintain our focus on Türkiye, which plays an important role in the European supply chain with its location and factory facilities."

What kind of position and place does C.H. Robinson have in the global logistics industry? Could you give information about your service range and network?

C.H. Robinson solves logistics problems for companies across the globe and across industries, from the simple to the most complex. With \$30 billion in freight under management and 20 million shipments annually, we are one of the world's largest logistics platforms.

Our services accelerate trade to seamlessly deliver products and goods around the world. With the combination of our multimodal transportation management system and expertise, we use our information advantage to deliver smarter solutions for our 100,000 customers and 96,000 cont-

act carriers.

Our technology is built to bring faster, more meaningful improvements to our customers' businesses. As a responsible global citizen, we are also proud to contribute millions of dollars to support causes that matter to our company, our Foundation, and our employees. We are your supply chain technology and solutions company.

Entering the Turkish market in 2013, C.H. Robinson, where did he come from in the market in 10 years? Can you tell your success story?

When C.H. Robinson entered the Turkish market, it was a start up with no business to execute. It has grown in double figures every year without exception. In some periods, such as the pandemic, this rate increased to

50% and above. We provide services to more than 150 customers with our sub-carrier network of approximately 1000 companies. We have become one of the leading, if not the largest, non-asset based companies providing cross border full truck and intermodal services in Türkiye. We have 15 employees based in Turkey and many others in different parts of Europe supporting our operations in here.

FREIGHT PAYMENTS WITHIN 48 HOURS

Which services do you stand out with in Türkiye? What services do you think no one can do or offer except us?

C.H. Robinson provides third and fourth party logistics services without its own equipment. Advanced and self-developed technology products in addition to international road and intermodal transportation (full and partial freight transportation) are among the services it brings to the fore in Türkiye.

We offer the Navisphere technology platform, which is also used by Fortune 500 companies and has the highest business volume in the



Gökalp Kobe Ertuğrul

world, to companies that carry cargo in Turkey together with the companies that have a load. We ensure that many topics such as transferring orders to carrier companies, tracking vehicle and product locations, invoicing and payment processes, finding freight by carriers, sharing necessary documents during transportation, communication of possible problems, and managing loss-damage processes are maintained automatically. This prevents repetitive tasks from being done manually and returns to the companies working with us as an increase in productivity.

The last 4-5 years have been quite dynamic and full of crises in terms of supply chain. We have observed that one of the main elements of managing the supply chain in the most efficient and cost-effective way is to work with

partners who have a global scale, unique technological infrastructure, a sustainable business model and financial strength. In this sense, C.H. Robinson has become and will continue to be a prominent logistics service provider in Türkiye.

It is very important for vehicle owners to have competitive freight terms and to work with financially sustainable companies in the transportation sector. In this context, we can make freight payments within 48 hours. A company that gives its vehicles to C.H. Robinson feels safe not only operationally but also financially.

What share and position does Türkiye have in C.H. Robinson's global turnover? What place does Türkiye have in your global growth targets?

Our business in Türkiye has been constantly growing. It's share in our global revenue is still relatively low. We believe there is significant potential yet to be unlocked. Therefore, focusing on expanding our team and services including LTL and domestic transportation supported by our world's largest logistics platform NAVISPHERE.

What are the priority issues on the logistics industry's agenda today



and the problems that need to be solved?

Infrastructure Issues: Türkiye's geography, with its mountainous terrain and varying landscapes, can make building and maintaining transportation infrastructure challenging. The need for efficient roads, railways, ports, and airports to facilitate smooth movement of goods can be hindered by geographic obstacles.

Traffic Congestion: Major cities like Istanbul face severe traffic congestion, leading to delays in the transportation of goods. This can impact delivery times and increase operating costs for logistics companies.

Regulatory and Bureaucratic Hurdles: Navigating through regulatory processes, obtaining necessary permits, and dealing with



What are the actual issues in Turkish logistics industry?

Geographical Location: Türkiye's geographical location at the crossroads of Europe and Asia positions it as a natural bridge connecting the two continents. This central location makes it an ideal transit point for international trade, enabling efficient distribution to markets in Europe, Asia, the Middle East, and Africa.

Transportation Infrastructure: Despite some challenges, Türkiye has been investing in its transportation infrastructure, including roads, railways, airports, and ports. Major improvements in infrastructure enhance the connectivity of the logistics network, improving the efficiency of moving goods within the country and across borders.

Customs Union with the EU: Türkiye is part of a customs union with the European Union, which eliminates customs duties and quantitative restrictions on industrial goods traded between Türkiye and the EU. This facilitates trade and simplifies customs procedures for logistics operations involving these regions.

Multimodal Transportation Options: Türkiye offers a range of transportation modes, including road, rail, sea, and air. This multimodal connectivity allows logistics companies to choose the most suitable and cost-effective transportation methods for their goods.

Growing Domestic Market: Türkiye's large and growing domestic market provides many opportunities for logistics companies to serve local industries and consumers. This can provide a stable revenue stream alongside international operations.

Free Trade Agreements: Türkiye has signed various free trade

agreements with countries and regions, including North Africa, the Middle East, and Central Asia. These agreements can reduce trade barriers and open up new markets for logistics operations.

Manufacturing Base: Türkiye has a diverse manufacturing sector, including textiles, automotive, electronics, and machinery. This manufacturing base generates demand for logistics and distribution services, both domestically and internationally.

Investment Incentives: The Turkish government has offered investment incentives and subsidies to attract foreign direct investment in various sectors, including logistics and transportation. These incentives can make it more appealing for companies to establish operations in Türkiye.

E-commerce Growth: The rise of e-commerce has led to increased demand for efficient and reliable logistics services. Türkiye's large population and growing e-commerce market create opportunities for logistics companies to support online retail distribution.

Skilled Labor Force: Türkiye has a relatively young and skilled labor force, which is beneficial for industries like logistics that require various skill sets, from warehouse operations to supply chain management.

Tourism and Hospitality: While not directly related to logistics, Türkiye's thriving tourism and hospitality sector can indirectly boost the demand for logistics services, particularly in terms of transportation, storage, and distribution of goods related to tourism.

bureaucratic red tape can be time-consuming and frustrating for logistics companies. Streamlining these processes can significantly improve the efficiency of the sector.

Customs and Trade Regulations: International trade plays a significant role in Türkiye's logistics sector. Frequent changes in customs regulations, tariffs, and trade policies can pose challenges for logistics companies engaged in cross-border trade.

Technological Adoption: Embracing new technologies such as digital platforms, real-time tracking, and warehouse automation can improve the efficiency and transparency of the logistics sector. However, the adoption of these technologies might face resistance due to various factors, including the initial investment required and a lack of tech-savvy workforce.

Skill Shortages: Finding skilled workers in the logistics industry can be challenging. Adequate training programs are required to equip the workforce with the necessary skills for efficient and safe operations.

Security Concerns: Cargo theft, vandalism, and other security issues can pose risks to the logistics sector.

Implementing robust security measures and surveillance systems is crucial to protecting both assets and employees.

Environmental Sustainability: The logistics sector's impact on the environment, including carbon emissions from transportation, is a growing concern globally. Developing more eco-friendly transportation methods and adopting sustainable practices can be challenging but is essential for long-term viability.

Competition and Pricing Pressure: The logistics sector in Türkiye is highly competitive, which can lead to pricing pressures. Companies need to find a balance between offering competitive rates and maintaining profitability.

Fragmented Industry: The logistics industry in Türkiye, like in many other countries, can be fragmented, with various stakeholders involved in different aspects of the supply chain. Coordination and collaboration among these stakeholders can be difficult, impacting overall efficiency.

These challenges are not unique



to Türkiye and are faced by logistics sectors in various parts of the world. Efforts to address these issues often involve a combination of government policies, industry collaborations, technological advancements, and investments in infrastructure and workforce development.

C.H. ROBINSON HER YIL ÇİFT HANELİ BÜYÜYOR

Temelleri 1905 yılında atılan ve "dünyanın en güçlü tedarik zinciri platformu olma" vizyonu ile faaliyetlerini sürdüren C.H. Robinson, Türkiye'deki 10'uncu yılını kutluyor. 2013 yılından beri Türkiye'de kendi ofisi ile faaliyetlerini sürdüren şirket, uluslararası karayolu ve intermodal taşımacılığı ile tedarik zincirine kapsayıcı çözümler sunuyor. Türkiye'de yaklaşık bin şirketin yer aldığı alt taşıyıcı ağı ile 150'den fazla müşteriye hizmet sunan C.H. Robinson; teknolojik altyapısı, sürdürülebilir iş modeli ve finansal gücüyle pazarda konumunu her geçen gün ileriye taşıyor. Türkiye'de faaliyete başladığı günden bu yana her yıl çift haneli büyüme rakamlarına imza atan C.H. Robinson, bu yılı da çift haneli büyüme rakamlarıyla kapatmayı öngörüyor. Şirket, 2024 yılında ise Türkiye'de pazar payını genişletmeyi, taşıyıcı ağını ve yerel ekibini büyütmeyi hedefliyor.

Son yıllarda, sürdürülebilirlik ve yeşil lojistik uygulamaları lojistik endüstrisi üzerinde derinlemesine ve olumlu etkiler yarattığına dikkat çeken C.H. Robinson Avrupa Ulaştırma Başkan Yardımcısı Chris Mills, "C.H. Robinson olarak, 5 yıl önce 2025 yılına kadar emisyon yoğunluğunu yüzde 40 azaltmak adına kendimize bir

hedef koyduk. Ancak kısa sürede bu hedefin çok ilerisine geçerek 2022 yılı 31 Aralık itibarıyla Kapsam 1 ve Kapsam 2 emisyon yoğunluğunu yüzde 47 azaltmayı başardık. Anlamlı bir değişim yaratan sürdürülebilirlik programlarının öncüsü olmayı kendimize misyon edindik. Bu çerçevede 2024 yılında Avrupa karayolu taşımacılığında devrim yapmayı amaçlayan bir sürdürülebilirlik programı başlatacağız" diye konuştu.

Türkiye'deki lojistik sektörünün çok büyük gelişmeler kaydettiğini söyleyen C.H. Robinson Türkiye Genel Müdürü Gökalp Kobe Ertuğrul ise "C.H. Robinson olarak, konumu ve fabrika tesisleri ile Avrupa tedarik zincirinde önemli bir rol oynayan Türkiye'deki odağımızı korumayı sürdüreceğiz. Kendi ekipmanlarımız olmamasına rağmen uluslararası taşımacılıkta araç ve ürün görünürlüğü sağlama konusunda Avrupa ve Türkiye'de lider konumdayız. Bazı güzergahlarda yüzde 90 üzerinde anlık araç görünürlüğü sunabiliyoruz. Bunun için müşterilerimizin farklı bir yazılıma geçmeleri ya da linki tıklamaları gerekmiyor. Kendi yazılımımız olan Navisphere platformu üzerinden onlarca farklı fonksiyonu el değmeden yönetebilir konumdayız" dedi.



Gökalp Kobe Ertuğrul

Chris Mills

Climate Change and Türkiye's Logistics Potential

Abdulkadir URALOĞLU

Minister of Transportation and Infrastructure



Today, the logistics industry has become one of the cornerstones of economic growth and global trade. This sector, which enables products to be transported from production points to consumption points, plays a critical role in the economic growth of countries, trade volume and the development of international relations. In this context, Türkiye's geopolitical location, advanced infrastructure, wide transportation network and strong economy make its logistics potential quite strong.

With a flight time of 4 hours, our country is the center of 67 countries, where approximately 1 billion 650 million people live, have a Gross National Product of 43 trillion 200 billion dollars and a trade volume of 11 trillion dollars. It also has a unique geographical location as it is located at the crossroads of Asia, Europe and the Middle East. This location puts us at a very important point for the economic and social development of European, Asian and African countries. The accessibility of our country by all modes of transportation positions us at the very center of international trade. We are virtually a global logistics center.

Based on these facts, as the Ministry of Transport and Infrastructure, we use this important potential and resources of our country in the most effective way. In addition to providing multi-modal transportation connections within the country, we are also carrying out very serious work to establish uninterrupted and high-quality transportation infrastructures between continents by creating corridors. With an investment of approximately \$194 billion in the last 21 years, improving our transportation infrastructures, expanding these networks and completing missing connections on international transportation routes have been among our priorities.

In this context; We consider the "one belt and one road project" that will connect Asia, Europe and the Middle East as a very important opportunity for our country. In recent years, we have carried out important projects in the field of transportation and communication and have modern logistics facilities and transportation networks. Our country; We have turned it into an international corridor in every mode of transportation between Asia, Europe, North Africa, the Middle East, the Caucasus and the Northern Black Sea countries. We further strengthen our country's domestic and foreign trade with our high-speed train lines, highways, sea ports and airports. Especially Istanbul's central location in terms of international air traffic provides a significant advantage for cargo transportation. With our wide and modern transportation network; We support our country's rapid and effective access to logistics networks and offer many options to optimize the flow of goods with the flexibility to meet the needs of different sectors.

At this point, in the last 21 years; We implemented giant projects such as Marmaray, Eurasia Tunnel, Istanbul Airport, Yavuz Sultan Selim, Osmangazi, 1915 Çanakkale Bridges, Izmir-Istanbul, Ankara-Niğde and Northern Marmara Highways under the leadership of our President, Mr. Recep Tayyip Erdoğan.

We also plan to provide services on a total area of 19 million m2 in 23 logistics centers that will turn Türkiye into the logistics base of its region. In particular, our Rize İyidere logistics port is a big step towards the goal

of our country becoming a global logistics base. The Eastern Black Sea region has strategic importance with its location on the Caucasus corridor opening to Europe and Central Asia. It will be the transfer center of the combined transportation chain that will originate from the potential traffic between the Caucasian countries and the Middle Eastern countries. It will become the new address for large tonnage ships in the Black Sea basin with its Ro-Ro capacity of 3 million tons of general cargo, 8 million tons of bulk cargo, 100 thousand teu containers and 100 thousand vehicles per year. Now, we have accelerated to make our nation's lives easier with our new projects worthy of the Turkish Century. We will invest 1,780 km of new highway network by 2028. We will invest in a total of 5,719 kilometers of faster trains, very high-speed train investments and conventional railway networks by June 2028 on our 13,919-kilometer railway network. We will increase our railway network to 17 thousand 279 kilometers. We will increase our airport number to 61.

On the one hand, while we are carrying out mega projects with our investments in line with our country's goals of "becoming a global logistics superpower" and "becoming among the 10 largest economies in the world", we aim to ensure that these projects are environmentally friendly and do not affect ecological life; We are careful to protect and develop them. In our new transportation models, we implement projects aimed at environmental sensitivity, less carbon emissions, and fast, safe and economical transportation.

In order to bring more environmentally friendly port facilities to our country; So far, 20 port facilities are operating as Green Ports within the scope of our "Green Port Certificate Program", which we carry out within the scope of our project to increase energy efficiency in ports initiated by our Ministry. We organize trainings to raise environmental awareness for new generations by creating joint projects with schools in our port regions.

We are building "Ecological Bridges" in areas where wild animals live during construction works on highway routes, as the most appropriate precaution to avoid endangering their lives.

With our 2053 net zero emission target, we plan to reduce road transport from 72% to 57% and increase railway freight transport from %5 to 22%. In this way, we will reduce carbon emissions.

To summarize, one of the most important elements of our future vision is to create a safe, economical, comfortable, environmentally friendly, uninterrupted, balanced and sustainable transportation system that contributes to the competitiveness of our country and the improvement of the quality of life of the society. Our Ministry aims to integrate and harmonize all our transportation modes with each other. We make and manage. In our new transportation models, we adapt our plans for environmental sensitivity, less carbon emissions, and fast, safe and economical transportation to our projects. We act in cooperation with all our stakeholders to ensure the sustainability of transportation systems. I wholeheartedly believe that we will create an environmentally friendly, modern and effective transportation network with the joint efforts of the public, local governments, private sector, non-governmental organizations and our nation.

The Changing Climate of Logistics: SUSTAINABILITY, DIGITALIZATION & AUTOMATION



Turgut ERKESKİN

Senior Vice President, FIATA - President & CEO, GENEL TRANSPORT

repercussions are being felt more and more every other day by all sectors. Businesses are now trying to “adapt to the changing climate” both literally and figuratively.

The logistics industry is not spared. The confluence of climate change, sustainability imperatives, and technological advancements is reshaping the global logistics landscape. In the last couple of decades, the realm of logistics has undergone a profound transformation. The intersecting trends of **sustainability**, **digitalization**, and **automation** are changing the way goods are packed, handled, transported, and stored. These revolutionary trends will continue to rewrite the rules of the game in the logistics industry, particularly for carriers and freight forwarders:

infrastructure. Droughts, on the other side, are another problem as they cause a drop in water levels. Very recently, we have all witnessed how the vessel traffic has almost come to a halt at the Panama Canal due to low water levels.

Secondly, growing concerns about the environment and climate change, or more specifically carbon emissions, have driven the logistics industry to reassess its practices. The industry is expected to develop more sustainable practices to cut down on its significant contribution to GHG emissions. Freight forwarders are embracing eco-friendly green logistics practices to reduce their carbon footprint. Route optimization, freight consolidation, and integration of transportation modes to reduce fuel consumption, or the use of alternative fuels, renewable energy sources, and energy-efficient electric vehicles are examples of how the industry is increasingly adopting sustainability practices.

Moreover, as circular supply chain models are on the rise, sustainable packaging, and eco-friendly alternatives such as recycled, reusable, or biodegradable materials are gaining traction in logistics, as customers demand environmentally responsible practices from carriers and forwarders to meet their sustainability targets.

Meanwhile, increasing regulatory pressure, and new control mechanisms such as emission tracking, reporting, and carbon taxes, along with the ambitious sustainability targets - like the Net Zero 2050 - set by governments and authorities force

The logistics industry is undergoing a significant transformation driven by several key factors, including sustainability, digitalization, and automation. These changes are shaping the way goods are transported, stored, and distributed, with a focus on reducing environmental impact, improving efficiency, and increasing transparency.

Climate change is by far the toughest challenge of our time. Despite the ongoing debate and urgent call for action by authorities, it was often mistakenly perceived as a distant threat or just another risk scenario that is unlikely to cause major impacts on public and private industry. However, its effects and

Climate Change and Sustainability from a Logistics Perspective

The effects of climate change on the logistics industry are multifaceted and far more comprehensive than thought.

Firstly, climate change is expected to have significant effects on trade routes and shipping due to its impact on weather patterns and sea levels. The increasing frequency and intensity of extreme weather events may cause damage to infrastructure, vehicles, and cargo, leading to delays and even disruption of operations. In fact, extreme weather conditions are only the tip of the iceberg compared to the imminent threat of polar ice cap erosion. Scientists argue that the melting polar ice might substantially change the traditional maritime and trade routes while rising sea levels pose a threat to ports and coastal

In summary, climate change is likely to reshape trade routes and supply chain operations. Logistics companies should consider these factors carefully when planning routes, managing operations, and making new investments.

The rise of digital technologies is another leading trend that is revolutionizing the logistics landscape. Freight forwarders process and exchange data with multiple parties through multiple channels every day. They may benefit significantly from digitalization and automation as they enable handling and analyzing large amounts of data more effectively, offering increased flexibility, and security compared to traditional data-processing methods.

er costs, and improved customer experiences.

Automation, closely tied to digitalization, is another catalyst driving change in the logistics landscape. Automating processes like documentation, customs clearance, and cargo tracking reduces errors, increases speed and agility, and improves the overall operational efficiency. Automation streamlines administrative tasks, creating more capacity for strategic tasks and business development. Autonomous vehicles, drones, and even automated warehouses are becoming integral parts of logistics operations, enhancing efficiency, and reducing the reliance on manual labor. However, the integration of automation also brings new challenges such as adapting to new technologies, training your workforce, or finding skilled labor to deploy these systems.

NAVIGATING THE CHANGING CLIMATE

The logistics industry is at a crossroads, where the climate of change is being shaped by both external and internal factors. Climate change and sustainability concerns are pushing logistics players to adopt greener practices, while digitalization and automation are providing the tools to revolutionize the industry. Freight forwarders must adapt to these trends to stay competitive, reduce their environmental impact, and offer more efficient services to their clients. As the climate of logistics evolves, adaptation to these intertwined trends will define the success of industry players. By embracing sustainable practices and technological innovations, the logistics industry can not only survive but thrive in this dynamic new era.

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Logistics Perspective

ARCHITECTS OF TRANSPORTATION

In the globalizing world, the logistics industry is one of the important factors affecting the success of countries in foreign trade. Transportation geography creates significant advantages in evaluating the development of the commercial flow and gaining superiority in the field of application economically. Today, the countries that have the opportunity to bring the most goods at the cheapest price come to the forefront of the competition and offer expansion areas that will increase their logistics capability and efficiency. In this sense, Türkiye is only a 4-hour flight away from 1.5 billion people and an economy worth more than USD 20 trillion.

Businesses need professional logistics service providers to gain competitive advantage and reduce costs. Freight Forwarder companies are companies that enable the transportation of goods from one point to another, use one or more of the sea, road, railway or airways in combination, and carry out operations such as grouping of cargo, storage of cargo, customs clearance, packaging and distribution, and carry out the organization of these. Freight Forwarders play a variety of roles in the economy. Freight Forwarders knowledge, versatility and diversity in the many services offered make them the ideal partner in international trade. However, it must be admitted that the profession of Freight Forwarders has entered into a rapid transformation process with the changing world and the development of technology has made it necessary to look at this profession from different perspectives day by day.

Although there are ideas that rapidly changing technology will negatively affect the companies that organize the transportation business, I think this transformation should not be seen as a threat to the organizers. Because Freight Forwarders are actually not just an intermediary, but a process manager. As a matter of fact, FIATA, the international federation of transportation organizers, defines this profession as "architects of transportation".

The vast majority of Freight Forwarders see themselves as a firm that organizes the transportation of commercial goods on behalf of the consignor, in the traditional definition of their profession; However, they also consider themselves to be expert consultants who facilitate the supply chain and

logistics processes of their customers and produce value-added services for their customers.

Service sectors require the use of computers and the effective use of time and other resources between production and consumption regions and the use of information technologies in this direction. While the rapid, safe and economical transportation of information and material flows between production and consumption points, depending on computer facilities, is on the agenda, many decision-making problems arise and solution method research is carried out to achieve this goal.

Today's Freight Forwarders are aware of the current and future working environments and the changes brought about by technological developments and they are interested in the subject. Conventional freight forwarders who are unaware or indifferent to change and resist change will risk losing their competitiveness by staying out of conversion. Digital transformation, training of human resources and strategic planning should be the pillars of companies aiming at healthy financial growth, and optimum value should be created in the right direction of logistics by offering more efficient, faster, more reliable and lower costs with digital transformation.

However, in today's dynamic consumption and trade environment, a Freight Forwarder, namely the "logistics service producer", is emerging that can quickly meet the demands of the sender and receiver, that is, the final customer, use technology effectively for this and provide value-added services that were unheard of a few years ago. These young entrepreneurs are young. With their dynamic structures and dynamic structures, they will continue to be on the agenda of the sector with their work based on new technologies rather than old software.

Increasing the number of suppliers every year also increases customer demands in logistics processes. Now, both B2B and B2C companies are affected by more factors than ever before and are competing more to ensure maximum satisfaction. We know that; In the next 50 years, many professions, many concepts, many ways of doing business will end their lives, but many will also undergo a transformation to adapt to the future and become "architects" who catch up with the times.

Railway is our future

ONUR KÜÇÜKAKDERE

President of Executive Board
Railway Transport Association (DTD)

THE PIONEER OF THE RAILWAY WILL BE THE PRIVATE SECTOR



Railway transportation, which is one of the inventions that changed the course of history and contributed greatly to the shaping of the modern world, continues to increase its global impact on development and change; It is gaining more importance day by day within the transportation sector regarding safety, environment, energy and economic needs.

In parallel with the development of global trade, international railway corridors are also rapidly developing. Rail transportation stands out not only within the country's borders but also in international transportation. The international activity of railways all over the world is increasing day by day. For this reason, investments have been developed and continue to be developed with policies aimed at establishing common infrastructure and operating standards and legislation that will ensure interoperability between countries, reducing time losses in border crossings, eliminating bottlenecks on security, traceability and railway corridors, and completing missing connections.

The positive synergy created in the railway sector around the world also affects our country, and investments in the sector are gradually increasing. Türkiye must rapidly develop its railway infrastructure and vehicle equipment park in order to benefit more from the geographical advantages created by its interregional location in terms of railway networks between the Asian and European continents.

The European Union sees transportation as the key to modern economies. It takes various measures to ensure that the balance in transportation policies is increased in favor of railways, seaways and inland waterways. In this context, they reached an agreement on a number of basic issues to establish an uninterrupted railway infrastructure covering all European countries. These are to give autonomy to infrastructure managements and railway enterprises, to separate transportation activities and infrastructure management, to grant railway enterprises the right to free access to the infrastructure, to ensure that infrastructure usage fees are applied without discrimination, and to develop interoperability specifications that express the technical and administrative harmony of the railway network and vehicles. We can list it as follows.

Although it was aimed to rapidly progress liberalization in the sector and increase the number of private sector Railway Operators (DTİ) within the scope of the Railway Liberalization Law enacted in 2013 in our country, there are only two private sector train operators actively operating.

The private sector continues to distance itself from being a Railway Operator due to the lack of full free competition conditions. This situation prevents the number of Railway Operators from increasing and railway transportation is negatively affected by all of these.

In order to direct the railway transportation in our country and the transportation organizers operating in this field to the railway, the sector must be restructured rapidly. An environment of free competition should be established and the railway infrastructure should be improved to ensure efficient transportation.

The share of railway transportation in our country is around 4% in domestic transportation and 1% in international transportation. Currently, one of the most important obstacles for transportation organizers is the problem of access to locomotive and wagon capacity to carry their loads. This can only be possible by creating new locomotive and wagon fleets and increasing the number of players in the sector by encouraging private Railway Operators.

In particular, long-term, low-interest TRY loans should be provided to companies that will make locomotive investments. The support given by the government to TCDD Taşımacılık A.Ş. should also be provided for private sector Railway Operators.

There is a huge railway cargo volume in our country and neighboring geographies. The more we can transport this load by rail, the contribution to our country's economy and industrialists will increase significantly. Thanks to the developing railways, transportation organizers in our country have access to opportunities that can easily carry out transportation in much larger tonnages.

Necessary steps should be taken quickly so that freight forwarders can prefer and use railways more effectively in logistics operations, and investments in legislation, infrastructure and locomotive/wagon parks should be quickly planned and implemented.



A revolutionary point for Turkish logistics industry

Kosta SANDALCI

FIATA Honorary Member

Time is running quickly. After the successful Congress held last year in BUSAN, the port city of South Korea, this time 2023 FIATA WORLD CONGRESS will be held, in the EU capital Brussels on 03 – 06 October.

From point of view of the Turkish logistics sector, this year's congress is really of great importance. And this just because for the first time in the history of FIATA and TURKISH Logistics, a Turk – namely Mr. Turgut Erkeskin – is considered to become the new President of FIATA.

I have attended almost all FIATA WORLD CONGRESSES since the early 90s. I remember those years like today. Unfortunately, participation in these congresses from our country was almost non-existent. I even remember representing in some congresses our country alone. However, in the last 10 years, participation in FIATA WORLD CONGRESSES from Turkey has increased. For example the last Busan congress was attended by 15 people from Turkey, and that is really a huge progress.

I never like to praise myself, but we have made great contributions to prominence of our country in FIATA, the top organization of World Logistics, perhaps alone at first, but later with Turgut Erkeskin together. As you know, I was the Chairman of the FIATA WORKING GROUP ROAD for many years and apart from that, I was also a member of the extended

Board of Directors of FIATA. Of course, after these successful assignments, FIATA declared me an Honorary Member and this was the first time that someone from Turkey was granted such an honor.

Turgut Erkeskin became a member of the FIATA Board of Directors after serving as the Chairman of the Working Group Sea and started also to be the chairman for the EUROPEAN regional meetings during the World Congresses. And finally, in line with the FIATA criteria, he became a candidate for the Presidency of the Board of Directors, which he deserved. At the time of this writing, only candidate for the FIATA Presidency is TURGUT ERKESKIN. That's why I used the phrase that the the presidency chair is for him certain.

This historic development constitutes a revolutionary point for the Turkish Logistics sector. Imagine, when our country is not yet a member of the EU, a Turk is elected as the President of FIATA in the capital of the EU. The same Turk had previously led the European table, as I tried to express above.

We also worked with Mr. Turgut

Erkeskin under the roof of UTİKAD. After my four-year term as President, Turgut was my successor whom I passed the UTİKAD. And he has provided very successful services by adhering to UTİKAD's philosophy which is even valid today: "The elected president will carry the bar he inherited from the previous president even higher".

Yes, the task TURGUT will undertake is not an easy one. FIATA tries to be more active and powerfull compared with the past. Even the fact that FIATA moved its headoffices from city of Zurich to Geneva is one of the important key points of this change. It is not so easy to establish a new professional staff due to that move, and it seems as if some fine adjustments need to be made.

I strongly believe that Turgut President, who I am always ready to give all kinds of support everywhere, who is hardworking, skillfull, knows what he wants very well and works with goals and management philosophy, will be very successful in his presidential position as well.



Thanks to Mr. Turgut Erkeskin



Mete TIRMAN

General Manager - Konsped

I left 70 years behind. After spending 10 years as an architect and 38 years as a veteran in the world of shipping, one inevitably feels the need to go back to his past and make an assessment. What was done, what was left unfinished; who was met and what was produced together, what could not be produced although desired; What and who was criticized, who was envied... It is possible to extend these questions. It is extremely difficult for one to make all these reckonings, but it is instructive to that extent.

I think that in my working life of nearly half a century, in addition to personal relationships, the relationships I have established in various non-governmental organizations are extremely important. I have been a contributing member, Board member and Chairman of professional non-governmental organiza-

tions such as the Chamber of Architects, UTİKAD (International Transportation and Logistics Service Providers Association), DTD (Railway Transport Association). Spending time with friends in these organizations to solve the problems we encounter in our professional fields, producing solutions for the problems, conveying the solutions to public authorities in the form of institutional suggestions when necessary, making mutual criticisms from time to time, but never engaging in immoral behavior is the most important and privileged thing that 50 years have given me the relationship skills.

The business life I left behind did not only offer me professional gains, but also important friendships. I think the most valuable of these achievements must be these friendships. One of these friendships that I am honored by and that has improved me is now on the verge of assuming an important role that all of us, especially the transportation world, will be honored to have. We expect our dear friend Turgut Erkeskin, who has been the president of UTİKAD, the national association of Freight Forwarders in Türkiye, for a long time and made significant contributions to the development of the association during this period, to assume the presidency of FIATA, which represents 40 thousand logistics companies in 150 countries in the world, very soon. . All sector organizations know the importance of this mission. I would like to emphasize here that we will always stand by Turgut Erkeskin, who gave us this honor and joy, that is, Turgut, one of the youngest of my friends who added value to me in my 50-year professional history, throughout this your new mission.

Dear Turgut, I know that you will not spare FIATA the values you add to UTİKAD, and I would like to thank you for creating the chance for us to wander around our professional world with dignity...



Damla Alışan, CEO of Alışan Logistics, stated that they are proud to be one of the 2 brands entitled to receive a green logistics certificate in Türkiye. Damla Alışan said, "Our investments regarding our environmentally friendly practices and activities within the scope of sustainability will continue without slowing down, to make our world more livable for future generations."



Damla Alışan

Alışan Logistics continues to invest for future generations

What would you like to tell us about Alışan Logistics? What are the industries that you serve?

Established in 1985, Alışan Logistics is the pioneer SQAS assessed company in Türkiye for Warehousing, Transportation & Tank Cleaning Modules. As a member

of PSA Group since June 2023, Alışan company has a self-owned 550-vehicle fleet and more than 1600 employees in more than 50 different locations throughout Türkiye and it offers its customers operating in the chemicals industry, including hazardous chemicals, and fast-moving consumer goods, food, agriculture and many other industries, services such as international

transportation, storage/warehouse services, dry bulk, liquid bulk, and energy transportation. Alışan Logistics meets the demands of its customers from A to Z with its integrated logistics services, which are also called "contract logistics" in the industry and comes up with tailor-made solutions with high added value.

NEW PROJECTS FOR DIGITAL TRANSFORMATION

We know that R&D is important for your company, and you are continuing your efforts in that area. Can you share some information with us about your R&D activities?

Our R&D Centers in Istanbul and Konya are constantly coming up with new projects on digital transformation and the effective use of technology. Fast execution of business processes with zero error and in a way that meets high standards, through integration with customer systems, Artificial Intelligence, and advanced Robotic Process Automation is just one of the goals these projects aim to achieve.



THE FLEET RENEWED TO REDUCE CARBON FOOTPRINT

We would also like to hear about your perspective on sustainability. What are the precautions you have taken in your operations in the sector for a more sustainable world?

We are very diligent about this issue because of our expertise in the chemicals industry & all operations are under SQAS. Therefore, I would like to draw your attention to the fact that the chemicals industry has the second largest share in exports in Türkiye. Carriers should aim to achieve customer satisfaction by attaching importance to the environment and human health in line with the set laws and regulations, to provide the expected quality in dangerous goods transportation.

To this end, an examination of the industry would show that it is necessary to inspect the reliability of the services provided, with periodic checks and tests. Another way to ensure safety and increase the quality in the sector is to have well-trained and well-educated employees. It seems that the "border carbon regulations" to be implemented by the European Union within the framework of the European Green Deal will oblige many sectors such as chemicals and logistics industries to make the necessary changes in terms of sustainability. Within the framework of corporate citizenship, major brands will also prefer logistics companies that implement these regulations. As Alışan, we take this matter very seriously. We have also been conducting diligent studies for a long time for reduction of wastes and their disposal without harming the environment.

We have already signed Respon-

"Alışan Logistics meets the demands of its customers from A to Z with its integrated logistics services, which are also called "contract logistics" in the industry and comes up with tailor-made solutions with high added value."



sible Care & Operation Clean Sweep Agreement. In addition, last year we started the renewal of our fleet and completed the renewal of the second batch at the end of the year. In the new year, we plan to reduce the average age of our truck fleet which will reduce our carbon footprint.

While we have been providing services to our customers since 2010; we have paid attention to implement the logistics practices that are the most suitable for environmental conditions, both in our own organization and our business partners in the supply chain. In 2005, we took the initiative to open the first tank cleaning facility that would operate at European Union stan-

dards and allow washing of tankers that carry chemicals, considering the environment protection. We offered this facility to the use of the logistics and chemicals companies of our country. Likewise, we have also made important contributions to the enactment of the relevant legislation. As a result of all these efforts, we were granted the 'Environment-Friendly Facility Award' by the 'Turkish Healthy Cities Association', which was supported by World Health Organization.

In addition, we have been heavily involved in the lobbying efforts on this matter for a long time. For instance, we are also the founder of KTTD (Chemicals Transport Vehicles Cleaners' Association), and to continue to be an advocate of this important issue, we, as Alışan Logistics, still actively take part in the Board of Directors of the association.

As a result of, we are very proud of it to be one of the 2 brands qualified for green logistics certification in Türkiye. Our investments regarding our environmentally friendly practices and activities within the scope of sustainability will continue without slowing down, to make our world more livable for future generations.





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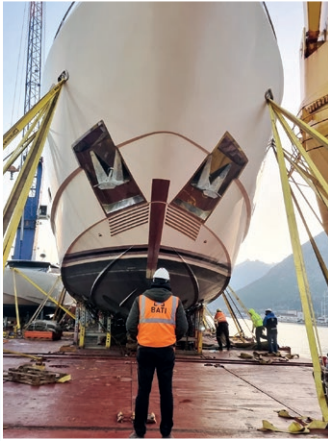
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EXPANDS ITS GLOBAL NETWORK WITH NEW INVESTMENTS

Bati Innovative Logistics, which has been operating for over 30 years, strengthens its presence in the market with its offices in Europe. BATI Innovative Logistics International Sales Director Kaan Aydın, who stated that they consistently maintain their vision of being the preferred solution partner of their customers by



preserving their ethical values, said: "Since our establishment, we have expanded our scope of activity in order to adapt and respond to the markets in which our customers operate. "



Kaan Aydın

Could you provide information about BATI Nakliyat, including the number of employees and your domestic and international structure?

BATI Innovative Logistics was founded in 1992 in Istanbul with the mission to provide global transportation services and excel in all aspects of logistics in a world that is becoming increasingly globalized. We have been in operation for over 30 years, consistently upholding our vision of becoming the preferred solution partner for our customers while maintaining our ethical values. Since our establishment, we have expanded our scope of activities to align with the markets our customers operate in and in response to sectoral and global developments.

We operate in various fields, including Maritime Transport, Air Transport, Project Cargo and Ship Chartering, ISO Tank Transport, Yacht Transport, Flexitank Container Transport, Road Transport and Warehousing, Line Representation and Port Agency, as well as Perishable Cargo Transport. We have a team of more than 200 employees working diligently to provide these services.

Our company has a presence in 10 branches and 3 warehouses, covering a total area of 10,000 square meters. Additionally, we have three international offices, namely in Germany (Berlin- BATI Logistics GmbH), Italy (Trieste - BATI Logistics Srl), and the United States (New York - Bati Logistics Incorporated).

What services do you excel in? Which industries do you focus on? What are your industry-specific solutions?



ADDRESS BOOK

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As BATI Innovative Logistics, we offer a versatile and professional transportation service designed to deliver our customer's products in the best and fastest way possible. We operate in the fields of Maritime Transport, Air Transport, Project Cargo and Ship Chartering, ISO Tank, Yacht, Flexitank Container Transport, Road Transport and Warehousing, Line Representation and Port Agency, as well as Perishable Cargo Transport. Our operations cover a wide range of services, and our vehicles are ready to meet all transportation needs. With strong engines, low fuel consumption, and low-emission technologies, our transportation services are adaptable to various requirements. All our vehicles are equipped with up-to-date technologies and modern equipment to meet Safe Transportation Standards (GTS). In addition to providing all these services, we also act as a solution partner to support our customers. We not only focus on the cargo transfer process but also provide support at different points of need, maintaining a collaborative approach. We adopt a flexible approach to create industry-specific and customer-specific solutions, aiming to meet our customers' needs. We work to understand the unique requirements of customers from every industry and offer tailored solutions accordingly. Furthermore, we provide support and collaboration throughout all stages of the transportation process. At BATI Innovative Logistics, our goal is to transport our customer's products safely, quickly, and efficiently, and we provide Professional services to achieve this.

APPROPRIATE TRANSPORTATION MODES AND ROUTES FOR THE CUSTOMER

What types of cargo do you transport, from where to where, using which modes of transportation, and with what transit times?

BATI Innovative Logistics specializes in transporting a wide range of cargo to destinations worldwide using various modes of transportation. This includes; Maritime

Transport, this encompasses container shipping and ship chartering. Cargo is often transported on large container ships or chartered vessels. Air transportation is used to meet urgent shipping needs and provide fast deliveries. It offers different transportation speeds based on the requirements. Road Transport, road transportation involves the movement of goods by land. It is particularly effective for short-distance and local deliveries. Project Cargo Transport, project cargo transportation is specially designed for transporting large and heavy loads. It often requires the use of specialized transport equipment. ISO Tank Transport, ISO tank containers are used for transporting liquid and gas cargo. It ensures the safe and efficient transportation of liquid products. Yacht Transport, yacht transportation requires expertise, especially for the sea transport of large yachts. Flexitank Container Transport, flexible containers are used for transporting liquid products. Perishable Cargo Transport, specialized solutions are provided for the transportation of sensitive and perishable goods, including temperature control. Transit times can vary depending on the chosen mode of transportation, routes, and destinations and are tailored to meet the customer's specific needs. At BATI Innovative Logistics, we select the appropriate transportation modes and routes to transport our customer's cargo safely, quickly, and efficiently. Our goal is to provide the best possible service to our customers.

Could you talk about your growth plans both globally and domestically? Are there any new solutions and countries you plan to add to your service network?

I can say that our agenda includes making a name for ourselves internationally and increasing the number of our European offices after Germany, Italy, and the United States. We are working on increasing our foreign customer base to further expand our market share, which grew last year, and to grow in areas such as Tank, Project, and

Yacht transportation. In the Middle East, with the support of our partners and our ETGB certificate, our company BATI EXPRESS COURIER SERVICES, established for courier transportation, continues to provide services with a daily capacity of 8 tons and 1500 packages, and we are continuing to grow. Our ultimate goals include the growth of our company and our shipment count.

EXPANDING GLOBAL NETWORK IN USA

In this period, what areas will you particularly focus on and invest in?

Starting from the beginning of 2023, we are closely monitoring industry innovations to further enhance our service quality. We plan to take steps in yacht and boat transportation by observing the potential in the European market, especially in Germany and Italy.

With our offices providing on-site services in both countries, we will strengthen our presence in Europe. Additionally, we aim to expand our global network by entering the American market. To quickly respond to our customer's changing needs, we continuously update our technological investments. Our goal is to increase operational efficiency using data analytics, artificial intelligence, and other technological tools. Simultaneously, we invest in eco-friendly practices to provide sustainable logistics services.



BATU LOGISTICS

Logistics redefined

We Have Our Mark on Excellent Logistics Operations



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BATU LOGISTICS

Logistics redefined

ESTABLISHMENT DATE: 2002

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CHAIRMAN: Taner Ankara

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E-mail: info@batulogistics.com

Web: www.batulogistics.com

Batu Logistics was founded in 2002, aiming to be solution provider for our business partners and still continuing to provide innovative solutions in all transport modes with its dynamic and professional staff.

We are the member of one of the world's most influential global networks called WCA (World Cargo Alliance) Family of Logistics Network by 6598 agencies in 789 cities and ports among 200 countries and IFA since 2013. IFA is a membership where they are located in more than 50 European countries with large logistic service network where partners can offer all services of logistic activities and the only representative company in Türkiye is Batu Logistics. Batu Logistics, as a group company, provides all means of logistic services such as; landway, seaway, airway, railway, intermodal,



project and minivan transportation, warehouse management, customs procedures, domestic distribution and foreign trade services. Head office is located in Istanbul European side with branches in Istanbul Asian side and south of Türkiye. Our aim is to increase opportunities and offer sustainable service to our business partners with our strong infrastructure, software program and owned fleet

in order to strengthen their own business.

Since 2010, Batu Logistics has its own special service called "Minivan service", which competes with the air cargo services between Türkiye to Europe and viceversa. From door to door, it takes only 36-72 hours. Our minivans are able to load dry, dangerous, thermo goods (from 0 to +18centigrade) and hanging garments.

We offer a Global Logistics Network with our worldwide partners linking Türkiye with abroad...



**WE GREW UP WITH
A GENERATION AND WE KEEP
GROWING TOGETHER WITH
THEM. WE CARRY THE FUTURE
WITH OUR EXPERIENCE OF
OVER 25 YEARS. WE ALWAYS
FIND A WAY ON 5 CONTINENTS
SINCE 1997.**



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galpi.com.tr



ESTABLISHMENT DATE: 1997

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VICE PRESIDENT & CEO: Vittorio ZAGAIA

Tel: +90 850 755 0458

E-mail: info@galpi.com.tr

Web: www.galpi.com.tr

Galata Int'l Freight Forwarding Inc., always cared to handle it's business as intently as a craftsman forms the diamond since 1997.

Adding value to every step in the 26 years journey targetting in offering the best service and aiming to be considered a key player in the freight forwarding industry not only in Türkiye but worldwide has been a very important motivational reality.

Galata Int'l Freight Forwarding Inc. aims to be indispensable for its team members and business partners, needless to say a reliable and trustworthy solution partner for its customers.

To realize this continuous investments are made to provide the most effective solutions with a valuable combination of human resources and technology.

With 300+ professional employees moving a yearly capacity of over 100.000 shipments in/outbound, Galata International Freight Forwarding Inc. is a leading player in land, air, seafreight and as well in intermodal transport.

In landfreight Galata Int'l Freight Forwarding Inc. is covering 21 countries directly from / to Türkiye on a weekly basis with consolidated trucks.

Galata International Freight Forwarding Inc which manages an annual capacity of over 10,000 trucks in land freight which is covering 21 countries directly from / to Türkiye on a weekly basis with consolidated trucks.

Galata's wide agency network covers all of the globe and is backed by excellent relationships with airlines

and shipping lines that have been built over the years. Galata manages a significant transportation volume with 4,500,000 CW in air freight and 30,000 TEUs in sea freight, as a result of its strong and deep-rooted relations with airlines and global/local shippers.

On the intermodal transport side, with its own 45" PW HC containers Galata Int'l Freight Forwarding Inc. is aiming to offer a more sustainable alternative to its customers with a more affordable costs.

In the domestic side, with the logistics warehouses located in İstanbul, Bursa, Ankara and İzmir Galata Int'l Freight Forwarding Inc. is offering all sort of value added services thanks to the state of the art system implemented to satisfy needs of customers from different industries having different needs.

The domestic transport side instead is supported from the new fleet made from different sizes of equipments enabling deliveries in all major cities of Türkiye.

Galata Int'l Freight Forwarding commitment to reliability, sustainability and responsibility towards its employees, partners, customers, environment and service quality is respectively approved for many years now by ISO 27001:2013, ISO 9001:2015, ISO 45001:2018, ISO 10002:2018, ISO 14001:2015 certifications.

Galata International Freight Forwarding Inc

received the GPTW for Women in 2021 and the GPTW for Millennials in 2022, along with the Great Place to Work Certificate for four consecutive years, Galata Int'l Freight Forwarding Inc. social responsibility programs that are part of the company culture for years now aiming to create add value to the society we live in are as well approved by ISO 26000 certification.

Certified as Authorized Economic Operator (EORI) since 2019 Galata Int'l Freight Forwarding Inc. is also ranked in the Türkiye's Top 500 Service Exporters list of Turkish Exporters Association.

Galata is also certified with Green Logistics Certificate from the Turkish Ministry of Transport.

With the motto "we always find a way" Galata Int'l Freight Forwarding Inc. aims to produce the right service according to its customers and partners well understood needs aiming to be globally sustainable, economical, reliable partner and fast solution provider.



GENEL TRANSPORT

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CONTACT US



info@geneltransport.com.tr

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OF EXPERIENCE

utikad



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TÜRKİYE

ISO 10002
BUREAU VERITAS
certification

ISO 9001
BUREAU VERITAS
certification

certified by
TUV
THÜRINGEN
ISO 27001



geneltransport.com.tr

GENEL TRANSPORT

ESTABLISHMENT DATE: 1988

ADDRESS: Istanbul / Izmir / Mersin / Türkiye

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From our humble beginnings as a small-scaled freight forwarding company in 1988, GENEL TRANSPORT has evolved into a global industry player, offering both sophisticated and diversified freight and logistics solutions to thousands of clients both in Türkiye and worldwide for nearly 35 years.

GENEL TRANSPORT operates its own branch offices at almost every major transport gateway in Türkiye. In addition to our own offices, we enjoy a global network of unique partners cultivated over many years and carefully selected for their ability to meet the highest service and technology standards in more than 1200 cities across 195 countries.

GENEL TRANSPORT provides a diverse array of cargo services worldwide. We always aim to provide the market with superior product quality with a huge variety of logistics services including sea and air shipments, inbound / outbound trucking, customs operations, project transportation, warehousing, physical distribution, and door-to-door logistics. We are strongly committed to

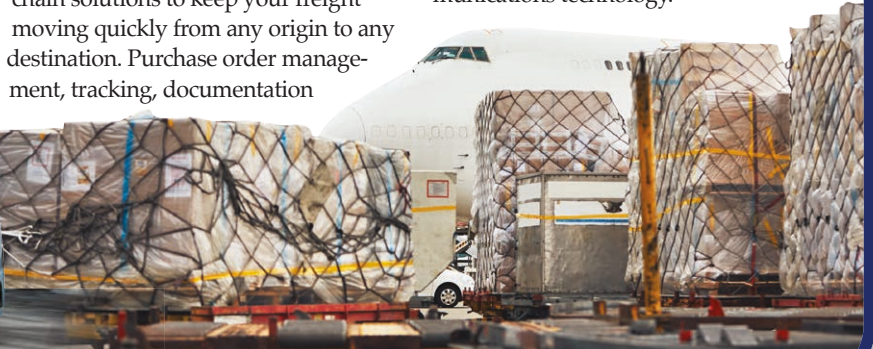
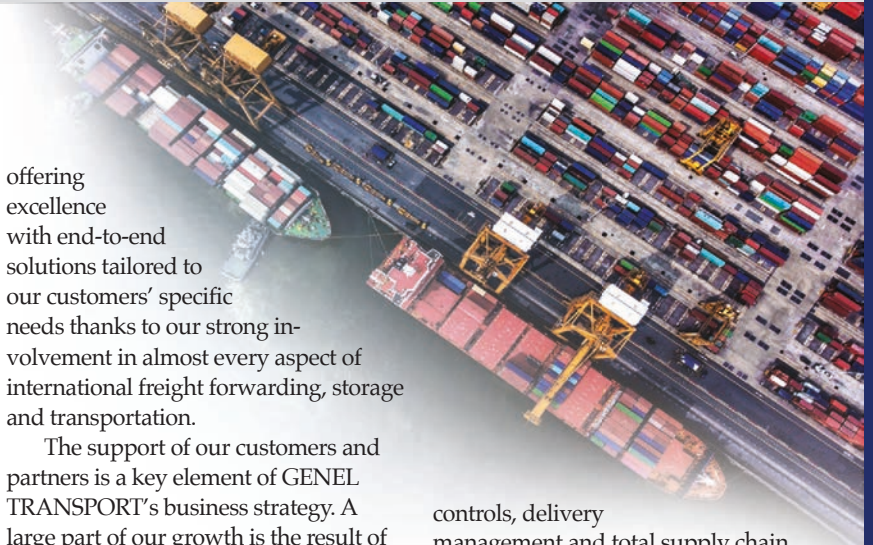
offering excellence with end-to-end solutions tailored to our customers' specific needs thanks to our strong involvement in almost every aspect of international freight forwarding, storage and transportation.

The support of our customers and partners is a key element of GENEL TRANSPORT's business strategy. A large part of our growth is the result of really listening to what the professionals in every sector have to say and need the most to best meet the needs of the clients we work with.

This leads to vast customization abilities and logistics expertise, both essential for designing and executing logistics activities across the entire supply chain. Whether you're an individual or a multinational corporation, we can bring value extending far beyond simple transportation and distribution services. We provide end to-end supply chain solutions to keep your freight moving quickly from any origin to any destination. Purchase order management, tracking, documentation

controls, delivery management and total supply chain visibility are tools we make available to all our customers, regardless of their size, resources, or budget.

We recognize the importance of keeping our customers and agents informed about the progress of their shipments and therefore maintain worldwide communications with our agents through our international web-based tracking systems. As an IT oriented company, we can easily track our clients' shipments, or relay additional handling instructions to our agents and by utilizing modern communications technology.





Hiper Logistics builds bridges from Europe to the Middle East & Asia

Focusing on European, Middle East and Asian transportation using Türkiye as a transit hub, Hiper Logistics is strengthening its service network with new lines. Emphasizing that they broke new ground with the intermodal service they launched to Saudi Arabia, General Manager, Hiper Logistics, Hüseyin Ergör says that they deliver from Türkiye in 10 days and from Europe in 17 days through this line. Ergör also explains that they are planning to open an office in Germany or the Netherlands.



What position did Hiper Logistics reach in the market in a short period of two years?

As Hiper Logistics, we exceeded TRY 40 million turnover in service exports in 2022 with our staff of 9 people. We have a growth forecast of 25% in 2023. We are renewing our system day by day to provide better quality service to our customers with our increasing turnover and number of offices. We focus on the comfort of our team and customers by creating sustainable working environments. In our company, there is no such thing as overtime. We offer quality and uninterrupted service to our customers both with our hybrid

working system and with the support we provide from our offices. Even during the February 6 earthquake, our customers reached us in a short time, followed up their work and completed it without any problems.

HİPER PROJECT FOR PROJECT CARGOES

Which of your services stand out? What are the sectors you focus on?

With its experience in overseas transportation and storage, our company; It stands out with partial and minivan transportation, complete truck, heavy out-of-gauge heavy transport and cold chain transport to European countries. While we carry out heavy transportation and project transportations with our Hiper Project brand, we carry out all of our other logistics activities with our Hiper Logistics brand. We prioritize the satisfaction of our customers by producing locally based solutions. The sectors we mainly serve are; construction, automotive, machinery, furniture, textiles and chemicals.

Which locations abroad do you provide service to?

Our area of expertise is European, Middle Eastern and Asian countries. In Europe; Germany, Belgium, Netherlands, Italy, France, Spain, Portugal, Romania and the Balkan countries, in the Middle East; Iraq, Qatar, Jordan, Lebanon, Dubai, Qatar, Oman, Saudi Arabia, in Central Asia; We actively offer services to Russia, Kazakhstan, Turkmenistan, Azerbaijan, Georgia, Turkmenistan, Kyrgyzstan, Tajikistan. We carry out activities focused on import, export and third country transportation. Particularly with contract logistics, Hiper Lojistik comes to the fore.

We regularly carry out partial shipments to European countries every week from our Istanbul warehouse. We have become a race against time with air cargo by delivering express cargo to Europe or from Europe to Türkiye in a short time with our minivan vehicles. We carry out export transportation, out-of-gauge and heavy transportation transportation from Türkiye to European, Middle Eastern and Asian countries. We deliver import, transit and 3rd country cargoes from Europe to Türkiye, to Middle East and Asian countries such as Qatar, Dubai, Saudi Arabia, Iraq, Azerbaijan, Uzbekistan and Kazakhstan.

ADDRESS BOOK

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Tel: +90 444 1 225

DELIVERY TO SAUDI ARABIA IN 10 DAYS

What solutions did you add to your service network during this period? Can we learn about your growth plans?

Our company, based in Hatay, was established to provide international transportation services to its customers in the best way. Inspired by the projects we realized in Spain, we started to offer warehousing activities in Europe. Later, by creating partial lines, our export and import partial services to Europe have been continuing for about 2 years without interruption. We found a solution to the time problems of our customers, whose partial loads we carry, with the minivan service we commissioned. We took our place among the leading companies in Türkiye that started minivan transportation for third countries.

In addition, we broke new ground in the sector in 2023 and became the first company to launch intermodal transportation to Saudi Arabia. We ship our equipment, which is suitable for the day of shipment, to the loading place using a weighted road module. After loading, the loads are delivered directly to Dubai Sharjah Port by using road and Ro-Ro shipment in the process. Even if the containers in which the loads are carried use different transport modules, the loads are never transferred to another container. In this way, we fully ensure the safety of the loads. We inform and control our customers that they need to take the necessary precautions to secure the loads at the loading site. After the buyer companies complete the customs procedures at the Port of Sharjah, our Dubai agency delivers the relevant delivery to the buyers' doors. We deliver the loads from Türkiye to Saudi Arabia in 10 days and from Germany to Saudi Arabia in 17 days.

While we currently provide services with our Hatay, Mersin, Istanbul and Dubai offices, we aim to open an office in Germany or the Netherlands. We plan to increase our transportation services, especially on the Europe - Middle East line, and expand our project-based work from Europe to Asian countries.

HİPER LOJİSTİK, AVRUPA'DAN ORTADOĞU & ASYA'YA KÖPRÜLER KURUYOR

Türkiye'yi transit aktarma merkezi olarak kullanarak Avrupa, Ortadoğu ve Asya taşımacılığına odaklanan Hiper Lojistik, yeni hizmetlerle ve hatlarla hızlı büyümesini sürdürüyor. 2022 yılında 9 kişilik bir kadro ile hizmet ihracatında 40 milyon TL'lik bir ciroyu aştıklarını belirten Hiper Lojistik A.Ş. Genel Müdürü Hüseyin Ergör, bu yıl için yüzde 25'lik bir büyüme öngördüklerini söyledi. "Hiper Project markamız ile ağır nakliye ve proje taşımacılığı gerçekleştirirken diğer lojistik faaliyetlerimizin tümünü Hiper Lojistik markamız ile gerçekleştirmekteyiz" diyen Ergör, sözlerini şöyle sürdürdü: "Uzmanlık alanımız Avrupa, Ortadoğu, Asya ülkeleri" diyen Ergör, sözlerini şöyle sürdürdü: "İthalat, ihracat ve 3. ülke taşımacılığına odaklı çalışmalar gerçekleştirmekteyiz. Özellikle kontrat lojistiği ile Hiper Lojistik A.Ş. ön plana çıkmaktadır. İstanbul depomuzdan her hafta düzenli olarak Avrupa ülkelerine parsiyel çıkışlı taşımacılık gerçekleştiriyoruz. Minivan araçlarımızla express yükleri kısa sürede Avrupa'ya veya Avrupa'dan Türkiye'ye teslim ederek hava kargo ile zamanla yarışır hale geldik. Türkiye'den Avrupa, Ortadoğu ve Asya ülkelerine ihracat taşıması, gabari dışı ve ağır nakliye taşımacılığı yaptığımız gibi Avrupa'dan Türkiye'ye ithalat, transit ve 3. ülke yüklerini Katar, Dubai, Suudi Arabistan, Irak, Azerbaycan, Özbekistan, Kazakis-

tan gibi Ortadoğu & Asya ülkelerine teslim etmekteyiz."

Bu yıl Suudi Arabistan'a başlattıkları intermodal servisiyle bir ilke imza attıklarını vurgulayan Ergör, "Ağırlıklı karayolu modülü kullanarak sevkiyat gününe uygun olan ekipmanımızı yükleme yerine sevk ediyoruz. Yükleme yapıldıktan sonra karayolu kullanarak + Ro-Ro sevkiyatını sürece dahil ederek Dubai Sharjah Limanı'na yükler aktarmasız şekilde ulaştırılıyor. Yüklemin taşındığı konteynerler farklı taşıma modülleri kullanılsa bile yükler kesinlikle bir başka konteynere aktarılmıyor. Bu sayede yüklerin güvenliğini tam anlamıyla sağlamış oluyoruz. Yükleme yerinde yüklerin sabitlenmesi için müşterilerimize gerekli önlemleri alması gerektiğini bildiriyor ve kontrol ediyoruz. Sharjah Limanı'nda alıcı firmalar gümrük işlemlerini tamamladıktan sonra Dubai acentemiz ilgili teslimatı alıcıların kapılarına kadar ulaştırıyoruz. Yükleri Türkiye'den 10 günde, Almanya'dan 17 günde Suudi Arabistan'a teslim ediyoruz. Hatay, Mersin, İstanbul ve Dubai ofisimizle halihazırda hizmet sunarken Almanya veya Hollanda'da ofis açmayı hedeflemekteyiz. Özellikle Avrupa - Ortadoğu hattında yaptığımız taşımacılığı daha da artırmayı ve Avrupa'dan Asya ülkelerine yaptığımız proje bazlı çalışmalarını genişletmeyi planlamaktayız" dedi.

konsped

Conventional & Combined
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KONSPED İNTERMODAL TAŞIMACILIK VE TİCARET A.Ş.

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mail:info@konsped.com

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konsped

ESTABLISHMENT DATE: 1989

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Konsped's founding philosophy in its adventure, which started in 1989, was based on bringing the railway transport to its own within the structure of Turkey's foreign trade and becoming one of the esteemed and reputable firms of the country.

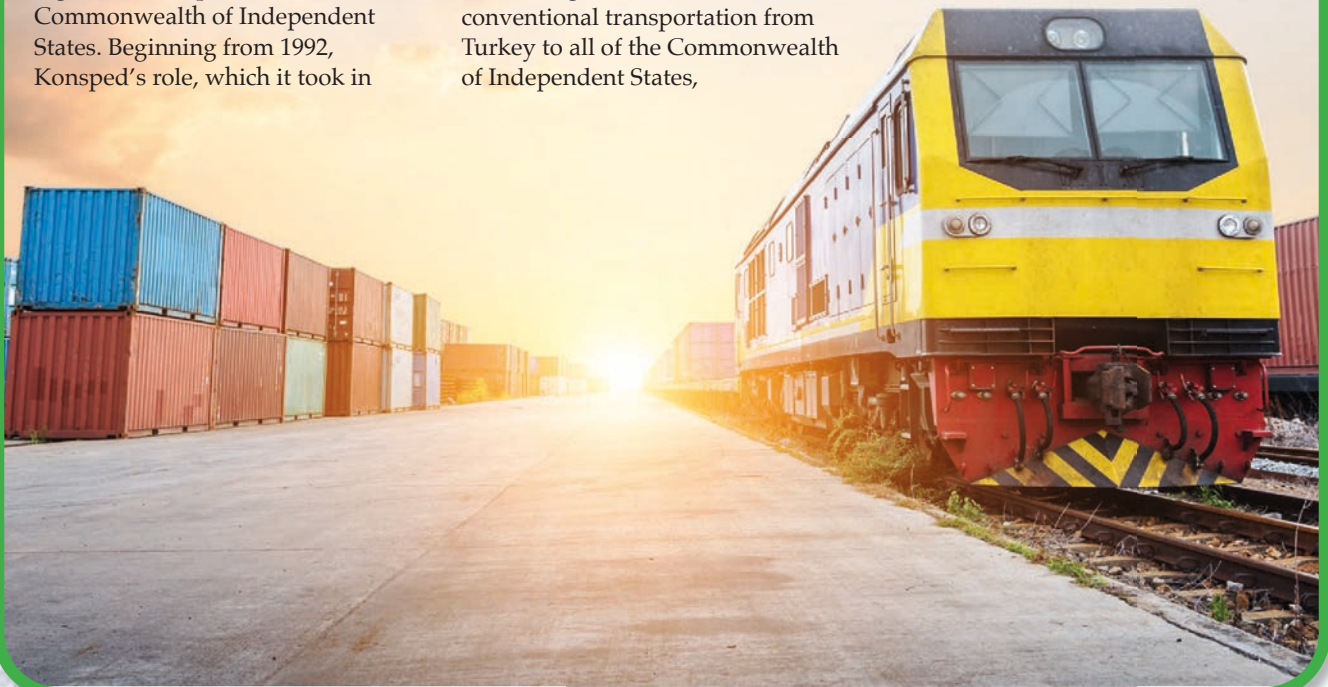
Transport of goods on conventional wagons between Europe and Turkey has been one of the daily activities in ordinary course of the company's business since its foundation. In this context, since 1990, Konsped has played a significant role in transport of citrus fruits by refrigerated wagons from Mersin and Izmir regions to European countries and Commonwealth of Independent States. Beginning from 1992, Konsped's role, which it took in

combined transportation including container transportation on railways has come to the force as a first step in Turkey's foreign trade.

Breaking a new ground as an alternative to Road and Maritime Transportation, the said mode of transport has provided a two-way dry cargo transport between Europe and Turkey. Strengthening its role in combined transportation beginning from 1995, Konsped has put its container transport service through block train between Vienna-Halkali into practice on weekly basis. Committing itself to rendering service on every route where railroads could access, Konsped, since 1996, has assumed the leading role in Railroad conventional transportation from Turkey to all of the Commonwealth of Independent States,

predominantly to Central Asia countries. During 2000's, Konsped has started new initiatives in addition to maintaining its leading role in railroad transportation to Commonwealth of Independent States.

In 2006, Konsped has had the prerogative of founding Railway Transport Association, which has become the first Non-governmental Organization in this area; and at its first General Assembly meeting, Mete Tirman, the company's General Manager, was elected as President. Since 2007, the company has started to transport Turkey's import and export goods on block trains by 45' containers.





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MILITZER & MÜNCH

ESTABLISHMENT DATE: 1996

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Web: www.mumnet.com.tr

OUR SERVICES

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With our global knowledge and international competence, Militzer & Münch is at your service for your Road Transport. From Paris to Ashgabat, from Verona to Tashkent, we offer you transport services on the roads through the heavy traffic of Western Europe and the vast regions of Eastern Europe. With our tracking system, you always know where your delivery is. With our long-term contracted trucks, we offer you FTL & Groupage services with competitive price and wide range delivery options in EU, Türkiye, North Africa & Central Asia with our own Global Offices.

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As an accredited IATA Agency, we have created a comprehensive transportation network consisting of our air cargo offices and private partner agencies that will enable you to reach the arthrest corner of the world on time, reliably and quickly. This global network we have created allows us to connect five continents and send your products all over the world.

OCEAN FREIGHT

We provide sustainable and efficient transportation completely tailored to your individual requirements, whether Full Container (FCL), Partial Container (LCL), full or partial charter. As a shipping agency, Militzer & Münch is at your service to all worldwide ports with its reliable, alternative services.

PROJECT CARGO

We transport your heavy lift and hazardous goods safely through Europe, Asia and North Africa – whether by vessel, airplane, truck or train. In project logistics, nothing is too big, too wide or too heavy for us. With regional and international expertise, our team prepare all the relevant documents, take care of insurances and obtain special permits. We plan heavy lift transports & escorts, and provide the support of our dangerous goods at your request. Our teams are experts in transportation and logistics; they will find the perfect combination of road and rail network, inland



waterway, deep sea and airspace for you. We guarantee absolute reliability, onschedule delivery and, of course, always the highest standards of safety and security.

RAIL AND INTERMODAL FREIGHT

As Militzer & Münch, we regularly connect China, Türkiye, Germany, Spain, England, Poland, Austria, Russia and Kazakhstan with our Railway and Intermodal shipments, and we offer you fast and safe transportation at affordable costs with reciprocal voyages.



Militzer & Münch Uluslararası Nakliyat
ve Lojistik Hizmetler Ticaret A.Ş.



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SOLUTION HUNTER



**7/24 time critical
spare parts logistics...**



**Within 24 hours ex Turkey to
Worldwide door to port
general & dangerous cargo
delivery through Pan Flash**



- Husbandary
- Event management
- 4PL
- Military
- Rolling stock - energy
- Civil engineering
- Project logistics expert



Dedicated Solutions

Spare Parts Logistics

Pan Flash

Autolog

Marine Logistics

Aerospace Logistics

Pan Med

X Line

Pan Project

Pan WMS

Pan Event



PAN Logistics goes beyond traditional transportation with its special services

PAN Logistics has been growing for 26 years with the services it has developed and branded specifically for the sectors it has served. Gülriz Kantek, President of the Board, stated: "Since the first day, Pan Logistics has been a company that produces specialized services and integrated solutions with vertical market approach rather than being a logistics service provider that offers classic transportation designed from point A to point B."



Gülriz Kantek

Where has PAN Logistics come from since its establishment in 1997?

Pan Logistics has left 26 years behind with dynamic working approach, and always had mission to create solutions based on customers' and the market's needs which started in April 1997.

During this time, we have been having the justified joy of being able to keep the excitement we felt at the very first day, while setting of our 8 offices – 2 warehouses and the team of 135 people, the exclusive agency network around the world and numerous services to answer the needs of our customers.

The agency networks that we have established are sector dedicated and solution oriented exclusive teams that has an impact in generating Pan Solutions. The team of aircraft and ship spare parts logistics, project and heavy lift transportation, courier service network has leaded us to create solutions all around the world.

How did you make a difference in the logistics industry?

Pan Logistics has been a company that produces specialized services and integrated solutions with vertical market approach rather than being a logistics service provider that offers classic transportation designed from point A to point B. For this reason, we have grown and developed together with

our customers and agents who worked with us since the days of the establishment, and we are still keep going on to make our business plans together.

What are the special solutions you have developed?

The first starting point of our **Spare Parts Logistics** service, which we have created depending on the changing business structures of our existing customers and the development of the sectors we serve over the years, was the "autolog", dedicated logistics solutions for the automotive sector.

The Autolog service was created to offer 24/7 time and cost oriented dedicated logistics solutions that has sub-services such as onboard courier, airplane-helicopter chartering, warehousing, KPI management, inventory control, and express transportation services.

Autolog was the pioneer solution we have developed and by considering the needs of **marine, aerospace, medical spare parts supply chain** we have extended our services accordingly and have designed **Pan Flash, Pan Med – X Line- Pan WMS**.

The purpose of Spare Parts Logistics service is to provide turnkey integrated solutions with time and cost oriented, 7/24, multimodal transportation methods, routes, storage and distribution facilities determined according to the requirement not only based in Turkey, but

also from any region in the world to any other point by providing the fastest, accurate, ethical and continuous information flow from the very firsthand.

Within the changing political and economic world balance, Turkey has a geopolitical strength with its accumulated capital, stabilized political structure, and steadily developing manufacturing "know how". It is an important decision-making mechanism in the region and in this context, Turkey produces and exports services in civil engineering, energy, mining, military in a large extent. So "Pan Project" and "husbandary" services offers dedicated solutions in the related sectors.

Could you tell us about the Pan Flash solution?

The solution-oriented service approach is to be designed to produce solutions specific to the needs of the customer and the cargo. **Pan Flash** is a fast cargo transportation service that was developed specifically for the needs of the spare parts supply chain.

Pan Flash is an integrated transportation solution for not exceeding 300 kg and max 15.000 euro valued cargo departing from Turkey. It has daily collection from the customers' door till 11:00 am and delivery to 235 airports in the world within a 24-hour time frame.



What are the most important fields you focus on?

The energy and agriculture sector, which will shape the future of Turkey, are the main focus of our company. We are working for "today and the future", where ethical values and logistics services meet not only with the solutions we produce, but also with our relief funds such as the **Pan Agricultural Scholarship, Hands of Hope**, which we have created.



<https://www.yucelkulturvakfi.org/umut-eli>





 **YESİLYURT**
PORT

-  www.yesilyurtliman.com
-  info@yesilyurtliman.com
-  Samsun/Turkey
-  +90 362 266 43 55



Yesilyurt Port enterprises which became operational in 2006, carries out all kinds of bulk cargo groups and general cargo handling. It is able to accept 1500 units of vessels and a 8,000,000 tonnes per annum capacity.



GEOGRAPHICAL LOCATION OF THE PORT

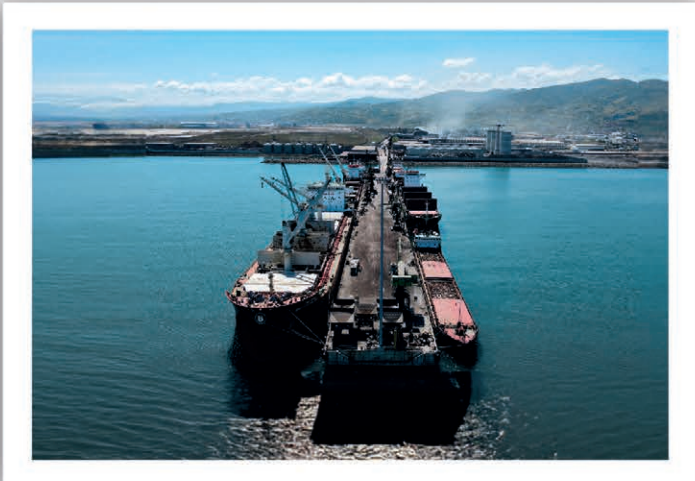
Yesilyurt Port which is settled in the industrial zone 15 km away from the Samsun city centre. Its geographic location is coordinated between 41° 15' 14"N, 36 26 66'E. Samsun Port is located on the route of the railway, 9 km to Samsun logitics centre, 2 km from the main road. Yesilyurt Port is intergrated to world trade and regional trade volume thru its close position to Novorossiysk, Tuapse, Anapa, Azov, Taganrog, Yeisk from Russia, Sevastopo, Herson, Odessa from Ukraine, Batumi, Poti from Georgia and Constanta from Romania and many other countries ports. Equipped with modern equipment and facilities the port is one of Turkey's most Important.

- All types of solid bulk cargo groups
- General cargo loads
- Pilotage and towage
- Open and closed storage oprations
- Storage services
- Customs services
- Fresh water and elektrikcity
- Solid and liquid waste collection
- Scale
- Hatch cover removal / İnsetion
- Anchoring

Total area of port	210,000 m ²
Open storage area of	110,000 m ²
Closed storage area of	120,000 Tons
Grain silos capacity (10 pcs)	35,000 Tons
Weighbridge	1 x 100 Ton
Weighbridge	1 x 250 Ton

PORT FEATURES

	1TH PIER	2TH PIER	3TH PIER
HEIGHT	420 mt	420 mt	110 mt
WIDTH	30 mt	30 mt	12 mt
DEPTH	9-20 mt	9-20 mt	6,5-4 mt
LARGEST TONNAGE OF VESSELS ABLE TO BERTH	100.000 TONS	100.000 TONS	6.000 TONS



[illegible]

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Web: 360pays.com

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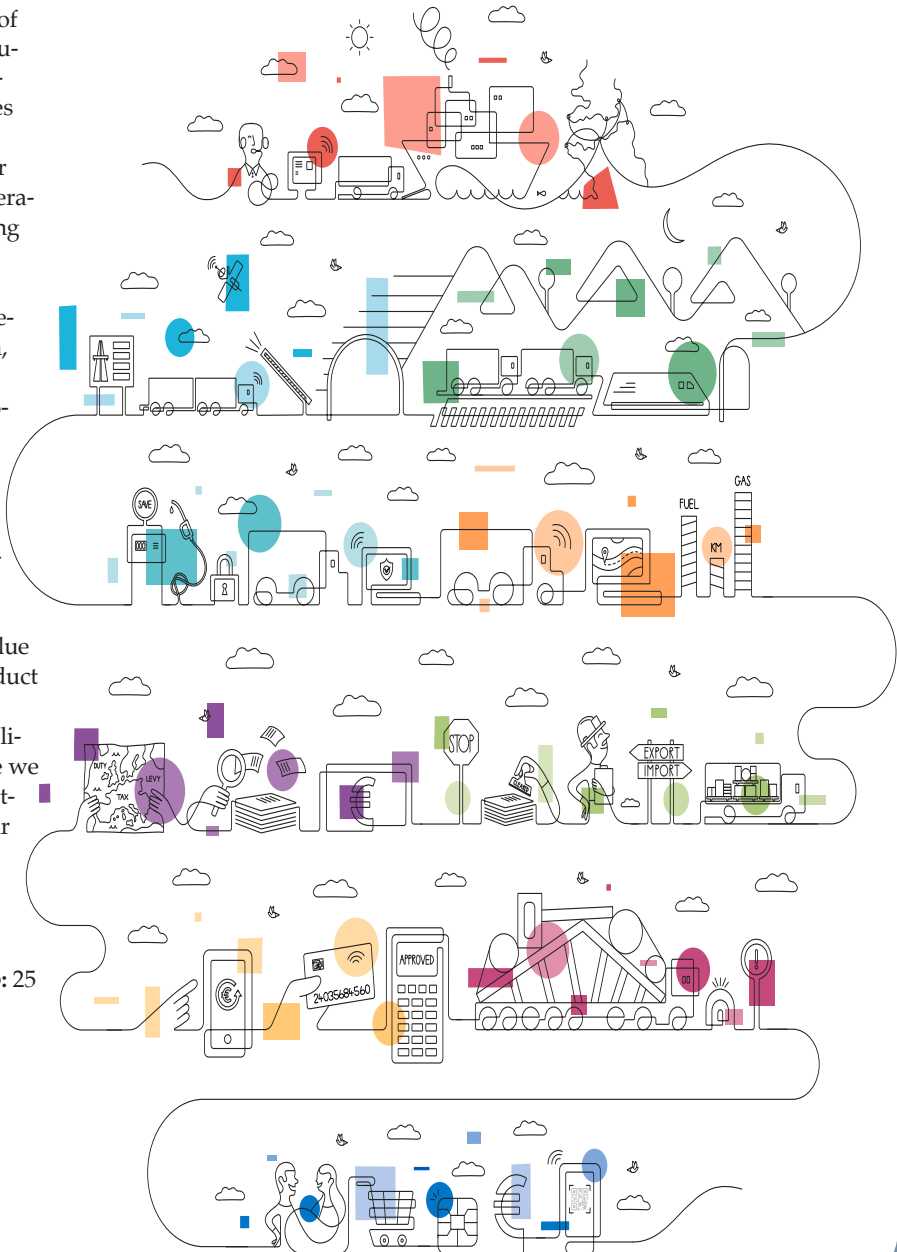
Our vision and mission inspire our people throughout our network of operating and commercial centres, each being capable of responding to the needs of Transporters and Freight Forwarders across Europe. An organisation that demands complete customer satisfaction, 24/7.

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360 IN NUMBERS

- » Companies Forming the Group: 25
- » Countries Served: 44
- » Suppliers and Partners: 115
- » Ports and Rail Or Maritime Terminals: 185
- » People: 274
- » Rail & Ferry Routes: 395
- » Customers: 12 K
- » Value of Transactions: 841 MLN € (Pro-Forma 2021)



Remove the borders with SGS TransitNet

TRANSITNET IS A SECURE, MULTILINGUAL, WEB-BASED PLATFORM THAT CREATES, CHECKS AND MONITORS TRANSIT DECLARATIONS, THEREBY SIGNIFICANTLY REDUCING SHIPPING TIME AND COSTS.



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TransitNet

ESTABLISHMENT DATE: 2012**ADDRESS:** Bağlar Mah. Osmanpaşa Cad. No:95
İş İstanbul Plaza E Girişi Güneşli 34209 İstanbul / Türkiye**Tel:** +90 212 368 40 20**Fax:** +90 212 224 78 96**E-mail:** tr.transitnet@sgs.com**Web:** www.sgs.com.tr/transitnet

SGS TransitNet is a secure, multilicensed and web-based e-transit platform that enables you to create, submit to customs offices and track transit declarations (T1 / T2/TR/BY).

SGS TransitNet is principally responsible for the customs offices in the EU, UK, Serbia, Macedonia and Türkiye, for the NCTS European Common Transit zone, as well as a total of 25 countries. By using SGS TransitNet, you can create a T1 / T2 / TR / BY declaration for NCTS Common Transit for any of the 36 member states of the European Union from any point of departure in these 25 countries.

SGS TransitNet is fully compliant with all EU and Turkish NCTS regulations.

SGS has a reliable corporate structure and background based on ethics and integrity.

A wider network of services is available not only in countries party to the Common Transit Regime but also in co-



untries such as Moldova through partners or customer centers.

It is possible to submit a declaration 24/7 to the customs administrations in Germany, Netherlands, Belgium, UK, Ireland, France and Türkiye where we are certified as an authorized consignee.

It is possible to save costs in import shipping from Europe to Türkiye using the Croatia-Serbia route by using our Zagreb Jezevo Office which provides 24/7 service on the transit route of vehicles in Croatia.

Transit from all land and sea border gates to internal customs offices or 3rd countries.

It is possible to submit separate declarations for the same transport to customs

offices of different countries without additional workload or additional costs.

It is possible to receive 24-hour service on Fridays and Saturdays and until 24:00 on other days from our offices in Istanbul and Edirne.

It is possible to draw up transit declarations for export, import and transit on a single platform.

Import shipping from all EU countries (T1 / T2 declarations can be initiated from Türkiye, Bulgaria, Romania, Hungary, Poland, Lithuania, Belarus, Germany, Netherlands, United Kingdom, Italy, France, Spain, Croatia, Serbia, Macedonia, Slovenia, Slovakia, Switzerland, Latvia, Greece, Ireland, Belgium and Estonia).

Transit

- Bulgaria
- Croatia
- Estonia
- Greece
- Hungary
- Italy
- Latvia
- Lithuania
- Macedonia
- Romania
- Serbia
- Slovakia
- Slovenia
- Spain
- Türkiye
- Ukraine

Transit, Import/Export

- Belgium
- France
- Germany
- Netherlands
- United Kingdom

Transit, Export

- Ireland
- Poland
- Switzerland





Türkiye aims to become a 'superpower' in logistics

Turkey, which stands out in transit transportation between Europe and Asia after the pandemic and the war and has become a center of attraction for global logistics giants, aims to become a superpower in the global logistics market by paving the way for integrated, multi-modal and green logistics solutions, while strengthening traditional transportation models with new investments.

After the pandemic, Europe's change of route in world trade and the search for alternative new production centers, on the other hand, the embargoes against Russia along with the Ukraine war, shifted the trade route of Western and Central Asian countries to Türkiye. Third country transportation to Asia via Türkiye has increased. Standing out with its geographical location in the Middle Corridor, Türkiye has become an important route especially in Europe-Asia trade.

INCREASED BY 9 PLACES AND PLACED IN 38TH

Türkiye increased its performance by 9 places and ranked 38th in the "The Logistics Performance Index (LPI) 2023" report, published by the World Bank, in which the logistics

performances of 139 countries were evaluated. This rise indicates an improvement in the quality and competitiveness of international logistics services.

MARKETSHARE \$100 BILLION

While Turkish logistics companies continue to grow in the global market by strengthening their fleet, logistics network and warehouse investments with new investments, the size of the Turkish logistics market has increased to over \$100 billion. The sector, whose support to Türkiye's Gross Domestic Product has reached nearly 1 trillion TL, has exported services worth 20 billion dollars. The industry's export target in the new period is 40 billion TRY.

FOREIGN SHARE INCREASED

This shift in trade routes has also increased the investments of foreign

logistics companies in Turkey. In 2023, PSA, which serves as a supply chain partner in the global cargo market, purchased 75 % of the shares of Alışan Logistics, the entire German logistics giant DHL MNG Cargo, and DFDS, one of the Danish giants of maritime transportation, acquired the international road transportation division of Ekol Logistics. In addition to foreign investments, mergers and acquisitions left their mark on the agenda of the Turkish logistics sector.

TARGET FOR 2050: 1.3 BILLION TONS

Türkiye, which increased its maritime trade fleet to 41 million DWT, the number of ships to 1,700, and the number of ports to 217, is the 14th country with the world's largest ship fleet. The target in this field is to be among the top 10 in 2030. Turkish



ports, which have the capacity to handle up to 700-800 million tons of cargo, are planned to reach a minimum of 1.3 billion tons of cargo handling and 42 million TEU of container handling in 2050.

REACHED THE TOP LEAGUE IN AIR CARGO

Türkiye, one of the rapidly developing markets in air cargo, has become one of the countries with the largest flight network in the world with 342 destinations in 130 countries. The number of airports was increased to 57 and the number of aircraft was increased to 592, 35 of which were cargo. Istanbul Airport, which will reach a cargo capacity of 5.5 million tons when all phases are completed, has taken Turkish aviation to the next level. From Istanbul Airport, which is located closest to the center of gravity in air cargo transportation in the world, it can reach a geography representing 40 percent of the world's cargo and more than 60 capitals with a 7-hour flight.

QUOTA OBSTACLES ARE BEING OVERCOME ROAD

Road transport, which has a 25 percent share in foreign trade transportation, is important for the future and competitiveness of the Türkiye -EU economies. 39 percent of exports in 2022 were made by road. Turkish vehicles made a total of 1 million 535 thousand 658 export

trips. Increasing its international road truck fleet to 90 thousand, Türkiye, considering the compulsory route changes between Europe and Central Asia due to the Ukrainian War, has cooperated with many European and Asian countries, especially the countries on the route called the Central Corridor, on liberalization and logistics in road transportation and transit transportation, strengthened its position as a country. The transit document issue has been resolved with 14 countries, including Hungary, Romania, Czechia, Serbia, Bulgaria, Greece, Georgia, Azerbaijan, Kazakhstan and Uzbekistan.

TÜRKİYE IS THE KEY COUNTRY IN THE MIDDLE CORRIDOR

In order to maintain Türkiye's strengthening role in transit transportation, it is of great importance to provide uninterrupted railway transportation. In this context, a strong move was initiated in the railways, where approximately 880 billion TRY was invested in 21 years, in line with the strategic targets, especially on the Middle Corridor. The share of the railway in the budget was made equal to that of the road. The total length of railway lines was increased to 13 thousand 919 km, of which 11 thousand 668 km were conventional, 2 thousand 32 km were high-speed train lines and 219 km were high-speed train lines. With the investments made, it is aimed to increase the share of railways in freight transportation by 7 times and the share of railways in international freight transportation by 10 times in the medium term. Türkiye, which aims to be the most effective player on the Middle Corridor with railway transportation, continues its work on the development of this corridor without slowing down.

"When we look at the distribution of Türkiye's foreign trade transportation on a value basis according to transportation types, maritime transportation has a share of approximately 63 %, road transportation 25 %, air transportation 11% and railway transportation 1 %. Although air transportation ranks 3rd in transportation preference, it is in the first place in the transportation of the highest value products."

INTERMODAL WILL CREATE AN \$ 80 BILLION IMPACT

Integrated, multi-modal and green logistics solutions are one of the most important issues on Türkiye 's agenda in the field of logistics. New legal regulations have been made in the field of combined and intermodal transportation in order to support the use of alternative transportation modes other than traditional transportation and to contribute to the green transformation in the logistics sector. Companies that use these systems are encouraged with a 'Green Logistics Certificate'. While new regulations are expected in the field of intermodal transportation, which has grown 10 times in 10 years, Türkiye is expected to generate more than 80 billion dollars in revenue from traffic on the north-south, east-west axis in the next 5 years.

HUGE INVESTMENTS MAKE TRANSPORTATION EASIER

While very important projects are being implemented in order to develop the logistics sector in Türkiye, work in this field continues. Infrastructure investments such as Istanbul Airport, Yavuz Sultan Selim Bridge, Osmangazi Bridge, Marmaray, 1915 Çanakkale Bridge, Baku-Tbilisi-Kars train line, high-speed train systems, Türkiye Logistics Master Plan studies, liberalization of railway transportation and works carried out within the scope of the Trade Facilitation Agreement. These developments play a role in facilitating national and international transportation activities. The main goal of transportation-infrastructure investments and expenditures amounting to approximately \$ 183 billion in the last 20 years is to make Türkiye a logistics base and to provide a fast and uninterrupted connection between Asia and Europe.



SEYHAN GÜLHAN

Lojistik ve Tedarik Zinciri
Profesyoneli

Lojistik Gündem

LOJİSTİKTE SÜRDÜRÜLEBİLİRLİK VE YEŞİL DÖNÜŞÜM

Büyüyen ticaret hacmi her geçen gün lojistik faaliyetlerine etki etmektedir. Lojistik yapısı itibarıyla karbon ayak izi oluşturmaktadır. Artan lojistik faaliyetleri de çevreye ve doğaya negatif etki etmektedir. Avrupa Birliği Yeşil Mutabakatı ve Paris İklim Antlaşması her sektöre sürdürülebilirlik alanında bir takım regülasyonlar getirmiştir. Lojistik faaliyetleri bu regülasyonlardan bağımsız değildir. Hatta toplumla iç içe olma bakımında diğer sektörlerle göre daha ön plandadır. Bu nedenle sürdürülebilirlik ve çevre konusunda lojistik sektörünün özel bir misyonu vardır. Lojistik sektörünün geleceğe uyum sağlama konusunda bir takım adımlar attığı görülmektedir.

Örneğin elektrik araçların mikro (şehir içi) taşımalarını yanı sıra ağır ticari araçlarda da kullanılması yönünde çaba harcandığı gözlemlenmektedir. Multimodal gibi çevreci modlara talepler artmaktadır. Depolama faaliyetlerinde enerji ihtiyacının depo üzerine kurulan güneş enerjisi panelleriyle karşılanması, kullanılan suyun tekrar kullanıma kazandırılması ile ilgili altyapı oluşturulması, operasyonlarda sıfır atık, geri dönüşümlü malzeme gibi KPI'lar atılan önemli adımlardır.

Lojistikte, sürdürülebilirlik ve çevre konusu sadece taşıma ve depolama olarak değerlendirilmemelidir. Operasyon süreçlerinin verimliliğinin artırılması, yeni uygulamalara yer verilmesi, yapay zekanın kullanılması sürdürülebilirlik kapsamındadır. Örneğin yapay zeka destekli yazılım ile siparişlerin rut planına göre ayrılması, araç seçiminin gerçekleştirilmesi ve araç yükleme programının oluşturulması çok iyi bir örnektir. Ayrıca sürücünün ekstra çaba harcamadan aracına yükleme sırasına göre ve trafik-yol durumu göz önüne alarak en uygun güzergah seçimi ve teslim saatlerinin yaklaşık olarak sürücüye belirtilmesi sürdürülebilirlik açısından çok iyi bir örnektir. Bu

yapı zeka destekli yazılım ile araç yükleme planı, sırası ve rut ile optimizasyon sağlanıyor.

Sürdürülebilirlik ve çevre adına sağlanan faydalar operasyonda hata payının sıfırlanması, zaman kazanılması, daha az efor harcanması ve en doğru rut ile teslimatın sağlanması.

Doğa ve çevre adına daha fiziksel hareket, rota ve araç optimizasyonu ile daha az karbon ayak izi, online takip ile raporlama verimliliğinin sağlanması. Şirketlerin maliyetini de düşüren bu tür uygulamalar hem doğanın hem de şirketlerin sürdürülebilirliği adına çok değerlidir. Şirketlerin hizmetlerinin yanı sıra karbon ayak izi karnesi olacağını düşünmek uzak bir ihtimal olmayacaktır. Son kullanıcı müşterileri hizmet aldıkları firmaların karbon karnesine bakarak karar vereceklerdir. Bu konudaki referans eğitim sisteminde 3R (Reduce, Re-Use, Re-Cycle) yer verilmesi gelecek neslin şimdiye göre hassasiyeti daha yüksek olacak. Bu nedenle lojistik sektörünün regülasyonları beklemeden sürdürülebilirlik adına adımlar atmalı ve bunu duyurmalıdır.

İlk adım olarak karbon ayak izi hesaplama konusunda sektörün sivil toplum örgütleri bir araya gelerek ölçümleme kriterleri oluşturmalı ve bu konuyla ilgili sektöre destek verecek birim oluşturmalıdır. Bunun gerçekleşmemesi durumunda yakın zamanda kamu nezdinde yapılacağı göz ardı edilmemelidir.

Ayrıca sektör, çevreci ve sürdürülebilir uygulamalara daha fazla yer verme konusunda istekli olmalıdır.

Bu yönde atılacak adımlar hem gezegenimizin hem de şirketlerin sürdürülebilirliğini sağlayacaktır.

Sürdürülebilirlik ve çevre ile ilgili alınmış kararları zorunluluk olmasa dahi uygulamak için çaba harcanmalıdır.

Daha iyi ve sürdürülebilir bir dünya için yeşil ve sürdürülebilir lojistik ile kalın...



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BETEK YALINLAŞIYOR

"Lojistik olarak pandemi sonrası proje sayımızı 3 katına çıkardık, projelerimizden oluşan kazançları yine operasyonel verimliliklerimizin arttırılmasına yönelik kullandık. Toplam Betek içerisinde lojistik yalın süreçler katkı oranımızı önemli ölçülerde arttırdık."



BEHLÜL YILMAZ
Betek Boya Lojistik Müdürü

NİPPON PAINT – BETEK

1 988 yılında inşaat sektörüne başlayan Betek Boya, 1993 yılında boya sektörüne adım atmış Filli Boya markasıyla 2001 yılından beri sektör liderliğini gururla taşımaktadır.

2003 yılı Betek Boya gelişim sürecinde önemli bir mihenk taşı niteliğindedir. Betek bu tarihte ısı yalıtımı alanındaki faaliyetlerine başlamış, ülkemiz geleceği adına bir sosyal sorumluluk projesi olarak gördüğü "yalıtım" alanındaki çalışmalarıyla bu sektörde liderlik görevini üstlenmiştir. Bu alandaki üretim hacmini arttırmak için Gebze üretim tesislerine ek olarak Kayseri, Balıkesir ve Rize üretim tesislerini kurmuştur.

Yurt içerisinde yakaladığı başarıyı ülke sınırları dışına da taşımayı misyon edinen Betek'in Mısır'da boya üretim tesisi bulunmaktadır.

2019 yılında, dünyanın en büyük boya üreticilerinden ve teknoloji devlerinden biri olan, Nippon Paint'in Betek'i satın alması ile Betek Boya, global bir oyuncu olmuştur.

Betek, Nippon Paint'in sahip olduğu 27 ülkedeki 150'den fazla şirketin oluşturduğu kültürle gelişimini arttırmaktadır.

"Artık şirketler ürettiği ürünler ile değil, sahip oldukları tedarik zincirini yönetme şekilleriyle fark yaratmaya başlamıştır."

Tedarik zincirinin yönünü ve stratejisini oluştururken kanal yapısına uygun farklı alt stratejiler ile hareket eden Betek; bazen hız, bazen de yalın ve maliyet odaklı yaklaşım sergilemektedir. Bütünsel bir tedarik zinciri yapısına ulaşmanın sürekli bir yolculuk olduğunun farkında olarak organizasyonel yapıdan, süreçlerin netliği ve kalitesine, insan kaynağından akıllı teknolojilerin adaptasyonuna kadar bu yolculuğun amaca uygun ilerlemesini sağlayan birçok faktörü dikkate almaktadır

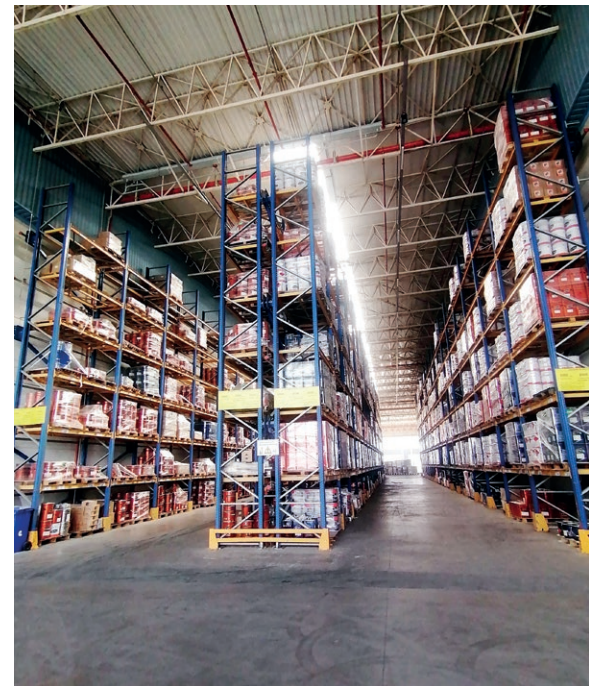
"Lojistik; Betek'te tedarik zincirinin müşteriye en yakın halkası olarak konumlandırılmış durumdadır."

Mevcut tesislerinde 33.000'den fazla sevk gerçekleştirebilen Betek Lojistik, paydaşlarıyla performans takibini nasıl yapacağı, ortak verimlilik konularında sinerji oluşturma ve kazan kazan felsefesi ile iş ortakları için operasyonel gelişim

alanı yaratma, araçların tesis sonrasındaki döngülerini takip etme ve süreçte yaşanan sorunların disiplinle ele alınması gibi bir çok alt çalışma alanında aktif faaliyet göstermektedir. Bunların hepsinde belirli bir kaliteyi sürdürmek en büyük odak noktalarımız arasındadır. Lojistik departmanı olarak tedarik zincirinde müşterilerimize ulaşım ve iletişim konumumuzdan tedarik zincirinde müşteri taleplerini sahadan dinleyerek çekme sistemi ile diğer departmanlarımıza bilgi akışını sağlıyoruz.

"Pandemi sonrası zorlaşan rekabet ve artan maliyetler karşısında ilerlemeyi verimlilikle sağlıyoruz."

Pandemi sonrası lojistik sektöründe e-ticaretin hızlanması, yakıt fiyatlarının artması (%600), navlun maliyetlerinin enflasyon ve sektörde araç tedarikte yaşanan darboğazlar kaynaklı ciddi artış göstermiştir. Bu fiyat artışı ve kapasite kısıtı





3PL hizmet sağlayan firmaların depolama alanlarında da görülmektedir.

Zorlaşan rekabet ortamında ve artan maliyetlere rağmen Lojistik olarak ilerlemeyi durdurmadan büyümeye devam ediyoruz, bu başarımızın temelinde Yalınlaşma Felsefesi yatmaktadır.

Betek olarak devam ettiğimiz Yalın Kültürü'nde 12. yılımızı doldurmaktayız. Lojistik olarak son yıllarda yaşadığımız darboğazlar bize bu alanda ilerlememizin ve hızlanmamızın kaçınılmaz olduğunu göstermiştir. Lojistik olarak pandemi sonrası proje sayımızı 3 katına çıkardık, projelerimizden oluşan kazançları yine operasyonel verimliliklerimizin artırılmasına yönelik kullandık. Toplam Betek içerisinde lojistik yalın süreçler katkı oranımızı önemli ölçülere çıkarttık.

SÜREKLİ GELİŞİM GÖSTEREN DİNAMİK BİR EKİP KURDUK

Lojistik departmanı olarak sürekli gelişim ve öğrenme yolculuğu bizim en önem verdiğimiz konuların başında yer alırken, bu felsefeye tam uyum sağlayan ekiplerimiz mevcut. Bu ekip kültürünü oluşturmak için ilk önce var olan iş geliştirme fonksiyonumuz yeniden ele alınmış ve endüstri mühendisliği kadrolarımız artırılmıştır. Mühendislik kadromuzla yeni standartlar oluşturulmuş, gerçekleştirdiğimiz eğitim ve çalıştaylar sayesinde var olan yalın kültürü bilincimiz lojistik birimlerimize transfer edilmiştir. Bu kapsamda tüm ekiplerimizle genel gelişim endekslerini takip etmeye ve geliştirmeye bütün ekibimizi ve süreçlerimizi katarak ilerledik.

Son 3 yılda 20+ yalın proje ile süreçlerimizde verimlilik ve maliyetlerimizde kazanç sağladık, bu başarıya ekiplerimizin tamamına yakınına proje ve süreçlerimize katarak ulaşabildik. Projelerimizin yüzde 35'i mavi yaka arkadaşlarımızın liderliğinde, yüzde 10'u kadın arkadaşlarımızın liderliğinde yönettik.

"Son 3 yılda 20+ yalın proje ile süreçlerimizde verimlilik ve maliyetlerimizde kazanç sağladık, bu başarıya ekiplerimizin tamamına yakınına proje ve süreçlerimize katarak ulaşabildik."

Depolama alanlarımızda ürün yerleşimi ve ergonomisi konusunda iyi projeler çıkararak yüzde 25'e yakın depolama alanı kazancı elde ettik. Operasyonel verimlilik için yaptığımız mühendislik ve dijitalleşme çalışmaları ile yüzde 15 iyileşme öngörüyoruz. Bunun yanında sarf malzeme ve sürdürülebilirlik anlamında projelerimizde mevcut.

Sektörde en büyük darboğazlardan biri olan araç bulunabilirlik ve ciddi artış gösteren navlun fiyatları lojistiğin en büyük kalemlerini oluşturmaktadır. Biz ekip olarak burada güçlü kaslarımızı kullanarak dinamik planlama modeline geçtik bu alanda da maliyette yüzde 3+'ye varan tasarruf sağladık.

"Bütünsel bir tedarik zinciri yapısına ulaşmanın sürekli bir yolculuk olduğunun farkında olarak hareket ediyoruz; organizasyonel yapıdan, süreçlerin netliği ve kalitesine, insan kaynağından akıllı teknolojilerin bünyeye adaptasyonuna kadar bu yolculuğun amaca uygun ilerlemesini sağlayan birçok faktörü dikkate alıyoruz."

Hayata geçen projelerimizle sağladığımız ivmeyi yönetmek ve sürdürülebilir kılmak için ekip içi iletişimimizi ve süreci bir bütün olarak ele almaya çalışıyoruz. Aylık olarak bütün beyaz yaka çalışanlarımızla lojistik faaliyetlerindeki durum değerlendirmemizi, dokunduğumuz süreçlerin güncel KPI durumlarını ve olası senaryoları üst yönetimimizin katılımıyla ekip olarak değerlendiriyoruz.

Bunun haricinde her hafta yol haritamızı ve önceliklerimizi doğru belirleyebilmek adına dijital platformlar üzerinde

geliştirilen iş takip programımızı devreye aldık. Operasyon alanlarımızda ise günlük vardiya başlangıçları öncesi durumumuzu ve hedeflerimizi tüm operasyon ekibimizle değerlendirerek başlıyoruz. Saha da bilgi panolarımızla tüm ekibimiz süreci bir bütün olarak görme imkânına sahip, bu sayede olası aksakları hızlıca çözerek fırsatları hızlıca devreye alabiliyoruz.

"Sektör liderliğimizi dijitalleşme süreçlerinde de bırakmıyoruz"

Müşteri odaklılık en büyük ilkesi olan Betek, güçlü kaslarından olan raporlama ve bilgi akışı gücüyle sektöre yenilik getiriyor.

Müşteri memnuniyeti oluşturma temelli "Siparişim Nerede" projesi de bunlardan bir tanesidir. Müşterilerimizin sipariş verdikleri andan ürünleri teslim aldıkları ana kadar olan tüm süreçlerden haberdar olabilecekleri bu projede, yapay zekâ teknolojileri kullanılarak müşteri ilişkileri ile ilgili manuel olan tüm aşamaları kapsayan bir uygulama tasarlanmıştır. Böylelikle Betek, dijitalleşme alanında da kendinden söz ettirerek, sektöre yenilik getirmektedir.

Dijitalleşmedeki gelişimini operasyon verimliliğinde ve güvenliğinde kullanan Betek, iş süreçlerinde ROBOTEK ile oluşturduğu standart süreçlerin otomasyonla gelişimi sağlanmış ve verimliliği artırılmıştır.

Operasyonda birinci önceliğimiz olan iş güvenliği kapsamında olası risklerin önüne geçebilmek için ekipman ve operasyon sahasındaki çalışanlarımızın güvenliği için nesnelerin interneti ile olası kaza risklerinin önüne geçilmektedir.

SCANIA, elektrikliye giden yolda batarya montaj hattını açtı

2030 yılında satışlarının yüzde 50'sinin elektrikli araç olması hedefleyen Scania, 125 milyon euroluk yatırımla İsveç Södertälje'de batarya montaj hattını açtı. Marka, batarya montaj hattıyla ağır ticari elektrikli araçların seri üretimine geçmeyi amaçlıyor.



Sürdürülebilir taşımacılığa geçişte karbon emisyonlarının sıfırlanmasındaki en büyük kaynağın elektrikli araçlar olacağını öngören Scania, 2030 yılında satışlarının yüzde 50'sinin elektrikli araç olmasını hedefliyor. Bu hedefi doğrultusunda büyük bir adım atan Scania, kendi batarya montaj fabrikasının açılışını gerçekleştirdi. İsveç Södertälje'de açılış gerçekleştirilen batarya montaj fabrikası ile ağır ticari elektrikli araçların seri üretimine geçmeyi amaçlıyor.

125 MİLYON EURO'LUK YATIRIM

Scania ve TRATON Group Başkanı ve CEO'su Christian Levin, faaliyete başlayan batarya montaj fabrikası ile sürdürülebilir ulaşım sistemine geçiş için önemli bir adım attıklarını söyledi. Levin, "Elektrikli çözümlere dayanan fosil yakıtsız bir ulaşım sistemine geçiş ile aramızda duran tek şey bataryalar ve tam bir şarj altyapısı. Bugün açılışını gerçekleştirdiğimiz bu tesis ile batarya montajına geçiş hızlandırarak en önemli unsurlardan birine sahip olduk. Burada en iyi performansla sahip yakıt hücrelerinin montajı gerçekleştirilecek. Scania olarak, 2030 yılında satışlarımızın yüzde 50'sinin elektrikli araç satışı olmasını hedefliyoruz. Daha ileriye bakıldığında ise, her ulaşım sis-



Christian Levin

teminin elektrikli olacağına inanıyoruz. Bu yeni batarya montaj tesisi için yaptığımız yaklaşık 125 milyon euroluk yatırım da bu düşüncemizin bir kanıtı niteliğinde" dedi.

SÜRDÜRÜLEBİLİR TAŞIMACILIK İÇİN DEV ADIM

Scania, Nisan ayında Northvolt ile gerçekleştirdiği iş birliği sonucu ağır hizmet taşımacılığı için özel olarak tasarlanmış bataryanın tanıtımını gerçekleştirmişti.

Bu batarya, Northvolt ETT'de üretiliyor ve Scania'nın Södertälje'de yeni hizmete aldığı montaj hattına geliyor. Scania, yeni batarya montaj hattı ile elektrikli kamyon ve çekicilerin seri üretiminde hızlandırılacak. Södertälje'de 18 bin metrekarelik yeni batarya montaj tesisinde, konusunda uzman ve yüzde 40'ı kadın çalışan olmak üzere toplam 550 personel görev yapıyor. Şasi hattının hemen yanında yer alan tesiste, üretimden teslimata kadar gerçekleşen tüm operasyon, Scania'nın otomasyon üretim sistemleri ile gerçekleştirilecek.

Çatısında 2600 adet güneş paneli bulunan batarya montaj fabrikası, 1 saniyede 1 hücre, dört dakikada 1 pil paketi işleyebilecek kapasitede. Yıllık kapasite ise, Södertälje'deki son araç montaj fabrikasının kapasitesiyle aynı seviyede. İlk araçların toplam kurulu akü kapasitesi 600 kWh'ye

kadar olacak ve bu kapasiteye, her biri 100 ila 200 kWh arasında değişen dört akü çeşidinin kullanılmasıyla ulaşılacak. Araçlara takılan akülerin her birinin ağırlığı 600 ila 1.200 kilo arasında olacak.

Batarya tesisinin faaliyete geçmesiyle Scania, elektrifikasyona geçiş hızlandıracak en önemli unsurlardan birine sahip oldu. Yeni Scania bataryalar araçlara 1,5 milyon kilometre (ağır ticari araç ömrüne eşdeğer) güç sağlama kapasitesine sahip. Sürdürülebilir taşımacılık sistemine doğru geçiş teşvik etme amacındaki Scania bu hamlesi ile Paris Anlaşması'nda varılan mutabakatta belirtilen taşımacılık sisteminin 2050'den önce fosil yakıttan arındırılması kararına çok daha önceden ulaşmayı hedefliyor.

ELEKTRİKLİDE 2 ANA GRUP

Scania'da şu anda şehir içi ve bölgesel olmak üzere iki ana grupta elektrikli seçenekler bulunuyor. Bölgesel taşımacılık için pazara sunulan yeni R ve S kabinli 4x2 çekici veya 6x2*4 rijid kamyon seçenekleri mevcut. Bu modeller 400 ve 450 kW'lık güç seçenekleri ve azami 624 kWh batarya kapasitesi ile sunulmakta. 40 ton katar ağırlığında tek şarj ile 350 km menzil elde edilmekte. Sürücünün zorunlu dinlenme süresinde 1 saatlik ek şarj ile yaklaşık 270-300 km ek menzil mümkün. Bu modeller ise motor gücüne bağlı olarak örneğin 450 kW seçeneği için 45R (veya 45S) olarak adlandırılmakta. Scania'nın elektrikli modellerinin de 2024 sonu itibarıyla Türk kullanıcılarına sunulması planlanıyor.

GÜNEŞ ENERJİSİYLE ÇALIŞAN KAMYON!

Scania, yaklaşık 2 yıl süren geliştirme aşamalarının sonunda dorsesi güneş panelleriyle kaplı hibrit kamyonunun akan trafikte testlerine başladı. Kamyonun güneş panelleri vasıtasıyla kendi enerjisini üretmesi, işletme maliyetlerini ve karbon emisyonlarını önemli ölçüde azaltıyor. Test için kullanılan kamyonun 18 metrelik römorku tamamen güneş panelleriyle kaplı. Güneş enerjisi, hibrit kamyona İsveç'te yılda 5 bin kilometreye kadar artan sürüş menzili sağlıyor. Araç, güneşlenme süresinin daha fazla olduğu İspanya gibi ülkelerde güneş enerjisi



miktarını ve dolayısıyla sürüş menzili İsveç'e göre ikiye katlayabiliyor. 560 beygir gücündeki plug in hibrit test aracı ilk etapta Ernsts Express taşımacılık firması tarafından trafiğe açık yollarda çalıştırılarak test edilecek. 18 metrelik römork üzerinde 100 metrekarelik bir alan, maksimum verimliliği 13,2 kWp olan ince, hafif ve esnek güneş panelleriyle kaplı. İsveç'te çalıştırıldığında yılda 8.000 kWh enerji üretecekleri tahmin ediliyor. Pillerin toplam kapasitesi ise kamyonunda 100 kWh ve römorkta 200 kWh olmak üzere 300 kWh.

FORD TRUCKS, Kazakistan distribütörüyle Orta Koridor'da etkinliğini artıracak

Ford Trucks, Avrasya'da önemli bir karayolu taşımacılığı kapısı olan Kazakistan'daki yeni distribütörü Turbo Trucks Kazakistan aracılığıyla uluslararası müşterilerine sunduğu hizmetleri genişletiyor. Ford Trucks, bu işbirliğiyle uluslararası ticaret için önemli bir rota olan ve modern İpek Yolu olarak bilinen 'Middle Corridor' (Orta Koridor) boyunca çeşitli pazarlarda güvenilir ve yüksek kaliteli hizmetler sunmayı amaçlıyor.

Avrupa Birliği'nin hemen hemen yarısına eş değer bir yüz ölçümüne sahip olan Kazakistan'ın geniş coğrafyası, Ford Trucks'a güvenilir ve yüksek kalitede hizmet sunma imkânı tanıyacak. Kazakistan aynı zamanda Avrupa ve Asya'yı bir araya getiren güzergâhıyla Avrupa Birliği ile pek çok ortaklığa sahip. Ülke, Avrupa'ya ve Avrupa'dan taşımacılıkta önemli bir kavşak noktası konumunda bulunuyor.

İlk etapta Almatı'da satış, satış sonrası servis ve yedek parça hizmetiyle faaliyetlerine başlayacak olan Ford Trucks, iki yıl içinde ticari ve madencilik faaliyetleriyle öne çıkan beş kente daha genişleyerek 2025 itibarıyla toplam altı ana ilde konumlanacak.



25 yılı aşkın süredir dünyanın önde gelen otomotiv markalarını temsil eden TH Group'un bir parçası olan Turbo Trucks Kazakistan, kapsamlı kamyon işletmeciliği geçişinin yanı sıra Avrupa ve Asya'da 9 farklı ülkede de otomotivle ilgili çeşitli faaliyetler yürütüyor.

'KAZAKİSTAN'DAKİ FIRSATLAR ÇOK GENİŞ'

Ford Trucks ile Turbo Trucks Kazakistan arasındaki bu iş ortaklığı, 31 Ağustos'ta imza töreniyle resmîyet kazandı. Törende konuşan Ford Trucks Lideri Emrah Duman, şu ifadeleri kullandı: "Kazakistan'ın ağır ticari araç pa-

zarında yeni ve çok değerli bir ortakla hizmet verecek olmanın mutluluğunu yaşıyoruz. Kazakistan, modern İpek Yolu boyunca güçlü bir varlık oluştururken önemli bir adıma işaret ediyor. Yüz ölçüm olarak çok geniş bir coğrafi alanda servis hizmeti sağlamış oluyoruz. Bu stratejik hamle ile uluslararası müşterilerimize hizmet vermek, onlara güvenilir satış sonrası hizmetler ve yedek parçalara kolay erişim sunmak için daha iyi bir konumdayız. Kazakistan'daki fırsatlar çok geniş, bu ortaklığımızın karşılıklı başarı ve büyümeye yol açacağından ve müşterilerimizi en üst düzey çözümlerle güçlendireceğinden eminiz."



DAF, Bursa Ağır Vasıta ile Mersin'de hizmette

Bursa Ağır Vasıta, Mersin'de 9 dönümlük bir alan üzerine kurulu, 5 bin metrekarelik kapalı alana sahip yeni DAF Bayisi'nin açılışını gerçekleştirdi.

Açılışa Bursa Ağır Vasıta Yönetim Kurulu Başkanı Lokman Koçaslan, Bursa Ağır Vasıta Yönetim Kurulu Üyesi Muhsin Koçaslan, Bursa Ağır Vasıta Yönetim Kurulu Üyesi Yakup Koçaslan, Bursa Ağır Vasıta Genel Müdürü Ahmet Uğur, DAF Türkiye Genel Müdürü Gregor Van Der Mark ve

DAF Satış Direktörü Mert Ersoylu ile Bursa Ağır Vasıta çalışanları katıldı.

Yatırım değeri yaklaşık 7 milyon Euro olan tesisin açılışında konuşan Muhsin Koçaslan, sürekli öğrenen, gelişen, çevik, takım ruhuna uygun ve müşterilerinin bugünü için değil geleceği için de çalışan bir ekip olduklarını belirterek, "Paydaşlarımızın sorunlarını çözmeye, onların yüklerini hafifletmeye çalışıyoruz. Mersin, Akdeniz'e kıyısı olan, limanı ile ön plana çıkan bir şehir. Güçlü şehrimize güç katmaya geldik. Yapmış oldu-

ğumuz yatırım lafla değil DAF ile ödenecek" dedi.

DAF Trucks Türkiye Satış Direktörü Mert Ersoylu ise, tesisin 9 aylık çalışma sonucunda hayata geçtiğini belirterek, "Çok üst kalite araçları üstün servis ağıyla sunuyoruz. Bu servis size DAF'ı seçmekte ne kadar haklı olduğunuzu gösterecektir. Lojistik ülke ekonomisine gelir sağlayan en önemli kalemlerden birisidir. Bu yapmış olduğumuz yatırımla, lojistik sektörüne ve ülke ekonomisine büyük katkı sağlayacağız" açıklamasını yaptı.



TIRSAN

HC Lojistik Avrupa'dan Asya'ya Tırsan ile taşıyacak

Tırsan, Kayseri'nin önde gelen firmalarından HC Lojistik'e 6 adet Tırsan Brandalı Multi Ride aracını teslim etti. Teslimat töreninde açıklamalarda bulunan Tırsan Treyler Yönetim Kurulu Başkanı Çetin Nuhoğlu, "Tam 46 yıldır müşterilerimizi dinleyerek; yaptığımız her işe değer katıyor, en uygun koşulları sağlıyor, sürekli geliştiriyor ve üretmeye devam ediyoruz. Bunun yanı sıra sektörün değişen ihtiyaçları doğrultusunda en verimli ve en kaliteli çözümü sunmak için durmadan çalışıyor, yurt içi ve yurt dışında her sektörden müşterimizin rekabet gücünü artırıyoruz. Kayseri'nin öncü lojistik firmalarından HC Lojistik ile uzun yıllara dayanan başarılı bir iş birliği içerisindeyiz, daha uzun yıllar devam edeceğine inanıyorum" dedi.

HC Lojistik Yönetim Kurulu Başkanı Hamit Cingöz ise şunları aktardı: "15 yılı aşkın süredir uzman ekiplerimiz ile karayolu, havayolu, demiryolu ve denizyolu gibi temel taşımacılık hizmetleri veriyoruz. Bunun yanı sıra müşterilerimizin ihtiyaçları doğrultusunda, geriye dönük lojistik, proje kargo taşımacılığı, intermodal taşımacılık ve fuar organizasyon taşımacılığını en uygun sürede karşılamaya yönelik faaliyetler sürdürüyoruz. Filomuza yeni katmış olduğumuz Tenteli Perdeli Multi Ride treylerleri, üzerlerinde bulunan çift seviyeli süspansiyon sistemi sayesinde filomuzdaki farklı lastik ve beşinci teker yüksekliklerine sahip çekicilerle kullanabiliyoruz bu da bizim için büyük avantaj. Ayrıca treylerde bulunan 236 farklı noktadan bağlantı yapmaya olanak sağlayan K-Fix yük güvenlik sistemi ve Code XL yük emniyet sertifikası sayesinde, operasyonlarımızı kolay ve güvenilir şekilde gerçekleştirebiliyoruz. Böylece maksimum operasyonel verimlilik sağlıyor, yurt içi ve yurt dışındaki iş ortaklarımıza hızlı ve kaliteli hizmet sunabiliyoruz. Uzun yıllardır, Tırsan ile aramızda güçlü bir iş ortaklığı bulunmaktadır. Tırsan, sahip olduğu geniş servis ağı ve bünyesindeki güçlü ve deneyimli uzman kadrosu ile firmamıza her daim kaliteli, hızlı ve çözüm odaklı hizmetler sunmaktadır. Buda firmamız için oldukça memnuniyet verici."

VOLVO TRUCKS

Transbatur, filosunu 202 adet Volvo Trucks ile güçlendirdi

Marubeni Dağıtım ve Servis A.Ş., Transbatur Lojistik'e 202 adet Volvo çekici teslimatını İstanbul Modern'de gerçekleştirdi. 2 tanesi elektrikli çekiciden oluşan araçlar Volvo Trucks Başkanı Roger Alm tarafından Transbatur Lojistik sahibi Mehmet Dilmen'e teslim edildi. Transbatur Lojistik Sahibi Mehmet Dilmen, çocukluk aşkı dediği Volvo Trucks ile 40 yıl önce tanıştığını söyleyerek, "Çocukluk hayalimi gerçekleştiriyorum. Volvo Trucks bugüne kadar yaptığımız seçimlerin iyisi olduğunu defalarca kanıtlamıştır. Bu marka, şahsım ve şirketim adına çok üst konumdadır. Bu satın alımı yaparken tercihimiz her zaman olduğu gibi Volvo Trucks markası olmuştur. Bu kararımızdaki en büyük etken ise Marubeni Dağıtım ve Servis A.Ş.'nin satış ve satış sonrası hizmetlerde her zaman yanımızda olmasıdır. Bu bayrağı sallamaya devam edeceğiz" dedi.

Volvo Trucks Başkanı Roger Alm, 2022 yılında 145 binden fazla kamyon teslimatı yaparak rekor bir yıl geçirdiklerini, bu başarıya müşteriler ile kurdukları güçlü bağ ile ulaştıklarını ilettili. 2019 yılında elektrikli araç üretimine başladıklarını ve bugüne kadar 40'tan fazla ülkeye 7.000 elektrikli araç satışını gerçekleştirdiklerini belirten Alm, şu anda ağır ticari araç sektöründe elektrikli araçlarda en geniş ürün yelpazesine ve Avrupa pazarında yaklaşık %50 oranında pazar payına sahip olduklarını söyledi. Türkiye'nin Volvo Trucks için çok önemli bir pazar olduğunu vurgulayan Alm, "Volvo Trucks, Türkiye'de Marubeni Dağıtım ve Servis A.Ş. ile çok hızlı büyüyor ve şu anda tüm dünyada en hızlı büyüyen pazarlardan biri. Genişleyen yetkili servis ağı ile müşterilerimize çok yakınız. Bugün bu teslimat töreniyle bu güçlü iş ortaklığını da kutladığımız için ayrıca mutluyum" dedi.

Volvo Trucks Uluslararası Başkan Yardımcısı Per-Erik Lindström ise, Transbatur Lojistik Yönetim Kurulu Başkanı Mehmet Dilmen ile uzun yıllara dayanan dostluklarından bahsetti. Dilmen'in Türkiye'de "Volvo Trucks'ın marka elçisi" konumunda olduğunu vurgulayan Lindström, "Yaşamak için daha iyi bir dünya yaratmak ve gelecek nesillere daha iyi bir miras bırakmak için çalışıyoruz. Sıfır emisyonlu araçları destekleyebilmek için Volvo Trucks olarak; ürün geliştirme ve üretim yatırımlarımıza her geçen gün daha da artırarak devam ediyoruz" dedi.

Marubeni Dağıtım ve Servis A.Ş. Genel Müdürü Eşref Zeka, "Markamız her geçen yıl çok önemli işlere imzasını atıyor. Bizler de Türkiye'de 2017 yılından beri Marubeni Dağıtım ve Servis A.Ş. - Volvo Trucks ekibi olarak, markayı pazarda çok iyi bir konuma getirdik, daha fazlasını gerçekleştirmek için ise her geçen gün çalışmalarımızı artırarak devam ettireceğiz" diye konuştu.

Marubeni Dağıtım ve Servis A.Ş. Ticari Araçlar COO'su Kıvanç Kızılkaya da, iş ortaklarına Türkiye'nin her noktasında hizmet verdiklerini, satış ve satış sonrası ekibiyle onların ihtiyaçları olan her anda yanlarında olacaklarını belirterek "Volvo Trucks marka vizyonumuz bu yolda bize ışık tutuyor, her zaman iş ortaklarımızla beraber ilerlemek bize gurur veriyor" dedi.





Erkan AGRO filosuna 10 adet Scania kattı

Konya merkezli Erkan AGRO, filosuna dahil ettiği 10 adet Scania R500 ve R540 aracını, Doğu Otomotiv – Scania Yetkili Satıcı ve Servisi Konya Ağır Vasıta tesislerinde düzenlenen törenle teslim aldı. Scania Bölge Satış ve Filo Yöneticisi Hüseyin Safa Gün, Konya Ağır Vasıta yatırımcılarından Hüseyin Zeybek ve Bayi Satış Direktörü Mehmet Canlier tarafından yeni Scania araçları, Erkan AGRO firma sahibi Erkan Genç'e teslim edildi.

Konya Ağır Vasıta yatırımcılarından

Hüseyin Zeybek, teslimat töreni sırasında yaptığı açıklamada, sektörünün önde gelen firmalarından bir tanesi olan Erkan AGRO'ya yapılan bu teslimat ile oluşan iş ortaklıklarının gelişerek devam etmesini arzu ettiklerini belirterek, yeni araçlarının hayırlı olmasını diledi.

Erkan Genç ise yeni yatırımı Erkan AGRO ile hububat sektöründe yurt içinde ve yurt dışına ihracat yaparak öncü olmaya devam etmek istediklerini söyledi. Genç, "Türkiye'deki ve Avrupa'daki sanayicilere hububatı kaliteden ödün vermeden ulaştır-

tırmayı hedeflerken, en hızlı, güvenilir ve kaliteli ürünleri alıcıya hakkıyla ulaştırmak için yatırımlarımıza devam ediyoruz. Bugün teslim aldığımız araçlarımız ile toplam 30 araçlık bir filoya ulaştık. Artan akaryakıt fiyatlarının lojistikte en büyük maliyet kalemi olduğu göz önünde bulundurulduğunda, Scania araçlarının yakıt verimliliği ile ilk beş periyodik bakımların Türkiye genelindeki bütün Scania Yetkili servislerinde ücretsiz olarak araca tanımlı olması yapılan bu yatırımı daha değerli bir hale getirdi" dedi.

MAN KAMYON

Toru Un 16 adet MAN aldı

Toru Un, filosunu ve hizmet kapasitesini genişletmek amacıyla Lokman Koçaslan Otomotiv'den 16 adet MAN çekici satın aldı. Filosunun tamamının MAN çekicilerden oluştuğunu ifade eden Toru Un ortaklarından Ata Toru, "İş anlayışımızda yüksek kalite anlayışını temel alan bir firma olarak, tüm iş ortaklarımızda da bu noktalara oldukça dikkat ediyoruz. Bu nedenle filomuzda da uzun yıllardır hem kalitesi, hem güvenilirliği hem de verimliliği açısından sınıfının en iyilerinden olan MAN ile çalışıyoruz. MAN markasını ilk tercih ettiğimizden beri yaşadığımız yüksek memnuniyet sayesinde tüm filo genişletme işlemlerimizde MAN markası ile yola devam etme kararı aldık ve bunun sonucu olarak tüm filomuzu MAN markası ile donattık. Aynı zamanda araç edinme ve sonrasında; yani hem satış, hem de satış sonrası hizmetlerde ihtiyacımız olan tüm desteği eksiksiz bir şekilde bizlere sunan Lokman Koçaslan Otomotiv'e teşekkür ederiz" dedi.

Lokman Koçaslan Otomotiv'in müş-



teri memnuniyetini temel aldığı ve hizmet verdiği bölgelerde tercih kaynağı olmanın büyük bir gurur kaynağı olduğunu vurgulayan Lokman Koçaslan Otomotiv Genel Müdürü Ersel İşcan, "Lokman Koçaslan Otomotiv olarak, müşterilerimizi çözüm ortağı olmak, en kaliteli hizmeti vermek ve maksimum müşteri memnuniyetini sağlamak bizim birincil hedefleri. Tüm bu hedefler doğrultusunda, sektörünün önde gelen firmalarından olan Toru Un ile yapmış olduğumuz işbirliği bizler için çok değerli" diye konuştu.

Lokman Koçaslan Otomotiv Satış Direktörü Ümit Kilit ise, "Toru Un ailesi ile uzun yıllara dayanan ilişkilerimiz zamanla bir dostluğa dönüştü. Geçen bu süreçte filosunda MAN dışında bir markaya yer vermemeleri, satış son-

rasında tüm servislerimizden aldıkları kaliteli hizmetin devamlılığı, satış süreçlerinde her daim güncel değişimlerle ilgili kendilerine sağladığımız anlık bilgi akışı ve elbette en önemlisi yaptıkları işe ve taşıdıkları yüke en uygun aracın MAN olduğuna olan inançları ve tecrübeleri sayesinde, yine tercihlerini MAN ve Lokman Koçaslan Otomotiv'den yana yapmaları bizim için gurur kaynağı olmuştur. Kaliteli hizmet standartları belirleyen; doğru zamanda, doğru şekilde ve doğru noktada müşterilerimizin çözüm ortağı olarak yanlarında olmayı hedefleyen Lokman Koçaslan Otomotiv olarak, Toru Un'a bizleri tercih ettiği için teşekkür eder, yıllara dayanan aramızdaki bu dostluk ve işbirliğinin daha nice yıllar aynı bağlılıkla devam etmesini temenni ederim" şeklinde konuştu.

PROMETEEON TÜRKİYE

75 ülkeyi kapsayan “Türkiye-Afrika-Orta Doğu-Rusya-Orta Asya ve Kafkaslar” Bölgesi’nin merkez üssü konumunda yer alan Prometeon Türkiye, 1960 yılında Türkiye’de kurulan ilk lastik fabrikası olan Kocaeli fabrikasını da yönetiyor. Prometeon Türkiye, Kocaeli fabrikasında en yüksek teknolojiye sahip premium lastiklerin yanı sıra standart ve ekonomik segmentte lastik üretimi ile lojistik sektörünü destekliyor ve üretiminin yüzde 50’den fazlasını başta Avrupa olmak üzere 87 ülkeye ihraç ediyor. Prometeon Türkiye Kocaeli fabrikası, en yüksek ticari lastik üretim kapasitesine sahip üretim tesisi ve 150 kişilik ekipten oluşan Ar-Ge Merkezi ile hem grup içinde hem de Türkiye’de öne çıkıyor.

PAZARDAKİ HER 4 LASTİKTEN BİRİ PROMETEEON

Kocaeli fabrikası Ar-Ge Merkezi’nde gerçekleştirilen toplantıda konuşan Prometeon Türkiye, AFME, Rusya, CIS Bölgesi CEO’su Gökçe Şenocak, “Global lastik pazarı, ticari araç pazarının ve lojistik endüstrisinin büyümesinin de pozitif etkisiyle her yıl büyüyor. Global lastik pazarında Türkiye’nin de içinde bulunduğu MEA bölgesi %13 paya sahipken, Türkiye MEA pazarının %12’sini oluşturuyor. Prometeon Türkiye olarak biz içinde bulunduğumuz MEA bölgesindeki net satışların 53’ünü gerçekleştirerek ülke olarak başarılı bir performans ortaya koyuyoruz” dedi. Türkiye lastik pazarı ve Prometeon Türkiye’nin liderliği hakkında da bilgi paylaşan Şenocak şunları kaydetti: “2017-2022 yılları arasında Türkiye yenileme pazarı %12 büyürken biz ise adette %33 büyüdük. Pazar payımızı ise aynı dönemde 4 puan artırdık. Halihazırda pazardaki her 4 lastikten biri, Prometeon tarafından üretiliyor. Diğer yandan premium ticari lastiklerimiz ile Türkiye’de 2020’den beri tek markada aralıksız pazar lideri konumunda yer alıyoruz. İstihdamımız 2017’den bu yana %15 artarak 2300 kişiye ulaştı. 2023 sonu itibarıyla 1.850.000 adet üretim kapasitesine ulaşacak olan üretim tesisimiz Türkiye’deki en yüksek ticari lastik üretim kapasitesine sahip fabrika konumunda. Ciromuzu 5 yılda euro bazında 2.4 katna çıkardık ve ihracat ciromuzu da yine euro bazında 4 kat artırdık. Halihazırda 87 ülkeye ihracat gerçekleştiriyoruz. Yüksek teknoloji lastikleri üretme yetkinliğimizle ihracatımızın 2/3’ünü en premium pazar olan Avrupa’ya yapıyoruz.” Prometeon mühendisliği ile geliştirdikleri yenilikçi ürün ve hizmetlere de değinen Şenocak “Prometeon mühendisliği ile ge-

güçlü büyümesini sürdürüyor



liştirilen ve üretilen 02 Serisi lastiklerimiz Türkiye Ar-Ge Merkezi’nin ortak çalışmaları ve Türkiye fabrikamızda yapılan üretimle Mayıs 2022’de yollara çıktı. Ciromuzun her yıl yüzde 3’ünü Ar-Ge faaliyetlerine ayırıyoruz” ifadelerini kullandı. Şenocak, 2023 yılını %6 büyümeye ile kapatmayı hedeflediklerini belirterek, artan üretim kapasitesi ve Türkiye’de yaygın bayi organizasyonu ile pazar liderliğini daha da ileri taşıyacaklarını söyledi.

EN YÜKSEK TEKNOLOJİYE SAHİP FABRİKA

Prometeon Türkiye’nin Grup içindeki önemli rolüne değinen Prometeon Tyre Group CTO’su Alexandre Bregantim, “Türkiye fabrikamız dünyadaki fabrikalarımız arasında en yüksek teknolojilere sahip fabrika olarak öne çıkıyor. Prometeon Tyre Group olarak geleceğimizi şekillendiren ve üzerinde en önemle durduğumuz konular inovasyon, dijital dönüşüm ve sürdürülebilirlik. Türkiye’deki güçlü ekibimizle bu konulara odaklanmayı sürdürüyoruz” dedi.

Prometeon Türkiye CTO’su-Fabrika Direktörü Bahadır Özer ise, dijital mobilite kapsamında lastik içi sensör uygulamalarını üretimin bir parçası haline getirmek üzere çalışırken, RFID’yi özellikle 02 Serisi’nde tüm lastiklerde uygulamaya geçtiklerini söyledi. Ar-Ge Merkezi’nde 25’e yakın TÜBİTAK Projesi yürüttüklerini kaydeden Özer “2007’de kurulan ve 2015 yılında sektöründe Bakanlık lisansı alan ilk Ar-Ge Merkezi olan merkezimizi 2021 yılında yeniledik. 2023’te Ar-Ge Merkezimiz, Türk Akreditasyon Kurumu’ndan, indoor diye bilinen kapalı alan lastik testlerinin yapıldığı deney laboratuvarı olarak akredite edildi. Böylelikle Ar-Ge Merkezi’imiz, Prometeon’un kendi

lastik test laboratuvarından verdiği test sonuçlarının ulusal ve uluslararası resmi veya özel kuruluşlarca kabul edilmesinde güvenilirliği sağlayan önemli bir faktör olarak öne çıkıyor” dedi.

“SATIŞ SONRASI HİZMETLER DE TERZİ İŞİ”

Lastik sektörünün ürün tedarikçiliğinden hizmet sağlayıcılığına dönüştüğü süreçte, ‘terzi usulü’ ürün ve hizmetlerin öne çıktığını vurgulayan Prometeon Türkiye, MEA, Rusya, CIS Bölgesi Pazarlama Direktörü Faruk Uslu, Prometeon Türkiye’nin 2017’de %21 olan pazar payının %25’e ulaştığına değindi. Uslu, Prometeon’un premium ve ekonomik segmentteki büyümesine dikkat çekti. İnşaat segmentinde %30 pay ile lider olduklarını belirten Uslu filolar ve bireysel şoförler nezdinde Prometeon tercinin 2017-2021 yılları arasında toplam 8 puan arttığını vurguladı. Uslu, orijinal ekipman pazarına yaptıkları satışların ise adet bazında 2 kattan fazla büyüdüğünü aktardı. 2025 sonu itibarıyla tüm üretim lastiklerin yerini 02 Serisi’nin alacağını belirten Uslu şunları kaydetti; “Yeni 02 Serisi %10 daha fazla kilometre performansı ve %20 daha fazla dayanıklılık vad ederek verimlilik, tasarruf ve sürdürülebilirlik açılarından öne çıkıyor. Uluslararası taşımacılık lastiği olan H02 Profuel ürünümüz A sınıfı etiket değeri ile %1,4 daha düşük yakıt tüketimi sayesinde 150 araçlık bir filoda yılda 3 milyon TL’lik tasarruf imkanı sağlıyor. Bu ürünümüz aynı zamanda yılda 702 ton karbon emisyonunun azaltılmasına katkıda bulunuyor. Diğer yandan profesyonel lastik yönetimi çözüm ailemiz Pro Services ile filolara da operasyonel verimlilik ve sürdürülebilirlik alanında katkı sağlıyoruz.”

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