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between Türkiye - EU

Keynotes on  
logistics sector by

**Adil Karaismailoğlu - Minister**  
**Turgut Erkeskin - FIATA**  
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**Türkiye is in the center of seeking new routes**

**AYŞEM ULUSOY**  
President of UTİKAD



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# Türkiye's light rises in logistics

**M**any sectors have been under pressure as a result of the crises that have followed one another in the last three years. Security vulnerabilities have emerged in global supply chains. Thus, many international companies began to restructure their supply chains. The trend towards regionalization is increasing in value chains in the three major economic centers of North America, the EU and Asia.

Connecting east and west by land, north and south by sea, Türkiye has been at the forefront of the potential center in the regionalizing world. European companies, which were in search of different alternative markets due to the energy crisis and increasing logistics costs, started to see Türkiye as an important nearshore service center.

According to a study commissioned by Reuters Events and Maersk, Türkiye was the third most popular location for European companies, after Poland and Germany, in bringing product supply and the route of the supply chain back to the country. Worldwide, Vietnam ranked eighth after India, Germany, Poland, the USA, China and Mexico. The study emphasized that Türkiye's location and competitive workforce make the country extremely attractive to European companies in a number of sectors, including textiles, chemicals and automotive.

Türkiye has become privileged with its qualified and young workforce, being at the crossing point of alternative energy corridors, and the power to send products to European markets in just a few days. The Russo-Ukrainian war has damaged trade between Europe and Russia and the Northern Corridor from China to Europe. Even if the war is over, it will take time for the axles to be repaired in this corridor. The Middle Corridor, which passes through Türkiye in transportation, has become attractive.

Although the diplomatic relations between Türkiye and the EU take one step forward and two steps back, the changing routes make it necessary to strengthen the supply chain and logistics relations. Because obstacles such as quotas and visas in transportation between T Türkiye and the EU harm not only the Turkish economy but also the EU economy.

For this reason, Türkiye-EU relations cannot be limited to the Customs Union. For the sustainable development of trade between the two regions, the barriers in logistics should be removed, tariffs should be avoided, and the transit transportation regime should be mutually facilitated.

Happy reading...

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## DFDS started Izmir-Sete Ro-Ro services

**D** FDS started Ro-Ro services from Izmir Alsancak Port to Sete Port in France. Izmir - Sete line, which has received incentives within the scope of the Regulation on Supporting the Transfer of Cargo

infrastructure of DFDS Mediterrenian Business Unit, it will be able to reach Paris from Izmir in 6 days and London in 7 days over the new line. Specially designed in honor of the 100th anniversary of the Republic of Türkiye, DFDS' Olym-

pos Seaways made its maiden voyage, departing from Izmir Port on 2 April. All of the freight income of approximately 150.000 euros from this expedition will be donated to be used in projects for the reconstruction of damaged infrastructure in the earthquake-affected areas. Lars Hoffmann, Head of DFDS Mediterranean Business Unit, said that thanks to the new line, companies will have the chance to transport their cargoes to Europe and North Africa with the most accurate route.



### DFDS, İZMİR-SETE RO-RO SEFERLERİNE BAŞLADI

DFDS, İzmir Alsancak Limanı'ndan Fransa'nın Sete Limanı'na Ro-Ro seferlerine başladı. Karayoluyla Taşınan Yüklerin Denizyoluna Aktarılmasının Desteklenmesi Hakkında Yönetmelik kapsamında teşvik alan İzmir - Sete hattı, 72 saat transit süre avantajı sunuyor. DFDS Akdeniz İş Birimi'nin gelişmiş intermodal altyapısı sayesinde yeni hat üzerinden İzmir'den Paris'e 6, Londra'ya ise 7 günde ulaşabilecek.

## Çobantur Boltas became a 50 percent partner in TurkLog

**Ç**obantur Boltas signed a 50 percent partnership agreement with TurkLog, which carries out sea transport within the scope of its growth targets. With the partnership, Çobantur Boltas will carry out its sea transport operations through the TurkLog brand. Selman Çoban, CEO of ÇobanturBoltas, said, "With our experience and breakthroughs in other modes of transport, we have focused on increasing our strength in seaway and the scope of our services in this field. After our cooperation, we will strengthen our strength in sea transport operations with TurkLog's extensive agency network and infrastructure." TurkLog Managing Partner Onur Akkuzu stated that Çobantur Boltas will add a great vision to them



with its number of equipment, 45 years of deep-rooted history and global network. Stating that they will move faster towards the common targets determined by mutual know-how exchange, Akkuzu underlined that they have increased their targets in order to close the year 2023 with a larger market share.

### ÇOBANTUR BOLTAS, TURKLOG'A YÜZDE 50 ORTAK OLDU

Çobantur Boltas, büyüme hedefleri kapsamında denizyolu taşımacılığı yapan TurkLog ile yüzde 50 oranında ortaklık anlaşması imzaladı. Gerçekleşen ortaklıkla birlikte Çobantur Boltas, denizyolu taşıma operasyonlarını TurkLog markası üzerinden yürütecek.



## Two missions to Murat Boğ from Sarp Intermodal and Logiva

**M**urat Boğ, who has 20 years of experience in the logistics industry in Türkiye and Europe, has become a Board Member of Sarp Intermodal. Boğ will also serve as the CEO of Lithuania-based Logiva, which is among the Sarp Intermodal group companies. Boğ, who started his career in the logistics sector at Ekol Logistics in 2002, held senior positions for about 17 years. Most recently, Boğ served as a Member of the Board of Directors at the global logistics company P&O Ferrymasters, and assumed the leadership of the 'Freight Management' business unit spanning 10 countries. Murat Boğ is known for his expertise in customer-oriented organizational development and international operations management in the field of integrated logistics.

### MURAT BOĞ'A SARP INTERMODAL VE LOGIVA'DAN İKİ GÖREV

Türkiye ve Avrupa lojistik sektöründe 20 yıllık deneyimi bulunan Murat Boğ, Sarp Intermodal'ın Yönetim Kurulu Üyesi oldu. Boğ, aynı zamanda Sarp Intermodal grup şirketleri arasına katılan Litvanya merkezli Logiva'nın CEO'su olarak da görev yapacak.



# Eşsiz bir parça.



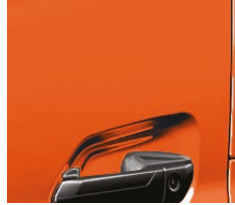
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Akik Siyahı Çamurluk Davlumbazı



Yan Etek Çıkartması

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Tarzinız aracınız kadar havalı olsun diye, her yükte birlikte.

## NGL grew up 120 % in domestic distribution

**N**orther Global Logistics (NGL) has achieved a strong growth momentum in domestic logistics solutions. The company, which has accelerated its domestic logistics service investments for the last three years, recorded 120 % growth in this field last year compared to the previous year. NGL's domestic distribution services doubled in the first quarter of this year compared to the same period last year. NGL Domestic Logistics Projects Manager Koray Yeltekin stated that

they serve more than 70 national and global brands and said, "We carry out complete loadings with different types of vehicles, container transports, lowbed vehicles and out-of-gauge transports. We can also allocate dedicated vehicles to our customers." Pointing out that they organize an average of 100 flights to Türkiye's 81 provinces every day, Yeltekin added that they aim to maintain their growth momentum in this area and that they will start providing partial distribution services in the country by 2024.

### NGL, YURT İÇİ DAĞITIMDA YÜZDE 120 BÜYÜDÜ

Norther Global Logistics (NGL), yurt içi lojistik çözümlerinde güçlü bir büyüme ivmesi yakaladı. Son üç yıldır yurt içi lojistik hizmet yatırımlarına hız veren şirket, geçen yıl bu alanda bir önceki yıla kıyasla yüzde 120 büyüme kaydetti. NGL'nin yurt içi dağıtım hizmetleri, bu yılın ilk çeyreğinde ise geçen yılın aynı dönemine göre iki kat arttı.

## TET Global Logistics received "Green Logistics Certificate"

**T**ET Global Logistics has become one of the few companies in Türkiye to have this certificate by being entitled to receive the "Green Logistics Certificate". TET Global Logistics, which provides intermodal transportation services to institutions with its bulk chemical transportation activities, has been providing logistics opportunities between all points in the world in container transportation as the Türkiye agency of Bulkhaul Limited since 2013. With its large fleet of more than 300 self-owned vehicles,



it continues its logistics operations at all points in Türkiye and Europe. TET Global Logistics Executive Board Member Cemil Can Yalçın said, "We safely transport the raw materials that make up the components of many materials we use in our daily life, such as personal care, cleaning, medicine, organic, paint, food, agriculture and construction products, in the international arena. We carry out these activities with a sense of responsibility towards the environment and society. We are proud to be among the few logistics companies that have the Green Logistics Certificate."

### TET GLOBAL LOJİSTİK "YEŞİL LOJİSTİK BELGESİ" ALDI

Dökme kimyasal taşımacılık faaliyetleriyle kurumlara intermodal taşımacılık hizmeti veren TET Global Lojistik, "Yeşil Lojistik Belgesi" almaya hak kazandı. 2013 yılından bu yana Bulkhaul Limited firmasının Türkiye acentesi olarak konteyner taşımacılığında dünya üzerindeki tüm noktalar arası lojistik olanağı sunan firma, 300'ü aşkın özmal araçtan oluşan geniş filosu ile lojistik operasyonlarını Türkiye ve Avrupa'da tüm noktalarda sürdürüyor.

## Strong stock left its place to fast logistics in furniture exports

**I**t is rapidly increasing the share of Türkiye in global furniture exports. According to TUIK data, exports of furniture and bedding goods increased by about 10 percent last year compared to 2021, breaking a record with 4.632.000.000 USD. Intermax Logistics Chairman of the Board of Directors Savaş Çelikel stated that they use specially equipped vehicles and equipment in international furniture transportation and that they provide service with expert personnel. Emphasizing that fashion trends in the industry can change quickly and different generations prefer different styles, Çelikel emphasized that production according to demand and fast supply gain importance instead of strong stocks. Noting that despite the global supply problems, domestic logistics companies stand out with fast and safe delivery, Çelikel said, "Türkiye is increasing its share in the global furniture export market. Recently, exports to developed and rich countries have accelerated. According to TUIK data, nearly half of the exports were made to European countries last year."

### MOBİLYA İHRACATINDA GÜÇLÜ STOK YERİNİ HIZLI LOJİSTİĞE BIRAKTI

TÜİK verilerine göre mobilya ve yatak takımı eşyası ihracatı geçen yıl 2021'e kıyasla yaklaşık yüzde 10 arttı, 4 milyar 632 milyon dolarla rekor tazeledi. Sektörde moda akımların çabuk değişebildiğini, farklı kuşakların farklı tarzları tercih ettiğini belirten Intermax Logistics Yönetim Kurulu Başkanı Savaş Çelikel, bu nedenle güçlü stoklar yerine talebe göre üretim ve hızlı tedarikin önem kazandığını vurguladı.

### Transbatur Logistics doubled its food shipments

**A**fter the record increases in global food prices last year, Türkiye's food exports gained momentum. According to TUIK data, exports in the "manufacture of food products" category increased by 24 percent last year, breaking a record with 21.456.000.000 USD. In 2022, food imports amounted to 10.771.000.000 USD, which is half of the exports. The export record was also reflected in the international refrigerated transportation. Food shipments of Transbatur Logistics, which provides refrigerated transportation services between Türkiye and European, Asian, Middle East and North African countries, doubled in this period. The General Manager of the company, Cafer Korhan, stated that they are very sensitive about product safety. Emphasizing that they deliver frozen fruits, vegetables, seafood, ready meals and dairy products to all of Europe and many Asian countries while preserving their freshness, Korhan said: "We deliver door to door and on time."

### Transbatur Logistics frigo taşımalarını iki kat artırdı

TÜİK verilerine göre "gıda ürünlerinin imalatı" kategorisinde ihracat geçen yıl yüzde 24 arttı, 21 milyar 456 milyon dolarla rekor tazeledi. 2022 yılında, 10 milyar 771 milyon dolarla



ihracatın yarısı kadar gıda ithalatı yapıldı. İhracat rekoru, uluslararası frigo taşımacılığına da yansıdı. Türkiye ile Avrupa, Asya, Orta Doğu ve Kuzey Afrika ülkeleri arasında frigo taşımacılık hizmetleri veren Transbatur Logistics'in gıda taşımaları bu dönemde iki katına ulaştı.





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## Hubtic receives \$1.3 million seed investment

**D**igital transportation platform Hubtic has completed its seed investment round. Hubtic's \$1.3 million seed investment tour was attended by the family office of the founders of Kloeppel Consulting, Bilişim Vadisi GSYF, APY Ventures and angel investors. Expressing that they will expand their transportation networks in Europe

with the power they receive from the investment, Hubtic CEO Abdullah Cansu said, "We will increase our income in 2022. We managed to increase 6 times on a Euro basis compared to the previous year. This year, our agenda includes continuing this growth, investing in our technology and expanding our current operations in Europe. Currently, 30 percent of our income comes from abroad. We aim to increase this rate to over 50 percent by the end of the year. In this direction, we are expanding our supplier network in Europe and increasing the regions we serve in intra-European transportation." Hubtic, which started its operations in 2021, has carried out transportation in more than 50 countries in the field of international transportation and has carried out 10 thousand shipments with a portfolio of more than 170 customers.



### HUBTIC 1,3 MİLYON DOLAR TOHUM YATIRIM ALDI

Dijital taşımacılık platformu Hubtic, tohum yatırım turunu tamamladı. Hubtic'in 1,3 milyon dolarlık tohum yatırım turuna Kloeppel Consulting kurucularının aile ofisi, Bilişim Vadisi GSYF, APY Ventures ve melek yatırımcılar katıldı. Şirket, yatırım turunun ardından özellikle Avrupa'daki uluslararası taşıma operasyonlarını genişletmeyi planlıyor.

## Arkas Logistics opened a warehouse in New Jersey

**C**ontinuing its investments in the USA, Arkas Logistics opened a 3,000 m2 warehouse in New Jersey. With the new investment made in New Jersey, Arkas Logistics has offices in 13 countries in Europe, Africa and CIS countries. It is 20 km to New York/ New Jersey ports, 40 km to JFK Airport, and to New York city center. With this new warehouse investment, located 17 km away, Arkas has started to offer integrated logistics solutions from a single source to its customers across the country, especially in the North East USA, for their

warehousing, 3PL, container stuffing/ unloading, inland transportation and customs clearance needs. Arkas Logistics, which has realized its American expansion in 2022, aims to further develop its existing commercial relations and to increase the amount of handling by sea with the United States over time.



### ARKAS LOJİSTİK, NEW JERSEY'DE DEPO AÇTI

ABD'deki yatırımlarına devam eden Arkas Lojistik, New Jersey 3.000 m2'lik depo açtı. New Jersey'de yapılan yeni yatırımla birlikte Arkas Lojistik'in Avrupa, Afrika ve CIS ülkeleriyle beraber yurt dışında ofisi bulunan ülke sayısı 13'e yükseldi. 2022 ile birlikte Amerika açılımını hayata geçiren Arkas Lojistik, mevcut ticari ilişkilerini daha da geliştirmeyi ve denizyolunda Amerika ile olan elleçleme miktarını da zamanla artırmayı hedefliyor.



## BATI Innovative Logistics will increase the number of locations abroad

**B**ATI Innovative Logistics, which has a total of 10 branches and three warehouses in Türkiye, continues its services in the Middle East with express cargo transportation, especially in the European and USA markets. The company carries out perishable cargo transportation in Germany. Kaan Aydın, BATI Innovative Logistics International Sales Director, said, "We have been continuing our activities in the international field for many years. Currently, we continue our services as the market leader in the Middle East with Express cargo transportation, especially in the European and American markets. We plan to increase our locations and grow globally by making further progress in target markets with our Ro-Ro and project transportations in Italy. With the digitalization process we have adopted in logistics processes, we accelerate all processes for both our customers and our employees and make things easier. We continue our work without slowing down in order to fulfill the requirements of our mission and reach our 5-year targets that we have set."

### BATI INNOVATIVE LOGISTICS, YURT DIŞINDA LOKASYON SAYISINI ARTIRACAK

Türkiye'de toplam 10 şube ve üç depoya sahip olan BATI Innovative Logistics, Avrupa ve ABD pazarı başta olmak üzere ekspres kargo taşımacılığı ile Ortadoğu'da hizmetlerine devam ediyor. Şirket, Almanya'da bozulabilir kargo taşımacılığını gerçekleştiriyor. BATI Innovative Logistics Uluslararası Satış Direktörü Kaan Aydın, "İtalya'da yaptığımız Ro-Ro ve proje taşımacılıklarıyla da hedef pazarlarda daha da ilerleyerek lokasyonlarımızı artırmayı ve küresel anlamda büyümeyi planlıyoruz" dedi.



## Globelink Ünimar Grove comes to life!

**G**lobelink Ünimar continues its activities in the field of social responsibility. In this context, Globelink Ünimar Grove is

being brought to life in cooperation with the Aegean Forest Foundation, especially during the Forest Week, which is celebrated every year between 21-26 March. The grove,

which will be created with a donation of 500 saplings, will be located in Manisa Gördes Locality, within the "Century Year Forests" being established by the



Aegean Forest Foundation in memory of the 100th Anniversary of our Republic. Koray Çıtak, Member of the Executive Board of Globelink Ünimar, said, "With

our understanding as Globelink Ünimar, we take care to take sustainable steps in order to leave a livable world to future generations. We are happy to realize the Globelink Ünimar Grove in partnership with the Aegean Forest Foundation during Forest Week this year, and we thank all parties who supported the project for their contributions."

### GLOBALINK ÜNİMAR KORUSU HAYAT BULUYOR!

Globelink Ünimar sosyal sorumluluk alanındaki faaliyetlerine devam ediyor. Bu kapsamda, her yıl 21-26 Mart tarihleri arasında kutlanan Orman Haftası özelinde Ege Orman Vakfı ile yapılan iş birliğiyle Globelink Ünimar Korusu hayata geçiriliyor. 500 fidan bağışı ile oluşturulacak koru, Cumhuriyetimizin 100. Yılı anısına Ege Orman Vakfı tarafından tesis edilmekte olan "Yüzüncü Yıl Ormanları" içerisinde Manisa Gördes Mevkii'nde yer alacak.

## Port management investment from Şişecam in the USA

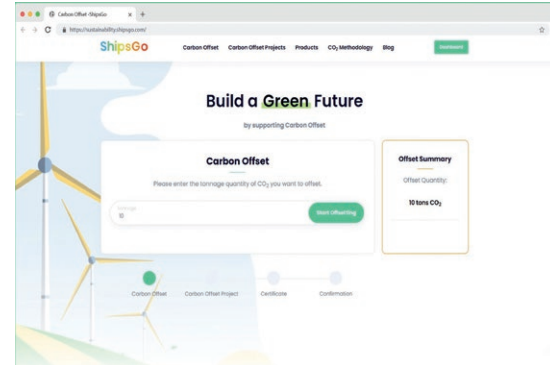
**Ş**işecam will make a port operation investment in California together with Ciner Group for the logistics needs of its natural soda ash investment in the USA. Şişecam decided to invest in a new business area with Ciner Group for the potential logistics needs of the natural soda ash investment in the USA, which continues within the framework of the plans. Şişecam Chemicals USA, a 100% owned subsidiary of Şişecam, will become a partner with Denmar US LLC, which will carry out the Stockton Port Management Project

with an annual capacity of 5 million tons to establish the logistics infrastructure to be used in the potential export of the ongoing soda ash investment. The Stockton Port Management investment is targeted to start operations in 2027, in line with Şişecam's natural soda ash investment in the USA, which is planned to be commissioned gradually until 2028. With its new investment, Şişecam will ensure sustainable growth by establishing a supply chain structure that will enable it to achieve its natural soda ash export targets in the USA.



### ŞİŞECAM'DAN ABD'DE LİMAN İŞLETMESİ YATIRIMI

Şişecam, planlamalar çerçevesinde devam eden ABD'deki doğal soda külü yatırımının potansiyel lojistik ihtiyaçları için Ciner Grubu ile yeni bir iş alanına yatırım kararı aldı. Şişecam'ın yüzde 100 sahipliğindeki bağlı ortaklığı Şişecam Chemicals USA, devam eden soda külü yatırımının potansiyel ihracatında kullanılacak lojistik altyapıyı kurmak üzere yıllık 5 milyon ton kapasiteli Stockton Liman İşletmesi Projesi'ni yürütecek olan Denmar US LLC'ye ortak olacak.



## 'Carbon Offsetting' service from ShipsGo

**S**hipsGo has announced its "Carbon Offsetting" service that displays real-time greenhouse gas emissions for container shipping. The amount of carbon to be offset within the scope of the service is determined by the customers. It is certified very soon after offsetting processes are completed. The impact of carbon offsetting on overall emissions can also be tracked. ShipsGo Business Development Manager Soner Okur said, "As ShipsGo, we set out with the goal of a greener and more livable world, and companies will be able to balance the emission values they produce or act as intermediaries. We are aware of how important carbon balancing is for a livable world. We believe that all our stakeholders will support the project in line with this goal and contribute to a livable world."

### SHIPSGO'DAN 'CARBON OFFSETTING' HİZMETİ

ShipsGo, konteyner taşımacılığı için gerçek zamanlı sera gazı emisyonlarını gösteren "Carbon Offsetting" hizmetini duyurdu. Hizmet kapsamında dengelenecek karbon miktarı müşteriler tarafından belirleniyor. Ofsetleme işlemleri tamamlandıktan çok kısa bir süre sonra sertifikalandırılıyor. Karbon ofsetleme işleminin toplam emisyon üzerindeki etkisi de izleyebiliyor.



## → CEVA Logistics commits to all low-carbon electricity

**C**EVA Logistics is transitioning all its contract logistics and freight warehouses to low-carbon electricity by 2025. The commitment will rely on a combination of purchasing low-carbon electricity (renewable and nuclear) from local utility providers and increasing its own production of electricity using rooftop solar panels, which the company will triple by the end of 2025. In addition, CEVA expects to reach 100 percent LED lighting in its warehousing facilities by the end of 2023.

Mathieu Friedberg, CEO, CEVA Logistics, said: "The global logistics industry must find better ways to operate and ultimately reduce its impact on the planet from carbon emissions and energy consumption. These investments are the right thing to do, and they also make good business sense. We will continue acting to build a more sustainable model through initiatives like these in our contract logistics operations and across our product lines in air, ocean, ground and finished vehicles."

Hakan Çetin, CEVA Logistics Vice President of Contract Logistics, stating that as CEVA Türkiye has switched to 100% LED lighting in its storage facilities, said, "As CEVA Türkiye, we are happy to encourage our employees to be a part of this energy transition and to reduce our consumption in a sustainable way,



within the scope of CEVA's commitment to use low-carbon electricity. As a prominent sustainable practice, we have completed 100% LED lighting in our storage facilities by 2023. We also succeeded in converting our lead-acid battery MHE fleet to 38 percent more environmentally friendly lithium-ion batteries. With the awareness of sustainability, we will continue to catch up with our momentum and be a part of this energy transition." said.

### CEVA LOJİSTİK DEPOLARINDA DÜŞÜK KARBONLU ELEKTRİĞE GEÇİRİYOR

CEVA Lojistik, kontratlı depolarının yüzde 80'ini 2022 yılında LED aydınlatmaya geçirdi. Şirket, enerji verimliliği yatırımlarının bir parçası olarak 2023'ün sonuna kadar depolarının tamamını LED aydınlatmaya geçirmiş olacak. CEVA ayrıca, enerji tüketimini azaltmak için bir dizi ısıtma ve soğutma projesi uygulamaya

da başladı. Şirket ayrıca lityum iyon malzeme taşıma ekipmanı (MHE) filosunu da büyütüyor. Filonun 2023 yılında eko-MHE (lityum-iyon ve jel pil üniteleri) yüzde 40 seviyesine ulaşması hedefleniyor. Gayrimenkul ortaklarıyla yaklaşık 180 milyon dolarlık yatırım ile CEVA, lojistik depolarının çatılarını kaplayan

güneş panellerinin yüzey alanını üç katına çıkaracak. 2025 yılının sonuna kadar CEVA, tesislerinde yaklaşık 1.8 milyon metrekare güneş paneli kuracak; bu alan, Fransa'nın Versay Sarayı'nın 2,25 katı büyüklüğüne eşit. Şirket, bu kapsama alanı ile yılda yaklaşık 135.000 MWH elektrik üretecek.

## → Iraq joins the TIR Convention



**L**ocated at the crossroads of many trade routes in the Middle East, Iraq became the 78th country to join the United Nations TIR Convention. Iraq's accession to the TIR Convention solidifies its strategic role as a transit hub and supports the country's economic vision to expand its non-oil sectors. The TIR system will increase regional trade and promote economic development and stability in Iraq and the wider region. IRU Secretary General Umberto de Pretto, on the subject; "We are excited about Iraq joining the TIR system. This development will allow Iraq to realize its great potential as a regional trade center supporting east-west and north-south connectivity. "Iraq's accession to the TIR Convention is a golden opportunity to reaffirm the country's readiness to tap into the potential of international trade to support economic growth and promote prosperity and development."

### IRAK, TIR SÖZLEŞMESİ'NE KATILDI

Orta Doğu'da birçok ticaret yolunun kavşağında bulunan Irak, Birleşmiş Milletler TIR Sözleşmesi'ne katılan 78. ülke oldu. Irak'ın TIR Sözleşmesi'ne

katılımı, bir geçiş merkezi olarak stratejik rolünü sağlamlaştırıyor ve ülkenin petrol dışı sektörlerini genişletmeye yönelik ekonomik vizyonunu des-

teklüyor. TIR sistemi, bölgesel ticareti artıracak ve Irak'ta ve daha geniş bir bölgede ekonomik kalkınma ve istikrarı teşvik edecektir.



## → Container homes for earthquake victims from ÖBB Rail Cargo Group & STRABAG

ÖBB Rail Cargo Group, Europe's leading rail logistics provider, and STRABAG SE, Austria's largest construction company, are pooling their resources to provide housing for people affected by February's earthquakes in Adıyaman Province of southeastern Türkiye. "After the devastating earthquakes in Türkiye and Syria, it was immediately clear that we had to help. Just a few days after the terrible events, we were able to deliver 2,000 winter jackets to the disaster area and a short while later set up a special fund for employees who have relatives affected by the quake. The fund will temporarily cover expenses such as rental cost sandhousing for the families," says Klemens Haselsteiner, CEO of STRABAG. "But it was also important for us to organise direct relief measures as quickly as possible. Together with Rail Cargo Group, wethen came up with the idea to deliver and set up a container village in the region." STRABAG and Rail Cargo Group have teamed up to build a container village providing a temporary home for around 30 families in the region. ImreKo-vács, member of the Board Rail Cargo Group: "The infrastructure in the earthquake region has been severely damaged. It was there for eimportant for us to help out doing what we do best – with transport and logistics services via our TransNET to Türkiye. As the sustainable logistics backbone of the European economy, wesee it as our responsibility to help people in emergency situations."



### ÖBB RAIL CARGO VE STRABAG AG'DEN DEPREMZEDELERE KONTEYNER EV YARDIMI

Avusturya'nın iki köklü şirketi Strabag AG ve ÖBB Rail Cargo Group Türkiye'deki depremzedeler için güçlerini birleştirdi. Strabag AG şirketi Adıyaman'ın Gölbaşı ilçesinde kurulması için 30' u konut, 3' ü tuvalet ve banyo olmak üzere 33 konteyneri ÖBB Rail Cargo Group aracılığıyla Türkiye'ye gönderdi.

## → Aprpreciated purchase from TruKker in Poland



Digital transportation platform TruKker has also entered the freight transportation sector in Poland and Europe with firm steps with its new acquisition initiative. TruKker, BlackBuck Poland Sp. acquired a 100 percent stake in z.o.o. Thus, the company will reached access to the Europe-CIS corridor and momentum in its progress in the Türkiye - EU line. TruKker, which uses more than 100 trade routes in 3 continents and 9 countries and has the largest cargo collection network in the region, consisting of more than 55 thousand trucks, offers solutions for local and international freight transportation.

### TRUKKER'DAN POLONYA'DA BÜYÜK SATIN ALMA

Dijital taşımacılık platformu TruKker, yeni satın alma girişimiyle Polonya ve Avrupa genelindeki yük taşımacılığı sektörüne de sağlam adımlarla girdi. TruKker, 2023 yılı

itibarıyla İskandinavya, Avrupa, Birleşik Krallık gibi bölgelerdeki büyük lojistik ihtiyaçları başarıyla karşılayarak kendini kanıtlayan BlackBuck Poland Sp. z.o.o.'nun yüzde 100

hisselerini satın aldı. Şirket böylece Avrupa-CIS koridoruna erişim kazanırken, Türkiye-AB koridorundaki ilerlemesinde de ivme elde edecek.



# Türkiye will be a global logistics SUPERPOWER

**Adil KARAİSMAİLOĞLU**

Minister of Transportation and Infrastructure



**W**e left behind a period in which we managed to achieve significant success, especially thanks to our initiatives in the last two years, in the field of international road transport, which is considered the backbone of the logistics sector. Thus, we have made valuable strides in contributing to our national economy by accelerating our exports.

However, the last two years have not been an easy period for our country or the world. The Covid-19 outbreak caused problems in the supply chain, many countries experienced this process as a crisis, even chaos. Türkiye, on the other hand, grew out of this process with its strong logistics infrastructure and corporate transportation sector. With the pandemic, the breaks in the supply chain and the orientation of countries to closer geographies increased Türkiye's exports. In the face of the sudden increase in sea freight, road transport came to the fore in this trade.

On the other hand, in transports to EU countries; There were issues with pass quota, tolls and driver visas. As a result of the studies carried out by our Ministry; In countries on transit routes such as Bulgaria, Romania, Hungary, Serbia, the problem of transit document quota has been resolved. Thanks to the increase in quotas for bilateral and transit transportation with Greece, the number of free documents has increased significantly. In addition, the removal of disinfection in Bulgaria has positively affected our transports to the EU and the processing times at customs. As a result of these developments, a significant increase was recorded in trade between Türkiye and EU countries. However, we consider that the quota problem continues in countries such as Italy, Austria, Czechia and Poland, and our carriers have difficulties in obtaining Schengen visas. These problems hinder not only transport but also the

further development of trade between Türkiye and EU. We follow these issues meticulously so that they are resolved in a way that will ease our transporters and our trade as soon as possible.

The Russia-Ukraine crisis, which started in February 2022, also necessitated many changes in transportation. Before the war, Turkish transporters were transporting to Ukraine, and from there to Northern European countries, via Ro-Ro lines over the Black Sea. Although the closure of this route left the carriers in a difficult situation, some EU countries, which are alternative routes, did not offer sufficient support.

Despite their attitude, our country did not for a moment compromise its leading position in order to overcome this crisis in our region as soon as possible. We achieved another diplomatic success appreciated by the whole world, and the "Grain Corridor", which offers an alternative solution for the transportation of Ukrainian grain, was established with the initiatives of Türkiye. It still continues to serve very intensively thanks to the cooperation of our relevant institutions.

Although there was a 0.3% decrease in world maritime freight trade in 2022 compared to 2021, the amount of cargo handled in our country's ports increased by 3.1% compared to the previous year and amounted to approximately 543 million tons. Again, while the world maritime container transportation decreased by 3.2% on TEU basis in 2022, the amount of containers handled in our country's ports decreased by only 1.8% compared to the previous year and amounted to 12.4 million TEU.

On the other hand, the closure of the Northern Corridor due to the

war has made Türkiye, which is a regional logistics center, a stronger and safer transit country between Europe and Asia. Compared to the year 2021, transit shipments via Türkiye increased by 40%. The most important factor in our country's successful management of this process is our investments in infrastructure areas such as highways, bridges and the rehabilitation of border gates for years. In the last 20 years, we have invested approximately 1.743.000.000 TRY in our country's transportation and communication infrastructure. Eurasia Tunnel, Yavuz Sultan Selim, Osmangazi and 1915 Çanakkale bridges, Istanbul Airport, Ordu-Giresun and Rize-Artvin airports, Istanbul-İzmir, Northern Marmara-Ankara-Niğde highways, such as "Connecting the World to Türkiye", are a corner in our country's journey to the future.

We increased our railway network by 19% to 13 thousand 128 km. We introduced our country to high-speed train management; We built 1,460 km of high-speed train lines. Thus, 46% of our population gained the comfort of high-speed trains. Our work continues successfully on our 4 thousand 581 km of railway line. The pandemic and the Russo-Ukrainian

War also caused huge increases in rail transport. We switched to block train management in domestic and international freight transportation; We have made agreements with many countries in order to improve the foreign trade volume and increase the share of railway transportation in the transportation sector.

With Baku Tbilisi Kars (BTK) Line, from Türkiye to many destinations in Europe, especially Bulgaria, Hungary, Germany, Austria, Poland, Romania, Czechia, Slovakia, Serbia and France; in the east to Iran, Afghanistan and Pakistan; to Russia in the north; In Central Asia, we operate reciprocal freight trains to Georgia, Azerbaijan, Uzbekistan, Tajikistan, Kyrgyzstan, Turkmenistan, Kazakhstan and China.

Our international rail freight transportation, which was 1.715.000 thousand tons in 2003; In 2022, it reached 4.422.000 thousand tons with an increase of 158 percent compared to 2003 and achieved the best values of all time. As of the beginning of 2020, the transit of freight trains between Asia and Europe is made via Marmaray, which connects the two continents uninterruptedly and is a strategic move of our government.

Again, between our country and Bulgaria, TIR chassis (Semi-Trailer) transportation was started on a regular basis by rail block trains in 2018. With this system, loads that had to be transported by hundreds of trucks were transported by trains, providing significant advantages in terms of cost, time and environment. In this way, jamming at the highway border gates was prevented.

In accordance with the provisions of the Common Transit Agreement and Customs Law, to which TCDD Taşımacılık AŞ has been involved since April 2016, it has been authorized to transport by rail in a simplified manner in common and national transit

regimes. With this system, which enables the border crossing procedures of approximately 50 container trains to be carried out between 5 and 7 minutes without going to the customs administration, speed and efficiency have been increased in border crossing operations.

Container transportation, which aims to eliminate competition among other transportation modes and to cooperate, has become an indisputable and important mode of transportation in the transportation sector with an increasing speed day by day. In this context, container transportation by rail, which was 658 thousand tons in 2003, reached 17.7 million tons in 2022. Domestically produced platform wagons (Sgns, Sggmrs) of our organization are used for container transportation to Europe and Central Asia via the BTK line.

We support the development of our country by building roads, bridges, ports and tunnels that will provide jobs, food, and economic vitality for our citizens. We have a beautiful proverb; "The sun is not covered with mud". We also know very well that every investment we make and every project we implement finds its place and serves our nation and its bright future. One of the most important elements of our vision for the future is to contribute to the competitiveness of our country and to improve the quality of life of the society; is to create a durable, safe, economical, comfortable, environmentally friendly, uninterrupted, balanced and sustainable transportation system. Our policies; we are implementing our national economy and national independence in order to put our national independence on strong foundations.

We have made investments that can be realized in 100 years in a short period of 20 years, and we have survived an era in the transportation and infrastructure sectors of our country. From now on, we will further strengthen Türkiye's transportation and communication infrastructure by producing new projects. With the confidence of what we have done so far, we will build hopeful tomorrows. We will continue to take firm steps towards becoming a global logistics superpower by turning Türkiye 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 will continue to take firm steps towards becoming a global logistics superpower by turning Türkiye 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."





# Spotlights on Türkiye - A Key Partner in Europe's FUTURE LOGISTICS STRATEGY



**Turgut ERKESKİN**

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

it is safe to say these two topics – sustainability and digitization - will continue to be the focus of investments for logistics companies in the future.

While global economies had showed a gradual recovery in the post pandemic process, this time the rising tension in global politics continued to cast a shadow of uncertainty on the global supply chains. The Russian-Ukrainian war coupled with the sharp rise in energy costs has forced European countries to look for alternative routes and solutions to manage supply chain risks, resulting in an increasing focus on Türkiye as a logistics partner.

## A NEARSHORING HUB FOR EUROPE

Driven by both geopolitical and economic factors, Türkiye has traditionally been an important hub for trade and transport for both Europe and the Black Sea region. With the recent developments in the region, while expanding its economic ties with neighboring countries such as Russia, Romania, Ukraine, and CIS markets; it has also reinforced its position as an important nearshoring market for Europe.

Türkiye is strategically located at the crossroads of Europe and Asia, making it an ideal location for companies looking to serve both markets. Having a population of over 80 million people, it is also a growing domestic market with a significant customer base for companies looking to sell their products locally. The country has a young and skilled workforce, with a high level of education and technical expertise. All these advantages make it an attractive location for European companies looking to relocate their

production facilities or restructure their supply chains with diversified modes and routes.

In terms of the transport and logistics sector, Türkiye has a well-developed and competitive environment, with a range of providers offering a variety of services. It has a modern and extensive transportation infrastructure, including ports, airports, and highways, which are connected to neighboring countries and major markets. Türkiye has also been investing in infrastructure projects to improve connectivity with the Black Sea Region, Middle East, North Africa, and Central Asia. In recent years, China's Belt and Road Initiative (also known as the New Silk Road) has played an increasingly important role in global trade, and Türkiye is one of the key partners in this initiative. Thanks to its unique position as a gateway to Europe for Chinese goods, the country has been actively working to develop transport and logistics infrastructure to support this trade.

The logistics industry in Türkiye has also undergone significant modernization and digitalization in recent years, with many providers offering sophisticated technology solutions such as warehouse management systems, transportation management systems, robotic systems and real-time tracking and visibility tools.

Overall, the transport and logistics sector in Türkiye is well-equipped to support the needs of companies looking to ramp up nearshoring production facilities in the country or establish a presence in the region and take advantage of opportunities presented by Türkiye's good connectivity and wide range of services and infrastructure available to support efficient and cost-effective transportation and logistics operations.

**T**he last couple of years have been challenging for the global logistics industry. We have experienced major developments that have dramatically changed the face of the global logistics industry. First, we have seen how the pandemic disrupted global supply chains and led to changes in trade patterns. It has accelerated the trend toward e-commerce and last-mile delivery, which is expected to continue in the long term, creating potential growth opportunities for the logistics industry.

The pandemic has also accelerated the adoption of automation and digitization in logistics operations and highlighted the importance of sustainability and environmental responsibility -to such an extent that

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## Logistics Perspective

AYŞEM ULUSOY

President of UTİKAD  
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# TURKIYE IS IN THE CENTER OF SEEKING NEW ROUTES

In the globalizing world, the logistics sector is one of the most important factors affecting the success of countries in foreign trade. Transportation geography creates important advantages in evaluating the development of commercial flow and gaining superiority in the field of application economically.

Today, it brings the countries that have the opportunity to get the most goods at the cheapest price to the forefront of the competition, and offers areas of expansion 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 of over 20 trillion USD.

For many years, Europe has been one of Türkiye's most important commercial areas in terms of both our geographical proximity and the share it has in our commercial activities. Our advantageous geographical location, located at the crossroads of Asia and Africa, is also at the heart of the supply chain, as a bridge for Europe to reach the other half of the globe.

Türkiye, which is in a customs union with the EU, has Free Trade Agreements with 27 countries. This means direct access to a market of 1 billion in total. Europe, which has an important share in Türkiye's foreign trade, has brought Türkiye to the fore in this market due to the change in the world trade route and the search for alternative new production centers due to the break in the supply chain after the pandemic.

The major increase in Türkiye's exports to the EU in recent years is due to the change in global routes and Europe's efforts to make its economy resilient to new crises by supplying from nearby countries and diversifying its supply sources.

The trade volume between Türkiye and the European Union, which gained great momentum, reached 196.4 billion dollars in 2022 and the European Union continued to be the most important trade partner of our country. Our country ranked 5th with a share of 3.9 percent from the EU's total exports in 2022. The EU has a share of 40.6 percent of our exports with 103.1 billion USD in 2022 and ranks first in our total exports.

Excluding the trade between the European Union countries, our country ranks 6th in the EU's total imports with a share of 3.3 percent in 2022. In addition, the EU ranks first in imports as well as in our country's exports. According to the figures of 2022; Türkiye realized 93 billion USD (25.6 percent share) of the total goods import of 364 billion USD from the EU. In 2022, the ratio of exports to imports in our country's trade with the EU was 110.5 percent. According to the figures announced by the Ministry of Transport and Infrastructure, road transport to Europe increased from 1.2 million to 1.5 million last year. If improvements are made in the Customs Union Agreement in the coming days, the commercial activities of Türkiye and the EU countries, which are in the position of the giant market next to us, will accelerate even more.

At the end of 2022, all of the top 5 countries in the value-based ranking of the cargoes exported by Türkiye via sea, except the USA, are in Europe. On the other hand, it is observed that the shares of rail and air transport

increased in imports from the EU. Intermodal, which is an important alternative to overcome the obstacles encountered in road transport, especially on the Europe-Türkiye line, has become a preferred mode of transportation due to its efficient and environmentally friendly approach as well as timely delivery, low cost advantage.

Road transportation, which is the most important mode of transport in which commercial flow with Europe is ensured, comes to the fore in commercial transport between Europe and Türkiye. However, the problems experienced by our transporters regarding transit document quotas, tolls and driver visas continue.

At this point, European and world trade maintains its stability in the search for a new line after the Russia-Ukraine war and creates actual initiatives. The search for new lines in global trade brought opportunities along with some difficulties for the Turkish logistics industry.

The Middle Corridor, which has an important place for the integration of China and Europe, is the center of annual trade traffic of more than 600 billion USD from Beijing to London. Therefore, we emphasize that Türkiye is a bridge between Europe and Asia, and we state that this position should be evaluated very well. Some investments were made to further strengthen Türkiye's position in the Belt and Road Initiative. These investments include Baku-Tbilisi-Kars railway line, Istanbul Airport, Yavuz Sultan Selim Bridge, Marmaray and port investments. In the Middle Corridor, Türkiye has a key point in terms of providing uninterrupted access from east to west. In this project, which includes many countries, some arrangements must be made in order to make Türkiye a more preferable country.

In addition, the infrastructure of the route that will extend from Türkiye to Europe is important for the full revitalization of the Silk Road. Because the "home freight" is also important for this trade line. From this point of view, the line between Türkiye and Germany should not only be considered with road infrastructure, but also with a modern railway connection.

The developments in the world are not only effective on our trade volume, but also ensure that the land, sea and railway connections passing through Türkiye gain importance in the trade between Europe, Central Asia and Asia. For Europe, whose trade route and logistics map is changing, Türkiye's transit location offers important opportunities when it comes to trade opening towards the Eurasian region. Therefore, we have to facilitate the transit transport regime. We express in every channel we participate that the necessary conditions and procedures should be reduced, especially for the development of transit transportation in our country. The Turkish logistics industry has proven to be a valuable geography for the continuation of the international flow of goods with the moves it has made. We took a step forward during the pandemic period, and we continued the same step when it comes to the routes closed in the Russia-Ukraine war.

Our country's full realization of its potential will only be possible with measures to be taken and improvements to be made for some development areas in practice and legislation.

A gate of logistics opening from Türkiye to the world



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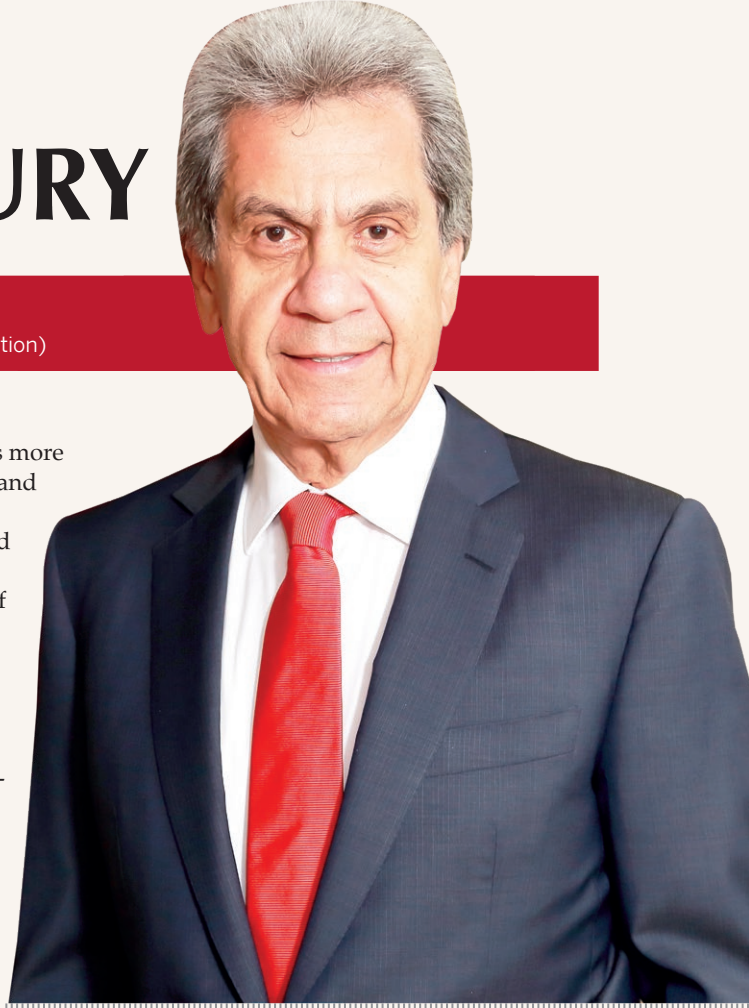
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# Logistics will be the leading power in TURKIYE'S SECOND CENTURY

**Çetin NUHOĞLU**

Chairman of the Board – UND (International Transporters Association)



**W**e are passing through a very difficult period due to the earthquakes in our country and affecting many of our cities. We are in great pain and sadness. We are such a country that has always managed to be united in difficult times. We will heal these deep wounds. The logistics sector, which was a savior during the pandemic period, mobilized to deliver aid materials in the earthquake disaster. We are proud of our transporters, who quickly transport whatever is needed, from basic supplies to construction equipment used for search and rescue.

Unexpected situations such as the pandemic, supply shortages, and the Russia-Ukraine War increased the need for logistics. We are going through a period in which the importance of the logistics industry in the world is fully understood. While the logistics sector gained importance, new countries and regions, including Türkiye, started to see more demand in the global supply chain. The year 2023 will be a year in which milestones of the future will be set for the world, our country and our industry.

In 2023, when we enter the 100th anniversary of our Republic, important tasks fall on our industry. While the world economy grew by 3.1 percent in 2022, our country's exports broke a historical record of 254 billion USD. The pleasing point here is that our share of global exports has increased.

While the growth in the sector increased with the supply directed to Türkiye, the logistics advantages of our country were clearly seen. In 2023, these advantages will be

reflected in the statistics as more production, more exports and more transportation. The high added value provided by the logistics sector will also increase the welfare of the country.

While the world economy is expected to grow by 2.2 percent next year, the growth in our country will be twice that. The Turkish economy is expected to display a strong and balanced growth of around 5 percent next year.

In the next period, there will be great changes in many areas such as the search for new markets, new production methods, fluctuations in supply and demand, pressures on trade, and new networks.

Our country will benefit the most from the new situation. Europe is in search of a new one. They want to do more business with Central Asia and the Middle East. The way to go for this goal of Europe passes through Türkiye. Türkiye will become the most important transit country in Europe-Asia trade with the continuation of the right steps taken in the face of the latest developments in the region. However, we need to provide this quickly, otherwise we may miss this historic opportunity.

In our country, new supports and incentive mechanisms are coming into play to increase exports. More support is provided to sectors with high technology and high added value. The supports offered to the logistics sector will increase both the export of goods and the export of services.

We left behind a very productive year in logistics and transportation. Although this situation, which emerged with the effect of different developments, enabled the business to grow, our industry could not fully reveal its real performance due to the problems experienced.

The sector, which carried 254 billion USD of exports in 2022, realized 11.4 billion USD of service exports in the 11-month period of 2022. Compared to the previous year, it was seen to be at the same level. On the other hand, imports of services approached the level of 10.9 billion USD with an increase of 42%. The foreign trade surplus of our sector decreased by 90 percent. With the solution of these problems, our sector will continue to give more foreign trade surplus.

In 2023, when we enter the new century of our Republic, the logistics sector will continue to contribute to the goals of our country in every possible way.

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ALİ ERCAN GÜLEÇ

President of Executive Board  
Railway Transport Association (DTD)

Railway is **our future**

## RAILWAY ERA IN EUROPEAN TRANSPORTATION...

**T**ürkiye's largest import and export is to the European Union, which consists of 27 countries. As of today, approximately 99 percent of the freight transports to the EU are made by sea and road, and the railway is used very little percent.

In 2023, the EU is starting to monitor and reduce the imports of goods with high carbon footprints from countries that do not have a carbon pricing system with the Border Carbon Regulation System. For this reason, restrictions will be made on road transport from Türkiye to the EU. In the event of the resulting restriction, all EU transports will have to be made by rail.

According to the TCDD 2023 Notification, the number of mutual passenger and freight trains between Halkalı and Kapıkule (Edirne) is at most 11 each. In the event that the freight that will increase between the EU and Türkiye is transported by rail, the existing capacity will be insufficient. However, Halkalı-Kapıkule railway project is being carried out as the largest infrastructure project to be realized within the framework of the Financial Cooperation between Türkiye and the European Union. A new high-speed train line is being built on a 229 km route, suitable for 200 km/h, double-track, electrified and signaled, enabling both freight and passenger transportation. This project is expected to be completed in 2023.

Trans-European Transport Networks (TEN-T) will expand with Halkalı Kapıkule Railway line. Thus, with this additional railway line, it will be possible to carry out all transportation between Türkiye and Europe by rail. The TEN-T Policy also links regional and national infrastructure to create a cohesive European infrastructure system. The TEN-T policy is expected to increase efficiency and productivity.

Trans-European Transport Network TEN-T railways operate trains within all borders of 27 countries of the EU. As Türkiye, connections are made to the EU's TEN-T system from Uzunköprü to Greece and from Edirne to Bulgaria.

Türkiye's transport legislation is not fully aligned with the EU acquis. A new railway reform is needed. A new comprehensive railway framework law also needs to be adopted. Arrangements on the interoperability of the railway system with the EU are still in the final stages of preparation.

In addition, all of our wagons and cargoes will have to review the content of the cargo at the borders significantly. Therefore, the Turkish railway system will need to be EU-compliant. Shippers, loaders, TCDD and Railway Train Operators of the cargo will be responsible.

In the era of digitization, logistics plays an integral role in optimizing supply chain processes and improving the customer experience. Businesses understand the importance of logistics management as it is a critical element in determining how goods are obtained, stored and transported to the end consumer. Because digitalization can improve environmental and cost performance and contribute to a higher quality of life by simultaneously increasing security levels.

In order to provide an overall more sustainable transport system, the railway must be able to meet the increasing demand. New infrastructure will be required in certain areas, but much of the capacity to be increased in the future should leverage existing infrastructure through systemic digitization and automation of operations.

Türkiye's transportation policy should be determined as a sustainable policy that prioritizes energy efficiency and respects the environment. These goals can be achieved by using the "combined transportation system" that brings together the transportation modes in the best way and by establishing "logistics centres".

The EU has decided to promote a "combined transport system" by using rail transport for a clean and green world. Therefore, the railway infrastructure should be made efficient and of high standard. Thus, Türkiye's transportation will increase with "combined transportation and railway".

Considering the geographical location of our country, logistics centers should be built in exact locations, at appropriate times and according to appropriate content, and it should be ensured that combined transportation is developed and confident steps should be taken towards becoming a regional logistics base. Thus, Türkiye will be the most important "logistics center" in the world. We also inform those concerned that the EU provides resources for railway investments within the scope of the Global Gateway Project.

14 – 15 HAZİRAN 2023

# 8. EKONOMİ ve LOJİSTİK ZİRVESİ

## CUMHURİYETİN



## EKONOMİ ve LOJİSTİKTE GELECEK PERSPEKTİFLERİ

### SEKTÖRLER ve LOJİSTİK OTURUMLARI LİDER SEKTÖRLERİN GELECEK PLANLARI

- » E-TİCARET LOJİSTİĞİ
- » TEHLİKELİ ve KİMYEVİ MADDELER LOJİSTİĞİ
- » PROJE & AĞIR YÜK ve ENERJİ LOJİSTİĞİ
- » TEKSTİL ve HAZIR GIYIM LOJİSTİĞİ
- » OTOMOTİV ve YAN SANAYİ LOJİSTİĞİ
- » GIDA LOJİSTİĞİ
- » SAĞLIK ve FARMA LOJİSTİĞİ
- » SAVUNMA LOJİSTİĞİ
- » AFET LOJİSTİĞİ

8. Ekonomi ve Lojistik Zirvesi, 29 yıldır aylık olarak yayınlanmakta olan UTA Lojistik Dergisi tarafından ilgili bakanlıklar, sektörel birlik ve dernekler, lojistik dünyası ve profesyonellerinin katılımlarıyla 14 – 15 Haziran 2023 tarihinde İstanbul'da gerçekleştirilecek.

- » CUMHURİYETİN 100. YILINDA DÜNDEN BUGÜNE LOJİSTİK DÜNYASI NASIL BİR DÖNÜŞÜM GERÇEKLEŞTİRDİ?
- » YENİ YÜZYILDA LOJİSTİKTE GELECEK PERSPEKTİFLERİ NASIL İNŞA EDİLECEK?
- » TEKNOLOJİK DÖNÜŞÜM EKONOMİ DÜNYASINDA YENİ UFUKLAR AÇARKEN LOJİSTİK DÜNYASI BU DÖNÜŞÜMDE NASIL ROL OYNUYOR?
- » AB YEŞİL MUTABAKATINDA TÜRKİYE'DE NASIL YOL ALIYOR? LOJİSTİK SEKTÖRÜ BU SÜRECE UYUM İÇİN NELER YAPMALI?
- » METAVERSE, EKONOMİ VE LOJİSTİK DÜNYASINI NASIL DÖNÜŞTÜRECEK?
- » YAPAY ZEKA İLE TEDARİK ZİNCİRİNDE OPTİMİZASYON SÜREÇLERİ NASIL HAYATA GEÇİRİLECEK?
- » GELECEĞİN GÜMRÜK İŞLEYİŞİ NASIL OLMALI? GÜMRÜK SÜREÇLERİ TEKNOLOJİ DÖNÜŞÜMÜN NERESİNDE YER ALIYOR?
- » E-TİCARET HIZLA YÜKSELİRKEN LOJİSTİK SEKTÖRÜ BU YÜKSELİŞE NASIL KARŞILIK VERİYOR, NELER YAPILMALI?
- » LOJİSTİKTE BÖLGESEL OYUNCU OLMA HEDEFİNDEKİ TÜRKİYE HANGİ MODLARDA HANGİ PROJELERİ HAYATA GEÇİRMELİ?
- » İNTERMODAL TAŞIMACILIK LOJİSTİK SEKTÖRÜNE HANGİ FIRSATLARI SUNUYOR?
- » ULUSLARARASI PROJELERDE TÜRKİYE'NİN YERİ VE ÖNEMİ NASIL BELİRLENECEK?
- » ULAŞTIRMA VE LOJİSTİKTE YASAL DÜZENLEMELER SEKTÖRÜN İHTİYAÇLARINA YANIT VEREBİLİYOR MU?

7. YILIN  
LOJİSTİKTE BAŞARI  
ÖDÜLLERİ TÖRENİ  
15 Haziran 2023

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



# Logistic is part of our nature.



**Alışan is leading women-owned logistics company in Turkey & offers logistics solutions for Global Chemical Industry, FMCG & Agro Chemicals.**

**Alışan offers following services under SQAS;**

International/Domestics Bulk & Packed Distribution, Warehousing, Value Added Services & Tank Cleaning Station (ECD).

**Over 35 years,** we provide integrated logistics solutions to our Global/Domestic partners with customer-oriented mindset, sustainable & high level of **HSE-Q** under **SQAS**.

**[alisangroup.com](http://alisangroup.com)**

  **/alisanlogistics**



**WOMEN  
OWNED**



**TRANSPORTATION | WAREHOUSING | VAS | TANK CLEANING**





**ESTABLISHMENT DATE:** 1985

**ADDRESS:** Değirmenyolu Cad. No:28 Asia Ofis Park  
A2 Blok Kat:1 34752 Atasehir / Istanbul / TURKIYE

**Phone:** +90 216 469 1515

**Fax:** +90 216 469 1510

**Web:** www.alisangroup.com

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

Alışan Logistics was established in 1985, a women-owned company with the vision of becoming an international logistics services provider that empowers its customers with its innovative, flexible and integrated technological solutions in the local and global markets. We are the pioneer SQAS assessed company in Türkiye for Warehousing, Transportation & Tank Cleaning Modules. Today, our 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.

## 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.



**DAMLA ALIŞAN**  
Vice Chairperson of the Board of Directors of Alışan Logistics

## 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. 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.

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 already signed Responsible

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 standards 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. 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.

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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# BATU LOGISTICS

## Logistics redefined

**ESTABLISHMENT DATE:** 2002

**ADDRESS:** Oruçreis Mah. Tekstil Kent Cad. No:12/B  
Koza Plaza A Blok Kat:10 Ofis:38 Atışalanı Esenler /  
İstanbul / TÜRKİYE

**CHAIRMAN:** Taner Ankara

**Tel:** +90 212 444 22 88

**Fax:** +90 212 438 58 30

**E-mail:** info@batulogistics.com

**Web:** www.batulogistics.com



**B**atu 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 İstanbul 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...







## Road - Air - Sea Transportation Services

## International Logistics



### Value added services

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- ✓ Safe packaging
- ✓ Return of signed receipt
- ✓ Warehousing service
- ✓ Detailed tracking system
- ✓ 24 Hours call center

## Our Services



### Road Transportation

We offer complete and partial transportation solutions specific to your international shipments



### Air Transportation

We offer safe and on-time delivery service with our special solutions for air transportation



### Sea Transportation

All container types are delivered to your address with our regular shipments from our warehouses.



Barbaros Hayrettin Paşa Mahallesi 1993 Sk.  
No:47 17kat no:120, Esenyurt/İstanbul



+90 212 877 10 37  
+90 506 023 18 90



[www.calidadlojistik.com.tr](http://www.calidadlojistik.com.tr)  
[info@calidadlojistik.com.tr](mailto:info@calidadlojistik.com.tr)





**ESTABLISHMENT DATE:** 2021

**ADDRESS:** Barbaros Hayrettin Paşa Mahallesi, 1993 Sk.  
No:47, 17.Kat No:120 34522 Esenyurt / İstanbul / TÜRKİYE

**SALES DIRECTOR:** Ebru DAĞ

**Tel:** +90 212 877 1037

**Fax:** +90 212 652 64 61

**E-mail:** info@calidadlojistik.com.tr

**Web:** www.calidadlojistik.com.tr

**F**irst of all, we would like to express our willingness to offer our services to all countries around the world, especially to all countries in Europe, the Balkans, the Baltic States, and the United Kingdom. We are able to demonstrate our high-quality service, provide support, and offer pricing for your valuable orders.

We provide full and partial-groupage transportation by road to countries all around the world, with a focus on Germany, Belgium, the Netherlands, Poland, France, Switzerland, Sweden, the United Kingdom, Spain, Italy, Denmark, Norway, and Russia.

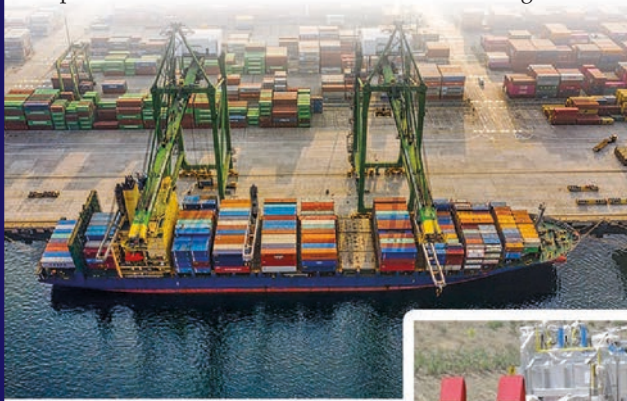
We also provide our customers with complete and partial minivan support.

In addition to FCL and LCL shipments, we offer our customers special fast services to all countries with sea and air ports.

Calidad Global Logistics Founder and Sales Director Ebru Dağ said, "We don't have an organization story that affects people, but we have a love of work and potential to impact people." Expressing that their transportation operations are intensive by road, Dağ said that they provide weekly regular complete and partial transportation services to the countries of Europe, the Balkans, the Baltic and the United Kingdom.

Noting that they produce special solutions including air and seaway, Dağ said; "We are able to provide delivery by taking advantage of every environment in and around Europe. We have clients from every industry. However, we are especially preferred by furniture companies. We are assertive that we are number one in furniture items in Türkiye. In reality, we provide support by talking, such as 24/7 service, access to operation units, and live vehicle tracking."

Ebru Dağ said that Calidad Global Logistics is a company focused on satisfaction and service. "We have reached our goals in a healthy way until this process," said Dağ, and continued: "Our company is divided into two main groups as administrative and commercial units. The administrative side consists of Management and Accounting-Finance units. Our commercial side consists of warehouse, vehicle supply and tracking, operation and sales units. In order to achieve our growth targets, we aim to gain talent and business development at the top of our agenda. Our slogan; As the most reliable and professional among companies producing global logistics solutions be remembered. To open up to the whole world by opening branches in different countries in 5-10 years."





**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.**



**+90 850 755 0 458**  
**galpi.com.tr**





**ESTABLISHMENT DATE:** 1997

**ADDRESS:** Galata Plaza, Kore Şehitleri Cad.  
No:47 34394 Zincirlikuyu / İstanbul / TÜRKİYE

**VICE PRESIDENT & CEO:** Vittorio ZAGAIA

**Tel:** +90 850 755 0458

**E-mail:** info@galpi.com.tr

**Web:** www.galpi.com.tr

**G**alata 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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info@geneltransport.com.tr

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certification

certified by  
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THÜRINGEN  
ISO 27001



geneltransport.com.tr



# GENEL TRANSPORT

**ESTABLISHMENT DATE:** 1988

**ADDRESS:** Istanbul / Izmir / Mersin / Türkiye

**GENERAL MANAGER:** Turgut ERKESKİN

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**Fax:** +90 212 241 78 05

**E-mail:** info@geneltransport.com.tr

**Web:** www.geneltransport.com.tr

**F**rom 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

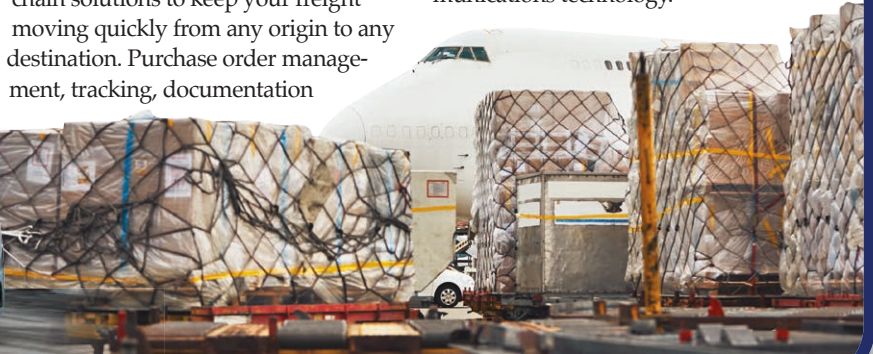
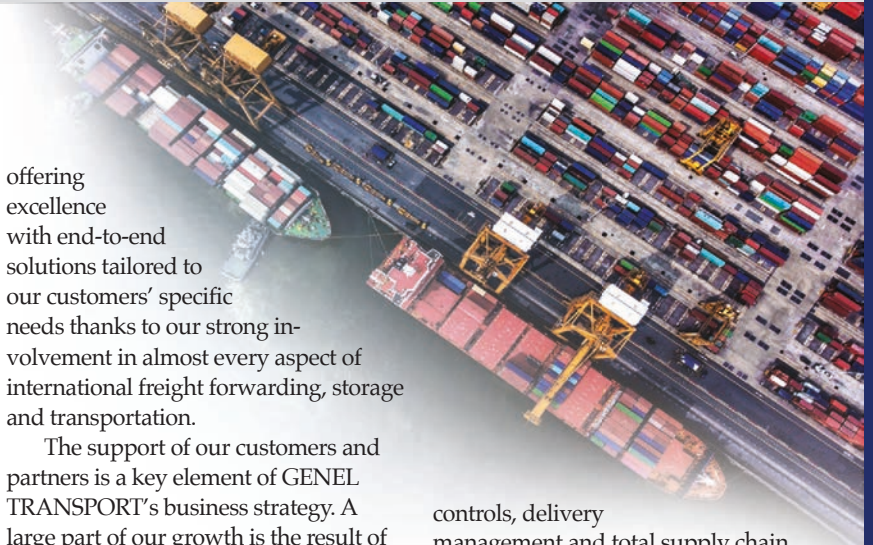
offering excellence with end-to-end solutions tailored to our customers' specific needs thanks to our strong involvement in almost every aspect of international freight forwarding, storage and transportation.

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.







**ESTABLISHMENT DATE:** 2018

**ADDRESS:** Tatlısu Mahallesi Alptekin Caddesi No:13 Um-raniye / İstanbul / TÜRKİYE

**Tel:** +90 216 771 04 09

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**K**aro Logistics was founded in 2018 in İstanbul. With its expert team it fulfills all kind of transportation and logistics services you need in complete and professional manner in road, airway, intermodal transportation and speedy minivan.

From the day it was founded, its goal is to develop all the time and to provide the best services to its customers, makes investments in accordance with the requirements of the sector.

Karo Logistics provides fast, economical, safe services to its customers in all your import/export shipments.

Karo Logistics, provides regular partial and full services every week in Europe and Baltic Countries with its own truck and short transit time. Especially in Germany, Netherlands, Belgium, Italy and Poland.

By keeping up with the conditions required by the sector; it added intermodal and speedy minivan equipment to its structure in 2022.

Karo uses speedy minivans for its customers who need faster delivery time. It can deliver door to door for



1.300 kgs and 17 m3 in 36-48 hours to all parts of Europe. It can deliver different kinds of goods in the same transit time.

However, it also offers intermodal services to its customers as an alternative for customer who want cheap costs. Depending on the type of goods, it may offer box container of swap-body. If it needs to pick up from the top or side of the truck; swap-body is directed. Or if the goods are in bulk or suitable for pick up from the door height of the container, 45' HCPW is directed. With its 45' HCPW containers and swap-body equipment, it provides more cost-effective delivery to the door of its customers from Halkalı Gar station to the destination stations in Austria, Germany and Italy.

All equipments are suitable for ADR transportation.

It provides customs clearances services to its customers with its successful partners in every region of the world.

Due to Türkiye's geopolitical location, it has customers on both continent in İstanbul. It has warehouses on both continents to serve these customers well. There warehouses are located in the Asia side (Tuzla) and the European side (Hadımköy).

In air transports, it makes fast and undamaged deliveries to all countries of the World with its universal agency network. It supports its customers with its authorized personnels at İstanbul Airport and Sabiha Gökçen Airport in İstanbul.

Guarantees the goods of its customers with insurance in all transportation options.

The reason why we do our job so well is that 70% of our employees, including all our departments are women.

Karo Logistics is your international solution partner.



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Kerry Logistics is growing  
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# KERRY ASAV

**ESTABLISHMENT DATE:** 1994

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Inspired by its hometown Istanbul, the city where Asia meets Europe, ASAV was named after the first syllables of the words Asia and Europe (in Turkish, Asya - Avrupa). Founded in 1994 in Türkiye, ASAV is the leading player in the Turkish logistics industry. ASAV is Türkiye's second largest air freight agent according to February 2023 IATA rankings. The company also offers ocean and international road freight forwarding as well as warehousing and distribution solutions. In addition to freight forwarding and integrated logistics, ASAV also offers customs clearance services for the past 29 years which is a unique quality in the Turkish market.

ASAV has  
eight offices  
across  
the

country, including five in Istanbul, one in Ankara, one in Bursa and one in Izmir as well as one in Amsterdam in the Netherlands. It also has 20.000 sqm warehouse space in Istanbul combining bonded and non-bonded storage areas plus a bonded warehouse of 5.000 sqm in Amsterdam.

In 2019, Kerry Logistics acquired a majority interest in ASAV in order to boost its forwarding capabilities in Türkiye and enrich its resources in the Europe-Asia freight route.

ASAV has built a solid foundation and a rich customer portfolio in Türkiye and the region. Combining ASAV's local and regional expertise with Kerry Logistics' global network and extensive service offerings, the company was rebranded as KERRY ASAV in 2020 in order to create greater synergy and provide a broader range of innovative solutions to its existing and future customers.

Since the acquisition, Kerry Logistics continues to grow stronger with new investments in Türkiye. The company has broadened its service scope to new areas.

E-commerce and project logistics were the two new divisions established after 2019. On e-commerce,

ASAV offers a full suite of Door to Door solutions including

cross border transport, clearance, tax payments, fulfillment and last mile delivery services at parcel level to and from 81 cities in Türkiye. The company services leading local and international e-commerce platforms along with large Turkish retailers and brands to expand their reach outside of Türkiye and across the globe. Representing Kerry's project division arm, Kerry Project Logistics in Türkiye, the company has also invested in project logistics in Türkiye. Since its formation in 2019, the company has successfully completed several large projects in Türkiye and CIS countries mainly in the Oil & Gas and Renewable Energy verticals.

In 2023, the company has also invested in a brand new 10.000 sqm Temporary Storage Facility inside Muratbey Customs, making it one of the four Temporary Storage Facility operators in the European side of Istanbul. The facility is a one-of-a-kind addition to the logistics value chain

The company continues to grow its investments in the country in new business units such as express parcel distribution along with new strategic assets. 2 new logistics facilities across Türkiye and an expansion of activities in Istanbul Airport are some of the new investments in scope with the addition of the express division.







Vedat Çelik

Cenk Ural

Hamdi Bülbüldere

Sinan Türel

## The era of service design in transportation by

Lima Logistics continues to carry out its logistics operations in more than 200 countries on 7 continents with a special service design for each customer in addition to the standard transportation concept.



**T**he journey of Lima Logistics, which started in Bursa 10 years ago when four industry professionals came together to find a solution to a transportation proposal, continues at an accelerating pace.

Underlining that there are brands with a history of more than a century in the transportation sector,

Lima Logistics Co-Founder Cenk Ural said, "Our feature that distinguishes us from logistics companies that carry out transportation with classical methods has been to create a separate service design for each project we have implemented since the day we were founded." Stating that Bursa-based Lima Logistics carries out its operations with a total of 98 personnel in its offices in Istanbul, Ankara, Izmir, Denizli, Adana and Eskişehir, Ural underlined that the most important transportation items were automotive logistics and exhibition organizations.

### "WE CARRY OUT TAILOR-MADE OPERATIONS."

Noting that transportation is a mature sector and many important domestic and foreign actors are in this sector, Ural said, "We have not discovered what we do. We just pursued the question of how we can differentiate the work we do. Through the service design practice, we process the transportation operations requested by our customers like tailors and take care to create special solutions for them. We never said 'We'll do anything'. The operations we carried out with different perspectives from the ordinary service methods brought us a competitive advantage."

## LEAP POINT OF LIMA LOGISTICS

Explaining their differences in service production in detail, Lima Logistics Co-Founder Vedat Çelik emphasized that they generate solutions and business processes that will provide added value not only to themselves but also to their customers or the sector with their service design practices. Underlining that one of the leap points of Lima Logistics in the sector was realized with a project to produce such a solution, Çelik said, "The products produced in the FIAT factory in Italy should be on the production line of TOFAŞ within 24 hours. We conducted a special study for this operation with our innovative perspective. Following this achievement, suggestions about transportation operations began to emerge from several manufacturers, industrialists and suppliers in Türkiye and around the world. This has been a jumping-off point for us from local to global. Afterwards, the successful work we have maintained increased our growth especially in the field of automotive logistics."

## 50 PERCENT GROWTH ANNUALLY

Sinan Türel, one of the co-founders of Lima Logistics, explained that they continue their transportation operations in more than 200 countries in 7 continents with their unconventional methods in logistics, and said that Lima Logistics has grown by 50 percent in foreign currency in the last 4 years and that growth expectations continue in the upcoming period. Stating that the biggest share of Lima Logistics in transportation is air transportation with 60 percent, Türel said, "25 percent of the remaining 40 percent is maritime transportation and 15 percent is land transportation. With the positive effect of the pandemic period on transportation, we grew above the sector averages. We are among the top 250 companies in Bursa in 2020 and 2021."

Stating that they plan to continue the growth trend, Türel said, "It is not right to make long-term growth plans in today's world conditions.

## ADDRESS BOOK LIMA LOGISTICS

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We want to adapt to today, diversify our products and services and continue to grow."

## "WE ARE NOT LIMITED TO TURKISH TRAFFIC IN OUR OPERATIONS"

Stating that 20 percent of Lima Logistics' total turnover consists of foreign customers, Türel said, "As a Turkish entrepreneur, we carry a product purchased in China by our French customer purchased to Italy. We provide services to our French customers for an operation that has nothing to do with Türkiye. It's about our operational power over the world. We foresee this and carry out marketing activities abroad. We are not limited to Turkish traffic. Many companies in our country do not have such a structure. This makes us even stronger."

## ONLINE EXHIBITION SERVICES

Underlining that Lima Logistics has become one of the sought-after brands in the field of exhibition logistics as well as in automotive logistics, Lima Logistics Co-Founder Hamdi Bülbüldere also provided information about the investments and works in exhibition logistics. Stating that they organized 86 fair organizations in every continent in 2022, Bülbüldere reminded that the international launches of Türkiye's automobile, TOGG, have been carried out by Lima Logistics for 2 years.

Emphasizing that exhibition logistics is a very sensitive operation, Bülbüldere stated that they are on the eve of commissioning a new online fair service that will contribute to the execution of works in this field from a different perspective of Lima Logistics. Bülbüldere said, "Thanks to this service, our customers will be able to plan and realize their products that they will ship to exhibitions around the

world on a single platform. They will be able to launch the operation by selecting the products they will ship by selecting the exhibition in the desired region and opting the one that suits their budget from the service designs of Lima Logistics. Lima Logistics' online exhibition service will provide significant convenience for both our customers and our industry."

## "WE DISTINCT FROM CONVENTIONAL METHODS IN SOCIAL RESPONSIBILITY"

Emphasizing that the service design practice in the company policies not only benefits business volumes and investments, but also brings different approaches in social responsibility projects, Bülbüldere noted that they established the Lima Sports Club in order to provide young people or children with disabilities with the opportunity to do sports. Bülbüldere said, "We wanted to carry out our social responsibility projects through the sports club, which sets goals for children and contributes to their intellectual and physical development, unlike classical methods such as donating books, clothes or toys. At the point we have reached today, our basketball and volleyball teams are in a position to compete with A teams in the upper leagues. This reveals our distinction in the field of social responsibility."

## "WE ARE WORKING ON OUR FAMILY CONSTITUTION"

Lastly, Lima Logistics Co-Founder Cenker Ural also mentioned the company's structuring, noting that there are many good aspects of a 4-partner structure, the most important of which is being able to make quick decisions. Explaining that everyone has different responsibilities within the operational scheme, Ural said that they achieved success by making quick and joint decisions in strategic situations. Stating that the company has developed with the significant values of all four partners, Ural added that they have prepared a "Family Constitution" that will contribute to the brand's progress with more solid steps towards the future.



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**ESTABLISHMENT DATE:** 2006

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**L**ogitrans Lojistik is an international logistic company with its 23 different offices in 12 countries. It gives transportation services to its customers by road, sea, train and air to all the world especially Asia and Europe through its large fleet and its experienced teams. Logitrans, which meets its intermodal and multimodal solutions, customs solutions, E-trade and E-export solutions with its partners for long years, has got vehicles more than 500 equity vehicles and personnel more than 500.

It continues to represent successfully its country with its experience and competence, and to develop its export and import by new lines and transportation models.

We provide transportations solutions, custom clearance, warehouse management via our own warehouses which are located Türkiye and Kazakhstan. Also, we provide insurance solutions and E-commerce integrations too.

Logitrans create alternative roads for Europe to Central Asia, Russia to Central Asia by using rail freights, sea freights, air freights and road freight. We have our own offices Kazakhstan,



**Gizem  
GÜNDÜZ BORA**

Uzbekistan, Russia, Türkiye, Bulgaria, Azerbaijan, Romania, Ukraine, Poland and Morocco.

As Logitrans, we started to serve domestic logistical services in Türkiye. This services includes the warehouse storage, domestic deliveries, transportations departures to consolidation centers, E-commerce Integrations for local sellers, producers or suppliers. We know and care importance of export for our country. Here is a really big potential about export for us, both product exports and services export. Logistics is the one of the most important service export for Türkiye so we support the sector and export with all our power. We are still developing the new products such as railway routes, refrigerated transports both sea and road freights.

We are able to provide services at temperatures of -20 and +18 degrees, both with trucks and containers, especially for the transportation of fruits, vegetables, seeds and fish products, which are exported in large numbers. Thus, we support both product export and service export. Our target is to increase the number of cold transportation, ADR transportation and out of gauge

transportation. For this reason, our vehicle investments continue. In 2023, we made a total of 60 vehicle investments and our goal is to invest in 100 vehicles in the 100th anniversary of the Republic of Türkiye.

We see all our business partners with whom we work together in logistics, not as a customer, but as a direct member of a huge operation, trusting us. Although companies are commercial establishments, we shape our perspective by evaluating what we do as business partnerships. Thus, all the consumer surveys and brand perception researches we conduct result in the word "Trust" coming to the fore when Logitrans is mentioned. First of all, we would like to thank all our business partners for our trust-based cooperation. We would like to state that we are ready to serve as the most reliable partners to all companies that plan to work with us.

When we building this "Trust", we care our business partners, also we care the our employees. In addition world cared a lot. Logitrans supported Green Logistics and while developing the new routes, we try to able less carbon emission. That's why we invest also sea and rail freights as much as road freight.

They can get more detailed information by visiting us at the transport logistics fair.







# MAVi MARTI TRANS

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#### MERKEZ

Merkez Mah. Yoncalık Sok. No:48/1, 81900 Kaynaşlı / DÜZCE  
Tel: +90 380 544 8325 / +90 380 544 2697

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# Mavi Marti Trans

**ESTABLISHMENT DATE:** 1997

**HEAD OFFICE: ADDRESS:** Merkez Mah. Yoncalık Sok.

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**M**avi Marti Trans is a reputable logistics and transport company based in Türkiye. Established in 1997, the company has grown to become one of the most trusted providers of transport services in the country, with five offices located across Türkiye in İstanbul, Düzce, and Bursa.

With a fleet of 90 trucks, Mavi Marti Trans offers reliable and efficient transport solutions to meet the needs of businesses of all sizes. The company's services include international and domestic transportation, warehousing and distribution, customs clearance, and project logistics.

Mavi Marti Trans's team of experienced professionals is committed to providing high-quality transport services that meet the unique needs of each customer. Whether it's delivering goods on time, ensuring safe and secure transportation, or providing personalized support and assistance, the company prides itself on delivering exceptional service and exceeding customer expectations.

In addition to its commitment to providing reliable transport services, Mavi Marti Trans is also committed to sustainability and minimizing its environmental impact. The company has implemented measures to reduce emissions and fuel consumption, including investing in more efficient vehicles and optimizing its transport routes.

Looking to the future, Mavi Marti Trans is preparing to expand its operations to Germany in 2024, marking an important milestone for the company. To prepare for this expansion, the company recently participated in the Munich Transport Fair, one of the world's leading trade fairs for transport technology.

At the fair, Mavi Marti Trans showcased its expertise in logistics and transport

tation, highlighting its strengths as a reliable and efficient provider of transport services. The company's booth displayed its fleet of trucks, as well as its cutting-edge technologies and processes for managing logistics and supply chains.

"Our participation in the Munich Transport Fair was an important step in our preparation for expanding to Germany," said Sefa Çapar, CEO of Mavi Marti Trans. "We are excited to establish ourselves as a leading provider of transport services in Europe."

Under the leadership of Sefa Çapar, Mavi Marti Trans is poised for success in the years to come. With its commitment to providing high-quality transport services, its focus on sustainability, and its preparations for expansion, the company is well-positioned to continue to meet the evolving needs of its customers and establish itself as a leading player in the transport industry both in Türkiye and abroad.



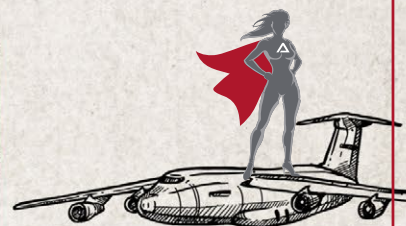


# THE SOLUTION HUNTER

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



Husbandary -  
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4PL - military -  
rolling stock -  
energy - civil  
engineering  
project  
logistics expert



## Pan Special Services

### △ Spare Parts Logistics

- △ Pan Flash
- △ Autolog
- △ Marine Logistics
- △ Aerospace Logistics

### △ Pan Med

### △ X Line

### △ Pan Project

### △ Pan WMS

### △ Pan Event



# PAN<sup>®</sup> LOGISTICS



**ESTABLISHMENT DATE:** 1997

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**Instagram:** pan.logistics

**P**an Logistics has been playing important role on the air, sea, project logistics market of Türkiye actively since 1997, the year of its incorporation. Allocating significant portion within its business volume besides the pioneer business of spare parts logistics since very first day of the establishment, the warehouse management, distribution service, and project & heavy lift logistics became the trademark of the company.

## SOLUTION HUNTER: SPARE PARTS LOGISTICS

Gülriz Kantek, Pan Logistics Chair of the Board of Directors, states that Automotive was the pioneer in our structure with **Autolog** service, dedicated automotive logistics solutions that we designed in the year of 2000 with just in time service expectation of our OEM customers. We have generated SPARE PARTS LOGISTICS division having set up for Marine, Aerospace, Medical and Industrial spare parts operations with the global



know how and local expertise we have accumulated in time critical automotive spare parts.

Spare Parts Logistics is an inevitable service with just in time focus and “**solution hunting**” service understanding.

## TIME CRITICAL COURIER SERVICE: PAN FLASH

**So service design is our job!**

We always question “HOW” while we perform our logistics business. During Covid period it was well understood that “Logistics is Life”. The needs of the market has a great impact on our service structure; dynamic approach, new routes, alternative solutions.



So **Pan Flash** was one of that answer we have hunted “24 hours door to port global delivery ex Türkiye for the spare parts up to 300 gross kg and 15.000 Euro value”.

The startup was only for general cargo and 5 days a week service, where as now it is for **General and DG cargo** ex Türkiye for 7 days a week.

## SIGNIFICANT SHARE IN THE PROJECT HEAVY LIFT LOGISTICS

Pan Project has 3 business units; civil engineering, energy and husbandry-procurement for oil and gas companies.

Due to geopolitical status of the country, Türkiye has access to the areas where other countries may not interface.

For the area of North Africa, Iraq, Ukraine and Russia, there is a large number of transactions is being coordinated by Türkiye.

Our main focus is civil projects, human aid, and energy operations.





We do not just aim to deliver cargo  
but also strive to

**delight our  
customers!**



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**Primer Global Logistic**

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Kağıthane-İstanbul / Türkiye

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## Primer Global Logistic

**ESTABLISHMENT DATE:** 2021

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**P**rimera Global Logistics specializes in providing customized logistics solutions between Türkiye and European countries. We offer both scheduled and flexible weekly departures to key European destinations like Germany, the Netherlands, Belgium, Switzerland, and the United Kingdom.

In addition to less-than-truckload (LTL) and full truckload (FTL) transport, we provide services such as minivan transport, temperature-controlled transport, transport of dangerous goods by road (ADR), transport of garments on hangers (GOH), transport in boxes and palletized transport, project transport, and express transport. Our business processes have been meticulously crafted to achieve optimal efficiency and effectiveness in road transportation. Therefore, we provide our customers with the best solutions in price and performance in all our services. Our transportation services are tailored to meet our customers' demanding schedules. With express and ultra-express options, we guarantee

fast and efficient delivery to keep up with their time plans.

We safely deliver chemicals, machinery, construction, food, spare part and textile products with our robust fleet. In addition to our 60 mega curtain-side trailer trucks and 20 minivans, we have access to many more vehicles and equipment through our business partners and suppliers. We always focus on delivering the best and most useful solutions. And as a result of that, seeing happy customers motivates us to do better. Our experienced and expert human resources are also an important factor that makes us stand out in the sector and enables us to make a difference in our services. Thanks to the unwavering dedication of our team, we are able to stay in constant communication with our customers, 24/7.

We provide our customers with the best of partial and complete road transport, and our minivan fleet ensures fast and efficient delivery of freight weighing up to 1,300 kg to European countries within 24 to 48 hours. We safely deliver hazardous and chemical goods with our ADR-certified vehicles and professional drivers. We transport food, medication, and chemical products

in temperature-controlled vehicles and continuously monitor the vehicle temperature remotely to interfere when necessary.

Our specially designed vehicles safely deliver ironed textiles on hangers and allow us to carry out textile export and import under PGL quality. We also transport standard parcels or palletized loads in partial LTL and FTL modes. We provide out-of-gauge load transport services for cargo that cannot fit into standard transport containers with our experienced engineering team. We thoroughly analyze and plan the entire route for the load and devise practical solutions for documents and permits.

We provide services in warehousing, which is one of the most important processes of logistics, as well as our efficient land transportation. With several contracted warehouses across Türkiye and Europe, we can safely store different types of cargo and provide value-added services for our customers.

At PGL, we will continue to be the first choice and trusted partner for our customers' logistics needs.

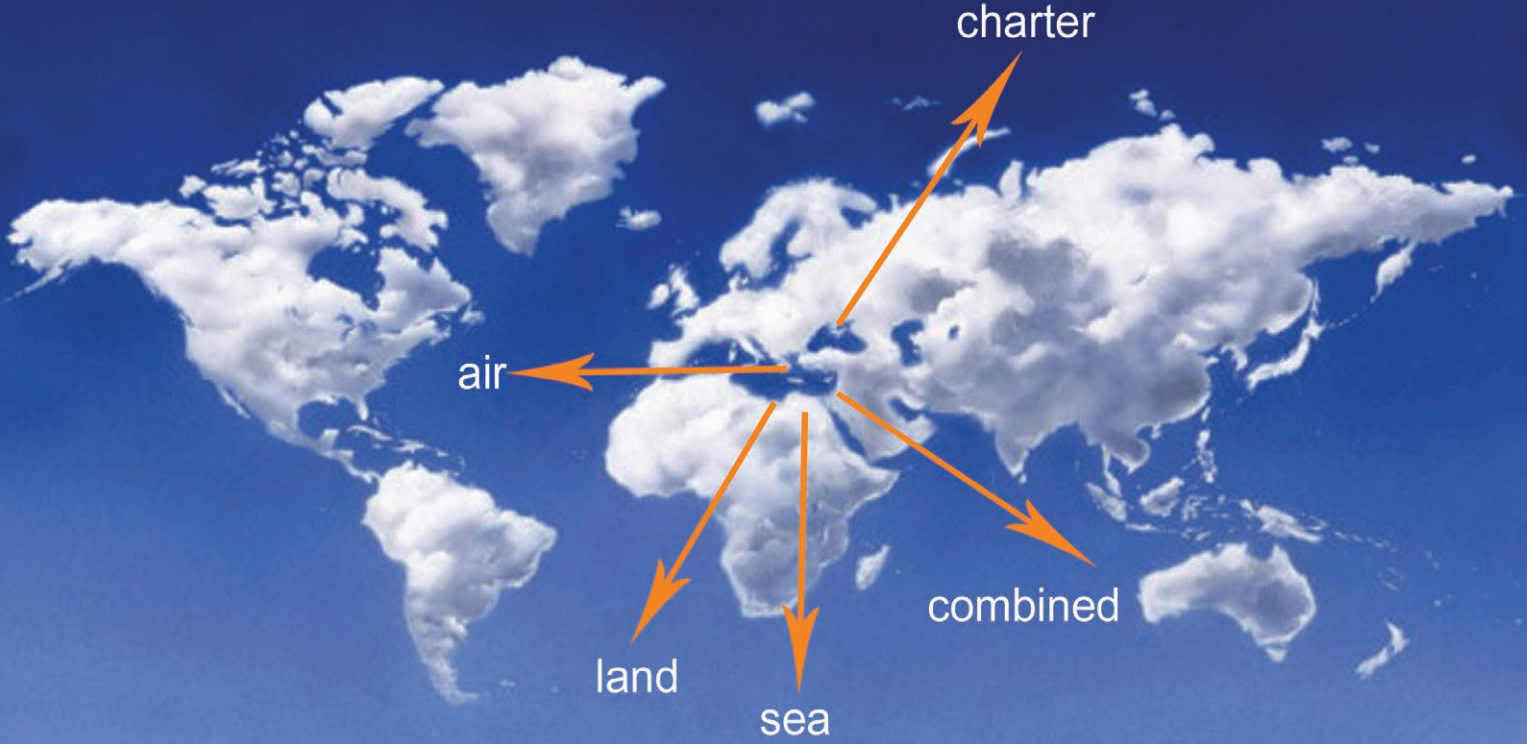




# REIBEL TRANSPORTATION & TRADE INC.

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*transportation is*



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## REIBEL TRANSPORTATION & TRADE INC.

"Your reliable partner in Türkiye"

**ESTABLISHMENT DATE:** 2001

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**GENERAL MANAGER:** Agron ALO

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**L**ogistics, the indispensable sector of the flourishing world, will maintain its development. Our country, will be an important center in its service render geography while increasing its development to carry on being a bridge between west and east with the investments on trade channels and with the transport diversities. It's possible to reach the whole world with the most economical and fastest ways by using our land, air, sea, rail possibilities from the Commercial Capital Istanbul. We, as Reibel, require to initiate the transit transport in all kinds of transportation.

The diverse and secure transport services can be presented from Türkiye to it's neighbors and other trade centers. In our work, we give simplified, based on trust, enabled on transit custom formalities, cost reducing, quality increasing service for the transit cargoes arrived by air, land, sea, rail-ways to forward between ports and its destinations.

We are forwarding the cargoes arrived by air to Black Sea coast countries in 3-4 days by sea, to Southeast Europe in 1-2 days or to European countries in 3-5 days by land transportation with economical storage and handling costs covered with the private warehouse agreements. We are the best upholding, applying country of the pre-declaration system of the world custom union. In my opinion, we will reduce the unregistered trade as soon as we enter the electronic system. This way we will be also able to protect nature by using the "paperless" program to be used in near future. Our position to serve to Black sea, Mediterranean, Aegean sea and Caspian sea coast countries by seaway, between Europe and Asia by land and railway and ofourse to all those countries bu our strong airway capacity, will be our privileged to support the existing and establishing logistic centers to offer better costs.

*Your partner in Türkiye, REIBEL.*







**ESTABLISHMENT DATE:** 1984

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**Web:** www.sabay.com.tr



**S**abay Logistics has been acting as a freight forwarder since 1984 in Türkiye. Sabay mainly provides air & ocean, project cargo and land freight forwarding through own offices located in Istanbul, Mersin, Izmir, Iskenderun and Istanbul Airport Cargo Terminal.

Sabay Logistics provides fully logistics solution as turnkey to the customers.

Sabay handles all export and import air cargos as an IATA (since 1998) authorized cargo agent at all Airport Cargo Terminals in Türkiye.

Our Ocean Export Department handles regular & weekly groupage container boxes (LCL) from Istanbul to Novorossiysk, Ashdod & Haifa.

Our Exhibition Logistics Department is well equipped for all exhibition shipments door to exhibition place, custom clearance, etc.

We are licenced International Air Express Courier Operator as our new brand is SBYEXPRESS.

We provide door to door International Air Express courier & Micro Export/Import service for all e-commerce/B2C and B2B customer shipments.

We provide also e-commerce fulfilment & warehousing service at origin and destinations.

We are also very strong on railway transportation from Türkiye to Middle Eastern countries, and also trucking services to USA, Europe, CIS republics and Middle Eastern countries.

Our project cargo division is very strong on power plant projects and heavy/oversized cargoes' transportation.

Our service quality has been certified by ISO 27001:2017







## PROGRAM LAUNCH



### Win new business and help save the planet

**WCAworld's eco program** is designed to help our members positively impact the environment and boost their business opportunities. This innovative program allows our members to identify partners who have full carbon emissions measuring capabilities and work together to win new business from shippers and producers committed to sustainability. By recognizing their environmental commitment, our members can attract more environmentally conscious customers and grow their businesses while saving the planet!





"LOGISTICS IS IN  
OUR CHEMISTRY..." | *From Türkiye to the World*



## OUR SERVICES

- Transport of Liquid Chemicals
- Dangerous Goods Transportation
- Food Products Transportation
- Gas Transportation
- Tank Container Cleaning
- Tank Container Heating, Maintenance and Repair
- Test Preparation

We are proud to announce that  
TGL TET GLOBAL will be an exhibitor at  
Hall B4, booth 415 in between 9-12 May 2023.

Looking forward to see you in  
Transport Logistics in Munich.

Hall B4 - Booth 415

[tetglobal.com](http://tetglobal.com)







**ESTABLISHMENT DATE:** 2012

**ADDRESS:** Sahrayıcedit mah. Halk sok. Golden Plaza E blok  
No:33/5 Kadıköy / İstanbul / TÜRKİYE

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**Email:** info@tetglobal.com

**Web:** https://tetglobal.com/en/

## LOGISTICS IS IN OUR CHEMISTRY

### From Türkiye to the World

**T**ET Global Logistics, which launched into the logistics sector with bulk chemical transportation activities, continues its logistics operations between all points in Türkiye and Europe with its large fleet consisting of more than 300 self-owned vehicles. TET Global Logistics, which also provides intermodal transportation services, has been the Türkiye agent of Bulk-haul Limited since 2012, offering logistic services between all points in the world in container transportation.

In 2004, our sister company Dilmak Tanker expanded its services by including chemical tanker cleaning and treatment to its activities. Dilmak Chemical Tanker Cleaning and Treatment Plant delivers European Standard services with its experienced staff and automated cleaning systems. Dilmak provides periodical iso tank test preparation, leakage testing, repair, steam and hot water heating services in Türkiye.

We transport liquid chemicals within the framework of the European Agreement regarding the International Carriage of Dangerous Goods by Road (ADR) in line with the SQAS sustainable safety and quality standards set by the European Chemical Industry Council.

### Experienced Staff, Reliable Service in Intermodal Transportation

As TET Global Logistics we offer transportation services of key chemicals, dangerous goods, food products, gas as

well as tank container cleaning, tank container heating, maintenance and repair work and test preparation.

We deliver integrated (intermodal) transportation of liquid chemicals via road, rail, and sea, accompanying the product at every stage of the logistics process from the load point to the delivery point.

We provide intermodal transportation services with our operation center located in Dilovası in İzmit Bay, which hosts international ports such as Yılport, Evyap, DP World, Safi Port, and tank terminals such as Solventas, Limaş, Altıntel Poliport as well as domestic and international highways and railways. Our experienced team and technological infrastructure ensure the safe and smooth transport of hazardous and non-hazardous liquid chemicals in the global network.

We offer transportation services throughout Türkiye and Europe with our large fleet of more than 300 vehicles with an average daily transport capacity of 10,000 tons of liquid chemicals while our container transport services are available between all points in the world. Our temperature controlled L4BH type road tankers and Eurotainer brand containers, all of which are manufactured from 316 L quality stainless steel chrome, are suitable for the transport of hazardous goods.

Our insulated road tankers are equipped with compressors and pumps with three to five compartments that can carry six different chemicals at a time. The tankers are geared, lobed and electric and have a loading capacity of 15,000 to 25,000 tons. Tank containers have a loading capacity of 20,000 to 33,500 liters.

We offer our customers the opportunity to follow the entire logistics process closely with our vehicles which are all equipped with mobile communication systems. We carry out our intermodal transportation activities in line with the British Standards Institute's OHSAS 18001 Occupational Health and Management System criteria in occupational health and safety management with our expert team and our experienced driving staff who hold ADR (SRC 5) Hazardous Goods Transportation Driver's Licenses. In addition, TET Global drivers have their ISOPA driving licenses required for MDI/TDI carriage.

### We Provide Quality, Safe and Eco-Friendly Service

TET Global Logistics offers quality, safe and environmentally friendly services in bulk chemical transportation and the chemical tanker cleaning sector. Our eco-friendly green logistics activities such as energy, environment, and greenhouse gas management systems, which reduce the water footprint, also contribute to the green transformation goals of our customers. As a result of its environmentally friendly facilities, TET Global is among the few logistics companies that have the Green Logistics Certificate with its sustainability activities. Also, TET GLOBAL started the process of ITCO membership in 2023.

We aim to reinforce our presence in the global network with our investments and raise the current service standards of the bulk chemical transportation and chemical tanker cleaning sector in line with the developing demands.





[illegible]

## Supporting transport everywhere

**Tecrübeli ve konusunda uzman ekibimize güvenebilirsiniz**

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# 360 PAY

**ADDRESS:** VIA Bressani 4C Fiorenzuola Pc / ITALY  
**GENERAL MANAGER:** Marco ALBERTI

**Tel:** +39 0523 243500

**E-mail:** [360pay@360pays.com](mailto:360pay@360pays.com)

**Web:** 360pays.com

**W**e are a leading provider of payment and supply solutions supporting the movement of freight vehicles across Europe.

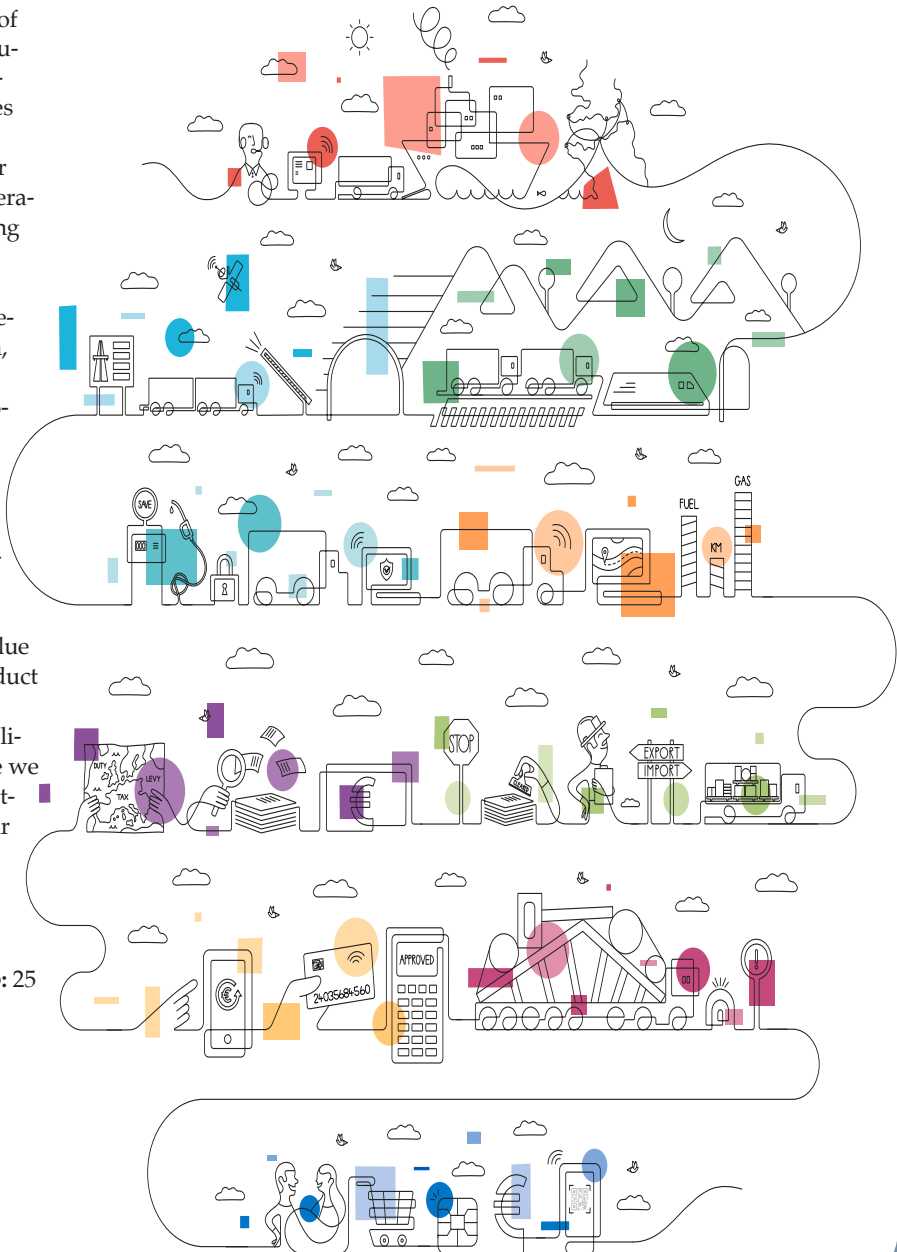
Our vision and mission inspire our people throughout our network of operating and commercial centres, each being capable of responding to the needs of Transporters and Freight Forwarders across Europe. An organisation that demands complete customer satisfaction, 24/7.

Expertise in each local market, professional competence and experience blended with state of the art technology in all areas allow 360 to establish flexible and direct commercial relations and to provide comprehensive solutions always in line with the client's expectations.

Our leadership comes from the value creation powered by outstanding product offering and customer experience and long term relationships with our suppliers. We are able to deliver this because we strive to act as our customers' and partners' trusted advisor, understand their needs and strategy and support them achieving their objectives.

## 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)



# Türkiye reversed the crisis in trade lines

Trade wars, the pandemic, the Russia-Ukraine war and the imbalance in the economic markets changed the existing trade and logistics routes and led to new searches. Strengthening its role as a bridge between Europe and Asia with its geographical advantage, production and logistics infrastructure in this period, Türkiye aims to consolidate this with new moves.

**A**fter the pandemic, global trade, supply chain and container shipments entered a period of change. The closing of the doors of many countries pushed the logistics industry to look for alternative ways. The shipwreck in the Suez Canal, before the effects of the pandemic were over, once again showed the importance of creating alternatives in trade routes. The trend of regionalization in the supply chain is increasing. With the Russia-Ukraine war that started in 2022, the crisis in trade routes reached a different dimension. While Ukrainian ports have been closed for container ships, most of the western container companies have stopped their voyages to Russian ports. The flight routes that changed with the war, the closed airspaces, border gates and ports further strengthened the search for the creation of different trade routes. Although China has started production at full capacity and opened its ports, the search for alternative new production centers continues.

## CHANGE OF ROUTE HAS WORKED FOR TURKIYE

All the developments in the last three years have strengthened Türkiye's role

as a bridge between continents. With narrowing transit corridors, restricted routes and excessively increased freight, Türkiye has the opportunity to use the Middle Corridor, whose role in China-Europe freight transportation has increased. During this period, Turkish ports became transit ports for CIS countries. Due to the problems experienced on the northern route, European loads began to be transported to the Turkic Republics via Türkiye by road.

## FOREIGN LOGISTICS COMPANIES TURNED THE STEERING TO TURKIYE

Türkiye has transformed this change experienced in three years into gains in both foreign trade and logistics. In 2022, Türkiye's exports increased by 12.9% and reached 254.210.000.000 USD. The Turkish logistics sector achieved a growth of 15-20 percent and provided approximately 600 bn TRY of support to Türkiye's Gross National Product. It reached its target of 20 bn USD in service exports. While Turkish logistics companies expanded their fleets, they strengthened their global logistics networks with new country offices and warehouse investments. With the investments made, the international road truck fleet, which was 65 thousand, was increased to 90 thousand. The sector achieved 10.385.000.000 USD freight revenues in 2022. The logistics potential created by Türkiye's prominence in the global supply chain has also increased the interest of foreign logistics companies

in the market. Foreign logistics companies operating in Türkiye started to strengthen their structuring with new investments, and the number of new logistics players entering the market increased.

## 42% OF ROAD TRANSPORTATION TO EUROPE

Türkiye's increasing role in international trade is also reflected in the transport traffic. After the pandemic, the growth in road transport, which is one of the lifebloods of Türkiye's exports, continued. In 2022, export shipments made by road reached 2.078.608 trips. Import shipments amounted to 907.615 trips. 874.309 expeditions were made to European countries, the most important export market. Export shipments to European countries accounted for 42 percent of total shipments. There was an increase of 12 percent in import shipments. Transit shipments made by road over Türkiye increased by 40 percent. As a result of bilateral negotiations with many countries, quota barriers were tried to be overcome with more than 1.6 million pass documents.

## TARGET FIRST 10 IN SEA TRANSPORTATION

Türkiye started to reap the fruits of its investments in maritime trade. The Turkish maritime merchant fleet reached 6 mn 449 DWT and the number of ships





## NEW SILK ROAD: DEVELOPMENT PROJECT

Türkiye also gave the start of a new corridor with the "Development Path" project in this period. The project, which is aimed to be a new Silk Road between Türkiye and Iraq, was signed. Within

the scope of the project, which is planned to extend from Basra to Europe, railway and highway lines will be established from Iraq's Fav Port to the Turkish border, and a new corridor will be created from the Indian Ocean to Europe and the Caucasus. It is envisaged that the project will change the trade balances in the Gulf.

## COMPASS SHOWS INTERMODAL TRANSPORT

Important steps have been taken in Türkiye towards the development of intermodal transportation, where the demand has increased more than 10 times in the last 10 years. Enterprises that carry out environmental logistics activities and carry out combined freight transport were encouraged with the 'Green Logistics Certificate'. With the increasing number of players, the intermodal market in the Türkiye -Europe line has reached a growth potential of 30-40 percent every year. It is expected that Türkiye will turn into the most strategic hub in the intermodal traffic in the Middle Corridor in the next 5 years and generate more than \$80 bn in revenue from traffic in the north-south, east-west axis.

## TRANSIT CARGO IN AIR CARGO

Türkiye, one of the rapidly developing markets in air cargo, has turned into one of the countries with the largest flight network in the world, with 342 destinations in 130 countries. Istanbul Airport, which will reach a cargo capacity of 5.5 mn tons when all phases are completed,

He took Turkish aviation to a higher league. With this new cargo base, Türkiye has increased its claim in global trade and especially in transit cargo. The Turkish air cargo industry continued to grow despite the stagnation in global air cargo transportation. In 2022, cargo traffic in Türkiye exceeded 4 mn, including 774.112 tons on domestic lines and 3.230.000 thousand tons on international lines. The number of airports was increased to 57, and the number of aircraft to 592, 35 of which were cargo.

reached 413 as of 2022. Türkiye has become the 14th country with the largest ship fleet in the world, with a carrying capacity exceeding 41 mn DWT. The goal in this field is to enter the top 10 by 2030.

While world sea freight shipments decreased in 2022, the amount of cargo handled at Turkish ports increased by 3.1 percent to 542.6 tons. The amount of containers handled was 9.5 mn TEUs. About 70.1 percent of the vehicles transported on regular Ro-Ro lines with international connections were transported on Ro-Ro lines with European connections. In parallel with the axis shift in global trade in the last two years, Turkish container ship owners working on the European and African route extended their services to the Far East after the Americas route. In 2050, it is predicted that the total cargo in Turkish ports will increase by 2.5 times and the container by 3.3 times.

## MIDDLE CORRIDOOR TRANSPORTATION WILL ACCELERATE

Türkiye has started a strong move in rail freight transportation in line with its environmental concerns, low emission targets and strategic targets

on the Middle Corridor. The budget of the railways, which has been kept low for years, has been equalized with the highways. In 2022, 38.5 mn tons of freight were transported by rail. International rail freight shipments reached 4.4 mn tons. 16 percent of the transported cargo was carried by private railway train operators. In the medium term, it is aimed to increase the share of railways in freight transportation by 7 times and in international freight transportation by 10 times.

In this period, demand increased for the Baku-Tbilisi-Kars railway line, which was opened with the cooperation of Türkiye, Azerbaijan and Georgia, and the Middle Corridor, to which it was integrated. The Middle Corridor has become the most suitable route to be an alternative to the Far East-Europe transportation on the East-West axis through the Suez Canal, where 12 percent of global trade is carried out. A freight train from China to Europe covered 7 thousand kilometers in 12 days via the Middle Corridor and Türkiye. It continues its work on the development of the Middle Corridor, which will contribute significantly to Türkiye's becoming a logistics base and speed up the international transportation time by 30 percent, without slowing down.



SEYHAN GÜLHAN

Lojistik ve Tedarik Zinciri  
Profesyoneli

## Lojistik Gündem

# YEŞİL MUTABAKAT ve YEŞİL LOJİSTİK

**L**ojistik süreçleri ticaret ile çok yakın bir ilişkisi olduğu gibi sosyal gelişmelerden de etkilenmektedir. Özellikle pandemi sürecinden sonra en büyük ticaret ilişkisi içerisinde bulunduğumuz Avrupa'da çevre ve doğa hassasiyeti daha da artmıştır. Toplumsal hassasiyet regülasyonlara da yansımış bulunmaktadır. AB Yeşil Mutabakatı'nda 2030 yılına kadar karbon ayakizini %55 aşağıya çekme ile ilgili alınan kararların yansımalarını görmeye başlıyoruz.

Bu ay çıkan haberlerde otomotiv sektörü için fosil yakıtlı araçların üretimi ile ilgili kısıtlama getirildiğini öğrendik. Türkiye'nin otomotivde en büyük pazarı olan Avrupa'da alınan bu kararla sektör için ciddi bir sürece girildiğini göstermektedir.

Otomotiv sektöründe yaşanan bu durum diğer sektörler içinde bir uyarı olarak görülmelidir. Örneğin 1 Ekim 2023'te sınırda karbon ayakizi vergisi olacak ton başına 30-50 euro arası bir maliyet oluşacaktır. Eğer gerekli altyapı çalışması yapılmaz ise bu maliyetler daha da artacak ve en sonunda artık Avrupa ile ticaret yapmayı imkansız hale getirecektir.

Lojistik sektörümüzün ticaretimizin yoğun olduğu bölge olan Avrupa'da faaliyetleri bulunmaktadır. Bu nedenle sektörün AB Yeşil Mutabakatı ve Paris İklim Anlaşması gerekliliklerini yerine getirme konusunda çalışmalarına biran önce başlaması önemlidir. Ulaştırma ve Altyapı Bakanlığı'nın bu yönde çalışmalarını memnuniyetle görmekteyiz. "Yeşil Lojistik Belgesi" konusunda sektöre çağrıda bulunarak Yeşil Dönüşüm ve Avrupa'nın regülasyonlarına uymaya davet etmektedir.

Yönetmelik kapsamında "Yeşil Lojistik Belgesi" almak isteyen işletmecilerin başvurularının alınmasına 1 Ocak 2023 tarihinde başlanırken, Kombine Taşımacılık Yönetmeliği'nde yer alan "Yeşil Lojistik Belgesi" alabilmek için 10 şart içinden

minimum 5 şart sağlanması gerektiği belirtildi. Belirlenen bu 10 şarttan biri de "Yeşil Paketleme Faaliyeti Yürütmek".

Türkiye'nin Paris İklim Anlaşması ile taahhüt ettiği net sıfır emisyonu ulaşmak adına başlattığı yeşil kalkınma atılımları çerçevesinde lojistik sektörü önemli yer tutuyor. İşletmelerin "Yeşil Lojistik Belgesi" alabilmeleri için birtakım şartları yerine getirmesi isteniyor. Buna göre, faaliyetlerin "yeşil lojistik faaliyetler" kapsamında olması için işletmelerin yılda en az 200 kombine yük taşımacılığı seferi gerçekleştirmesi, enerji tüketiminin en az yüzde 5'inin yenilenebilir enerji kaynaklarından üretilen elektrikten karşılandığını gösteren belge ve sertifikaya sahip olması, Düşük Küresel Isınma Potansiyeli değerine sahip gazlar içeren iklimlendirme sistemleri kullanması gerekecek. Ayrıca işletmenin yıllık asgari yüzde 5 yeşil paketleme faaliyeti yürütmesi, Orman Genel Müdürlüğüne Türkiye genelinde uygun bulunan ağaçlandırma sahaları için yılda en az 500 adet fidan başışı yapması, sıfır atık yönetim sistemine ve gerekli bazı belgelere sahip olması da aranan şartlar arasında yer alacak.

Yeşil lojistik ödülleri adaya olmaya hak kazanmak için bu Yönetmelik kapsamında yer alan yeşil lojistik faaliyetlerinin en az iki yıl boyunca sürdürülmüş olması esas olarak kabul edilecek.

Son olarak globalleşme faaliyetlerini hızla artıran perakende markalarımızın üretim ve lojistikte yeşil süreçleri kullanmaları konusunda irade oluşturmaları gerekli bir durumdur. Ayrıca her yıl sürdürülebilirlik ile raporlarını yayınlamaları bu konuda gerçekleştirdikleri aşamaları paylaşımları geleceğe hazırlık açısından önemlidir.

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



# Pasifik Eurasia halka açılıyor

**P**asifik Grubu Yönetim Kurulu Başkanı Fatih Erdoğan, lojistik sektöründeki şirketleri Pasifik Eurasia'yı halka arz etmeye hazırlandıklarını açıkladı. SPK onayı sonrası halka arzı gerçekleştireceklerini açıklayan Erdoğan, "Orçay ile başlayan Pasifik GYO ile devam eden halka arz sürecimiz Pasifik Eurasia ile yeni bir boyut kazanacak. Halka arzdan elde ettiğimiz gelirle Pasifik Eurasia'nın dünya devleri arasında yer alması için yatırımlarımıza hız vereceğiz. Hedeflerimizden biri de Borsa İstanbul'dan sonra uluslararası borsalarda da Pasifik Eurasia'nın işlem görmesi" ifadelerini kullandı.

"Lojistik sektöründeki yatırımlarımızı büyütme kararı verdik" diyen Erdoğan, hayata geçirecekleri yeni projelere

ilişkin şu bilgileri verdi: "Bu kapsamda öncelikle bugüne kadarki başarılı çalışmalarımızda başrolde olan demiryolu taşımacılığı alanında büyümeyi devam ettirmek istiyoruz. Kendi lokomotiflerimizi ve vagonlarımızı satın alarak, kendi trenlerimizi işletmek üzere DTİ, yani demir yolu tren işletmeciliğine geçmek için çalışıyoruz. Ayrıca demiryolu taşımacılığı için önemli olduğunu düşündüğümüz lokasyonlarda lojistik merkezler kurup terminal işletmeciliğine de ciddi yatırım yapıp bu alanda da büyümek istiyoruz. Böylece demiryolu tarafında uluslararası taşıma organizasyonlarımızla yakaladığımız başarılı büyüme grafiğimizi bu iki yeni alana, yani Demiryolu Tren İşletmeciliği ve Terminal İşletmeciliği alanlarına yapacağımız yatırımlarla daha da büyütmüş olacağız. Bunun yanı sıra deniz ve



hava yolu lojistiği konusunda da yatırımlarımıza başladık. İlk gemimizi filomuza ekledik ve önümüzdeki beş yılda filomuzu 6 gemiye çıkarmayı hedefliyoruz. Hava kargoda şirket satın almalarıyla büyümek istiyoruz. Bu kapsamda görüşmelere de başladık." Erdoğan, 3 yıl içerisinde 3 milyar TL'lik yatırımlar yapacaklarını belirterek, "Lojistikteki halka arz gelirimizi bu yatırımlarımızın başlangıcı için kullanacağız. Yatırımlarımızda öz kaynak da kullanacağız" diye konuştu.



## Gaziantep ve Kocaeli'ne iki yeni lojistik merkez kurulacak

**A**nkara'da gerçekleştirilen 1. Lojistik Koordinasyon Kurulu toplantısında alınan kararlara yönelik Ulaştırma ve Altyapı Bakanlığında yapılan açıklamada, Gaziantep ve Kocaeli'nde iki yeni lojistik merkezi kurulacağı bildirildi. Açıklamada 29 Ekim 2021'de çıkan Lojistik Koordinasyon Kurulu'na ilişkin Karar'a atıfta bulunularak, kurulun ana amacının 2053 Lojistik Ana Planı'nı hayata geçirmek olduğu kaydedildi.

Açıklamada, kurulacak yeni lojistik merkezlerle ilişkin şu bilgiler yer aldı: "Kocaeli ve Gaziantep'e kurulacak lojistik merkezlerin ülkemizin ihracatı ve ithalatına önemli katkılar sağlayacaktır. Petrol-madencilik, gıda-içecek ve otomotiv sanayi ürünleri gibi katma değerli gruplarının, Kocaeli'nin yük hareketliliğinde en fazla paya sahip yük grupları olduğu görülmektedir. Kocaeli'de, bu yıl 74 bin ton olan toplam günlük üretim miktarının, 2023 yılında yaklaşık yüzde 90 artarak 141 bin tona çıkacağı, 130 bin ton olan toplam günlük çekim miktarının ise 2053'te yüzde 85 artarak 240 bin tona çıkacağı öngörülmüyor. U2053 ışığında yapılan modellemede; başta Kocaeli Körfezi olmak üzere İstanbul'a önemli katkılar sunacak merkezin 800 hektar üzerine kurulması planlanıyor."

## TCDD Taşımacılık Avrupa'da ilk 10'u hedefliyor

**2**024-2028 Stratejik Plan Hazırlama toplantısında konuşan TCDD Taşımacılık Genel Müdürü Ufuk Yalçın, beş yıl içerisinde yolcu ve yük taşımacılığında Avrupa'da ilk 10 demiryolu kuruluşu içerisinde olmayı hedeflediklerine vurgu yaparak, "Bu sadece rakamlarla ulaşmak istediğimiz bir hedef değil, müşteri memnuniyeti noktasında da ulaşmak istediğimiz bir hedeftir. Ayrıca, yük olan değil, yük alan bir kuruluş pozisyonu içerisinde hedeflerimize ulaşma sürecinde tüm paydaşlarımızla işbirliğine ve onların katkısına büyük önem veriyoruz. Bu doğrultuda paydaşlarımızla bir araya gelmek üzere çalıştay planlıyoruz" dedi. Hayal edilen noktaya ulaşmak için Uluslararası Toplu Taşımacılık Birliği'ne



üye olmayı planladıklarına dikkati çeken Yalçın, "Yolcu ve yük taşıma kalitesini yükseltmek için diğer firmalarla kendimizi kıyaslamalı, özellikle Avrupa'daki demiryolu taşımacılığında gelişmeleri iyi analiz etmeliyiz" diye konuştu.

ST Strateji ve Teknoloji Geliştirme Şirketi temsilcisi Doç. Dr. Mustafa Kemal Topçu da stratejik planlamada yenilik ve değişimin büyük önem taşıdığına dikkati çekerek, her bir personelin kuruma katkı sağlayacağı bilinci

içerisinde rutinden uzaklaşarak daha katılımcı ve vizyoner projelerle ilerlemenin önemine değindi. Topçu, "Kurum nerede, nereye gitmeli sorularını cevaplarken tüm paydaşlarla beraber bütünü ortaya koymaya çalışacağız" dedi. Stratejik Planlama Rehberine uygun olarak TCDD Taşımacılık AŞ Genel Müdürlüğü'nün 2024-2028 Stratejik Plan taslağının hazırlanarak 2023 Eylül ayı sonuna kadar Cumhurbaşkanlığı Strateji ve Bütçe Başkanlığına iletilmesi öngörülmüyor.



# FORD E-TRANSIT COURIER

## dünyaya İstanbul'dan tanıtıldı



Ford Otosan, E-Transit ve E-Transit Custom'dan sonra 3. elektrikli modeli yeni Courier'i tanıttı. Ford Otosan'ın Romanya fabrikasında üretilen yeni Courier'in benzinli ve dizel versiyonu bu yıl, elektrikli versiyonu 2024'te devreye girecek. E-Transit Courier, 25 daha fazla yük hacmi ve daha fazla taşıma kapasitesi sunuyor.

**F**ord Otosan'ın elektrikli yeni ticari aracı E-Transit Courier'nin global lansmanını İstanbul'da gerçekleştirdi. Avrupa'nın en çok satan ticari araçlarından olan Ford Transit ailesinin en yeni üyesi olan E-Transit Courier'nin tasarım, geliştirme ve mühendisliği Ford Otosan imzası taşıyor. Ford Otosan'ın İstanbul'daki Ar&Ge Merkezi'nde gerçekleştirilen global lansman, Ford Pro Avrupa Genel Müdürü Hans Schep ve Ford Otosan Genel Müdürü Güven Özyurt'un katılımıyla gerçekleşti.

Ford Otosan tasarımcıları ve mühendisleri tarafından geliştirilen, Ford Pro'nun yazılım ve bağlı hizmetler platformuna entegre, tamamen bağlantılı E-Transit Courier, mevcut modele göre yüzde 25 daha fazla yük hacmi ve daha fazla taşıma kapasitesi sunuyor. Tasarım ve mühendisliğine ek olarak üretimi de Ford Otosan tarafından Craiova fabrikasında gerçekleştirilecek olan Courier'nin 2023 yılında benzinli ve dizel versiyonları, 2024 yılında da elektrikli versiyonu satışa sunulacak.

### 'SEGMENTİNİ BİR ÜST SEVİYEYE TAŞIYOR'

Tanıtım toplantısında konuşan Ford Pro Avrupa Genel Müdürü Hans Schep, "E-Transit Courier, üstün EV performansı, gelişmiş yük kapasitesi ve tam bağlantılı olması ile segmentini bir üst seviyeye taşıyor.



Hans Schep

Güven Özyurt



Ford Pro'nun uzun süredir koruduğu pazar liderliği bize müşterilerin ihtiyaçlarına dair emsalsiz bir içgörü kazandırıyor. E-Transit Courier ile daha fazla bağlanabilirlik sayesinde müşterilerimizin kompakt vanlardan yüksek verimlilik elde etmelerine yardımcı olacağız" dedi.

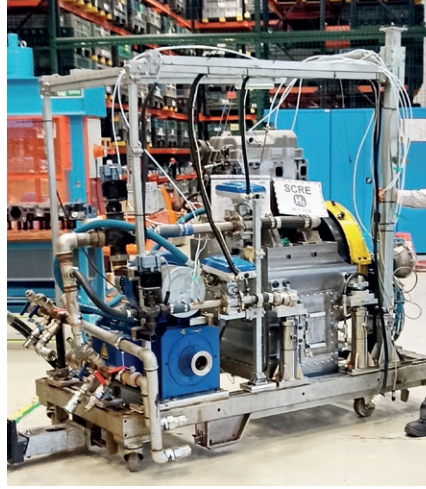
### 'ELEKTRİKLENME YOLCULUĞUNDA ROLÜMÜZ ARTIYOR'

Ford Otosan Genel Müdürü Güven Özyurt ise, "Üretim gücümüzün yanı sıra mühendislik ve tasarım yetkinliklerimizin son göstergesi E-Transit Courier ile Ford'un elektriklenme yolculuğundaki rolümüzü artırmaya devam ediyoruz. Hem elektrikli hem de içten yanmalı motor alternatifleriyle müşterilerimizle buluşturacağımız yeni Courier'in tasarımını Dunton ve Köln'deki Ford tasarım ekipleriyle geliştirmekten ve mühendisliğinin tüm sorumluluğunu almaktan büyük gurur duyuyoruz. Ford Otosan olarak bizi her daim geleceğe taşıyacak araçları geliştirmeye ve üretmeye devam edeceğiz" diye konuştu.

### 100 KW GÜCÜNDE ELEKTRİKLİ MOTOR

E-Transit Courier'in 100 kW gücünde elektrikli motoru ve tek pedalı sürüş kabiliyeti bulunuyor. Ford Pro Şarj, şarj sürecini optimize etmeye yardımcı olan donanım kurulumu ve yönetim yazılımı da dahil olmak üzere ev, depo ve halka açık noktalarda şarj için çözüm sunuyor. Ford Pro Charging yazılımı aracılığıyla basitleştirilen faturalama ve yönetim süreçleri, işletmelerin iş araçlarını eve götürmelerini ve kamuya açık şarjı kolaylaştırmayı da destekliyor. Evde 11 kW AC'lik akım ile 5,7 saatte şarj olması hedeflenen E-Transit Courier'in ayrıca geceleri daha uygun elektrik tarifesinden yararlanmak için SYNC ekranı veya şarj yazılımı kullanılarak şarj planlanması yapılabiliyor. Halka açık yerlerde şarj için

## HİDROJENLE ÇALIŞAN MOTORUN ATEŞLEMESİ YAPILDI



Ford Trucks, hidrojen yakıtı kullanan, ağır ticari taşıtlara yönelik içten yanmalı Tek Silindirli Araştırma Motoru tasarımını tamamlayarak ilk motor çalıştırma ve ateşleme faaliyetini gerçekleştirdi ve motor geliştirme testlerine başladı.

Böylece marka bünyesinde ilk defa hidrojenin yakıt olarak kullanıldığı bir ürün geliştirilmeye başladı ve bu ürünün ölçeklendirilmiş prototipi test edilmiş oldu.

Bu gelişmeyle Ford Trucks, sürdürülebilirlik stratejisine uygun olarak ağır ticari araçlarda 2040'ta sıfır emisyon hedefine ulaşmada geçtiğimiz sene tanıtımını yaptığı tam elektrikli kamyonunun ardından önemli bir adım daha kaydedildi.

100 kW'a kadar DC hızlı şarj özelliği ile aracın 10 dakika şarj edilmesi ile 87 km menzil eklemesi, 35 dakikadan kısa sürede ise yüzde 10 ila 80 arasında şarj olması ön görülüyor. Ayrıca E-Transit Courier halka açık şarj cihazlarını içermesi planlanan BlueOval Şarj Ağı ile birlikte geliyor.

### YÜZDE 25 DAHA FAZLA YÜK KAPASİTESİ

E-Transit Courier'in tamamen yeni gövde tasarımı tüm boyutlarda daha fazla yük kapasitesi sunuyor. 1.220 mm'ye çıkarılan arka tekerlek arası genişlik sayesinde kompakt van ilk kez iki Euro paleti aynı anda taşıyabiliyor. 2,9 metre küp toplam kargo hacmi ise bir önceki modele göre yüzde %25 daha fazla. Buna ek olarak aracın hacmi, 2.600 mm'den uzun kalas veya boru gibi nesneleri taşımaya imkân veren yeni yük geçişli bölme özelliği kullanılarak daha da artırılabilir. Tamamen elektrikli modelin azami taşıma kapasitesi 700 kg, azami çekme ağırlığı ise 750 kg.

E-Transit Courier, kapsamlı gelişmiş sürücü destek sistemlerini standart olarak sunuyor. Opsiyonel olarak sunulan Şerit Ortalama ve Dur & Kalk özellikli Adaptif Hız Kontrol Sistemi, Çapraz Trafik Uyarısı özellikli Kör Nokta Bilgi Sistemi, Kavşak Asistanı ve Geri Fren Asistanı şehir içi sürüşlerde sürücünün daha rahat olması hedefleniyor. Her E-Transit Courier'de standart olarak bulunan yerleşik modem sayesinde, Ford Pro ekosistemi ile her zaman açık bağlantı ve bayi ziyareti gerektirmeden aracın kapasitesini zaman içinde geliştirebilen kablosuz yazılım güncellemeleri sağlanıyor. Yerleşik modemi etkinleştirdikten sonra sürücüler, ilerleyen dönemlerde Ford Pro Yazılımı aracılığıyla olası çarpışmalar ve hırsızlık olayları için gelişmiş araç güvenliği uyarılarından yararlanabilecek. Filo Çalıştırma Engelleme özelliği sayesinde, filo yöneticileri, çalışma saatleri dışında hırsızlığı veya yetkisiz kullanımı önlemek amacıyla E-Transit Courier'i uzaktan etkinleştirebilecek ve devre dışı bırakabilecek.

## FORD TRUCKS'TA ÜST DÜZEY GÖREV DEĞİŞİMİ



Ford Trucks Genel Müdür Yardımcısı görevine Uluslararası Pazarlar Direktörü olarak görev yapmakta olan Emrah Duman atandı. Ford Otosan'a 1997 yılında mühendis olarak katılan Duman servis mühendisliği, ihracat ve iş geliştirme müdürlüğü gibi birimlerde çeşitli görevler üstlendikten sonra 2014 yılında Ford Trucks İhracat ve Dış Pazarlar Direktörlüğü'ne ve en son olarak 2016'da Ford Trucks Uluslararası Pazarlar Direktörü olarak atandı. Ford Trucks'ın yurt dışı yayılım ve büyüme stratejisini desteklemek üzere üstlendiği birçok rolle markanın başarısına liderlik etti.



# KRONE TÜRKİYE

## 10 bin adet treyler üretimi hedefliyor

Tire fabrikasında 2012 yılından beri üretimini sürdüren Krone, 2024 yılında toplam yatırımını 53,4 milyon Euro'ya çıkarmayı, 2026 yılında 10 bin adet treyler üretimi hedefliyor.



Kartal Erköy

Semih Pala

**1** 17 yıllık üretim geçmişi olan ve Tire fabrikasında 2012 yılından beri üretimini sürdüren Krone, ticari araç ve lojistik sektörünün nabzını tutan basın mensuplarını Tire fabrikasında ağırladı. Toplantıda Krone Ticari Araçlar Genel Müdürü Kartal Erköy ve Krone Trailer International Genel Müdürü Semih Pala, Krone Türkiye'nin 2022 yılındaki performansı hakkında bilgiler paylaştı.

### 'TÜRKİYE'DEN 31 ÜLKEYE İHRACAT GERÇEKLEŞTİYORUZ'

Semih Pala yaptığı açıklamada "Krone Türkiye 2022 yılı iç pazar ve ihracat toplam satış adeti, 2021 yılına göre yüzde 18 artışla 5 bin 697 adet olarak gerçekleşti. 2022 yılı TAİD ve TREDER verilerine göre Türkiye'de toplam 24 bin adet treyler (tenteli, frigorifik, konteyner taşıyıcı, platform) satışı oldu. Krone kalitesi Türkiye'nin yanı

sıra; Avrupa, Afrika, Ortadoğu, Uzak-doğu ve Güney Amerika'dan 31 ülke ile buluşuyor. İhracatımız 2021 yılına göre yüzde 47 arttı. Türkiye iç pazarında ise 2022 yılında 2 bin 86 adet treyler satışı gerçekleştirdik" dedi.

### 'TOPLAM YATIRIMIMIZ 53,4 MİLYON EURO'YA ULAŞACAK'

Krone Ticari Araçlar Genel Müdürü Kartal Erköy ise, üretim ve yatırımlarla ilgili şu bilgileri verdi: "Tire'de 500 çalışanımızla her 37 dakikada bir treyler üretimi gerçekleştiriyoruz. Treyler üretimi, şasi üretimi ve parça üretimi olmak üzere üç ayrı tesiste, toplam 229 bin metrekare açık alan, 36 bin 400 metrekare kapalı alanda üretim yapıyoruz. Fabrikamızın temellerinin atıldığı günden bugüne 47,5 milyon Euro, son bir yılda ise 7 milyon

Euro yatırım yapıldı. Büyüme planımız doğrultusunda 2024 yılında toplam 53,4 milyon Euro yatırım seviyesine ulaşmış olacağız" dedi.

Tire fabrikasında üretilen ürün çeşitliliğine de değinen Kartal Erköy, "2012 yılında iki farklı ürünle başlanan üretim yolculuğu, bugün itibarıyla tüm dünyadan müşterilerimizin çeşitli ihtiyaçlarına cevap veren 23 farklı treyler modeli ile devam ediyor. Son altı ayda üretimimizi yüzde 20 artırarak günlük 24 adete çıkardık. Mayıs ayında tamamlanacak şasi fabrikası büyüme çalışmalarlarıyla, tesisimize 4 bin 800 metrekare yeni kapalı alan eklenecek ve mevcut 5 bin metrekarelik alanın revizyonu yapılacak. Sadece son 6 ayda kapalı alanlarımızı yüzde 27 artırmış olacağız. 2023 yılında hedefimiz 7 bin adet treyler üretmek. Devam edecek yatırımlar ile, 2026 yılında 1.000 kişiye istihdam sağlayarak 10 bin adet treyler üretmeyi hedefliyoruz" dedi.







## Renault Trucks Edirne bayisi ilk teslimatını Erşen Lojistik'e yaptı

**R**enault Trucks'ın Trakya bölgesinde hizmete giren yeni bayisi Koçasanlar Otomotiv Edirne Keşan Şubesi ilk teslimatını kömür taşımacılığı operasyonlarını sürdüren Erşen Lojistik'e yaptı. Erşen, yeni teslim aldığı 6 adet ADR'li Renault Trucks T EVO 480 çekicilerle filosunu tek markalıya dönüştürmeyi hedefliyor. Koçasanlar Otomotiv Edirne Şubesi'nde yapılan teslimat törenine, Erşen Lojistik Yönetim Kurulu Başkanı Levent Ercan, Renault Trucks Bölge Müdürü Tolga Aykaç, Koçasanlar Otomotiv Genel Müdürü Mesut Süzer ve Koçasanlar Otomotiv İstanbul Satış Direktörü Ahmet Sezer katıldı.

Erşen Lojistik Yönetim Kurulu Başkanı Levent Ercan, yaptığı konuşmada, maden

taşımacılığında rekabet avantajının ağır tonajlı yükler nedeniyle yakıt tüketiminde sağlandığının altını çizdi. Tüm bunların yanı sıra zorlu taşımacılık koşulları nedeniyle satış sonrası hizmetlerin önemine değinen Ercan, "Geçmişte filomuzda Renault Trucks çekicilerin kullanımını deneyimledik. Araç performansından memnunuz ancak satış sonrası hizmetlerin bölgemizde gelişmesi ile Edirne Keşan'da bir yetkili bayi ve servis olması alım kararımızda daha da etkili oldu. Filomuzdaki bir araç, yurtiçi taşımacılığında yılda ortalama 150 bin km yol yapıyor. Ağır tonajlı ve kömür ocaklarının çalışma tempoları nedeniyle aksamaları tolere edemeyen operasyonlarımız açısından satış sonrası hizmetlerin yakınlığı ve hızı önem taşıyor. Bu nedenle Koçasanlar Otomotiv'den alacağımız destek ile filo-

muzun tamamını Renault Trucks çekiciler ile yenileme kararı vererek ilk alımlarımızı gerçekleştirdik" dedi.

Koçasanlar Otomotiv Genel Müdürü Mesut Süzer ise, "Bursa, Kocaeli, İstanbul Hadımköy ve Orhanlı olmak üzere dört ayrı noktada Renault Trucks satış ve satış sonrası hizmet desteği sunuyoruz. Şimdi beşinci şubemiz olan Edirne Keşan, ile Marmara Bölgesi'ndeki gücümüzü daha da artırıyoruz. Bu bölgede maden taşımacılığında, proje ve ağır yük nakliyesi, yurtiçi dağıtımına kadar önemli taşımacılık faaliyetleri yürütülüyor. Biz de Renault Trucks ailesi olarak bütün bu uygulamalar için en ideal ürün portföyümüzü ve satış sonrası hizmet desteğini bölgedeki taşımacılık profesyonellerine sunacağız" diye konuştu.

## TIRSAN

### Tırsan'dan Vector Global Lojistik'e yeni teslimat

**T**ırsan, treyler yatırımlarına devam eden Vector Global Lojistik'e 5 adet T.SCS X+ tenteli treyler teslim etti.

Tırsan SCS X+'lerin teslimat törenine Vector Global Lojistik Yönetim Kurulu Başkanı Yunus Başkara ve Tırsan Treyler Satış Yöneticisi Orkun Demir katıldı.

Vector Global Lojistik Yönetim Kurulu Başkanı Yunus Başkara törende yaptığı konuşmada şunları belirtti: "Avrupa'ya yaptığımız genel kargo ve hali taşımaları için Tırsan'ı tercih etmiş ve Tenteli Perdeli ürün grubundaki avantajlarını birebir yaşamıştık. Yeni yatırım kararı aldığımızda da yine en doğru yatırımın Tırsan ile olacağından emindik. İlk değerlendirmeyi trey-



lerlerin operasyonumuza ve lojistik anlayışımıza olan uyumu üzerinden yaptık. Aracın, Code XL yük güvenliği sertifikasına sahibi olması ve yük bağlama fonksiyonlarının zenginliği yük güvenliğini en üst seviyeye çıkarmamızı sağladı.

Ayrıca, çatı kaldırma imkanının olması ve 4 baba seçeneği ile de operasyonlarımızı hızlandırdık. Tırsan SCS X+'ın güçlü üst yapısı ve KTL kaplı şasisi ile uzun ömürlü bir yatırım olduğunu biliyoruz. Filomuzu genişletirken daha önce olduğu gibi Tırsan'ı tercih ederken içimiz çok rahattı. Satış sonrası hizmetler konusunda gerek servis gerekse yedek parça operasyonlarında Tırsan'ı her zaman yanımızda gördük. Kendi müşterilerimizle kurduğumuz

sürdürülebilir ve uzun soluklu iş ortaklığını, aynı zamanda treyler konusunda çözüm ortağımız olan Tırsan'dan da görmek, doğru yatırımı yaptığımızın en büyük göstergesi oldu. Bugün de daha önce Tırsan ile yaptığımız yatırımın doğru olduğunu bilerek, Tırsan'a duyduğumuz güven ile tekrar ettik."

Tırsan Treyler Satış Yöneticisi Orkun Demir de, "Vector Global Lojistik daha önce yaptığı yatırımlarla hem treylerlerimizin kalitesini birinci elden tecrübe etti hem de satış sonrası noktasında Tırsan'ın gücünü ve uzmanlığını yaşadı. Firmanın, yeni yapmış olduğu yatırım kararlarında da Tırsan'ın tercih etmesi, Tırsan ve Vector Global Lojistik'in sürdürdüğü başarılı iş ortaklığını daha da güçlendirecektir" dedi.

# PIRELLI'den ağır yük treylerlerine özel lastik

**P**irelli markalı 02 Serisi yeni H02 Pro Trailer ile genişliyor. Yeni lastikler, ağır ve hacimli yük taşıyan ve özellikle uzun yol yapan tek veya çok akslı treylerlere özel tasarlandı. Önceki ST:01 Neverending Super Single serisinin yerini alan yeni ürünler Avrupa ve Türkiye'de 435/50R19.5 ve 445/45R19.5 ölçülerinde ürün hattında yerini alıyor.

Prometeon Tyre Group Global CTO'su Alexandre Bregantim şu açıklamada bulundu: "Son iki yılda yaptığımız Ar-Ge yatırımları sayesinde ürün yelpazesini güncelleme ve yeni 02 Serisi lastikleri sunma çalışmamız 2023'te daha da hız kazanacak. Amacımız daima en üstün performansı sunan ürünleri müşterilerimizle buluşturmak."

Yüksek düzeyde verimlilik ve optimal işletme maliyetleri sağlamak için tasarlandığı kaydedilen H02 Pro Trailer ailesi, 02 Serisi'nin "Prometeon Engineered" markalamasıyla belirtilen Prometeon teknoloji ve inovasyonlarından yararlanıyor. Yeni güvenlik ve yük kapasitesi standartlarının yanı sıra şimdi 435/50 için A Sınıfında ve 445/45 için B sınıfı etiket değerleri ile daha verimli yakıt tüketimi sunuyor.

Bu serinin önceki ürün yelpazesine kıyasla geliştirilmiş güvenlik (ıslak zeminde daha iyi tutunma performansı, 3PMSF mar-



kalaması ve yeni lastik sırtı tasarımı sayesinde +yüzde 20 güvenlik); yük kapasitesi (+yüzde 10, her aks için 10 tona kadar kapasite); ve daha düşük yakıt tüketimi için azaltılmış dönme direnci (- yüzde 20) sunarken yüzde 20 oranında sökme/takma kolaylığı da sağladığı kaydediliyor.

Yapılan açıklamada rakiplerle karşılaştırıldığında H02 Pro Trailer lastiğin 435/50 R 19.5 ölçüsü yakıt tüketimi, ıslak zeminde tutunma performansı ve dış gürültü değerinde sınıfının en iyisi konumuna sahip olduğu belirtiliyor. Ayrıca, 445/45 R 19.5 ölçüsünde yük endeksi

(160'tan 164'e yükseldi) açısından yine sınıfının en iyisi olmanın yanı sıra premium rakipleri arasında 3PMSF markalaması ve RFID sensörüne sahip olan tek ürün olarak öne çıktığı vurgulandı.

02 Serisi'nin tamamında olduğu H02 Pro Trailer serisindeki lastikler de 117 sayılı BM Yönetmeliğinde belirtilen spesifik bir testi geçen lastiklere uygulanabilen 3PMSF kış markalaması taşıyor. Ayrıca bir RFID (Radyo Frekansı ile Tanımlama Cihazı) sensörü içeren lastikler büyük Avrupalı araç üreticilerinin onayını da almış bulunuyor.

## TIRSAN'a TAYSAD'dan patent ve ihracat ödülü

**T**ürkiye otomotiv tedarik sanayinin çatı kuruluşu Taşıt Araçları Tedarik Sanayicileri Derneği'nin (TAYSAD) 45'inci Olağan Genel Kurul toplantısı düzenlendi. Olağan Genel Kurul Toplantısı çerçevesinde gerçekleştirilen Başarı Ödülleri Töreni'nde Tırsan, iki ödülün birden sahibi oldu. Tırsan, 2022

yılında En Çok Patent Tescilli Alan Üyeler kategorisinde şampiyonluğu ile son 5 senede üçüncü kez patent kategorisi şampiyonluğunu aldı. 2022 yılında da "En Çok İhracat Yapan Üyeler" kategorisinde ise 3. sırada yerini alan Tırsan, son 5 senede bu kategoride kesintisiz ilk 3'te yerini aldı.

Tırsan, treyler sektörünün en pres-

tijli inovasyon ödülü olan "Avrupa İnovasyon Ödülleri"nde 2021 yılında en kısa sürede tüm kategorilerde ödül alan ilk ve tek üretici olmuştu. 2023 yılında aldığı 2 yeni ödül ile Şasi, Gövde, Akıllı Treyler, Güvenlik, Çevre, Konsept ve Komponent dereceleriyle toplam 9 ödüle ulaştı ve treyler teknolojilerinin gelişimine Avrupa seviyesinde katkıda bulundu.

Tırsan, Turkishtime tarafından hazırlanan "Ar-Ge 250, Türkiye'nin En Çok Ar-Ge Harcaması Yapan Şirketleri" araştırmasında 2021 otomotiv sektörü sıralamasında 2. sırada, tüm sektörler sıralamasında ise 4. sırada, Türkiye İhracatçılar Meclisi'nin (TİM) açıkladığı 2021 İlk 1000 İhracatçı Firma Listesi'nde otomotiv sektöründe 14., tüm sektörlerde 84. sırada yer almıştı.





## “TÜRKİYE’NİN DÜNYAYA AÇILAN LOJİSTİK KAPISI”

TÜRKİYE LOJİSTİK SEKTÖRÜ  
TÜM TAŞIMA ALANLARINDA  
SUNDUĞU HİZMETLERLE  
ARTIK TEK BİR TIKLA  
ULAŞILABİLİR OLACAK.

LOGISTICSinTURKIYE.COM  
TÜM DÜNYADAN  
TÜRKİYE LOJİSTİK SEKTÖRÜNE  
ULAŞMAK İSTEYEN FİRMALAR İÇİN  
BİR BAŞVURU KAYNAĞI OLACAK.

TÜRKİYE LOJİSTİK SEKTÖRÜ  
TÜM TAŞIMA MODLARI VE  
HİZMET ALANLARIYLA  
LOGISTICSinTURKIYE.COM  
PORTALINDA AYRINTILI  
OLARAK YER ALACAK.

DÜNYANIN ÖNEMLİ LOJİSTİK VE  
TAŞIMACILIK ETKİNLİKLERİNDE  
YER ALARAK PORTAL ÜYELERİNİN  
TANITIMINA KATKI SUNACAK.

LOGISTICSinTURKEY.COM

ARAMA MOTORUNDA  
NASIL YER  
ALACAKSINIZ?

- ✓ FİRMA HAKKINDA
- ✓ HİZMET ALANLARI
- ✓ ŞUBELER
- ✓ ULUSLAR ARASI ÜYELİKLER
- ✓ İLETİŞİM BİLGİLERİ
- ✓ ONLINE RANDEVU

HANGİ TAŞIMA MODLARINDA

HİZMETLER  
SUNULUYOR?

- ✓ ROAD
- ✓ SEA
- ✓ AIR
- ✓ RAIL
- ✓ FORWARDING
- ✓ INTERMODAL

HANGİ SEKTÖRLERDE

HİZMETLER  
SUNULUYOR?

- ✓ PROJECT CARGOES
- ✓ HEAVY TRANSPORTATION
- ✓ DANGEROUS GOOD CARGOES
- ✓ COLD CHAIN TRANSPORTATION
- ✓ E-TRADE LOGISTICS
- ✓ TEXTILE
- ✓ AUTOMOTIVE
- ✓ FOOD
- ✓ PHARMA
- ✓ CHEMISTRY
- ✓ ENERGY
- ✓ FURNITURE

■ PORTALDA YER ALAN  
ARAMA MOTORUYLA  
FİRMALARA KOLAY VE  
DETAYLI ULAŞILABİLECEK

■ PORTAL ÜYELERİNİN  
DÜNYA GENELİNDE  
20.000’İN ÜZERİNDE  
YABANCI FİRMAYA  
ULAŞIMI SAĞLANACAK

■ YABANCI FİRMALARIN  
PORTAL ÜYELERİYLE  
ONLINE GÖRÜŞME OLANAĞI  
OLUŞTURULACAK

■ PORTALDA YER ALAN  
HABER KATEGORİLERİNDE  
FİRMALARLA İLGİLİ  
GÜNCEL HABERLERE  
YER VERİLECEK

■ PORTAL ÜYELERİ ULUSLAR  
ARASI ONLINE LOJİSTİK  
DERGİSİ LOGISTICS  
VISIONS DERGİSİNDE  
HABER, RÖPORTAJ  
ve İLANLARLA YER  
ALABİLECEK

■ VE DAHA BİR ÇOK  
HİZMET VE YENİLİKLERLE  
İŞ FIRSATLARINIZI  
GELİŞTİRMEK İÇİN SİZ  
DE LOGISTICSinTURKEY.  
COM’DA YERİNİZİ ALIN.

SİZ DE LOGISTICSinTURKIYE.COM  
AİLESİNE KATILMAK  
İSTER MİSİNİZ?

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