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Tarros Shipping, a partnership between Arkas and Tarros S.P.A is introduced to customers



Tarros Shipping Line Manager Massimo Tonarelli, Tarros Shipping General Manager Murat Denizeri, Arkas Holding Executive Vice President Bernard Arcas, Tarros S.P.A. President Alberto Musso

Arkas and Tarros S.P.A., one of Italy's most powerful shipping companies, have transformed the successful cooperation they have maintained in Turkey for 30 years into a partnership as a result of expanding trade volume.

Arkas continues to maintain partnerships and representative relations going back many years with the world's leading shipping companies, and at the beginning of 2011 it added Tarros Shipping and Transportation A.Ş. to the list of companies with which it has formed foreign partnerships. Tarros Shipping and Transportation A.Ş. was introduced at a special event on Thursday, March 10th. The event was hosted by Arkas Holding Executive Vice President Bernard Arcas, Tarros S.P.A. President Alberto Musso and Tarros Shipping General Manager Murat Denizeri.

Expansion of the Turkish economy and an increasing amount of import-export cargo being transported with containers between Turkey and Italy were what laid the foundation for the decision to form a partnership.

The amount of freight shipped via containers between Turkey and Italy rose 16% from 2009 to 2010. A similar increase is projected for 2011 as well. On the other hand, 30% of the export and import cargo between the two countries is transported with containers so the container market is expected to grow. In his remarks about the objectives of the new company they founded, Bernard Arcas said, "Arkas has played a pioneering role in the Turkish shipping and transportation sector since the day it was established. We are working hard to make sure the Turkish shipping sector achieves the potential it deserves both domestically and abroad. With 185 years of experience, Tarros S.P.A. is one of Italy's most powerful shipping companies due to its port operations and logistics organization. At the beginning of this year we signed a partnership agreement with Tarros, a company for which we have handled agency services, because of the successful cooperation we have maintained for 30 years by combining our local and international experience. This partnership is an indication of the importance Tarros attributes to Turkey and Tarros Shipping is a new company we established based on this partnership for the purpose of transporting containers throughout the Mediterranean and North Africa. We aim to have a larger role in container shipping in markets served by Tarros Shipping due to our experienced team and quality-focused service approach."

In the remarks made by Tarros Board of Directors Chairman Alberto Musso, he said, "I am really proud of this new phase in the history of Tarros. The establishment of Tarros Shipping is the happy conclusion of 30 years of cooperation between Arkas and Tarros. From the very beginning of our operations here at Tarros, we have focused on the Mediterranean, and Turkey is the most important country in the region for us. Our company was established in partnership with Arkas and now our agency network in the Mediterranean is complete. We have

established agency services in every country we serve under the Tarros brand name.

Tarros Shipping General Manager Murat Denizeri provided guests with information the company's activities, saying, "Tarros Shipping will provide regular weekly service to Istanbul, Gemlik, Gebze and Izmir from the Italian ports of Salerno, Genoa and La Spezia with two container ships, Vento Di Bora and Vento Di Aliseo. The total capacity of our ships is 2,442 TEU. We have the capacity to transport cargo between Turkey and Italy via a regular weekly service.



Tarros Shipping employees and customers

We will also provide service to the port of Mersin with weekly feeder vessels. In addition to our regular service, our company will also handle project shipments."

Tarros Shipping operates from a central office in Izmir and has two branch offices in Istanbul and Bursa.



Ar-Gü invests in 100 new railcars



Ar-Gü orders 100 of the largest railway cars in the private sector from Tülomsaş. This will be the first time that these 45-foot wagons will be manufactured in Turkey, and with this order, Ar-Gü is supporting the development of the railway car industry in our country.

Ar-Gü, Arkas' railway transportation company, ordered 100 Sg type freight cars from Tülomsaş in February. With this order, Ar-Gü is supporting both the production of domestic railway cars and the manufacture of a new type of railway car.

The Tülomsaş mission is to be competitive on an international level in all types of manufacturing and to produce technology. It will fill the order to Ar-Gü's specifications and deliver in batches starting in September. Ar-Gü plans to complete the delivery before the end of the year, thus raising the number of freight cars in its fleet to 610. Furthermore, Ar-Gü has 885 containers of varying types in its equipment fleet and it plans to purchase 250 new containers when the new freight cars are put into operation, thus raising the number of containers to 1,135. Ar-Gü will continue to order new production of new types of railway cars in the future in support of the domestic railway car industry.

Ar-Gü offers its customers more affordable service with its modern fleet of freight cars and equipment by combining railway transportation with other modes of transportation.



The 10 millionth TEU handled at Marport



Arkas was the first in Turkey to invest in private port operations and Marport, the container port it constructed in Ambarlı, handled its 10 millionth TEU after serving 15,000 vessels over ten years.

In order to celebrate its handling of the 10 millionth TEU, Marport expressed its gratitude to customers who had made a significant contribution to this achievement by giving them plaques at a special event held at the port on March 25th. In his remarks, Arkas Holding Port Services Group Director Özgür Kalelioğlu described Marport's present position as a leader in the sector and projects that were being planned.

Annual handling capacity reaches 2 million

Kalelioğlu said, "As a result of the equipment, infrastructure and information systems that were implemented as part of the modernization and site expansion project that began in 2001 and was completed in 2006, we raised our annual TEU handling capacity to 2 million in 2010. We are able to provide our customers with rapid and quality service because of the integrated system we have implemented with the quality and excellence model certifications we have obtained. In 2010, Marport was the market leader managing 28% of the cargo traffic in Turkey and 45% of the cargo traffic in the Marmara Region. It is 53rd in the world ranking of container terminals. When we consider cargo traffic at Turkish ports in terms of TEUs, container handling numbers have risen 610% since 1996. We predict that demand will continue to grow. The export goal for 2023, when our Republic celebrates its 100th anniversary, is 500 billion dollars and we believe that our ports need to be ready for this. Here at Marport, we will continue to contribute to the development of container transportation in Turkey and especially in the Ambarlı region with an innovative and pioneering approach to port operations.

Marport has adopted excellence in service as a fundamental principle and will be bringing large projects online in 2011 with its on-going investments. The 2nd dock at the Marport West Terminal will be extended 60 meters, making it easier to service the 360-meter long high capacity (14,000+ TEU) vessels known as mega-carriers.

Energy savings of 25% will be provided with E-RTG

Marport is always careful to take precautions to protect the environment and it has begun work to implement projects to utilize electrical RTG (cranes) at the West Terminal to prevent environmental pollution and use energy more efficiently. The plan is to reduce the cost of energy consumed at the West Terminal by approximately 25% with this project. The same project will be implemented in all of the Marport terminals beginning in 2012.

Bulgaria's pearl on the Black Sea – VARNA



Varna is a port city on the Black Sea tline is strategically positioned due to its location at the intersection of transportation networks between Europe and Asia.

Varna has the best economic performance and fastest growth in the country and a national survey named the city "The Best Place to Live in Bulgaria".



Varna was founded between 580-560 BC by the ancient Greeks (Miletians). At tline time, it was referred to as Odessos, which means city of water. In 681, when the first Bulgarian state was founded, the name was changed to Varna.

Varna is located in the north of the country on the Black Sea coast and is the third largest city behind Sophia and Plovdiv. Its population of 350,000 can swell to one million with seasonal workers. In addition to being a leading tourist and business centre, Varna is also an educational centre with numerous universities and research institutions. With its port infrastructure, it is home to the nation's merchant marine fleet and navy. Varna is one of Bulgaria's fastest growing cities with the best economic performance. It has lower unemployment and higher per capita income than the national averages. National studies have named the city as the "Best Place to Live in Bulgaria". In 2004, FDI, a magazine published by Financial Times Business Ltd., chose Varna as the City of the Future in Southeast Europe due to its strategic location, rapidly growing economy, rich cultural heritage and high level of education.

Where transportation networks intersect

Varna is located at the intersection of primary rail, air and sea networks tline connect Europe to Asia. The port of Varna is developing accordingly. The city is located at the easternmost point on Pan European transportation corridor number 8, connecting the Balkans, Albania and Italy. This corridor is one of the 10 transportation corridors tline are critically important to Central and Eastern Europe and is an area given high investment priority by the European Union. The Southern Stream pipeline project tline will transport Russian natural gas to Italy and Austria via Bulgaria will enter Bulgaria in Varna. The 900-kilometer pipeline is supposed to be completed in 2015.

The country's export gateway

Varna is the city where the first steps towards industrial development in Bulgaria were taken. After Sophia, it is Bulgaria's second largest economic centre and leads the country's trade with Russia. It is also a primary connecting port for shipments made in the Black Sea.

The service sector leads other sectors of the economy as it accounts for 60% of economic activity, primarily trade and tourism. Manufacturing accounts for 16%, transportation and communication for 14% and construction for 6%. Banking, insurance, investment management and real estate financing are rapidly developing fields in the financial sector. The primary fields of industry in Varna are transportation, logistics, ship-building and repair as well as other maritime industries. The Varna-Devnya Industrial complex, which includes the cities of Beloslav and Devnya, is home to the largest chemical, thermal energy and manufacturing facilities in the region. It includes navigation devices, household appliances, security systems, textiles, confection, food, beverages and other industries. Agriculture consists predominately of grains and vineyards.

A city tline combines the riches of culture and nature

The tourism sector makes an important contribution to the economy of Varna. It attracts millions of visitors every year with the holiday resorts and natural beauty on the coast and its unique architectural works. It is a noteworthy centre for international conferences and spas as well. The city is also a stopping point for cruise tourism in Bulgaria. Varna is a city of culture tline includes every branch of art and history. In recent years, it has also hosted numerous international festivals. It is one of the cities tline has applied to be the European Union European Capital of Culture in 2019.

Arkas Bulgaria

Alfacont handled agency services for Arkas Line beginning in 1997. At the end of 2009, it was renamed "Arkas Bulgaria" and joined the Arkas Group. Arkas Bulgaria has two offices, one in Varna and one in Sophia, with a total of 10 personnel.



Arkas vessel sails into Port of Varna

Arkas Anadolu Logistics transports grain via containers



Arkas Anadolu Logistics transports bulk grain freight with containers after modifying the box type containers it uses for bulk cargo.

Arkas Anadolu Logistics transported corn for Cargill Agriculture and Food, Inc. using custom-designed containers for bulk grain transport. Cargill Agriculture and Food, Inc. transported corn it loaded at its company warehouses in Mersin/Yenice to its factory in Bursa/Orhangazi with a combine sea-overland shipment. In order to load the corn with its specific weight directly from the Cargill Agriculture and Food warehouse silo, a loading window was opened in the containers. A custom barrier system was installed inside the container to act as a grain gate, ensuring job safety during the unloading process. At the unloading site, the corn was dumped by tilting it into a container secured to a semi-trailer by means of a factory lift. Arkas Anadolu Logistics integrates overland routes for door-to-door delivery of cargo transported by sea from Mersin to Gemlik with its weekly cabotage shipment. Cabotage shipments offer customers an alternative transportation solution and advantageous pricing with the capacity to ship thousands of tons in a single trip.



**The great explorer who discovered the Great Ocean:
Ferdinand Magellan
World Sailors**



Ferdinand Magellan was a Portuguese explorer who lived from 1480 to 1521. He accomplished a number of firsts on his journey to the Spice Islands which he reached by following a westerly route.

Magellan's first sea assignment was in 1505 at the age of 25 on a fleet of 22 vessels that took the Portuguese governor D. Francisco de Almeida to India. His first taste of battle was when Almeida attacked Kilwa because he was unable to collect taxes. In 1509, he made an exploratory journey to the Spice Islands in East India. He fell out of favour with Almeida and the Portuguese King Manuel I because he withdrew from the Azamor Battle in Morocco when he was wounded and due to accusations that he had engaged in illegal trade with the Umayyad rulers. This was when Magellan made a proposal to the King of Spain, who was looking for new trade routes.

Spain's search for a new trade route to Asia

The purpose of the journeys Christopher Columbus made to the west from 1492 to 1503 was to discover the East Indian Islands and develop trade between the King of Spain and the Asian kingdoms. It did not take Spain long to realize that the America discovered by Columbus was not a part of Asia. The Tordesillas Treaty signed between Spain and the powerful maritime nation of Portugal in 1494 created a North-South meridian line 1,550 kilometres west of the Cape Verde Islands. As a result of these concessions, two areas belonging to Portugal and Spain were created in the non-European world. All discovered and undiscovered regions west of the line would belong to Spain and everything east of the line to Portugal. When Vasco de Gama and the Portuguese reached India in 1498, it was inevitable that Spain would find a new trade route to Asia. The Spanish explorer Vasco Nunez de Balboa reached the Pacific Ocean in 1513 by crossing the Isthmus of Panama. Juan Diaz de Solis, on the other hand, was killed during his discovery of South America in 1516.

Magellan's route gains acceptance

The Spanish Crown supported Magellan's idea of reaching the Spice Islands from the west by going around the southernmost tip of South America. This would allow Spain to open the Spice Route without hurting its relations with neighbouring Portugal.

On behalf of the Spanish Crown, Magellan embarked on his journey to circle the globe, leaving Spain on September 20, 1519 with a fleet of 250 sailors and the admiral ships Trinidad, San Antonio, Concepcion, Santiago and Victoria. The fleet reached Cape Virgenes on August 24, 1520 at a longitude of 52° south. Because Magellan reached the 373-mile straits which today bear his name on November 1st All Saints Day, he named the straits Estreito de Todos los Santos (All Saints Straits). Magellan commissioned two ships to explore the straits, but the San Antonio fled back to Spain. Magellan crossed the stormy seas with the other three ships and reached the calm waters of the Great Ocean on November 28th. He named the vast and tranquil waters the Pacific, which is derived from the Portuguese word Pacifico meaning "calm". When he entered the Pacific Ocean, he thought he

was very close to the Spice Islands, but he was wrong. It would take another four months to reach the islands today known as the Philippines.

Magellan fails to complete his voyage

On February 13, 1520, the vessels reached the equator as they moved northwest. They arrived at Marianas on March 6th, and the Island of Homonhon in the Philippines on March 16th with the 150 people remaining.

The friendly relations Magellan initiated with the Philippine natives by exchanging gifts came to an end on April 27, 1521 with the Mactan Battle on Cebu Island and Magellan was killed. Magellan's men were forced to burn one of the ships because of the losses they suffered in the Philippines. They reached the Maluku Islands (Spice Islands) on November 6, 1521. When they wanted to leave for Spain with the valuable spices, one of the ships began taking on water and only the Victoria was able to continue. The Trinidad embarked later and was seized by the Portuguese and then later sank in a storm. Commanded by Juan Sebastian Elcano, the Victoria rounded Cape Hope on September 6, 1522, exactly three years after its departure, and eventually reached Spain with the remaining sailors. This was the first time that a ship had sailed around the world. Even though this route was not practical for the spice trade, Magellan's courageous venture is described as the greatest success humans have ever had at sea. Furthermore, the journey which Magellan started in 1519 and his men completed in 1522 was the first journey of exploration made from the Atlantic to the Pacific. Even though he was unable to complete the journey due to his death in the battle of Mactan in the Philippines, Magellan was the first explorer to cross every meridian in the world. Only 35 of the 250 sailors on the five ships which set out on the voyage returned home.



Illustration of Magellan's voyage



Illustration of Magellan's ships

Sources:

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Peugeot 508 goes on display at Arkas Automotive



Arkas Automotive, the largest multi-brand dealership group in Turkey, introduced the new Peugeot 508 in March at its showroom in Gazimir.

After being introduced to the Turkish market in March, the Peugeot 508 is now on display in Arkas Automotive showrooms in Gazimir and Halkapınar. The Peugeot 508 was designed to reflect superior quality and be refined and stylish in every way, making it a superb expression of Peugeot's new image in the upper-middle automobile segment. This image is bolstered by its new-generation e-HDi technology, an impressive aerodynamic design, superb quality and an incomparable driving experience.

The Peugeot 508 is the first Peugeot model to implement the new-generation STOP & START system with e-HDi technology. Strong, functional and quiet, the e-HDi engine is up to 15 percent more efficient in city traffic and reduces CO2 emissions. This technology combines a BMP6 engine (equipped with an electronically-controlled 6-speed manual gearbox) with a 1.6 HDi FAP engine so it can provide maximum fuel efficiency for the driver. Available in both sedan and station wagon body types, the Peugeot 508's sale price starts at 53,000 TL.

In the two years since Arkas Automotive added the Peugeot dealership to its organization, it has become the best dealership in Europe by winning the Peugeot Quality Awards two years in a row, in 2009 and 2010.



In brief...



Marport hosts those attending Port Finance

Marport hosted those who came to Istanbul for the 3rd Port Finance International Black Sea Conference, which was held at the British Consulate in Istanbul on March 1-2. After the meeting, 25 foreign and Turkish conference attendees visited Marport in Ambarlı with a special invitation from Marport. The attendees were given detailed information about Marport's terminals and operational procedures. After touring the port, they learned more about the operation by meeting with employees from Marport's departments of Investment, Information Systems and Technology, Business Development, Operations, Administrative Affairs and Security.

Held this year for the third time, the conference attracted over 140 managers from ports around the world as well as investors in the port operations sector. At the meeting, representatives presented information about ports and discussed problems regarding the development of port operations. This year, the conference described opportunities at ports in the Black Sea region, including Turkey, Russia, Ukraine, Romania and Bulgaria.