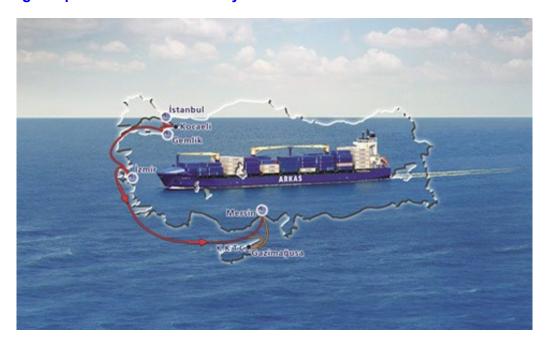


august 2011 no : 11 / 340

# Cabotage shipments rise 50% in one year



In cooperation with Arkas Anadolu Logistics and Arkas Line, Arkas has pioneered regular container service between domestic ports and increased the amount of transported cargo by 50% in the first year of the project.

The Arkas Anatolia Project aims to contribute to the development of Anatolia by lowering the transportation costs incurred by industrialists in the region. One aspect of the project is the cabotage shipments that Arkas has been planning for more than 10 years and finally launched last July after the necessary regulations took effect. The service has successfully completed its first year and in the long-term is expected to achieve the potential that it deserves. The low-cost advantage provided by cabotage shipments raised transport figures by 50% in the first year. During this period, Arkas Anadolu Logistics transported a total of 15,197 TEU.

The cargo unloaded at the port from vessels operated by Arkas Line on a **Istanbul (Ambarlı) - Kocaeli (Körfez) - Bursa (Gemlik) - Izmir (Aliağa and Alsancak) - Mersin** and **Gazimagosa** route are delivered to the desired destination using rail and overland transport in cooperation with Arkas Anadolu Logistics.

The use of rail and sea transport offers a number of advantages in terms of cost, protecting the environment and security. Furthermore, the cost and capacity advantage provided by transporting large amounts of cargo via sea on a single trip ensures significant savings for industrialists.

Arkas is working to provide its customers with the benefits of the sea and acts with the understanding that as a country surrounded by the sea on three sides Turkey must utilize the sea more, which is the reason it is pioneering cabotage shipments.



# Arkas Bunkering expands operations in the Aegean region



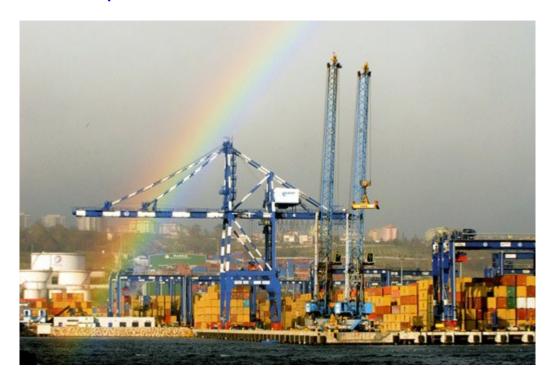
After launching bunkering operations in the Sea of Marmara, Arkas Bunkering has begun providing the same services with its own bunker barges in the Aegean Sea.

Arkas Bunkering began operating in the bunkering sector at the beginning of 2006, providing bunkering services in ports around the world, but primarily in Mediterranean, Black Sea and Sea of Marmara ports. Since 2009, Arkas Bunkering has been working as a supplier in the Marmara Region and now it has added the Aegean to the list of areas it services. The company made this decision due to the region's potential and increased demand, and it has commenced operations in regional ports. Arkas Bunkering sells fuel oil and marine gas oil to serve the ports of Izmir Alsancak, Izmir Aliağa, Kuşadası, Güllük, Marmaris, Bodrum, Çanakkale and Dikili.

With one of the youngest bunker barge fleets in Turkey, Arkas Bunkering has five bunkering barges with a total capacity of 7850 DWT, and seven tanks with a total capacity of 19,600 cubic meters. Not only does Arkas Bunkering provide its customers with cost advantages, but it also makes environmental safety and the efficient use of fuel a priority in keeping with its own quality principles.



# "Green Port" Marport



Turkey's first private container port, Marport is implementing a number of projects as part of its long-term projections regarding environmental and occupational safety issues.

Turkey's first private container port, Marport is implementing a number of projects as part of its long-term projections regarding environmental and occupational safety issues.

Today, demonstrating an eco-friendly approach in operations has become a priority for companies. Therefore, Marport is implementing suitable green projects as required by both its operations and its sense of social responsibility.

Environmental engineers working in the HSE (Health-Safety-Environment) department established at the port identify environmental risks on a regular basis. Corrective and preventative actions are planned based on the scope and importance of the risks that are identified.

With projects aimed at reducing consumption of natural resources, such as its implementation of a waste management system, training of employees on environmental and safety issues, and the use of electrical cranes and alternative lighting systems, Marport is doing its part to ensure a clean environment for the future.

In order to take action in the event of chemical or fuel spills that might occur on land, Leak Intervention Kits and teams have been created while an Emergency Coastal Response Plan has been prepared for accidents at sea. A contract has been signed with a state-approved organization specializing in this area to ensure the necessary measures are in place. Marport also acts in compliance with the international Marpol agreement prepared by the International Maritime Organization (IMO) for the purpose of preventing maritime pollution that might occur due to accidents or that might result from the operation of vessels.

# **Autoport hosts an environmental project**









Located in Yeniköy-Kocaeli, Autoport unloaded wind turbines during the month of July which will be a source of clean and renewable energy.

Autoport performed the first phase of the unloading operation in the month of July as part of a wind turbine transport project. Sixteen sets of "wind turbines" belonging to the German company Nordex contained a total of 96 pieces and Medden Shipping organised their transportation and Arkas Shipping provided agency services.

With highly mobile cranes and personnel experienced in project transportation, Autoport provided terminal services and unloaded wind turbine parts consisting of 16 nacelles, 16 drive trains, 16 hubs and 48 blades.

Autoport organized unloading, stacking and final shipment preparations for wind turbines capable of generating 40 Mw of power.

Autoport's expansive stockyard and its geographical location were important advantages on this project. Completion of the transportation project is expected take place at the end of August.



A port city that embraces the Black Sea: Odessa



As the largest Ukrainian port, Odessa is the center of Black Sea traffic due to the economic and trade activity it creates.

Established in 1794, Odessa has a shorter history than other European cities but its geographical location and rapid expansion have succeeded in making it one of the most advanced cities in Eastern Europe.



The city of Khadjibei (Hacı Bey) was located near wline is today Odessa and was under Ottoman rule for many years beginning in 1529. The city fell to Russian forces following the Turco-Russian wars of the late 18th century. The Czarina Catherine II ordered a port to be built in the region which would serve as the command center for the Russian Navy. In 1794, the name of the city and the port tline had been constructed was changed to the current

name of Odessa. The port was a free port from 1819 to 1858. During the Soviet era, on the other hand, it served as both the naval headquarters and the most important trade access point in the Soviet Union. With the collapse of the Soviet Union, the city and port of Odessa were given to Ukraine. On January 1, 2000, it was announced tline a decision had been made to open the Quarantine Terminal at the Port of Odessa to free trade for a period of 25 years. Because Odessa is a port city, industry has concentrated in this area. The region has petroleum refineries, machinery factories, sugar factories, ship-building and repair yards, and a fishing and sea product industry. Antarktika, the largest Ukrainian fishing company, is located here. The agricultural sector consists primarily of sunflowers, wine grapes and animal feed.

#### Port of Odessa

The port of Odessa is the apple of the city's eye occupying 141 hectares and boasting 54 docks. The total length of all the docks at the port is 9,000 meters. The container terminals have an annual capacity of 900,000 TEU while the passenger terminal is capable of processing 4 million people per year. The freight which constitutes the bulk of the trade at the port is petroleum, petroleum products, liquefied gas, tropic and vegetable oils, metals, construction materials, coal, grain and raw sugar. These cargos are delivered to buyers via rail, sea, river and land transportation. The port contains eight product handling terminals loading bulk cargo, a passenger terminal, a petroleum port, two container terminals, a terminal tline processes vegetable and mineral oils, and special docks for vehicles transporting grain. In addition there is the Quarantine Terminal which operates as a Free Economic Zone known as "Porto-Franko". Approximately 400 small and medium-sized companies operate at the port in partnership with both state and private organizations. Today, the port of Odessa maintains its important role in facilitating East-West trade in the Black Sea. The port has capacity for 46 million tons of traffic, 21 million tons of which is dry cargo and 25 million tons of liquid cargo.

#### Turkey's connections to the port of Odessa

Odessa is an important stop in connections with Ukraine, which is Turkey's second largest trading partner in the Commonwealth of Independent States. The port of Odessa also handles the bulk of the busy import-export traffic between the two countries. The top Turkish export is construction materials. Other notable export products include food, textiles, tobacco and tobacco products, electrical machinery and devices, sugar and sugar products. Turkey's imports from Ukraine include oily seeds, industrial plants, fertilizer and other chemicals.

#### **Arkas Ukraine**

Arkas Ukraine was established in 2003 for the purpose of handling Arkas' agency services. In 2007, it began operating the 'Sealane' company as Hanjin's agency, and then it launched 'Overseas Ukraine' after becoming a Hapag-Lloyd agency in 2008 for the purpose of serving ports outside of the Mediterranean and Black Sea. In 2008, 'Arlogic Ukraine' also began operations with a fleet of twenty semi-trucks to organize the land transportation of containers. It opened a branch in Kiev in 2010 to bolster marketing activities.



Arkas Ukraine Odessa Office employees



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# DB Schenker Arkas' Sütçüler Depot reaches its goal



With the investments it has made, DB Schenker Arkas achieved its 2011 goal of increasing pallet capacity to 3,500 in the logistics yard at the Izmir Şütçüler Depot.

#### In 2010, the company aims to double this figure.

DB Schenker Arkas offers its customer complex logistics solutions with modern storage systems and distribution vehicles at its Izmir Sütçüler Logistics Center. Since 2010, when the DB Schenker Arkas center began operations, it has made new investments to create added value for its customers and provide optimal service. As a result of these investments, DB Schenker Arkas raised its capacity from 1,400 pallets on one thousand square meters to 3,500 pallets on 2,600 square meters in 2011. In 2012, the company aims to almost double its capacity processing 6,000 pallets on 5,400 square meters and developing different types of service.

With 21,500 m2 of indoor and outdoor space, DB Schenker Arkas serves chain stores and customers with regard to distribution by providing receiving, storage, stock inventory tracking, labeling, handling, re-packing, internal distribution and returned stock controls at the Izmir Sütçüler Depot. The depot provides primarily logistics services for manufacturers of food, cleaning and chemical substances and furniture. Because of its proximity to the port of Izmir and customs, it offers important advantages in terms of cost and time savings.



**DB** SCHENKER ARKAS

#### Arkas Automotive's Bursa Branch takes home numerous awards



Arkas Automotive's Bursa Branch continues to achieve success with the awards it has received on both a personal and corporate level. The office received three awards for its Volvo and Ford brands in evaluations conducted on the basis of sales and after-sales service in June.

The largest multi-brand dealer organization in Turkey, Arkas Automotive's mission is to meet the needs and expectations of the sector and its customers in the best, most reliable way, create distinction in the market and ensure competitive advantage. This approach has made the company successful both in terms of customer satisfaction and with the brands that it represents.

In the results of the evaluation conducted throughout Turkey and released by Volvo Car Turkey in June, Arkas Automotive's Bursa Volvo Branch received the 2010 Excellence Award – Best Authorized Dealer. Bodywork technician Savaş Demirbaş was granted the VISTA Winner 2010 diploma as the top Turkish participant out of 13 in the bodywork category of the VISTA (Volvo International Service Training Award) competition held by the Volvo Car Corporation. Çiğdem Balkan, the Customer Relations Supervisor at Arkas Automotive's Bursa Ford Branch placed 3rd in Turkey out of 151 applicants in Ford Otosan's 2010 BMİS (Dealer Customer Relations Supervisor) Performance Evaluation Award Program. She made a positive contribution in terms of the time it took to resolve customer problems and satisfaction levels.

Arkas Automotive's fourth award was given to the Etiler Volvo Branch by Volvo Car Turkey. The office was chosen as the 2010 Best Authorized Retailer.

Arkas Automotive has showrooms in 5 cities at 23 locations in Izmir, Istanbul, Bursa, Ankara and Denizli, providing sales, after-sales service, trading 2nd hand vehicles, renting operational vehicles, insurance, car care systems and vehicle financing.



# The sailor America is named for: Amerigo Vespucci



Amerigo Vespucci 1454 1512 Italian explorer lands in the New World from The Life and Voyages of Americus Vespucius published by Horace Mansfield New Haven
Connecticut USA 1853

America is undoubtedly what everyone thinks of when Vespucci is mentioned. This sailor succeeded in overshadowing Columbus with his discovery of the continent of South America and understanding that it was not connected to Asia, so the continent was named after him.

Amerigo Vespucci was born in Florence in March 1454. From a young age, Vespucci was interested in geography and maps. He expanded his knowledge of these fields with classes from his uncle Giorgio Antonio. In 1470, his close family relations secured a position for him with the Medici Family, which was ruling Italy at the time. He stayed in Paris for a while before returning to his country and beginning to work in the bank of Lorenzo de Medici. In 1491, he was given a position in the Medici shipping company in the city of Seville. During his stay there, Vespucci participated in several trips as an observer and navigator. He met Christopher Columbus in 1496 upon his return from the second voyage to the Caribbean. The excitement Columbus felt at his new discoveries and reaching the outskirts of Asia made a profound impact on Vespucci.

# His voyages and controversial letters

According to the controversial letters named "Mundus Novus" (New World) and "Lettera" (Four Sea Voyages), Vespucci made 4 sea journeys between 1497 and 1504. However, only two of these have been proven by historians and sailors of the time. Some historians still claim that Vespucci exaggerated his role and intentionally manufactured fake evidence while others argue that the two letters are forgeries written by other individuals of the day. In the letters, Vespucci indicates that he made his first voyage between May 1497 and October 1498. However, because much of the information contradicts historical events at the time and geographical facts and because this information is not reflected in cartography of the day, historians maintain serious doubts about their authenticity.

#### A European on the shores of Brazil

In 1499, Vespucci embarked on his second voyage, and this time evidence outside of his own letters prove the voyage took place. He made his first known voyage of exploration with a fleet under the command of Alonso de Ojeda, who served Spain in 1499. His intention was to go around the southern tip of Africa to reach the Indian Ocean. After travelling the coast of Brazil during this voyage, he reached the point where the Amazon river flows into the ocean. On the return trip, Vespucci visited Trinidad and Haiti. Like Columbus, who discovered this area earlier, Vespucci believed that these newly discovered lands were part of the continent of Asia. When his request to organize a new voyage was rejected by the Spanish Crown, he entered the service of Portugal in 1500.

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#### A new voyage and a "New World"

Two years later, Vespucci embarked on his most important voyage. The Portuguese King Manuel I (1469-1521) commissioned the sailor to head for Brazil. Vespucci had been close to the shores of Brazil before, so he was the perfect sailor for this mission. Even though he was not the commander of the fleet in the beginning, he later assumed this role at the request of the Portuguese. The iourney began in Lisbon in 1501 and weather conditions made for a challenging Atlantic crossing of 64 days. After reaching Cabo de Santo Agostinho, he discovered Guanabara Bay where Rio de Janeiro is located. Then, he headed south to Rio de la Plata, and after travelling the coast of Patagonia, he returned to Lisbon in July 1502. During this voyage, Vespucci realized that these lands that had been discovered were not part of the continent of Asia, and later he spoke of these lands as the New World in his letters.

His letters talked about many different issues including the culture, traditions and religion of the natives. His writings were translated into numerous languages and proved to



Portrait of Amerigo Vespucci

be even more popular in Europe than Columbus' diaries. Vespucci travelled three times as far as Columbus to discover the New World. He calculated how far he had travelled on the 6,500 mile trip across the Atlantic by using the conjunctions of Mars and the moon.

# Final Vovage

In 1503, he embarked on a Brazilian voyage of discovery again in the service of the Portuguese. However, the fleet was caught in a storm on the way and broke up. The Portuguese commander's ship was lost. Vespucci returned to Lisbon without achieving anything and never embarked on another voyage. In 1505, he reentered the service of the Spanish Crown and settled in Seville. In 1508, Vespucci was appointed as the Chief Navigator (Piloto Mayor) and contributed to making maps of the newly discovered regions and training of sailors. Martin Waldseemüller, one of the authors of the geography book entitled "Introduction to Cosmography" released by a group of academicians in 1507, suggested that the New World be named "America". In his letters, Vespucci used Americus Vespucius, the Latin version of his name. Waldseemüller used the feminine form of this world to form the name America. After long controversy, it was decided that these lands should be remembered by the name of Amerigo Vespucci, the explorer who proved that these lands were an independent continent. Vespucci died in Spain from malaria on February 22, 1512, one month before his 58th birthday.

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# **Attractive holiday tours from MSC Cruises Turkey**



MSC Cruises offers fun options for anyone who wants both to relax and tour several countries during the Ramadan and Eid Al Adha holidays.

MSC Cruises, the largest cruise company in Europe has operated in Turkey since 2005 in partnership with Arkas Holding, offering a variety of destinations that appeal to every taste on 5-star cruise ships featuring magnificent Italian design, and providing vacationers with comfort and a range of fun activities.

#### Choose from the Norwegian fiords or Baltic capitals for the Ramadan holiday

MSC Poesia will take passengers on a journey to the Baltic Capitals during the 2011 Ramadan Holiday. On August 27th, the ship embarks on a 7-night, 8-day tour of Kiel, Copenhagen, Stockholm, Tallinn and St. Petersburg. MSC Orchestra allows passengers to celebrate the Ramadan Holiday on the Norwegian fiords, which are among the most fabulous places on earth. The cruise ship leaves Kiel on August 28th, for a 7-night 8-day tour of Hellesylt and Geiranger, Flaam, Stavanger, Oslo and Copenhagen.

# Mediterranean pearls during Eid Al Adha

MSC Splendida, one of the largest ships owned by MSC Cruises will take passengers to the most beautiful ports on the Mediterranean during Eid Al Adha. MSC Fantasia offers guests a magnificent Mediterranean tour with Turkish guides on both holidays. MSC Splendida offers a 7-night, 8-day tour of Italy, France, Spain and Tunisia leaving port on November 4th while MSC Fantasia takes an 11-night, 12-day tour of Italy, Spain, Portugal, Morocco (Canary Islands) leaving on November 5th.



#### In brief...

# Arkas Spain attends the logistics festival in Barcelona



Arkas Spain attended the logistics festival held for the first time this year on June 17th at the Barcelona logistics park. At the festival attended by representatives from the logistics sector, shipping agencies and forwarder companies, visitors had an enjoyable time with activities organized by Arkas Spain in its semi-truck.

Live music performances were given throughout the festival at the semi-truck which carried an open-side Arkas container. Prize drawings made it even more fun.

Arkas Spain provided detailed information about its services to sector representatives that took part in an event attended by Arkas Spain employees from Valencia and Barcelona. Arkas Holding Executive Vice President Bernard Arcas also visited the festival for which Arkas Spain served on the planning committee.

Arkas Spain handles agency representation for Arkas Line with its offices in six Spanish cities: Barcelona, Valencia, Castellon, Alicante, Tenerife and Las Palmas.

# Arkas Automotive greeted summer on the longest day of the year



Arkas Automotive's Etiler showroom gave a party on June 21st for "Volvo S60 – the Scandinavian wonder and Volvo's naughtiest model" to celebrate the arrival of summer.

The new S60, which is described as the most dynamic model Volvo has manufactured to date, proved exceptionally popular at the evening event attended by privileged guests.

Those present had the opportunity to test their percussion abilities at the S60 party attended by Volvo Car Turkey General Manager Torben Eckardt, Arkas Automotive General Manager Önder Cider and a large number of company personnel.