

ALBATRANS®

is reaping the fruits of its initiative in Far East

Being among the top 3 companies in Turkey, that provides air cargo service between the Far East region and Turkey, Albatrans desires to crown its success with sea line. Stating that they already obtain 32% of the sea cargo turnover from the Far Eastern market, Gökhan Gümüşhan, the Sea Cargo Manager of Albatrans, says that they will spread their partial sea transportation services to all ports, which will start with Ningbo, Shenzhen and Bussan ports, upon signing the new agreement.

Starting off to provide air cargo service in 1999, Albatrans provides services in many fields such as air cargo, partial/ full sea transportation and national distribution, in addition to intermodal transportation, warehousing, transportation insurance, project and exhibition logistics with its worldwide agency network. Being one of the most demanded brands of Turkey, especially within the field of air cargo, with its experienced staff and improved solutions, the company is also assertive to carry its success to the sea line.

Stating that they have increased the share of the sea line in their present business volume to 35% with their previous investments, Gökhan Gümüşhan, the Sea Cargo Manager of Albatrans says "We are reaping the fruits of the sea transportation investments, that we made in 2012, finally in 2013; and such investments added approximately US\$ 14 million of turnover on the total revenues".

TO CARRY THE MINING SECTOR TO THE FAR EAST

Gökhan Gümüşhan says that Far East is one of the markets, in which they are most effective in terms of air and sea transportation. Underlining that they obtain 32% of the sea cargo turnover from such transports, Gümüşhan states that Far East is of great importance for the structuring of sea transportation services, as its market share reaches 550,000 TEU in Turkey's import, and it is one of the top 3 companies within the field of air cargo in the last 5 years. Stating that they provide services to many locomotive sectors of Turkey such as electronics, computer and spare parts, machinery and textile, also automotive in particular, between Far East and Turkey, Gümüşhan says:

"Apart from the service quality and on-time delivery, there are solutions and services, which we have specially developed for such sectors. Such sectors are of great importance for our future structural plans. We are one step ahead of our rivals

with our inland transportation, warehousing and main transportation services in China, Taiwan and Korea, that we have specially developed for these companies. We do not only serve our customers between the ports, but also are a solution partner in all logistic matters."

Highlighting that the mining sector has been shining out recently in Turkey's export to Far East, just like it has in the rest of the world, Gümüşhan says: "The total Far Eastern export market has reached 400,000 TEUs along with the boron, chrome and other goods, especially with marble blocks. We, as Albatrans, have a great interest in the mining projects, and intend to achieve important projects in this sector in the near future".

PARTIAL SERVICE FROM 3 NEW PORTS

Underlining that they will be running their sea operations with a model grouped under three categories, namely full container, partial and project transportation, in 2014, Gümüşhan states: "Our investment strategy within the field of full container will continue to focus on the customer needs greatly. For the dangerous cargo transportation, one of the services, to which we attach great importance in our strategy, we have completed our human resources training, in addition to

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our agreements with two distinguished sub suppliers. In this regard, we will start rendering services complementary to the logistics process such as warehousing and distribution for our customers in need of transporting dangerous cargo in 2014. On the other hand, partial delivery is included in our privileged investment plans. We, as Albatrans, provide air partial services to more than 60 freight forwarder companies, and foresee that we will show a rapid growth in this field. With a new agreement, that we will sign in the next weeks, we will start providing partial maritime delivery services from Ningbo, Shenzhen and Busan ports as a first step. Thereafter, we are planning to establish a similar delivery network for other major ports in time”.

Gümüşhan says that they provide flexible delivery services that comply with the customer needs with door-to-door turn-key projects within the field of project transportation. Setting forth that they have a wide supplier network and strong network containing members from all corners of the world, in addition to an experienced and dynamic team, that has a good knowledge of project logistics, Gümüşhan continues as follows:

“As an extension of our short term growth strategy, we desire to make agreements with new sub suppliers, that are specialized in their own fields and attach great importance to the sustainable cost saving, in addition to our strong capital and liquidity structure within the fields of heavy and out of gauge maritime transports, combined transportation services, transit cargo transportation and warehousing, on which we are especially specialized. Our company has a great interest in chartering, depending on the business potential in the long term; however, we wait for the completion of the relevant infrastructural works.”



Gökhan Gümüşhan

GROWING IN DOUBLE DIGITS

Underlining that they, as a company, make an effort to strengthen the systemic and technologic infrastructures, Gökhan Gümüşhan says: “We provide definite services pursuing cost advantage for our customers by signing long term agreements with the major transporters that offer centralized purchasing method and delivery superiority in their own regions. As a result of our systemic infrastructural works that we carried out in 2013, EDI connections supported by sea lines and customs summary declaration input systems that work with a synchronous functionality, we prevent many error sources and manual data entry. By this means, we offer our customers a healthy feedback and continuous cargo traceability”.

Stating that the results of the first quarter of the year have indicated that 2014 will be a very successful year for them,

TURKEY IS NOMINATED TO BE A HUB PORT COUNTRY

Gökhan Gümüşhan, the Sea Cargo Manager of Albatrans, has evaluated the future of the sea transportation and said that when the 3 major port projects run by the state as well as the projects run by the private sector are completed, it is inevitable for Turkey to become a hub port company. Underlining that only with such investments, the Turkish ports would gain an additional capacity of 30 million TEU, and the cargo transports carried out through Egypt, Greece, Malta, Spain and Italy would greatly shift to the Turkish ports, Gümüşhan continues as follows:

“It is expected that Turkey becomes a hub port country especially for the Black Sea, Eastern Europe, North Africa and Arabian Peninsula. That the ships of large scales can approach the docks, which is significantly important of the Far Eastern traffic in terms of the cost, and that the freight and terminal costs will greatly go down in this competitive environment because of the variety of additional services to arise from the consequence of such investments give a rise to major investment opportunities both for our country and our company under the light of such developments. Albatrans to celebrate its 25th anniversary in 2023 aims to be the most important national star of the sector.”

Gümüşhan says: “We can say that in 2014 we will do better than we did in 2013, and achieve our goals. Our goal is to maintain our strategy of growing in double digits this year, as in the previous years, by providing our customers with proactive logistics solutions.”

ALBATRANS UZAKDOĞU ATAĞININ MEYVESİNİ TOPLUYOR

1999 yılında hava kargo hizmeti sunmak üzere yola çıkan Albatrans, günümüzde dünya çapındaki acente ağı ile hava kargo, parsiyel/ full denizyolu taşımacılığı ve yurtiçi dağıtımın yanı sıra intermodal taşımacılık, depolama, taşımacılık sigortası, proje ve fuar lojistiği gibi birçok alanda hizmet sunuyor. Deneyimli ekibi ve geliştirdiği çözümlerle özellikle de hava kargoda Türkiye'nin en çok tercih edilen markaları arasında yer alan şirket, bu başarısını denizyoluna da taşımaya iddialı. Albatrans Deniz Kargo Müdürü Gökhan Gümüşhan, hem Türkiye ithalatında 550.000 TEU'lara ulaşan pazar payı hem de hava kargoda son 5 yıl içinde Türkiye'de ilk 3 firma içinde yer aldıkları Uzakdoğu'nun denizyolu yapılanmaları içinde çok önemli bir yere sahip olduğunu belirtiyor. Uzakdoğu-Türkiye hattında otomotiv başta olmak üzere, elektronik, bilgisayar ve yedek parçaları, makine ve tekstil gibi Türkiye'nin birçok lokomotif sektörüne hizmet sunduklarını belirten Gümüşhan şunları aktarıyor:

“Servis kalitesi ve tam zamanlı teslimlerin dışında bu sektörlerde yönelik özel olarak geliştirdiğimiz çözüm ve hizmetler bulunuyor. Yine bu sektörler gelecekteki yapısal planlarımız içinde önemli bir yer teşkil etmektedir. Çin, Tayvan ve Kore ayağında özellikle bu firmalara yönelik geliştirdiğimiz iç taşıma, depolama ve ana taşıma hizmetlerimiz ile rakiplerimizin bir adım önüne geçiyoruz. Müşterilerimize sadece limandan limana taşıma hizmeti vermekle kalmayıp, her konuda lojistik çözüm ortağı olmaktayız. Albatrans olarak, hali hazırda hava parsiyel hizmeti verdiğimiz 60'tan fazla freight forwarder firması bulunmakta olup, bu alanda çok hızlı bir büyüme göstereceğimizi öngörmekteyiz. Kısa bir süre içinde imzalayacağımız bir anlaşma ile ilk etapta Ningbo, Shenzhen ve Busan limanlarından parsiyel denizyolu servisi hizmeti vermeye başlayacağız. Akabinde diğer ana limanlar için de benzer bir servis ağını adım adım kurmayı planlıyoruz.”