

Turkish Transport News

INTERMODAL

Combined Transport and Logistics Systems Magazine

Issue 33

THE TURKISH LOGISTIC SECTOR IN THE HEART OF THE INTERMODALITY

**2020 Was Marked as a Success
Despite The Pandemic**

**Targeting 33 Million Tons in
Rail Freight Transport in 2024**

**Cargo Industry Should Work
Together For Future Challenges**





WE ARE NOT JUST CARRYING LOADS, WE ARE SAVING THE FUTURE OF THE WORLD.

Thanks to the intermodal transportation operations we have carried out in the last year, we have reduced carbon emissions equivalent of clean air created by 2.2 million trees.



TO BE COMPETITIVE, TO REMAIN COMPETITIVE IN LOGISTIC AND INTERMODALITY

Intermodal transportation should be seen as a big opportunity for both the Turkish economy and the logistics sector. Turkey's logistics infrastructure and superstructure improve every year in parallel with economic growth, even a little faster. Airport infrastructure is also of great importance in air cargo transportation, which is an important pillar of intermodal. Today, Istanbul Airport (IHL) is considered as an important logistics hub in air cargo too.

The other pillar of intermodal is sea transportation, as well as container transportation, Turkey gains significant competitive advantages. It is a fact

that road transport still has a high share in logistics. Considering that Turkey's biggest trade partner is the EU, it can be understood more clearly that road transport needs to undergo a radical transformation in terms of environmental impacts.

In terms of the logistics sector, not only domestic competition but also the international competitive environment is decisive. Whether it is by air, by land, by sea or by rail, a logistics line must be established in order to minimize environmental impacts in the transportation of cargo, products and goods. No longer large fleets, but the size of environmentalist fleets will be the main factor in the competition.

It is a fact today that the Paris Climate Agreement, to which Turkey is a party, is the most effective international platform in the struggle against global climate change. The European Green Deal, signed by the EU in December 2019, is seen as the strongest bloc supporting the Paris Climate Agreement. Undoubtedly, when the EU took this step, the COVID-19 pandemic was not yet on the horizon. The requirements of the post-pandemic world and the framework of the Green Deal will, in a sense, draw the roadmap of the global economy and trade. The Biden Administration's re-inclusion of the United States in the Paris Agreement must be a very important step in the fight against global climate change. While developing perspectives, policies for the present and future of the logistics industry, and focusing on technological innovations and practices, it is no longer possible to ignore or neglect the international steps taken on global climate change. To be competitive, to remain competitive and to make this competitiveness sustainable, both on the basis of the country, economy and companies, should be the first target.

It is true that every action in logistics has the potential to produce a carbon emission. Undoubtedly, the most important part of this is the transportation dimension and energy use. The EU Green Deal primarily aims to reduce road transport emissions by 90 percent by 2050. In this case, the importance of intermodal transportation comes to the fore once again. This alone is not enough, it is necessary to support each modal of the intermodal with environmentally friendly and clean practices.

The European Union's Green Deal is undoubtedly focused on sustainable growth and a sustainable economy. Reducing greenhouse gas emissions, as well as using clean energy, will be a process that goes together. It is not difficult to foresee that environmental criteria will become decisive in the near future, even in the financing of businesses.

Turkey's "Green Reconciliation Action Plan" covers a total of 32 targets and 81 actions under 9 main headings. The Action Plan supports the Sustainable and Smart Transport Strategy announced by the EU within the scope of the European Green Deal.

The Green Deal, which the EU sees as fair and inclusive for all, is focused on the year 2050 and the zero carbon target with a gradual transition plan. From today's perspective, 2050 may seem like a distant date. There is almost 8 years for 2030. For 2050, it is less than 30 years. Therefore, it is necessary to take into account that these dates pass very quickly for countries and companies, and it is necessary to take quick steps towards a sustainable economy. ■

Necmi Çelik
Editor-in-Chief

Issue 33

Publisher

İlker Altun on behalf of
Aysberg Basın Yayın San. Tic. Ltd. Şti.

Editor-in-Chief

Necmi Çelik

Editorial Staff

Dr. Çağla Gül Şenkardeş
Gülbin Bektaş
Ali İrfan Alcan
Ekin Seren Ünsaç
İ. Sergen Altun

Advisory Board

Prof. Dr. Stefan Iskan

P&R Manager - Advertising

Selma Altun

Graphic Design

Ertan Altun

Multimedia

Sinan Göral

Subscription

Zeynep Ön

Type of Publication

Local periodical

Published by

AYSBERG

Aysberg Basın Yayın San. Tic. Ltd. Şti.

Biracılar Sk. No:10 Mecidiyeköy / İSTANBUL

Tel : +90-212-217 49 59

Fax : +90-212-211 62 77

Printed by

Özgun Ofset

Yeşilce Mah. Aytekin Sok. No:21

Seyrantepe Sanayi - 4.Levent/İSTANBUL

ISSN: 1306-7419

Entire or partly reproduction of any articles or pictures is not allowed without special permission from the publishers. No responsibility is accepted for unsolicited material. Intermodal Magazine assures to be steadfast to the journalism principles.

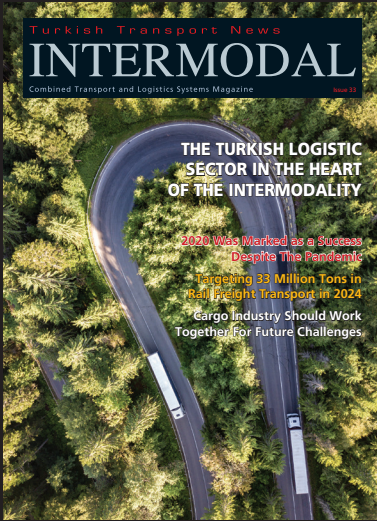
A D V E R T

COMPANY	PAGE
Alışan	10
Camco Technology	12
Denizbank	20
DFDS	6
Ekol Logistics	8
Greenlog	Cover 3
Kombiverkehr	14
logitrans Fair	28
Mark Multimodal	18
Mersin Limanı MIP	26
Pace Logistics	16
Sağlık Logistics	24
Sarp Intermodal	Cover 2
Vega	Cover 4
Via Marseille	22

I S I N G I N D E X



C O N T E N T S



7 MINISTRY OF TRANSPORT AND INFRASTRUCTURE

2020 Was Marked As a Success Despite The Pandemic

9 INTERNATIONAL TRANSPORTERS ASSOCIATION / UND

New Period Advantages in Supply and Value Chains Should Be Utilized

11 FREIGHT FORWARDERS AND LOGISTICS SERVICE PROVIDERS ASSOCIATION / UTİKAD

Railway Became The Savior Mode of Transport of The Pandemic

13 İSTANBUL CHAMBER OF COMMERCE / İTO

Turkey to Convert Its Geographical Advantage Into a Permanent One Through Integration With Different Transportation Systems

15 TURKISH EXPORTERS ASSEMBLY / TİM

Türkiye Logistics Portal Will Increase Our Export Volume

17 RAILWAY TRANSPORT ASSOCIATION / DTD

New Railway Era Has Started

19 TRAILER INDUSTRIALISTS' ASSOCIATION / TREDER

Turkish Trailer Market Is On The Rise Again

21 VEHICLE LOGISTICIANS ASSOCIATION / ARLOD

January-August 2021 Results For The Automotive Sector in Turkey

23 EXPERT VIEW

Geography Offers A Big Opportunity Post-Pandemic Economies

25 HOT TOPICS

President Erdoğan: "We are Determined to Render Turkey into a Global Logistics Center"

27 HOT TOPICS

TITR Union Discusses the Central Corridor

29 HOT TOPICS

IRU's 'Driver Shortage Survey' Shows Driver Shortages to Increase Unless Youth and Women Are Attracted to the Profession

30 SARP INTERMODAL

Sarp Intermodal Grows With New Investments

32 DFDS

DFDS Will Reduce CO₂ Emissions by 45% by 2030.

34 EKOL LOGISTICS

Trying to be the Best for the World

36 VEGA LOGISTICS

The future is Rail - Lets Get the Green Deal On Track

38 ALIŞAN LOGISTICS

Alişan Logistics Remains Competitive in Hazardous Substance Transportation

40 CAMCO TECHNOLOGIES

Improving Terminal Operations Efficiency Through Automation

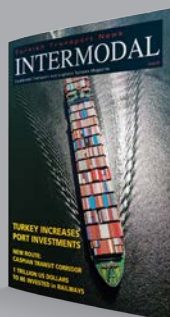
42 PACE LOGISTICS

After a Quick Start to 2021, Pace Logistics Has Ambitious Goals for 2022

44 MARK MULTIMODAL

Mark Multimodal Expands Service Network

We Deliver the World's



46 VIA MARSEILLE FOS*Made and Skilled to Give You The Lead***48 LOGITRANS FAIR***"Achievements of Logisticians in Corona Days Will Be Crowned by logitrans Fair"***50 GREEN DEAL***European Green Deal and Carbon Border Adjustment and Green Transformation Journey of Transportation in Turkey***54 WEBINAR***"EU Talks" Event of DEİK Focused on the Relations Between Turkey, EU and Germany***56 SEAWAYS***Amount of Containers and Goods Handled at Ports Increased***56 COLD CHAIN***Amount of Containers and Goods Handled at Ports Increased***60 RAILWAYS***Targeting 33 Million Tons in Rail Freight Transport in 2024***62 AIR CARGO***Cargo Industry Should Work Together for Future Challenges***68 STATISTICS****WITH CONTRIBUTIONS OF**

Adil KARAIŞMAİLOĞLU
Minister of Transport and
Infrastructure of Republic of Turkey



Çetin NUHOĞLU
Chairman
UND



Ayşem ULUSOY
President
UTİKAD



Şekib AVDAGIÇ
President
İTO



İsmail GÜLLE
Chairman
TİM



Ali Ercan GÜLEÇ
Board Chairman
DTD



Kaan SALTİK
President
TREDER



Adnan AĞAÇLI
Chairman
ARLOD



İlker ALTUN
Managing Director
AYSBERG Group

Logistics News to You



FULL STEAM AHEAD WITH TURKEY

Dfds connects Turkey to Europe
with more than 150 years of
experience in shipping and
logistics.

We Move for All to Grow!



dfds.com.tr



2020 WAS MARKED AS A SUCCESS DESPITE THE PANDEMIC

Adil KARAİSMAİLOĞLU



► Transportation can be defined as a transport system enabling safe, fast, reliable, economic and productive movement of cargo, people and other living beings. In this sense, one of the main dynamics of today's modern economies is definitely the ability and capacity of transporting people and goods in line with the intended purpose.

For its geopolitical position, over the last 19 years Turkey has been highlighted as a key transport country which connects Europe and Asia and is located at the crossroads of transit routes across the Mediterranean, Black Sea, Middle East and Caucasus regions.

Accordingly, we strive very hard to meet international standards in all modes of transport in order to make Turkey a powerful global player in logistics by becoming a leader in transportation.

Under the administration of the AK Party governments (2003-2021), Turkey invested almost 1.115 billion Turkish Liras in transport and communication. As we make these investments, we adopted the multimodal transport system and, most importantly, planned our road, air, rail and water transport systems in a way they complement and coordinate each other.

If we take a closer look at the current situation in the road, rail, water and air transport in Turkey; We made a record breaking investment of over 668.2 billion Turkish Liras in road transport over the last 19 years. Since 2003, the length of our divided road network has increased from 6,100 kilometers to 28,300 kilometers, and we reached a length of 3,523 kilometers in our 1,700-km highway network. In an effort to make sure our citizens travel in a safe, economic and efficient way, we aspire to increase the length of our

highway network to over 3,700 kilometers in 2023, the centenary of the Republic of Turkey. Turkish railways have a historical and strategic importance, beyond being essential for the economic and social life of this land. Although it is unfortunate that Turkey was once well knitted with railways but later they were neglected and soon to be forgotten, we were granted the chance to be a lifeline to our railways. Currently, railways have been a rising power for our country, which is located on the middle corridor of the silk railroad between Asia and Europe spanning from China to Europe. Over the 19 years, we invested 209.4 billion Turkish Liras in railways and constructed 1,213 kilometers of high-speed rail lines, reaching a total railway network length of 12,803 kilometers. We increased the length of our signalled line length by 172% and the length of our electric line by 180%.

During the pandemic year of 2020, particularly the international cargo transport mainly shifted to railways. In 2020, we increased our international cargo transport by 35% and total volume of commercial cargo operations by 2.3%, compared to 2019. Baku-Tbilisi-Kars line carried 202,318 tonnes of cargo in 2020, with a 104% increase compared to 2019. Our cargo transport to Europe also increased by 24%. We not only introduced our country to the high-speed train system but also managed to be ranked the 8th in the world and the 6th in Europe as a high-speed railway operator. Our logistics centers play a vital role in the railway transport.

While our Turkish owned merchant navy ranked the 17th with a capacity of 8.9 million deadweight tons in 2003, we progressed to the 15th place with 28.9 million deadweight tons in 2021.

In 2020, we increased the volume of cargo handled at our ports to 497 million tons, which is 2.6 times

higher compared to 2003. Also, we increased the number of containers handled at the ports to 11.6 million tons, which is again higher compared to 2019. In 2020, foreign trade by sea was realized as 365.4 million tons, a 2.36% increase compared to the previous year. As of the end of 2020, export transport by sea was up by 5.48%, compared to the same period of the previous year. Import transport rose by 2.31%. Foreign trade transport by sea also increased by 3.50%. While the share of sea transportation in the overall foreign trade activities of Turkey was \$57 billion in 2003, we successfully increased this to \$215.8 billion in 2020.

We achieved a great breakthrough in airline transport and ensured that "our entire nation can travel by air". By investing in the aviation industry, Turkey has become the most significant aviation market in the world. Our international flight network consisting of 60 destinations in 50 countries in 2003, today reached 332 destinations in 127 countries.

Hit by the pandemic, 2020 was a tough year for the entire global airline travel industry, yet Turkey remained as the leader for a long time thanks to its airports and airline companies. This success was also reflected in numbers; 1,368,577 million tons of cargo was carried by international air freight operations in 2020, up by 9.6% compared to the same period of the previous year.

In the light of the information presented above, our goal is to build Turkey together, as a powerful, authoritative and leading country in all fields... I would like to salute you all with my most heartfelt emotions and wish you a pleasant read. ■

Turkey-Spain just takes **60 hours**

We render the most efficient transportation services between Turkey and Spain. Under the scope of our services, we connect Turkey and the Middle East to Spain, Portugal and Morocco.

Transit time between İzmir Alsancak and Spain- Taragonna Port is only **60 hours**.

NEW PERIOD ADVANTAGES IN SUPPLY AND VALUE CHAINS SHOULD BE UTILIZED



Çetin NUHOĞLU
Chairman

► International road transporters have been the biggest supporter of the Turkish exporters. The freight forwarders giving the biggest support for the development of the trade in Turkey work with great self-devotion to ensure that the goods of the Turkish exporters reach their destinations as fast as possible and to increase the competitiveness of our brands. Our sector has continued its investments and maintained its employment even under pandemic conditions and has provided life line support to the economy. Today the liveliness in the economy and the continuation of the production and sales activities by the companies are the result of the support provided by the road transportation sector. Road transporters have come to the rescue when the trade experiences bottlenecks and the supply chain breaks. This sector is the insurance of both the trade and economy. Delivering around 50% of Turkish goods exports to the target markets and increasing the competitiveness of Turkish export products in global markets, international road goods transporters continue to contribute to the economic development of Turkey via exports despite many problems experienced by them in their activities carried out abroad. The total service exports of Turkey have reached 25 billion US dollars in 2020 and 9.5 billion US dollars of this is generated by the logistics sector. The foreign currency income that the international road goods transport sector generates for Turkey as "service exports" reached 4.5 billion US dollars per year. A few critical thresholds are present for Turkey having become a rising value in the

global supply chains re-shaped during the post-pandemic period to benefit from this opportunity in the best possible day. One of this is the "Modernization of the Customs Union" being the main foundation of our full membership perspective since 1996. This platform which may be important for the final solution of the "road transit quotas" causing a decrease of minimum 3.5 billion Euros every year in the trade between Turkey and Europe (according to the researches conducted by the World Bank and the EU Commission) in terms of logistics services or foreign trade cannot be unfortunately put into operation due to political reasons. Therefore, we should urgently establish a more realistic and up-to-date relation with the EU. The international transportation sector should be handled as independent from the update of the customs union and as an ideal solution, a road transportation agreement should be concluded with the European Commission on behalf of the EU, not separately with each EU member, in order to prevent any adverse impact on the competitiveness of the production sector focusing on exports especially in the EU markets and any adverse discussion against Turkey regarding the rights entitled to on behalf of the international freight forwarders during the give-take stage of the potential update negotiations. Moreover, the "Green Deal" strategy of the European Union to form nearly all policies of the European Union by 2050 has assigned important responsibilities to the trade partners regarding environment and sustainability. The Turkish logistics sector

should take urgent actions to realize a series of measures from practices such as "the carbon border tax" planned to be applied to some sectors in exports to the EU and emission measurements to expansion of the use of alternative rules in order to clear the export logistics "from carbon emissions".

Another homework that Turkey has in order not to lose the advantages provided this new period in the supply and value chains is the modernization of our border gates. The long queues on the border gates cause delays in shipments and customer loss and adversely affect the efforts of Turkey to become a transit hub.

We aim to decrease the transportation duration between Turkey and Germany to 36 hours with the improvement projects to be carried out with Bulgaria and EU. To this end, we intensively support the digitalization projects such as e-transit certificate, e-TIR, e-visa in foreign trades.

At this point, since the border gates between Turkey and the neighboring EU member states are not border gates between two countries but are the external borders of the "European Union", we continue to work with our stakeholders in the EU Commission and Bulgaria regarding the urgent improvement projects such as "Turkey-Bulgaria Joint Border Management system" and "Establishment of the same number of platforms in Bulgaria as Turkey allowing vehicle entry between two countries" and other similar process improvements.

We as UND hope that the new dialogue environment between Turkey and EU will be a permanent solution for this problem. ■

BUILDING INTEGRATED SOLUTIONS
TO YOUR LOGISTICS NEEDS

DOES NOT BURDEN US

With our warehouses services, strong vehicle fleet and equipment,
domestic and international presence, and innovative approach,
we provide solutions on a global scale.



Alisan
logistics

alisangroup.com

RAILWAY BECAME THE SAVIOR MODE OF TRANSPORT OF THE PANDEMIC

Ayşem ULUSOY
President



► 2020 was a difficult year both for the world and Turkey. We have experienced days with a high number of negative processes and reflections affecting every sector from different aspects. The sector had difficult times especially during the period from March to June of the previous year due to the pandemic. The problems also continue in 2021. The expectations from the future have been affected adversely. However, the logistics sector has undergone a fast recovery thanks to its dynamic, quick and high quality structure and qualified human resources and has continued to increase its service exports.

The measures, restrictions and bans introduced across the world due to the pandemic have caused interruptions in the processes. The transportation activities have nearly stopped and quarantines have been imposed on the drivers in especially Europe, Central Asia and the Middle East which are the busiest trade points of Turkey. In terms of transportation modes, we can say that the demand for cargo aircraft has increased in airlines, the freights have increased due to the decrease in the number of containers in the sea transportation, the number of cargoes and business volumes have increased in road transportation and the railways was the hero transportation mode during the pandemic.

Since the sea transportation is the most preferred transportation mode in the world, it is especially more affected

by the deviations in the world trade. The imbalance between the import and export volumes of the countries is one of the biggest reasons behind the increase in freights. Due to the decrease in demand during the beginning of the pandemic, first the ship owners decreased the number of trips and container problems have occurred. The International Maritime Organization has launched a rule for fuel oil with low volumes of sulphur in 2020 and this has increased the costs in sea transportation. Since the containers accumulating in certain countries could not be returned to the regions where the manufacturing is made, their transfer to these regions as empty was another reason behind the increase in freights. Then, as the demand in the world started to increase, the number of ship journeys was not enough and the container problem has increased. This does not only affect the sea transportation but all transportation modes. The increase in exports and the decrease in imports in Turkey bring along the problems of finding equipment and vehicles and increase in freights. Due to the coronavirus pandemic whose effects continue in the world, the operations in some regions are interrupted. Limited trade, limited personnel and limited aircrafts cause delays in goods flows. The pandemic has caused supply problems in the global trade. Some of the global companies that cannot provide sufficient services and supplies from China have moved their purchasing operations to

Turkey during the pandemic. We do not see this change in the goal in the global trade as a temporary method with the shock caused by the pandemic. Most probably, the purchasing trends shifting to Turkey will continue to increase in 2021. The pandemic crisis experienced has clearly proven that new ways of business should be developed and contactless and digital practices should be expanded. Therefore, the entities developing more advanced digitalization and automation practices in their logistics and transportation processes will be a few steps ahead. We as UTİKAD continue to keep items such as e-trade, digital applications and automation of documents on our agenda, which we have been discussing frequently. The model works for UTİKAD National Digital Logistics Platform which started in 2020 and will include related stakeholders have been completed and the "Turkish Digital Logistics Platform Concept Report" has been prepared and will be submitted to the responsible Ministries. This study revealing the roadmap for the digitalization of the logistics sector in Turkey will be the focus point of the sector also in future years. Since training is always an important item on our agenda, our training projects also continue. Our efforts on promoting UTİKAD Academy trademark which continue to offer trainings and getting FIATA accreditation in order to organize FIATA Diploma Training online are currently ongoing. ■



20 years of intermodal automation

We have been automating the container handover process for more than 20 years. Our image recognition technology is globally acknowledged as the reference. With automated registration of containers, trailers or even complete trains, you will be processing containers without delay. Do you want to improve operations? Do you want to reduce truck and train turnaround? We are delighted to help. Just as we did in +100 intermodal terminals across the globe.

Camco Technologies. We automate, you operate.

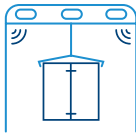
Empowering intermodal terminal operations



VBS



Gate Automation



Crane OCR



Rail OCR Portal



To find out more, contact us at
sales@camcotechnologies.com
or visit camcotechnologies.com

TURKEY TO CONVERT ITS GEOGRAPHICAL ADVANTAGE INTO A PERMANENT ONE THROUGH INTEGRATION WITH DIFFERENT TRANSPORTATION SYSTEMS

Şekib AVDAGIÇ
President



► If we are to define the power of commerce, one definition to be made would be probably: “The commerce that changes the world...” The role of the commerce and merchants in the civilizations established through the phases of the journey of the human beings on the world would never be defined as more compact than this. For thousands of years every goods transferred from one place to another by the merchants for earning money take with them an item of technology, knowledge, living culture and change. Based on this fact, we can say that one of the main instruments changing the world and ensuring that the civilization and technology improve is “trade routes, road or sea transportation - in short, the transportation”. In other words, we should underline the great contribution that the logistics and transportation make to the humanity for a more prosperous world. Goods used to be transported to different regions with camels and sailing ships. However, with the advancement of the technology, far places become closer and types and numbers of transportation vehicles have increased. The use of steam power with the Industrial Revolution has made far places even closer, accelerated the goods circulation and ensured meeting with new markets. Thus, the transportation has gained a modern definition, which is “movement of the human beings and the raw or processed goods and services produced by them from one field to another”. Lastly, the main goal for the

transportation with its extensive definition including transportation of goods is ‘sustainable transportation’ in today’s world dominated by fast change. The principle of using the advantages of different transportation systems in a way to complement each other is the basis of sustainability. In this context, the most important concept is intermodal transportation. This means “the transportation of goods in a transportation unit or road vehicle with two or more transportation modes, the transfer of the transportation unit not the goods while changing modes”. The developments in the supply chain and logistics sector with the Covid-19 pandemic have once again showed the value of this sector. As you can remember, the sea, air and railway transportation methods have caused a supply-demand imbalance at the international level due to the high demand. This has increased the transportation prices. It has also caused many problems in the transportation methods. Again during the pandemic process, the production of most of the containers used in especially sea transportation in China and the closing of the factories producing containers throughout the pandemic have caused major problems in sea transportations. It is good news that seeing this as an opportunity, the Ministry of Transport and Infrastructure plans to establish a container production facility in Turkey in future... This should not only be seen as earning a share from this big

potential that China has but as providing a different and dynamic approach to our logistics and transportation sectors.

Approaching any crisis including coronavirus pandemic with the belief that “we are doomed” will not do any good to anybody. Instead, we should not lose our belief that each crisis brings along a new opportunity. The pandemic means the same for the logistics sector. In order to utilize this benefit, the companies in the logistics sector focus on the growth of the logistics market by ensuring that the European countries establish their supply chains via close countries.

To this end, Turkey has officially put into operation an important investment in June 2021. Filyos Port opened by President Recep Tayyip Erdoğan has set off to become one of the largest logistics centers of Black Sea region. The region which has become more important with the discovery of natural gas in the Black Sea is a candidate for becoming a new hub in natural gas and trade. Investments are comprised of comprehensive and different legs to ensure this.

The big leap of Turkey in logistics and transportation will gain speed and power with projects such as Filyos Port and will make positive contributions to the increase in competitiveness of the sectors and our the exports of Turkey. We believe that Filyos being the “northern gate” of our trade will be the “north start” for the logistics and transportation sector and generally the trade world. ■



CONNECTING EUROPE

BY TRUCK, FERRY AND TRAIN. SIMPLY INTERMODAL AND CLIMATE-FRIENDLY.

Find out more about our European network and visit us on Stand 103 in Hall 9 at logitrans.

We are looking forward to seeing you!



lt logitrans
TURKEY

international transport
logistics exhibition

November 10-12, 2021
Istanbul

www.kombiverkehr.com



Visit our blog on
www.Simple-Intermodal.com

More than just a transport.

TÜRKİYE LOGISTICS PORTAL WILL INCREASE OUR EXPORT VOLUME

İsmail GÜLLE
Chairman



► Our exporter works with a sense of responsibility that serves national interests such as employment, production, foreign currency input, innovation, and country reputation, and fulfills all these responsibilities duly. During the pandemic period, which is one of the most extraordinary events in the history of the world, the increase in export and even breaking records is the product of a tremendous effort.

Turkish exporters' safe supplier identity stood out during the pandemic period. Our export family, which exported 140 billion 237 million dollars with an increase of 37 percent in the first 8 months of the year, has achieved significant success in the last 12 months by exceeding its annual target with exports of 207 billion 469 million dollars.

Türkiye's geographical location is a natural opportunity. If we address new trends in global trade, we think that the importance of close trade will increase. Türkiye can reach a market of 30 trillion dollars with a population of 1.6 billion with a flight distance of 4 hours. Our country is located at the crossroads of the production-intensive centers, demand-intensive centers, and regions rich in raw materials. We see that we can better evaluate these natural opportunities with our developing infrastructure. Public and private sector infrastructure

investments made in the last ten years have significantly improved the logistics services offered in Türkiye. Many new airports have been built, especially the new İstanbul airport, and significant access has been provided to all corners of the country with highways and divided roads. In addition, the developing high-speed rail network has connected major cities. Efforts to increase the capacity of Turkish ports also continued. Especially in railway transportation, new master plans are in effect, thus the infrastructure for multi-modal transportation has begun to be strengthened significantly. To meet the manpower needs of the logistics industry, which is one of the most important dynamics affecting the economy, many logistics, and foreign trade departments have been opened in our universities and an important manpower capacity has been created.

Türkiye, which has made a breakthrough in recent years in the logistics sector, which has a volume of 7 trillion dollars worldwide, is making significant progress towards becoming an international logistics base thanks to new projects and investments. In today's global trade arena, where production costs converge and price competition alone does not make sense, the importance of logistics services and

strategies is increasing in terms of being able to compete. Countries that have moved from transportation to logistics management now take a greater share of international markets. Especially in recent years, the international freight transportation sector has changed greatly. The most important reason for this change has been the changing demands of those requesting transportation. Companies demand not only the transportation of their goods between two points, but also their storage, customs clearance, handling, packaging, and distribution according to needs, which increases the importance of logistics services day by day.

As TİM, we carefully monitor the problems experienced globally in logistics. We have completed our preparations to bring a national solution to this global problem. Very soon, we will launch Türkiye Logistics Portal and make it the gateway of our exporters to the world. With the Türkiye Logistics Portal, we will gain significant advantages in logistics points while our export volume increases. The portal will serve as a bridge between logistics companies and our exporters. Our products will reach all corners of the world faster, cheaper, and safer. In the coming days, we will share the details of our Türkiye Logistics Portal. ■

Fast-Paced Logistics Solution



LTL



FTL

pace

NEW RAILWAY ERA HAS STARTED

Ali Ercan GÜLEÇ
Chairman of Board



► The Covid-19 virus affecting the entire world and the pandemic it has caused have affected nearly all areas of our lives. The logistics and the components of the logistics have been also significantly affected by them. In order to prevent the spread of the virus, the railways recommended especially as a “contactless trade” option in this period have been in high demand. The railway transportations have also increased in Turkey and on some lines, the number of locomotives / wagons has been insufficient for the transportations to be made. The increase in the railway transportations during the pandemic has once again proved that the transportation obstacles caused by the pandemic can be overcome by the railways. This time it has been learned the hard way that the railway transportations is a must for the logistics and how it is important to connect our ports to the production and consumption centers through railways. It is not more clearly seen that the railways are our only option for uninterrupted exports both to the east and the west. The railways' having been in high demand once again emphasized the requirement to increase investments in them both by the public and the private sector. The resolution of the railways infrastructure will start a fast development process for the railways. Especially the urgent resolution of the infrastructure and equipment deficiencies will pave the way for efficient transportation on the railways. The infrastructure problems increase transportation costs and cause fast wear and tear in equipment and operations costs to increase significantly above the European standards. Finding solutions to these

problems will accelerate the development of the sector.

Like the case in the rest of the world, the sector expects government support and initiative for the railway investments and transportations. Railways will guarantee uninterrupted trade. Within the scope of these strategic plans, actions are ongoing to increase the share of the railways and seas in the transportations and to establish a fast, flexible, safe, reliable, anticipated and integrated logistics and transportation system. Focusing on goods transportation while making railway investments, development of railway-sea infrastructures at suitable places and scales, extension of intermodal/combined transportation and decreasing of the logistics costs will increase efficiency and competitiveness.

As part of these strategic plans, the national railways infrastructure should be improved and geometric arrangements should be made to improve efficiency of the current infrastructure.

Railway connections should be established for the ports and OIZs with currently no railway connection and railway transportation should be made attractive with operations that increase customer satisfaction, railway transportation speed and decrease costs and investment incentives to be introduced to the railway sector in order to transfer goods to the railways from the roads which are the dominant mode of transport in Turkey. In terms of globalization and regionalization, common policies are determined on the international arena for the liberalization of the transportation sector, integration of national

infrastructure networks and provision of more effective, competitive and safe service.

Today the decrease in the dominance of various transportation systems over themselves has caused these transportation systems to depend more on each other as compared to the past and therefore, the integration of the transportation systems and the combined transport have gained importance. In this context, the railways have also started to come to the forefront.

Therefore, the “New Railways Era” has started. The world railways currently undergo an important structural change in order to keep up with the “New Railways Era”. As part of this process, both the current structures of the railways and their position in the transportation policies and their relations with the government are questioned and re-arranged.

Taking into consideration that the total transportation demand will increase in future, the railway transportation is expected to grow significantly.

Railways and railway transportation will become more to the forefront in the 21st century thanks to the pressure of globalization and competition. If Turkey fails to make the most of it from this process, we can be left outside the global transportation roads and the “Combined Transportation” system.

The European Green Deal which is prepared by the European Union (EU) to fight against the climate and environmental pollution and aims for rendering the EU states into a competitive economy where no net green gas emissions are present should be adopted by the public and private entities. ■

TURKEY

Boundaries don't matter with Multimodal!

UKRAINE

Your reliable logistics partner. For all your transport needs from Turkey to Ukraine, Russia, and Belarus!

RUSSIA

BELARUS

Türkoba Mah. Kayalar Cad. No:10/1
Büyüçekmece / İstanbul – Turkey

+90 (212) 548 21 08
info@markmultimodal.com
Markmultimodal.com

 **Mark**
Multimodal

TURKISH TRAILER MARKET IS ON THE RISE AGAIN



Kaan SALTİK
Chairman

► Trailers are an important value for the logistics, industry, economy and the country. Therefore, our agenda is always busy. Our agenda items have doubled due to the pandemic. It is not possible to stop in this moving sector since the wheels of the trailers must continue to turn. During the pandemic, the value of the trailers has increased more because of contactless trade. 42 billion dollars of the Turkish exports are transferred with trailers. Being the largest transporters of the road transportation, trailers are now used in railways and seas. Trailers with an ever increasing importance increase their strength thanks to the continuing growth of the intermodal transport. The problem of supply experienced in automotive sector during the pandemic also affects the trailers. Having passed a challenging test with great success during the pandemic, the Turkish trailer sector struggles with the increase in raw material prices and supply problems. While the prices in main items such as iron, steel, plastic increase, the increase rate has exceeded 100 percent in some products. Adding up the increase in exchange rate and the freight, goods procurement has become more difficult. The developments affecting the entire supply chain from sub-industry companies to the OEMs cause delays in the delivery of trailers. The Turkish trailer market has experienced a constant decrease since 2015 and experienced the worst situation in 2019. The rise having started in 2020 has

continued during the pandemic and in 2021, the market seems to reach the number of trailers planned fast. Taking into consideration the last 20-year market average of the Turkish trailer market, the domestic market size should be around 25 thousand. According to the TurkStat data, the Turkish trailer market has experienced an increase of 1294 percent during the first half of the year and 7 thousand and 156 trailers have been sold during the first 6 months. I believe that if we continue to grow, we will approach the market value of 25 thousand units. The Turkish trailer market is a lucky sector despite everything. Turkish companies make important investments abroad. These include both the direct factory investments and also the organizations regarding sales and after sales. While the production organizations concentrate on Russia and Germany, important cooperations have been also established with France, Spain, Italy and Scandinavian countries. Africa, on the other hand, is the geography where the Turkish trailers are the most competitive. Our products focusing on the needs of the market are more advantageous as compared to our European competitors. In the light of all these developments, I predict that we will achieve our goal to become the 10th biggest market in the world and 2nd biggest in Europe. Turkey has taken important steps to become a production center. Thanks to these steps, the largest brands of the world such as BPW, Saf Holland, Wabco have moved their

productions to Turkey. The largest trailer manufacturers and suppliers of Europe continue to make investments in Turkey. The main motivation behind these investments is that Turkey both offers an important market potential and also provides important advantages in exports. If we maintain and even further improve these two strengths, we will attract new investments. Our most important concern is to render our domestic market into a more sustainable and predictable market by saving it from being a market of ups and downs. The fatal traffic accidents in the European Union have decreased by half during the last 20 years. The rate of these accidents is the highest in the Eastern European countries among the EU states. Turkey suffers from a high number of traffic accidents resulting in loss of lives and properties. While some of these accidents occurred due to the mistakes by the drivers, the share of the accidents caused by the vehicles was also high. The vital parts of the vehicles can be checked more effectively at inspection stations and during road inspections. We as TREDER support every effort to prevent accidents. TREDER being the sole representative of the Turkish trailer sector continues to increase the number of its members as a non-governmental organization and to perform its operations. Having carried out exemplary works during the pandemic, TREDER has improved its effectiveness before the public significantly. As the way before the sector is smoothed, we believe that TREDER will develop faster. ■

DENİZLEASİNG DESTEĞİYLE

İHRACATÇIMIZ KAZANIYOR, ÜLKEMİZ BÜYÜYOR!

Yatırımlarınızı leasing ile yapın, %1 KDV avantajından yararlanın.
Üstelik DenizLeasing ve Türk Eximbank işbirliği sayesinde kullanacağınız
kredilerde daha cazip faiz oranlarını yakalayın.



DenizLeasing 

www.denizleasing.com | 0212 348 94 00

JANUARY-AUGUST 2021 RESULTS FOR THE AUTOMOTIVE SECTOR IN TURKEY

Adnan AĞAÇLI
Board Chairman



► In order to evaluate the eight-month performance of the Vehicle Logisticians sector, we first have to examine the market, exports and sales figures of the automobiles and commercial vehicles. The total Turkish automobile and light commercial vehicle market increased by 24.3% to 501,004 in the January-August 2021 period as compared to the same period of the previous year. The automobile sales increased by 23.3% to 391,392 while the light commercial vehicle market increased by 28.0% to 109,612 during the January-August 2021 period as compared to the previous year. The automobile and light commercial vehicle market decreased by 5 percent and remained at 58 thousand and 454. The automobile sales increased by 0.9 percent to 44 thousand and 756 while the light commercial vehicle market decreased by 20.2 percent to 13 thousand and 698 in August as compared to the same month of the previous year. The decrease in the light commercial vehicles sales has mainly caused this contraction. According to the sector representatives, if there were sufficient number of vehicles in the market, the sales figures would increase up to 90 thousand. Taking into consideration the fact that nearly all the vehicle shipments in Turkey are made via road transportation, these figures are same as the number of vehicles transported by the Vehicle Logisticians sector.

Export Figures for Automotive Sector:

The automotive sector has increased its exports by 57 percent to 2.4 billion US dollars in August. The performance of

the maintenance-repair operations at an earlier date due to the chip crisis has played a role in the highest number of exports made in August.

In August, the highest exports were made to Germany with an increase of 23 percent and 311.2 million US dollar worth of exports and this has been followed by the UK which has become the target market of all sectors after the STA signed in last December. The UK to which exports worth of 297.4 million US dollars were made with an increase of 211 percent is followed by France with exports worth of 260 million dollars with an increase of 76 percent, Slovenia with exports worth of 185.6 million US dollars with an increase of 174 percent and Italy with exports worth of 179 million US dollars with an increase of 53 percent. The share of the industry being the top in Turkish exports from the total exports increased to 12.8 percent. The sector has carried out exports worth of 18.8 billion US dollars with an increase of 29 percent in exports during the first eight months of the year.

Place of Electric Vehicles in the Sector and Their Importance:

According to the Global Electric Vehicles 2021 report of International Agency of Energy, the total number of electric vehicles on road will increase to 145 million.

According to the report, the demand in oil would decrease by 2 million barrels due to 145 million vehicles being on the roads. This would prevent 120 million

tons of carbon dioxide emissions and if the number of vehicles increases to 230 million, oil consumption would decrease by 3.5 million per day.

Chip Problem Experienced in the Automotive Sector and Its Impacts:

Having become the major problem of the automotive producers in the world and caused serious problems in and stopping of the production, the chip problem has an adverse impact on vehicle availability in the world including Turkey, as well and the brands work on finding new ideas to solve this problem.

Due to the 2021 chip crisis, the previously set targets have been revised and the targeted export figures have been decreased by 1 million and 20 thousand. Like the automobile plants, the commercial vehicle plants have problems regarding production due to the chips and this problem is expected to last in 2022, as well.

According to the research company AlixPartners, the chip problem is expected to cause losses of 110 billion US dollars in the global automobile industry income in 2021.

In conclusion, during this period when the vehicle availability problem is expected to continue, 2021 was not bad despite all the problems experienced and the Turkish automobile and light commercial vehicle total market will reach 825-875 thousand in sales figures. ■



MARSEILLE FOS

Turkey's gateway to Europe

GEOGRAPHY OFFERS A BIG OPPORTUNITY POST-PANDEMIC ECONOMIES



İlker ALTUN

Managing Director - Aysberg Group

► Is geography a destiny or an opportunity? Today, this question can be thought of as a question that can be answered more easily than in the past. It is a fact that externally dependent countries in production and supply chains are experiencing great difficulties under pandemic conditions. In the recent past, we have all witnessed that these problems are exacerbated in countries that are far from production and distribution points logistically. Even when it is accepted as a destiny, Turkey's position on the world map as well as the advantage of being a self-sufficient country in production always offers Turkey unique advantages geographically. Turkey is close to many parts of the world in terms of accessibility to air, land, sea and railway networks. It has a strategic importance for long distances as well as for close distances in terms of logistics. In difficult times, you can give up exporting to a country or geography that offers you logistical difficulties, or you can prefer to apply to closer sources when it comes to imports. But when it comes to obligations, the importance of logistical superiority emerges. At a time when we are about to complete the second year in the pandemic, we are aware that it is necessary to say new ideas and envisage new perspectives. Only the virus does not develop new variants. In fact, there are serious changes, transformations and mutations in all areas of life, even on an individual basis. Every day, new

information, new behavior and ways of doing business develop in the formation of consumer behavior in every link that makes up the production chain. Every day, we see more clearly that certain modes come to the fore in the delivery of goods and services from the producer to the consumer. We are witnessing the huge increases of online shopping as the most common model for meeting daily needs. We observe that technology-intensive companies operating in this field are also active players in reshaping their production lines and distribution channels as well as consumer behavior. Today, it is clear that among the world's largest companies, online shopping companies, as well as high-tech companies, are rapidly at the top. Amazon is the biggest example of this. Amazon can also be considered as a very good example in terms of the logistics model. We have to admit that air cargo companies play a very valuable role in bringing the world together with producers and consumers in this context. Thanks to air cargo, the safe distribution of vital medical supplies and medicines, as well as COVID-19 vaccines from the producer countries to the whole world, has been one of the most striking examples of the pandemic conditions. From the point of view of international trade, it is clear that there has been significant problems in production and supply chains in 2020, the first year of the pandemic. However, when we look at the days when we are getting ready to end

of 2021, the logistics industry has come a long way in the smooth running of global trade thanks to the infrastructure and superstructure offered by intermodal transportation.

The relative dominance of China in global trade in the supply chain is undeniable. It can be said that many countries are dependent on China's supply chain, both in intermediate and raw materials. It is clear that many countries are trying to reduce this dependency by creating coefficient and create new and alternative production and supply points. European countries come first in this regard. In terms of geography, logistics and intermodal transportation, Turkey always offers great advantages in terms of keeping the production and supply chain in Europe on a solid ground. It can be said that the logistical superiority supported by geographical location will make Turkey a more active player in international trade in the near future. A logistics sector focused on intermodal transportation in Turkey will gain a competitive advantage in this field, no doubt. Making sea and rail transport, which are the two important pillars of intermodal transport, more active and establishing railway and port connections will be an indispensable priority. In case of further development of production, distribution and logistics systems in line with the Green Deal of EU, it can be considered with certainty that Turkey will become an vital logistics base and production hub for all geographies as well as for Europe. ■

We are the supply chain of life
with half a century of experience passed down
through generations

Sağlık

Logistics



444 0 890

www.sagliklogistics.com



PRESIDENT ERDOĞAN: “WE ARE DETERMINED TO RENDER TURKEY INTO A GLOBAL LOGISTICS CENTER”

► Commenting on the logistics infrastructure investments in the speeches he gave after the Presidential Cabinet Meetings and various opening ceremonies, President Recep Tayyip Erdoğan stated that transportation is one of the fields where the most important development infrastructure investments are made in Turkey and the investments made in this field in the last 19 years have exceeded one trillion and 104 billion liras. Noting that they work non-stop to make Turkey the new logistics super power, Erdoğan told that they have fulfilled a significant

part of the goals they have set and reminded that they have increased the length of dual carriageways from 6 thousand to 100 kilometers to 28 thousand to 200 kilometers, of highways from one thousand and 714 kilometers to 3 thousand and 532 kilometers and told that they have constructed 364 new tunnels of 567 kilometers in total, 567 new bridges and viaducts of 396 kilometers. Stating that they have realized similar developments regarding railways, airlines and sea transportation, Erdoğan told that “We continue with great

determination our efforts to render Turkey a global logistics center and to place it among top 10 economies of the world”.

Underlining that they use different investment models while launching transportation projects, Erdoğan added the following to his words: “Some of these projects are carried out directly with public resources while some need public-private sector cooperation. Ankara-Niğde highway is one of the investments launched for serving our nation thanks to public-private sector cooperation. This highway has been put into service last year in 3 phases and is an important investment with its local and national smart transportation systems. 1.3 million meters of fiber optic network and 500 traffic sensors installed along the highway ensure that our drivers are prepared for any incident that they may experience.

With the completion of this project, Turkey has a highway network providing uninterrupted transportation over a highway of one thousand and 230 kms in length from Edirne to Şanlıurfa.

Noting that they continue to put into operation the completed transportation investments one by one, Erdoğan continued his words as follows: “We have completed the construction of the road between Bartın, Amasra, Kurucaşile and Cide, each full with unique beauties, and improved the standard on this difficult route and decreased its length from 15 kilometers to 11.8 kilometers. For this purpose, we have constructed 3 double-tube tunnels of 5 kilometers in length, one double viaduct of 267 meters in length, 6 double bridges of 320 meters in length and 4 junctions. The official opening ceremony of this highway will be organized soon.” ■

MERSİN LİMANI BÜYÜYOR, ROTALAR YENİDEN ÇİZİLİYOR

*MERSIN PORT CONTINUES TO EXPAND,
REDRAWING ROUTES*

Dünyanın en büyük 100 limanından biri olan MIP, Türkiye'de lider konumdadır.
MIP, one of the top 100 ports of the World, is in the leading position in Turkey.



MIP
MERSIN INTERNATIONAL PORT
A MEMBER OF PSA GROUP



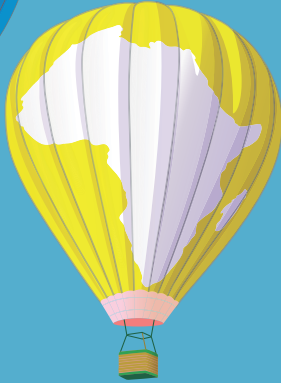
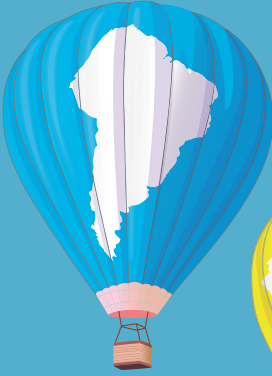
INTERNATIONAL TRANS-CASPIAN INTERNATIONAL TRANSPORT ROUTE (TITR) UNION DISCUSSES THE CENTRAL CORRIDOR

► The country representatives of the Trans-Caspian International Transport Route (TITR) Association members carrying out operations to develop the TITR extending from China, Kazakhstan, Caspian Sea, Azerbaijan, Georgia to Europe via Turkey have gathered in Baku, Azerbaijan. In the speech he gave at the General Assembly meeting of the Association, TCDD Taşımacılık A.Ş. General Manager told that the importance of the Central Corridor being the most important ring of Baku-Tbilisi-Kars railway line for the transportation between the Asian and European continents has continued to increase and emphasizing the increase in the goods demand, he added that the Middle Corridor is an important transportation gate to ensure the continuity of the trade with the nations being Turkey's friend. Noting that the amount of goods transported on Baku-Tbilisi-Kars railway line since its operations starting date until today reached 1 million and 244 thousand and 269 tons, Hasan Pezük told that the

railway transportations between Turkey and Russia over the BTK line have created a new North-South corridor and allowed transportation of different product groups on different destinations. Stating that the number block container train trips launched in 2019 on the China-Turkey-Europe line over the Middle Corridor has gradually increased, General Manager Hasan Pezük made the following remarks in his speech: "7 thousand and 204 TEUs of containers and 165 thousand and 306 tons of goods have been transported from China to Turkey while 514 TEUs of containers and 10 thousand and 693 tons of goods have been transported from Turkey to China. Cargo trains have started to use Marmaray Bosphorus Submerged Tube Tunnel being the golden ring of the Middle Corridor since the early 2020s, which is a step taken for uninterrupted goods transportations between the Asian and European continents. Ensuring uninterrupted railway transportation, Marmaray

is the biggest supporter of the environmentally friendly and fast transportation thanks to the time and energy saving it provides in addition to the economic strength Baku-Tbilisi-Kars railway line provides to Turkey in international trade. " Pezük also added the following to his remarks: "Turkey continues with a good speed to make investments to improve the effectiveness and efficiency of Baku-Tbilisi-Kars railway line and the Middle Corridor. In addition to the high speed railway line projects currently under construction, the construction of Kars Logistics Center was completed and it started its operations in May 2021. Moreover, new applications have been also launched to decrease the duration and costs of the transportations. CIM/SIGS joint transportation certificate has been started to be used for the railway goods transportations performed by Turkey over Baku-Tbilisi-Kars railway line and the Middle Corridor. This certificate provides time and cost saving for our transportations." ■

**BEYOND
EXPECTATIONS**



November 16-18, 2022

**Dr.Kadir Topbaş Show and Art Center
Istanbul, Turkey**

» www.logitrans.istanbul

logitrans
TURKEY

**international transport
logistics exhibition**



Organized by EKO MMI Fuarçılık Ltd. Şti.

THIS FAIR IS ORGANIZED UPON THE AUTHORIZATION OF THE UNION OF CHAMBERS AND COMMODITY EXCHANGES OF TURKEY, IN ACCORDANCE WITH LAW NUMBER 5174.

IRU'S 'DRIVER SHORTAGE SURVEY' SHOWS DRIVER SHORTAGES TO INCREASE UNLESS YOUTH AND WOMEN ARE ATTRACTED TO THE PROFESSION

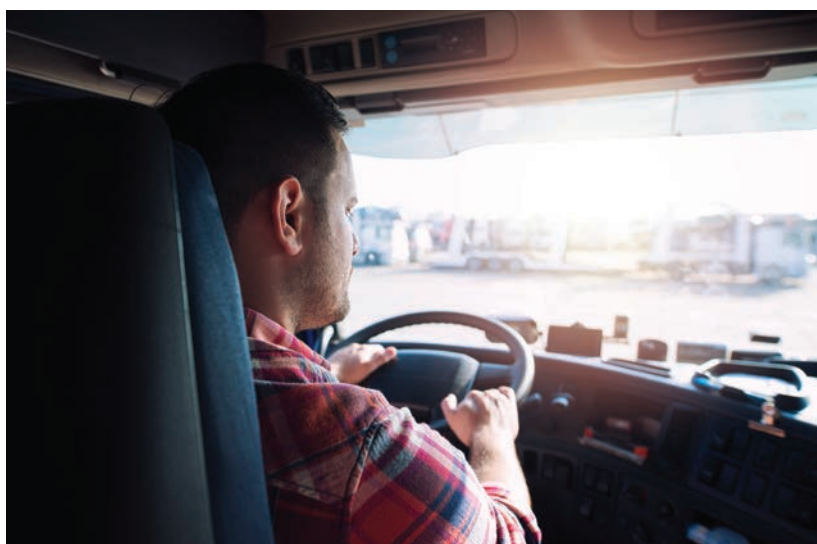
► According to the IRU's 'Annual Driver Shortage' survey, despite reduced demand due to COVID-19, there is still an alarming shortage of drivers. While this problem continues to increase the pressure on the road transport operators in all regions, the International Road Transport Union (IRU) calls on the governments especially to help steer unemployed youth and women into the profession.

Having surveyed 800 road transport companies from over 20 countries, IRU has found out that driver shortage was most acute in Eurasia, where last year 20% of driver positions were not filled while China was the least affected country in 2020 with only 4% of jobs open. Driver shortage was less serious in other regions in 2020 than 2019 due to the pandemic.

Turkey to suffer from a driver shortage of 20% according to the estimations

Transport companies forecast that demand for transport services will increase and driver shortages will intensify again in 2021 as economies recover. European companies are expecting a 17% shortfall in drivers this year. This shortfall is expected to reach 18% in Mexico, 20% in Turkey, 24% in Russia, and almost one third in Uzbekistan.

IRU Secretary General Umberto de Pretto commented on the survey results as follows: "Driver shortage



threatens the functioning of road transport, supply chains, trade, the economy, and ultimately employment and citizens' welfare. This is not an issue that can wait, action needs to be taken now." The IRU survey has also investigated the reasons for driver shortage, and found that a lack of trained drivers was the main cause in all regions according to the 38% of respondents.

Youth and women should be attracted to the profession

Challenging working conditions, further exacerbated by the pandemic, and difficulties attracting women and young people to the profession have been also cited as issues. The survey points to mixed results in

the industry's quest to attract more women across all parts of the sector. Only 2% of truck drivers globally are women and all countries surveyed saw the percentage of women truck drivers fall. However, there were encouraging signs in Europe with the share of female bus and coach drivers increasing from 10% to 16% of the total workforce in 2020. The percentage of truck drivers under 25 fell in 2020 from already low levels down. This ratio decreased to 5% in Europe and Russia, 6% in Mexico and 7% in Turkey. With the average age of professional truck drivers globally now close to 50, and steadily growing older each year, this demographic 'time bomb' will only get worse without action to reduce minimum driver age. ■

Onur Talay
CEO

SARP INTERMODAL GROWS WITH NEW INVESTMENTS

As Turkey's leading brand in intermodal transport, Sarp Intermodal continues its equipment and vehicle investments at full steam. To retain its status as a pioneer in intermodal transport between Turkey and European and North African countries, the company invested in 950 units of 45' HCPW containers in 2021.

► Established in 2014, Sarp Intermodal quickly became one of Turkey's most competent intermodal transport companies and has increased its shipment volume, turnover, and human resources with each passing year. The company continuously expands its sphere of influence and achieves its goals quickly with new investments while growing by 30 to 40 percent every year. Bolstering its equipment and vehicle investments in the last two years, the company invested in 950 units of 45' HCPW containers in 2021. Consequently, the company's total number of containers has reached 1,950. The company aims to increase this to 2,500 by the end of 2022. Speaking on the investments, Sarp Intermodal CEO Onur Talay said: "The equipment of our business partners provided us with the opportunity to directly access almost 5000 containers. We are now closer to our target of 2500 containers for the end of 2022." Following investments in semi-trailer trucks, Isotanks and containers, the company has recently added a further 22 trucks to its fleet. The trucks are fully capable of ADR transport and will be used primarily for transporting shipments of liquids and chemicals.

Record Growth During the Pandemic

Onur Talay noted that the ability to provide equipment amid the pandemic-induced slow international trade and container & equipment crisis put the company one step ahead in the international market. Highlighting that Sarp Intermodal is the first company in Turkey to be established with a focus



on intermodal transport, Talay said: "Since our establishment in 2014, we have grown rapidly, yet realistically. Interest in intermodal transport was already growing with every passing year, and the pandemic has accelerated this process. Last year, we doubled our growth rate compared to 2019. We have expanded our vehicle and equipment fleet with significant investments. We have also increased the number of our employees by 25 percent." Stating that their investments are just as important to their customers, Talay noted that the company is taking firm steps towards its goal of providing environmentally friendly and cost-effective operations by introducing more companies to intermodal transport.

European Green Deal to Further Strengthen Intermodal Transport

Emphasizing that intermodal transport, also known as green logistics, will become more popular with the European Green Deal, Talay commented that investments for increasing the share of maritime and rail transport will be prioritized since the carbon emissions per unit in road transport are higher than other modes. Noting that "This will allow the star of intermodal transport to shine even brighter," Talay also mentioned that they have prepared a Green Deal Action Plan to support the transition to a green economy and ensure trade continuity with the EU, Turkey's most important trading partner.

Faster Processes with Stronger Digital Infrastructure

Talay stated that, in addition to equipment, the significance of digital infrastructure has become increasingly evident during the pandemic, adding: "No matter how much equipment you have; if you lack the digital infrastructure to manage it, you will not be able to move from point A to point B. In this process, we also increased our digital investments in parallel with our equipment investments." In an effort to control their workflow, Onur Talay said that the company is focused on minimum physical effort and maximum efficiency to interpret data correctly and maximize security. To monitor and manage finance and operation processes from mobile devices, the company also emphasizes smart business intelligence. Onur Talay states that their tracking systems facilitate the instant monitoring of their containers, Swap Bodies and trailers all around the world.

Strong Organization in Turkey and Europe

Sarp Intermodal boasts a strong organizational structure in Europe, particularly in Turkey. The company has offices in Izmir, Mersin, Bursa, Ankara, Adana, Kayseri and Gaziantep. This organizational structure allows the company to strengthen ties with manufacturers and introduce them to cost-effective intermodal transport. Having also developed its organizational structure in Europe, the company has an office in Italy and operates in Bulgaria with Sarp Intermodal Bulgaria. Additionally, it has been serving in Germany under the name Sarp Intermodal GmbH since 2019. ■

Lars Hoffmann
Head of
DFDS Business Unit
Mediterranean

DFDS WILL REDUCE CO² EMISSIONS 45% BY 2030

DFDS' Mediterranean Business Unit presented its sustainability targets to fellow leaders in the maritime industry at "The Barcelona Sea Summit" in Trieste on 6-9 October. Presentations addressed the future of port cities and sustain-ability issues.

▶ DFDS' Mediterranean Business Unit shared the company's sustainability targets and efforts with leaders in the shipping industry at "The Barcolana Sea Summit" in Trieste on October 6 - 9. The event dealt with the current state of shipping in the Medi-terranean Sea and innovative, sustainable, and integrated policies for protecting it.

DFDS presented the company's goals and plans for green logistics. The overall target is to become climate neutral by 2050 and to reduce CO2 emissions from ferries and trucks by 45 per cent by 2030. In 2020, we reached 50% of our reduction target.

Speaking at a panel titled "The Route Towards Sustainability" on October 7, 2021, the Head of DFDS Mediterranean Business Unit, Lars Hoffmann, said: "DFDS is committed to offering environmentally-friendly solutions for a better and sustainable future in logistics. To illustrate with some concrete examples, we have launched the below initiatives:

- We move around 50% of all freight volumes to/from Turkey via trains in Trieste to/from Central Europe.
- Together with Volvo trucks we initiated a joint project for sustainable road transport. Within the scope of the project, we have ordered 100 fully electric trucks, some



of which are already in operation in Gothenburg.

-We aim to have our first full green vessel in 2025 at the latest.

-We have established Sustainable



Fleet Division, working only with sustainable fuels and future projects.

-Together with several ports, we are working on shore power solutions for our ves-sels. Gothenburg is expected

to be fully run by shore power solutions in 2021.

-We are looking at Ammonia and Methanol fuels on certain routes for testing. (Es-bjerg – Immingham)"

A better future for the Mediterranean Sea

The Barcolana Sea Summit is a political, economic and social event that drives sus-tainability policies of the participating companies.

The event session addressed issues related to the health of the Mediterranean and highlighted the importance of taking action to conserve it. ■



TRYING TO BE THE BEST FOR THE WORLD

Ekol has spearheaded many firsts in the industry since its inception 31 years ago, enjoying successful and sustainable growth thanks to its outstanding services in freight transport, contract logistics, foreign trade customs and supply chain management.

► In addition to distribution centers in Turkey, Germany, Italy, Greece, France, Ukraine, Romania, Hungary, Spain, Poland, Czechia, Slovenia and Sweden covering more than 1 million square meters of indoors area, 52 unit trains and 7,500 vehicles that enable intermodal transport, Ekol is one of the leading logistics providers in Europe. The company operates with its own facilities in more than 85 locations in 13 countries with a flawless service approach and offers integrated logistics services in more than 900 locations in 150 countries thanks to its agent network it expands through international collaborations. Ekol strives to become the “Best for the World” with the strength it derives from more than 8,000 employees from 23 different countries.

Effective service triangle in the Mediterranean

Ekol has stepped up its restructuring in Morocco early 2021, adding new routes and services to its smart intercontinental logistics solutions. The company transports goods to Morocco’s Tanger Med via a Ro-Ro line that connects Izmir’s Port of Alsancak and Spain’s Port of Tarragona. Ekol has established an effective service triangle with the new line, which allows for shorter transit times to Europe, and connected Turkey and the Middle East to Spain, Portugal, and Morocco in the most effective way possible.

The line reduces the travel times between Izmir and Tarragona to just 60 hours. Shipments can be delivered to anywhere in Turkey and Spain within 96 hours and to anywhere in Portugal within 144 hours. Ekol offers transportation, customs, national delivery and warehousing services throughout the entire supply chain in the countries in which it operates. The company continues to expand its operations by opening new warehouse facilities in Poland, Romania, Hungary, Germany, Greece, Belgium and France; acquiring new fleets in Germany, Hungary and France; and expanding its national delivery network in Spain.

Ekol saved a green space the size of 10 Istanbuls in the last 10 years

Continuing to transform its way of doing business to support the ecosystem, Ekol Logistics prevented 658,000 metric tons of carbon dioxide emissions in the past 10 years by saving 438,000 cubic meters of diesel fuel thanks to its intermodal transport business model,



ekol | LOGISTICS 4.0



Environmental Design) facilities, as well as the green ports and offices that it developed and commissioned as an early adopter of innovative energy solutions and eco-friendly design. Ekol continues its rooftop Solar Power Plant (SPP) project at its Lotus Facility, a green facility that boasts Europe largest indoor storage space with a closed area of 215,000 square meters. Once the installation of 35,000 square meters of solar paneling is complete, the company will be able to meet 65 percent of its energy needs for the facility through renewable energy. ■

which was introduced in 2008. With this, Ekol saved a green space the size of 10 Istanbuls in the last 10 years. Each month, Ekol prevents the consumption of enough fossil fuels to save a forest the size of 700 soccer fields. These fossil fuels are enough to power 350 tours around the world.

required to do so with its new motto for the new sustainability strategy: "For life, The Time is Now."

Ekol to build a solar farm at its lotus facility

Ekol continues to invest in LEED-Certified (Leadership in Energy and

For Life, The Time is Now...

Despite not being an industrial enterprise, Ekol became the first company in its industry to voluntarily calculate its carbon footprint in Turkey and the European countries in which it operates, and verified it according to the international ISO 14064-1:2018 standard. Transportation makes up 65 percent of Ekol's operations and 85 percent of this is intermodal. In addition, it uses renewable and clean solar power for its warehousing services, which is its second-largest source of its revenue. This allows the company to reduce its carbon emissions along its value chain. Ekol has taken the necessary steps to align its operations with the European Green Deal, which commits the continent to reduce its greenhouse gas emissions by 55 percent by 2030 and go climate-neutral by 2050. Although the logistics industry is not regulated like other industries with high emissions, Ekol is moving proactively before it is





THE FUTURE IS RAIL LET'S GET THE GREEN DEAL ON TRACK

The challenges for modern logistics solutions are high these days, permanent cost pressure, high competitiveness, low margins are one side of the coin while the other is driver shortage in Europe and demand for high investments in order to achieve climate targets.

- ▶ The European trailer fleet consist of about 3 million trailers, out of which only a few percents are cranable and therefore ready for intermodal rail transport across the continent. The market share of craneable trailers is decreasing constantly in the recent years, as such trailer has a weight and cost disadvatage. The global CO2 challange to reduce CO2 footprint by at least 50% till 2030 calls for a magic stick to get

all requirements fulfilled. The Salzburg and Istanbul based logitics provider VEGA, specialized in outbound logistic for commercial vehicle producers focusses therefore on significant CO2 savings and rail logistic in their solution oriented way of handling the complex flows. By its own research and development department located in the Salzburg/ Austria VEGA is working in cooperation with different partners

in Europe on new ideas in intermodal transport and is registering constantly new patents on different innovations. Over the last couple of years VEGA developed several different roadrailLink(r2L) adapters to load all kind of non cranable rubber wheels vehicles on standard internmodal rail waggons. For the automotive industry it combines highly appreciated cost efficiancy with the uprising demand for significant CO2 saving.

The CO2 balance of VEGA is amazing: Meanwhile the company has more than 500 r2L adapters in the market of which each has the potential to save 200 tons of CO2 per year, so the saving scheme has already reached more than 1 million tons CO2 per year, a huge achievement in a very short period of time.

The share of rail inside VEGA's core business, moving trucks and trailers for the industry has meanwhile reached in the modal mix more than 60% in land transport and is steadily increasing, due to the permanent improvements with innovations. The target is already set: Till 2025 the whole logistic process shall be under the title Zero Emission Logistic completely CO2 neutral.

This very ambitious target will only be possible with intensive investments in innovation and permanent education of our motivated employees.

But the success of the r2L transport technique is motivation enough to continue with innovative projects and meanwhile many countries ask for logistic solutions made by VEGA



- just recently a new inland line was opened in Italy between Brindisi and Forlì, where 120 r2L adapters are in service for non craneable trailers,



with an annual CO2 saving of 250.000 tons!

More international projects are in the pipeline in Sweden, Norway, Lithuania; Poland and Spain, where a line between Algeciras and Zaragoza shall provide Rail service to all the Moroccan trailers bringing fruits and vegetables to Spain and the EU. The national Spanish railway is enlarging the tunnel profiles for this Project currently and by 2023 the line shall open with a lot of r2L adapters in service.

Detailed Explanation on roadrailLink: Innovative craneable platforms developed by VEGA. The adapters allow to load any kind of rubber wheeled trucks, buses, construction equipment like f.e. wheel loaders, tractors as well as all kinds of non craneable trailers into standard bag wagons used in intermodal rail connections. All over Europe there are weekly several hundreds of such rail connections, which can be first time ever now used for the delivery of various new commercial vehicles too. ■



ALIŞAN LOGISTICS REMAINS COMPETITIVE IN HAZARDOUS SUBSTANCE TRANSPORTATION



Damla Alişan
Vice Chairperson
of the Board of
Directors

► Alişan Logistics, which is among Turkey's most well-known firms in the field of chemical substance logistics, one of the most important fields of the chemicals industry, and among the most experienced ones in providing integrated services, keeps on developing solution-oriented businesses with its professional business discipline. Damla Alişan, the Chairperson of the Board of Directors of Alişan Logistics, which

has been the first company that comes to mind in the field of Hazardous Substance Logistics since 1985, stated that, as Alişan Logistics, they have substantial expertise and infrastructure in the services they offer in all processes ranging from handling and transportation to storage of chemical substances, and that they have ongoing investments and a successful operating model in this field.

We Did Not Experience Any Capacity Reduction During the Pandemic

Stating that they manage their processes according to international standards and legislation, especially the SQAS and ADR legislation, and plan their investments on this basis, Damla Alişan added that the issue of tanker washing, in particular, is an obligation of large companies like them towards the environment. Briefly evaluating the year 2020, Alişan said, "While the world was struggling with the coronavirus pandemic, many countries resorted to different methods. However, all of them continued their logistics activities in order for the supply chain not to be interrupted. We, the sector representatives and companies, are used to these types of crises and our industry has the necessary strength to overcome them. When we look at Alişan; it can be seen that no reduction has occurred in the capacity of the services we provide to the food and cleaning materials sectors as we mainly handle chemicals and FMCG logistics. We have been and will continue to be ready to perform our duty as an important link in the

supply chain so that the wheels can turn and the consumers can reach their basic needs”.

Storage Services Make Up About 25% of Our Total Turnover

Mentioning that Alişan Logistics offers high-standard Storage and Warehousing services at 13 locations in different cities across the country with its investments reaching a storage capacity of 260,000 pallets in an indoor area of 150,000 m² and that it provides services for hazardous products (flammable-combustible), chemical products, food-containing products, FMCG products, temperature-controlled products, and other products with standard storage needs, within its warehouses and duty-free storage areas, Damla Alişan added that operations designed for the chemicals and FMCG industries, as well as value-added products handling and high-standard, safety-priority operations are carried out at all Alişan facilities. Damla Alişan also indicated that growth and new investment strategies will continue in the warehousing sector in the near future, depending on customer needs and projects.

We Will Focus on Intermodal Transport and Value-Added Services

Emphasizing the 2021 targets of Alişan Logistics, Damla Alişan said, “We closed the year 2020 with around TL 750 million, a result that is very close to our targets, despite the pandemic and all other challenges. And for 2021, we envisaged a growth target of around 15%. Alişan Logistics is a well-established brand that currently offers integrated logistics services with its 500 self-owned vehicle fleet and 1,500 employees working in 32 different locations throughout Turkey. Our company

will continue this year, too, to offer tailored services to our customers, and to focus on intermodal transportation and value-added services in our operations.”.

Great Duties Fall to Logistics Professionals for a Sustainable World

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 Alişan, we take this matter very seriously. We have also



been conducting diligent studies for a long time for reduction of wastes and their disposal without harming the environment.

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, without harming the environment. Concurrently, we offered this facility to the use of the logistics and chemicals companies of our country. Likewise, we have also made important contributions to the enactment of the relevant legislation. As a result of all these efforts, we were granted the ‘Environment-Friendly Facility Award’ by the ‘Turkish Healthy Cities Association’, which was established with the support of the World Health Organization.

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

2023 R&D and Employment Targets

There are 13 R&D centres in our industry that are approved by the Ministry of Science and Industry. Two of them were established by our company. We can say that the Gebze and Kocaeli region is our base. 40 experts work in our R&D operations. In these facilities, we develop technological solutions that can be easily integrated into the software of our business partners, and respond to logistics needs with new perspectives. As for employment; I would like to draw your attention to one issue. If we have a look at the rate of female employees in our company which holds the “Women Owned Company” global certificate, it can be seen that this rate increased by 23% in 2020; our 2021 target is 20%. We are working to increase this figure at similar rates until 2023. Women also constitute 75% of our Board of Directors. In addition; the first female stacking machine operator in the Logistics Sector came from our organization. Last but not least; within this framework, we have been the only logistics company that signed, and follow as guidelines, the Women’s Empowerment Principles, one of the global and most important initiatives of the private sector, conducted globally by the United Nations and aims to ensure that women take part and become empowered in the economic life, in all sectors and at all levels. ■

Erkan Belek
Country Manager Turkey

IMPROVING TERMINAL OPERATIONS EFFICIENCY THROUGH AUTOMATION

With more than 250 container terminal references in all continents, Camco Technologies is the global leader in the automation of the container handover process. Mr. Erkan Belek, Country Manager Turkey, explains how the pandemic turned from a problem into an opportunity for the more automation in container logistics.

► Mr. Erkan Belek is quite optimistic for the future. “The pandemic has struck us by surprise. During the first three months we really did not know where we were going. Gradually container traffic picked up while preventing human contact in all industries remained a priority. The situation of having fewer terminal staff available while trying to keep operations and profitability up, offered new opportunities for process automation.” Today, the container industry is managing backlogs while short of containers causes skyrocketing container spot prices. The race for controlling container logistics triggers another race for improved performance and cheaper transport alternatives. Mr Belek: “We can help container logistics increase efficiency through automation. Improved gate and yard operations will also improve customer service and terminal attractiveness”.

Picking low hanging fruit with gate automation

Gate automation is usually the first step in an automation project offering quick wins, even for smaller terminals. The collected data feeds the terminal's own management system. Registering all in- and outbound traffic of trucks, containers and trailers provides the core dataset for the Terminal Operator System to control terminal access and process operations.

The Camco gate automation system relies on truck photo gates in combination with terminal access kiosks. This standard configuration has become the cornerstone of terminal automation. Depending on the terminal access footprint, only one truck photo gate can feed data to several registration kiosks. More than 500 Camco truck portals and +2000 kiosks have been deployed around the globe.

Erkan Belek: “Our truck OCR portal range includes a heavy-duty solution for deep-sea terminals as well as a lean and



mean, more affordable intermodal OCR portal offering the same performance at lower cost. Since inland terminals are less prone to harsh weather conditions, a simplified photo gate structure better meets intermodal demands.”.

Gate automation + with truck visit pre-registration

With upfront truck visit registration and timeslot allocation, gate access can gain efficiency. Upfront data collection reduces hassle at the gates, improving truck turnaround. Terminals can flatten out peaks and better organize asset optimization during the day. For trucking companies, VBS allows better fleet management. With improved truck turn around, drivers become happy too. VBS and gate automation are really intertwined, with data from upfront visit registration even used for correcting missing OCR data improving exception handling rates.

Yard automation

When capacity grows and yard processes becoming more complex, track and tracing of containers become more complex too. Dedicated gantry cranes or straddle carriers are used for stacking and handing over containers in the terminal. In ARMG or straddle carrier operated yards, transfer zone kiosks will provide data of container transfer from truck to stack. Camco DGPS technology helps keeping track of the straddle carrier fleet and containers. In RTG or RMG operated yards, fixed and AI-enabled cameras mounted onto the crane legs capture every container move. In specific cases, spreader cameras can be an alternative

for box move registration. For every type of yard process organization, Camco solutions are available.

BoxCatcher: capturing every box during quay operations

In deep sea container terminals, the Camco BoxCatcher STS crane OCR system registers every box when loaded or unloaded on/ from a container vessel. The innovative and patented BoxCatcher set-up comprises a single pair of cameras travelling over vertical rails mounted onto both the crane front legs. With the best exception rates available on the market, BoxCatcher crane OCR system combines speed with accuracy.

Registering rail wagons and cargo

Automated intermodal terminals rely on truck photo gate, kiosks registration, crane and rail OCR camera systems for process automation. Camco Rail OCR allows an automated and fast inventory of complete in- and outbound trains. The portal not only registers the containers and semi-trailers, but also rail wagon data. Cargo and rail wagon number are matched automatically. With complete train inventory data available in just a couple minutes, train processing can start right away.

Technology for improved customer experience

Camco Technologies offers a holistic approach to terminal automation. Erkan Belek: “With a thorough understanding of the terminal processes, and based on the expertise from terminals across the globe, we are able to improve terminal efficiency, impacting customer satisfaction and ultimately bottom-line. We are convinced our solutions will contribute to the competitiveness of Turkish terminals, just as it does know for many years at the Atlas Ambarli Liman Terminal. I fact, we are discussing projects with intermodal and deep sea container terminals in Turkey and hope to disclose the news in the next publication.” ■

Berkcan Daniş
General Manager

AFTER A QUICK START TO 2021 PACE LOGISTICS HAS AMBITIOUS GOALS FOR 2022

Pace Logistics, the newest players in the international transport industry, has ambitious goals for 2022 following a quick start to 2021. Pace Logistics General Manager Berkcan Daniş said: "Our high-quality services will position us as a key industry stakeholder in the upcoming period." Highlighting their significant investments relative to a newly established company, Daniş mentioned that they will further increase their investments in vehicles, equipment and infrastructure, particularly in digitalization.

► Following its establishment at the end of last year, Pace Logistics experienced a quick start to 2021. Providing complete and partial transports between Turkey and European countries, Pace Logistics is making ambitious preparations for 2022. Pace Logistics continues to increase its fleet investments and carries out logistics operations with its own vehicles and equipment, as well as hundreds of different vehicles and equipment with direct access. Pace Logistics General Manager Berkcan Daniş commented that the company, which commenced operations during a period of increased demand for logistics services and problems in the supply chain, has managed to develop solutions that save on time and money.

“We have made significant investments for a newly established company.”

Emphasizing the company’s purchase of 25 trailers this year, Daniş explained that they have strengthened the company’s fleet with 10 coil carrier trailers and 15 multiride trailers that can be raised to 2.85 meters. As Daniş



described, the company has invested in a significant number of vehicles and equipment, particularly for a newly established company, which has facilitated quick market penetration. Daniş also drew attention to the company’s growing number of self-owned vehicles and equipment with 30 semi-trailer trucks and 79 trailers, including 54 curtain-side trailers, 15 garment-on-hanger trailers and 10 coil trailers. With the inclusion of minivans, the company currently has direct access to more than a thousand vehicles and equipment pieces. Daniş underlined that they will further increase the number of semi-trailer trucks and become a major stakeholder in the logistics industry with their high-quality services.

“We have our sights set on Central Europe with full confidence in partial transport.”

In providing road and multimodal transport, Daniş explained that the

company’s target markets are in Central Europe, with their sights set on Germany, Italy, Austria and Switzerland in particular. Daniş noted that they are fully confident in partial transport in these countries, offering timely and safe delivery and cost advantages. Emphasizing the experienced, quickly established team and strong infrastructure, Daniş said: “Our digital infrastructure allows us to monitor our operations 24/7, and respond immediately in case of any problems. We regularly inform our customers about the location of their cargo.”

“We have gained expertise in road and multimodal transport.”

Daniş explained that the company provides international road and multimodal transport services between European countries and Turkey, allowing them to deliver cargo in fixed transit times without causing vehicle or equipment troubles for importers and exporters. Noting the company’s use of the Trieste port in Italy and the Sete port in France upon departing from Turkey by Ro-Ro vessels, Daniş said: “We then reach the final delivery point by land. Our strong agency connections in European countries allow us to move without restrictions during local transports.”

Door-to-Door Express Delivery in 36-48 Hours by Minivan

Adding that they offer minivan transport services, Daniş said: “We carry out the door-to-door delivery of goods up to 1,300 kilograms and 15 cubic meters between Turkey and Europe within 36–48 hours via minivan transport. We deliver goods of different types and classes while avoiding border traffic. Our experienced and certified drivers enable us to carry out our operations safely along the route.” ■



Onur Güvenler
General Manager

MARK MULTIMODAL EXPANDS SERVICE NETWORK

In addition to offering integrated logistics services between Turkey and Russia, Ukraine, Belarus, and Moldova, Mark Multimodal has added Lithuania, Latvia and Estonia to its service network. As General Manager Onur Güvenler identified, the company now provides third-country transport services with their own vehicles and equipment.

- ▶ Mark Multimodal is an integrated logistics services provider that produces land and multimodal transport solutions. Operating between Turkey and Russia, Ukraine, Belarus, and Moldova, the company is now extending its service network with Lithuania, Latvia and Estonia by providing complete and partial transport services.

Mark Multimodal utilizes curtain-side trailers, 45'HCPW containers, Isotanks, and refrigerated trailers to reach final delivery points in partial and complete transports to these new countries. The company has positioned Ukraine as a primary distribution hub owing to its strong standing in the country. As such, Mark Multimodal operates faster compared to maritime line operators and offers more cost-efficient solutions compared to land transport service providers.

The company conducts 95 percent of its Turkish departures by Ro-Ro vessels from the Istanbul Haydarpaşa, Sakarya Karasu, and Zonguldak ports and first delivers the cargo to the Port of Chornomorsk located in the Odesa, Ukraine and then to the relevant destination in connection with the highway and railway. Delivery takes approximately four-six days on average.

Growth Exceeds Expectations

Affirming their capacity to serve every industry thanks to their diverse range of equipment, Mark Multimodal General Manager Onur Güvenler asserts that they have become the chief logistics services provider in the region with their group companies and strong collaborations.

Highlighting the significant growth incurred during the 2020 pandemic, Güvenler confirmed that the first three quarters of 2021 were busy for the company and predicted a performance-exceeding final quarter.



Güvenler explained that the company carries out weekly shipments between Turkey and the target countries, underlining that they deliver imports and exports within the specified deadlines.

Vehicle and Equipment Investments Continue

Güvenler explained that the company emphasizes vehicle and equipment investments in line with the increase in its growth rates and the expansion of its transportation network, while also drawing attention to the new vehicles added to its fleet.

Underscoring the new trailers bolstering the company's equipment fleet, Güvenler underlined that they will continue their investments to provide the best service to their customers.

Third-Country Transports Underway

With added investments and an expanded service network, the company has also started to provide



third-country transport services. Onur Güvenler said: "We carry out shipments between Europe and Georgia, Azerbaijan, Turkmenistan, Uzbekistan, Kazakhstan, Ukraine and Russia. With our office in Ukraine, we can organize complete and partial transports between Europe and Ukraine. Our self-owned fleet and containers help us avoid experiencing any equipment problems." As Güvenler stated, Turkey's exports to Russia and Ukraine grew in 2020 despite the grueling conditions of the pandemic. He added that they contributed to this increase through their shipments. Noting the significant trade volume with countries to which they provide service, Güvenler added that the company will continue to offer cost-effective transport solutions for manufacturers conducting business within this region. ■

MADE AND SKILLED TO GIVE YOU THE LEAD

Our area is attractive both in terms of the logistical services and sites it offers, and the opportunities for the establishment of industries.

► *What is the role of Via Marseille Fos in Mediterranean trade as a logistics hub?*

Via Marseille Fos is the association that promotes the commercial use of the port and rail infrastructures of the port of Marseille Fos with a view to attracting flows of goods, with a seamless transport approach, from sea to land and from land to sea. We have the necessary facilities to handle all types of traffic, liquid and solid bulk, containers, ro-ro... Our unique geographical location in the Mediterranean allows us to position ourselves as the natural gateway to Southern Europe for maritime trade. The diversification of the region's economy, with the presence of numerous promising sectors and technological companies, and our available land are real assets for the opportunities for industrial and logistics investments.

Via Marseille Fos' objectives are to:

- to create a commercial dynamic within the port community based on a competitive and reliable offer of quality services, with the aim of winning new traffic
 - To enable the Port of Marseille-Fos to regain its international competitiveness for all categories of goods
 - to bring together the services and skills of the professionals in the port community in a one-stop shop, in order to offer solutions tailored to the needs of the port's customers?
- As an engine for the development of trade, promoting the assets of our port and its community, our actions also benefit the regional GDP through a knock-on effect.



To attract traffic to the port, our actions consist mainly of influence and lobbying. We mainly participate in international transport and logistics fairs in Europe. We organise or participate in specific webinars (by zone, by trade, etc.). We visit potential partner ports to present our offer and our ecosystem, which includes many start-ups with innovative logistics solutions.

Can you tell us about the history, vision and values of Via Marseille Fos?

We know that your association is an innovative model as an organisation.

Philippe Zichert

President of Via Marseille-Fos



The association was founded in 1992 by the Union Maritime et Fluviale UMF (representing all the trades working in the port and its users), the Grand port maritime de Marseille Fos (the port authority) and the Chambre de Commerce et d'Industrie Aix Marseille Provence CCIAMP (body representing the economic world). Its active members also include MGI (an expert in Port Community Systems), Provence Promotion (the economic development agency for the Aix Marseille Provence region) and the local authorities (Aix-Marseille Provence Metropolis, Southern Region, City of Marseille). The organisation of our association is innovative in that it brings together the 134,000 companies in Provence. The port, maritime and river sectors speak with one voice. Our ambition - and we have already taken up the challenge - is to become the first Mediterranean (or even European) Smart Port with a neutral carbon footprint and competitive solutions. Well-organised transport, meeting deadlines and understanding customer needs are undeniable cost-saving factors in freight transport. Marseille-Fos is a multi-functional port and a multimodal access hub to Europe for the Asia, Africa and Middle East regions. It is fully committed to the energy, industrial and ecological transition, as demonstrated by the hosting of Europe's first solar farm.

Stephane Salvetat,
President of LAM France and President of
the STM, Marseille's freight forwarders

What kind of advantages and superiorities can be obtained by logistic firms and trade partners in general and specifically for Turkish foreign trade and logistic sector?

Marseille Fos has many advantages for Turkish trades because the area is a French Turkish hub. It is even a unique position.

We have weekly 5 car carrier vessels between Marseille and Turkey.

We have daily 1 to 2 bulk vessels between Marseille and Turkey.

We have weekly 4 direct containers vessels between Marmara ports + Izmir to Marseille Fos with 6 shipping lines.

We have weekly 2 direct containers vessels between Mersin to Marseille Fos with 2 shipping lines.

We have more than 10 undirect container ship services between Turkey and France. Close to Marseille port, we have also Dfids 3 direct weekly vessels with Yalova.



Less than 200 km, you have 25 weekly flights from or to Marseille and Nice with Pegasus and THY.

Regarding Turkish freight, all connections to Tunisia, Morocco and Algeria is from Marseille hubs with daily departures.

We have also more than 15 trains per days to North France and Europe.

Then Marseille is a Turkish hub for logistics. All logistic companies working with Turkey are set up in South France.

How do you see opportunities between Turkish trade partners, logistic firms and Via Marseille Fos ?

When you have business in Turkey or France, you can make a return trip during the day. It is easy to make trades between us.

It is easy to stock and transport because Marseille is the biggest port in France and our area is the second area for cargo airfreight after Paris.

You are connected to all Europe and France by TGV trains or flights. Best place to make business in France is South France.

Never forget that the first Turkish consulate in Europe in the Ottoman & Turkish histories was created in Marseille.

Christine Rosso,
Chief Business Development and
Intermodal Solutions Officer - Port of
Marseille Fos

From multimodality point of view where is your port standing or positioned at Mediterranean, especially about freight forwarding and other options?

"The multimodality is an important strategic component for the port of Marseille Fos, which places environmental excellence as a top priority. In order to establish effective intermodal network with less environmental impacts responding to growing freight transport strong collaborative measures amongst roads and other modes of transport are necessary. That's why the port of Marseille Fos invest in multimodal solutions. The port of Marseille Fos is strengthening its hinterland with the acquisition of a stake in major multimodal inland hubs. All terminals

are directly connected to the national rail network. The port is part of two European freight corridors with a high level of service, specifically to the north of France and Europe. Some key figures, which illustrate the dynamism and performance of the port of Marseille Fos in the multimodal sector:

- 14,000 trains per year
- 99% of trains reach the terminals without waiting
- more than 10 rail operators serve the port with trains serving all markets
- more than 200 combined transport offers are available from / to the port terminals at 22 destinations
- 70% rail TEU growth over the past five years"

Could you give us some essential information about capacities, Cargo types handled and shipping Lines from the Port
"Marseille-Fos is one of the main player

for RORO in Mediterranean Sea. We have two distinct activities: trailers and cars. In Marseille, we have handling more than 400 000 units (trailers and cars). The trailer market around the Mediterranean is growing strongly. The sanitary crisis that we are going through having for consequence a shortage of equipment, transport and the increase in freight rates will probably lead industrials to produce a part of their goods in Mediterranean countries, as close as possible to their European consumers. That's why the port of Marseille Fos support its clients to meet the increasing demand. The main traffics we have in Marseille-Fos are from/to : Turkish, Tunisia, Morocco, Algeria, Corsica and Lybia and even Corea for cars. For trailers, the type of goods transported concerns: automotive, aeronautics, textiles industries and fruits and vegetables." ■

"ACHIEVEMENTS OF LOGISTICIAN IN CORONA DAYS WILL BE CROWNED BY LOGITRANS FAIR"

► Noting that they expect a major boom in logitrans 2021 because of the demand accumulating from the previous year, EKO MMI Fair Ltd. Co. Executive Director İlker Altun said: "We say "Let's attend fairs". We invite all transportation and logistics stakeholders on November 10-12, 2021 to the 14th 'International Transport Logistics Fair logitrans' which we designed as a festival where all logisticians will be blessed." The transport and logistics sector has given a good account of itself during the pandemic. Forcing the entire world to stay at home, Covid-19 pandemic has created a transformation in the supply chain. Telling that "The initial bottlenecks experienced in the supply of food and hygiene products during the first stage have been overcome with the successful works of the



transport and logistics sector", 'International Transport Logistics Fair logitrans' organizer EKO MMI Fair Ltd. Co. Executive Director İlker Altun made the following remarks: "The supply problems experienced in all business lines have been minimized with the self-devotion of the logistics sector employees from drivers to captains, from office staff to bosses.

Big Struggle in Air, Sea, Railway and Road Transportation

The air cargo transportations have nearly stopped in a period where

the journeys have been suspended and aircrafts have not taken off. Prices have increased a lot. Goods transportations have been started to be made with passenger aircrafts. The demand in the sea transportations used for 90 percent of the world trade could not be satisfied due to the problems in the port services and the containers waiting at the discharge point. The journey durations have extended and the ship charters and freights have increased at an extraordinary level.

Even though the railways could not satisfy the total demand during this process, they have started to be preferred more in cross border transportations thanks to the advantages they provide in contactless transportation.

The long queues at borders and customs gates, quarantine periods of the drivers and disinfection practices have created a major gap in road transportations serving from door to door. Despite all this, the drivers and the administrative personnel mostly working from their homes have put up an epic struggle.

The help of the drivers, captains, pilots being the soldiers of the transportation and logistics industry with a high contact and disease





risk and the employees of the warehouses that have undertaken the entire goods movement and therefore, are full to the last spot in their capacity is priceless.”

E-Trade Also Caused Growth in E-Logistics

The groups of people staying at their homes during the pandemic have started to satisfy their daily needs from e-trade websites. Noting that the e-trade witnessed a boom during this process, İlker Altun told that “e-trade created an extraordinary e-trade logistics market” and made the following remarks: “The e-trade volume of Turkey has increased by 66 percent to 226 billion and 200 million liras in 2020. With this development, the share of e-trade in general trade increased to 15.7 percent. Even though over 90 percent of this trade covers purchases made domestically, the purchases made from abroad have exceeded 4 percent. The e-trade volume which has grown by 18 percent across the world has reached 4.3 trillion US dollars in 2020. New business models have been started

to be developed in fields created by e-trade such as home delivery, return logistics. Companies with great achievements in the e-trade logistics have also emerged in Turkey. Some of them even made a strong impression with their successful operations in the countries which as accepted as the top of the logistics in the fields of e-trade and parcel deliveries.”

İlker Altun
EKO MMI Fair Ltd. Co.
Executive Director



“Let’s Attend Fairs, Let’s Attend logistrans”

Telling that “We have waited a lot. Now it is time. We say “Let’s Attend Fairs”. We invite all transportation and logistics stakeholders on November 10-12, 2021 to the 14th ‘International Transport Logistics Fair logitrans’ which we designed as a festival where all logisticians will be blessed”, İlker Altun further commented on the fair as follows: We revised our motto “Logistics for Continuation of Life” as “First Health, Then Logistics” as specially for the pandemic days. Our fair will focus on reliable supply chain, digital transformation, mobility, e-trade and environment. Special focus will be placed on green deal and the visionary solutions, practices and alternatives of the logistics stakeholders will be displayed. We see that the Western purchasing officers and managers questioning the reliability of the supply chain will show a great interest in the fair. Those who do not attend the fair will lose the opportunity to be the part of a real communication environment and information exchange.” ■

EUROPEAN GREEN DEAL AND CARBON BORDER ADJUSTMENT

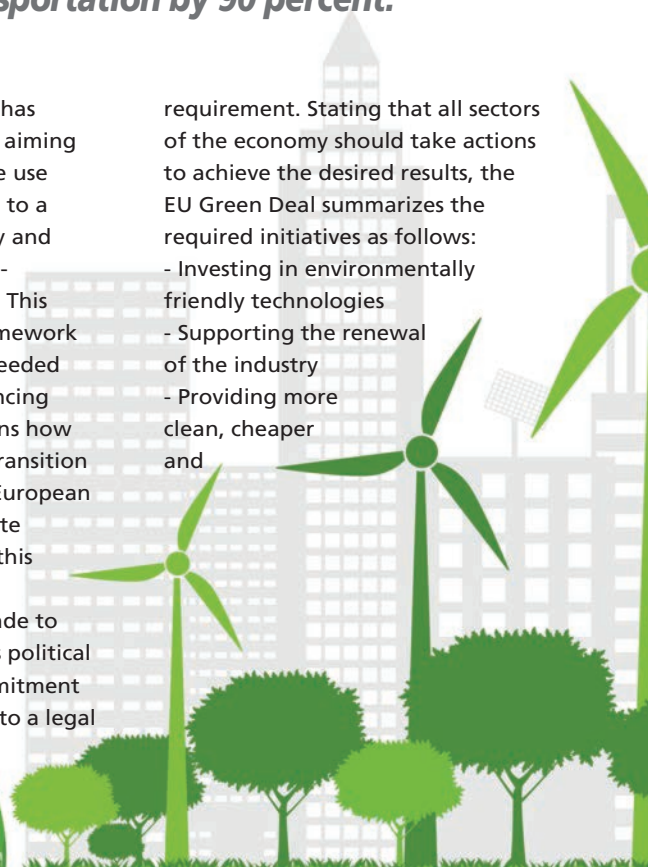
The Sustainable and Smart Transportation Strategy announced by the EU within the scope of European Green Deal aims for developing combined transport, increasing the share of sustainable and green transportation modes, increasing transportations by railways and inland waterways, launching zero emission vehicles into the market, improving the electric vehicle infrastructure and decreasing the emissions caused by transportation by 90 percent.

► The European Union has decided to implement a new growth strategy against the threats caused by the climate change and environmental destruction, which are defined as a threat against Europe and the rest of the world. This strategy includes converting the Union into a modern, resource-efficient and competitive economy by decreasing green gas emissions to zero, decoupling of economic growth from resource use, and leaving no person and no place behind while doing this. The plan of EU defined as 'making European Union economy sustainable' claims to turn climate and environmental threats into opportunities and making this transformation just and inclusive for everyone.

The European Green Deal has announced an action plan aiming for increasing the effective use of resources by converting to a clean and cyclical economy and preventing pollution by re-ensuring biodiversity. This plan outlines the framework of the investments needed and the current financing tools and also explains how a just and inclusive transition will be ensured. The European Union has a neutral climate goal by 2050. In line with this goal, a European Climate Law proposal has been made to render this political commitment into a legal

requirement. Stating that all sectors of the economy should take actions to achieve the desired results, the EU Green Deal summarizes the required initiatives as follows:

- Investing in environmentally friendly technologies
- Supporting the renewal of the industry
- Providing more clean, cheaper and





more healthy methods in private and public transportation

- Making the energy sector carbon-free
- Ensuring buildings to be more energy efficient

“Green Deal Action Plan” is ready

The European Union has announced that it will shape all stages of the economic, commercial and social life with the green transformation perspective on the road leading to the achievement of a carbon-neutral continent by 2050 with the European Green Deal announced on December 11, 2019. EU plans to implement policies that will directly affect our exports via legislation and consumer preferences as part of the green transformation that the EU aims to lead. The policies such as the Carbon Border Adjustment Mechanism and Sustainable Product Initiative and the regulations in critical fields such as the currently implemented Circular Economy Action Plan will directly

affect us. The Ministry of Trade has undertaken a leading role in this process and has prepared the “Green Deal Action Plan”. The Action Plan which will serve as a roadmap cover 32 goals and 81 actions under 9 main headings.

The Sustainable and Smart Transportation Strategy announced by the EU within the scope of European Green Deal aims for developing combined transport, increasing the share of sustainable and green transportation modes, increasing the transportations by railways and inland waterways in goods transportation, launching zero emission vehicles into the market in road, air and sea transportation, improving the electric vehicle infrastructure, increasing the production/use of sustainable and alternative fuels in all transportation modes and developing smart transportation systems associated with the pricing made by taking into consideration the impacts of the transportation on the environment. Moreover, an environmentally friendly, smart, competitive, safe,



accessible and affordable transportation system is planned to be established and the emissions caused by transportation are planned to be decreased by 90 percent by 2050.

According to the “Green Deal Action Plan 2021” published by the R.T. Ministry of Trade, transportation infrastructures to ensure a holistic integration of all transportation modes are planned to be established in a planned way, combined goods transportation opportunities are planned to be increased in national and international goods transportation and contributions should be made to the development of intracity transportation infrastructure. In this respect, while the Action Plans aim for the

realization of additional actions, the “Sustainable Smart Transportation” heading covers goals such as the development of sustainable and smart transportation, green maritime and port practices, development of the railway transportation, decreasing fuel consumption and emissions and expanding the use of micro motion vehicles. Regarding the goal of the development of sustainable and smart transportation, Combine Transportation Regulation and Logistics Centers Regulation will be published. With the implementation of these regulations, it is aimed to increase the share of railway and sea transportations in all transportation modes and establishment of logistics centers to serve for foreign trade strategies and policies of Turkey.

The railway infrastructure between EU and Turkey is planned to be improved

This goal is supported with the goal of improving railway transportation. The goals in this regard covers works to improve and develop the railway infrastructure between EU and Turkey and the completion of the construction of Çerkezköy-Kapıkule railway line.

Regarding the works to develop the green port practices, the publication of the national legislation regarding the green port certification program aims to create a legal ground for the framework aiming the establishment of environmentally friendly and sustainable and competitive port facilities which care for occupational health and safety.

‘GREEN DEAL WORKING GROUP’ IS ESTABLISHED

► An action plan circular is published by the Presidency regarding the green deal occupying the agenda of Turkey. President Recep Tayyip Erdoğan stated in the Presidency circular published in the Official Gazette that the “2030 Agenda for Sustainable Development” which entered into force with the unanimity of 193 member states under the umbrella of the United Nations plans to end poverty, increase welfare as well as render global fight against climate change an indispensable part of an economically and socially inclusive development model. Noting that the climate change combatting policies have been accelerated across the world, Erdoğan emphasized that the

goal to achieve sustainable economic growth has placed climate change also to the center of international economy and trade policies.

“European Green Deal is of great importance”

Reminding that European Union (EU) has announced with the “European Green Deal” on December 11, 2019 that they would adopt a new growth strategy to transform their economy, Erdoğan told that other leading players of the international economy have also set goals for the green transformation of their economies and noted the following: “Accordingly, the protection and improvement of the competitiveness of our exports being the locomotive of our economy is of great

importance for the advance economic integration with the EU within the scope of the Customs Union and the integration of our country to the global economy and the supply chains in line with the changes planned in the EU policies with the European Green Deal, transformation in the international trade and economy and our 2023 and development goals.” President Erdoğan announced that a “Green Deal Working Group” has been established under the presidency of the responsible assistant to the Minister of Trade with the participation of the Strategy and Budget Assistant President and assistants to the Ministers of Labor and Social Security, Environment and Urbanization, External Affairs, Energy and Natural Resources, Treasury and Finance, National Education, Industry and Technology, Agriculture and Forestry, Transportation and Infrastructure in order to monitor the

Harmful emissions from the maritime sector will be decreased

Within the scope of the works to decrease harmful emissions caused by the maritime sector and to support green maritime operations, a financial support mechanism will be created for innovative technologies to be used on our ships and ports for environmentally friendly, sustainable and safe transportation such as the construction of new ships running on alternative fuels with low emission rates or transformation of the existing ships running on such fuels and establishment of "cold ironing" infrastructures at port facilities.

Number of hybrid and electric vehicles will be increased across the world

Moreover, another priority area

implementation of the Green Deal Action Plan, direct the works in parallel with the global political developments and to ensure necessary coordination.

Stating that the work procedures and principles of the Green Deal Working Group will be determined by the Working Group itself and its secretarial works will be carried out by the General Directorate of International Agreements and European Union of the Ministry of Trade, Erdoğan continued as follows: "Expert working groups can be established in order to assist the Working Group. Universities, non-governmental organizations, professional unions, and private sector representatives working in this field can take part in the works and meetings of the Working Group in addition to the responsible entities and institutions, when needed". ■

regarding the transportation is decreasing emissions in road transportation which has the highest share in green gas emissions. The steps to be taken at the global level in this field will accelerate the expansion of hybrid and electric

vehicles across the world. The increase in the number of electric vehicle technologies especially in recent years and many countries' preferring this new technology increase the market share of the electric vehicles every day. ■





“EU TALKS” EVENT OF DEİK FOCUSED ON THE RELATIONS BETWEEN TURKEY, EU AND GERMANY

► At the first meeting after the general elections in Germany, DEİK EU Talks: Turkey-EU-Germany Relations: Current Situation and Expectations in Post-Merkel Era webinar focused on the evaluations regarding the current situation in Turkey, European Union and Germany relations and predictions and expectations in the post-Merkel era.

The “Turkey-EU-Germany Relations: Current Situation and Expectations in Post-Merkel Era” webinar organized within the scope of the Foreign Economic Relations Board of Turkey (DEİK) EU Talks was held online with the participation of R.T. Foreign Affairs Deputy Minister and EU Chairman Faruk Kaymakçı and business people under the hosting of DEİK Chairman Nail Olpak and DEİK/Turkey-Germany Business Council Chairman Steven Young.

Kaymakçı: “We work in close cooperation with Germany”

Having given a speech at the webinar, R.T. Foreign Affairs Deputy Minister and EU Chairman Faruk Kaymakçı told that Germany is the closest country in the mutual relations of Turkey and Turkey and Germany have a special relation rooted in the past in addition to the trades and investments made between them. Kaymakçı said that they work

closely with Germany especially regarding topics such as regional and especially Green Deal which are of interest for everybody. Noting that Germany has made important contributions to the improvement of the relations of Turkey with the EU in the last 2 to 2.5 years and calming down in the South Mediterranean, Aegean and Cyprus problems to some extent, Kaymakçı made the following evaluations. “Germany has played a reconciliatory role in the South Mediterranean and Aegean crisis. Germany is one of the countries that play an important role in Green Deal and green transformation of Turkey. For the participation of Turkey into European Green Deal, we work on using the EU programs and financing of this green transformation with partners that we call development stakeholders. A memorandum of understanding would be signed. Germany is an important partner, a valuable shareholder in the green transformation of Turkey. We hope that Turkey will take part in Paris Agreement in the framework shared by our President at the United Nations within next weeks. Germany is an important partner for us for the EU full membership process both in the context of mutual relations and as a goal to achieve modernization and universal standards for Turkey.”

Telling that Germany is in favor of the update of the Customs Union and Turkish and German business world support this, Kaymakçı further commented as follows: “We hope the new government will consider the Customs Union update a priority subject and progress will be achieved in this respect. This process will benefit the EU member state companies and business world and German business world. We will have a meeting with EU regarding visa freedom in the next two weeks. We will start Turkey-EU High Level Dialogue Mechanism regarding internal affairs, migration, combatting against terrorism and safety. One of the main legs of this will be visa freedom. We hope to achieve progress in this process which will also include the Ministry of Internal Affairs. But we really believe in this, if visa freedom can be ensured, minimum 20 million Turkish citizens will be in the tourism, services, transportation and business world of other European countries. This is a huge benefit for both parties.”

Nail Olpak: “Supply chain is a global agenda item”

Stating that the trade volume between Turkey and Germany is around 38 billion US dollars, DEİK Chairman Nail Olpak told that: “An increase of 5 percent

The Foreign Economic Relations Board of Turkey (DEİK) Chairman Nail Olpak told: “The trade volume between Turkey and Germany is around 38 billion US dollars. An increase of 5 percent means 2 billion US dollars and of 10 percent means 4 billion US dollars. The multiplier impact and contribution is significantly high. This is the duty of us, the business world with the support of the government officials.”

means 2 billion US dollars and of 10 percent means 4 billion US dollars. The multiplier impact and contribution is significantly high. This is the duty of us, the business world with the support of the government officials. One of the important agenda items because of the pandemic is the supply chains and the performance and position of Turkey in this process. Supply chain is the agenda item of everyone, the entire world.”

Olpak: “Update of the Customs Union and Green Deal are important topics for us”

Olpak further made the following remarks: “In line with our comprehensive integration works with EU, Green Deal discussed with the EU Commission Chairman will be an important topic for us in addition to Full Membership and update of the Customs Union. The maintenance of our commercial relations with EU being our largest trade and economic partner at an even stronger level within the framework of sustainable production models and with the goal of becoming carbon neutral with the Green Deal regulations bring along risks as well as opportunities for the Turkish industry. Our “DEİK Green Transformation Study” is now in its final phase. This study supports the works of the Ministry of Trade for the prediction of the impacts of the innovative regulations that the Deal would introduce to our foreign trade on the working methods of the industrial companies and evaluation of the measures that can be taken. I would like



to state that we as the private sector are very happy with the resolution to ratify Paris Agreement as announced recently by the President at the United Nations General Assembly Meeting, setting of the goal of becoming carbon neutral for Turkey by 2053 and performance of all development programs as part of a green development revolution.”

Young: “We aim to increase the trade volume with Germany to 50 billion US dollars”

Acting as the moderator of the webinar, DEİK/Turkey-Germany Business Council Chairman Steven Young evaluated DEİK/Turkey-Germany Business Council and its activities and shared information on 4 main prioritized projects covering the topics of “Digitalization, industry 4.0, new technologies and SME cooperation”, “purchase of German SMEs by Turkish companies”, “Establishing cooperation

with German companies in third party countries” and “Activities regarding the development of the strategic communication in Turkey-Europe relations”.

Stating that the Turkey-German relations have a strong and a very special structure, Young further commented as follows: “More than 7 thousand German based companies operate in Turkey. They represent the biggest group among foreign investors. According to 2020 data, our trade volume increased to 37.7 billion US dollars. We expect our trade volume to exceed 40 billion US dollars in 2021. However, our aim is to increase this volume to 50 billion US dollars. During this era when the global supply chains started to change hands and European economies including especially Germany started to drift apart from China, we see great opportunities for Turkey currently being the strongest supplier of Germany.” ■

AMOUNT OF CONTAINERS AND GOODS HANDLED AT PORTS INCREASED



► The Maritime General Directorate of the Ministry of Transport and Infrastructure published the container and goods statistics for September. Accordingly, the amount of containers handled at ports in September increased by 4 percent to 1 million and 45 thousand and 53 TEUs as compared to the same month of the previous year. The amount of containers handled at ports during the period from January to September 2021 increased by 9 percent to 9 million and 173 thousand and 116 TEUs as compared to the same period of the previous year. The amount of containers handled at ports for foreign trade in September decreased by 1.4 percent to 763 thousand and 312 TEUs as compared to the same month of the previous year. The containers loaded for exports at the ports in September increased by 0.9 percent to 404 thousand and 566 TEUs while the containers unloaded for imports decreased by 3.9 percent to 358 thousand and 746 TEUs as compared to the same month of the previous year.

Transit containers handled increased by 24.4 percent

The amount of transit containers handled at Turkish ports in September 2021 increased by 24.4 percent to 208 thousand and 466 TEUs as compared to the same month of the previous year. The amount of containers handled for coastal trade in September increased by 16.6 percent to 73 thousand and 275 TEUs as compared to the same month of the previous year.

The amount of containers handled at Turkish ports during the period from January to September increased by 9 percent to 9 million and 173 thousand and 116 TEUs while the amount of goods handled increased by 6.0 percent to 389 million and 784 thousand and 739 TEUs.

The highest number of containers was handled at Ambarlı Port 236 thousand and 542 TEUs of containers in total were handled at the port facilities carrying out activities at the administrative borders of Ambarlı Port Authority in September 2021. Out of all the containers handled at this port facility, 146 thousand and 20 TEUs (61.7 percent) were containers handled for foreign trade, 77 thousand and 387 TEUs (32.7 percent) were transit containers and 13 thousand and 136 TEUs (5.6 percent) were containers transported for coastal trade. Ambarlı Port Authority was followed by Kocaeli Port Authority with 185 thousand and 957 TEUs and by Mersin Port Authority by 166 thousand and 978 TEUs.

The highest number of containers was handled for trade activities with Greece

The highest number of containers was handled for trade activities with Greece with 108 thousand and 201 TEUs in September 2021. Greece was followed by the transports made to Egypt with 91 thousand and 713 TEUs and the transports made to Israel with 80 thousand and 892 TEUs.

10.1 percent of the containers handled for foreign trade were transported with Turkish flagged ships

10.1 percent of 763 thousand and 312 TEUs of the containers handled at ports for foreign trade in September 2021 were transported with Turkish flagged ships. In September, the amount of containers handled for foreign trade and transported

with Turkish flagged ships increased by 23.1 percent to 76 thousand and 897 TEUs while the amount of containers handled for foreign trade and transported with foreign ships decreased by 3.6 percent to 686 thousand and 415 TEUs.

Full containers handled increased by 5.6 percent

According the container handling figures by type of containers, the amount of full containers handled at ports in September 2021 increased by 5.6 percent to 811 thousand and 485 TEUs as compared to the same month of the previous year.

The amount of empty containers handled at ports in September decreased by 1 percent to 233 thousand and 568 TEUs as compared to the same month of the previous year. Out of 1 million and 45 thousand and 53 TEUs of containers handled at ports in September, 27.7 percent (289 thousand and 545 TEUs) were comprised of 20' containers, 72.1 percent (753 thousand and 856 TEUs) of 40' containers and 0.16 percent (1,652 TEUs) of containers larger than 40' containers.

The number of full containers loaded to the ships after the issuance of a Verified Gross Weight (VGA) Certificate by the scale operations authorized by the Authority in September 2021 decreased by 2.4 percent to 228 thousand and 747 as compared to the same month of the previous year.

Amount of goods handled at ports increased by 5.6 percent

The amount of goods handled at Turkish ports in September 2021 increased by 5.6

percent to 44 million and 926 thousand and 950 tons as compared to the same month of the previous year. The amount of goods handled at Turkish ports during the period from January to September 2021 increased by 6.0 percent to 389 million and 784 thousand and 739 tons as compared to the same period of the previous year.

Export loadings increased by 10.7 percent

The loadings made for exports at the ports in September 2021 increased by 10.7 percent to 13 million 451 thousand and 872 tons while the unloadings for imports increased by 2.4 percent to 19 million and 484 thousand and 868 tons as compared to the same month of the previous year. The total amount of goods handled for foreign trade via sea transportations during the period from January to September 2021 increased by 5.8 percent to 286 million and 385 thousand and 80 tons as compared to the same period of the previous year.

Transit goods transportations increased by 10.1 percent

The amount of transit goods transportations made at ports via sea transportation in September 2021 increased by 10.1 percent to 6 million and 869 thousand and 694 tons as compared to the same month of the previous year. The goods transported for coastal trade in September decreased increased by 0.5 percent to 5 million and 120 thousand and 516 tons as compared to the same month of the previous year.

The highest amount of goods were handled within the administrative borders of Kocaeli Port Authority

7 million and 240 thousand and 753 tons of goods in total were handled at the port facilities carrying out activities at the administrative borders of Kocaeli Port Authority in September 2021. Out of the goods handled within the administrative borders of Kocaeli Port Authority, 6 million and 208 thousand and 155 tons (85.7 percent) were comprised of foreign trade goods, 848 thousand tons (11.7 percent) were coastal trade goods and 184 thousand and 598 tons (2.5 percent) were transit goods. Kocaeli Port Authority was followed by İskenderun Port Authority with 6 million and 169 thousand and 580 tons and by Aliğa Port Authority by 5 million and 930 thousand and 226 tons. Goods were handled at port facilities operating within the administrative borders of 36 port authorities in September. At the top 10 port authorities where the highest amount of goods were handled, 38 million and 24 thousand and 47 tons of goods were handled and they constitute 84.6 percent of the total goods handled at ports.

Crude oil was the most handled type of goods in foreign trade activities

The Crude Oil was the most handled goods at ports for foreign trade activities in September 2021 with 2 million and 401 thousand and 633 tons. Crude Oil was followed by Coal (Not Briquetted) with

2 million and 381 thousand and 46 tons and Wheat and Mixture of Grains with 1 million and 802 thousand and 838 tons.

Clinker was the most exported type of goods via sea transportation

The clinker took the first place among the export goods handled at ports in September 2021 with 1 million and 53 thousand and 437 tons. Clinker was followed by Portland Cement with 1 million and 31 thousand and 408 tons and Construction Iron with 647 thousand and 44 tons.

The highest amount of goods were transported to Russia

The highest amount of goods handled for foreign trade via sea transportation in 2021 September was 4 million and 882 thousand and 306 tons which were handled for the transportations to Russia. Russia was followed by transportations of 2 million and 333 thousand and 477 tons made to USA and of 1 million and 865 thousand and 514 tons made to America. Out of the goods transported to Russia, 264 thousand and 951 tons (5.4 percent) were transported with Turkish flagged ships while 4 million and 617 thousand and 355 tons (94.6 percent) were transported with foreign ships.

The highest number of exports was made to Italy

The highest amount of goods handled for exports via sea transportation in 2021 September was 1 million and 153 thousand

and 264 tons which were handled for the transportations to Italy. Russia was followed by transportations of 1 million and 46 thousand and 256 tons made to Spain and of 1 million and 37 thousand and 320 tons made to America. Out of the goods exported to Italy, 373 thousand and 873 tons (32.4 percent) were transported with Turkish flagged ships while 779 thousand and 391 tons (67.6 percent) were transported with foreign ships.

Russia takes the first place in imports

The highest amount of goods handled for imports via sea transportation in 2021 September was 4 million and 653 thousand and 901 tons which were handled for the transportations to Russia. Russia was followed by transportations of 1 million and 66 thousand and 990 tons made to Columbia and of 1 million and 296 thousand and 157 tons made to America. Out of the goods imported from Russia, 231 thousand and 854 tons (5.0 percent) were transported with Turkish flagged ships while 4 million and 422 thousand and 47 tons (95.0 percent) were transported with foreign ships.

Handled general cargo amount increased by 27.4 percent

In terms of the types of the cargoes handled at ports, the highest amount of goods was handled in solid bulk goods with 15 million and 125 thousand and 581 tons in September 2021. The amount of solid bulk goods handled decreased by 0.3 percent as compared to the same month of the previous year. Solid bulk goods were followed by liquid bulk goods of 12 million and 697 thousand and 585 tons which increased by 6.3 percent and goods of 10 million and 994 thousand and 711 tons transported in containers which increased by 4.1 percent as compared to the same month of the previous year. The goods transported inside vehicles in September increased by 14.8 percent to 954 thousand and 694 tons as compared to the same month of the previous year. ■





UND SIGNED A CONTRACT TO SOLVE VISA PROBLEMS

UND has signed a contract for the solution of the problems experienced by the Turkish trailer drivers to obtain Schengen visas with Gateway which has a signed contract also with the Turkish Ministry of Foreign Affairs.

► Aiming to simplify and solve the problems experienced regarding the visa processes for the professional trailer drivers playing an important role for the trade and shared supply chain between Turkey and Europe and taking every action for this purpose, UND has signed a contract with Gateway providing intermediary service to missions with the purpose of "ensuring filtering in order to simplify the Mission Evaluation process via the control and grouping of the documents submitted by the transporters to the European state missions". According to the information provided by the International Forwarders' Association (UND): "The importance of the logistics sector is once again understood clearly with the Covid-19 pandemic affecting the entire world due to the famine risk and interruptions

in the supply chain introduced by the problems in the supply process of vital materials and products. The professional trailer drivers are the essential players of this sector and they perform a very important duty by undertaking the road transport in Turkey.

"Rejection" rates affect the goals of Turkey

The "rejection" rates of the trailer drivers in visa applications directly affect our trade activities and in turn, the goals of Turkey. In order to solve this problem, UND has performed detailed studies for every party in the visa process such as "European state missions, intermediaries serving missions, advisor companies for visa applications, companies and drivers" and tried to identify the reasons behind

the increase in number of "Rejections". UND continues to work together with the Ministry of External Affairs and European state missions in order to decrease the number of unfair visa "Rejections" made to the Turkish trailer drivers. The work group established with the Ministry of Foreign Affairs meets on a regular basis, evaluates developments and current situation and continues to maintain potential initiatives since the beginning of the pandemic. Besides, UND signed a contract with Gateway, a leader in its sector. The purpose of this cooperation is to ensure that UND acts as a filter and checks the application documents and submits the application to Gateway for a more planned visa application process. We hope that this new cooperation will be beneficial for our sector." ■

TARGETING 33 MILLION TONS IN RAIL FREIGHT TRANSPORT IN 2024



► The Republic of Turkey State Railways (TCDD) met with sector representatives at the 12th Transport and Communications Council. At the meetings, the topics of Digitalization in Railway Infrastructure, Railway and Environment, Safety and Security in Railways, International Transport Corridors and Logistics were discussed. In the session that started with the presentation of TCDD General Manager Metin Akbaş, the past, present and future of railways were explained. Saying the railway sector is growing day by day Akbaş said: "As the stakeholders of the railway sector, I hope that we will achieve good

results by enlightening each other's path in this session. As you all know, in today's world where mobility, speed and punctuality are very important, the railway sector, which is a safe, reliable, fast and environmental friendly transportation system, is growing day by day. In our railway sector, which contributes to sustainable economic growth, investments in urban railway systems and high-speed train operations continue to increase." Akbaş talked about digitalization in railways, railway and environment, safety and security in railways, international transport corridors and logistics.

We are in the 12th rank worldwide in railways

Making a speech after Akbaş's presentation, AYGM General Manager Yalçın Eyigün told that: "We are in the 12th rank worldwide in railways, but the first 4 countries are America, China, Japan and India and that these countries are not in the position where Turkey can compete in terms of their area. By increasing railway investments, it is inevitable for our country to move to the top ranks among other countries which are focused on railway transportation."

"Making our railway infrastructure compatible with the Logistics Master Plan targets"

While explaining the transformation experienced in the railways due to the Covid-19 pandemic, TCDD Transportation General Manager Hasan Pezük emphasized that demand and interest in railways increased during the pandemic period with contactless transportation and digitalization, and that the railway will come to the forefront in logistics with the investments made. Stating that the investments to continue and that their targets are higher, General Manager Pezük in his speech told the following: "We are working with our relevant institutions to make our railway infrastructure compatible with the Logistics Master Plan targets, including logistics centers and junction lines. We connect ports, logistics centers, large factories and production centers to the railway network with junction lines. We want to speed block train operations by increasing the number of junction lines. We are increasing the number of 12 Logistics centers to 26 together with the ongoing construction and

TCDD Transportation General Manager Hasan Pezük noted that due to the Covid-19 pandemic, demand and interest in railways increased during the pandemic period with contactless transportation and digitalization. He added that the railway will come to the fore even more in logistics with the investments made.

project which is underway. We are working in coordination with our Ministry on business models related to the correct and efficient use of logistics centers.

Emphasizing that they connect the continents in international freight transportation, BTK and the Central Corridor, Pezük said: "As a result of Turkey's geopolitical position and the friendly relations it has developed with the countries of the world, our country is at the crossing center of several international corridors.

Accelerated transportation

Saying the opening of the Baku-Tbilisi-Kars (BTK) railway line in 2017 has accelerated transportation to Georgia, Azerbaijan, Russia and Central Asian Turkic Republics, Pezük commented as follows:

"The Central Corridor (Trans-Caspian East-West Central Corridor), which has been brought to life for the revival of the historical Silk Road, starts from Turkey to the Caucasus region, and from there, crosses the Caspian Sea and goes to Turkmenistan and Kazakhstan and finally reaches Central Asia and the People's Republic of China. Our Organization, as a permanent member of the TITR International Union, was established for the development of the Trans-Caspian International Transport Route, now carry out great efforts to make the Central Corridor effective and



efficient. It is foreseen that the transport that have already started on the China-Turkey-Europe line will increase gradually in the future.

Uninterrupted transportation network

With the Trans-Caspian route, an uninterrupted transportation network has been created from China to Europe, thus making it possible to transport the goods that go by sea in 45-60 days from China to Turkey on a route of approximately 8,700 km in 14 days. As TCDD Transportation General Directorate, we will continue to contribute to the competitive environment of our exporters and industrialists by increasing our efficiency and the advantages we will provide with our railway transportations".

Pezük said about figures " On the other hand, we carried 29.3 million tons of cargo in 2019. With the effect of 36 percent increase in

international freight transportation last year, we increased our rail freight to 29.9 million tons in 2020 with a total increase of 2 percent compared to the previous year. This year, we expect to carry 31.5 million tons by increasing our cargo volume by 5 percent. In 2024, we aim to increase our freight transportation to 33 million tons."

Domestic and national technologies

Mustafa Metin Yazar, General Manager of TÜRASAŞ, emphasized importance of nationalization. Yazar said that many railway system vehicles, from tram to high-speed train and metro are produced in Turkey and the use of domestic and national technologies is very soon. He stated that in 2022, the high-speed train, which can reach a speed of 160 kilometers, will begin mass production and the usage area of domestic and national technologies will increase. ■

CARGO INDUSTRY SHOULD WORK TOGETHER FOR FUTURE CHALLENGES

► The International Air Transport Association (IATA) urged the air cargo industry to continue working together at the same pace, with the same levels of cooperation as during the Covid-19 pandemic to overcome future challenges and build industry resilience. Sustainability, modernization, and safety were highlighted as key priorities for the industry post pandemic. The call was made at the 14th World Cargo

Symposium (WCS), which held in Dublin on October 12. Brendan Sullivan, IATA’s Global Head of Cargo said: “Air cargo is a critically important industry. This pandemic reminded us of that. During the crisis, it has been a lifeline for society, delivering critical medical supplies and vaccines across the globe and keeping

international supply chains open. And for many airlines, cargo became a vital source of revenue when passenger flights were grounded. In 2020, the air cargo industry generated \$129 billion, which represented approximately a third of airlines’ overall revenues, an increase of 10–15% compared to pre-crisis levels. Looking towards the future, the outlook is strong. We need to maintain the momentum established during the crisis and continue building resilience post pandemic,”

Outlook for Air Cargo

The outlook for air cargo in the short and long-term is

Key Points

- Airline industry is recovering gradually from COVID-19 but RPKs are still estimated to be only 40% of pre-crisis levels in 2021.
- Air cargo has recovered above 2019 levels and is expected to be strong in 2022 with the support of strong global trade.
- Vaccines will allow some governments to relax restrictions and support global travel to reach 61% of 2019 levels in 2022.
- The industry is forecast to make net losses of \$52 billion this year, cutting these losses to \$12 billion in 2022.
- Airlines are forecast to cut costs by 31% in 2021 vs 2019. As the traffic recovery continues airlines will face cost pressures.
- Airlines continued to receive life support from their governments, totaling \$243 billion since the beginning of the pandemic.
- Airline financial performance is expected to recover in all regions in 2022. North America is expected to turn to profitability in 2022.



strong. Indicators such as inventory levels and manufacturing output are favorable, world trade is forecast to grow at 9.5% this year and 5.6% in 2022, e-commerce continues to grow at a double-digit rate, and demand for high-value specialized cargo – such as temperature-sensitive healthcare goods and vaccines - is rising. This year cargo demand is expected to exceed pre-crisis (2019)

levels by 8% and revenues are expected to rise to a record \$175 billion, with yields expected to grow by 15%. In 2022 demand is expected to exceed pre-crisis (2019) levels by 13% with revenues expected to rise to \$169 billion although there will be an 8% decline in yields.

Sustainability

"Sustainability is our industry's license to grow. Shippers are

becoming more environmentally conscious and are being held accountable for their emissions by their

customers. Many are now reporting how much their supply chains produce in emissions, and they are looking for carbon-neutral transportation options. We all need to meet customer expectations for the highest standards of sustainability. The path from stabilizing to reducing net emissions will require a collective effort," said Sullivan.

Modernization

"The pandemic accelerated digitalization in some areas as contactless processes were introduced to reduce the risk from Covid-19 transmission. We need to build on this momentum not only to drive improvements in operational efficiency but to meet the needs of



our customers.

The biggest growth areas are in cross-border e-commerce and special handling items like time and temperature sensitive payloads. Customers for these products want to know where their items are, and in what condition, at any time during their transport. That requires digitalization and data," said Sullivan.

Safety

Safety was highlighted as a priority for the industry, specifically the transport of lithium batteries.

"Demand for lithium batteries continues to rise as does the risk from lithium battery related fires. Our main concern has been around accidents from rogue shippers who – mis-declare shipments. But the incident on the ramp at Hong Kong International Airport earlier this year reminded us just how big the challenge is. The investigation indicated that loading and handling was as per regulation and the consignment was declared correctly," said Sullivan. ■

AIR CARGO REVENUES ARE EXPECTED TO RISE TO \$175 BILLION IN 2021

- ▶ According to IATA data, it continues to improve air cargo performance and its growth continues even though cargo carrying capacity lags behind demand. Air cargo growth remains above pre-crisis levels. It is predicted that cargo demand will grow by 8 percent in 2021 compared to the pre-crisis period and 13.2% in 2022.

The steady rise of air cargo in 2021 and the upward increase in air cargo demand every month compared to the pre-crisis period (2019) are considered as hopeful developments for the future of the civil aviation industry, together with the increase in domestic passengers.



While the Annual General Meeting of the International Air Transport Association IATA, which gathers 290 airline companies including THY in the world and represents 82 percent of the air traffic, was held in Boston, USA, important data on the performance of the sector were also announced.

According to IATA data, it continues to improve air cargo performance and its growth continues even though cargo carrying capacity lags behind demand. Air cargo growth remains above pre-crisis levels. It is predicted that cargo demand will grow by 8 percent in 2021 compared to the pre-crisis period and 13.2% in 2022.

Air cargo revenues are expected to rise to \$175 billion in 2021, according to IATA data. In 2022, it is calculated that cargo revenues will present a picture close to 2021 performance and a figure of 169 billion dollars will be realized. ■

IATA LAUNCHES CEIV LITHIUM BATTERY CERTIFICATION PROGRAM



- ▶ The International Air Transport Association (IATA) has launched a new industry certification program—Center of Excellence for Independent Validators Lithium Battery - to improve the safe handling and transport of lithium batteries across the supply chain.

“Lithium batteries are critical power sources for many consumer goods on which we all rely. And it is vital that we can ship them safely by air either with finished products or as components in global supply chains. That’s why we developed the CEIV



Lithium Battery certification. It gives shippers and airlines assurance that certified logistic companies operate to the highest safety and security standards when shipping lithium batteries," said Willie Walsh, IATA's Director General.

Shipments of lithium batteries (alone or with finished products) must comply with well-established global safety standards for how they are manufactured, tested, packed, marked, labeled, and documented. These requirements are a key element of the IATA Lithium Battery Shipping Regulations (LBSR) and of the IATA Dangerous Goods Regulations (DGR) which combine regulatory and operational input from industry and government experts.

CEIV Lithium Battery Launch Partners

CEVA Logistics is the first CEIV Lithium Battery certification for its operations at Hong Kong International Airport and at Amsterdam Schiphol Airport, following an extensive period of piloting.

"We congratulate CEVA Logistics in becoming the first logistics company to achieve CEIV Lithium Battery certification. From cargo handlers, ground handling companies, freight forwarders and shipping companies, the more stakeholders along the value chain who participate in CEIV Lithium Battery, the stronger and more effective it will be for the industry. Ultimately, we all want to see a network of CEIV Lithium Battery trade lanes with participants certified

at origin, destination and in transit points," said Walsh

"Our automotive, healthcare and technology customers appreciate our ability to seamlessly deliver responsive logistics solutions no matter the destination or cargo type, like lithium-ion batteries. Our experience in transporting a wide range of batteries made us an ideal partner with IATA in piloting their new CEIV certification. IATA continues to lead the way in providing standards, regulations and guidelines to improve overall quality and safety in the air transport industry. This new certification gives customers even more confidence in our ability to safely and reliably transport their lithium-ion batteries," Peter Penseel, COO of air freight for CEVA Logistics. ■

REGIONAL PERFORMANCE

► The airline industry is facing an uneven recovery from the pandemic. Financial performance in all regions is expected to improve in 2022 compared to 2021. However, at the aggregated level, net losses will extend to 2022 but will be only around one fifth of losses in 2021. Airlines in North America, the strongest performers in the pre-crisis period, are forecast to return to profitability in 2022 ahead of the other regions. The fast recovering large U.S. domestic market will continue to be supportive in 2022. In addition, the pick-up in regional traffic (North America to Latin America) and the re-opening of North Atlantic travel will be supportive. In 2022, net profit is forecast to be \$9.9 billion.

The recovery of intra-European market is expected to gain pace but airlines in the region are dependent on medium/long haul international traffic. Hence net losses are estimated to be \$20.9 billion for the region in 2021. However, net losses are forecast to narrow to \$9.2 billion next year. Asia-Pacific airlines have been impacted by strict government behavior as restrictions remain very tight and vaccination rollout is diverse and slower compared to Europe and North America, especially in emerging countries in Asia-Pacific. On the other hand, China's domestic market is strong and airlines in the country have started to achieve cash breakeven. In addition, the region's role as a manufacturing hub benefits local

airlines' cargo revenues. Overall, net losses in 2022 are forecast to decline to \$2.4 billion from \$11.2 billion. Middle Eastern airlines' dependence on connecting international flights and the lack of large domestic markets delays the recovery in the region. Middle Eastern airlines are expected to accumulate losses of \$6.8 billion and \$4.6 billion in 2021 and 2022, respectively. In Latin America, interregional traffic is recovering quickly but improvement in financial performance is slow as some airlines in the region are in the restructuring process. The region is expected to post a \$3.7 billion net loss in 2022. Africa is lagging other regions in its vaccine rollout, which will impact international travel recovery. Airlines in the region are expected to post a \$1.5 billion net loss in 2022 on top of a \$1.9 billion loss in 2021. ■

INTERNATIONAL TRADE

Air transport is vital for international trade in manufactured goods, particularly for the components industry that accounts for a major part of cross border trade today. IATA forecasts that the value of international trade shipped by air this year will be \$7.5 trillion, 15% higher compared to 2019, and it will rise by a further 7.2% in 2022. Tourists travelling by air in 2021 are forecast to spend \$354 billion, 42% of the amount spent before the crisis. Next year, tourists travelling by air are forecast to spend \$626 billion, 74% of the level before the crisis.





HEAVY COMMERCIAL VEHICLE SALES INCREASED 76 PERCENT

► In the January-September period, the heavy commercial vehicle market increased by 76% compared to the same period of the previous year. The total number of vehicles sold during this period was 17,345. Heavy Commercial Vehicles Association (TAID) announced the data for January-September 2021. According to the report, in the first nine months of the year, the heavy commercial vehicle market increased by 76% compared to the same period of the previous year. The total number of vehicles sold during this period amounted to 17,345 units. In the January-September period, trailer sales increased by 83%

compared to the previous year and reached 11,877 units, while truck sales increased by 62% to 5,468 units. Total Heavy Commercial Vehicle Market decreased by 19% in September 2021 compared to September of the previous year, and trailer decreased by 26%. Truck sales increased by 6%. The Heavy Commercial vehicle market in September 2021 decreased by 19% compared to September 2020 and became 1,789. In September 2021, trailer sales decreased by 26% compared to the same month of the previous year and became 1,303 units, while Truck sales increased by 6% to 486 units.

The Heavy Commercial Vehicle market showed a 5% decrease compared to the average September sales of the last 10 years. Trailer sales increased by 17% compared to the average September sales of the last 10 years. Truck sales also decreased by 37%.
Semi-Trailer Vehicle Market
 In January-September 2021, the Semi-Trailer vehicle market increased by 78% compared to the same period of the previous year. The number of sales was 7,841. Total Semi-Trailer Vehicle Market increased by 9% in September 2021 compared to September of the previous year and reached 905 units. ■

FOREIGN TRADE BY THE TYPES OF TRANSPORTATION (USD)

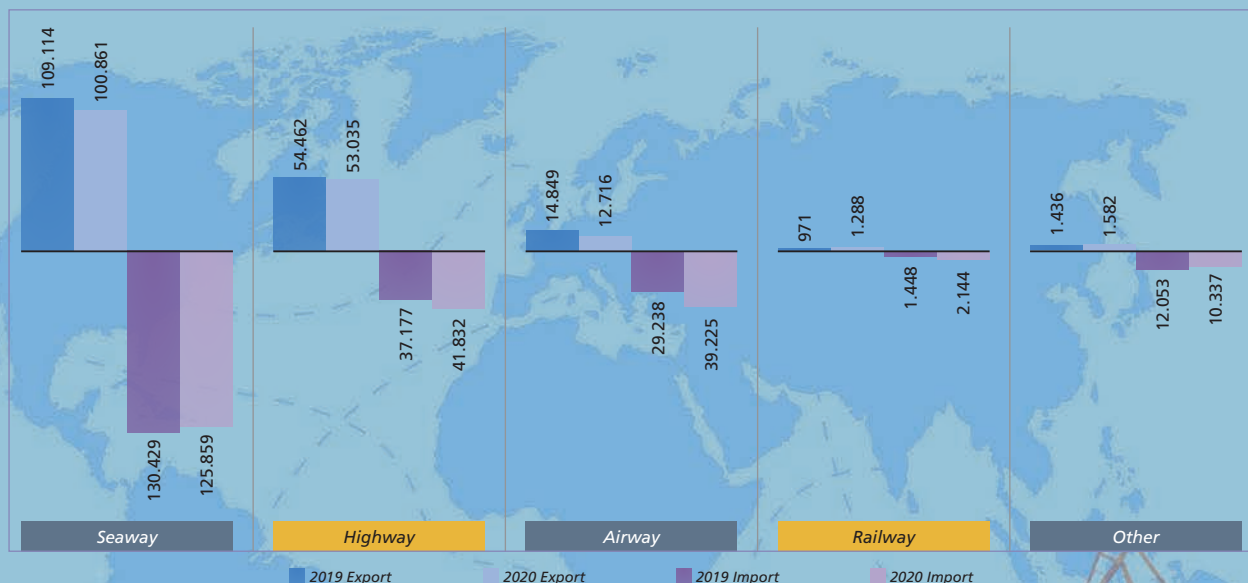
MODE OF TRANSPORT	EXPORT						IMPORT					
	YEAR		JANUARY-AUGUST		AUGUST		YEAR		JANUARY-AUGUST		AUGUST	
	2019	2020	2020	2021	2020	2021	2019	2020	2020	2021	2020	2021
Seaway	109.114	100.908	60.787	83.630	7.116	11.533	130.429	125.891	79.012	110.463	9.565	15.463
Share in General (%)	60,3	59,5	59,4	59,6	57,1	61,0	62,0	57,3	58,3	65,0	51,0	66,6
Highway	54.462	53.128	32.196	43.149	4.172	5.616	37.177	41.883	23.589	31.201	3.125	3.899
Share in General (%)	30,1	31,3	31,4	30,8	33,5	29,7	17,7	19,1	17,4	18,4	16,7	16,8
Airways	14.849	12.733	7.851	11.120	966	1.397	29.238	39.260	25.260	17.648	5.285	2.520
Share in General (%)	8,2	7,5	7,7	7,9	7,8	7,4	13,9	17,9	18,7	10,4	28,2	10,9
Railways	971	1.288	807	1.032	102	138	1.448	2.145	1.302	1.929	125	202
Share in General (%)	0,5	0,8	0,8	0,7	0,8	0,7	0,7	1,0	1,0	1,1	0,7	0,9
Other*	1.436	1.582	765	1.306	100	227	12.053	10.337	6.263	8.780	656	1.135
Share in General (%)	0,8	0,9	0,7	0,9	0,8	1,2	5,7	4,7	4,6	5,2	3,5	4,9
TOTAL	180.833	169.638	102.406	140.237	12.456	18.912	210.345	219.517	135.426	170.020	18.757	23.218

* The pipeline includes postal shipments, electrical power transmission and self-propelled vehicles.

Source: RİP (TB&TÜİK)

Note: The data for 2019, 2020 and 2021 have been compiled from official foreign trade data, and the data for August 2021 has been compiled from the administrative records of our ministry.

FOREIGN TRADE BY TYPES OF TRANSPORTATION (USD) (2019-2020)



SUSTAINABLE LOGISTICS SOLUTIONS FOR A GREENER FUTURE



Responsibility, integrity and customer commitment are the foundation of our core values!

With our intermodal transport model we take a step towards leaving a greener world for the future generations!



GO GREEN
THE GREEN TRANSPORT SOLUTION

www.greenlog.com.tr



Excellence
is our driver

VEGA

WORLD OF GREEN LOGISTICS

Vega International Car-Transport and Logistic-Trading Ges.m.b.H.

We have the right environmentally friendly solution for the transport of your trucks, trailers, buses and cars worldwide.

- transport on its own wheels
- transport on special trailers
- innovative rail solutions
- logistic chain/combined solutions
- trailer trucking
- ro/ro service
- service centre
- storage solutions



klima:aktiv
● ● ● ● ●

HEADOFFICE SALZBURG

Schmiedinger Straße 67
A-5020 Salzburg

Tel +43/662/436280
Fax +43/662/436294

E-mail vega@vegatrans.com
Internet www.vegatrans.com

Salzburg.Vienna.Ulm.Wörth.Rheine.Trieste.Gent.Istanbul.Aksaray
Karlový Vary.Tiblisi.Moscow.Zagreb.Aiud.Bucuresti.Baku

