



## GERMANY'S NEW OFFICE

KOPF & LUEBBEN, TPF member in Germany, has opened a new office in Frankfurt.

Mr. Thomas Manigk, KOPF & LUEBBEN's Managing Director, explains: "Frankfurt Airport (FRA) is by far the busiest airport in Germany and, after Paris-Charles de Gaulle (CDG), it is the second busiest cargo airport in Europe and ranks 7<sup>th</sup> in the world. The airport is served by some 155 airlines and is connected to the most international destinations in the world. Centrally located in Germany's second largest metropolitan region, it serves as a major transportation hub.

KOPF & LUEBBEN is IATA airfreight agent since 1994 and is represented at all the major German airports; now, also with an own office in Frankfurt.

In the context of volatile world-wide economic development, in which it is increasingly important to adapt processes and services in accordance with customers' needs, KOPF & LUEBBEN has recognized that the long term co-operation with a partner at Frankfurt Airport needed to be replaced by an own office with own staff. The aim is to better serve the requirements of customers and agents. In addition, operating independently presents the opportunity of securing new customers and serving more markets."



You can find KOPF & LUEBBEN's new office at: Fasanenweg 12, 65451 Kelsterbach and contact Mr. Sascha Stein, their Branch Manager at [s.stein@kopf-luebben.com](mailto:s.stein@kopf-luebben.com). Tel:+49 6107-717351

## CUSTOMS' REGULATIONS IN TURKEY

Mr. Shant Yeresyan, General Manager of the OPTIMUM Int. Transport LTD., our member in Turkey, reports on the new Turkish Customs Regulation issued by Ministry of Customs and Trade regarding "Turkish Advanced manifest/Entry summary declarations". This rule will be effective as from January 1<sup>st</sup>, 2012 and will be applied for all shipments from any country to/via Turkey.

Except the cargo in transit without any stop through territorial waters or airspace of Turkish Customs Territory, entry summary declaration should be lodged for all goods brought into Turkish Customs Territory. The rule requires all ocean carriers & freight forwarders to submit complete and accurate cargo information to Turkey Customs for vessels calling at Turkey ports.

You will receive detailed information via email from the TPF Management Office on the different deadlines for lodging summary declarations according to the means of transport, as well as a detailed guideline in English on how to proceed. Should you require any clarification, please contact Mr. Yeresyan at [sant@optimum.com.tr](mailto:sant@optimum.com.tr)



## CYCLONE IN INDIA



Mr. Nakul Tanna, from LINKS, our member in India, reported yesterday that the ports of Chennai and Ennore in Tamil Nadu, and the port of Marg Karaikal in Puducherry were on high alert with the cyclonic storm Thane slowly moving towards the Tamil Nadu coast. All contingencies and security measures were in place to meet any eventualities from the cyclone.

Chennai and Ennore Ports hoisted a storm warning flag signal number 10 meaning "Great Danger" caused by severe weather from the cyclone moving in the area of Tamil Nadu.



In anticipation of the cyclone, all vessels from the Chennai port were evacuated from Wednesday night. The vessels were moved to the outer anchorage for safety. Port operations were suspended and all employees were evacuated from the port.

Cyclonic Storm "Thane" hit the Coasts of Tamil Nadu yesterday with wind speeds of up to 140 kmph and tidal surges of up to 5 feet. So far it has left 35 dead.

The latest news is that the port reopened on Saturday after the cyclone was downgraded to a low-pressure system as it moved westward and ships have started to berth at the southern port.



## TUNISIA, LYBIA, ALGERIA

Mr. Moez Hedhiri, from EUTOTRANS TUNISIA, our member in Tunisia, Lybia and Algeria, sends a big thank you to all the TPF partners, directors and management office for all support they received during the year and, very especially, during the time of unrest in Tunisia and Libya.

He is pleased to report that the situation is returning back to normal and it will not take much time before things improve in most aspects, including business.

In the meantime, he says that the world is concentrating on the emerging markets in North Africa and Middle East and many companies are establishing their own bases in Tunisia due to its good relationships with Libya, getting ready for the coming business opportunities in all sectors. Also Tunisia is becoming the starting point for this development and he foresees it won't be long before some of the TPF partners will be interested in developing their business along this lines. He is at your disposal to provide you with the information and assistance you may need.



EUROTRANS has created a business centre with this purpose. They are not only offering their warehouse and their connections with both Libya and Algeria (due to their offices in those countries) but they are creating a call centre (using various languages to satisfy all needs) and a trade centre. This means that TPF partners can have their own base in Tunisia to deal in those new markets, receiving all the support you may need regarding sales, documentation, meetings, reports, information, visits and a logistics base. EUROTRANS' idea is to give TPF partners the possibility to be right in the market and operate as if they are in their own countries but directly through a sales person and the EUROTRANS Team.

## LUNAR NEW YEAR

Next January 23<sup>rd</sup> several countries will be celebrating the Lunar New Year. The best know celebrations may be those of the Chinese New Year but other TPF members will be celebrating the Lunar New Year too.

In the Chinese tradition, 2012 will be the Year of the Dragon and the party will go on for two weeks. This is a time to welcome longevity, wealth and prosperity and to eliminate any negative chi (energy) from the past.

We wish our members in Mainland China, Hong Kong, Indonesia, Korea, Malaysia, Philippines, Singapore, Taiwan and Vietnam a wonderful celebration and all the very best for the coming lunar new year.





## MOROCCO'S NEW PREMISES



Mr. Mouhcine Ezzaoui, TWIN ATLAS LOGISTICS' Network Coordinator, reports the company's new premises by the Port of Casablanca have now been completed, as you can see in the photo, and will be operational from the beginning of 2012.

He also wants to send a message to all TPF members:

"Another year has gone so quickly, we hope you may look back on a successful and blessed 2011.

We'd like to express our thanks for your trust, confidence and cooperation during the last year and

how highly we appreciate the support of the network!

To you, your team your families we sincerely wish a peaceful and Happy New Year! May 2012 be blessed with luck, health, prosperity and many many dreams coming true!

We are looking forward to seeing you all again in 2012 at our GAM in Marrakesh!"

## LETTER FROM TPF PRESIDENT

Dear Fellow Members,

On behalf of the board I would like to wish you all a successful and healthy New Year.

Looking back on 2011, it is clear that most economic pundits were wrong. After the world economic recovery in 2010, the prediction was that the major economies would go from strength to strength. The reality was the opposite.


The Euro crisis has dragged the developed world close to recession. While the USA is still managing some growth, consumer confidence is low and imports are stalled. The tsunami in Japan has killed off what growth could have been expected in that economy. Even China has seen its GDP growth slow down to single figures. All in all, with a few exceptions, 2011 was a very difficult year for world trade and hence for our industry.

With the prediction industry left embarrassed by its inaccuracy, it is a brave person who can confidently predict the outcome for 2012. Conservatively one would have to assume another difficult year ahead, with two thirds of Britons and Americans believing their personal financial circumstances will decline and several governments planning to implement austerity measures in their countries.

In such a climate we just have to work more cleverly: seeking out business opportunities, sharing business intelligence, securing better rates, etc. TPF can act as a facilitator if we all resolve to work more closely together.

On a personal note this will be my last letter as I am retiring from the beginning of 2012. I would like to thank you all for the support you have given me and once again wish you success in the coming year.



  
Chris Wood