

M&M[®] NEWS

Nachrichten – News – Nouvelles – Новости

For our clients, partners and employees

November 2005

Welcome to M&M News

Dear Reader:

No country has more direct neighbors: the world's third biggest country is surrounded by – clockwise – India, Pakistan, Afghanistan, Tajikistan, Kyrgystan, Kazakhstan, Russia, Mongolia, North Korea, Vietnam, Laos, Myanmar, Bhutan, and Nepal.

The country we are talking about boasts one of the world's oldest civilizations, and many scientific and technological inventions such as paper and porcelain, the art of printing, the compass, and the abacus originated there.

Counting 1.3 billion inhabitants, it is the country with the highest population. It is also a country where you can find such a wide range of diverse climates, from tropical to Siberian temperatures, from swamp to desert.

Plus: this country is the hub of world economy.

In this issue, you will find an article about how M&M is expanding its activities in this land.

Enjoy reading!

中国



model of the M&M logistics terminal in Tianjin/Xingang 天津中怡建筑设计有限公司

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General

News from our partners in the TransInvest Group

M&M China: Logistics Terminal in Tianjin / Xingang

M&M's Investment defines logistics as the new core competence of M&M in China

M&M, the international forwarding and logistics group, significantly expands its activities in China. The group is building a logistics terminal in Tianjin / Xingang, about 140 kilometers south of Beijing. The 20,000 square meter terminal will be finished in February 2006 and will create 100 new jobs.

Geographically, the new terminal is perfectly located in the “Bonded Logistic Park” within the TEDA (Free Trade Zone). At the moment, there are eight such “Bonded Logistic Parks” in China. Concerning customs and tax advantages, they compare to the European Free Trade Zones.

The location also boasts a very good infrastructure. The Beijing-Tianjin region enjoys the Central Government's

support as the third “boom region” in China, after the Pearl river delta (Guandong Province), and Shanghai plus neighboring provinces.



“It is fascinating to see the dynamism of the economic development here.”

Dieter Buchinger (Managing Director of M&M Miltzer & Münch Tianbao International Forwarding Co. Ltd)

Dieter Buchinger, managing director of M&M Tianbao, sees the great advantage of the new terminal in the location: “While other international forwarders concentrate their activities mainly around the southern ports, we are focusing on Tianjin and the northern regions. It is fascinating to see the dynamism of the economic development here.”

The Beijing-Tianjin region counts among China’s most developed regions, with auto-makers, automobile part suppliers, with chemical and pharmaceutical industry. And high tech industry is settling there now, too, as shown in the many new plants that have been and are being built. M&M offers almost the complete range of forwarding and logistics services in China and is constantly widening the portfolio of services offered.

“The investment in the terminal emphasizes the M&M’s Group’s determination for a long term

commitment in China. We want to be able to offer our clients the complete portfolio of our products also on the Chinese market – a market that is still a bit difficult to work in. And we want to continually expand our services, too. With the terminal, we can now offer a wide range of value added services” said Serge Trevisan, Member of the Executive Board of M&M Miltzer & Münch International Holding AG, St. Gallen / Switzerland, and responsible for the development of the Group’s Asian business, when construction began.



“With the terminal, we can now offer a wide range of value added services” (*Serge Trevisan, Member of the Executive Board of M&M Miltzer & Münch International Holding AG, St. Gallen / Switzerland*)

In the Chinese governments ten year plan the development of a logistics infrastructure has high priority. “Our project comes at the right time”, says Dieter Buchinger. “We see that



The team of M&M Bulgaria invited their clients to a German “Oktoberfest” at the Sofia Grand Hotel.

Picture (left): Nelly Marinova, M&M air cargo service Sofia, Franz Neumann (right), Lufthansa Cargo, und Plamen Stanchev (left), M&M air cargo service Sofia

also in the positive attention that the construction of our new terminal gets here.”

M&M China: new addresses

M&M Miltzer & Münch Tianbao International Forwarding Co. Ltd., Beijing, has moved on 14th November 2005. The new address is:

#501-506, Yeqing Plaza Tower D, No. 9 Wangjing Beilu, Chaoyang District, Beijing 100 102, P.R. China

phone: +86 10 643398255
+86 10 64398250
+86 10 64398251/52
Fax +86 10 64390744
+86 10 64390944
+86 10 64390794

Email: mumcnbe@mumnet.com

M&M Tianbao, Xiamen, has also moved. Please find below the new address:

Suite 09,7/F Yindu Building, No.9 Haitian Road, Huli, Xiamen

phone: +86 592 2611677

Fax: +86 592 2611679

Email: Jenny.Chen@mumnet.com

Munich Oktoberfest – “made in Bulgaria”

200 guests were pampered with the best in German beers and food. And of course there was the typical beer fest brass band, too.

The fest was such a success that M&M Bulgaria will make it a tradition.

M&M Germany: jubilees and retirees

In a ceremony, M&M honored employees for long service, and thanked others who went into retirement. The management thanked the employees, who were presented with a gift basket, and a Chamber of Commerce and Trade certificate.



In the picture, from left to right: Marion Herrmann (head of HR), Brigitte Klug (25 years), Elfriede Hagen (25 years), Susanne Schumann (25 years), Thomas Fichtner (25 years), Heinz Köhler (25 years), Franz Klement (staff council), Michael Auffhammer (40 years), Horst Dengler (retirement), Thomas Rank (25 years), Walter Reußner (40 years), Reinhard Strobel (staff council), Anton Staab (25 years), Alois Obermeier (40 years), Bernd Franta (retirement) und Werner Krauß (management).

Red Carpet Moments in Hof

The inner city pedestrian zone in Hof was remodeled into a red carpet zone for the 39th Hof



(Photo: Metzger Max)

Film Festival. The renowned festival is held every year. The 800 square meter carpet is safely stored in the local M&M warehouse until its next performance next year.

M&M France – New Website

M&M France SA has actualized and remodeled its website according to the Corporate Design regulations. Please visit www.mmfrance.com for interesting information about M&M France's services and products.

Top Quality Job at 4000 Meters

by Ismankulov Nurbek

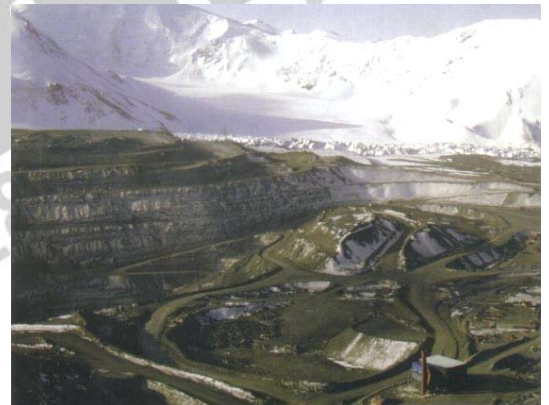
Kumtur is a very modern gold mining facility, high up in the Tien-Shan Mountains. The site is reached via a 95 kilometer road from the southern shore of Lake Issyk. The Kumtur complex lies at 4000 meters above sea level, in the shadow of numerous glaciers where it sometimes even snows in mid-summer.

The mine is very well run, very efficient, very clean and safe. Massive equipment moves 250,000 tons of rock per day from an open pit mine – for a mere 45 kilograms of gold. The mining company continuously improves its performance under extremely

harsh conditions using the most advanced technology. M&M Bishkek, Kyrgystan, has delivered a number of shipments to Kumtur's base under these extreme conditions: equipment, oversized cargo, in close cooperation with M&M Urumqi, China.



Ravshan Ismailov, M&M Bishkek (right) and staff of Kumtur



Top quality job at 4000m meters! Anyone working higher up?

M&M Poland prizewinner

by Aneta Moskalow

Two of the four Polish M&M companies - M&M Logistik Sp. z o.o. and M&M air cargo service Polska S.A. - are for the second time the prizewinners of "Gazete Biznesu" (*ang. Business gazelles*), a nationwide ranking of the most dynamic and reliable companies in Poland. The ranking is organized each year since 1999 by "Puls Biznesu" (*ang. Business pulse*) - a Polish daily newspaper of the business and

economy subject matter along with the Coface Intercredit Poland – a company collecting corporate ratings. The complete list of the winners will be published on the 5th of December 2005 as a special supplement to "Puls Biznesu", titled "Gazeta Biznesu 2005".



There are two methods of choosing companies for participation in the programme. The first one is to propose one's own candidature for verification and the second one is to be appointed by the Coface Intercredit Poland on the basis of a company's financial reports published. The fact worth emphasizing is that M&M companies were chosen with the last method.

The criteria for participants are as follows: - a company must have started its activity before 2002; - in 2002 its sales must have account for not less than 3 million PLN and not more than 300 million PLN; - in the years 2002-2004 sales must have had year by year a growing tendency; - in the years 2002-2004 a company must have had a positive financial results; - a company made its financial reports available to the public or to the organizers of the ranking.

The honourable title of "Gazeta Biznesu 2005" will be one of our most valuable showcase in the commercial contacts during the next year 2006.

High quality – ultimate ambition

by Kamila Trzeciak

On November 24th, „Rzeczpospolita” (one of the most reliable and opinion-generating

newspaper in Poland), published its "Quality Ranking" of the TLS companies in Poland. Among 110 classified companies, M&M Militzer & Münch Polska was ranked on the 4th position. The ranking was based on the following criteria: customer services standards, constant customer satisfaction research and gained quality certificates.



Customer services standards factors important for designing this ranking were among others: commonly available information about the company (web site, folders, leaflets etc.), time of completing a service, safety etc. These standards require constant supervision on their realisation. Most of all, clients pay much attention to time of completing a service and lack of delays. Nevertheless, standards arranged individually with a single client could not be added to this criteria. Certificates taken into consideration in this ranking were ISO 2000, ISO 14 000 and HACCP.

General

Fairs & Conferences in the first half of 2006

22. - 24.01.2006: World Air Cargo Event 2006 (Dubai, VAE) Conference & Exhibition www.aircargonews.net/WACE.htm

25. - 27.01.2006: Seafreight-

congress 2006 (Interlaken, CH) Veränderungen und Visionen in der Schifffahrt

www.swiss-shippers.ch

02. - 04.02.2006: Fruit Logistica 2006 (Berlin, DE) Internationale Fachmesse für Früchte- und Gemüsemarketing www.fruitlogistica.de

14. - 17.02.2006: Air Freight Asia 2006 (Shanghai, CN) Air Freight Asia and IATA Cargo-week www.payloadasia.com

30.01. - 01.02.2006: EuroRail 2006 (Brüssel, BE) Realising the potential of a profitable European railway www.terrapinn.com/2006eurail

07. - 10.03.2006 : SITL Europe 2006 (Paris, FR); Semaine Internationale du Transport et de la Logistique www.salon-stil.com

14. - 16.03.2006 : IRU-Weltkongress 2006 (Dubai, VAE); 30. Weltkongress der internationalen Strassentransport-Union www.iru.org/events

14. - 16.03.2006: TOC Asia 2006 (Pusan, KR); The Terminal Operations Conference and Exhibition for Asia www.toc.events.com

20. - 23.03.2006: Transrussia 2006 (Moskau, RU); 11th International Exhibition and Conference for Transport and Logistics www.transrussia.ru

19. - 21.04.2006: Eastlog 2006 (Prag, CZ); 9th International Logistics and Transport Event www.eastlog.cz

16. - 18.05.2006: RORO 2006 (Gent, BE); The only dedicated event for the Ro-Ro industry www.roroex.com

16. - 18.05.2006: Expo Ferroviaria 2006 (Turin, IT) Der Treffpunkt der Bahnindustrie www.expoferroviaria.com

23. - 25.05.2006: IACC Expo 2006 (Houston, USA); 15th

Annual Air, Land, Sea & Rail Product / Services Expo
www.iacc-expo.com

23. - 26.05.2006: SIL 2006 (Barcelona, ES); 8th International Logistics Exhibition
www.silbcn.com

30.05. - 01.06.2006: TOC Europe 2006 (Hamburg, DE)
 The Terminal Operations Conference and Exhibition for Europe
www.toc-events.com

30.05. - 01.06.2006 : Euro-Cargo 2006 (Köln, DE)
 16. Fachmesse für Gütertransport, Logistik und Telematik
www.eurocargo-messe.de

News from our partners in the TransInvest Group

Railroad Construction Machinery to Turkey – Via Rail

TTS Transterminal Rail, Buchs (Switzerland), a company within the TransInvest Group, recently handled the transportation of railroad construction machinery from Switzerland to Turkey – via rail. The parts with a total weight of 86.5 tons left Switzerland at the beginning of October. They reached their destination on October 31st.



TTS offers market oriented solutions and packages for rail freight especially to Central and Eastern Europe, the CIS, the Balkans, the Near and Far East.

TTS services comprise the neutral purchase and sales of

freight, the organization of rail transport, plus monitoring and tracing, and control at un- and reloading stops.

TTS can also offer special wagons, such as tank wagons, silos, and low bed wagon etc. from private providers.

TTS has branches in Vienna and Budapest.



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