

M&M[®] NEWS

Nachrichten – News – Nouvelles – Новости

For our clients, partners and employees

July / August 2005

Welcome to M&M News

Dear Readers,

We are back with interesting news after our short summer break – actually, summer in Europe was not really that warm!

M&M has been active in the Maghreb region for more than 2 decades – and there's still a lot of potential for further development, concerning regional expansion as well as offering more services. More about that in this issue.

You will also find the new data of various M&M offices that have moved, have new addresses, phone numbers etc.

And there is an article about a company that co-operates with M&M Marktredwitz/Germany. If you would like to present your entrepreneurial ideas, please contact us at: redaktion@mumnet.com. We look forward to hearing from you.

And now - have fun reading!

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General

Expansion in the Maghreb Region

Since June, M&M has a delegate in Libya. According to Engelbert Heiser from M&M IH's Executive Board, the new commitment follows the Group's policy to expand its activities not only in the core markets of the CIS, but also in the Far East, the Middle East, and the North African countries. Heiser is responsible for the M&M Group's external communication, and for the Mediterranean business sector. He sees a lot of potential in the Maghreb region, regionally, as well as concerning new services M&M can offer.

In Morocco, M&M has been established, and holding a good market position, since 1982.

To widen the capacities for logistics services, and to hasten customs clearance, M&M Maroc built a multi functional facility in Casablanca two years ago. The new facility also

allows a bigger groupage transport volume, and guarantees smoother groupage transport management.

In Tunisia, M&M has been present for many years already via M&M GTI Tunis, a joint venture. The legal situation in the country does not allow 100% foreign owned companies. The joint venture with our partner there is based on solid ground, and there are no problems.



In Morocco and in Tunisia, the focus of logistics services lies on warehousing and quality control on the textile sector. Equipment for textile production, computers, and a wide range of consumer goods are the main import commodities.

In Libya, the main commodities apart from consumer goods will certainly be machines, electrical installations, equipment, and parts. After the 20-year embargo, there must be an enormous demand in the country for goods that help develop the country.

The European M&M Group has already handled some transports for this new market - Libya has a population of 5.6 million, and important oil and natural gas resources.



There is also the idea to enter the Algerian market. Heiser said: "We do not have an exact date yet, nor has the Holding decided definitely, but a commitment in Algeria would round our presence in this region. Thus, we can conclude that the future will bring an M&M commitment in Algeria – provided the political situation allows it."

Contact:

Mr. Murad Charyev
 Email: Murad.Charyev@mumnet.com
 Mobile: +218 92 522 60 13;
 Phone: +218 21 361 03 69 /
 +218 21 361 52 54;
 Fax: +218 21 361 27 65;
 Fax Intl (from abroad):
 +49 9281 788 92 33

M&M anniversary on the canal

by Olga Polyanskaya

M&M's 125 year jubilee entailed other celebrations.



Thus, OOO M&M air sea cargo Russia celebrated their two year anniversary with their customers, and with colleagues from OOO Militzer & Muench, EMEX, and Trasko. Customers came not only from Moscow, but also from far away; and Lorenz Kohler and Wojciech Paprocki represented M&M IH AG.

The anniversary was celebrated with a cruise on the canal and a barbecue. The Moscow Canal was built in 1937 and connects the city to the Volga, Europe's longest river. St. Petersburg can thus be reached from Moscow by ship.



Ilja Masyutin, managing director of M&M air sea cargo OOO, opened the anniversary celebration. Paprocki emphasized the positive performance of M&M air sea cargo OOO and talked about the future development of business in Russia.

In a historic quiz guests were able to test their knowledge of M&M's history.

After three hours the cruise vessel arrived at a beautiful beech forest, where the group had a great barbecue, a birthday cake included.

Tennis balls to Moscow

by Ilja Masjutin

M&M sea air cargo Russia has successfully arranged the transportation of 2800 Wilson's double core premium tennis balls from Geneva to Moscow. The balls came from BNP Paribas, the Title Sponsor and official bank of the Davis Cup. The cargo was picked up in Switzerland, then flown to Moscow via Aeroflot. After customs clearance and local delivery, the balls reached the tennis court in time for the grand opening of the big event.

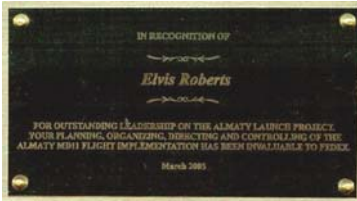
After 3-2 win over France, Russia is a step closer to a second Davis Cup triumph. Very seldom does a team come back from 1-2 down to win both final day's singles, but Russia did it for the second time in four years against France, repeating their success from the 2002 Davis Cup final when it went to a live fifth rubber and the same has happened again, following Nikolay Davydenko's win over Richard Gasquet. With three players who have already been ranked in the world's top 20 this year, Russia is a formidable opponent for Croatia in September's Semifinal.



FedEx thanks Elvis Roberts

Elvis Robert, managing director of M&M Kazakhstan, received an award from FedEx for his outstanding assistance with the

implementation of the Almaty MD-11 flight.



(words: „In recognition of Elvis Roberts for outstanding leadership on the Almaty launch project. Your planning, organizing, directing and controlling of the Almaty MD11 flight implementation has been invaluable to FedEx.)

In 2003, FedEx started operating scheduled flights from Far East to Europe with a stopover at Almaty airport, the country's largest hub, for refueling and technical support. In March 2005, FedEx started nine flights per week from the Far East to Europe, via Almaty. FedEx has its own terminal in Almaty where freight is sorted and dispatched to multiple European destinations.

(Publisher's note: M&M and FedEx have been cooperating successfully for years in Kazakhstan as well as in Azerbaijan, Byelorussia, the Baltic States, Georgia, Russia, Turkmenistan, and Uzbekistan.)

International business conference in Almaty

The international business conference "Kazakhstan attracts new investments: strategy for diversification and sustainable development" was held June 14/15, in Almaty.

President Nursultan Nazarbayev opened the forum; 400 delegates from the United States, Europe, and Asia participate.

There were discussions about what makes a country attractive for potential investors, and about future economic developments.



Elvis Roberts, managing director of M&M Kazakhstan (right) also participated in this meeting and took the chance to shake hands with President Nursultan Nazarbayev (left).

M&M Germany: new people at the top

Klaus Lutze (47) is the new managing director of M&M Deutsche Holding GmbH. Lutze, a very competent forwarder, has been part of the German M&M management in his function as managing director of M&M Internationale Spedition. He will keep this position also. Klaus Lutze is stepping in for Hans Reinhard. Reinhard has taken on a new, demanding position within the TransInvest Group: He is now managing director of the Interrail Holding AG. He gave up all positions and functions in Germany for his new post. Werner Krauss, who was Reinhard's partner in the management of Deutsche Holding, still holds this position, yet now with a focus on finances and controlling.

In the course of the restructuring at the top of M&M Germany, there were other changes. This is the new picture:

M&M Militzer & Münch Internationale Spedition GmbH:
Klaus Lutze, Pani Manolopoulos

M&M Militzer & Münch Euronational Spedition GmbH: Pani Manolopoulos

M&M air sea cargo GmbH: Harald Mazarin

M&M Transportservice GmbH: Peter Nowack

M&M Interservices GmbH: Werner Krauß, Pani Manolopoulos

M&M Militzer & Münch Transport GmbH: Pani Manolopoulos

muminter Internationale Spedition GmbH: Dieter Mai

MMcom Telekommunikations GmbH: Jens Wolfrum, Lothar Zabbei

Brewery equipment for Chernigov / Ukraine

170-ton brewery equipment was shipped to Chernigov, Ukraine, by M&M Berlin. 10 trucks, 5 of them special heavy load, transported the equipment. Especially three pressure vats – out of gauge and weighing in at 40 tons – were an interesting challenge. Everything went as planned,



and M&M Berlin is now the customer's number 1 for East European transports. There will be similar loads to Poland soon.

“Dimension M” – Apprentices at Munich Airport

Munich Airport offers a great opportunity to experience the fascinating world of flying and what is needed behind the scenes.



M&M's apprentices – future forwarders and warehouse specialists – went on an airport tour with Marion Herrmann (head of the training and human resources department).

The visitors were taken directly to the security sector – after security check ups, of course. They were allowed to see how planes are made ready for take-off.

Then they visited the exhibition with lots of interactive exhibits, and observed the vast airport complex from the visitors' deck. There were also two airplane



cabins to discover: from the Super Constellation, and the Ju 52, the old lady from the pioneering days of flight.

The Super Constellation was the first passenger plane with an air-pressurized cabin.

Another plane is exhibited there, but cannot be entered: the famous Douglas DC-3.

After this interesting excursion, the M&M apprentices stopped for lunch at M&M Schwaig; M&M colleagues then went back to the airport with them, to visit the freight terminal – a point of high interest for future logistics specialists.

Students from Poland at M&M

During the 7th student exchange between the vocational school in Hof and the corresponding school in Breslau, Poland, the guests from Poland visited M&M.



They showed great interest in the logistics services and the transports to the East. M&M Poland had initiated the school exchange.

PAN ASIAN INVEST GMBH – a company profile

PAN ASIAN INVEST, with headquarters in Essen, and new offices in Marktredwitz'

East West Competence Center, represents the interests of investors and mid-size companies from the CIS. The company aims to open up business opportunities in the important Eastern market for small and mid-size companies from Germany, and especially from Bavaria.

The PAN ASIAN associates are all experts in the field and have personal contacts and long years of personal experience in the field. The company has technical and economy experts, interpreters, and lawyers, as well as banks they cooperate with locally.

M&M Marktredwitz supports PAN ASIAN with its know how of Eastern transports. M&M has a vast network of branches in the CIS.

Private companies, as well as governments in the CIS, are eager to cooperate with German mid-size companies, as one PAN ASIAN associate says. German technological competence and German reliability are among the reasons. (Source: PAN ASIAN INVEST GMBH)

General

M&M Militzer & Münch Georgien GmbH, Tbilisi moved on 1st of July, 2005. Please note the new address:

39, Av. Ketevan Tsamebuli
Tbilisi 0103 Georgia
Phone : +99532 911940,
911953, 911957.
Fax : +99532 273432.
e-mail: mumgeo@ti.net.ge

New phone and fax numbers for M&M/EMEX Tashkent/ Uzbekistan as of July 1st:

The old phone numbers will be in operation until mid-October – calls will be redirected to the new numbers.

Phone: +99871 140-00-03
+99871 140-03-83
+99871 140-03-82
+99871 169-04-31
Fax: +99871 140-00-68

FedEx / EMEX lines:
Phone : +99871 140-07-00
+99871 140-07-01
Fax: +99871 140-00-68

**M&M Logistik Kiev moved on
23st of August, 2005. The
new address is:**

Alma-Atinskaja Str., 35A
02092, Kiev
Ukraine
Phone: +38 044 568 96 92
Fax: +38 044 568 76 87
Email:
Irina.Chodakowskaja@mumnet.com

**M&M Italy, Sovilgiana - Vinci
(FL) – please note the new
email addresses:**

Donatella.Bianchi@mumnet.com
Massimo.Mammoli@mumnet.com
Sabrina.Brogi@mumnet.com
Sara.Campigli@mumnet.com
Diletta.Disa@mumnet.com
Elisabetta.Pandolfi@mumnet.com
Antonella.Perrone@mumnet.com
Antonella.Valente@mumnet.com

**With effect July 2005 a new
office of M&M Logistik Sp.z
o.o., Poland, is in operation.
The address of the new office
is:**

3, Lidzka Str.
PL-15-108 Bialystok
Poland
Phone: +4885 652 71 98
Fax: +4885 652 71 99
Email:
bialystok.biuro@mumnet.com

Impressum

Redaktion: Abt. MPR
Adresse: M&M Militzer& Münch
Internat. Holding AG
Unterkotzauer Weg
95028 Hof / Saale
Deutschland
Email: redaktion@mumnet.com