

LETTER FROM THE CHAIRMAN

Initially as a young organization, we had doubts if it was too premature to arrange. Once the decision was made it was "batten down the hatches and full sails ahead".


Naturally the venue was of the utmost concern. After deliberation we decided on Thailand. Easily accessible and cost effective for many of our members. Then as an added incentive, we avoided the bustle and noise of Bangkok, and chose the nearest beach resort, so that guests, if they so wished, could extend a business meeting into a vacation - and several did. We sought a hotel that could accommodate 50 residents, with a Conference room and banqueting facilities.

Tim Boutique Hotel, located in Pattaya, was central to the town, and located only 5 minutes from the Beach. The accommodation was attractive, and the two evening events of pre-drinks and Buffet/BBQ dinners, were on the roof top around the Swimming Pool.

Much to our pleasant surprise, the estimated 50 attendees, turned into 65. In fact, Tim Boutique was unable to accommodate everyone and we were forced to look for another hotel, to take the overflow of guests.

Not everything went to plan. All the literature for the Conference, including **MPL** badges and business cards for those attending, remained safe and secure in the infamous Terminal 5 at Heathrow Airport in the UK, along with the Itinerary, Agenda and Guest Lists. We were forced to run around Pattaya, to find a printer who could reproduce just one fraction of the paperwork.

The Date Game wasn't perfect either, virtually no one stuck to the routine planned, and moved around in an unorganized manner. **Even so, it was a great success** and accomplished what we set out to do, which was to give everyone at least 5 minutes together, to decide if they wished to pursue these contacts. The **MPL** Board of Directors are going to work on perfecting the Date Game. Most likely seeking a hotel with lockable cupboards, so that parties A through E, get to know each other before they are let loose. Naturally we are joking.



ROBERT P. DREELAN
MPL CHAIRMAN

Dear Friends,

Welcome to the special Middle East edition of the **MPL NEWSLETTER**. This vibrant economic powerhouse seems to be weathering the recent economic storms better than most. Rich in natural resources, the Middle East is rapidly expanding into free trade zones and industrial processing. With fast growing consumer markets and massive infrastructure projects financed by oil exports, the freight forwarding community around the world can look at the Middle East as a solid market less susceptible to recession.

MARCOPOLOLINE already boasts some energetic and reliable members in the Middle East, but, there are some gaps in our coverage of this fantastic area. In 2007 Bandar Abbas handled more than 1.7 million TEU and Salalah a hugely impressive 2.6 million TEU. A small slice of this business shared between **MPL MEMBERS** would be a fantastic boost.

So in the spirit of Please Help Us to Help You, I urge you to think about the Middle East and recommend your best partners in the region to join **MPL**. As we look towards our second annual conference in 2009 a few new members will be a boost to us all and get 2009 off to a great start.

PAUL GOEHLERT
MPL DIRECTOR

After the success of the First Annual Conference
the **Marcopololine Group**
is pleased to announce
that the second annual
conference will be held
at the **Marco Polo Plaza Hotel**
on the Island of Cebu,
in the Philippines

commencing with welcome
cocktails and dinner on
wednesday evening
22nd April, 2009

and official closing with
cocktails/dinner and
entertainment friday night
24th April, 2009

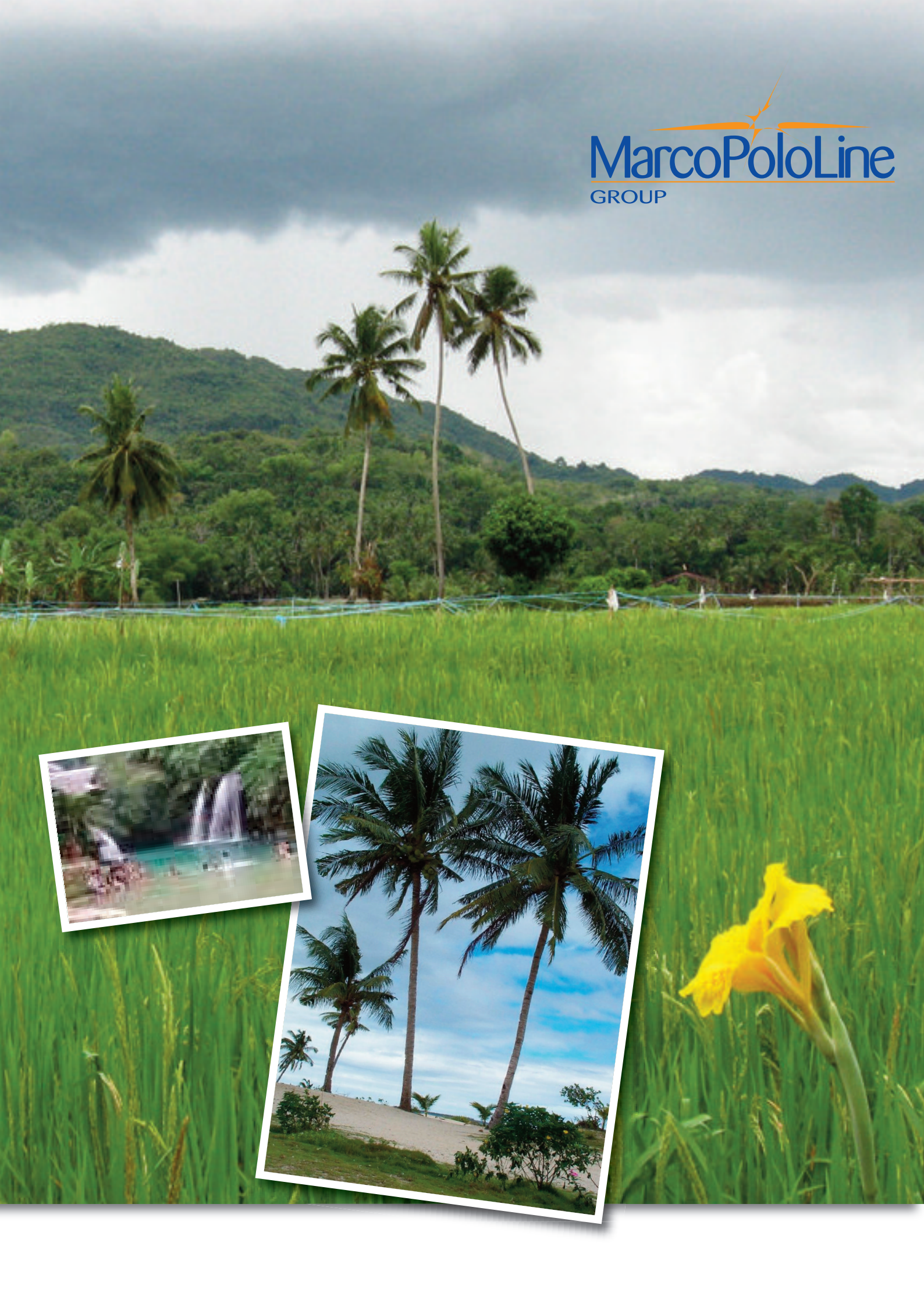
for those who wish to
participate or provide support as
spectators, there will be an
MPL golf tournament saturday
25th April, 2009

please ensure you keep your
diaries clear and we will keep
you informed of all
developments, such as
**hotel amenities, conference and
meeting itinerary, plus cost.**






**Booking forms will be available
soon.**



Cebu, 22-24/4 2009



Middle East MPL Members

Country	Basic Data		Flag
Egypt	Capital	Cairo	
	Currency	Egyptian pound	
	Area (km ²)	1,001,450	
	Languages	Arabic (official), English and French widely understood by educated classes	
Morocco	Capital	Rabat	
	Currency	Moroccan Dirham	
	Area (km ²)	446,550	
	Languages	Arabic (official), Berber dialects, French	
Saudi Arabia	Capital	Riyadh	
	Currency	Saudi Riyal	
	Area (km ²)	1,960,582	
	Languages	Arabic (official), English	
Turkey	Capital	Ankara	
	Currency	Turkish Lira	
	Area (km ²)	769,630	
	Languages	Turkish (official), Kurdish, Arabic, Armenian, Greek	
UAE	Capital	Abu Dhabi	
	Currency	Emirati dirham	
	Area (km ²)	78,000	
	Languages	Arabic (official), Persian, English, Hindi, Urdu	

MIDDLE EAST ECONOMY

The **MARCOPOLOLINE GROUP** is pleased to support, where we can, our members in the above Middle Eastern countries. It is hoped, that in the not too distant future we can expand to other nations in the region, thereby providing a more concise and overall service.

In the meantime, we update you on the latest news, regarding the area:-

THE WORLDWIDE ECONOMIC FALLOUT. Whilst most refer to the container export boom from China, it should not be forgotten the growth in box volumes of imports into the Middle East.

There are excellent signs mainly in Saudi Arabia, Iran and Qatar, that exports, particularly of petrochemical products in containers, are going to do exceeding well. This is a positive signal to the region's trading potential.

Recently Hapag-Lloyd, Evergreen, APL, Hyundai, OOCL and COSCON have very much added to their networks and services in the Middle East Gulf and Red Sea areas of trade.

Furthermore specialist feeder companies, such as the Orient Express and Simatech Lines are upgrading their various links.

Ports in the Middle East have seen their total box volumes increase from 8.9 million TEU in 2000 to approximately 23.2 million TEU in 2007, which is equal to that of China.

The fastest growth is on routes to and from the Far East, in particular China and South Korea, with very important Trading Partners in the UAE, Saudi Arabia and Bahrain.

The regional trades between the Middle East and South Asia has also seen significant growth recently.

So whilst the world is suffering most dramatically from the Economic fallout, the Middle East continues to show relatively strong rates and international trade is becoming more and more important to their overall wealth.

SYRIA AND LEBANON HAVE AGREED TO SET UP DIPLOMATIC TIES and plans for a Syrian Embassy to open in Beirut is being contemplated. Whilst this may not seem like an important message for international trade, the fact that since both Countries became independent of their Colonial rulers, they have been enemies.

Beirut once considered the Paris of the Middle East, may just get back on its feet, now that they no longer have an arc enemy. The two countries may prosper in the process – so its an interesting area to watch.

SAUDI PRINCE PLANS ON BUILDING THE TALLEST BUILDING IN THE WORLD. Saudi Prince and Billionaire Al-Waleed bin Talal has said he will build the world's tallest building, which is expected to be over a kilometres (3,281 feet) high. The tower will be built in Jeddah and be part of a larger project that will cost \$26.7 billion.

It will be entitled Kingdom City and will cover an area of 23 million square meters (248 million square feet) and will include luxury homes, hotels and offices.

Dubai has also joined the skyscraper race. Whilst the growing Burj Dubai is already the tallest man-made structure in the world, the Nakheel Tower is said to be even higher.

THE BIG 5

23-27 novembre 2008

Dubai International Convention And Exhibition Centre



This has been acknowledged for many years now as the largest and most essential annual meeting place for the **CONSTRUCTION** industry, with a powerful global reputation. The exhibits cover all aspects of construction:-

- Building & Construction
- Water Technology & Environment
- Air Conditioning & Refrigeration
- Cleaning & Maintenance
- Glass & Metal
- Bathrooms & Ceramics
- Marble & Stone
- PMV

In addition to more than 28 national pavilions and at least 55 **COUNTRIES** exhibiting, there are other features and attractions. *Although the **following** may have no direct impact on the Freight Forwarding industry, anyone attending may find them of personal interest.*

Technical Conference
Gala Awards 2008 – Green Building Awards
British Safety Council Workshops
Technical Seminars
PMV dedicated arena

One of the longest-running events in Dubai, the history of The Big 5 goes back well over 20 years and has grown in importance as the construction industry has become an essential part of the economic development strategy of countries throughout the region and plays a major roll internationally.



TRIPLE CROWN DUBAI, UAE

Dubai is a city constantly in flux. It is changing and growing at a phenomenal pace with many of the other cities around the region, observing and following suit. Dubai while still earning a lot through oil revenues has diversified its economy to tap into the tourism, real estate and construction industries to name a few. The development of the many “free zones” in the area including Jebel Ali Free Zone, Dubai Internet City, Dubai Investment Park to name a few have provided an incentive to companies like Halliburton to set up their global headquarters in the city. About 75% of the population is expatriates, which truly makes the city a melting pot of different cultures and communities and provides the companies and industries in the city with a rich talent pool of multicultural individuals.

All this combines to provide businesses in the region with huge growth potential.

The logistics and freight forwarding industry in the city enjoys a direct positive impact as a result of this growth. One of the biggest advantages of Dubai’s geographic location is that no major markets in the Middle East are more than a 24 hour drive away which makes Dubai and its major port Jebel Ali an ideal trans-shipment hub for the region. Jebel Ali’s central global location also makes it an ideal port for the Asia – Europe trade with Europe being 14 days away, Japan being 18 days away, South East Asia being 9 days away and India only being 4. TCSL has capitalized by handling a lot of sea-air cargo between Asia and Europe.

Another benefit of location is the tremendous growth Dubai and the UAE has been experiencing in the non oil sectors which are the future of the economy here. According to reports, UAE imports for the first half of 2008 jumped by over 52% compared to the same period in the previous year while exports increased by over 57% in

2008. Another interesting development in the past year is that India has surpassed China as the UAE’s largest trade partner, with bilateral trade growing by just under 50%. Another report, states that while the global logistics industry grew by around 9% in the year, the Middle East logistics industry is estimated to grow at double that rate. To cater to this the Dubai Logistics City (DLC) is under construction which when completed will be one of the world’s largest multi-modal logistics platforms within a free zone environment. Incorporated within DLC will be Jebel Ali Port, Al Maktoum International Airport, which is set to become the largest airport in the world and DWC Aviation City. Numbers and developments like these open our eyes to the enormous potential for growth that TCSL and its network partners can enjoy. TCSL has also booked ten thousand square meter space in DLC and plans to open an office with warehouse facilities in this new logistics hub, once it is ready.

Triple Crown Shipping and Logistics LLC Dubai (TCSL) was started in 2004 and has two partners, Gautam Mukherjee and Ishwar Jodha who combined have over 60 years of shipping experience. Ishwar, the Managing Director, has been in Dubai since 1981 after some years working in India with a ship-owner in the mid 70’s. In the late 70’s and early 80’s he worked for a ship broker and was actively involved with chartering. The major part of his career was spent at APL where he worked from 1985 to 2001 and held many senior positions including Regional Sales Manager, General Manager APL Emirates and Managing Director of APL Dubai.

He has also been a member of several working committees and is a former chairman of the Dubai Local Working Committee of Shipping Lines. Gautam, the Executive Director, has had more extensive experience with India. He was involved with managing liner services operating from Europe

into India and has been at the helm of companies of such as Qatar Navigation, Barwil (Dubai), Inchcape (Abu Dhabi), Swift India (Mumbai) and Shaw Wallace and Co. (Mumbai). He has also represented the Worldwide Project Consortium in Dubai for the last several years and in this capacity has successfully handled various project deliveries in this region.

With the huge construction boom in the country, the market for project cargo shipment is growing at a rapid pace as well. Construction companies and contractors are in the need of heavy equipment, industrial materials, etc. TCSL are exclusive members in the UAE of the Worldwide Project Consortium (WWPC) and Project Professional Group (PPG) and so we have the expertise and professional backing to have successfully handled that transportation and logistics of many of these types of cargo.

To cater to the overall growth in the shipping industry in this region, TCSL’s prime goals is to develop a wide range of worldwide business partners so that we can provide the best service to our clients.

On that basis in July 2007 TCSL became a member of MarcoPoloLine to pursue that goal. We believe this association with the members of The MarcoPoloLine Group is perfect for our intentions to work with those dedicated to similar goals, rather than large companies who have several agents in every country. Ishwar Jodha attended the **MARCOPOLOLINE** conference in Pattaya in April of 2008 and struck up a great rapport with many other MPL member forwarders. TCSL now has successful business relationships with fellow **MPL** members such as Continental Logistics in Spain, Mercator Cargo in the UK, KTL in Australia and World Wide Logistics Solutions in Italy.



THE 21st CENTURY MERIDIAN OF GLOBAL LOGISTICS



There is no doubt that the marking event of the decade in the Mediterranean basin is the gigantic project that is still underway in Tangier, namely the new port Tanger-Med and its facilities.



Aiming to make the Marco Polo Line family share this experience and develop an idea about this installation which will surely have a great effect on the future of the maritime and freight forwarding industry in the area and whose echo will definitely be felt much farther a field; we at CAPITAL CARGO LOGISTICS came up with the idea of focusing our contribution on this landmark which was once a dream and now is already coming true.

The «Tanger-Mediterranean» project is a strategic priority for the economic and social development of the Moroccan Northern region. Its particular position on the Straits of Gibraltar, at the crossing of two major maritime routes, and only 15km away from the European Union will enable it to serve a market of hundreds of millions of customers throughout the industrial and commercial free zones which will be run by well-known private operators.

It will also win an important part of the strongly growing market of container transshipments and become the leading hub for cereal transport, a facility which is non-existent in the north-west African region at present. Tanger-Med will meet its objectives by providing the Moroccan industry with a competitive edge through better logistics and fostering higher

competitiveness in the Northern Provinces of Morocco.

The Northern Region will therefore be positioned as a major development centre that will decrease considerably the development gap between the Southern and Northern banks of the Strait of Gibraltar.

The Tanger-Med Port is the corner stone of a multi-modal platform thanks to its:

- A strategic location in the Straits of Gibraltar at the crossroads of the major East-West and North-South container shipping routes.
- Thanks to a very efficient inter-modal platform and state-of-the-art facilities operated by world class port operators, the Port of Tanger-Med will offer truly world class services.
- The new port will have excellent connectivity to the Morocco's upgraded road and rail infrastructure.

Incorporated to international logistics circuits, it serves the existing and future free zones and improves the competitiveness of all businesses based in Morocco.

The most important port activities are planned under long-term concession contracts. These contracts are granted to international notably professional operators who invest in port equipment and superstructures while ensuring cost effective operations at the best international standards of services, security and safety.

As far as port infrastructure is concerned, it is built according to the joint use of the rubble-mound breakwater and reinforced concrete caissons breakwater techniques.

This strengthens the port's protection from rough seas and allows an optimal use of the basin's surface while providing the vessels with the possibility to berth alongside the jetty.

The primary features of the port are as follows:

- A principal breakwater of 2,056 ml and a secondary breakwater of 586 ml at 0 to -12 Mzh.
- A 300 m wide access channel, dredged to -17.00 Mzh.
- A 600m diameter turning circle at -16 Mzh.
- A harbour basin of 100 Ha.

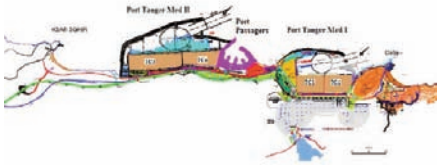
TANGER MED PORT TERMINALS

The Tanger-Med Port is one of the biggest container terminals in the world with the possibility of hosting the largest envisioned container carriers ever. Its activities began on July 27th, 2007 with the opening of the Tanger-Med Port; with the first container terminal managed and operated by APM Terminals Tangier.



The port offers modern facilities that are suitable for a variety of needs:

- Container Terminals offering an overall capacity of 3.5 millions TEUs
- Ro-Ro and passengers' Terminal : offering a nominal capacity of 7 millions passengers and 700.000 trucks.
- Hydrocarbons terminals that provides bunkering services and supplies the surrounding area with refined products.
- Bulk and general cargo terminal dedicated mainly to grain activities
- Car Carrier : exclusive to charging and discharging vehicles with the ability to handle 1 million vehicles per year.
- Tanger-Med II, the extension project of the port that targets a capacity of 8 to 10 million TEU.



INFRASTRUCTURES

To connect the Port with the free zones and the Special Development Zone with major Moroccan cities and other prime economic centres, the Moroccan Government invested in high quality connecting infrastructures including:

- A 61 km new section of the highway connection to that (Tangier-Casablanca) with the Special Development Zone.
- A highway connection linking the border commercial zone to the port
- An expressway connecting the port to the city of Fnideq and the nearby commercial two lane express road connecting the port to Fnideq.
- A 45 km railway connecting the Special Development Zone with the national rail network.

All of these connecting infrastructures are financed by the Moroccan Government and are set to become operational with the opening of Tanger Med Port activities.

New communication channels will also be implemented in the North Region of Morocco in order to connect the region with other major economic centres such as:

- Highway connecting Tangier and Asilah (35km)
- Tangier-Tetouan road that will be transformed into an expressway
- Expressway connecting Tetouan and Fnideq (38 km)

SECURITY AND SAFETY

Last but not least, TMPA -the Tanger-Med Port Authority- has designed an advanced security and safety program for the Tanger-Med Port as well as for the companies operating in the port. This program was implemented in close collaboration with:

- TMPA's architects and land use specialists
- Maritime authorities
- The Kingdom of Morocco's security agencies

As early as 2005, a risk analysis was conducted by an American consultancy firm in partnership with USTDA (United States Trade and Development Agency). Today, it is SURTYMAR, the French marine security agency - leader in its field and approved by the French State - that is supporting the Tanger-Med Port Authority in its efforts to comply with the safety requirements set by IMO (International Maritime Organization).

Tanger-Med Port Authority defined its security policy in close collaboration with its terminal operators in compliance with the ISPS Code as well as the requirements of the recent European directive N°65/2005 applicable to ports worldwide since June 15th, 2007.

MR NOURDINE EL YAMLAHI
Operations Manager
CAPITAL CARGO LOGISTICS



The following articles were kindly submitted by our MPL Member in Saudi Arabia, Mr. Khalil Adam Barde of Mubarak Saeed Trading Services Agents on behalf of Kaask Logistics.

Turkey decides route for third Bosphorus Bridge

The long-planned third bridge across the Bosphorus straits in Istanbul (Turkey) will be built between the suburbs Tarabya on the European shore and Beykoz on the Asian side, according to the country's ministry of transportation.

The new bridge will have two road lanes in each direction, and a fifth lane to be used for a rail line.

No decision has yet been taken on whether to construct a rail bypass for Istanbul which could utilize the bridge.



First Bosphorus Bridge in Istanbul, connecting Europe (left) and Asia (right)



Fath Sultan Mehmet Bridge seen from Bosphorus (also known as the Second Bosphorus Bridge)

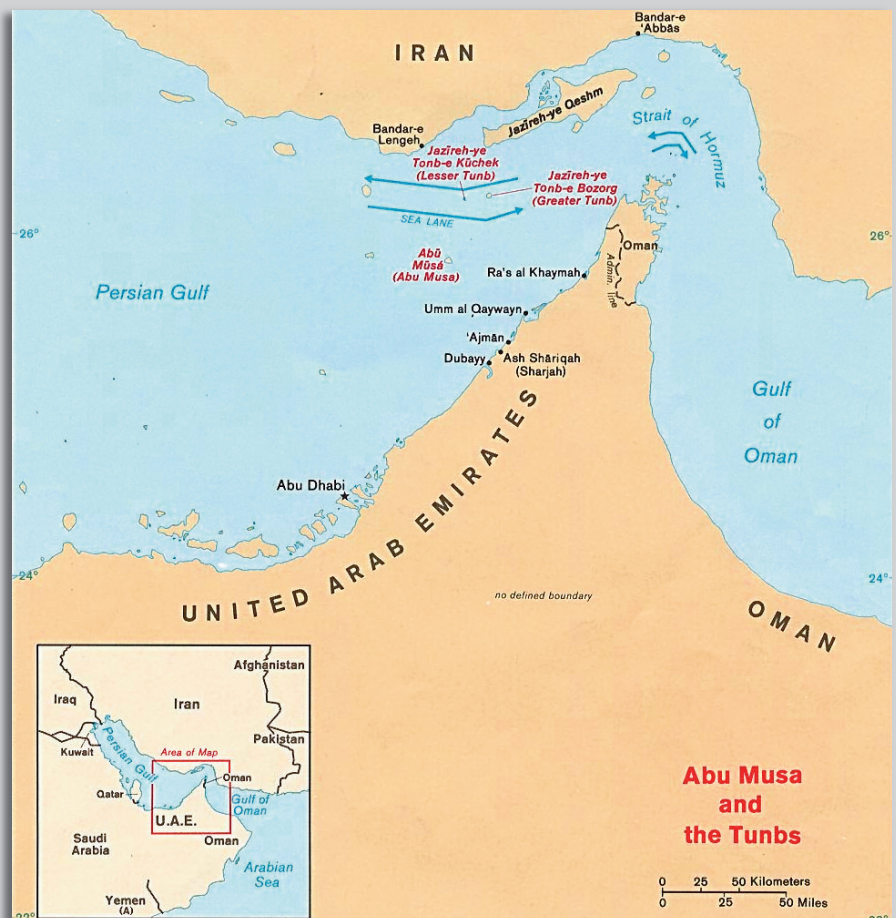
Dubai considering canal to bypass Strait of Hormuz

Dubai's government is studying building a giant channel from the city of Dubai on the Persian Gulf to the port of Fujairah (United Arab Emirates) on the Indian Ocean, with the aim of bypassing the Strait of Hormuz.

The massive canal would be complex and would cost roughly USD 200 billion, cutting an eastern swathe over the Hajar Mountains via an enormous set of locks.

The idea is to enable oil shipments to circumvent the strait, thereby lessening the control Iran might have over commercial vessels. The 112 mile canal could be a boon to oil-producing states like Saudi Arabia, Kuwait and Iraq, which might be affected by a blockade of the strait.

Abu Dhabi, the United Arab Emirate's biggest oil-producing state, is building a pipeline to Fujairah to bypass the strait, but that pipeline wouldn't have the capacity to transport Saudi Arabia's oil. Roughly 40% of the world's oil moves through the strait.



Strait of Hormuz

Rail link between Turkey and GCC countries

A rail link between Turkey and the six member countries of the Gulf Cooperation Council (GCC) is currently being studied by regional engineers. The idea was first suggested by Bahraini King Hamad Bin 'Issa Al Khalifa during his recent visit to Turkey, where he met with President Abdullah Gul. The GCC countries – Saudi Arabia, Bahrain, the United Arab Emirates, Kuwait, Qatar and Oman – are currently carrying out a feasibility study on a proposed USD 6 billion rail network linking all six countries. If the project is authorized, the planners will have to decide the route of the railway. One option is to connect the GCC countries with Turkey directly through Iraq, another is directing the railway through Jordan and Syria. In any case, most of the railway is expected to run through Saudi Arabia, with the King Fahd Causeway being an integral part of either option.

Mr. Khalil Adam Barde also suggested we do a brief write-up on the Al-Noor Cities.

Mercator Cargo Systems Ltd

Mercator met Kaask, Saudi Arabia at the **MPL** Conference in Pattaya, Thailand. Mercator never had an agency in Saudi before. Immediately on return to the UK, we had an enquiry for a DDP shipment to the King Fahd University in Dahrhan, some steel fabrications for the students to perform tests on. With an **MPL** man in Saudi we took the job on with confidence and the transport was completed in **MPL** fashion, dedicated and personal service all the way! A very happy customer.



AL-NOOR CITIES – 'BRIDGE OF THE HORNS'

Before introducing you to 'Bridge of the Horns', and just to enlighten those who are not aware, Djibouti is a country in the Horn of Africa. It is bordered by Eritrea in the north, Ethiopia to the west and south, and Somalia in the southeast. The remainder of the border is formed by the Red Sea and the Gulf of Aden.

On the other side of the Red Sea, on the Arabian Peninsula, 20 kilometers from the coast of Djibouti, is Yemen. Earlier this year the Prime Minister of the Republic of Djibouti and officials from Al-Noor Holding



Company, attended a launching ceremony to establish 2 industrial cities - one in Yemen and the other in Djibouti. These will be linked by a road and rail bridge across the Red Sea.

The 'Bridge of the Horns' promises to be one of the greatest engineering feats in recent times. It will link Yemen to the island of Perim in the Red Sea, and on to Djibouti in Africa.

The Al-Noor Holding Company in undertaking this enormous project, has so far collected \$50 billion from investors in Saudi Arabia, Gulf countries, China and Europe. The project is estimated to provide more than a million job opportunities in Yemen and half a million in Djibouti. One Al-Noor city will be established in Yemen on an area of 1,500 sq. kms, whilst another city of the same name will rise in Djibouti on 1,000 sq. kms. The twin cities will be linked by a bridge 28.5 kms long, that will be able to carry a six-lane highway and four light rail lines, as well as water and oil pipelines. The bridge will comprise of girders and suspension bridge structures and the suspension portion will be the longest in the world. It is anticipated that approximately 100,000 cars and 50,000 rail passengers will cross the bridge daily in addition to 1000s of tons of cargo in trucks and rail wagons. The Red Sea is one of the busiest and most important seaways in the world and is also one of the most dangerous, one of several reasons is the complexity of water currents.

The bridge will allow greater speed in transit, and more cargo and people to be transported from one point to the other. Al-Noor's goal is to create a globally integrated system, bridging two continents and deliver a major shift not only in the economies of Yemen and Djibouti, but also regional economy to the Middle East and Africa.

KINAY GROUP OF COMPANIES



Kinay Group, one of Turkey's oldest and leading shipping groups has been active in the sector since 1946. (Founded by Mr. Ali Rıza Kinay) The Group offers its clients a broad range of services from agency, brokerage, and chartering to freight forwarding, logistics and international trade. The group is also active in shipowning and operating. Today, Kinay employs in excess of 150 employees working at its headquarters in Istanbul and seven branch offices located in major Turkish ports.



Mr. Ali Rıza Kinay,
(1907 - 2002) Founder

The companies that form the Kinay Group can be summarized as follows;

KINAY TRANSPORT AND LOGISTICS S.A.:

KINAY TRANSPORT AND LOGISTICS S.A. "KTL", established in January 2005 to put leverage on our position as a major Turkish Shipping group providing freight forwarding and logistics services to third-party clients and our in-house controlled cargo. KTL is headquartered in Istanbul with branch offices in İzmir and Mersin.

KTL's main trading regions are Far East, Australia, U.S.A and Europe. The company's aim is to continue growing in the Turkish container and logistics sector which is expected to continue its strong growth pattern.

KINAY CHARTERING :

Chartering and brokerage activities of the Kinay Group started in 1982 under the name of Alfa Shipping S.A. In 2005, as part of corporate rebranding, the company was renamed **KINAY CHARTERING "KC"**.

KC is specialized in dry cargoes varying from 1000 mt up to panamax size and mainly deals with Kinay Group's boron minerals, concentrates, fertilizers, timber, coal, steel, clay, sugar and grain cargoes.

KC handles about 2 million tonnes of dry cargo yearly on contractual and exclusive basis and constantly tries to increase this volume by entering new contracts of affreightments and focusing on new cargoes.

We pride ourselves in establishing long term relationships with well reputed Owners and first class Charterers with our team of 6 experienced brokers.

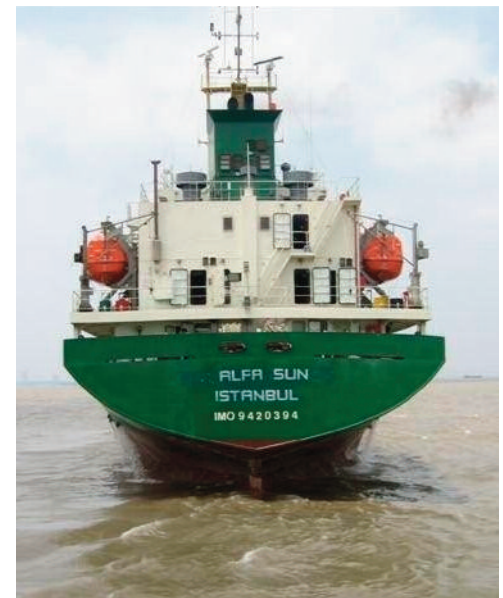
ALFA SHIPPING S.A.:

ALFA SHIPPING S.A. ("ALFA") is the main shipowning company of the group. Alfa acts directly and through its subsidiaries as the shipowning arm of the group.

The group has been an active shipowner since 1986 when it acquired its first bulk carrier. Since then the group built and acquired a number of multi-purpose ships as well as conventional handysize bulk carriers.

Until 1996, the group policy in the handysize market was to charter vessels with short-term arrangements or to purchase them in the second-hand market. However, in 1996, the group

decided to commence its newbuilding operations and started working with a shipyard in Turkey to build a multipurpose container vessel (M/V Hasat). In 1999, the group, working with a different Turkish shipyard, built another multipurpose container vessel (M/V ALFAMAR). At the time they were built, both of the vessels were the largest multipurpose container vessels built by private shipyards in Turkey. These vessels enabled the group to expand its expertise to container trade and project cargo shipments as well. Currently, the group constantly pursues new building opportunities around the world. In 2006, the group started working with a shipyard in China to build in-house design 6,086 dwt bulk carriers. Alfa already took delivery and started operating two of these vessels in 2007 and is set to receive another one in March 2008. Due to the operating success of these vessels, the group has decided to extend its contract with the shipyard and plans to receive another 4 vessels by mid-2009. Growing scale of the project led the group to establish its, supervision team in China, at the construction site, continuously improving the quality of the end result.



A. RIZA KINAY SHIPPING AGENCIES & TRADING SA:

A. RIZA KINAY SHIPPING AGENCIES & TRADING SA

("ARK"), active in the ship agency business, is the oldest company within our group. Its operations originated in 1946 in Bandirma, which has since evolved into one of Marmara Sea's largest ports. Growing business across Turkey led to opening of its branch offices in Istanbul (headquarters of Kinay Group of Companies), Izmit (Derince), Iskenderun, Izmir, Aliaga, Mersin, Rize, Samsun and Gemlik (Mudanya) ports. All of these offices are fully equipped and managed by knowledgeable and experienced staff who provide 24 hours seamless service to our customers. ARK offers full agency services to the vessels of well-known ship-owners and/or charterers calling at Turkish ports or transiting through the straits. Our services include loading/unloading, stevedoring, forwarding, crew change, as well as customs clearance/delivery of spare parts.

Due to its location, our Istanbul office also services vessels passing through the straits of Istanbul (Bosphorus) and Canakkale (Dardanelles). ARK, in addition, provides quality agency services and supervision to the vessels during their repair/drydocking at Tuzla dockyard area (near Istanbul), having catered to hundreds of vessels in this area so far. For any questions and proforma d/a requests for any Turkish ports and straits please contact our headquarter at agency@kinaygroup.com



HASAT FOREIGN TRADE AND REPRESENTATIVE CO. LTD. :

HASAT FOREIGN TRADE AND REPRESENTATIVE CO. LTD.

("HASAT"), as defined by its name, is a Foreign Trade and Representation company mainly active in boron trade. In Turkey, Hasat represents various American, European and Far-Eastern companies purchasing boron products from Turkey. Such companies are all leaders in their field of activities. These companies represented by Hasat either use boron products in their own productions, such as glass fiber, glass wool, or are the suppliers or distributors of boron products to various industries like, glass, ceramics, fertilizer, etc.

These companies all purchase raw and refined boron products from Turkey under yearly contacts and Hasat provides full service to these companies from the purchase agreement stage to the final delivery, including quality control.

Hasat operates a fully equipped laboratory in Bandirma, Turkey for providing technical services to its customers. Total volume of boron products Hasat is handling is around 350.000 mtons per year.

Besides boron products, Hasat also is active in trading minerals and commodities such as sodium feldspar, zeolite, magnesite and ammonium sulphate.

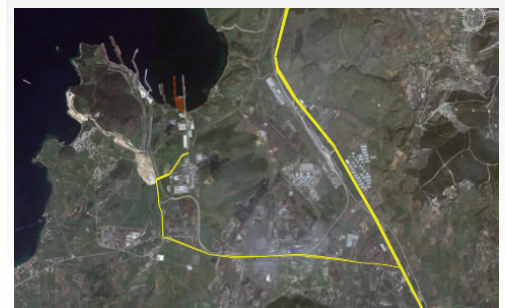


ANNOUNCEMENT

Grup Maritim TCB and Kinay Group have reached an agreement with the company Ege Gübre to start a container terminal in Turkey, specifically in the land owned by them in Nemrut Bay, in Aliaga near Izmir. The joint venture will create a society in Turkey named TC EGE which will have the preferential right to use Ege Gübre's maritime infrastructure and will lease the surrounding land from Ege Gübre. The time period for this agreement is up to 30 years, initially 15 years which can be extended in an additional 15 if the traffic reaches the expected volumes. The shareholders of TC EGE will be CAPSA (a subsidiary of Group TCB), Ege Gübre and the Kinay Group, whereby CAPSA will hold a majority shareholding.

The project will achieve a capacity of more than 650,000 TEUS and will require an investment of over \$76M, basically in container handling equipment. The first phase is planned to start operation at the beginning of the year 2009.

This agreement allows Kinay to expend its activities into container terminal operating through this joint venture. Kinay has been present in Turkish shipping for more than 60 years with Turkey's largest fully-owned bulk agency network, freight forwarding and logistics, chartering, brokerage, shipowning, ship operating as well as mineral trade representation.



MPL GOLF TOURNAMENTS

One of the ideas that came out of at the **MPL Conference** in Pattaya, Thailand in April, was to start organizing **MPL Worldwide Golf Tournaments**.

Earlier this year we started the ball rolling, by having the First Official **MPL Tournament** and presenting the **FIRST MARCOPOLOLINE TROPHY** in Valencia, Spain. Participants were, as per the rules, all within the Transport Industry, i.e. shipping companies, freight forwarders, port authorities, custom brokers, etc.

Although the day cost Continental Worldwide Logistics, approximately 1500 euro, inclusive of Trophies, premiums, lotteries, advertising, cocktails and light lunches, it was a very enjoyable day for all involved.

The cost was nothing, in comparison to the benefits gained by local publicity; shipping magazines have referred to it many times and the promotional success that **MPL** will reap from it, is limitless.

Now, that we have started, we will continue to promote **MPL** via these most entertaining and competitive Golf Tournaments.

By the way the final result was:-

Category I	Handicap Under 14
Category II	Handicap Over 14

WINNER

First Category	Mr. Ignacio Goma Hanjin
Second Category	Mrs. Paz Arviza Foreign Health Office Port Authorities

SECOND PLACE

First Category	Mr. Ignacio Humet Maritima Valenciana
Second Category	Mr. Luis Gimeno Continental Logistics

The following photographs says it all.

LUIS GIMENO
Continental Worldwide Logistics
Spain



MarcoPoloLine
GROUP





MarcoPoloLine

GROUP

Next Newsletter

The next edition of the MPL NEWSLETTER will be published in January 2009, and it will be dedicated to Central and South America. Please start sending your input NOW.

Help us make the NEWSLETTER indispensable, with your pictures, views, stories and new trade information.

Please send them to the Editor sandy@marcopololine.com not later than the deadline date **Monday, 15th December, 2008**