

- **INTRODUCTION OF UND**
- **LOGISTICS AND INTERNATIONAL ROAD TRANSPORT SECTOR IN TURKEY**
- **SITUATION IN TURKISH-GREEK RELATIONS**

**WHO WE ARE :**

- **UND is a leading professional association in Turkey, established in 1974 by representatives from Turkish road freight transport sector with an aim to solve problems experienced by the sector at national and international levels.**
- **Today, we represent almost all modes of international transportation and logistics, through our Membership of 1063 transport and logistics companies based in Turkey.**

## **OUR SERVICES TO MEMBERS**

- Offering timely, sustainable and objective solutions to problems experienced by members***
- Ensuring effective distribution of road transport permits***
- Facilitating border crossings***
- Professional training***
- Global Guarantee Facility***
- Eximbank Credits***
- Information and legislation follow-up***
- Sale of transport certificates (FBL,FCR)***
- Representing the sector's interests at national and international platforms***
- Facilitating visa procedures***
- VAT returns***
- Insurance services***
- Fuel cards***
- Telecom discounts***

## UND'S TOTAL QUALITY MANAGEMENT SYSTEM

The transformation launched in 2001 originally brought an ISO 9001:2000 Quality Management Certificate,

followed by the entitlement of UND as “the first NGO in Turkey awarded “the (EFQM) National Quality Award in category of NGOs” in 2004.



## **We pioneer the sector through important projects:**



### **PRESENT & FUTURE:**

- ***First Ro-Ro service between Turkey & France (INTERMODALITY & MOTORWAYS OF THE SEA)***
- ***Support to IRU's "Modern Silk Road" Project***
- ***NELTI, BSEC-IRU TIR Caravan and ECO TIR Caravan projects***
- ***LOGISTICS FREIGHT VILLAGES IN LARGE CITIES...***

➤ ***BORDER CROSSING FACILITATION THROUGH NEW INFRASTRUCTURE***

➤ ***HIGHER EDUCATION***

➤ ***PROFESSIONAL TRAINING***

## PRIORITY UND PROJECTS: ESTABLISHING LOGISTICS VILLAGES IN BIG CITIES



► In Europe there are more than 100 logistics freight villages;

Even though Turkey's aim is to become a logistics hub in the region, the process of development of logistics centers in large cities is still underway...

İSTANBUL (at European and Asian sides)  
MERSİN...



- **LOGISTICS AND INTERNATIONAL ROAD TRANSPORT SECTOR IN TURKEY**
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**OUR STRATEGIC OBJECTIVE...**



**Turkey will become a logistics hub for 3 continents by 2023, as an integral part of the Modern Silk Road...**



## PROFILE OF THE TURKISH INTERNATIONAL ROAD FREIGHT TRANSPORT SECTOR

NR OF COMPANIES	NR OF TRACTORS	NR OF LORRIES	NR OF SEMI-TRAILERS	NR OF VANS	NR OF TRAILERS
1.630	46.025	16.280	53.106	1.498	3.106

- ✓ Delivers direct service to 57 countries in **3 continents**,
- ✓ Total investment = **5 Billion Dollars**,
- ✓ Employs **400.000** people, together with auxiliary sectors,
- ✓ **42 %** of Turkey's total exports,
- ✓ Provides **4 Billion Dollars** of currency revenue to the country on average...



## INTERNATIONAL ROAD TRANSPORT SECTOR IN TURKEY

A new transport regime harmonized with the EU transport acquit...

- Law on Road Transport (2003)
- Regulation on Road Transport (2004)
- Law on Professional Training in Road Transport (2004)
  
- 90 % harmonisation with the EU legislation
- **One of the most “prepared” sectors for EU membership...**



## 100 AMBITIOUS PROJECES FOR 2023 !

Among the sector priorities:

- Developing intermodality
- Developing Short-sea Shipping and Motorways of the Sea
- Establishing Logistics Freight Villages...



TC  
ULAŖTIRMA BAKANLIđI

BaŖbakanımız Sayın Recep Tayyip ERDOđAN'ın katılımlarıyla gerekleŖtirilecek  
10. UlaŖtırma Ŗurasını  
teŖrifleriniz bizi onurlandıracaktır.

*Binali Yıldırım*  
Binali YILDIRIM  
UlaŖtırma Bakanı



**SITUATION IN TURKISH – GREEK INTERNATIONAL  
ROAD TRANSPORT SECTORS**

**SITUATION IN  
TURKISH-GREEK RELATIONS  
COMPARISON OF TRADE AND TRANSPORT GROWTH  
BETWEEN TURKEY AND GREECE  
2007-2010**

	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>2009 (January- December)</b>	<b>2010 (January- December)</b>	<b>% Change</b>
<b>EXPORT (000 \$)</b>	2.262.655	2.430.549	1.634.388	1.363.114	1.209.623	-11%
<b>IMPORT (000 \$)</b>	950.157	1.148.630	1.131.065	900.003	1.123.455	24%
<b>FOREIGN TRADE (000 \$)</b>	3.212.812	3.579.179	2.765.453	2.263.117	2.333.078	3%
<b>EXPORT TRANSPORT OPERATIONS (Number of Trips)</b>	28.491	31.144	27.410	23175	17472	-25%

**Between 2009-2010 (January-September)**

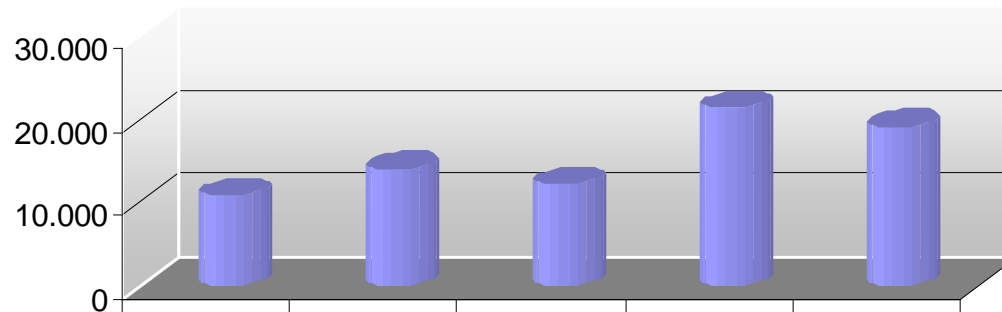
**Turkish exports to Greece decreased by 11 %**

**Export transport operations by Turkish trucks decreased by 25%**

## TRANSIT OPERATIONS THROUGH GREECE BY TURKISH TRUCKS

Turkish road transporters prefer Greece as a transit route for their operations to Italy, Albania, Macedonia and Spain especially .

Number of Transit Trips over Greece



	2004	2005	2006	2007	2008
■ Number of Transit Trips over Greece	10.947	14.143	12.349	21.569	19.221

## **SITUATION IN TURKISH-GREECE RELATIONS**

### **The Bilateral Quota Problem**

As it is already acknowledged, the last Joint Committee Meeting between Turkey and Greece was held on 1-2 July 2010 in Istanbul and a protocol was signed at the end of the meeting.

According to the new protocol no change has been noted on the amount of the quota and it has remained as; 10.000 bilateral permits, 10.000 bilateral permits with charge and 35.000 transit permits with charge.

**SITUATION IN  
TURKISH-GREECE RELATIONS**

**200 Litres of Fuel Barrier**

From 09.06.2010 Turkish trucks subject to a penalty of 0.58 cent (for each liter) for providing more than 200 liters of fuel in their tanks.

So, eliminating the 200 liters barrier is very important for sustainability of transportation between the two countries.



## SITUATION IN TURKISH-GREECE RELATIONS

### AREAS OF IMPROVEMENT

- Greek Transit and Bilateral Permit Quota allocated to Turkish transporters is not sufficient.
- Greece does not allocate third country permits to Turkish transporters
- 200 litres of fuel barrier



### SOLUTION

- Considering the transit operations in 2011, liberalisation of transit permits on a basis of reciprocity will strengthen the relations between two countries.

**SITUATION IN  
TURKISH-GREECE RELATIONS**

Trade between Greece and Turkey has been rapidly growing !

- There are good prospects for cooperation
- Solving problems in transport, will further grow bilateral trade...

